ILLUSTRATIVE EXAMPLE / USD

Sell at the show or ship it back?

An exhibitor could sell a demo oven at move-out or ship it home for a later sale.
All figures are illustrative. The later sale price is an estimate. Neither offer is signed.

Seller's proceeds	Local sale	Return and resell
Sale price	$8,400	$9,600
Return freight	—	−$1,250
Handling or storage	−$450	−$550
Seller-paid fees	−$150	—
Selling costs on resale	—	−$500
Net to seller	**$7,800**	**$7,300**

$500 **more from the local sale**
at the prices and costs above.

Where the decision changes

$7,900 local bid Less $600 in seller costs, this matches the $7,300 resale net.

$10,100 later sale Less $2,300 in costs, this matches the $7,800 local net.

Both thresholds hold only if the other prices and costs stay the same.

Before the exhibitor accepts

Owner release Confirm who owns the oven and can release it under the show terms.

Buyer's offer Get a binding price, expiry, payment terms and an agreed pickup window.

Costs and risk Name who pays each fee, handles removal and bears loss or damage.