

A major nuclear utility had a serious problem with a tremendous amount of surplus material. The utility considered three sales channel options for the tens of millions of material that was considered surplus material: 1) Utilize in-house staff through traditional channels ; 2) Utilize auction and/or sealed bid; and 3) Utilize a dedicated investment recovery firm.

It was determined that the dedicated investment recovery firm (ATC) would enable the utility to maximize the return on the sales of these surplus assets, provide an on-going channel for future surplus materials, and provide the utility with an opportunity to purchase these materials at a significant cost savings.

Over the five-year period of the program, the utility has benefited more than \$10 million from this program.

For more information on this case study (and others), please contact USD Sales at (201) 964-4153.

### Excess Inventory Options (Typical results)

