

Chain Asset Management Solutions

Asset Management

Peterborough, Canada

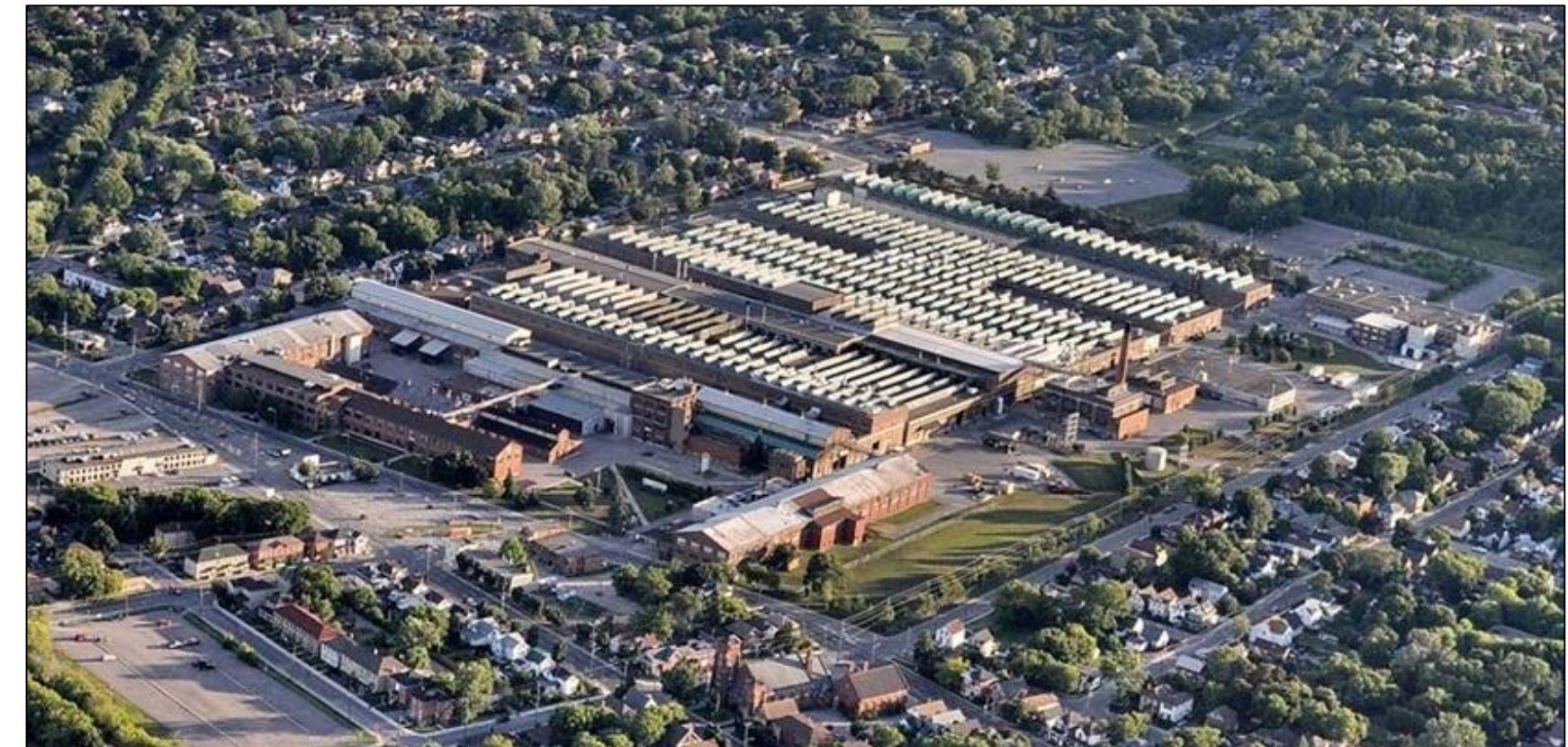
Customer Problem / Need: After shutting down production at the end of 2018, the customer needed to liquidate a facility by the end of 2019. The size and age of the facility required a highly coordinated process for a full liquidation.

Challenges: Environmental challenges associated to the disposition of regulated chemicals and cleaning requirements lead to delays in project timing and modifications of traditional sales process.

Solution: Blend (Private Treaty, Auction, Scrap)

Due to volume of equipment (6,500+ lots), there were 8 equipment auctions, 2 scrap auctions, and a Private Treaty negotiated sale. Chain AMS worked in conjunction with local Canadian environmental agencies to provide a compliant and safe sales process.

Outcome: The sale grossed CAD\$7.7MM for the customer through 8 Auctions Sales over 9 months. The auction sales returned cash back to the business 40% higher than the anticipated site value.



Background and Timeline

This Peterborough Canada, has had contained a customer presence since the company's inception (1892). This facility employed >5,000 employees at peak production.

Total Plant Area: 1.1MM sq. ft.
Expense Budget: CAD\$315k

Timeline: October 2018 through October 2019

- **Sale #1** – 6/06/2019
- **Sale #2** – 7/16/2019
- **Sale #3** – 7/17/2019
- **Sale #4** – 7/18/2019
- **Sale #5** – 9/24/2019
- **Sale #6** – 9/25/2019
- **Sale #7** – 9/26/2019
- **Sale #8** – Estimated at 3/11/2020