Today, IR professionals have too many choices when it comes to auctions. When to sell? How to sell? Who’s the best auction company for certain surplus assets? How can I maximize my auction ROI? Timed-online or on site? A few years back, an auction was the last, perhaps desperate resort for disposition. Just haul that stuff to the auction yard, let that silver tongued, fast-talkin’ auctioneer whip up some excitement and hope for the best. Thankfully, technology has brought us into the age of online auctions, while upgrading the on-site option as a viable and strategic choice.

Four Auction Rock Stars Share their Industry-leading Advice for Maximizing ROI

Today, IR professionals have too many choices when it comes to auctions. When to sell? How to sell? Who’s the best auction company for certain surplus assets? How can I maximize my auction ROI? Timed-online or on site? A few years back, an auction was the last, perhaps desperate resort for disposition. Just haul that stuff to the auction yard, let that silver tongued, fast-talkin’ auctioneer whip up some excitement and hope for the best. Thankfully, technology has brought us into the age of online auctions, while upgrading the on-site option as a viable and strategic choice.

INSIDE THIS ISSUE: The 2017-2018 Investment Recovery Associate Member Directory

The most comprehensive list of our Associate Members—providing best-in-class products and services specific to the Investment Recovery industry.
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Hurricanes,
Wildfires,
Mass shootings,
Terrorism,
Threats of Global War,
Protests,
Counter-protests...

SO, HOW’S YOUR DAY GOING?

I’m not trying to throw a wet blanket onto everyone that happens upon this letter I get the privilege to write, but hopefully to shine some perspective as we all go spinning through the Milky Way on this bright blue ball. Through all of the worst the world has offered the last few months, we have also been able to see the best the world has to offer. For instance, strangers in their own personal boats going through flooded streets on rescue missions. Hundreds of people from all over the country headed to the areas destroyed by hurricanes with simply a desire to help. Firefighters from all over the country headed to Northern California to assist the crews there. Even football player JJ Watt sets out to raise $200,000 with a small video and a GoFundMe account to help the people of Houston. To date, he’s raised tens of millions of dollars to help his adopted hometown.

Living out here in the desert, I don’t have much experience with hurricanes, but I can’t imagine what these places looked like after the devastation of these fires and storms, much less the road ahead to restoration and recovery. All I can say is I’m so amazed by the goodness of the multitude of people that set out to help, who put sacrifice above self and helped out the neighbors they may have never met, all in the face of tragedy. I sincerely hope all of these cities and towns affected by everything I mentioned above are somehow on the road to getting back to some kind of normal.

No, I don’t have any good quips or stories for this article. I will mention to you though that life really is short, so please be good to one another.

Sean Byro, CMIR
Arizona Public Service
President, Investment Recovery Association
602.371.7751 sean.byro@aps.com

Oh, and you can follow me here:
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Orlando...the epicenter of Epcot, wizardry and all things magical above and below the sea. But hold on to your pixie-dust, because on March 18-21, Orlando will be ground zero for the most anticipated event in surplus asset management — the Investment Recovery Association’s 2018 Seminar & Trade Show. Access top-notch education, network with thought leaders and colleagues, and connect with solution-centric vendors. All this...under one roof at the Caribe Royale Resort. Highlights include a former Disney executive sharing the ‘secret sauce’ behind its world-renowned customer service model. The trade show floor welcomes 50+ best-of-breed companies with products and services for your toughest challenges. But best of all, take home practical solutions…and new relationships that can last a lifetime.

EDUCATION

Designed by IR for IR professionals, the Investment Recovery Association’s Seminars are the most comprehensive and authoritative education in IR today. Take home actionable information on: safety, negotiation sales, customer service, reporting, demolition, appraisals, environmental concerns…and more! Swap real-world experiences at the ever-popular round tables for peer-to-peer best practices.

NETWORKING

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Top Auction Strategies: Four Leading Auctioneers Answer Key Questions.

More auction choices have created more questions. So ASSET 2.0 took the top auction challenges faced by IR pros directly to the auction pros themselves – IRA’s associate members for their top strategies in the evolving auction marketplace.

What’s the criteria when choosing between a timed online auction and an onsite auction?

Richard Ehmer: There is a steady move towards utilizing Timed On-Line only formats to dispose of surplus assets within the industry. Buyers today are increasingly more tech savvy and prefer to minimize expenses, such as transportation or travel costs to a physical auction location.

Gary Seybold: Typically, there are three auction choices that we recommend:

Unreserved onsite auctions—When you want no-hassle, turnkey selling, combined with the excitement of a live auctioneer and certainty of sale, go with an unreserved onsite auction. Look for an auction company that offers the most pre-and post auction services with the biggest market reach—even globally.

Weekly online auctions—When you want quick access to cash without the added transport hassles—online-only auctions are probably the best way to go. With the sale and transaction all taking place online, it’s a convenient and cost-effective choice.

Reserved online marketplace—With a reserved auction, you have the choice of selling at a fixed price, negotiating offers, or setting a reserve (minimum) price, giving sellers more control over price and when you sell.

Tyler Maas: The first criteria should be: Make sure you have the right auction company for your surplus assets. The next step would be choosing to go online or onsite. That’s where your auctioneer can be invaluable because they can advise on the best market platform. Factors to be considered to go online or onsite are transportation and warehousing costs, time of year, market demand and the size and scope of the merchandise itself. The bigger the lot such as large equipment and machinery the more time your auctioneer will need to promote it. Also, if you have multiple locations with equipment then online might be a better route to go, rather than relocating all the equipment.

Russ Wood
J.M. Wood Auction Co. Inc.

Tyler Maas
Maas Companies Inc.

Richard Ehmer
J.J. Kane Auctioneers

Gary Seybold
Ritchie Bros.
Does time of year make a difference to specific surplus to be auctioned?

Russ Wood: Certain assets perform much better in different seasons. We try to evaluate our clients’ potential surplus items each year during their budget cycles for the following year and lay out a road map for a maximum return.

Gary Seybold: Yes. For example, the agricultural industry is very seasonal, which is why we plan our agricultural auctions around planting and harvest seasons. Another quick example would be snow plows with a higher demand in the fall/winter months.

Tyler Maas: Obviously, live auctions in colder months attract fewer buyers. Certainly, you wouldn’t want to sell large equipment at a live auction during the winter if your equipment is located in the Upper Peninsula of Michigan. And that goes for plant removals as well, and in our business that means ethanol/bio-mass plants—which typically require up to six months for removal of larger equipment. So if that removal extends into winter, you don’t want riggers working in the snow and ice that slows down the work and doubles removal costs which the buyers will factor into their bids since they pay removal costs. Bankruptcies are always interesting because the courts are not thinking about the best time of year to sell the assets, you get the call and they want a sale date in 90 days.

How can an IR Manager maximize his/her ROI on an auction vs. liquidation?

Tyler Maas: A liquidation can be defined as ‘an orderly negotiated sale’ with an open-ended time frame. An auction has a set time frame for bidding in an energized environment that can drive the price up. A big factor to choose between the two is market demand. At one auction, we sold new/unused centrifuges at above new cost because the backorder for new centrifuges was over six months.

Russ Wood: A well-advertised and managed auction is the best way to determine what something is worth. The auction environment creates a bidding frenzy among buyers with an immediate need that can drive up the price. This is especially true when that same item is on back-order at the dealerships.

Gary Seybold: Whether liquidation or auction, the most important tip I would provide an IR Manager is to provide us as much time as possible to market their assets to the world through emails, brochures, media campaigns, paid advertisements, etc.

Richard Ehmer: Specialty equipment sales usually require approval from upper management. That means making a presentation of the asset(s) to be sold, estimated ROI, recommended auction format, marketing plan and associated facts, book value, write-off time frame etc. Can the company or plant take the hit for the gain or loss on the asset being sold? You can lose time and manpower and never sell the asset if you don’t have all the answers and approvals in place beforehand.

Tyler Maas: When making specialized equipment purchases, make sure you keep the original documentation – purchase order, repair record, manual etc. And what’s really important is this; equipment and vehicles with complete documentation sell faster with higher bids. Also, keep all hazardous waste materials labeled. With unknown materials we have to assume the worst and get it identified…and that takes time. So that’s a huge financial obstacle, an easy $1,000 disposal fee could turn into $10,000 if you need to get every drum/tank tested. Tanks need to be empty to be moved, so make it easy on buyers and have them all empty prior to sale.

If you have a specialty such as heavy equipment, fleet, plastics, chemicals etc. what are some special considerations not well-known to the IR industry?

Gary Seybold: Work with an auction company that has expertise in specialized assets and options to handle uncommon surplus. We often see specialty assets with smaller potential buyer audiences that would require specific platforms, including a reserved online marketplace and private treaty service.

Richard Ehmer: Specialty equipment sales usually require approval from upper management. That means making a presentation of the asset(s) to be sold, estimated ROI, recommended auction format, marketing plan and associated facts, book value, write-off time frame etc. Can the company or plant take the hit for the gain or loss on the asset being sold? You can lose time and manpower and never sell the asset if you don’t have all the answers and approvals in place beforehand.
What are the biggest mistakes IR Managers make when utilizing an auction service?

Russ Wood:
• Underpricing your equipment
• Timing of the auction
• Not utilizing event based auctions that create a sense of urgency which in turn attracts more buyers.
• Not utilizing a professional to take photos and video of the assets to show both the condition and functionality to potential buyers
• Not offering post-auction services to buyers such as containerizing for export buyers and getting the equipment to the ports.

• Not picking the right auction companies with proven experience selling the same assets that you want sold. That means asking for references and making sure that they are not so busy that you get lost in the crowd.
• Not having a point person at the auction company to coordinate information and logistics in a timely manner.

Tyler Maas: “…I see too many surplus assets stored outside without protective covering…”

Ehmer Seybold: IR managers who go with the low bid auction proposal, not with the auction company that has the best experience and reputation selling the assets to be sold.

Richard Ehmer: “…Location of the auction is not paramount, the reputation of the auction company is most important…”

When choosing an auction partner—what qualities or experience should an IR Manager look for?

Industry expertise and reputation, financial strength, sales history, sound references are all key factors cited by our respondents in choosing an auction company. Additionally, they suggested:

• Not nailing down exactly how the auction company will promote your sale.
• Not offering open houses where the auction team can casually poll buyers for what their opening bid for items might be or what the buyer thinks something is worth. Buyers have a tremendous amount of valuable information which can be helpful to maximize sale prices.
• Not pre-determining the bid increment strategy used by the auction. People like to bid in an energized, on-site auction, so smaller bid increments tend to push the purchase price.
• Not disposing of ‘white elephant’ assets ASAP: The longer they sit, the more they depreciate in value while incurring warehousing costs. This is especially true for equipment with bearings; sitting idle for extended periods tends to flatten out the bearings. And most savvy buyers know that and ask how long the item has been stored.

Russ Wood: “…The company you choose is representing your name to the general public…”

Continued on Page 10
Join us for the
CMIR Study Group Webinar
March 1, 2018, 11:30 am ET

Also, don’t miss the CMIR Exam at the 2018 Investment Recovery Seminar & Trade Show
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Russ Wood: Ask the auction company what other options are available to you. For instance, do they offer a price guarantee? If the equipment brings less than the guarantee, will they make up the difference?

Tyler Maas: There are many auctioneers who are generalists, and can help you dispose of more commonly used assets. But if you have niche surplus assets, go with the one who has proven experience in that market. Take ethanol plants for example, we have sold over 75 in the last 30 years and know all the buyers in the industry. So if you had a surplus ethanol plant, you would want to partner with an auctioneer with that specialty.

Richard Ehmer: Important questions to ask a prospective auction partner are:

- What are the sale returns from previous auctions and repeat business history?
- What’s the size of staff—from beginning to end—who will handle your auction?
- Are they a full service auction—or simply a listing service of assets?
- Do they payout within 14 days of the sale? (They should)
- Are they properly bonded with a current state license?
- Are they properly trained in operating equipment?

Gary Seybold: “It’s important to look at the financial stability, reputation and other services provided by the company…”

So if you’re looking for a change in your disposition strategies, start here… with some of the top advice—straight from the top!
Supply Chain and Sustainability Survey
Managing Contractor and Subcontractor Risk

Safety will be a spotlight topic at the 2018 Investment Recovery Seminar & Trade Show, Mar. 18, 21 in Orlando. For IR professionals, safety challenges extend beyond their own employees—but to contractors as well. In fact, contractor safety was a hot roundtable discussion at the 2016 Houston conference. So in anticipation for next year’s seminar, (just a few months away!) we are presenting an industry survey just released this fall.

The research was sponsored by Avetta, a global solutions provider for managing supply chain risks and published by EHS Daily Advisor. The survey included 379 environmental, health, and safety (EHS) professionals who shared their insights into how their companies are managing the safety risks that naturally occur in supply chains.

Survey Industries Represented

- Manufacturing: 34%
- Construction: 15%
- Transportation & Warehousing: 6%
- Utilities: 5%
- Other*: 40%
- Pharmaceutical/chemical
- Government/federal agency
- Research
- Industrial cleaning
- Insurance
- Landscaping
- Demolition

Citations and Fines

- 4% Work at a company cited by a safety regulatory agency in the past year due to contractor/subcontractor’s actions
- 12% Said that their company has been cited or fined at some point due to contractor/subcontractor’s actions

Number of Contractors Employed

- 8% N/A
- 18% 5 or less
- 30% 25+
- 20% 5-10
- 13% 15-25
- 11% 10-15

Thoroughness of Vetting Contractors

- 37% Vet/audit “very thoroughly”
- 23% Conduct only minimal vetting
- 6% Do not vet or audit
- 34% Do a “somewhat” thorough job
## Sustainability Report Highlights

### Reasons for Skipping the Contractor Audit

<table>
<thead>
<tr>
<th>Percentage</th>
<th>Reason</th>
</tr>
</thead>
<tbody>
<tr>
<td>69%</td>
<td>&quot;We simply have never considered it before&quot;</td>
</tr>
<tr>
<td>31%</td>
<td>&quot;Administrative difficulty or high complexity in completing the assessments&quot;</td>
</tr>
<tr>
<td>19%</td>
<td>&quot;We trust our contractors implicitly&quot; or &quot;We feel that the burden of responsibility will not fall on our company&quot;</td>
</tr>
<tr>
<td>13%</td>
<td>&quot;Time constraints,&quot; &quot;It isn’t required of us by law,&quot; or &quot;Lack of information available about the contractor&quot;</td>
</tr>
<tr>
<td>6%</td>
<td>&quot;Budget constraints&quot;</td>
</tr>
</tbody>
</table>

(71% of respondents perform regular internal safety audits but do not audit their contractors.)

### How Are Contractors Audited?

- **Perform on-site inspections**: 66%
- **Conduct formal, in-person meeting**: 61%
- **Request applicable information**: 55%
- **Phone call or teleconference**: 23%

### Method(s) use by survey participants to conduct contractor safety audits.

- **Verify adequate insurance coverage**: 80%
- **Research contractor’s reputation**: 64%
- **Review safety training programs**: 58%
- **Review written safety policies/procedures**: 56%
- **Review and verify OSHA logs**: 50%
- **Regularly perform full safety audits**: 41%
- **Track Total Injury Rate**: 36%

### Audit Consequences

- **31%**: Terminated a contract due to contractor’s failure to pass a safety audit or inspection
- **14%**: Avoided a citation or fine by providing proof that an offending contractor had been sufficiently audited and passed

### Frequency of Full Audits

- 31% At the Company’s Discretion
- 11% N/A
- 13% Never Do Full Audits
- 17% Annual Audits

### Contractors’ Performance Under Most Recent Audit

- **72%** Adequate
- **17%** Exceptional
- **6%** Substandard
- **6%** Incomplete or Nonexistent

### When it came to insurance coverage among audited contractors:

- **1%** Discovered coverage was nonexistent
- **94%** Adequate Coverage
- **5%** Coverage Below Required Standards

Our thanks to EHS Daily Advisor (research publisher) and Avetta (research sponsor) for reprint permission.
For the full report: https://tinyurl.com/y8949juo
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Hydrodec of North America, an associate member of the Investment Recovery Association recently got some great news!

They received recognition from Ohio EPA’s E3 Program at the Achievement Level for 2017, which commends an organization’s exceptional achievements in environmental stewardship as well as related criteria developed by the Ohio EPA. The overall goal of environmental stewardship is to reduce the impact of business or organizational activities on the environment beyond measures required by any permit or rule, producing a better environment, conserving natural resources, and resulting in long-term economic benefits.

Specifically, Ohio EPA Director Craig W. Butler praised Hydrodec’s Canton Ohio location for its enhanced process recycling, energy efficiency, improving process efficiency to reduce waste and increased recycling, Brownfield redevelopment, and upper management commitment for ongoing environmental improvements.

Michael Pitcher, President of Hydrodec of North America responded: “This award is a tribute to the creativity and perseverance of our local team, the application of Hydrodec’s world class technology and the support offered by our supply chain partner, G&S Technologies. Together, we continue to strive for market leading performance throughout our value streams and, especially, within the gates of our Canton operations. With our transformer oil output now generating carbon credits, we are moving towards a uniquely environmentally friendly business model within the refining and re-refining industry.”

And from all of us at the Investment Recovery Association—congratulations on this outstanding demonstration of sustainability excellence.

THE PLUS-ONE PROMOTION IS BACK BY POPULAR DEMAND

How to get two free registrations to the 2018 Investment Recovery Seminar and Tradeshow

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The 2018 Investment Recovery Seminar & Trade Show will take place in the all-suite Caribe Royale Resort in Orlando, Florida’s headquarters for great meetings. IR professionals from the U.S. and Canada will convene for four days of IR-specific seminars, workshops, roundtable discussions and the industry’s only trade show.

If you’re interested in taking advantage of this offer, please call Jane Male at 816.561.5323, or email jmale@westerneda.com.

* A “member” eligible for this promotion is defined as a business or governmental entity where the disposition of surplus assets is ancillary to their principal business activity, such as Ford or Campbell’s Soup.
This Issue Carries A Lot Of Weight!

Yep...this publication is one of our biggest. If you haven’t already skimmed ahead, you are in for a nice surprise; the all-new Investment Recovery Services Directory. Keep this issue handy, because it’s your go-to guide for sourcing best-in-class products and services. You also have access 24/7 anytime, anywhere website access.

We’ll see you at the 2018 Spring Seminar & Trade Show in Orlando. Not to be missed. Have you registered yet? Go to, invrecovery.org/2018show

Welcome New Members!

The Investment Recovery Association is excited to announce its newest Members. Join us in extending a big welcome to the following companies who bring fresh expertise and industry solutions to the investment recovery sector.

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power@emeraldtransformer.com | 800.908.8800
Welcome to the most comprehensive list of our Associate Members—providing best-in-class products and services specific to the Investment Recovery industry. As a member of the Investment Recovery Association, you also have access to the online directory, please check back often as new listings and updated contact information are added: www.invrecovery.org, under Member Resources.

For easy reference, the directory is organized alphabetically, and then by these eight key categories:

(1) Surplus Sales and Marketing (Pgs. 8-9)

(2) Surplus Equipment (Pgs. 10-13)

(3) Oil & Gas Equipment (Pgs. 13-14)

(4) Environmental & Demolition Services (Pgs. 14-16)

(5) Metals, Scrap Management, Wood (Pgs. 17-18)

(6) Utility Company Surplus (Pgs. 19-20)

(7) Computer, IT & Electronic eScrap (Pg. 21)

(8) IR Support Services (Pgs. 22-23)
INVESTMENT RECOVERY SERVICE DIRECTORY: ALPHABETICAL LISTING

A & A Machinery Moving & Sales
(215) 428-1100
nykon@aamachinery.com
aamachinery.com
Category: 8

A-Line EDS
(319) 232-3889
anne@alineeds.com
alineeds.com
Categories: 3, 4 and 6

A-Line TDS
580-628-5371
frankm@alinetds.com
alinetds.com
Categories: 3, 4 and 6

Aaron Equipment
(630) 350-3016
mcohen@aaronequipment.com
aaronequipment.com
Categories: 1 and 2

Acclaim Plastics
(610) 941-6000
Keith@acclaimplastics.com
acclaimplastics.com
Categories: 1, 3 and 6

Adamo Group Inc.
(313) 892-7330
RAdamo@adamogroup.org
adamogroup.org
Category: 4

AECOM
(281) 479-7700
mike.mitchum@aecom.com
aecom.com
Category: 4

AMS Group
(713) 426-4777
david@amsgroupinc.com
amsgroupinc.com
Categories: 4 and 6

Alpert & Alpert
(323) 265-4040 ext. 146
greg@alpertandalpert.com
alpertandalpert.com
Categories: 8

Amlon Resources
(724) 591-5787
tcimperman@amlonresources.com
amlonresources.com
Category: 5

Arlington Machinery
(847) 956-7300
pietig@arlingtonmachinery.com
arlingtonmachinery.com
Category: 8

Asset Recovery Management Services, LLC
(832) 559-0911
tim@assetrecoverymanagementservices.com
assetrecoverymanagementservices.com
Categories: 1, 2, 3, 6 and 8

Aucto Inc.
(844) 326-7305
j.rahman@aucto.com
aucto.com
Categories: 1, 2 and 7

Automation Service
(877) 685-2526
stevep@automation-service.com
automation-service.com
Categories 1, 2, 5, 6

Baker Bearing Co.
(503) 654-3601
john@bakerbearing.com
bakerbearing.com
Category: 2

Basic Wire & Cable
(773) 539-1800
basicwire@basicwire.com
basicwire.com
Category: 5

Bexar Energy Holding Inc.
(210) 342-7106
matt.frondorf@bexarenergy.com
bexarenergy.com
Categories: 2 and 3

Bid On Equipment.com
(847) 854-8577
larryl@bidonequipment.com
bidonequipment.com
Categories: 2 and 8

Bierlein Companies Inc.
(989) 698-2266
djdiblasi@bierlein.com
bierlein.com
Category: 4

Blackwood Solutions
(812) 676-8770
jason@bwoodsolutions.com
bwoodsolutions.com
Category: 5

Bowen Engineering and Environmental
(559) 233-7464
erl@bowendemolition.com
bowendemo.com
Categories: 4 and 6

Brandenburg Industrial Service Co.
(630) 956-7226
pasjoh@brandenburg.com
brandenburg.com
Category: 4

Bridgewell Sustainable Solutions, LLC
(800) 431-3508
dpriester@bridgewellss.com
bridgewellss.com
Category: 5

Capital Recovery Group LLC
(860) 623-9060
gkatz@crgauction.com
crgauction.com
Category: 1

Cherry Demolition
(713) 209-8327
mikem@cherrycompanies.com
cherrycompanies.com
Category: 4

Classic Automation LLC
(585) 241-6010
truebeck@classicautomation.com
classicautomation.com
Category: 2

Clean Harbors Environmental Services Inc.
(936) 217-9007
crawford.jason@cleanharbors.com
cleanharbors.com
Categories: 3 and 4

Cleveland Industrial Recycling Inc.
(440) 992-3783
cir_jszoka@yahoo.com
clevelandindustrialrecycling.com
Category: 5

Cox Recovery
(888) 919-9935
info@coxrecovery.com
coxrecovery.com
Category: 5

CPI Pipe & Steel
(405) 350-8555
tyler@cpipipe.com
cpipipe.com
Category: 3

D.H. Griffin Companies
(336) 399-5399
bwalker@dhop.com
dhop.com
Categories: 2 and 4

DT Specialized Services Inc.
(918) 379-0966
dmcafee@dtspecializedservices.com
dtspecializedservices.com
Category: 4

Dynaprice.com Inc.
(201) 886-8820
randall@dynaprice.com
dynaprice.com
Category: 8
INVESTMENT RECOVERY SERVICE DIRECTORY:  ALPHABETICAL LISTING (Cont’d)

J&M Industrial
(304) 273-0795
bsmith@jinindustrial.com
jindustrial.com
Category: 2

L.C. Mayfield Associates, Inc.
(281) 328-2900
mayfield@mayfieldsurplus.com
mayfieldsurplus.com
Categories: 1, 2 and 8

LA Chemical Dismantling
(504) 464-0770
karllebeouf@lcdc-invirex.com
lcdc-invirex.com
Category: 4

Lifespan International Inc.
(888) 226-5727 ext. 3388
jim.drohan@lifespantechnology.com
lifespantechnology.com
Category: 7

Liquidity Services Inc.
(303) 642-7567
tom.conwell@liquidityservices.com
liquidityservices.com
Categories: 1, 2 and 8

Louisiana Chemical Equipment
(281) 471-4900
snelson@lcec.com
lcec.com
Category: 2

MAAS Companies Inc.
(507) 285-1444
maas@maascompanies.com
maascompanies.com
Category: 1

Machinery Resources International
(818) 346-7985
alan@machineryresources.com
machineryresources.com
Category: 2

Manitoba Corporation
(716) 685-7000 X225
bshine@manitobacorp.com
manitobacorp.com
Category: 5

Material Management Resources Inc.
(281) 944-4222
keving@materialmg.com
materialmg.com
Categories: 1, 2, 3, 4, 5, 6, 7 and 8

Midwest Industrial Metals Corp.
(773) 202-8202
cdreyfuss@mimrecycles.com
mimrecycles.com
Categories: 5

Midwest Steel Company Inc.
(713) 991-7843
jvanlandingham@midswest-steel.com
midwest-steel.com
Categories: 2, 4 and 5

MRO Surplus Solutions
(805) 331-0052
purchasing@mrosurplussolutions.com
mrosurplussolutions.com
Categories: 2 and 8

National Salvage & Service Corp.
(812) 339-9000
jeff.brim@nsscorp.com
nsscorp.com
Category: 4, 5, 6

NRI Industrial
(855) 709-9813
saif@nriglobalinc.com
nriglobalinc.com
Categories: 2, 3 and 4

North American Dismantling
(810) 664-2888
tseagraves@nadc1.com
nadc1.com
Category: 4

OSC
(716) 856-3333
rwegrzyn@oscinc.com
oscinc.com
Category: 4

Panther Technologies
(201) 206-1249
fmaier@panthertech.com
panthertech.com
Category: 4

Partners Machine
(708) 485-4332
larry.gworek@gmail.com
Category: 8

Perry Videx LLC
(609) 267-1600
ggeIBUTE@perryvidex.com
perryvidex.com
Categories: 2 and 8

Phoenix Equipment
(732) 442-6990
Williams@phxequip.com
phxequip.com
Category: 2

PICS Telecom International
(585) 295-2000
jriehle@picstelecom.com
picstelecom.com
Category: 7

Power and Compression Sales
(925) 935-5700
mark@powerandcompression.com
powerandcompression.com
Categories: 2, 3, 6 and 7

Power Asset Recovery Corporation
(330) 493-1890
missy@power-asset.com
power-asset.com
Category: 6

PRC Environmental, Inc.
(713) 772-9500
siebertchris@prcenviro.com
prcenviro.com
Categories: 2 and 4

R. Baker & Son
(732) 222-3553
art@rbaker.com
rbaker.com
Categories: 4 and 8

Racco Iron & Metal Ltd. (R.I.M.)
(905) 852-7908
sracco@raccoironandmetal.com
raccoironandmetal.com
Categories: 4 and 6

Radwell International
(800) 332-4336
gperedo@radwell.com
radwell.com
Category: 2

Remedial Construction Services, L.P.
(949) 237-7225
karin.harmon@reconservices.com
reconservices.com
Category: 4

repurposedMATERIALS
(303) 321-1471
damon@repurposedmaterialssinc.com
repurposedmaterialssinc.com
Categories: 1 and 2

Ritchie Bros. Auctioneers
(281) 635-5344
tdlessandro@ritchiebros.com
rbauction.com
Categories: 1, 2, 3, 4, 6 and 8

Rivore
(248) 397-8724
kosta@rivore.com
rivore.com
Category: 5

Romanoff Industries Inc.
(419) 691-2888
jrri@romanoffindustries.com
romanoffindustries.com
Category: 2
1. SURPLUS SALES AND MARKETING

**Aaron Equipment**  
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Buy and sell process and industrial equipment, pharma, plastics.  
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mcohen@aaronequipment.com  
aaronequipment.com

**Acclaim Plastics**  
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Buy used and new surplus HDPE Pipe for reuse or resell.  
**Keith Widmer**  
(610) 941-6000  
Keith@acclaimplastics.com  
acclaimplastics.com

**Asset Recovery Management Services, LLC**  
_Galveston, TX_  
Business services, IR marketing & sales, investment recovery services, surplus valuation.  
**Timothy Southwell CMIR**  
(832) 559-0911  
tim@assetrecoverymanagementservices.com  
assetrecoverymanagementservices.com

**Aucto Inc.**  
_Buffalo, NY_  
Auctions, IT asset management, industrial surplus.  
**Jamil Rahman**  
(844) 326-7305  
j.rahman@aucto.com  
aucto.com

**Automation Service**  
_Earth City, MO_  
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**Steve Ploudre**  
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stevep@automationservice.com  
automationservice.com

**Capital Recovery Group LLC**  
_Enfield, CT_  
Auctioneer.  
**Gary Katz**  
(860) 623-9060  
gkatz@crgauction.com  
crgauction.com

**Equipment2Go Inc.**  
_Parker, CO_  
IR management, IR marketing & sales, IT asset management, investment recovery services.  
**Erik Karloski**  
(847) 845-6294  
erik.karloski@equipment2go.com  
equipment2go.com

**Federal Equipment Company**  
_Cleveland, OH_  
Auctions, chemicals/plastics.  
**Adam Covitt**  
(216) 271-3500  
adam@fedequip.com  
fedequip.com

**FLD Inc.**  
_Delray Beach, FL_  
Appraisals, equipment, industrial surplus, investment recovery services, redeployment, surplus valuation, vehicle remarketing.  
**Rich Mallek**  
(561) 266-8512  
rich.mallek@fleetlease.com  
fleetlease.com

**Heartland Recovery**  
_Iowa City, IA_  
Appraisals, selling surplus equipment.  
**Paul Garlinghouse CMIR**  
(319) 358-6494  
paulhrecovery@aol.com  
heartlandrecoveryinc.com

**Heritage Global Inc.**  
_Scottsdale, AZ_  
Appraisals, auctioneer, auctions, business services, scrap management, surplus valuation.  
**David Barkoff**  
(650) 759-2242  
dbarkoff@hginc.com  
hginc.com

**International Process Plants and Equipment**  
_Princeton Junction, NJ_  
Auctions, equipment, plant machinery, production lines.  
**Van Lewis**  
vanl@ippe.com  
ippe.com

**IronPlanet**  
_Pleasanton, CA_  
Auctions, buy and sell equipment, trucks, government surplus.  
**Matt Dougherty**  
(925) 225-8831  /mdougherty@ironplanet.com  
ironplanet.com

**J.J. Kane Auctioneers**  
_Maple Shade, NJ_  
Auctions  
**Joe Kane**  
(856) 764-7163  
jjkane@jjkane.com  
jjkane.com

**J.M. Wood Auction Co. Inc.**  
_Montgomery, AL_  
Auctions, surplus equipment  
**Russ Wood**  
(334) 264-3265  
russ@jmwood.com  
jmwood.com
1. SURPLUS SALES AND MARKETING (cont’d)

L.C. Mayfield Associates, Inc.
Crosby, TX
Business services, IR marketing & sales, investment recovery services.
L.C. Mayfield
(281) 328-2900
mayfield@mayfieldsurplus.com
mayfieldsurplus.com

Liquidity Services Inc.
Golden, CO
Consultative surplus asset management, valuation, and sales solutions.
Tom Conwell CMIR
(303) 642-7567
tom.conwell@liquidityservices.com
liquidityservices.com

MAAS Companies Inc.
Rochester, MN
Auctioneers-Auctions, Liquidations, Orderly Negotiated Sales.
Tyler Maas
(507) 285-1444
maas@maascompanies.com
maascompanies.com

Material Management Resources Inc.
Houston, TX
MMR is a full service investment recovery firm. We tailor our process to inventory, market, and broker material for our client. We act as the primary audit point and provide administrative and reporting resources. This allows our clients to experience reduced overhead and a growing bottom line.
Kevin Graham CMIR
(281) 944-4222
keving@materialmg.com
materialmg.com

Partners Machine
Brookfield, IL
Plant machinery, equipment, industrial surplus, repair services.
Larry Gworek
(708) 485-4332
larry.gworek@gmail.com

repurposedMATERIALS
Henderson, CO
Auctions, buy and sell surplus equipment, materials.
Damon Carson
(303) 321-1471
damon@repurposedmaterialsinc.com
repurposedmaterialsinc.com

Ritchie Bros. Auctioneers
Burnaby, BC
Auctioneer, auctions.
Tony D’Alessandro
(281) 635-5344
tdalessandro@ritchiebros.com
rbauction.com

Schneider Industries Inc.
St. Louis, MO
Auction, appraisals, demolition, plant closure.
Bruce Schneider
(314) 863-7711
bruces@schneiderind.com
schneiderind.com

SIGMA Equipment, Inc.
Evansville IN
Buy and sell equipment, reconditioning, process equipment: SIGMA Recovery, by SIGMA Equipment, combines cloud-based software, centralized equipment storage, and sales expertise to maximize the return on the value of an idle asset at every stage of the equipment life cycle. We centralize, simplify, and optimize your asset recovery efforts through redeployment, reconditioning, resale, and recycling of equipment.
Kris Eigenbrood, CMIR
(812) 303-8383
keigenbrood@sigmaequipment.com
sigmaequipment.com

Southern Recycling LLC
New Orleans, LA
Scrap metal recycling, non-ferrous, ferrous, end-of-life vehicles.
Justin Morgan
(504) 289-8321
jmorgan@sorec-emr.com
sorec-emr.com

Steven Levy Enterprises
South Houston, TX
Auctions, scrap management, IR programs, boneyard cleanup.
Steven Levy
(713) 910-4337
slevy@slevysurplus.com
slevysurplus.com

Superior Machine & Tool, Inc.
Laingsburg, MI
Business services, equipment, IR management, IR marketing & sales, investment recovery services, machine tools. industrial surplus, IR marketing & sales
Grant Gillie
(517) 648-6740
grant@superiormachinetools.com
superiormachinetools.com

Universal Industrial Assets
Baton Rouge, LA
Buy sell surplus process equipment, auctions.
Chad Cornett
(225) 272-8218
chad@universal-ia.com
universal-ia.com

Yellow Tag Auctions
Spartanburg, SC
Auctions.
Christopher Falatok
(864) 461-2400
cfalatok@yellowtagauctions.com
yellowtagauctions.com

Veracity Asset Management Group
Sault Ste. Marie, ONT
IR data management, IR marketing & sales, investment recovery services.
Rob Krysa, CMIR
(866) 694-1252
rkrysa@veracityamg.com
veracityamg.com
2. SURPLUS EQUIPMENT

Aaron Equipment
Bensenville, IL
Buy and sell process and industrial equipment, pharma, plastics.
Michael Cohen
(630) 350-3016
mcohen@aaronequipment.com
aaronequipment.com

Asset Recovery Management Services, LLC
Galveston, TX
Business services, IR marketing & sales, investment recovery services, surplus valuation.
Timothy Southwell CMIR
(832) 559 0911
tim@assetrecoverymanagementservices.com
assetrecoverymanagementservices.com

Aucto Inc.
Buffalo, NY
Auctions, IT asset management, industrial surplus.
Jamil Rahman
(844) 326-7305
j.rahman@aucto.com
aucto.com

Automation Service
Earth City, MO
A global leader in remanufactured process controls—Quick turnaround and on-time delivery.
Steve Ploudre
(877) 685-2526
stevep@automationservice.com
automationservice.com

Baker Bearing Co.
Portland, OR
Bearings.
John Brown
(503) 654-3601
john@bakerbearing.com
bakerbearing.com

Bexar Energy Holding Inc.
San Antonio, TX
Surplus process plants and equipment.
Matthew Frondorf
(210) 342-7106
matt.frondorf@bexarenergy.com
bexarenergy.com

Bid On Equipment.com
Algonquin, IL
Packaging, process, pharma and industrial equipment.
Larry Lebedun
(847) 854-8577
larryl@bidonequipment.com
bidonequipment.com

Classic Automation LLC
Webster, NY
Electrical controls, investment recovery services, repair services, surplus control systems and drives.
Fritz Ruebeck
(585) 241-6010
fruebeck@classicautomation.com
classicautomation.com

D.H. Griffin Companies
Greensboro, NC
Demolition, enviromental remediation, equipment dismantling, buy and sell used equipment.
Brocke Walker
(336) 389-5399
bwalker@dhgriffin.com
dhgriffin.com

East Coast Electrical Equipment Company
Youngsville, NC
Electrical/motors
Mike Pearce
(919) 562-8122
info@eastcoastmotor.com
eastcoastmotor.com

EPS of Vermont
Stone Mountain, GA
Decommissioning, environmental remediation, industrial surplus, investment recovery services, metals/recycling, metals-ferrous, metals-non-ferrous, oil-filled electrical equipment, scrap management, substation, transformers.
Glenn McLeod
(404) 516-2940
gmcleod@epsofvermont.com
epsofvermont.com

Equipment2Go Inc.
Parker, CO
IR management, IR marketing & sales, IT asset management, investment recovery services.
Erik Karloski
(847) 845-6294
erik.karloski@equipment2go.com
equipment2go.com

Federal Equipment Company
Cleveland, OH
Auctions, chemicals/plastics.
Adam Covitt
(216) 271-3500
adam@fedequip.com
fedequip.com

Ferncroft Management LLC
West Newbury, MA
Buy and sell used equipment, valves, electrical control equipment.
Jonathan Webber
(978) 815-6185
jwebber61@yahoo.com
ferncroftmanagement.com

FLD Inc.
Delray Beach, FL
Appraisals, equipment, industrial surplus, investment recovery services, redeployment, surplus valuation, vehicle remarketing.
Rich Mallek
(561) 266-8512
rich.mallek@fleetlease.com
fleetlease.com
2. SURPLUS EQUIPMENT

Gas Turbine Controls
Hawthorne, NY
GE Speedtronic conls, turbine and process controls.
Peter Zinman
(914) 693-0830
peter@gasturbinecontrols.com
gasturbinecontrols.com

Green Industrial LLC
Belgium, WI
Equipment, buy and sell surplus industrial equipment.
Michael Rick
(262) 476-5045
info@gibuys.com
gibuys.com

Gulf Coast Dismantling Inc.
Pasadena, TX
Demolition, surplus equipment.
Thomas Bartlett
(281) 487-0595
gcdi@flash.net
gulfcoastdismantling.com

Heartland Recovery
Iowa City, IA
Appraisals, selling surplus equipment.
Paul Garlinghouse CMIR
(319) 358-6494
paulhrecovery@aol.com
heartlandrecoveryinc.com

Heritage Global Inc.
Scottsdale, AZ
Appraisals, auctioneer, auctions, business services, scrap management, surplus valuation.
David Barkoff
(650) 759-2242
dbarkoff@hginc.com
hginc.com

HGR Industrial Services
Euclid, OH
Buy and sell used equipment.
Rick Affrica
(810) 629-0110
rick@hgrinc.com
hgrinc.com

International Process Plants and Equipment
Princeton Junction, NJ
Auctions, equipment, plant machinery, production lines.
Van Lewis
vln@ippe.com
ippe.com

IronPlanet
Pleasanton, CA
Auctions, buy and sell equipment, trucks, government surplus.
Matt Dougherty
(925) 225-8831
mdougherty@ironplanet.com
ironplanet.com

J.M. Wood Auction Co. Inc.
Montgomery, AL
Auctions, surplus equipment.
Russ Wood
(334) 264-3265
russ@jmwood.com
jmwood.com

J&M Industrial
Millwood, WV
Chemicals/plastics, equipment.
Brad Smith
(304) 2730795
bsmith@jmindustrial.com
jmindustrial.com

L.C. Mayfield Associates, Inc.
Crosby, TX
Business services, IR marketing & sales, investment recovery services.
L.C. Mayfield
(281) 328-2900
mayfield@mayfieldsurplus.com
mayfieldsurplus.com

Liquidity Services Inc.
Golden, CO
Consultative surplus asset management, valuation, and sales solutions.
Tom Conwell CMIR
(303) 642-7567
tom.conwell@liquidityservices.com
liquidityservices.com

Louisiana Chemical Equipment Co. LLC
La Porte, TX
Process equipment, complete plant, chemical plants, appraisals.
Steve Nelson
(214) 471-4900
snelson@lcec.com
lcec.com

Machinery Resources International
Simi Valley, CA
Machine tool, auctions, appraisals.
Alan Gottlieb
(818) 346-7985
alan@machineryresources.com
machineryresources.com

Material Management Resources Inc.
Houston, TX
MMR is a full service investment recovery firm. We tailor our process to inventory, market, and broker material for our client. We act as the primary audit point and provide administrative and reporting resources. This allows our clients to experience reduced overhead and a growing bottom line.
Kevin Graham CMIR
(281) 944-4222
keving@materialmg.com
materialmg.com

Midwest Steel Company Inc.
Houston, TX
Demolition, scrap metal, surplus equipment.
Jessica Van Landingham
(713) 991-7843
jvanlandingham@midwest-steel.com
midwest-steel.com

MRO Surplus Solutions
Camarillo, CA
IR management, excess stock inventory.
Brian Beiner
(805) 531-0052
purchasing@mrosurplussolutions.com
mrosurplussolutions.com
2. SURPLUS EQUIPMENT (cont’d)

NRI Industrial
Delta, OH
Equipment, industrial surplus, specialized demolition, asset recovery services.
Saif Syed
(855) 709-9813
saif@nriglobalinc.com
nriglobalinc.com

Partners Machine
Brookfield, IL
Plant machinery, equipment, industrial surplus, repair services.
Larry Gworek
(708) 485-4332
larry.gworek@gmail.com

Perry Videx LLC
Hainesport, NJ
Chemicals plastics, boilers and power Gen Equipment: A world leader since 1932 in the purchase and sale of equipment and plants used for the process in the Chemical, Pharmaceuticals, Food, Cosmetics, Plastics, Paper, and Power Generation industries. Our warehouses in the United States and Equipe have more than 10,000 items in stock.
Gregg Epstein
(609) 267-1600
gepstein@perryvidex.com
perryvidex.com

Phoenix Equipment
Red Bank, NJ
Buy and sell surplus process plant and equipment.
William Spector
(732) 442-6990
Williams@phxequip.com
phxequip.com

Power & Compression
SALES, INC.
Power and Compression Sales
LaFayette, CA
Purchase generators, engines and gas compressors.
Mark McElyea
(925) 935-5700
mark@powerandcompression.com
powerandcompression.com

PRC Environmental, Inc.
Pasadena, TX
Environmental remediation, brownfield redevelopment, surplus sales and brokerage, appraisals, decommissioning.
Chris Siebert
(713) 772-9500
siebertchris@prcenviro.com
prcenviro.com

Radwell International
Lumberton, NJ
Buy & sell electrical/industrial automation.
Gregg Peredo
(800) 332-4336
gperedo@radwell.com
radwell.com

repurposedMATERIALS
Henderson, CO
Auctions, buy and sell surplus equipment, materials.
Damon Carson
(303) 321-1471
damon@repurposedmaterialsinc.com
repurposedmaterialsinc.com

Ritchie Bros. Auctioneers
Burnaby, BC
Auctioneer, auctions.
Tony D’Alessandro
(281) 635-5344
tdalessandro@ritchiebros.com
rbauaction.com

Romanoff Industries Inc.
Toledo, OH
Electrical/motors.
Jay Romanoff
(419) 691-2888
jrri@romanoffindustries.com
romanoffindustries.com

Royal Bearing Inc.
Portland, OR
Bearings.
Erik Calhoun
(503) 231-0992
erik@royalbearing.com
royalbearing.com

Select Recovery Services Inc.
Kokomo, IN
Surplus parts, eScrap management, plant and industrial facility services, pre-demo consulting.
Douglas Bray
(765) 459-5191
dbray@iquest.net
ssservices.net

SIGMA Equipment, Inc.
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Buy and sell equipment, reconditioning, process equipment: SIGMA Recovery, by SIGMA Equipment, combines cloud-based software, centralized equipment storage, and sales expertise to maximize the return on the value of an idle asset at every stage of the equipment life cycle. We centralize, simplify, and optimize your asset recovery efforts through redeployment, reconditioning, resale, and recycling of equipment.
Kris Eigenbrood, CMIR
(812) 303-8383
keigenbrood@sigmaequipment.com
sigmaequipment.com
3. OIL & GAS EQUIPMENT

**A-Line EDS**
Waterloo, IA
Oil-filled electrical equipment, substation, transformers.
Anne Bailey
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anne@alineeds.com
alineeds.com

**A-Line TDS**
Tonkawa, OK
Metals/Recycling.
Frank Martuscelli
580-628-5371
frankm@alinetds.com
alinetds.com

**Acclaim Plastics**
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Keith Widmer
(610) 941-6000
Keith@acclaimplastics.com
acclaimplastics.com

**Asset Recovery Management Services, LLC**
Galveston, TX
Business services, IR marketing & sales, investment recovery services, surplus valuation.
Timothy Southwell CMIR
(832) 559 0911
tim@assetrecoverymanagementservices.com
assetrecoverymanagementservices.com

**Bexar Energy Holding Inc.**
San Antonio, TX
Surplus process plants and equipment
Matthew Frondorf
(210) 342-7106
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bexarenergy.com

**Clean Harbors Environmental Services Inc.**
Montgomery, TX
Waste disposal, environmental.
Jason Crawford
(936) 217-9007
crawford.jason@cleanharbors.com
cleanharbors.com

**Sonoco Reels**
Hartselle, AL
Reels and spools.
Jason Ruble
(843)639-1315
jason.ruble@sonoco.com
sonoco.com

**SouthWest Pipe Services Inc.**
Alvin, TX
Environmental remediation, pipe cleaning, buy and sell pipe.
Joe Briers
(713) 829-9000
j.briers@southwestpipeservices.com
southwestpipeservices.com

**Steven Levy Enterprises**
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Steven Levy
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slevysurplus.com

**Superior Machine & Tool, Inc.**
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**TARM Inc.**
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Boilers.
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**Tristar Machinery International LLC**
Romeoville, IL
Industrial machinery and equipment.
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tristarmachinery.com

**Universal Industrial Assets**
Baton Rouge, LA
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**Veracity Asset Management Group**
Sault Ste. Marie, ONT
IR data management, IR marketing & sales, investment recovery services.
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**Woodstock Power Co.**
Bala Cynwyd, PA
Used generators, data centers and electrical equipment.
Roy Reuveni
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3. OIL & GAS EQUIPMENT (Cont’d)

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Yukon, OK
Oil & gas equipment.
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Houston, TX
Material Management Resources Inc.

Power & Compression Sales
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4. ENVIRONMENTAL & DEMOLITION SERVICES

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Metals/Recycling.
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AMS Group
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Decommissioning, demolition, recycling, refining, refurbishing, equipment marketing & sales, transformers, substation equipment, electric motors, metals.
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Bierlein Companies Inc.
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Demolition
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Benton Bros. Auctioneers
Burnaby, BC
Auctioneer, auctions.
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(281) 635-5344
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Bowen Engineering and Environmental
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D.H. Griffin Companies
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National Salvage & Service Corp.
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North American Dismantling
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Demolition, heavy industrial and manufacturing.
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NRI Industrial
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Equipment, industrial surplus, specialized demolition, asset recovery services.
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Environmental and demolition contractor.
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Panther Technologies
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PRC Environmental, Inc.
Pasadena, TX
Environmental remediation, brownfield redevelopment, surplus sales and brokerage, appraisals, decommisioning.
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Remedial Construction Services, L.P.
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Auctioneer, auctions.
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Schneider Industries Inc.
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Auction, appraisals, demolition, plant closure.
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5. METALS, SCRAP MANAGEMENT, WOOD

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Cleveland Industrial Recycling
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Metals/recycling.
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clevelandindustrialrecycling.com

Cox Recovery
Greenville, SC
Utility poles and railroad ties.
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coxrecovery.com

Fortune Metal Inc. of RI
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Fortune Metal Midwest
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Goodwill’s Green Works Inc.
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Recycling ferrous and non-ferrous metals, machinery recycling.
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Houston, TX
Demolition, scrap management.
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Heritage Global Inc.
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Homrich Inc.
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Material Management Resources Inc.
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National Salvage & Service Corp.  
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Scrap metal recycling, non-ferrous, ferrous, end-of-life vehicles.  
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Stanco Recycling  
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Metals recycling, full service scrap metal buyer, processor and broker.  
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Thalheimer Brothers LLC  
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Non-ferrous metals, alloys.  
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TOTTALL Metal Recycling  
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Triple M Metal LP  
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Utility Pole Solutions, Inc.  
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6. UTILITY COMPANY SURPLUS

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Metals/Recycling
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AMS Group
Houston, TX
Decommissioning, demolition, recycling, refining, refurbishing, equipment marketing & sales, transformers, substation equipment, electric motors, metals.
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Emerald Transformer
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power-asset.com

Racco Iron & Metal Ltd. (R.I.M.)
Goodwood, ONT
Decommissioning, transformers.
Steven Racco
(905) 852-2608
sracco@raccoironandmetal.com
raccoironandmetal.com

Ritchie Bros. Auctioneers
Burnaby, BC
Auctioneer, auctions
Tony D’Alessandro
(281) 635-5344
tdtalessandro@ritchiebros.com
rbauction.com

Solomon Corporation
Solomon, KS
Transformers
Brad Wooton
(800) 234-2867
bwooton@solomoncorp.com
solomoncorp.com

Sunbelt Transformer Ltd.
Sharon, PA
Transformers
Tricia Schweiss
(724) 342-6410
tschweiss@sunbeltusa.com
sunbeltusa.com

T & R Electric Supply Company Inc.
Colman, SD
Transformers
Kelly McMahon
(800) 843-7994
kellymac@t-r.com
t-r.com

TA America Group LLC
Lake Mary, FL
Oil-filled electrical equipment, non-hazardous oil recycling.
David Miller
(407) 341-6504
operations@thetaamerica.com
thetaamerica.com

TCI of Alabama LLC
Pell City, AL
Oil-filled electrical equipment, transformer, transformers.
George Jackson
(205) 338-9997 X106
gjackson@tcialabama.com
tcialabama.com

Veracity Asset Management Group
Sault Ste. Marie, ONT
IR data management, IR marketing & sales, investment recovery services.
Rob Krysa, CMIR
(866) 694-1252
rkrysa@veracityamg.com
veracityamg.com
7. COMPUTER, IT & ELECTRONIC eSCRAP

Aucto Inc.
Buffalo, NY
Auctions, IT asset management, industrial surplus.
Jamil Rahman
(844) 326-7305
j.rahman@aucto.com
aucto.com

EPC
Saint Charles, MO
IT asset management
Bob Novelly
(636) 443-1999
bob.novelly@epcusa.com
epcusa.com

Equipment2Go Inc.
Parker, CO
IR management, IR marketing & sales, IT asset management, investment recovery services.
Erik Karloski
(847) 845-6294
erik.karloski@equipment2go.com
equipment2go.com

Hitech Assets
Oklahoma City, OK
IT asset management.
Lane Epperson
(405) 604-4872 X224
lane@hitechassetrecovery.com
hitechassetrecovery.com

Lifespan International Inc.
Markham, ONT
IR management, IR marketing & sales, IT asset management, investment recovery services.
James Drohan
(888) 226-5727 ext. 3388
jim.drohan@lifespantechnology.com
lifespantechnology.com

Material Management Resources Inc.
Houston, TX
MMR is a full service investment recovery firm. We tailor our process to inventory, market, and broker material for our client. We act as the primary audit point and provide administrative and reporting resources. This allows our clients to experience reduced overhead and a growing bottom line.
Kevin Graham CMIR
(281) 944-4222
keving@materialmg.com
materialmg.com

PICS Telecom International
Rochester, NY
Surplus Telecom Equipment
Jennifer Riehle
(585) 295-2000
jriehle@picstelecom.com
picstelecom.com

Power and Compression Sales
LaFayette, CA
Purchase generators, engines and gas compressors.
Mark McElvea
(925) 935-5700
mark@powerandcompression.com
powerandcompression.com

Select Recovery Services Inc.
Kokomo, IN
Surplus parts, eScrap management, plant and industrial facility services, pre-demo consulting
Douglas Bray
(765) 459-5191
dbray@iquest.net
srrservices.net

Shields
Sanford, FL
Decommissioning, electronic scrap recycling, scrap management, surplus valuation, telecomm equipment.
Mike Angeline
(407) 936-0025
mike.angeline@shields-e.com
shields-e.com

Sims Recycling Solutions
West Chicago, IL
Metals/recycling, e-recycling.
Lisa Collins
(813) 549-0864
lisa.collins@simsmm.com
simsmm.com

The Electric Orphanage of North America, Inc.
Topeka, KS
Telecomm Museum
Douglas Schema
(785) 969-0205
electricorphans@earthlink.net
the-electric-orphanage.com

TOTAL Metal Recycling
Granite City, IL
Metals/recycling, non-ferrous, ferrous, electronics.
Dennis Meyer
(866) 470-5763
dennismeyer@tmrusa.com
tmrusa.com

Triple M Metal LP
Brampton, ONT
Scrap metal recycling, ferrous, non-ferrous, electrical and e-scrap.
Brent Morrison
(416) 524-9249
bmorrison@triplemmetal.com
triplemmetal.com

Woodstock Power Co.
Bala Cynwyd, PA
Used generators, data centers and electrical equipment.
Roy Reuveni
roy@woodstockpower.com
woodstockpower.com
<table>
<thead>
<tr>
<th>Company Name</th>
<th>City, State</th>
<th>Services</th>
<th>Contact Person</th>
<th>Phone Number</th>
<th>Email Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>A &amp; A Machinery Moving &amp; Sales</td>
<td>Morrisville, PA</td>
<td>Business services.</td>
<td>Nick Lykon</td>
<td>(215) 428-1100</td>
<td><a href="mailto:nlykon@aamachinery.com">nlykon@aamachinery.com</a></td>
</tr>
<tr>
<td>Alpert &amp; Alpert</td>
<td>Los Angeles, CA</td>
<td>IR management, Appraisals, chemicals/plastics, investment recovery services</td>
<td>Greg Tellier, CMIR</td>
<td>(323) 265-4040 xt. 146</td>
<td><a href="mailto:greg@alpertandalpert.com">greg@alpertandalpert.com</a></td>
</tr>
<tr>
<td>Arlington Machinery</td>
<td>Elk Grove Village, IL</td>
<td>Appraisals, chemicals/plastics, investment recovery services.</td>
<td>David Pietig</td>
<td>(847) 956-7300</td>
<td><a href="mailto:pietig@arlingtonmachinery.com">pietig@arlingtonmachinery.com</a></td>
</tr>
<tr>
<td>Asset Recovery Management Services, LLC</td>
<td>Galveston, TX</td>
<td>Business services, IR marketing &amp; sales, investment recovery services, surplus valuation</td>
<td>Timothy Southwell CMIR</td>
<td>(832) 559 0911</td>
<td><a href="mailto:tim@assetrecoverymanagementservices.com">tim@assetrecoverymanagementservices.com</a></td>
</tr>
<tr>
<td>Equipment2Go Inc.</td>
<td>Parker, CO</td>
<td>IR management, IR marketing &amp; sales, IT asset management, investment recovery services.</td>
<td>Erik Karloski</td>
<td>(847) 845-6294</td>
<td><a href="mailto:erik.karloski@equipment2go.com">erik.karloski@equipment2go.com</a></td>
</tr>
<tr>
<td>F &amp; M Mafco Inc.</td>
<td>Harrison, OH</td>
<td>Heavy rigging, cranes &amp; crane parts, heavy equipment repair.</td>
<td>Daniel McKenna</td>
<td>(513) 367-2151</td>
<td><a href="mailto:djmckenna@fmmafco.com">djmckenna@fmmafco.com</a></td>
</tr>
<tr>
<td>FLD Inc.</td>
<td>Delray Beach, FL</td>
<td>Appraisals, equipment, industrial surplus, investment recovery services, redeployment, surplus valuation, vehicle remarketing.</td>
<td>Rich Mallek</td>
<td>(561) 266-8512</td>
<td><a href="mailto:rich.mallek@fleetlease.com">rich.mallek@fleetlease.com</a></td>
</tr>
<tr>
<td>Goodwill’s Green Works Inc.</td>
<td>Detroit, MI</td>
<td>Recycling ferrous and non-ferrous metals, machinery recycling.</td>
<td>Jay Wilber</td>
<td>(313) 499-3113</td>
<td><a href="mailto:jwilber@ggw-us.org">jwilber@ggw-us.org</a></td>
</tr>
<tr>
<td>Heritage Global Inc.</td>
<td>Scottsdale, AZ</td>
<td>Appraisals, auctioneer, auctions, business services, scrap management, surplus valuation.</td>
<td>David Barkoff</td>
<td>(650) 759-2242</td>
<td><a href="mailto:dbarkoff@hginc.com">dbarkoff@hginc.com</a></td>
</tr>
<tr>
<td>Industrial Market Place</td>
<td>Skokie, IL</td>
<td>Used equipment magazine.</td>
<td>Joel Wineberg</td>
<td>(800) 323-1818</td>
<td><a href="mailto:joel@impmagazine.com">joel@impmagazine.com</a></td>
</tr>
<tr>
<td>IRH</td>
<td>Salt Lake City</td>
<td>Transformer decommissioning, heavy haul transportation, rigging and installation.</td>
<td>Ron Montgomery</td>
<td>(801) 910-7182</td>
<td><a href="mailto:ron@intermountainrigging.com">ron@intermountainrigging.com</a></td>
</tr>
<tr>
<td>L.C. Mayfield Associates, Inc.</td>
<td>Crosby, TX</td>
<td>Business services, IR marketing &amp; sales, investment recovery services.</td>
<td>L.C. Mayfield</td>
<td>(281) 328-2900</td>
<td><a href="mailto:mayfield@mayfieldsurplus.com">mayfield@mayfieldsurplus.com</a></td>
</tr>
<tr>
<td>Liquidity Services Inc.</td>
<td>Golden, CO</td>
<td>Consultative surplus asset management, valuation, and sales solutions.</td>
<td>Tom Conwell CMIR</td>
<td>(303) 642-7567</td>
<td><a href="mailto:tom.conwell@liquidityservices.com">tom.conwell@liquidityservices.com</a></td>
</tr>
<tr>
<td>Material Management Resources Inc.</td>
<td>Houston, TX</td>
<td>MMR is a full service investment recovery firm. We tailor our process to inventory, market, and broker material for our client. We act as the primary audit point and provide administrative and reporting resources. This allows our clients to experience reduced overhead and a growing bottom line.</td>
<td>Kevin Graham CMIR</td>
<td>(281) 944-4222</td>
<td><a href="mailto:keving@materialmg.com">keving@materialmg.com</a></td>
</tr>
<tr>
<td>MRO Surplus Solutions</td>
<td>Camarillo, CA</td>
<td>IR management, excess stock inventory.</td>
<td>Brian Beiner</td>
<td>(805) 531-0052</td>
<td><a href="mailto:purchasing@mrosurplussolutions.com">purchasing@mrosurplussolutions.com</a></td>
</tr>
<tr>
<td>M2M Auctions</td>
<td>Golden, CO</td>
<td>Appraisals, auctioneer, auctions, business services, scrap management, surplus valuation.</td>
<td>John Moore</td>
<td>(954) 592-7450</td>
<td><a href="mailto:jmoore@m2mauctions.com">jmoore@m2mauctions.com</a></td>
</tr>
<tr>
<td>Material Recovery Inc.</td>
<td>Houston, TX</td>
<td>Material Recovery Inc.</td>
<td>Lee Johnson</td>
<td>(281) 944-8582</td>
<td><a href="mailto:ljohnson@mri.com">ljohnson@mri.com</a></td>
</tr>
<tr>
<td>MRO Surplus Solutions</td>
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<td><a href="mailto:purchasing@mrosurplussolutions.com">purchasing@mrosurplussolutions.com</a></td>
</tr>
</tbody>
</table>

**8. IR SUPPORT SERVICES**
8. IR SUPPORT SERVICES (Cont’d)

**Partners Machine**  
Brookfield, IL  
Plant machinery, equipment, industrial surplus, repair services.  
Larry Gworek  
(708) 485-4332  
larry.gworek@gmail.com

**Ritchie Bros. Auctioneers**  
Burnaby, BC  
Auctioneer, auctions  
Tony D’Alessandro  
(281) 635-5344  
tdalessandro@ritchiebros.com  
rbauction.com

**Schneider Industries Inc.**  
St. Louis, MO  
Auction, appraisals, demolition, plant closure.  
Bruce Schneider  
(314) 863-7711  
bruces@schneiderind.com  
schneiderind.com

**Steven Levy Enterprises**  
South Houston, TX  
Auctions, scrap management, IR programs, boneyard cleanup.  
Steven Levy  
(713) 910-4337  
slevy@slevysurplus.com  
slevysurplus.com

**Transamerican Equipment**  
Matthews, NC  
All makes and models of fork lifts.  
Harry Gretz  
(704) 882-3979  
forklift@trans-american.com  
trans-american.com

**Veracity Asset Management Group**  
Sault Ste. Marie, ONT  
IR data management, IR marketing & sales, investment recovery services.  
Rob Krysa, CMIR  
(866) 694-1252  
rkrysa@veracityamg.com  
veracityamg.com

**Perry Videx LLC**  
Hainesport, NJ  
Chemicals plastics, boilers and power  
Gen Equipment: A world leader since 1932 in the purchase and sale of  
equipment and plants used for the  
process in the Chemical, Pharmaceuticals,  
Food, Cosmetics, Plastics, Paper, and  
Power Generation industries. Our ware-  
houses in the United States and Equo-  
pe have more than 10,000 items in stock.  
Gregg Epstein  
(609) 267-1600  
gepstein@perryvidex.com  
perryvidex.com

**SIGMA Recovery**

**R. Baker & Son**  
Marlboro, NJ  
Demolition, machinery moving.  
Art Sferlazzo  
(732) 222-3553  
art@rbaker.com  
rbaker.com

**SIGMA Equipment, Inc.**  
Evansville IN  
Buy and sell equipment, reconditioning,  
process equipment: SIGMA Recovery,  
by SIGMA Equipment, combines cloud- 
based software, centralized equipment  
storage, and sales expertise to maximize  
the return on the value of an idle asset at  
every stage of the equipment life cycle.  
We centralize, simplify, and optimize  
your asset recovery efforts through  
redeployment, reconditioning, resale,  
and recycling of equipment.  
Kris Eigenbrood, CMIR  
(812) 303-8383  
keigenbrood@sigmaequipment.com  
sigmaequipment.com

**Steven Levy Enterprises**  
South Houston, TX  
Auctions, scrap management, IR programs, boneyard cleanup.  
Steven Levy  
(713) 910-4337  
slevy@slevysurplus.com  
slevysurplus.com

**Transamerican Equipment**  
Matthews, NC  
All makes and models of fork lifts.  
Harry Gretz  
(704) 882-3979  
forklift@trans-american.com  
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rkrysa@veracityamg.com  
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larry.gworek@gmail.com

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tdalessandro@ritchiebros.com  
rbauction.com

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St. Louis, MO  
Auction, appraisals, demolition, plant closure.  
Bruce Schneider  
(314) 863-7711  
bruces@schneiderind.com  
schneiderind.com

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Rob Krysa, CMIR  
(866) 694-1252  
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