



# Partnering to Unlock the Hidden Value of **Your** Obsolete Equipment & Surplus Inventory



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Company Insights

# Our Vision and Mission

SIMPLIFY ASSET RECOVERY BY PROVIDING  
TRANSPARENT, TECHNOLOGY FORWARD, AND  
COMPREHENSIVE SOLUTIONS TO THE INDUSTRY.“

Managing surplus and obsolete MRO is NRI's specialty. NRI understands the roadblocks and pain points that businesses encounter surrounding a lack of visibility around their inventory. We have the unique ability to provide complete visibility into a Client's inventory across the organization. We can offer our clients a multi-faceted asset recovery solution that focuses on maximizing their return on assets and providing a streamlined process for managing and storing surplus equipment.



## Our Vision

NRI's vision revolves around the idea of promoting sustainability and efficiency in the industrial sector. We aim to reduce waste and environmental harm by reusing or repurposing industrial equipment and machinery. Our vision is to provide affordable, high-quality equipment to companies that need it, while also contributing to a more sustainable and circular economy. Additionally we also prioritize customer satisfaction by providing excellent service, fast delivery, and reliable technical support. Ultimately, our vision is to be a leader in the industry, providing innovative solutions and making a positive impact on both the environment and the economy.



## Our Mission

NRI's company's mission involves providing cost-effective and reliable solutions to businesses in need of industrial equipment and machinery. Our company strive to provide a wide range of products and services that cater to the unique needs of our clients. We aim to ensure that our clients can operate their businesses efficiently by providing top-quality equipment that is functional, safe, and meets industry standards. NRI is to be a trusted and reliable partner to their clients, providing cost-effective solutions that help drive their businesses forward.



# +Company Structure

## Team leadership

As one of the largest online sellers of surplus and used industrial parts and equipment in North America, NRI has completed millions of transactions with buyers in over 120 countries in the last 23 years. NRI's suite of services allows its clients to take a lighttouch approach to asset recovery- minimizing the impact on operations and freeing up valuable internal resources to let our clients focus on their core business.

With established operations in the United States, Canada, Middle East, and Asia, NRI's global presence means it can serve clients' needs with multinational operations.

NRI Industrial Sales are certified under the CAMSC for being 51% or greater owned, operated, managed, or controlled by persons who identify as a minority. Moreover, NRI also has an ED&I policy reviewed annually and contains measures to track diversity and inclusion efforts and outcomes.



**Saif Syed**  
Chief Executive Officer



**Ilan Levitin**  
Director of Sales



**Aaron Lee**  
Director of Marketing



**Michele Lester**  
Executive Strategic  
Acquisition Specialist



**Steve Stipanovich**  
Executive Purchasing  
Manager



**Hong Nguyen**  
Financial Controller



## Our Fastest Recovery Solution

# Direct Purchase

**47k**

PCS  
Equipment  
Removed

**9**

Million  
Tax Deductions

**0**

Safety Incidents  
Reported

■ **98%**  
Materials Recycled

■ **120k +**  
Active Industrial Buyers

## Case Study

### OUR CLIENT

Our client is a North American energy company that specializes in oil extraction from tar sands. More recently, the company has invested in renewable energy sources, such as wind power, solar energy and biofuel. Our client is one of the largest privately-held companies in the world. Select operations were based out of a historical landmark. Since the facility shaped its municipality's development, our client was restricted from expanding and found it difficult to distribute product. When transferring production to a newer facility, our client opted to decommission its facility

### CHALLENGE

**Avoided costly equipment disposal fees**

To avoid production downtime, our client stocked a significant amount of maintenance, repair and overhaul (MRO) equipment and parts. After upgrading their generating assets, more than 47,000 pieces of equipment





## KEY INNOVATION:

### ■ **Inventory Optimization**

Reduce inventory holding costs, manage and redeploy surplus inventory.

### ■ **On Going Investment Recovery**

Recover value from surplus inventory across your organization.

### ■ **Inventory Write Down**

Recover value from surplus generated from business restructuring or other compelling events.

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# Direct Purchase Overview

**Fast Simple Disposition Strategy**



**Steve Stipanovich**  
Executive Purchasing  
Manager



Book a  
**Free Consultation**

## JOIN FOR THE FUTURE OF INNOVATION

NRI Industrial is an Industry leader in corporate asset recovery. Our Solutions allow businesses to recover capital from used and surplus industrial assets, at the same time we provide buyers all over the world a chance to source quality second-hand equipment at a fraction of the cost of new.

We routinely purchase MRO, spare parts and surplus industrial equipment from a broad range of industries. Our acquisition process is simple: we provide a valuation on your surplus, make upfront payment, and ship the purchased assets to our facilities. We also have the capability to dismantle and extract installed equipment if needed.

**Our Solution for Highest Recovery**

# Consignment Service Overview

**GLOBAL SALES CHANNEL FOR  
MAXIMUM RECOVERY**

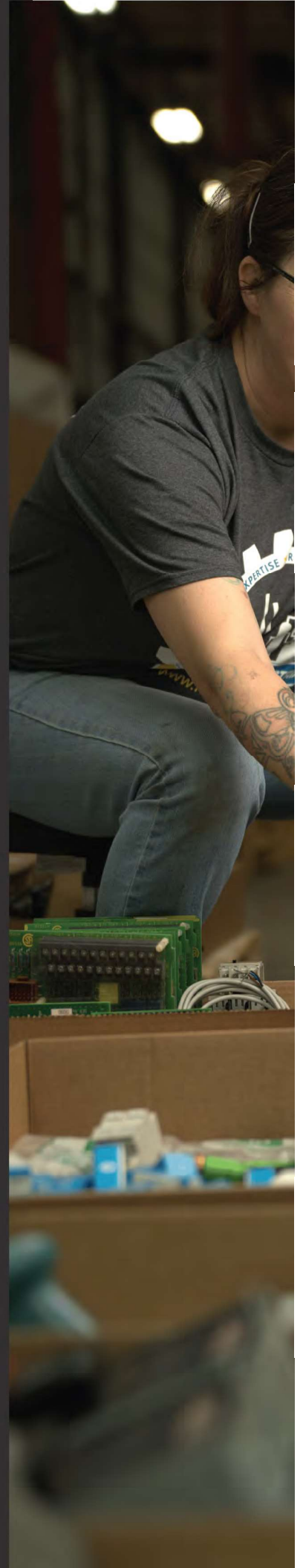
Our consignment services are designed for businesses that want to maximize recovery from surplus assets, MRO and spare parts, but don't have the space or resources to manage the sale process. The equipment is picked up, processed and stored at our facilities. We then list the equipment on the largest industrial marketplaces. We also provide access to NRI's online portal which provides real-time sales and project reporting.

We have sold new and used industrial parts and MRO from over 15,000 brands across 35,000 product categories.

## Complete Hands-Off Experience

From cataloging, listing, warehousing, and fulfillment to post-sale and customer service, we handle the entire process for our clients.

Our reporting portal offers our clients complete transparency on their assets, providing them full visibility of all activities from start to finish.





# CASE STUDY

## INDUSTRIAL CONSIGNMENT SERVICES

1

Our clients surplus and idle inventory consisted of valves and automation components for a wide range of industries, including chemical, petrochemical, pharmaceutical, landfill, wastewater refining, food processing, hydrocarbon processing.

2

Since our client's inventory was housed in multiple locations across the Midwestern United States, they required an asset recovery firm that could coordinate and manage the logistics of transporting the equipment.

3

As the restructuring was ongoing, our client required an industrial asset firm that could process their equipment on an ongoing and inconsistent basis.

### STREAMLINED TRANSPORT & STORAGE OF EQUIPMENT

Our client is an industrial equipment and parts distributor servicing the Midwestern United States. Their inventory primarily consists of valves and automation components for a wide range of industrial businesses. After restructuring their operations, much of our client's assets became surplus or idle to.

After restructuring their operations, our client was inundated with a large quantity of surplus and idle assets. They sought an asset management solution that could provide the resources required to sell, transport and store these assets, while providing the maximum return on assets.





## EQUIPMENT SOLD

- VALVES

- INSTRUMENTATION

- VALVES REPLACEMENT



## HOW WE HELPED

We offered our client a multi-faceted asset recovery solution that focused on maximizing their return on assets and providing a streamlined process for managing and storing their surplus equipment.

This included:

A no-cost valuation on surplus and idle assets to provide the client a clear picture on asset's second market value. A sales solution focused on consignment services to maximize exposure and reduce turnaround times. A streamlined logistics process for managing surplus, including logistics, transport and off-site storage.

**\$16.7 MIL** recovered from  
surplus and used equipment.







**400+**

Finished Projects

# Partner

With a Global Company

Canada's 147th Fastest Growing Companies

Locally owned NRI Industrial Sales Inc. has made it on the Prestigious Profit Guide's 26th annual exclusive ranking of Canada's Fastest Growing Companies. Number 147th on the list is nothing to sneeze at and the company will only keep growing. What makes a company belong to the Profit 500? Well, according to ProfitGuide.com, a combination of smarts, innovation and good old-fashioned tenacity.

NRI Industrial Sales Inc. has all the above mentioned qualities and more. A burgeoning leader in the Surplus Industrial Good Sector with a strong proclivity for environmental concerns are two of the many impressive traits the company possesses. The company is in a unique position to become a true 21st century global powerhouse refurbishing and selling used industrial equipment.



## Acknowledgment

NRI Industrial Sales pride themselves on keeping hundreds of tons of obsolete parts and equipment out of landfills and scrap piles, while providing the industry with an economical source to industrial equipment.



**Michele Lester**  
Executive Strategic  
Acquisition Specialist



Book a  
**Free Consultation**





Partner With Us

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## Industrial Verticals

### World Wide Exposure

We actively list and market your equipment on 37+ marketplaces such as eBay, Amazon, Alibaba, and NRIParts.com to name a few.

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### Ready to Respond

We provide our clients with free desktop valuations within 2-3 days.

**120,000+**

loyal industrial equipment buyers, resellers, and distributors.



# Corporate Sustainability

A part for a plant. Join NRI's Green Revolution.

Sustainability is at the core of NRI's solutions. NRI focuses on building and implementing solutions that empower organizations to meet their compliance and sustainability initiatives. NRI's resale programs encourage landfill avoidance, by finding a second home for industrial parts, machinery, and equipment. Over 98% of materials that flow through NRI's operations are resold on the secondary market or recycled in accordance with local regulations. Below are some green initiatives that we actively participate in:

## Helping Surplus Equipment Not To End Up in Landfills as Industrial & E-Waste

In 2021, we moved approximately 4,600,000 lb of used industrial surplus to clients around the globe, which would have otherwise ended up in landfills as industrial/e-waste. The amount of industrial surplus is equivalent to approximately 30,735,000lb CO2 emissions saved from manufacturing. The amount of carbon emissions saved is equivalent to approximately 230,518 tree seedlings grown every single year. In addition, we break down machinery and recycle raw materials as much as possible to eliminate waste.



# Net Zero Operations

## Planted and Counting

# 360k TREES

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Collectively between all operations, our facilities use approximately 915,000 kWh (building), 150,000 kWh (machinery) of electricity and 2,010 MMBtu (1,938MCF) of natural gas every single year. The amount of carbon emissions produced is equivalent to approximately 9,383 tree seedlings grown every single year.

We will be planting a tree for every part we move in a transaction. Every single year we move approximately 56,000 pieces of industrial surplus, which is equivalent to approximately 56,000 tree seedlings grown every single year. NRI is hopeful that their partner clients will participate in this Green Initiative. More details to come.

## ECO-Friendly Hosting Solution

In the past, NRI managed its technology infrastructure in-house that consumed approximately 525,600 kilowatt-hours of energy a year. We have migrated to Amazon AWS for their commitment to using 100% renewable energy, which on average, reduces carbon emissions by 88% vs. in house managed hosting. The reduction of carbon emissions is equivalent to approximately 3,308 tree seedlings grown every single year.

## Paperless Offices & Operations

NRI is committed to completing all transactions digitally. Collectively between all operations, we have reduced the use of paper from approximately 7,200lb to 600lb. Which is the equivalent of approximately 13 tree seedlings grown every single year.







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