



Case Study

Damaged Industrial Equipment

Insurance Salvage

Overview



- Hilco was appointed by one of its leading Loss Adjusting clients regarding a Marine claim involving industrial machinery
- Nature of claim was transit damage to a specialised diesel particulate filter cleaning machine
- Assessment of the unit identified damage to several areas, including the control panel, not fit for client needs

Challenges



- Hilco needed to reach and market to a critical segment of market, where demand can be met for this machine
- How to harness Hilco's industrial salvage expertise to recognise extent of value available to insurers
- Navigate the optimal channel for salvaging the machine
- Ensure correct and skilled uplift solution from site to minimise further damage

Outcome



Following Hilco's evaluation of the machine in its current state as well as assessing the market appetite, Hilco's skill was in presenting an estimate and achieving a higher return, not costs to insurers

How Can We Help?



Call George Endacott on 0422 313 707 to find out how we can maximise insurance salvage outcomes on your next claim