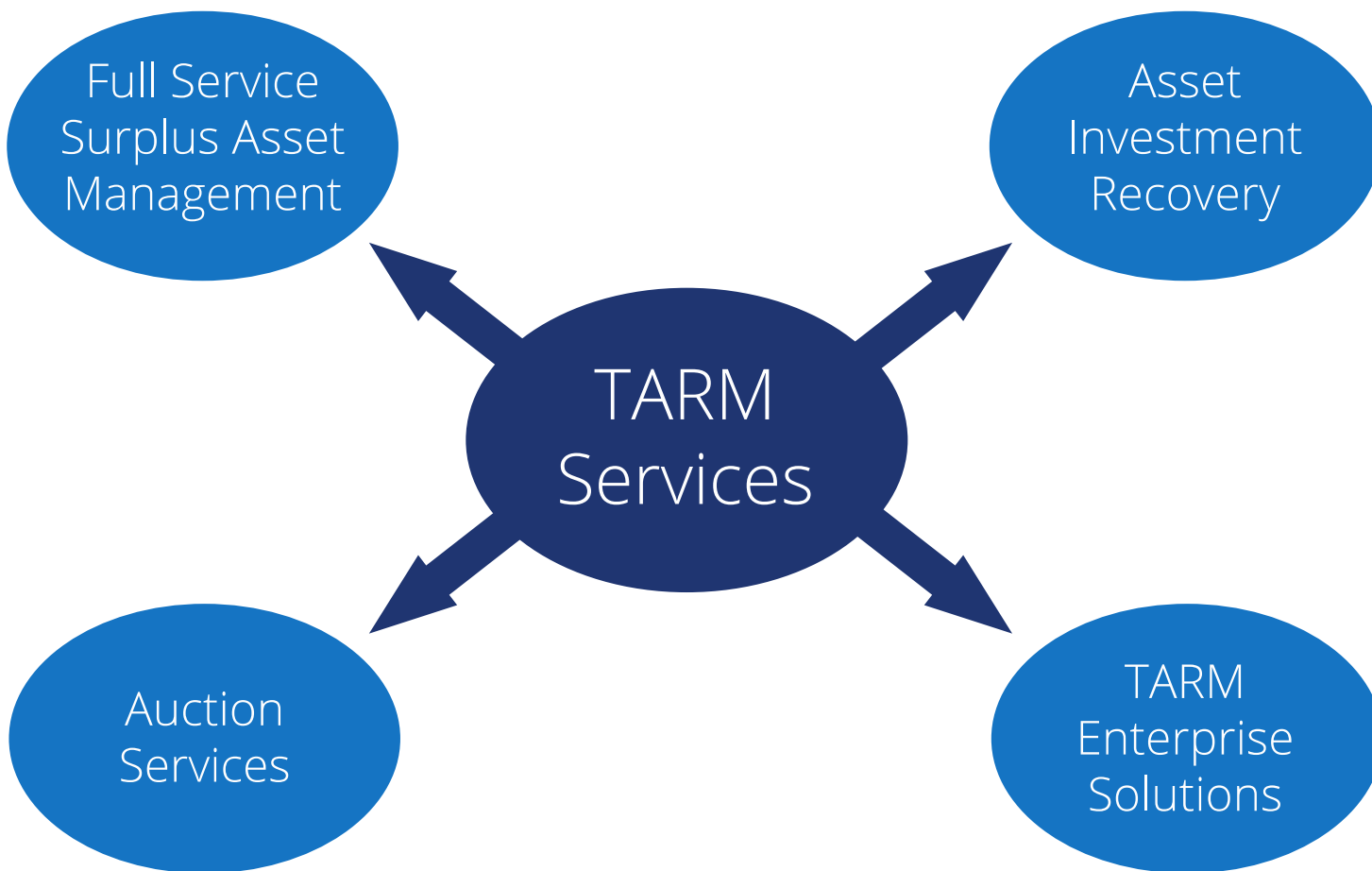


TARM Overview

TARM Asset Recovery Experience

- 30+ years experience in Asset Recovery
- Active Member of Investment Recovery Association
- Our processes and in-house safety programs meet or exceed industry standards





TARM Asset Management

- ✓ Full service surplus asset management
- ✓ Manage surplus assets inventories for leaders in the energy industry
 - Identify surplus assets
 - Inventory assets
 - Conduct asset evaluation
 - Perform valuation appraisal
 - Determine and present best disposition options
- ✓ Inside heated warehouse
- ✓ Outside yard storage

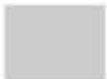



- Assets are identified and catalogued to the TARM proprietary asset management database
- All data is tracked including description, location, photos and associated documentation
- The filters and fields are customisable by the client allowing them to track information important to them
- Workflow determines the status of the asset, does it need to be signed off by engineering, management etc.

Asset^{DB} Assets Owners Reports My Settings

Filter


Owner: ABC Oil Site: Mountain View Location: Warehouse B Status: All

4 Results

	Description	Status	Owner	Site	Location
<input type="checkbox"/>	 Enshu Model VMC 530 - 3 Axis Vertical Machining Centre. With Fanuc 11M Control	Active	ABC Oil	Mountain View	Warehouse B
<input type="checkbox"/>	 Enshu Model VMC 530 - 3 Axis Vertical Machining Centre. With Fanuc 11M Control	Not Signed Off	ABC Oil	Mountain View	Warehouse B
<input type="checkbox"/>	 Enshu Model VMC 530 - 3 Axis Vertical Machining Centre. With Fanuc 11M Control	Active	ABC Oil	Mountain View	Warehouse B
<input type="checkbox"/>	 Enshu Model VMC 530 - 3 Axis Vertical Machining Centre. With Fanuc 11M Control	Active	ABC Oil	Mountain View	Warehouse B

Assets can be easily catalogued with mass uploads. Data includes general asset detail user defined fields, filters. Photos, videos, scanned documentation.

Asset^{DB} Assets Owners Reports My Settings Search

 **Andritz Centrifuge Model 6150** Save Save & Exit Cancel

General Information Item Details Sale Information Images Videos Documents Audit

Owner	Industry
<input type="text" value="ABC Oil"/>	<input type="text" value="ABC Oil"/>
Category	Class
<input type="text" value="Centrifuge"/>	<input type="text" value="Decanter"/>
Cost Center	Site
<input type="text" value="Major Projects"/>	<input type="text" value="Mountain View"/>
Location	Province / State
<input type="text" value="Warehouse B"/>	<input type="text" value="AB"/>
Original Purchase Price	List Price
<input type="text" value="0"/>	<input type="text" value="0"/>
Minimum Selling Amount	Currency
<input type="text" value="0"/>	<input type="text" value="CDN"/>
Quantity	Unit of Measure
<input type="text" value="4"/>	<input type="text" value="ea"/>

Full audit trail of all actions taken against an asset including valuations, sale value, highest bid for non-sales etc.

Asset^{DB}


Assets

Owners

Reports

My Settings

Search



Andritz Centrifuge Model 6150

Save

Save & Exit

Cancel

General Information

Item Details

Sale Information

Images

Videos

Documents

Audit

Date	Action	User	Comments
2013-10-29	Sent to auction	sdugard	Machinery has been valued and included in Leicester sale
2013-10-27	Valuation updated	system	£30,000
2013-10-27	Returned from valuation	sdugard	
2013-10-22	Sent to valuation	sdugard	This will go on auction once we are happy with the valuation
2013-10-21	Signed off	swambolt	Owner has indicated this needs to be sold
2013-10-17	2 new pictures added	swambolt	
2013-10-17	Item added	swambolt	

TARM Investment Recovery



Reuse – Internal Redeployment

TARM's unique internal market allows the corporation to securely redeploy assets via an invite only trading platform.



Recondition

TARM have developed relationships with refurbishment companies locally in Alberta and have a significant database of other refurbishment companies around the world.

Return

TARM will identify suitable assets that can be returned to vendors, negotiate the return value for credit or cash and manage the return process

Auctions are not the answer to all disposal problems

Resell disposal channels

- TARM trading platform
- Client trading platform (Enterprise)
- TARM inside sales team targeting
 - End Users
 - Brokers/Dealers
 - Equipment Refurbishers
 - Recycle firms
 - Scrap merchants
- Apex Group global sales team targeting
 - International buyers local to their office
- Traditional closed tender process
- Live auction

Marketing

- **Industrial Database**
 - 250,000 global buyers
 - 100's new buyers every week
 - Regular cleansing ensures accuracy & efficiency
- **Online Capability**
 - Website optimised to rank highly for key industry search terms
 - Partner with all of the leading industry portals
 - Substantial investment in Google paid search
- **Global Reach**
 - Website visited regularly by buyers from 189 countries
- **Quality**
 - DMA audited
 - All communications comply to latest legislation
 - Marketing department certified by Google

ADWORDS™
QUALIFIED
INDIVIDUAL




Case Study: 20,000 Metric tones of surplus used tailings pipe for Suncor



Case Study: 2400 Tones of re-usable plate in Malaysia



Reclaim

TARM will help corporates identify surplus assets that can potentially be used for an alternate use. As an example an item reduced to raw material that can be reused in the production cycle.

Recycle

TARM can manage scrap programs to ensure a competitive, transparent process including the safe removal of items and energy recycle programs for green credit gains.

Remove

TARM will negotiate the minimum cost and manage the collection process for pay to remove, landfill or shred item.

TARM Auction Services

- **Online Auctions**
- **Live Auctions**
- **Private Treaty**

\$50 million

Value of Assets Sold Per Annum

Over 98% Sell Thru

Over 10,000

Items sold through Apex platform
Per Annum

150 Online Auctions
Conducted Per Annum



Global Reach

Apex has sold to machinery
to 62 Countries

Existing Clients

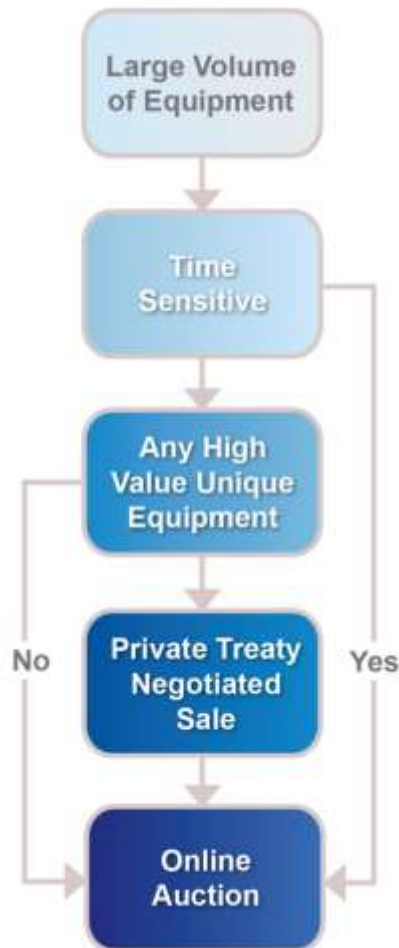
- | | | | |
|---------------|--------------|------------------|-------------------|
| - Suncor | - TATA Steel | - BP | - TransAlta |
| - Rolls Royce | - Shell | - Nova Chemicals | - Pratt & Whitney |

Minimum impact on your business

Service elements are:-

- Project management
- Preparation of sale
- Equipment write-up, photograph and video
- Management of site security and health & safety
- Management of bidders, approving and taking deposits
- Management of sale day
- Money collection
- Supervising removal of assets from site
- Accounts and reporting

Client can choose all or some of the available services



Internet Auction Sale

- Medium to large volume of equipment for disposal
- Low sale cost
- Difficult sale conditions

Combination Sale

- Larger scale long term project
- Expose major assets for a longer time frame

Private Treaty

- Large unusual pieces of equipment
- Complete production facilities
- Limited worldwide appeal

Marketplace

- Single machines
- Low selling costs

Case Study: Precision Thread Rolling

- Small package of low value equipment
- Promoted as part of the regular Marketplace advertising campaigns
- Some items sold within hours of being available online
- Seller incurred no costs



Case Study: The Reid Gear Company

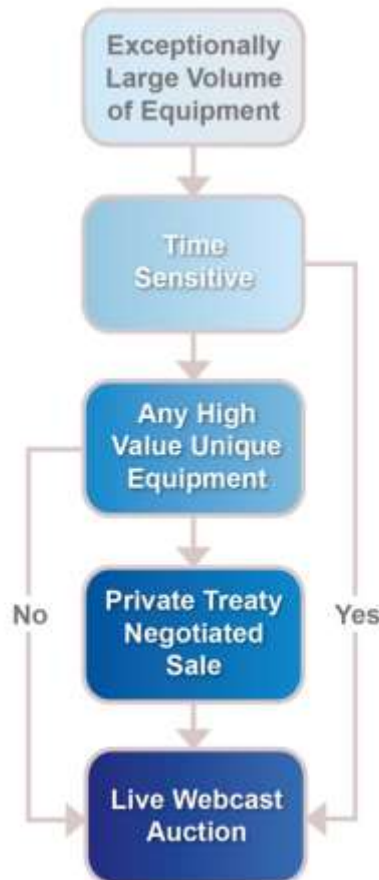
- Large scale gear manufacturer based in Scotland
- Items sold throughout the world including; India, USA, Malaysia and Korea
- Sale achieved a return of 27% in excess of 3rd party valuation
- Marketing campaign delivered over 15,000 visits to the sale page



Case Study: Swan Hunter

- Sale was to be conducted as a live auction with over 5,000 lots
- Over 3,000 shipbuilders worldwide were contacted
- Apex negotiated the sale of all equipment to a single overseas buyer before the proposed auction date
- Dismantling and removal of assets completed in two years





Live Auction sale

- Exceptionally large volume of equipment for disposal
- Total clear out – large & small
- Short term fund generation

Combination Sale

- Larger scale long term project
- Expose major assets for a longer timeframe
- Clear excess items via auction

Case Study: McDermott Marine Construction

- Manufacturer of oil rigs, 850 acre site
- Live on-site auction with webcast for over 2,000 lots
- 2 auctioneers selling simultaneously for 2 days
- Sale price £1,600,000, largest single item sold for £800,000
- 100% of assets sold, site cleared in 3 months



Treasury Services

Deposit Handling

- Mitigation of non-payment with deposits
- Real time recognition of funds receipt
- Quick, simple refund capability

Complete Invoicing System

- Buyer automatically receives invoices after auction close
- Invoice versioning for full audit trail
- Credit and amendment capability
- Full visibility of invoice status through the admin area

Global Banking Solution

- Apex maintains a global banking network
- Local banking in country
- Real time visibility into buyer payments
- Secure client account

Financial Services

- Registered for local sales tax
- Central reporting
- Funding capabilities from investment group

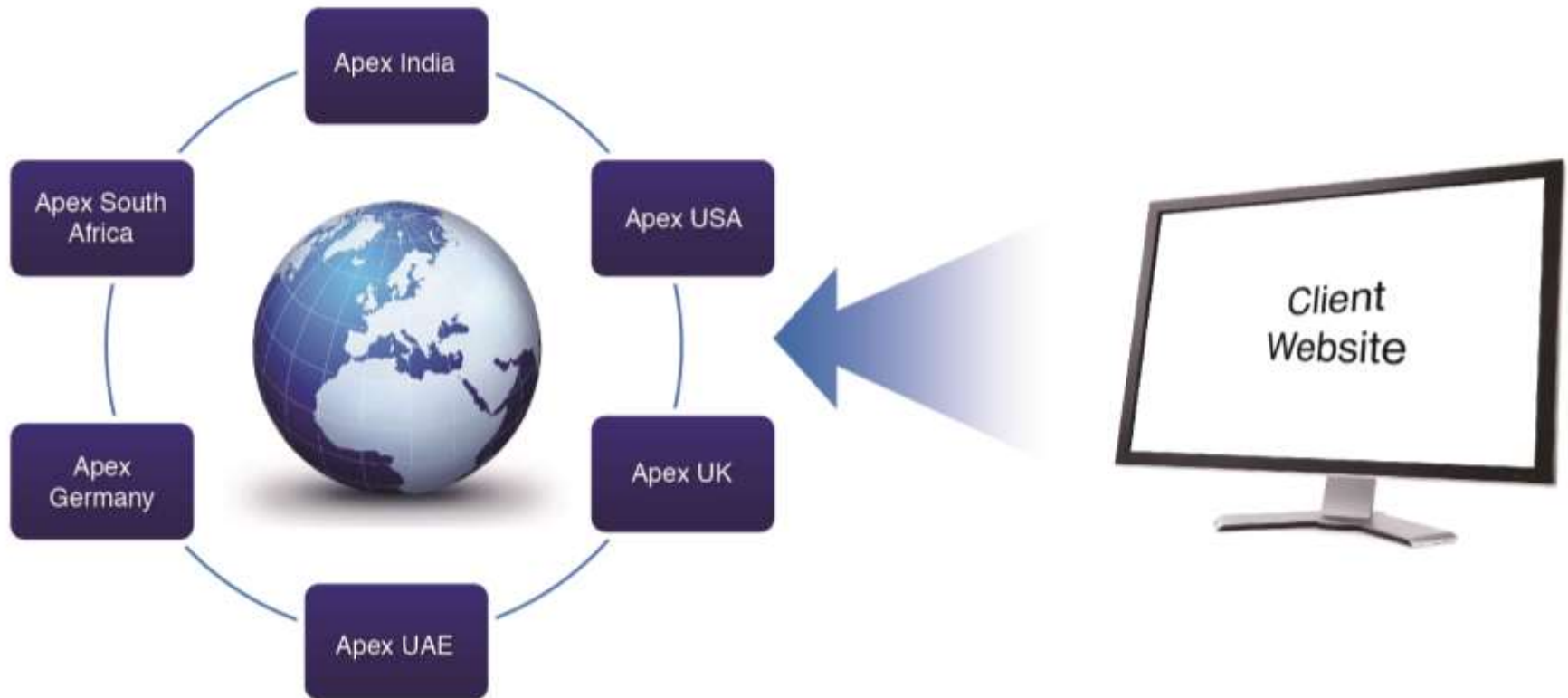


TARM Enterprise Solution

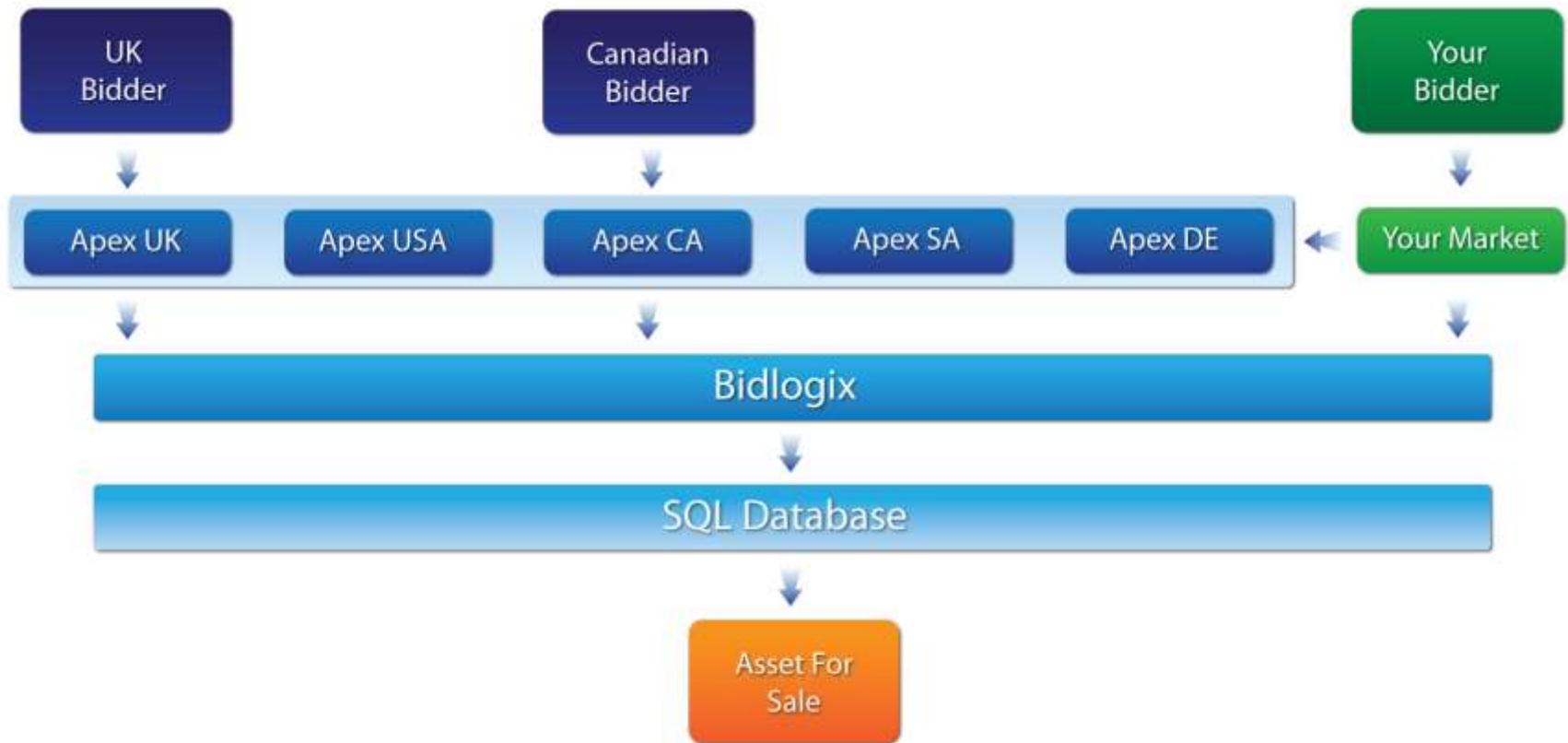
- More than just a software solution
 - Use your own brand
 - Only use the services you require
 - Cloud based technology solution
- No need for any hardware
 - Run auctions and online sales
 - Complete control from site content through to invoicing
- Complete access to our unique banking solutions
 - Client accounts around the world
 - In country payment solutions
- On Site Auction services
 - Project management, Training, Photographing and write up
 - Bidder management
- Access to our global sales and marketing capabilities
 - All sales linked to the Apex Group global network
 - Huge user database
 - Post sale activities



Network of Dedicated Local Websites, Assets available on every Website
All client assets appear on Apex Worldwide



More than just one site with different languages
Region specific URL and content, optimised for Google, Yahoo and Bing

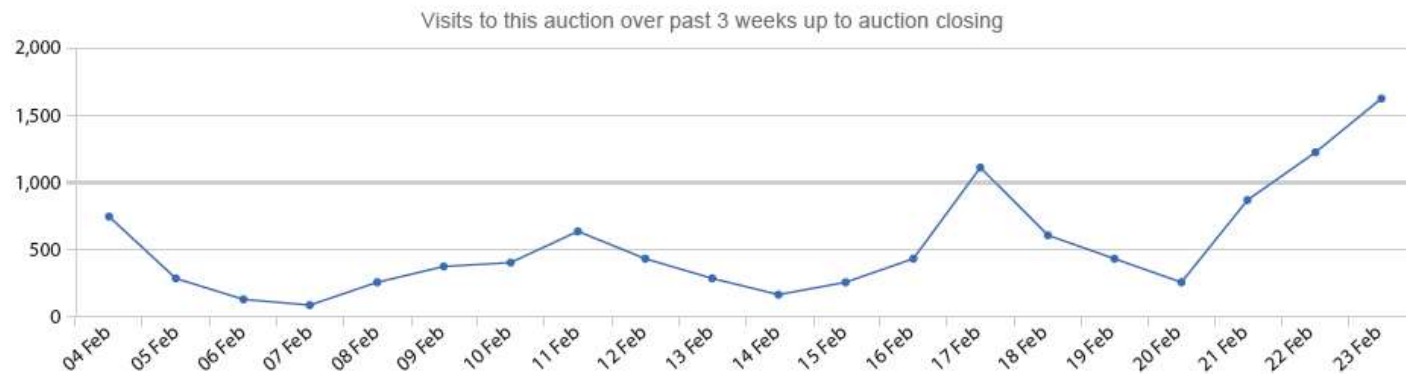


Client is able to push their assets into the Apex Global platform for maximum exposure

- Dedicated area for your sellers
- Real time sales results
- Detailed Reporting
 - Registrations
 - Visit numbers
 - Visitor sources
 - Countries
- Sales results export
- Historical information for past sales



Display showing Unique Visits to the sellers auction




Display showing how visitors heard about the sale




Where in the world have visitors come from




Example Screen Designs


TEREX

[Home](#) | [Categories](#) | [Help With Buying & Selling](#) | [Contact](#)



**THE RIGHT EQUIPMENT
FOR EVERY JOB**



At Terex, "Works For You" is more than a slogan - it's a promise. It's what you can count on from our equipment and the thousands of Terex team members around the world who are here to support you.

CUSTOMER DRIVEN SOLUTIONS

Account Login


Username / Email Address:

Password:



[Forgot your username / password?](#)

[Create Account](#)

Available Now



United States 

Span Parts (2000 Items)



[See all Span Parts Items...](#)

Construction (48 Items)



[See all Construction Items...](#)

Cranes & Port Equipment (13 Items)



[See all Cranes & Port Equipment Items...](#)

Road Building (57 Items)



[See all Road Building Items...](#)

Materials Processing (17 Items)





[See all Materials Processing Items...](#)

Utilities (214 Items)


[See all Utilities Items...](#)



TEREX

[Home](#) | [Categories](#) | [Help With Buying & Selling](#) | [Contact](#)

Category
[Aerial Work Platforms \(4\)](#)
[Construction \(48\)](#)
[Cranes & Port Equipment \(5\)](#)
[Materials Processing \(0\)](#)
[Roadbuilding \(4\)](#)
[Spare Parts \(2000\)](#)
[Utilities \(2\)](#)

[previous](#)
[1](#)
[2](#)
[3](#)
[4](#)
[5](#)
[6](#)
[7](#)
[next](#)
page 4 of 21




Terex CD 225 Cab Down Crane
 Max. Lifting capacity: 23 Tonnes;
 Max. Boom length: 21.9m; Max. tip height: 37m


☐ Watch This Item


[View Full Details...](#)

Highest bid: \$7,4006 days 21h

Bid increment: \$10Bidding Ends on 11 Apr at 04:00PM CEST

You Are Not Logged In ?




Terex CD 225 Cab Down Crane
 Max. Lifting capacity: 23 Tonnes;
 Max. Boom length: 21.9m; Max. tip height: 37m


☐ Watch This Item


[View Full Details...](#)

Highest bid: \$7,4006 days 21h

Bid increment: \$10Bidding Ends on 11 Apr at 04:00PM CEST

You Are Not Logged In ?




Terex CD 225 Cab Down Crane
 Max. Lifting capacity: 23 Tonnes;
 Max. Boom length: 21.9m; Max. tip height: 37m


☐ Watch This Item


[View Full Details...](#)

Highest bid: \$7,4006 days 21h

Bid increment: \$10Bidding Ends on 11 Apr at 04:00PM CEST

You Are Not Logged In ?




Terex CD 225 Cab Down Crane
 Max. Lifting capacity: 23 Tonnes;
 Max. Boom length: 21.9m; Max. tip height: 37m


☐ Watch This Item


[View Full Details...](#)

Highest bid: \$7,4006 days 21h

Bid increment: \$10Bidding Ends on 11 Apr at 04:00PM CEST

You Are Not Logged In ?




Terex CD 225 Cab Down Crane
 Max. Lifting capacity: 23 Tonnes;
 Max. Boom length: 21.9m; Max. tip height: 37m

☐ Watch This Item


[View Full Details...](#)

Highest bid: \$7,4006 days 21h


Bid increment: \$10Bidding Ends on 11 Apr at 04:00PM CEST

You Are Not Logged In ?

Client Branded Item Detail Page



[Home](#) | [Categories](#) | [Help With Buying & Selling](#) | [Contact](#)



Terex CD 325 Cab Down Crane
 Max. Lifting capacity: 23 Tonnes
 Max. Boom length: 21.3m, Max. tp height: 37m


Highest bid: £7,400
 Bid increment: £10

Time Left: 8 days 21h

You Are Not Logged In

Location:
 270 Myers Farm Road
 Westport
 CT 06890
 USA
[\(Show on map\)](#)

Sale Managed By:



For enquiries regarding this sale please contact:


Terex USA
 Tel: +1 203 222 7170
 Email: info@terex.com

Sale Ends:
 21st March 2012 from 2:00 PM CDT

[Terms & Conditions](#)
[Payment](#)
[Contacts](#)

Additional Documents:
[Terex Cab Down Crane.pdf](#) (41.2kb)

Photos | **Videos** | **Documents**




click to enlarge

Description

The property comprises a single story industrial works complex being concrete portal and steel framed under part corrugated asbestos cement and part profiled metal sheet roofing. Eaves heights 7m and 5m. Brick, block and profiled metal sheet clad. Concrete floor with ground level access doors to the enclosed yard area. Partitioned out are various works offices together with auxiliary kitchen and toilet facilities.

Related Items



Client Non Branded Platform

This was developed for clients who needed their own trading platform but couldn't get the relevant approval to use the corporates brand on the trading platform

The screenshot displays the 'Tata Steel Surplus Assets' auction platform. The browser address bar shows 'https://tatasurplus.com/auction-016/home.htm'. The page features a blue header with the site name and a search bar. Below the header is a navigation menu with links: Home, The Marketplace, Auction Calendar, Help With Buying & Selling, Service Providers, and Contact. The main content area is divided into three sections. The left section, titled 'Getting Started', includes a four-step process: 1. Search 1000's of machine tools and find what you're looking for; 2. Create a free account in minutes; 3. Register for any auction or sale on the site; 4. Bid, buy and make offers online in real time. The middle section, 'Not Used Apex Before?', lists benefits of an Apex account: Register for individual auctions, Place Bids, Buy or Make Offers, Manage your bidding with the 'my bids' function, and Customise your contact preferences. It includes a 'Create Account' button. The right section, 'Log In To Your Account', has input fields for 'Username Or Email Address' and 'Password', a 'Log In' button, and a link for 'Forgot username or password?'. The footer contains four columns of links: 'Past Auctions' (See all Past Auctions, Selling through Apex Auctions), 'Help With Buying' (Viewing, Bidding, Overtime Bidding, Paying, Collecting, Having Trouble Logging in?, Having Trouble Bidding?), 'Tutorial Videos' (How to Create an Account, How to Register for an Auction, How to Bid, How to Change your Password), and 'Contact Us' (United Kingdom, 01273 224466, info@tatasurplus.com). The footer also includes copyright information '© Apex Auctions 2014', links for 'About Apex', 'Terms & Conditions', and 'Privacy Policy', and a note 'Auction Software by bidlogix'.

Apex Auctions - User: x
https://tatasurplus.com/auction-016/home.htm

**Tata Steel
Surplus Assets**

Home | The Marketplace | Auction Calendar | Help With Buying & Selling | Service Providers | Contact

Getting Started | Selling Through Apex | Help & Support

Welcome to Apex Auctions, the leading online machine tool auctioneer. Apex hold over 150 auctions per year of surplus CNC and manual machine tools from a wide range of engineering companies in the US, UK and Europe.

- 1 Search 1000's of machine tools and find what you're looking for.
- 2 Create a free account in minutes
- 3 Register for any auction or sale on the site
- 4 Bid, buy and make offers online in real time

Not Used Apex Before?

With an Apex account you can:

- Register for individual auctions
- Place Bids, Buy or Make Offers
- Manage your bidding with the 'my bids' function
- Customise your contact preferences

Create Account

Log In To Your Account

Username Or Email Address:
Password:
[Forgot username or password?](#)

Log In

Past Auctions
See all Past Auctions
Selling through Apex Auctions
Visit the Apex Group website for more information

Help With Buying
Viewing
Bidding
Overtime Bidding
Paying
Collecting
Having Trouble Logging in?
Having Trouble Bidding?

Tutorial Videos
How to Create an Account
How to Register for an Auction
How to Bid
How to Change your Password

Contact Us
United Kingdom
01273 224466
info@tatasurplus.com

© Apex Auctions 2014 | About Apex | Terms & Conditions | Privacy Policy

Auction Software by **bidlogix**

https://tatasurplus.com/auction-016/home.htm

All you need for a successful Asset Management/Recovery program

- Industry leading cloud based asset sales platform
- Complete access to our unique banking solutions
 - In country payment solutions
- Access to our global sales and marketing capabilities
- Huge user database
- Additional on-site auction services
 - Project management, Training, Photographing and write up
 - Bidder management
- Only use the services you require
- Complete control from site content through to invoicing
- Post sale activities
- Complete transparency





Contact Information

TARM Inc
Corporate Head Office
4017 - 39139 Hwy 2A
Red Deer
Alberta, Canada

Bus (403) 348-0765

Apex Group
Head Office
47 Middle Street
Brighton, United Kingdom

Bus +44 1273 224466

Or email us at:
info@tarmonline.com

www.surplussolution.com