

Liquidity Services clears critical expansion area while recovering over \$5.7M

Expediting asset disposition while maximizing capital recovery within the client's tight timeline.

11 Countries

with buyers

3,954

Total Bids

100

Lots Sold

Background

Our client, a North American liquified natural gas provider is constructing a greenfield LNG plant along the coast of Louisiana.

Challenge

Post-construction, the plant's lay-down yard, intended for future expansion, required urgent clearance due to accelerated expansion plans.

This clearance presented several challenges:

- **Clearing the Lay-Down Yard** – With the expedited expansion, quickly vacating the yard became essential to avoid project delays.
- **Surplus Management** – The client had to dispose of excess materials and equipment efficiently, including some stored in Texas, to recover capital within a limited time.
- **Resource Constraints** – The company sought an external full-service provider for surplus management.
- **Asset Valuation for Inter-Project Transfer** – An accurate third-party valuation was necessary for proper accounting for assets transferring to a new project.



Before: All equipment remaining from plant construction, including switchgear, transformers, electrical distribution skids, and containers with fittings, flanges, valves, and power tools.



After: The site was cleared within the accelerated time-frame, with over \$5M returned to the project.

Solution

To address the demands of these challenges, the client partnered with Liquidity Services to manage asset recovery, valuation, and disposition. Liquidity Services prepared and executed a full-service solution tailored to the requirements of our client, which included:

- **Pre-Sale Field Services:** Inventorying and valuing assets and arranging pre-sale inspections.
- **Resource Allocation:** Deploying dedicated on-site resources for effective project management.
- **Management Team:** Implementing specialized managers for data and sales activities.
- **Regular Communication:** Ensuring constant updates and coordination with the client.
- **Asset Valuation:** Conducting detailed market assessments for intra-company asset transfers.

Liquidity Services expedited asset disposition while maximizing capital recovery within our client's tight timeline. Equipment included 1,600 reels of cable and plant construction equipment, including switchgear, transformers, electrical distribution skids, and containers with fittings, flanges, valves, and power tools.

Sale Items of Note



- 1,600 reels of cable of various sizes and manufacturers
- Exceeded the minimum price expectation by 375%
- Liquidity Services managed buyer inspections and loadout



- 16 Camper trailers in poor condition
- Seller thought the only option was scrap and out-of-pocket expense to dispose
- Exceeded the seller's maximum price expectation by 200%

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



Xochi Schumann
Senior Account Executive
713-590-1420
xochi.schumann@liquidityservices.com
Liquidityservices.com



A Better Future for Surplus