

JADE Trading Oy



Helsinki – Finland
Mob: +358-50-3746777
Web: www.indmachinery.com

JADE's business



- ▶ We are trading high quality used equipment for beverage industry
- ▶ We provide for European & Russian industrial operators an **efficient, safe and easy** way to sell their surplus production equipment
- ▶ For our buying customers we offer one-stop-shopping experience with transparency, professionalism and high quality expert services



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Key personnel with JADE



- Jari Kartano, CEO & President , JADE Trading Oy
Management & Operations – Helsinki, Finland



- Andrey Vecherskiy, MD JADE Trading RUS
Russian & CIS Operations – St.Petersburg, Russia



- Martijn Buijs, MD JADE Latin America Inc
Latin America Operations – Santo Domingo, Dominican Republic



- Donat Znaidinski , MD JADE Trading CIS
East Europe and CIS Operations – Vilnius, Lithuania

Other key personnel:

- Vesa Vartiainen – Sales Manager, Helsinki, Finland
- Dimitriy Kuznecov – Sales Manager, Russia



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JADE's Business Idea

- To recover a fair market value from surplus assets to their owners and at the same time provide good quality equipment to our growing customer base world wide
- Add value to this process with
 - high quality documentation and presentation
 - correctness in technical matters
 - best marketing available
 - professionalism sales and contracting
 - professional relocation services



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JADE – Your Broker

- Official brokerage contract – exclusive or non exclusive
- Our brokerage fee is the only cost to our principals and it includes
 - Technical documentation of the assets
 - Photographing and videos
 - Pricing the assets in accordance with market pricing and situation
 - Marketing
 - Organizing and joining the customer visits
 - Customer background checking
 - Assistace in contracting
- If needed JADE will provide, dismantling, packaging and complete relocation services
- Oblications of Principal are
 - Release all available information to JADE
 - Approve our pricing & sales terms and assist in site visits
 - Sign the sales contracts and pay our fee



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JADE – Your Equipment Trader

- JADE will carry out the same preparations as being your broker at our own cost
- Our internal purchasing price & terms will be mutually agreed before marketing the equipment
- We will find potential buyers, show them the equipment and offer them related services as needed
- JADE will close the deal with the buyer with our own terms
- JADE will purchase the equipment from Principal as agreed

JADE is financially solid and we has proven track records

Among 10% of bests
In Finland



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JADE – Marketing

- JADE has tens of good repetitive customers who are always checking their needs with us – there are our bread and butter
- Our own news letter JADE News since 2013 and it has about 2000 beverage subscribers and this is the most powerful marketing tool to us
- JADE is marketing the equipment in internet via
 - On our own pages Indmachinery.com, Beerequipment.ru, Beerequipment.biz, Jadepowerplants.com
 - On sales portals, like Resale, IndustrialMachines, Machinio, EquipMatching
- JADE has ~dozen trading partners very similar to our own company >> quick, large coverage



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Relocation services

- ▶ JADE manages the entire relocation workflow
- ▶ We are working with experienced and qualified dismantling & relocation engineers only
- ▶ All our contractors and their engineers hold required safety cards, they have first aid training and they have necessary working permits
- ▶ JADE follows, documented operational guidelines quality manual, health and safety guidelines and site rules
- ▶ JADE carries a comprehensive insurance



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JADE as your asset recovery partner

- JADE is well known in the market as quality equipment trader/broker and therefore we are able to recover also the best price to equipment owners
- Our management is technically very well aware of the equipment we sell and can therefore talk to our customers in equal level which creates confidence
- We have tens of years of combined and proven experience in international contracting and this will speed up the process
- Our way of working is unbyrocratic and straight forward and our response time is the shortest in the market. As a result, we have a large number of customers and net working people who like to work with JADE
- **Fast – Secure – Best Money Recovery**



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References

Steinecker Brew House 685 hl/brew, 2 M HL/annum and malt handling system – Brokerage Contract 2 / 2017
Baltika Breweries, Russia internal sales



References

Krones – Sander Hanssen pasteurizer 50 000 bph - FOB Delivery 5 / 2016
From Trinidad to BW Container Limited UK



References

Simonazzi PET line 20 000 bph - FOB Delivery 3 / 2016
From Russia to Dowoo South Korea



References

German Beraplan 60 hl brew line with tank farm from 2002
From Athens to a German Brewery – delivery 3 / 2016



References

Good condition KHS Glass Line 36 000 bph – 11 / 2015
From Russia to Distell Ltd from South Africa, FOB delivery



References

Sales & Total Rebuilding of GEA Transomat 2 x 60 KEG/h line
Delivered in 6/2015 to Ballast Point Beverages, California, USA



References

Steinecker Brew House 240 hl/brew - Brokeage deal made in 9/2014

Owner Baltika Pikra Brewery – Buyer Cherenopanovskoye Pivo, Novosibirsk



References

Sales, dismantling and delivery of complete LOOS Steam boiler plant capacity 28 t/h

Location SunInBew Puskin Brewery, Russia delivered to Pakistan

Year: 2014



References

Steinecker Brew House Equipment 475 hl/brew – Brokerage deal made in 5/2014
Owner Carlsberg Almaty Brewery, Kazakhstan sold to Russia



References

2 x 1 MW Gas Generating Units – Purchase, dismantle and delivery in in 3/2015
JADE bought these units from St.Petersburg and delivered CIF Karachi via Finland



References

Sale of 4 x Sulzer ZAV 18V40S (4 x 10 MW) diesel power plant main equipment
Owner TATA Power, Mumbai, India sold to GigaWatt Ltd, Philippines
Year: 2014 – Brokerage deal



References

Sales of complete KHS PET Bottle Filling Line 20 000 bph, year 2006

Location SunInBev Pushkin Brewery, Russia, sold to Lidoskoye Pivo, Belorussia

Year: 2013



References

ESP Polystyrene Plant, capacity 60 000 t/a, Relocation Project

Project management, marking, dismantling and packaging

Year: 2013 – 44 containers, 2300 m3, 4500 tons



References

Complete CO2 Recovery Line capacity 1200 kg/h

Marketing, sales, dismantling, packaging forwarding and transportation

Year: 2013



References

Complete Corn Snack Production Packaging Equipment

Marketing, sales, packaging and forwarding

Year: 2013



References

Neste Oil, Fully automated jerry can filling and palletising line
Sales, disassembly, packaging, storage and loading
Year: 2010



References

Oy Shell Ab Lubricants Plant's core equipment
Sales, disassembly, packaging and forwarding
Year: 2010



Atlas-Copcon compressors
Sold and shipped to India



Weima schredder
Sold and
shipped to India



Feige barrel filling machine
Sold and shipped to Norway



References

PVC extruder line (panel) – to Australia in year 2010
Sales, disassembly, packaging and forwarding



References

Other sizeable projects:

Finplast Oy – Complete PVC Plant 2007-2008

- 4-5 disassembly engineers over 1 year
- JADE sold most of the equipment

Finlayson Forssa Oy 2009

- Complete Textile Factory Equipment
- 4 disassembly engineers 5 months
- JADE sold most of the equipment

Makron Oy 2009

- JADE sold a PAMA CNC machine tool
- Dismantling and transport coordination

Metsä-Botnia plc 2011

- JADE sold a large wood chipping line to Italy
- Dismantling coordination
- Transport and shipping coordination





THANK YOU



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Quality Equipment

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