

## CASE STUDY

# Liquidity Services Creates a Market for Remote Assets, Generating \$52 Million in Recovery

One of the world's largest construction and civil engineering companies was tasked with designing and constructing three liquefied natural gas complexes on Curtis Island in Queensland, Australia.

**Throughout the three-year lifespan of these projects, the company faced several unique challenges:**

**Inbound, stage, sell, and remove surplus assets on a firm schedule without jeopardizing recovery**

**Efficiently demobilize and close down projects by disposing of remaining assets**

**Maximize recovery for assets by reaching a global buyer base**

**Accomplish these objectives within a tight demobilization timeline**

## Liquidity Services helps the company achieve its objectives through a proven process:



**1** Identify, catalog, and relocate all assets on site, from vehicles and trucks to surveying and power-generation equipment



**2** Conduct frequent global sales through our [GoIndustry DoveBid](#) e-commerce marketplace



**3** Ensure assets are sold only to vetted buyers and in compliance with trade regulations



**4** Make sure items with environmental, health, and safety sensitivities are identified prior to sale



**5** Measure program effectiveness by tracking and reporting all sales activity

## RESULTS

**\$52 million**  
in recovery  
over three years



**1.5 million**  
page views  
for assets



**Over**  
**15,000**  
lots sold



**7,300**  
bidders  
from over ten countries



***“By efficiently cataloging, selling, and removing assets from our completed projects, Liquidity Services maximizes recovery while offloading a key business process and ensuring we meet demobilization deadlines.”***

*– Project Manager, Client*

Email [SellSurplus@LiquidityServices.com](mailto:SellSurplus@LiquidityServices.com) to join our next sale | [LiquidityServices.com](http://LiquidityServices.com)

