

SUCCESS STORY TRANE



1,182

LOTS



\$2.1M+

SALES TOTAL



505

BIDDERS



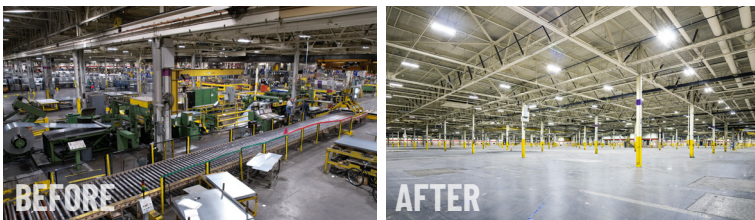
1,273

DAYS



650,000

SQ.FT.



OVERVIEW

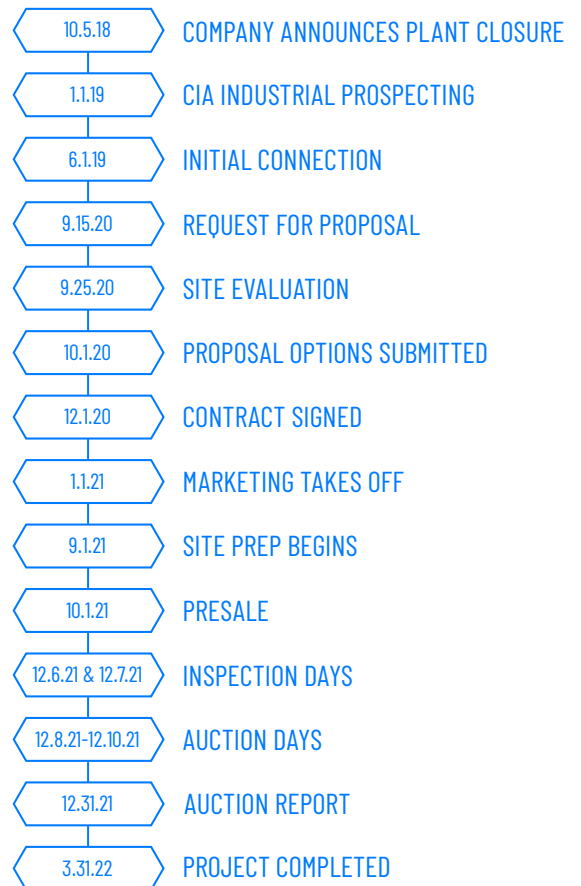
Whether you're downsizing, consolidating operations or closing up shop, you have a lot on the line. From emotional to financial pressures to tough expectations and critical timing. This is a moment when you need to have complete confidence that you can get the absolute most for your assets, and know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

Global HVAC manufacturer Trane opened its Lexington, Kentucky production and assembly plant in 1963. After 55 years of operations, the company decided to close the Lexington facility and transition production to a single location in Columbia, South Carolina. They needed a team that could handle the massive 650,000-square-foot facility and that had a deep understanding of their unique machinery. After reviewing multiple proposals from companies across the country, Trane awarded CIA Industrial the bid for the disposition project. This three-day auction featured a variety of CNC Punches & Panel Benders, Press Brakes, Shears, Water Jets, Cut-to-Length Lines, Paint Booths & more.

OUTCOME

CIA conducted a 3-day hybrid of Live Webcast and Timed Online Auctions. The main assets featured at auction included a variety of CNC Punches & Panel Benders, Press Brakes, Shears, Water Jets, Cut-to-Length Lines, Paint Booths, & more. CIA worked around the clock to meet all deadlines, execute an effective advertising strategy to quickly build buzz, and keep all parties involved up to date throughout the entire process. The 3-day auction attracted 505 bidders across 1,182 lots and resulted in \$2,100,000+ in sales.

PROCESS AT A GLANCE



“CIA Industrial truly impressed me with their down-to-earth mentality and unparalleled work ethic. In an industry filled with know-it-alls, their refreshing approach made a world of difference. They consistently went above and beyond the call of duty, and their commitment to excellence was evident throughout the entire project. Working with them was not only rewarding but also genuinely enjoyable.”

-Gordon Shaw,
DIRECTOR, GLOBAL AME



See more details & other Success Stories at www.cia-industrial.com