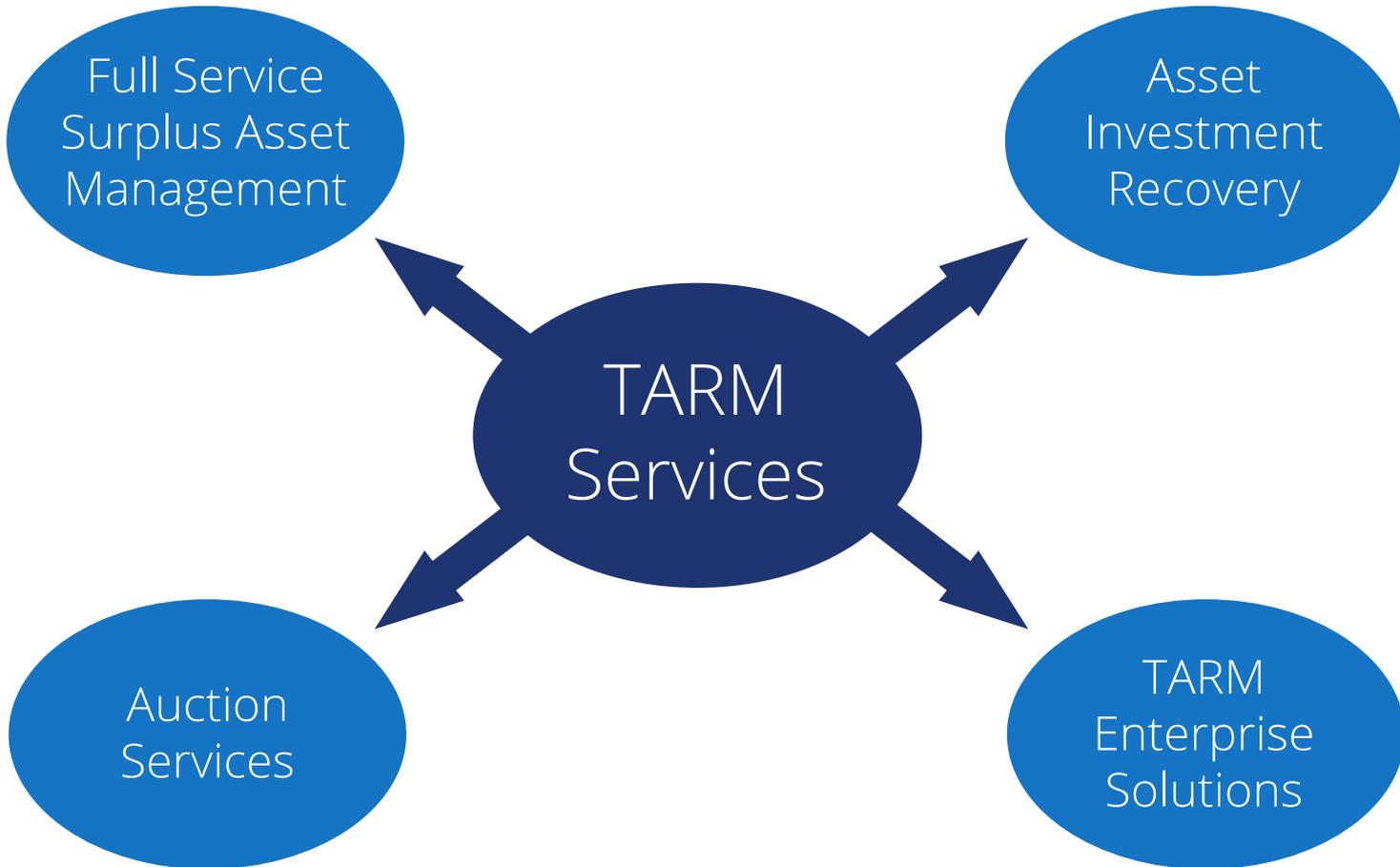


TARM Overview

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

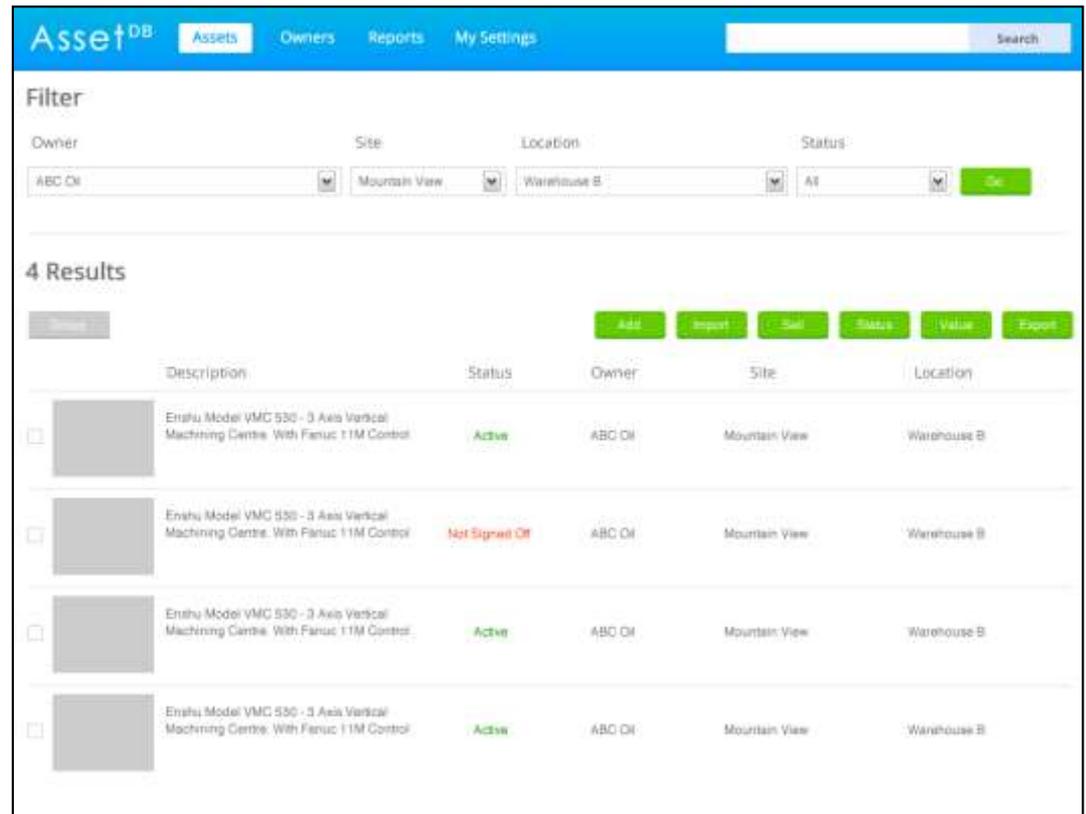




TARM Asset Management

- ✓ 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

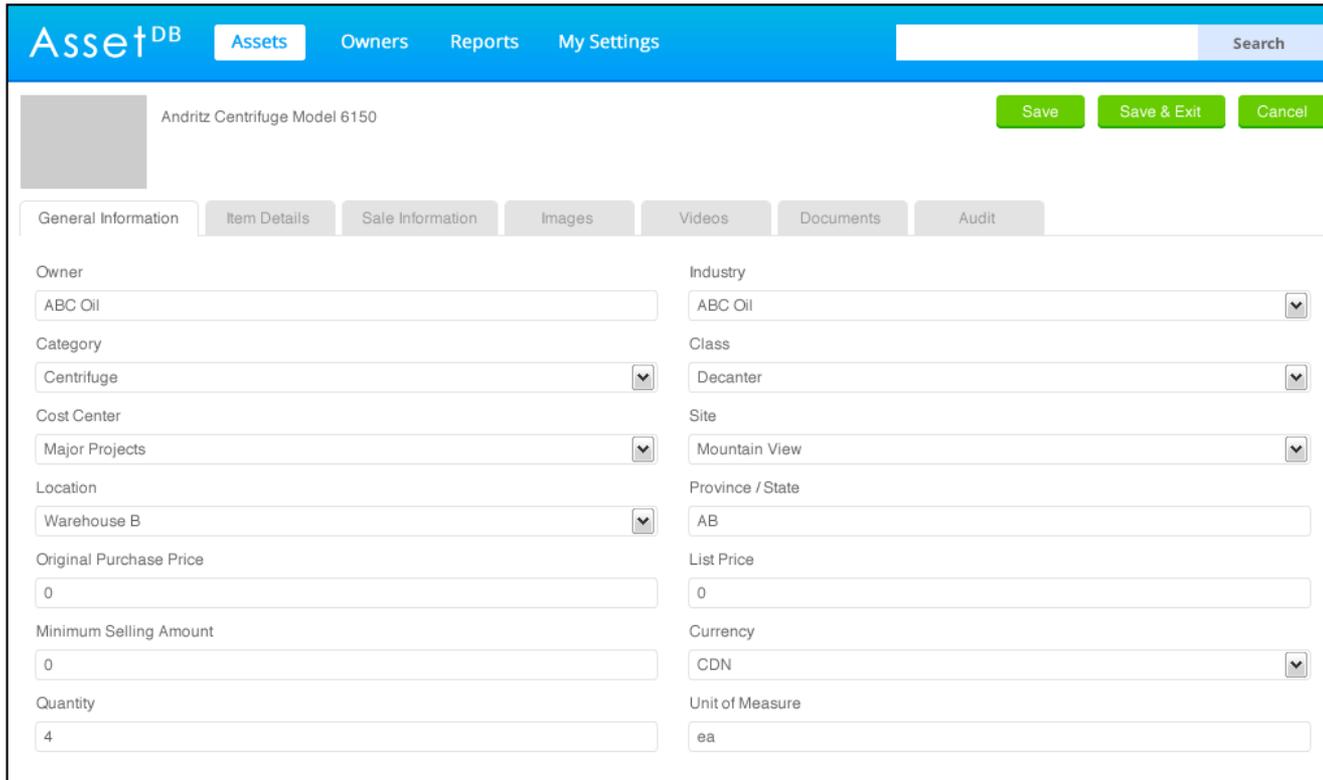
- Assets are identified and catalogued to the TARM proprietary asset management database
- All data is tracked including description, location, photos and associated documentation
- The filters and fields are customisable by the client allowing them to track information important to them
- Workflow determines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



The screenshot shows the AssetDB web application interface. At the top, there is a navigation bar with tabs for 'Assets', 'Owners', 'Reports', and 'My Settings', along with a search bar. Below the navigation bar is a 'Filter' section with dropdown menus for 'Owner' (ABC DI), 'Site' (Mountain View), 'Location' (Warehouse B), and 'Status' (All), followed by a green 'Go' button. Below the filter section, there is a '4 Results' heading and a table of results. The table has columns for 'Description', 'Status', 'Owner', 'Site', and 'Location'. Each row represents an asset, and there are action buttons (Add, Import, Sell, Status, Value, Export) above the table. The first three rows show assets with a status of 'Active', while the second row shows an asset with a status of 'Not Signed Off'.

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



The screenshot displays the 'Asset DB' web application interface. The top navigation bar includes 'Assets', 'Owners', 'Reports', and 'My Settings', along with a search box. The main content area shows the details for an 'Andritz Centrifuge Model 6150' asset. The form is organized into tabs: 'General Information', 'Item Details', 'Sale Information', 'Images', 'Videos', 'Documents', and 'Audit'. The 'General Information' tab is active, showing various input fields for asset details. The fields are arranged in two columns:

Field Name	Value
Owner	ABC Oil
Industry	ABC Oil
Category	Centrifuge
Class	Decanter
Cost Center	Major Projects
Site	Mountain View
Location	Warehouse B
Province / State	AB
Original Purchase Price	0
List Price	0
Minimum Selling Amount	0
Currency	CDN
Quantity	4
Unit of Measure	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
Google™



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

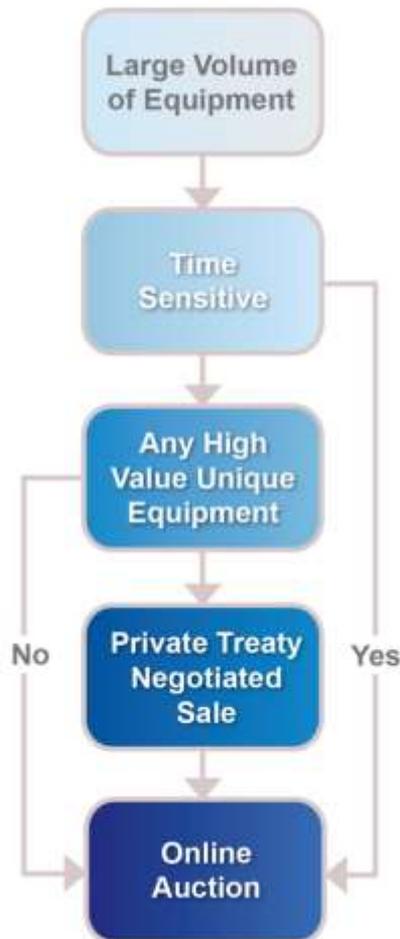
- Suncor
- TATA Steel
- BP
- TransAlta
- Rolls Royce
- Shell
- Nova Chemicals
- Pratt & Whitney

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

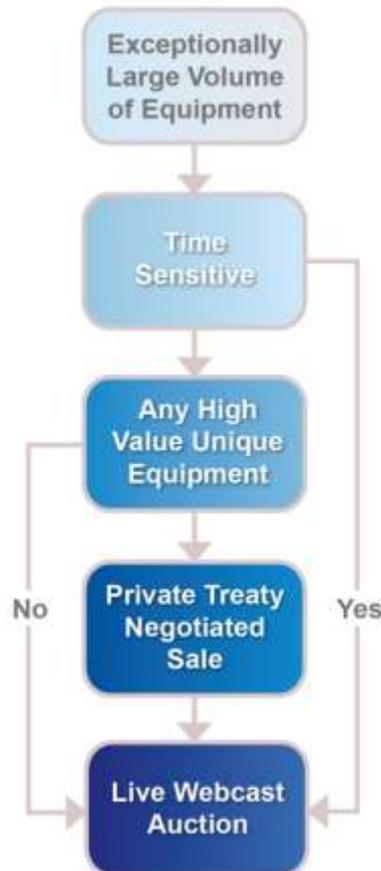
- Large scale gear manufacturer based in Scotland
- Items sold throughout the world including; India, USA, Malaysia and Korea
- Sale achieved a return of 27% in excess of 3rd party valuation
- Marketing campaign delivered over 15,000 visits to the sale page



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

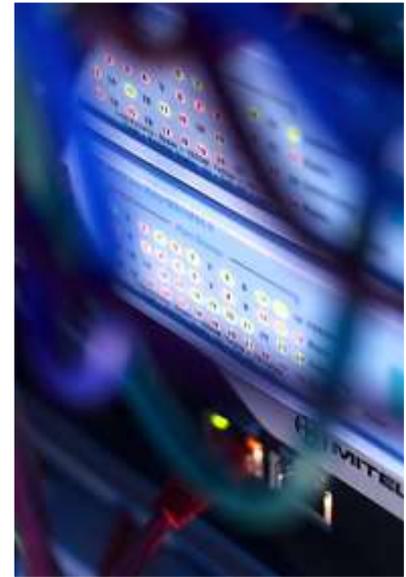
- Registered for local sales tax
- Central reporting
- Funding capabilities from investment group



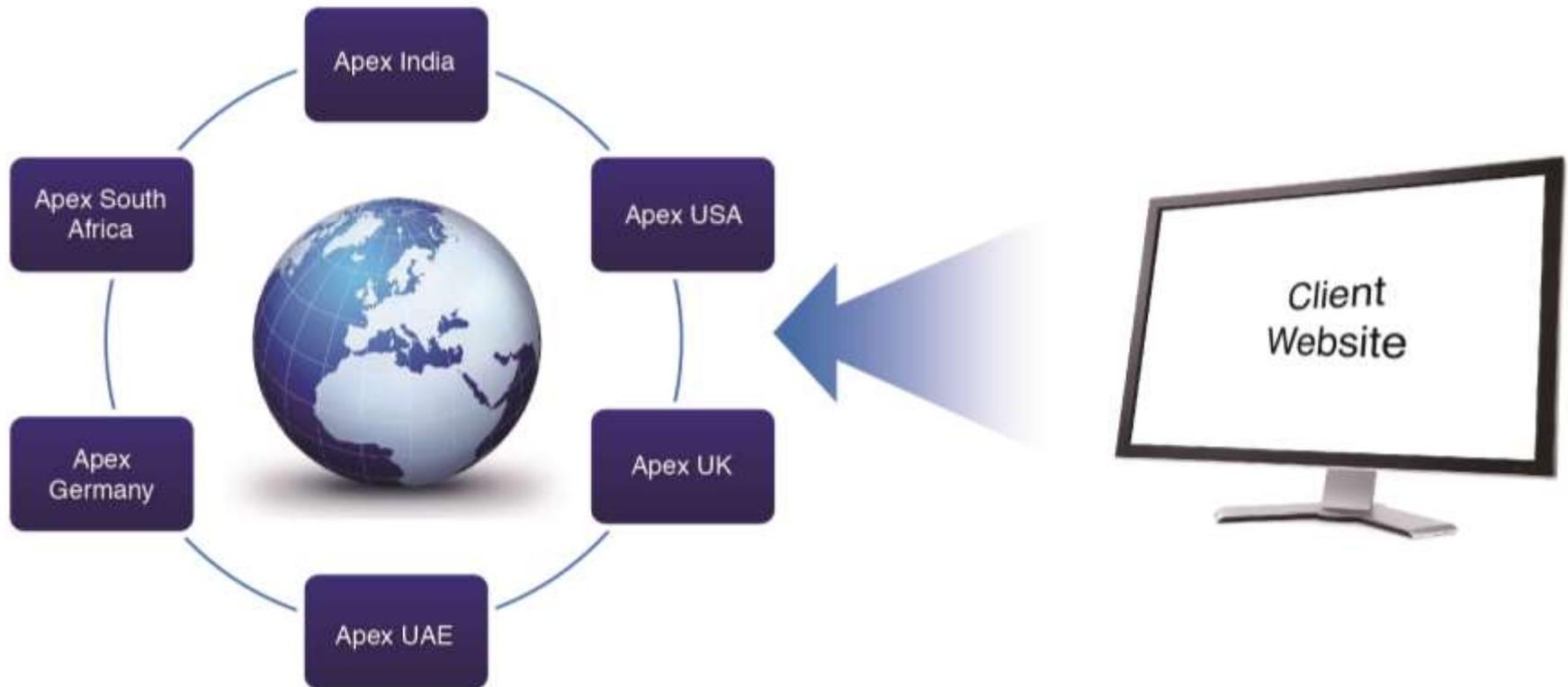


TARM Enterprise Solution

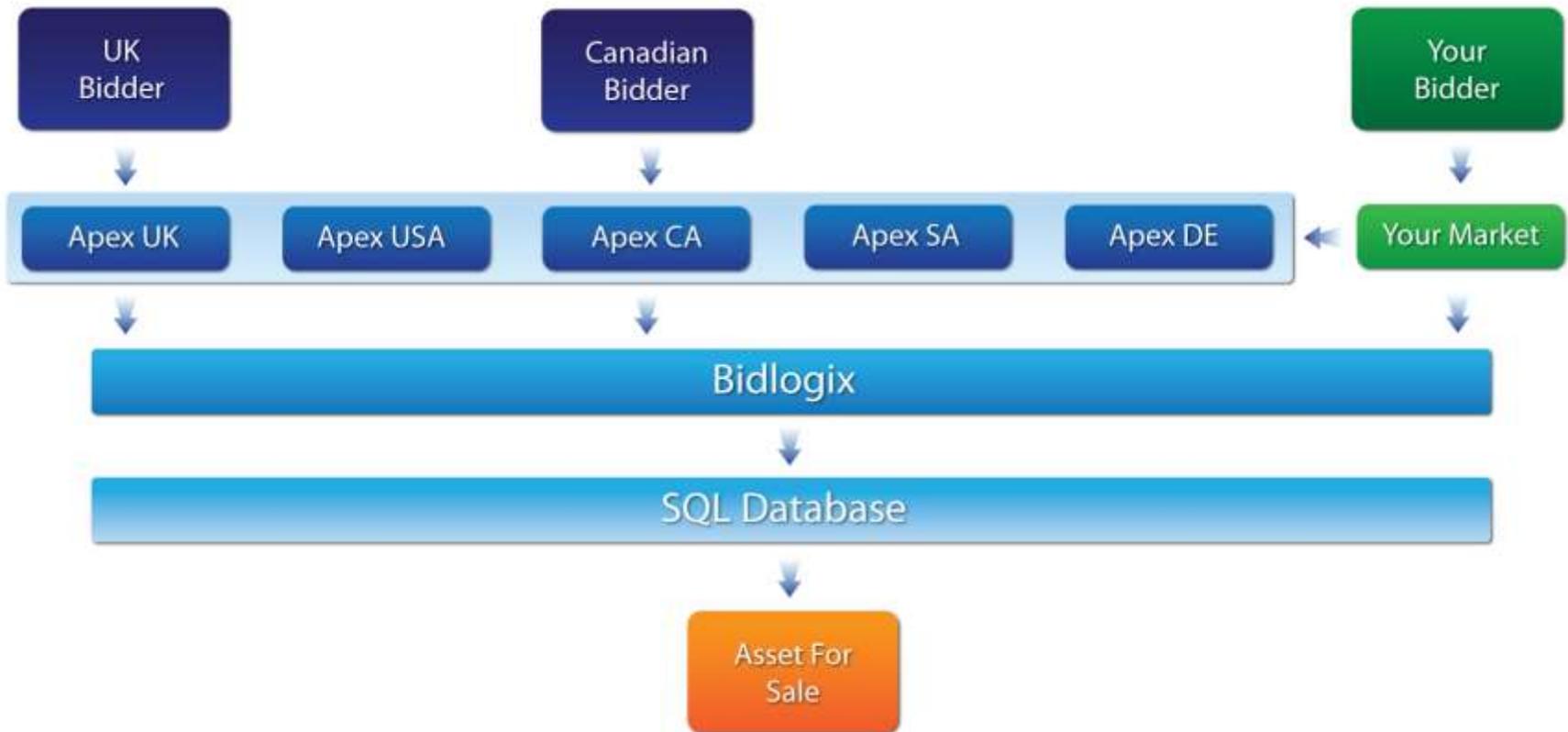
- More than just a software solution
 - Use your own brand
 - Only use the services you require
 - Cloud based technology solution
- No need for any hardware
 - Run auctions and online sales
 - Complete control from site content through to invoicing
- Complete access to our unique banking solutions
 - 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

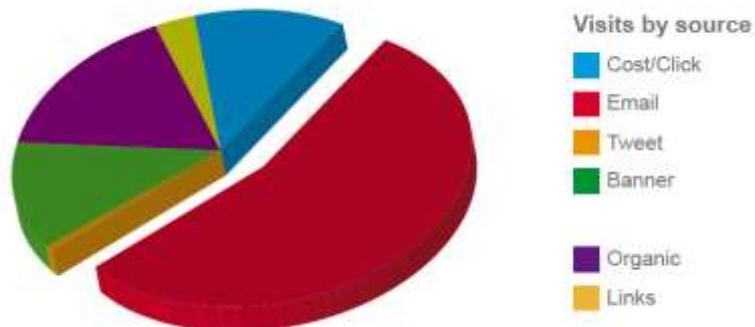
- Dedicated area for your sellers
- Real time sales results
- Detailed Reporting
 - Registrations
 - Visit numbers
 - Visitor sources
 - Countries
- Sales results export
- Historical information for past sales



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

Search Items
Log In | Create Account

Home | Categories | Help With Buying & Selling | Contact

Account Login

Username / Email Address

Password

Forgot Username / Password?

Log In

[Create Account](#)



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.



THE RIGHT EQUIPMENT
FOR EVERY JOB

CUSTOMER DRIVEN SOLUTIONS

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...](#)



[Log In](#) | [Create Account](#)

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

previous
1
2
3
4
5
6
7
next
page 4 of 21

Category

- Aerial Work Platforms (4)
- Construction (48)
- Cranes & Port Equipment (5)
- Materials Processing (0)
- Roadbuilding (4)
- Spare Parts (2000)
- Utilities (2)

 <input type="checkbox"/> Watch This Item	<div style="display: flex; align-items: flex-start;"> <div style="margin-right: 5px;">  </div> <div> <p>Terex CD 225 Cab Down Crane</p> <p style="font-size: x-small;">Max. Lifting capacity: 23 Tonnes; Max. Boom length: 21.9m; Max. tip height: 37m</p> </div> </div> <p style="color: red; font-weight: bold; text-decoration: underline;">View Full Details...</p>	<div style="display: flex; justify-content: space-between; font-size: small;"> Highest bid: \$7,400 6 days 21h </div> <p>Bid increment: \$10 Bidding Ends on 11 Apr at 04:00PM CEST</p> <p style="text-align: center; color: red;">You Are Not Logged In ?</p> <div style="display: flex; justify-content: space-between; font-size: x-small;"> Contact Seller Make Offer Place Bid Log In </div>
 <input type="checkbox"/> Watch This Item	<div style="display: flex; align-items: flex-start;"> <div style="margin-right: 5px;">  </div> <div> <p>Terex CD 225 Cab Down Crane</p> <p style="font-size: x-small;">Max. Lifting capacity: 23 Tonnes; Max. Boom length: 21.9m; Max. tip height: 37m</p> </div> </div> <p style="color: red; font-weight: bold; text-decoration: underline;">View Full Details...</p>	<div style="display: flex; justify-content: space-between; font-size: small;"> Highest bid: \$7,400 6 days 21h </div> <p>Bid increment: \$10 Bidding Ends on 11 Apr at 04:00PM CEST</p> <p style="text-align: center; color: red;">You Are Not Logged In ?</p> <div style="display: flex; justify-content: space-between; font-size: x-small;"> Contact Seller Make Offer Place Bid Log In </div>
 <input type="checkbox"/> Watch This Item	<div style="display: flex; align-items: flex-start;"> <div style="margin-right: 5px;">  </div> <div> <p>Terex CD 225 Cab Down Crane</p> <p style="font-size: x-small;">Max. Lifting capacity: 23 Tonnes; Max. Boom length: 21.9m; Max. tip height: 37m</p> </div> </div> <p style="color: red; font-weight: bold; text-decoration: underline;">View Full Details...</p>	<div style="display: flex; justify-content: space-between; font-size: small;"> Highest bid: \$7,400 6 days 21h </div> <p>Bid increment: \$10 Bidding Ends on 11 Apr at 04:00PM CEST</p> <p style="text-align: center; color: red;">You Are Not Logged In ?</p> <div style="display: flex; justify-content: space-between; font-size: x-small;"> Contact Seller Make Offer Place Bid Log In </div>
 <input type="checkbox"/> Watch This Item	<div style="display: flex; align-items: flex-start;"> <div style="margin-right: 5px;">  </div> <div> <p>Terex CD 225 Cab Down Crane</p> <p style="font-size: x-small;">Max. Lifting capacity: 23 Tonnes; Max. Boom length: 21.9m; Max. tip height: 37m</p> </div> </div> <p style="color: red; font-weight: bold; text-decoration: underline;">View Full Details...</p>	<div style="display: flex; justify-content: space-between; font-size: small;"> Highest bid: \$7,400 6 days 21h </div> <p>Bid increment: \$10 Bidding Ends on 11 Apr at 04:00PM CEST</p> <p style="text-align: center; color: red;">You Are Not Logged In ?</p> <div style="display: flex; justify-content: space-between; font-size: x-small;"> Contact Seller Make Offer Place Bid Log In </div>
 <input type="checkbox"/> Watch This Item	<div style="display: flex; align-items: flex-start;"> <div style="margin-right: 5px;">  </div> <div> <p>Terex CD 225 Cab Down Crane</p> <p style="font-size: x-small;">Max. Lifting capacity: 23 Tonnes; Max. Boom length: 21.9m; Max. tip height: 37m</p> </div> </div> <p style="color: red; font-weight: bold; text-decoration: underline;">View Full Details...</p>	<div style="display: flex; justify-content: space-between; font-size: small;"> Highest bid: \$7,400 6 days 21h </div> <p>Bid increment: \$10 Bidding Ends on 11 Apr at 04:00PM CEST</p> <p style="text-align: center; color: red;">You Are Not Logged In ?</p> <div style="display: flex; justify-content: space-between; font-size: x-small;"> Contact Seller Make Offer Place Bid Log In </div>



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

State: 1&A only [View Full Details...](#)

Highest bid: £7,400 Time Left: 8 days 21h
 Bid increment: £10 You Are Not Logged In

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

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

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

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

Sale Managed By: 

For enquiries regarding this sale please contact:
Terex USA
 Tel: +1 203 222 7170
 Email: info@terex.com

Photos Videos Documents [Print This Page](#) [Share This](#)





click to enlarge

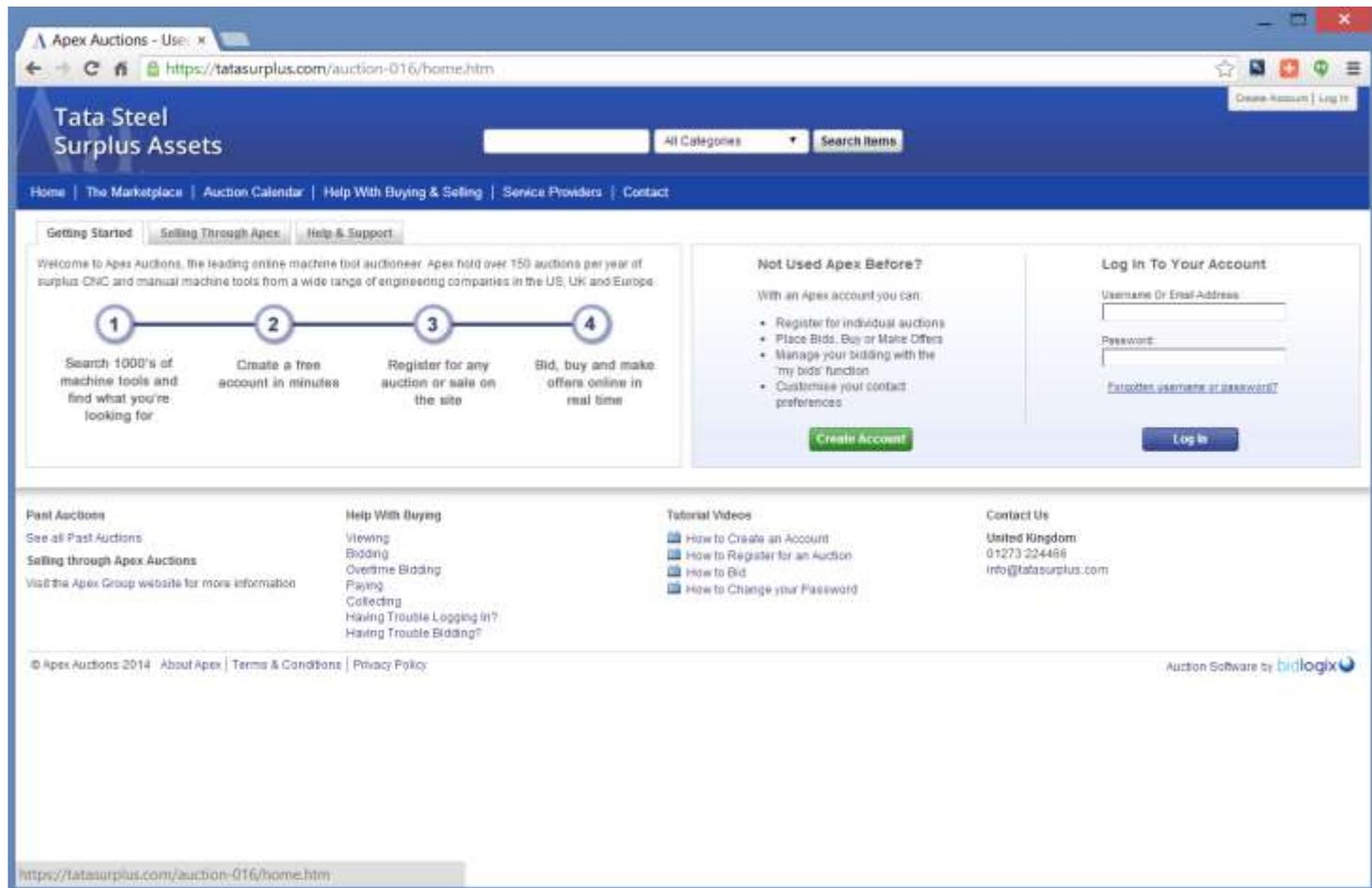
Description

The property comprises a single storey industrial works complex being concrete perial 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



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 shows a web browser window displaying the 'Tata Steel Surplus Assets' website. The browser's address bar shows the URL 'https://tatasurplus.com/auction-016/home.htm'. The website header includes the title 'Tata Steel Surplus Assets', a search bar, and a 'Search Items' button. Below the header is a navigation menu with links for 'Home', 'The Marketplace', 'Auction Calendar', 'Help With Buying & Selling', 'Service Providers', and 'Contact'. The main content area features a 'Getting Started' section with 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. To the right of this section are two columns: 'Not Used Apex Before?' with a list of benefits and a 'Create Account' button, and 'Log In To Your Account' with input fields for 'Username Or Email Address' and 'Password', and a 'Log In' button. The footer contains links for 'Past Auctions', 'Selling through Apex Auctions', 'Help With Buying', 'Tutorial Videos', and 'Contact Us'. The page is copyrighted by Apex Auctions 2014 and mentions 'Auction Software by bidlogix'.

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