



Capital Equipment Definition:

Equipment used to manufacture a product, provide a service, or used to sell, store and deliver merchandise.

Current or potential clients who are involved in manufacturing, product testing, or pharmaceuticals are prime candidates for capital equipment moves. Look for clients that are expanding their facility, moving a production line to another location, or upgrading equipment because of a new product/technology. In addition, there is a vibrant market for refurbished (used) equipment (machines), particularly in the semiconductor manufacturing business. (*Tip: Try performing an internet search with 'your city' plus 'used capital equipment for sale.'*). Used equipment resellers are constantly buying/selling equipment worldwide. Aeronet already has such clients in the United States, United Kingdom, Ireland, Denmark, Netherlands, France, Italy, China, Taiwan, Singapore, Korea, Canada, and Australia. Our global knowledge and experience, particularly in the 'Local Customs Arena,' can ensure seamless international moves.

Capital equipment is often high-value and/or sensitive electronics that require careful, educated handling. Equipment can be "standalone" machines, or a combination of multiple large components. Larger machines are usually manufactured to be broken down into separate components for ease of shipping by road, air, or ocean. Aeronet will tailor shipping solutions to the specific needs of any equipment moves worldwide (including air-ride road transportation and climate-control) because we know the right questions to ask, and we are thorough in our planning. For your existing clients, the decision maker on capital equipment purchases may not be your shipping contact. Instead, they could be the Facilities, Production, or Manufacturing Managers. Make sure to ask your contact, "Who is responsible for capital equipment purchases?"

Capital equipment can require additional value-added services, such as rigging (move-out at origin), packing/crating (at origin) and/or unpacking/uncrating (at destination), and/or rigging (move-in at destination). These services significantly increase our revenue and margin on what could be a 'shipping only' transaction. Clients buying new capital equipment will often require these additional services only for the unpacking/uncrating and move-in of a shipment at destination (because capital equipment manufacturers/shippers tend to have existing, established relationships with local providers). Clients buying used capital equipment often require Aeronet to provide one or more (or all) of these value-added services. Aeronet has relationships with numerous qualified rigging and packing/crating partners in the U.S. and worldwide, so we can offer a "one-stop shop" solution to our clients.

Regardless of the scope of our involvement in the movement of a capital equipment shipment, pre-planning and vigorous, proactive management – from A to B – is paramount to the success of the move. Aeronet is the single point of contact for the client while we manage/monitor each party at every stage of the process, and keep the client updated on progress.

As previously mentioned, these shipments are frequently high-value and often very sensitive. Successful handling demands experience and serious attention to detail. The shipping cost frequently dwarfs the value and, therefore, clients rarely haggle, and margins are well above average. However, mistakes can be costly, and we must do our homework thoroughly before committing a quote to the client. The client's decision to contract Aeronet is often not about the quote, but the reputation and experience of the provider. And Aeronet has significant experience because of Steve Newlands' 15 years handling capital equipment moves worldwide by air, road and sea.

It is important to remember that capital equipment shipments are not the same as project cargo moves. These capital equipment moves fit into an ocean container (including open top and flat rack containers), the belly of a commercial cargo aircraft, or on a truck. Aeronet is not in the business of chartering vessels or planes for extremely large and complex moves. This is a very different industry vertical.