

Chain Asset Management Solutions

Asset Management

Comodoro Rivadavia, Argentina



Customer Problem / Need: The customer selected one of their facilities to be repurposed for a product line with higher growth than the current facility use. The plant needed to be cleared of equipment, raw materials, and vehicles.

Challenges: The facility was located in a remote location with underdeveloped transportation infrastructure. There were no local transportation, removal and rigging companies easily accessible.

Solution: Auction (3 phases)

In order to maximize the sale value and foster engagement from local and global buyers, Chain AMS listed and sold assets in two currencies (Pesos & USD). The process required heavy coordination with the customer's Finance, Controllership & Tax functions to support the sales process.

Outcome: The sales grossed \$2.8MM for the customer. The process was completed in 4 months, and in advance of the required timeline. The auction process was in line with customer expectations.

Background and Timeline:

Remotely located plant in Comodoro Rivadavia, Argentina, ~1,100 miles south of Buenos Aires. The manufacturing plant originally manufactured equipment servicing the oil and gas industry.

Total Plant Area: 125k sq ft. **Expense Budget:** 171k

Timeline:

Set-up: April 2018 through June 2018
Marketing: May 2018

Sale #1
Assets: Surplus Machinery
Sale Date: 6/06/18

Sale #2
Assets: Raw Materials (Steel)
Sale Date: 6/07/18

Sale #3
Assets: Surplus Vehicles
Sale Date: 6/22/18
Removal: 6/11/18 through 7/6/19