

Client Recovers \$525K on Surplus Cheese Equipment

On-Site Auction Cleared Facility & Delivered Value in 60 Days

Key Metrics



\$525K

Recovered from Surplus
Assets



\$100K

Amount Saved in Rigging
and Removal Fees



95%

Of Lots Sold



100+

Lots Cataloged &
Marketed

The Challenge

When this client acquired a new facility to expand fruit processing operations, they inherited a full line of nearly new cheese processing and packaging equipment from Golfo di Napoli Dairy. While valuable, the assets didn't fit their production plans and needed to be cleared quickly.

Without the right partner, the client faced three costly risks:

- Paying to remove and store equipment off-site, where value would decline.
- Scrapping the equipment for little to no recovery.
- Missing their two-month timeline to repurpose the facility.

The situation demanded a solution that delivered speed, value recovery, and cost avoidance all without disrupting the client's plans for new production.

The Solution

SIGMA Auction deployed its proven on-site auction process to balance value recovery with the client's two-month deadline.

On-Site Cataloging & Marketing

100+ lots cataloged and photographed in place, letting buyers see equipment in its natural environment, preserving value and boosting bids.

Fast Auction Execution

SIGMA managed the entire process, cataloging, marketing, auction, and removal, within 60 days, ensuring the facility was cleared on schedule.

Buyer-Paid Removal

Rigging and freight were handled by buyers, saving the client over \$100K in costs.

Consignment for Unsold Assets

Remaining items were moved into SIGMA's consignment program for continued resale opportunities.

The Results

The auction generated \$525,000 in recovered value, achieved a 95% sell-through rate, and saved the client over \$100,000 in removal costs. Most importantly, the facility was cleared on schedule, allowing new fruit processing operations to begin without delay.

Beyond the metrics, the project delivered what mattered most: a fast, seamless transition with surplus assets monetized efficiently and no added strain on the client's team.