

## CASE STUDY

# INDUSTRIAL CONSIGNMENT SERVICES FOR **LARGE ENERGY UTILITY PROVIDER**



## OUR CLIENT —

Our client is a large North American energy provider with more than 70 generating assets. Their diverse fleet includes nuclear stations, hydroelectric stations, biomass stations, as well as thermal and wind stations. To minimize the risk of failure and downtime, our client upgraded their equipment on a routine basis, which generates a significant amount of used and surplus equipment.

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## OUR CLIENTS **CHALLENGE**

To avoid production interruption, our client stocks a significant amount of maintenance, repair and overhaul (MRO) equipment and parts. As a result, our client produces surplus equipment and parts on an ongoing and inconsistent basis from each of their 70 operations.

### CHALLENGE 1

Due to our clients size and variety of operations there was an extensive variety of surplus equipment ranging from low value items such as, PLCbased controls to high value items such as wastewater discharge treatment systems.

### CHALLENGE 2

Most auction houses only perform a forced liquidation, or one-time largescale sale. For this type of recovery model to work, our client was forced to collect surplus in a centralized location until it had enough material to attract a third-party auctioneer.

### CHALLENGE 3

Our client housed an in-house asset recovery team of more than thirty people. However, due to a lack of the specialized marketing knowledge required for selling industrial equipment, their team achieved limited success.

# 1.6 MILLION

Recovered from surplus and used equipment in less than one year.



**Streamlined asset storage & transportation**



**Increased staff efficiency**

**1.** — A no-cost valuation to determine our client's surplus asset value

**2.** — A multi-pronged sales solution, including consignment services, auction services and private treaty sales

**3.** — A streamlined logistics process for managing surplus, including logistics, dismantling and rigging services

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## SOLUTION

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. Redeployed 28 members of their asset-recovery team made redundant by our services. Regained more than 211,000 square feet of storage.

## EQUIPMENT SOLD



VALVES



TURBINES



PUMPS



ELECTRICAL



BOILER SYSTEM



INSTRUMENTATION