AGC 2020 CONVENTION The Construction Association

PREPARING FOR THE INDUSTRY OF TOMORROW

The Liquidation Lifecycle – Using Big Data to Maximize Equipment Disposal

The following CE credits are offered for this session:

0.1 IACET CEU | The Associated General Contractors of America (AGC) has been accredited as an Accredited Provider by The International Association for Continuing Education and Training (IACET). In obtaining this accreditation, AGC has demonstrated that it complies with the ANSI/IACET Standard which is recognized internationally as a standard of good practice. As a result of their Accredited Provider status, AGC is authorized to offer IACET CEUs for its programs that qualify under the ANSI/IACET Standard.

1.0 AIC CPD Credit | AGC of America has been approved to offer Continuing Professional Development (CPD) credits for qualifying programs by the American Institute of Constructors (AIC).

1.0 SMPS CEU Credit | AGC of America is approved by the Society for Marketing Professional Services (SMPS) to offer SMPS CEUs.

AGC of America is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors.

This session is designated for **1.2 CPE credits** in the field of Production.

How to earn CE hours for this session

Participants must:

1. Check in with attendance scanner at the door or in the back of the room.
2. Attend at least 95% of the session.
3. Complete the session and post-program evaluation.
4. Complete a brief assessment with a score of 75% or greater.

Additional instructions will be emailed to attendees requesting CE credits.

You may contact **Jo-Anne Torres**, Manager of Professional Development and Continuing Education, at **jo-anne.torres@agc.org** or (703) 837-5360 for questions.

Learning Objectives

By the end of this session, participants will be able to:

1. Discuss how to utilize multiple platforms to increase profits on equipment sales.
2. Review the risks and costs associated with inefficient asset liquidation and assess the economic value of liquidation planning.
3. Identify the value of new industry technology that automates the equipment lifecycle.
4. Prepare a comprehensive equipment asset management and liquidation plan that mitigates risk and maximizes returns.

Elli Murray

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Matt Sterup

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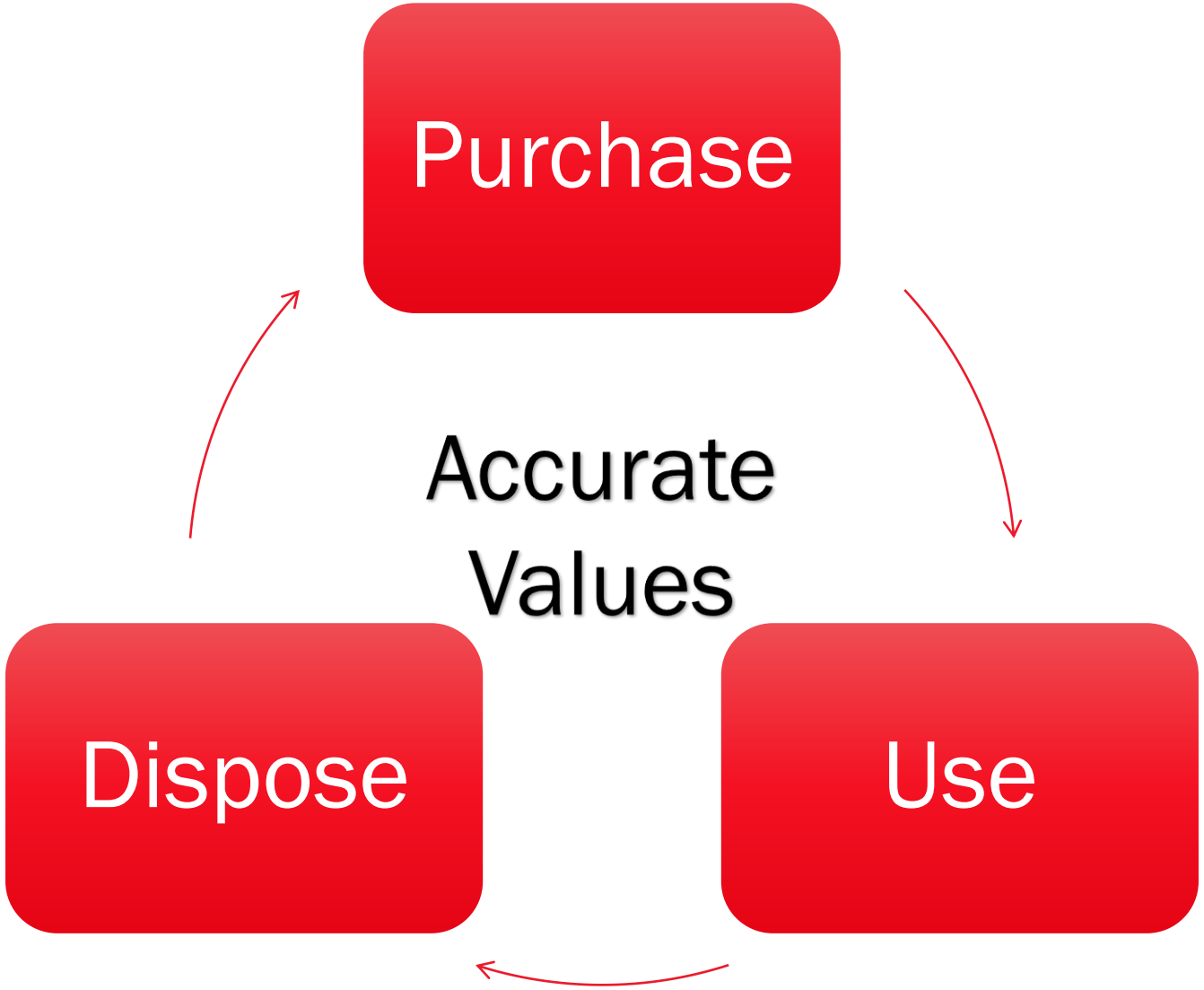
Craig Gana

Owner, Gana Trucking & Excavating Company

Equipment Lifecycle

What needs to be at the center of it all.


Purchase
Accurate Values
Use
Dispose

Depreciation Schedules
Economic Conditions
Retail Values
Auction Values
UCC Filings
Geographic Location
Current Market Health
Manufacturer Trends
Supply
Insurance Values
Commodity Prices
Age Group Trends
Historical Data
Accuracy?
Demand
Buyer Behaviors
Transactional Data
Cyclicality
Steel Tariffs
Financials
Exchange Rates
Diesel Prices
Equipment Specifications

Companies Using Big Data

& thousands of dealers.

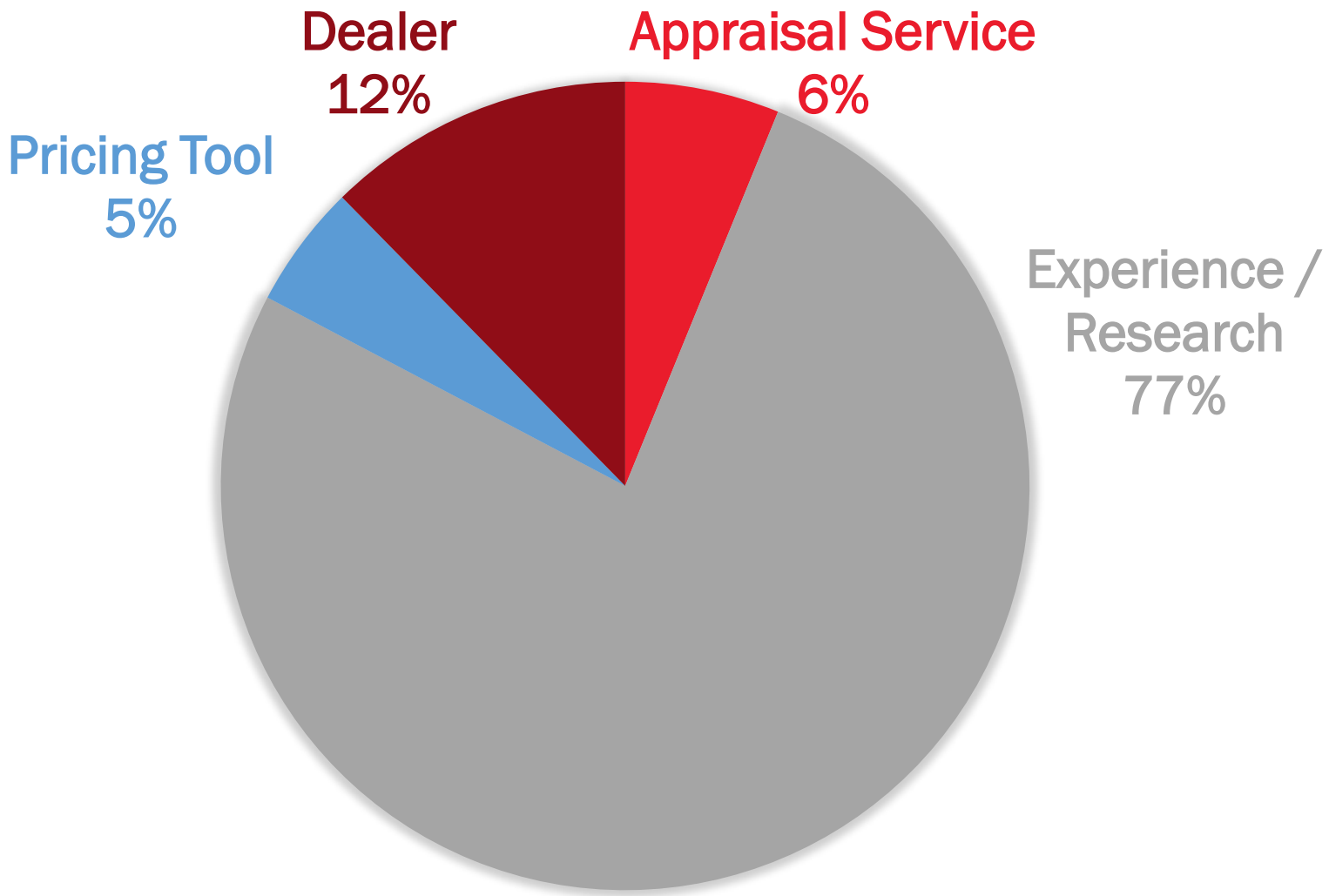
Case Study - The Power of Big Data

Category	Year	Manufacturer	Model
Compactors - Padfoot	2001	VIBROMAX	W1105PD
~~Compactors - Smooth Drum~~	~~1989~~	~~BOMAG~~	~~BW213D~~ DID NOT SELL
Dozers - Crawler	2000	CASE	850H
Dozers - Crawler	1994	CATERPILLAR	D5H
Dozers - Crawler	1992	CATERPILLAR	D5H LGP
Dozers - Crawler	1994	CATERPILLAR	D5H XL
Dozers - Crawler	1988	CATERPILLAR	D6H LGP
Dozers - Crawler	1996	CATERPILLAR	D6H XL
Dozers - Crawler	2005	CATERPILLAR	D6R LGP II
Dozers - Crawler	2002	CATERPILLAR	D7R XR
Dozers - Crawler	1976	CATERPILLAR	D8K
Dozers - Crawler	1987	CATERPILLAR	D8N
Dozers - Crawler	1998	KOMATSU	D41P-6
Dozers - Crawler	2009	KOMATSU	D61PX-15E0
Excavators - Crawler	2003	CASE	CX160
Excavators - Crawler	2007	CATERPILLAR	330DL
Excavators - Crawler	2007	DEERE	200C LC
Excavators - Crawler	2006	DEERE	270D LC
Excavators - Crawler	2008	DEERE	350D LC
Excavators - Crawler	1997	HITACHI	EX200-5
Excavators - Crawler	2002	KOBELCO	SK330 LC
Excavators - Crawler	2000	KOMATSU	PC78US-5
Excavators - Crawler	2005	VOLVO	EC240B LC
Excavators - Mini	2012	CATERPILLAR	303.5E CR
Excavators - Mini	1996	HITACHI	EX22-2
Excavators - Mini	1988	KOMATSU	PC50UU-1
Excavators - Mini	2013	KUBOTA	K008-3
Excavators - Mini	1995	KUBOTA	KX022
Excavators - Mini	2008	KUBOTA	KX91-3
Heavy Duty Trucks - Day Cab	2012	FREIGHTLINER	CASCADIA 113

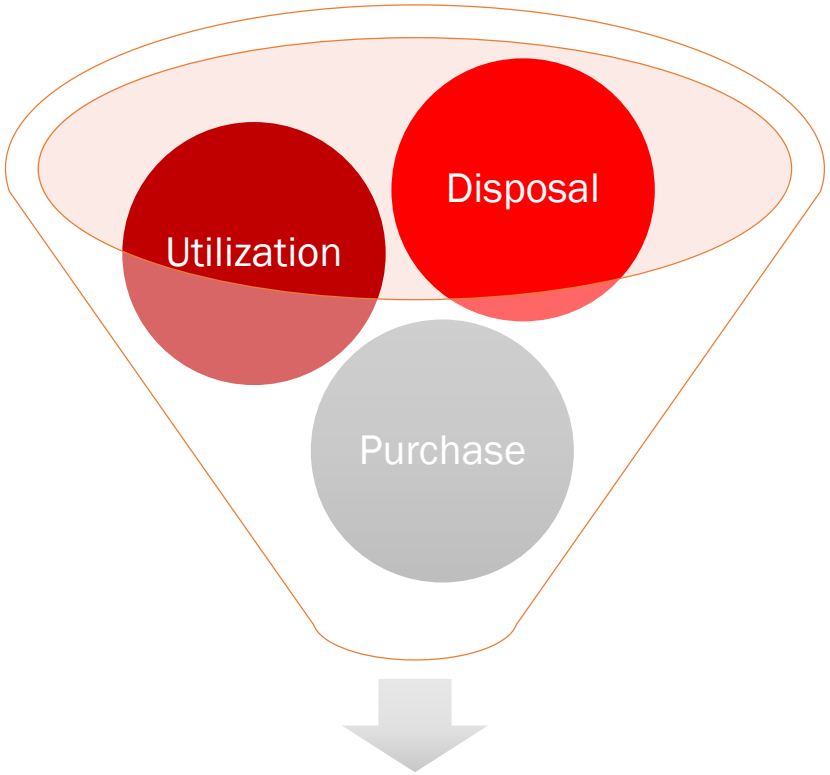
Category	Year	Manufacturer	Model
Heavy Duty Trucks - Day Cab	2005	PETERBILT	379
Heavy Duty Trucks - Day Cab	2003	WESTERN STAR	4900SA
Heavy Duty Trucks - Day Cab	2003	WESTERN STAR	4900SA
Heavy Duty Trucks - Day Cab	2015	WESTERN STAR	4900SA
Heavy Duty Trucks - Day Cab	2013	WESTERN STAR	4900SF
Heavy Duty Trucks - Sleeper	2014	KENWORTH	W900
Heavy Duty Trucks - Sleeper	2015	PETERBILT	389
Heavy Duty Trucks - Sleeper	2015	PETERBILT	389
Heavy Duty Trucks - Sleeper	2015	PETERBILT	389
Heavy Duty Trucks - Sleeper	2015	WESTERN STAR	4900SA
Loader Backhoes	2000	CASE	580SL
Loader Backhoes	2015	CATERPILLAR	420F
Loader Backhoes	2011	DEERE	310SJ
Loader Backhoes	2011	DEERE	410J
Loader Backhoes	2007	JCB	3CX14
Motor Graders	2005	CATERPILLAR	14H
Motor Graders	2005	CATERPILLAR	14H
Skid Steers - Track	2006	BOBCAT	T190
Skid Steers - Track	2008	BOBCAT	T250
Skid Steers - Track	2004	TAKEUCHI	TL150
Skid Steers - Track	2012	TEREX	PT30
Skid Steers - Track	2012	TEREX	PT30
Skid Steers - Wheel	2003	BOBCAT	S150
Skid Steers - Wheel	2004	BOBCAT	S185
Skid Steers - Wheel	2013	CATERPILLAR	272D XHP
Skid Steers - Wheel	2017	TEREX	TSR70
Wheel Loaders	1983	CATERPILLAR	988B
Wheel Loaders	1991	CATERPILLAR	IT28B
Wheel Loaders	2010	KOMATSU	WA100M-5
Wheel Loaders	1997	VOLVO	L330C

Projected Auction Value	$1,800,407
Actual Auction Value	$1,834,300

How do you get values on equipment?

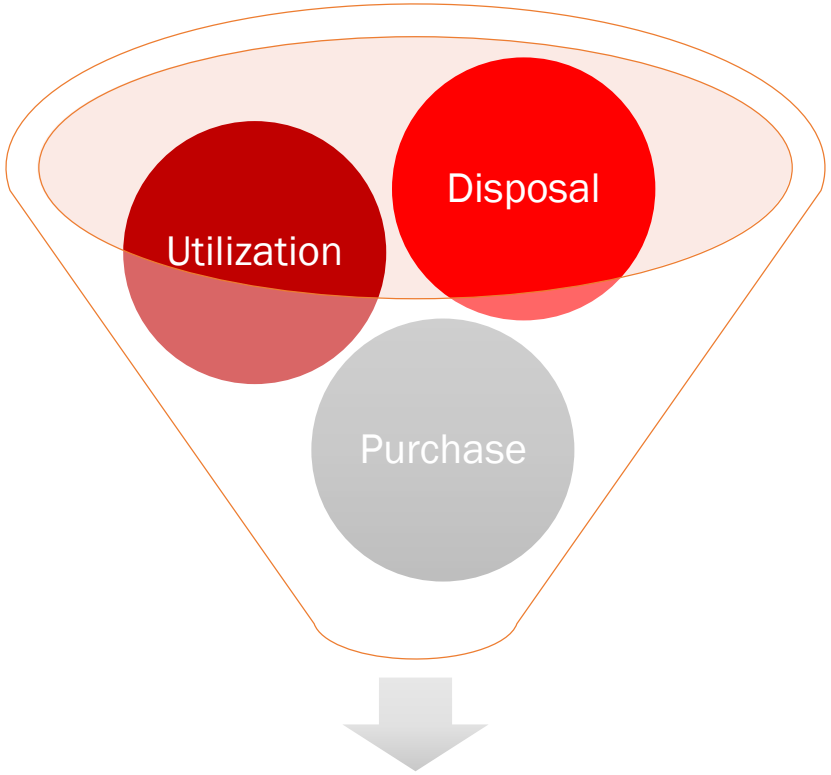


Case Study – Gana Trucking & Excavating



Before Big Data

V.

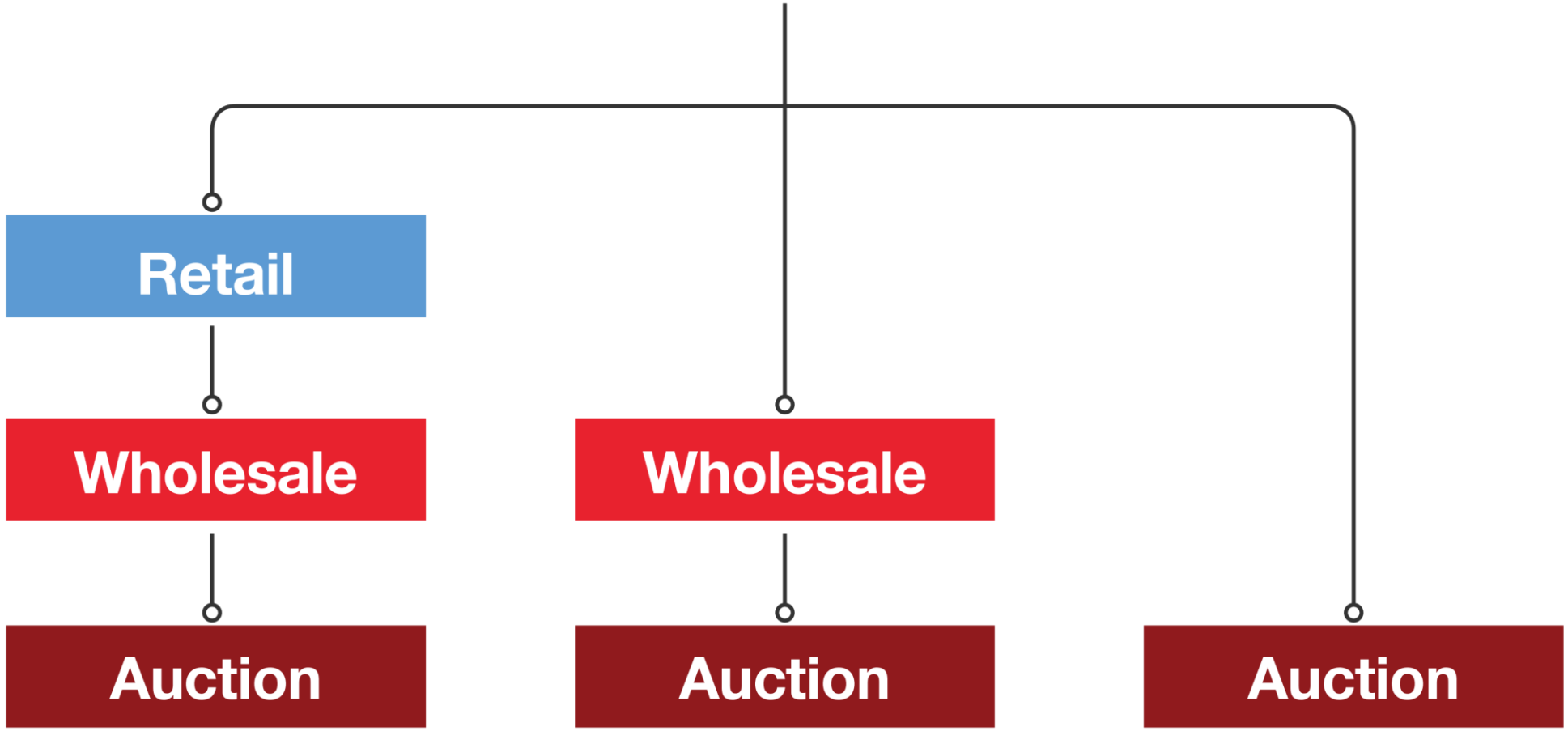


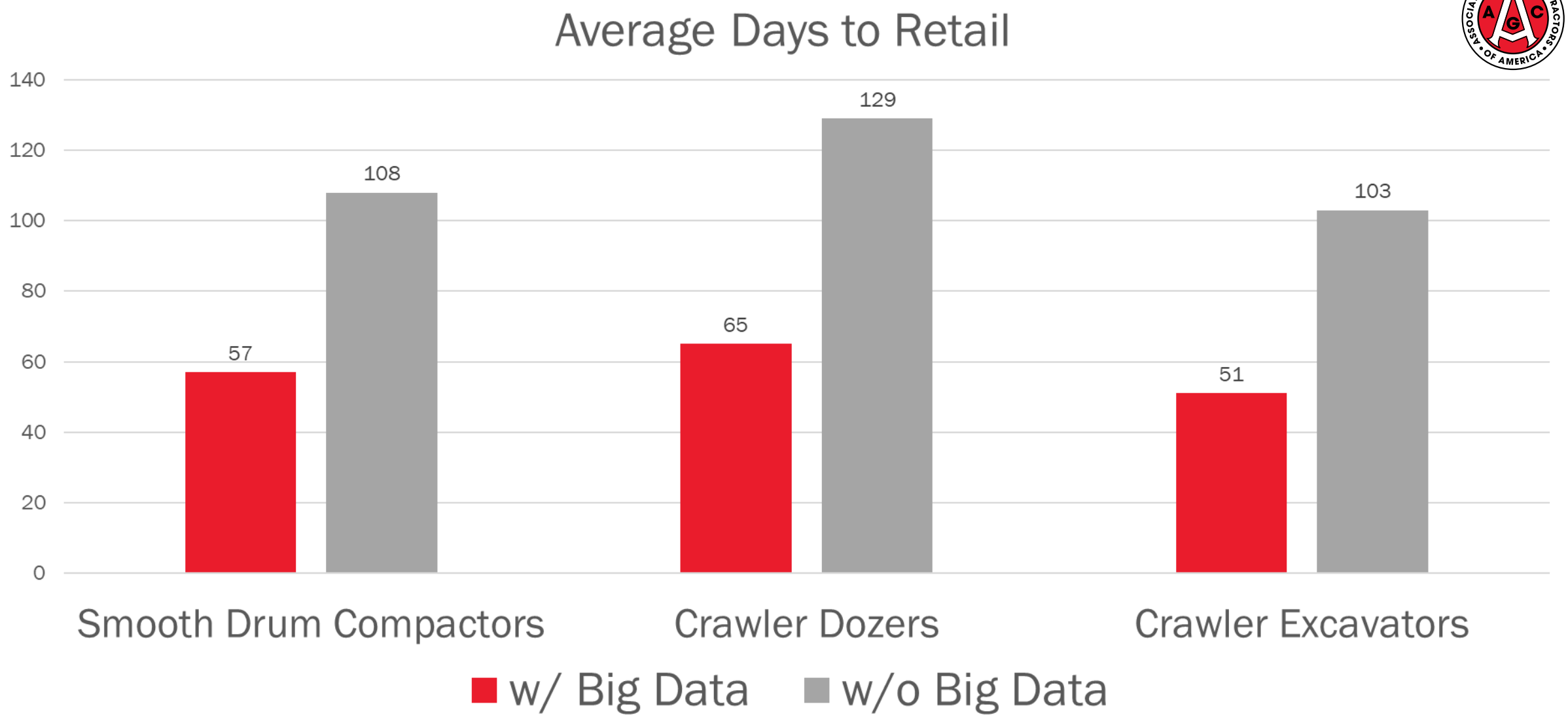
After Big Data

Liquidation

One size doesn't fit all.

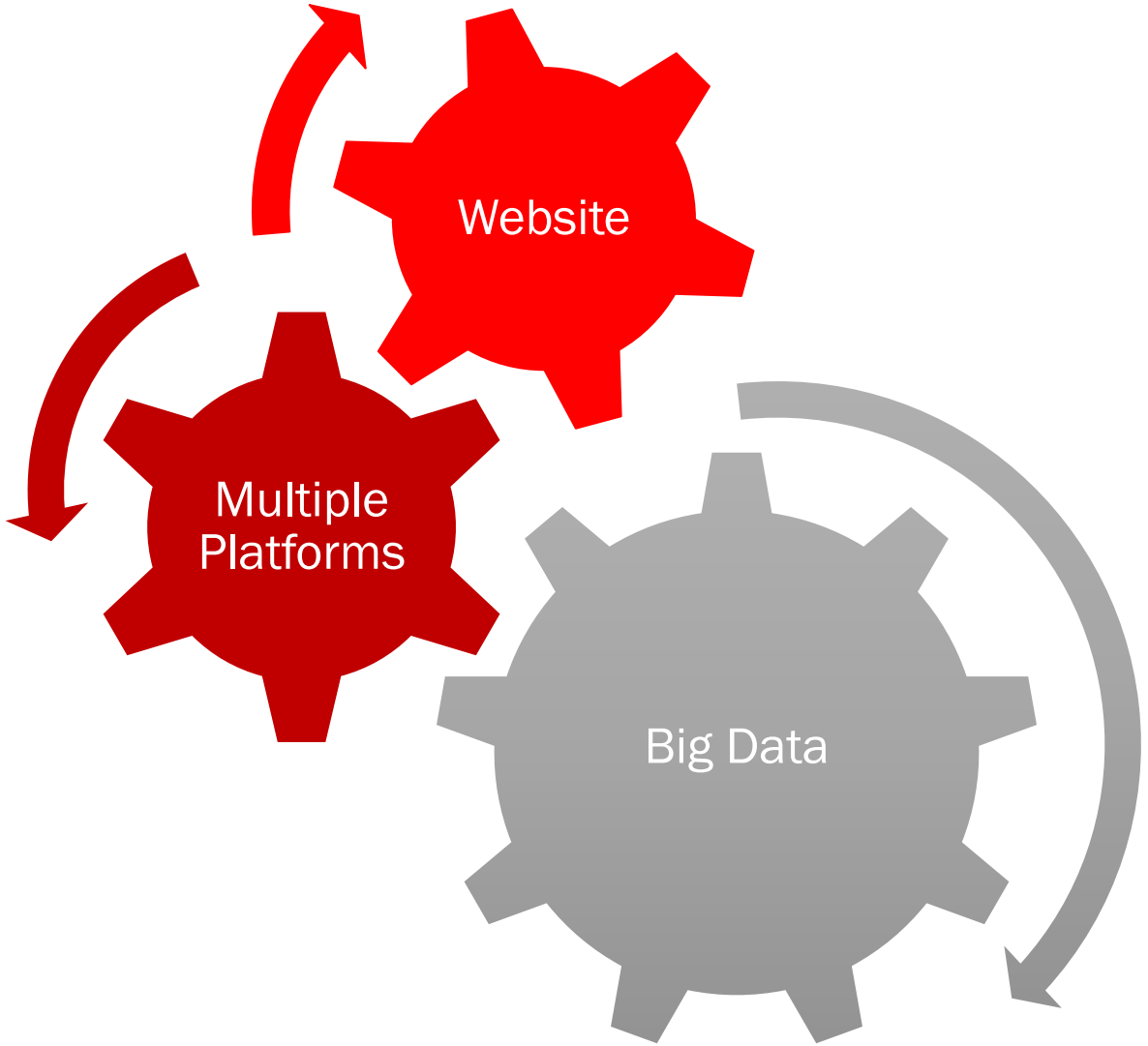
Start With **Accurate Values**




Average Days to Retail
140
120
100
80
60
40
20
0
57
108
65
129
51
103
Smooth Drum Compactors
Crawler Dozers
Crawler Excavators
w/ Big Data
w/o Big Data

Case Study – Gana Trucking & Excavating

Where to start?



Thank you.

Questions?