

# Partnership allows multinational energy client to optimize profitability while focusing on its core business

## Maximizing client return on multiple location sale

### Background

Our client, a natural gas, oil, and power generation company headquartered in Calgary, Canada, made the decision to cancel the extension of a major pipeline project. This decision resulted in a wide selection of surplus equipment in four primary locations, ranging from high-value but specialized assets, very liquid assets, such as generators, to partially fabricated assemblies.

### Challenge

The locations each presented the client with their own time-intensive logistical challenges, resulting in the client's decision to partner with Liquidity Services to manage the logistics and increase sales using our global reach.

### Solution

Liquidity Services immediately identified the client's most costly and time-sensitive locations. They also identified each site's most liquid assets, prioritizing the surplus items that were most ready for the auction process.



2012 Electrical Equipment Shelter



Unused Siemens 6,500 HP Electric Motor

## Solution

Professional marketing of all items is crucial to achieve a successful sale. Liquidity Services' teams took inventory of every asset, documented them, retrieved unique identifiers, and photographed them at every location. As a result, within 21 days of receiving the official consignment from the client, the Liquidity Services teams identified over 700 line items and over 6,000 pieces of equipment in the four specified locations.

Nine auctions were held, which resulted in the sale of 558 lots. This allowed the client to consolidate its remaining surplus and eliminate the need for the four storage locations, along with the expenses and inconvenience they produced.

### Over 6,000 assets have been sold, including:

- Motors
- Electric Shelters
- VFD Shelters
- HVAC Systems
- Generators
- Pumps
- Valves
- Portable Buildings
- Temperature Transmitters
- Transformers

### Sale Items of Note:



Sulzer 24x24x29 AZ HSB Centrifugal Pump



36in Cameron Ball Valve Assemblies

**Ready to power the circular economy?  
Contact us today!**



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