

## CASE STUDY

# INDUSTRIAL CONSIGNMENT SERVICES FOR **VALVE & PARTS** DISTRIBUTOR

### OUR CLIENT

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



### OUR CLIENTS **CHALLENGE**

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.

#### CHALLENGE 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.

#### CHALLENGE 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.

#### CHALLENGE 3

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

## 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.

**27,000** PCS

EQUIPMENT PROVIDED FOR OFF SITE STORAGE



## SOLUTION

### PROJECT RESULTS

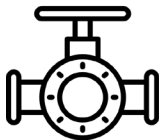
After leveraging our expertise,

#### our client:

Streamlined transport & storage of equipment

- Processed and prepared more than 2,100 SKUs for resale
- Was provided off-site storage for more than 27,000 pieces of equipment transport and off-site storage.

## EQUIPMENT SOLD



VALVES



INSTRUMENTATION



VALVES  
REPLACEMENT