

Purchasing Department
Madison County Board of Supervisors
146 West Center Street
Canton, Mississippi 39046

601-855-5503
hardy@madison-co.com

13 March 2013

District 1 Supervisor John Bell Crosby
District 2 Supervisor Ronny Lott
District 3 Supervisor Gerald Steen
District 4 Supervisor Karl Banks
District 5 Supervisor Paul Griffin

Subject: Sale of three old Case backhoes

Gentlemen:

The county's three new Case backhoes have been delivered.

Deanco Auction Co. of Mississippi, Inc. is proposing to auction the county's three old Case backhoes per the attached contract. The county would be guaranteed a net price of \$20,150 per backhoe for a total of \$60,450. If the backhoes bring more than \$65,000, then the county would receive 93 percent of the amount above \$65,000.

County Administrator David Overby and I have discussed the proposal and recommend that the board approve the attached contract.

Thank you in advance for your consideration of this request.


Hardy Crunk
Purchase Clerk



*Madison Co Supervisors
Canton Ms*

3-11-13

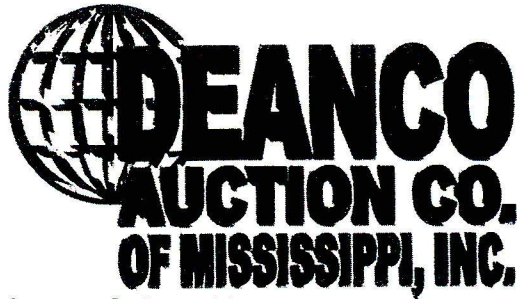
AUCTION PROPOSAL

Dear Sirs,

Deanco Auction Company is pleased to present the following auction proposals for liquidation of your surplus items listed in the attached "Exhibit A".

1. Services Offered by Deanco Auction Company :

- a. Guarantee all auction proceeds and assume full responsibility for collection of funds from the sale of your surplus equipment.
- b. Provide all licenses and other bonds required to conduct this auction.
- c. Provide premises liability insurance.
- d. Make full settlement to Seller within ten (10) working days of auction.
- e. Provide to assist in transportation of the equipment listed in "Exhibit A" from your location to the Deanco Philadelphia, MS sale site.
- f. Provide a cleaning service to detail your equipment at minimal cost to you.
- g. Suggest any minor repairs or refurbishment that will increase the auction value.
- h. Take photos of the equipment listed in "Exhibit A" for our advertising purposes and Internet bidders. This will require some assistance from your personnel coordinating photo opportunities.
- i. Design, print and direct mail more than 105,000 full color brochures to our customers located throughout the United States and over 800 International Buyers.
- j. Pay all postage and advertising expenses for the auction.
- k. Collect and submit all applicable state sales and use taxes for this auction according to the regulations set forth by the governing authority.
- l. Provide all labor and supplies needed to set up and conduct the auction in an organized and professional manner.
- m. Provide security for the consignor's equipment two (2) weeks prior the auction.
- n. Print a detailed, descriptive buyers guide for registered bidders at the sale. This catalog will also be available online at our website.
- o. Provide Online Internet Bidding and Online Inspection Reports to allow buyers who cannot attend the sale in person to buy your equipment over the Internet.
- p. Provide adequate concessions (food, drink, etc.) and restrooms for the auction.



2. Recommended Dates of Auction :

Deanco Auction urges you to sell your surplus late-model equipment at this upcoming Contractor's Equipment Sale:

March 27 & 28 2013 in Philadelphia Ms

This auction has already been widely publicized and we have already received a tremendous response. Also, this sale will have Live Internet Bidding in conjunction with our conventional auction, a valuable addition to our sales, often resulting in over ten percent of total sales.

3. Auction Locations Offered :

Philadelphia, Mississippi

This auction will be located at our permanent auction facility in Philadelphia, Mississippi. This established sale site boasts a 3,800-foot paved and lighted private airstrip and is located only minutes away from The Pearl River Resort (one of the top tourist attractions in Mississippi). This is truly one of the nicest auction facilities in the United States. This sale will positively be one of the largest auctions held in the Southeast in *2013*. This auction will definitely be a great opportunity to offer your for sale to contractors, dealers, and related buyers from all over the U.S.

4. Responsibilities of Seller :

- a. Seller shall provide an opportunity for Deanco Auction personnel to make group photos of the your surplus equipment listed in "Exhibit A" for our advertising, at least one month prior to the sale date. *(omit) (PE)*
- b. The surplus equipment listed in "Exhibit A" shall be in the same condition as when appraised other than normal wear, hours and mileage. All should start, run and operate properly and have no other problems that could hinder a drive through auction. In addition, all tires on the equipment listed in "Exhibit A" shall have *25% (PE)* ~~50%~~ minimum tread depth and no major cuts or damage.
- c. All items in "Exhibit A" shall be without liens. Titles for any titled vehicles shall be delivered to Auctioneer before the auction date.



5. Appraisal Of Seller's Surplus Equipment :

Deanco Auction Company offers an appraised value of the Seller's surplus equipment listed in the attached "Exhibit A" in the total amount of \$ 22,000 if sold at Deanco Auction on the sale date listed above.
To 26,500 Each

6. Our Commission Rates :

*OMIT
PE*

~~a. **Straight Commission Sale:** Deanco Auction Company will conduct the auction of the Seller's equipment listed in the attached "Exhibit A" for a straight commission of Five Percent (5%) of the last bid made or received.~~

b. **Guarantee Gross Sale:** Deanco Auction Company will guarantee gross sales of the Seller's surplus equipment listed in the attached "Exhibit A" to be no less than the appraised value of \$ 65,000. less the normal Seven Percent (7%) commission charged for the guaranteed sale. Furthermore, Seller will positively receive a guaranteed net minimum of no less than \$ 60,450. from the sale of their surplus equipment listed in "Exhibit A", payable to Seller within 10 days or on the day of sale.

I would like to personally thank you for allowing Deanco Auction Company to submit this auction proposal. I can assure you that all the personnel of Deanco Auction Company will work hard to make this auction of your surplus equipment as successful as we have for many other Alabama, Mississippi, Florida, and Georgia counties, contractors, and equipment dealers in the past sales.

Sincerely,

D. W. Dean by Lenny Ellard

Donnie W. Dean, Owner

cell / 662-417-1426

Mississippi Auctioneer's License# 733 - Alabama Auctioneer's License# 907
Mississippi Auctioneer's Gallery License# 835F



"EXHIBIT A"

Madison County

3-11-13

- 1) 2003 Case 580 SM SN 375426
- 2) 2003 Case 580 SM SN 375290
- 3) 2003 Case 580 SM SN 375315