

Liquidity Services and Sierra Auctions deliver a swift and profitable solution for surplus mobile refueling assets

154

trucks sold in three months

94%

of client reserve expectation achieved

97%

of formal valuation achieved

\$12M

GMV

In our client's words

"Our company decided to exit the mobile refueling business in the fall of 2024. We set an internal deadline to complete the asset sales by February 28, 2025. We engaged Liquidity Services/Sierra Auctions as our agent for completing the sale of 154 fueling trucks, fueling vans, and service vehicles across 36 sites in 20 states. Liquidity Services and Sierra set up a series of online auctions and completed the project on time. Liquidity Services' reporting, responsiveness, title management, market reach, and professionalism throughout the project were first in class."

Challenge

After deciding to exit the mobile refueling business, our client—a wholly owned subsidiary of one of America's largest oil and natural gas producers and petrochemical manufacturers—began looking for a partner to manage the sale and removal of 154 mobile refueling trucks across 36 sites in 20 states. With each site having varying lease close dates, the trucks housed at each site were required to be sold and removed by the respective lease close dates, with a project completion date of February 28, 2025.

The client evaluated three auction providers and ultimately chose Liquidity Services for their significant expertise in selling surplus vehicles and equipment, and problem-solving abilities.



2022 Freightliner M6 Rack Ready Mobile Refueling Truck

Solution

With a proven track record in comprehensive buyer vetting, reliable logistics (including de-badging, water washing, and site-to-yard relocation), title transfers, flexible leasing options, post-sale negotiations, and expediting sales, the Liquidity Services recommended strategy included a series of dedicated sales events through their online auction platform, AllSurplus.com.

Auction events were strategically timed to coincide with the lease closure at each site. This approach ensured a staggered shutdown that synchronized with the client's deadlines. End-to-end management included a dedicated account team, onsite cataloging, tailored marketing campaigns, and robust financial services (fund collection, tax management, reporting). Liquidity Services also performed buyer compliance checks to minimize client risk and liability.

Results

Liquidity Services sold 154 mobile refueling trucks in three months, achieving an approximate gross merchandise value (GMV) of \$12 million, which met 94% of the client's reserve expectations and 97% of our formal valuation. The streamlined auction calendar and ongoing client communication facilitated timely removals, enabling our client to transition smoothly from their mobile refueling business.



2019 Ford F550 Rack Ready Mobile Refueling Truck



Ford F550 SD Vacuum



2022 Ford F650 Mobile Refueling Truck

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



Francisco Cue
Business Development
832-904-5515
francisco.cue@liquidityservices.com
Liquidityservices.com



A Better Future for Surplus