

Kobelco Excavator

Date of Initial Notification - The last day of the month

Completed Recovery - 2 months after notification

Location - South Carolina

Original Equipment Value - \$112k

Situation:

ESX was notified by their leasing client that one of their lessees was voluntarily surrendering the Kobelco excavator they financed, as the owner of the company had closed his business.

Challenges:

- The owner temporarily moved to Vermont.
- Prior to leaving town, he moved the excavator to an undisclosed location somewhere in South Carolina (SC).
- The excavator could not be inspected and /or recovered until he was back in town, which he said would be some time around two months after initial notification.
- No photos of the excavator were available.
- SC had just been hit with a hurricane and had considerable damage due to heavy rains and flooding, so access to the excavator would need to be delayed until the clean-up was completed.

Scope of Work:

- **Full project management that included the following:**
 - Contact the lessee to determine the condition of the excavator and where it was located.
 - As the excavator was in a remote location that was not secure, we needed to recover as quickly as possible to avoid any damages that may occur due to vandalism.
 - Utilize our national network of equipment specialists, find a partner to assist with the recovery, transportation, and storage of the excavator during the remarketing process.
 - Remarket the excavator at a value that would maximize the return value to our client.

Project & Excavator Details:

- Maintained regular contact with the lessee trying to determine where the excavator was located and when he would be back in town. Although he never returned to SC, he eventually gave us the address. Unfortunately, we could not locate it on any of our searches.
- Made numerous calls to businesses in the same proximity, but no one knew where the address was or even knew that specific address /road.
- Contacted the city planning department, who finally gave us a plot# that allowed us to locate on Google Maps.
- Owner never sent photos but did give us the contact name of an individual who would give us access to where it was located.
- Sourced a partner who would also assist us with the recovery, transportation, and storage.
- Scheduled a date to have our partner meet the contact onsite to execute the recovery.
- Utilizing the Google Map location, our partner arrived to find the excavator sitting on the road outside the gated area.
- The recovery was successful, and our partner transported the machine to his secure location.
- Worked out an agreement with our partner to store and sell the machine on our behalf to an end-user.

Outcome:

Although the owner had left town without disclosing where the excavator was located, and due to the area being damaged by the hurricanes, we successfully recovered the excavator from the remote location. The excavator was transported to a secure location and remarketed within 60 days to an end-user for \$67k.