



Unlock Capital Hidden in Plain Sight: Turn Surplus Ground Support Equipment into Strategic Wins

Across hangars, tarmacs, and maintenance zones, ground support equipment (GSE), such as belt loaders, GPUs, tugs, and air starts, often sit idle between contracts, after seasonal peaks, or when fleet upgrades outpace usage needs. That gear might not be in your daily operations review, but it's still on the books, accumulating depreciation, tying up capital, and consuming valuable storage space. The good news? That GSE isn't just idle or underutilized surplus; it's unrealized potential.

Why is Surplus Asset Optimization a Game Changer?

GSE is mission-critical when it's in motion, but when it's not, it quietly turns into a cost center. GSE managers often face tight turnaround times, seasonal variability, and pressure to maintain service continuity. As a result, assets are often sidelined, but rarely retired.

Without a proactive surplus strategy, your team may be:

- Over-purchasing due to a lack of visibility into dormant assets
- Missing resale windows when used equipment is most in demand
- Spending on storage and maintenance for outdated equipment you no longer need
- Falling short of ESG goals, particularly around emissions, recycling, and equipment lifecycle transparency

By making surplus asset management a strategic discipline, you gain:

- A clear inventory of what's idle, redundant, or ready for resale
- Reduced footprint across hangars and lots, freeing up operational space
- Capital recovery that funds newer, cleaner, and more efficient assets
- A visible contribution to your sustainability reporting metrics

Ground Support Equipment Surplus: Is Your Strategy Grounded?

Use this GSE-specific Surplus Strategy Checklist to assess your company's current situation:

- Do you have visibility into GSE idle time and utilization rates by location?
- Are assets being audited and tagged for resale or redeployment regularly?
- Is there a streamlined process to retire or sell equipment after fleet refreshes?
- Can you track internal GSE transfers to avoid unnecessary purchases?
- Do you have a channel to reach buyers, like FBOs, regional airports, and MRO firms, actively looking for your used gear?

If you answered "no" to any of these, the value of your surplus may already be fading.

From Idle to Impact: How can you Maximize GSE ROI?

Create Process Playbooks

Establish a repeatable method for identifying, tagging, and approving surplus GSE for action before it rusts out or gets buried in year-end write-offs.

Audit Early and Often

Routine inspections across locations reveal high-opportunity assets before they become liabilities.

Partner with Industry Experts

A trusted surplus asset partner with experience in GSE resale can unlock value through targeted global marketplaces, ensuring compliance and expedited cash flow.

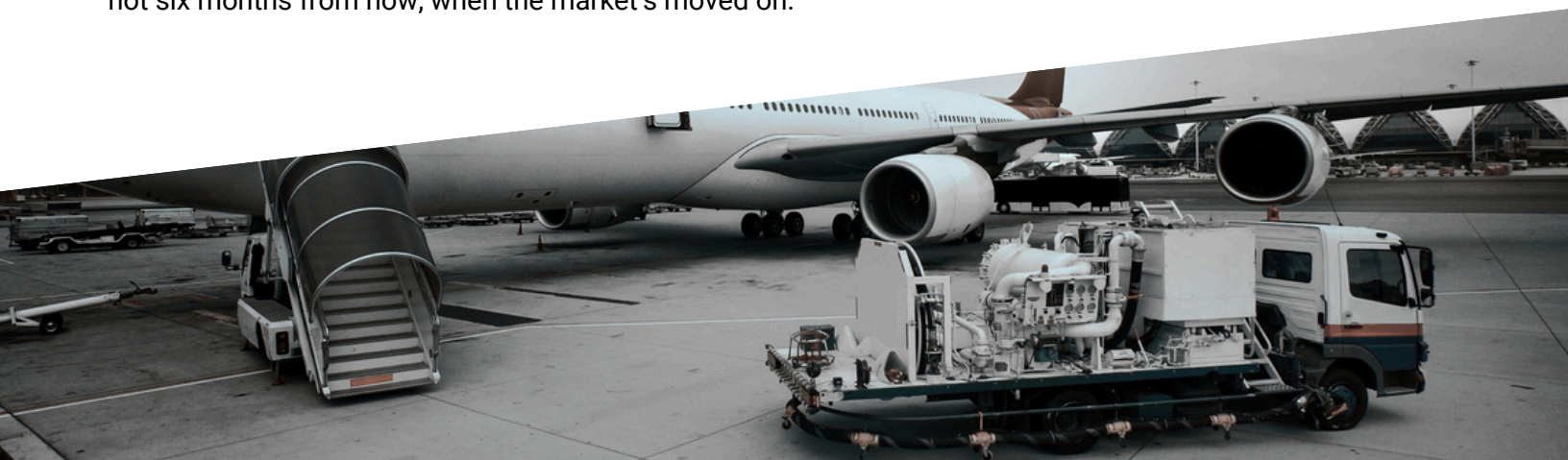
Quantify the Wins

Document the impact, hangar space reclaimed, resale proceeds, deferred capex, and lifecycle emissions avoided, to demonstrate the value your surplus management strategy brings to your operation.

The Ground Time Clock Is Ticking

Every idle piece of GSE comes with a cost and a countdown; the longer it sits, the less it's worth. The companies that succeed in today's environment aren't just lean; they're intentional about where their capital is allocated and how quickly it is deployed. In an environment where fleet agility, uptime, and cost discipline are under scrutiny, waiting to act on surplus isn't just inefficient; it's also expensive.

If your ground support assets aren't contributing to your operation, they should be contributing to your bottom line. Liquidity Services has the tools, reach, and track record to help you unlock that value now, not six months from now, when the market's moved on.



You have **surplus**. We have **solutions**.

North America

Bryan Cierley
Business Development
bryan.cierley@liquidityservices.com
(714) 321-4778

EMEA

Jack Potter
Business Development
jack.potter@liquidityservices.com
+44 7435 010388