

SUCCESS STORY

NIPPON SHARYO



2,000

LOTS



\$7.25M+

SALES TOTAL



1,200

BIDDERS



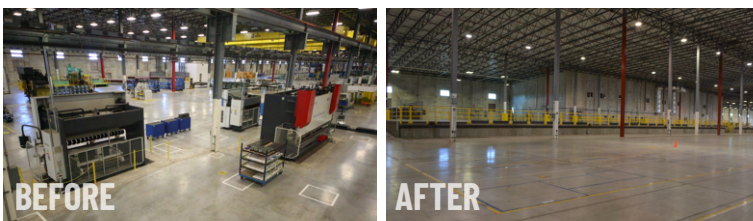
580

DAYS



810,555

SQ.FT.



OVERVIEW

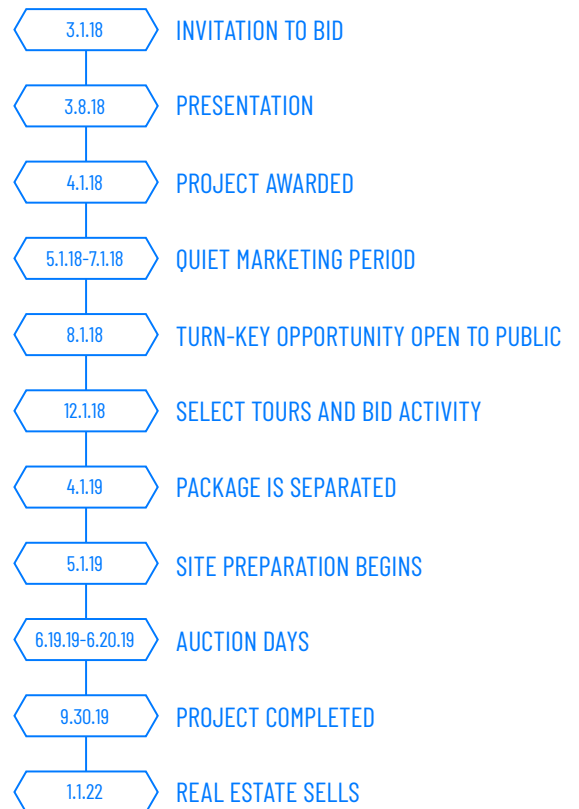
Whether you're downsizing, consolidating operations or closing up shop, you have a lot on the line. From emotional to financial pressures to tough expectations and critical timing. This is a moment when you need to have complete confidence that you can get the absolute most for your assets, and know you're working with a partner who's willing to go above and beyond to protect your interests.

Japanese manufacturing company Nippon Sharyo had invested \$100M+ into a two-building railcar factory in the USA. Due to unforeseen external challenges, the company decided to shut down operations and sell to a third party. Cultural differences required a different approach, and learning to adapt to their business practices and customs. The plan was to sell the real estate and machinery together as a whole package when CIA was awarded the project, but eventually the decision was made to sell them separately. A two-day auction featured State-of-the-Art Fabricating and Welding Machinery, Finishing, Assembly, and Material Handling. The real estate portion featured a two-building corporate campus comprised of 810,555 sq. ft. and situated on approximately 57 acres.

OUTCOME

What began as a highly-sensitive situation turned into a highly-successful two-day auction with 75% collected within the first 24 hours. The auction featured 2,000 lots of industrial machinery and drew in 1,200 bidders from 15 countries and 47 states. The sales total reached \$7.25M with the highest sold item at \$780,000.

PROCESS AT A GLANCE



“The way they presented themselves let us know they would be a reliable partner and capable of achieving our goals. We not only wanted to maximize our return but find someone we could trust – we found that in CIA. Everything from setup and advertising to auction day and check out was nothing short of true professionalism. They helped turn a stressful situation into a positive experience.”

-Erwin Hartmann,
NIPPON SHARYO MANUFACTURING



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