

# **Proposal for Auction Services City of Rochester**

Submitted By:

## **Roy Teitsworth, Inc.**

6502 Barber Hill Road  
Geneseo, New York 14454  
585-243-1563  
Fax: 585-243-3311  
[www.teitsworth.com](http://www.teitsworth.com)

**Contact for Questions:**

**Cindy G. Wolcott, Municipal Sales Manager**  
585-738-3759      [cgwolcott@rochester.rr.com](mailto:cgwolcott@rochester.rr.com)

**Proposal Duration 90 Days**

**Auctioneer Services  
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Roy Teitsworth, Inc. looks forward to the opportunity to continue our work with the City of Rochester liquidating their used equipment. Our goal is to provide both seller and buyer with the highest level of professionalism, efficiency and convenience while using one of auctions. Revenue recovery for the City is a priority and we will work to educate and inform the staff of methods to increase their return.

We provide a customized auction program for our sellers by offering live with internet auctions as well as internet only auctions.

## **Company Information**

**(17.5-17.11)**

- Roy Teitsworth, Inc. established in 1970 by Roy Teitsworth, President and CEO, incorporated in 1973, privately held. We have completed **45 continuous years of business** under the same name, same location and same management.
- Our company manages 40 to 50 Live and Internet equipment auctions per year with **sales in excess of \$30 million.**
- Our office is located at 6502 Barber Hill Road, Geneseo, New York, **35 miles south of Rochester.** The facility includes our main office, auction facility used for conducting our 6 live with internet annual auctions, equipment repair shop and Teitsworth Trailer Sales inventory lot.
- Roy Teitsworth, Inc. employs **12 full employees and 23 part time staff members. 2 full time and 4 part time auctioneers.**
- 10,000-35,000 website hits per auction
- Multiple websites for marketing including [www.teitsworth.com](http://www.teitsworth.com) and [www.auctionzip.com](http://www.auctionzip.com). We are the most viewed auction company on Auction Zip for New York State.
- A+ rating by the Better Business Bureau
- Roy Teitsworth, Inc. has a solid buyer base locally, nationally, and internationally. We continue to expand our buyer list by constantly updating our email blast list and mailing list, reminding buyers of upcoming auctions.
- As required by NYS GBS 23: NY Code – Section 23 we are registered NYS Motor Vehicle Dealers.
- Five Star Bank, 4431 Genesee Valley Plaza, Geneseo, NY 14454  
Welker & Mojsej, CPA, 1200 Jefferson Road, Rochester, NY 14623  
Reynolds & Henehan, 5579 East Avon Road, Avon, NY 14414

## **RTI Team**

### **Roy G. Teitsworth, President and Auctioneer since 1970**

Licensed Auctioneer: NY, PA, FLA, NH, OH

Expert Auctioneer: Professional Bid Caller for National Companies including Yoder & Frey

NYS Motor Vehicle Dealer

NYS Auctioneers Association: President 1985  
Auctioneer of the Year 1987  
Champion Bid Caller 1992  
Hall of Fame 1996

Qualified Equipment Appraiser, 45 years experience

### **Jesse W. Teitsworth, Auctioneer & Real Estate Agent since 2008**

Licensed Auctioneer: NY

Bachelors Degree in Business Entrepreneurship, Grove City College

Graduate of Worldwide College of Auctioneering 2008

NYS Auctioneers Association: Board of Directors 2008 – Present

Certified CAGA Appraiser

### **Cindy G. Wolcott, Municipal Sales Manager since 1989**

Member: (16) Town Highway Superintendents Associations  
NYS County Highway Superintendents Association  
NYS Town Highway Superintendents Association

Monroe County Town Highway Superintendents Association:

Secretary 2000 – Present

Board of Directors 2000 – Present

Guest Speaker: National Auctioneers Association Convention  
NYS Town Highway Superintendents Association

Equipment Appraiser, 26 years experience

### **Richard Gray, Municipal and Commercial Business Sales since 1973**

Member: (15) Town Highway Superintendents Associations  
NYS County Highway Superintendents Association  
NYS Town Highway Superintendents Association

Heavy Equipment Sales 1977 – 1983, Town Highway Superintendent 1985 – 2002

Equipment Appraiser, 38 years



## Professionalism/Integrity/Expertise

Based in New York State we collect and pay all taxes as required by law. We are a local company with a national and international customer base. Our commitment to our customers and their satisfaction is demonstrated by our lengthy list of repeat clients and continued growth in our municipal business.

We began working with municipalities over 30 years ago and have gained the expertise and knowledge to manage our auctions providing the highest success rate. We continue to work in the best interest of the seller, and with our offering of **both live and internet** auctions we can recommend the process that will **net the City the highest return**.

- Roy Teitsworth Inc. has been in business 45 years, specializing in **construction, municipal and farm equipment auctions**.
- Roy Teitsworth, Cindy Wolcott, Richard Gray, and Jesse Teitsworth offer years of experience in equipment sales and appraisals and are **directly involved with the setup of each auction, live and Internet**. We are continually accessible to both buyers and sellers via phone and email. **We work as a team to ensure high quality service** during every aspect of the auction process.
- Roy Teitsworth has worked as an **“expert auctioneer”** for the national auction company of Yoder & Frey at the Kissimmee Equipment Auction in Florida for the past 18 years. Jesse Teitsworth joined him working as auction clerk. **Our team was selected out of a national pool of auctioneers** because of our professionalism and experience.
- Roy Teitsworth, Inc. has been **nationally recognized** for our work with municipalities.
- Our marketing material has won **multiple awards** at the State and National auctioneers conventions.
- **Our memberships in municipal associations exhibit our commitment** to the industry beyond auction day.
- We have been conducting **live auctions since 1970**, we added the **internet component to our live auctions in 2002**, and began conducting **internet only auctions in 2007**.
- Roy Teitsworth inc. offers a complete municipal **equipment replacement program** including **appraisals, sales price guarantees and consultations** on new equipment purchases’, all these services are included in our commission rates.
- We have built a **customer base of retail and wholesale customers** with local, national and international ties.

- Roy Teitsworth Inc. is **more than just a web site provider**, we use our equipment knowledge to educate municipalities on the benefits of replacement programs, types of equipment to purchase with high returns, when to sell equipment, and how these methods can reduce repair budgets and increase productivity.
- Full payment has been made to all sellers within the stated contract terms.
- At our buyers request we do not publish all our live auction results on our website, however internet auction results can be accessed by following the “Internet Auction” tabs.
- We have opted to specialize in equipment sales, just as others specialize in real estate or antiques. **This allows us to focus all our efforts on selling your equipment!**

## **Benefits of the RTI Auction Program**

As you evaluate your options for use of the auction method to sell your surplus equipment please consider the following benefits of participating in one of our auctions.

### **Live and Internet Auctions:**

Our firm is in a unique position, offering our sellers both live auction and internet auction options. Both auction types offer pros and cons and our job is to work with you to determine what is in the best interest of the City for revenue recovery item by item. Based on our research there is no basis in the claim that internet only sites provide higher returns.

### **Maximum Revenue Return:**

Our goal at Roy Teitsworth, Inc. is to use the auction method that will **provide the municipality with the maximum revenue return**. We will meet with the City and discuss ways to enhance the equipment for resale including auction prep and decal removal.

### **Guaranteed Payment:**

Our company offers a **guaranteed payment** to the municipal seller. If you accept the bid at one of our auctions, live or internet, and the buyer defaults, we will pay the last bid price, excluding equipment misrepresented by the seller. If the seller would prefer we will re-run the item. We understand that the equipment is surplus and typically your replacement is already in service.

### **Equipment Guarantees:**

Roy Teitsworth, Inc. has developed an equipment guarantee program for the sale of late model equipment. This program provides the municipality with a minimum figure they will receive at auction. The program was designed to assist municipalities with their budget planning process and what guaranteed revenue they could expect from the sale.

### **Appraisals:**

Our firm provides appraisals for all our municipal clients prior to the auction or for budget purposes. Appraisals are done by staff members with over 30 years in the equipment sales and auction business.

### **Multi Media Marketing:**

Roy Teitsworth Inc. uses a mixed media approach to market both live and internet auctions. We poll our customers at our auctions to find out how they found out about the sales, which allows us to use the most productive method.

# Auction Services Proposals

## *Group B – Live City Light Vehicles & Misc.*

Roy Teitsworth, Inc. is responsible for all aspects of the auction process. We will offer suggestions to the seller on methods that can be used to enhance the sale of the equipment to increase return. Each method is outlined with the compensation schedule below:

### **A. LIVE AUCTION – Onsite City of Rochester**

1. Each auction has a pre-determined schedule for delivery and inspection. **Our employees will greet your staff at the auction site ready to receive your equipment.** Our auction trailer will be onsite (RTI has two trailers one 30' and one 20'.) We will provide one skid steer loader with staff to arrange equipment as well as a portable battery jumping unit.
2. Roy Teitsworth Inc. employees will park or place the equipment in the auction line for sale, collect and cable the keys and secure description sheets to the windshield when possible, collect and review all motor vehicle paperwork.
3. Roy Teitsworth staff will provide appraisals and take photos of the equipment for marketing the equipment and representation to the buyers. Our staff fields all questions from potential buyers regarding the equipment. Once all equipment is in place, we will write descriptions for a sale catalog. If the City chooses the internet option we will take pictures of all the equipment. All of this information is uploaded to our website several days prior to the auction so potential customers can access the site prior to registration and review the equipment.
4. Pre auction services include:
  - Complete multimedia marketing program which is outlined at the end of the auction description section
  - Promotion of the auction in all our marketing materials
  - Equipment appraisals at any time during the contract
5. Auction day services include:
  - Staff to assist in parking customers
  - Assistance for customers in starting the vehicles and answering questions
  - Buyer registration, collection of payment, (cash, check or credit card) and transfer of all motor vehicle paperwork
  - Professionally printed catalogs

- Food Service
  - Comfort stations
  - Security staff for checking receipts and crowd control
  - Loading equipment auction day and 48 hours after the close of the auction during regular business hours. All equipment left after the deadline will be removed by Roy Teitsworth, Inc. to our facility in Geneseo at the buyer's expense.
  - Dumpster for rubbish
  - All sales are videotaped and recorded
6. Roy Teitsworth, Inc. will deliver a certified statement, including buyer receipts and complete registered buyer list, of all results to the City with payment 10 business days after the date of the auction. A preliminary consignors statement will be available immediately following the close of the auction. **All checks are guaranteed by Roy Teitsworth, Inc.** Payments include the final bid price for all items regardless of buyer default.

Compensation:

Option 1 - Live Auction:

For all these services is 10% of the gross sale amount.

Option 2 - Live Auction w/Internet

For all these services is 12% of the gross sale amount.

*Group C – Live City Heavy Vehicles & Misc.  
Spring Auction: Palmyra Municipal  
Fall Auction: Monroe County Municipal*

The City can use either of the above auctions or any or our regularly scheduled annual auctions, including 6 consignment auctions in Geneseo, NY.

Roy Teitsworth, Inc. is responsible for all aspects of the auction process. We will offer suggestions to the seller on methods that can be used to enhance the sale of the equipment to increase return. Each method is outlined with the compensation schedule below:

**A. LIVE AUCTION w/ INTERNET BIDDING**

1. Each auction has a pre-determined schedule for delivery and inspection. Our employees will greet your staff and sellers at the auction site ready to receive your equipment. Our 30' auction trailer will be onsite (RTI has two trailers one 30' and one 20'.) We will provide one loader and three skid steer loaders with staff to unload sellers, as well as a portable battery jumping unit.
2. Roy Teitsworth Inc. employees will park or place the equipment in the auction line for sale, collect and cable the keys and secure description sheets to the windshield when possible, collect and review all motor vehicle paperwork. Trucking will be provided to the auction for the City equipment.
3. Roy Teitsworth staff will provide appraisals and take photos of the equipment for marketing the equipment and representation to the buyers. Our staff fields all questions from potential buyers regarding the equipment. Once all equipment is in place, we will write descriptions for a sale catalog and take pictures for the equipment to be sold on the internet. All of this information is uploaded to our website several days prior to the auction so potential customers can access the site prior to registration and review the equipment.
4. Pre auction services include:
  - Complete multimedia marketing program which is outlined at the end of the auction description section
  - Promotion of the auction in all our marketing materials
  - We will solicit sellers including local municipalities and private sector businesses to participate in the auction.
  - Equipment appraisals at any time during the contract

5. Auction day services include:
- Staff to assist in parking customers
  - Assistance for customers in starting the vehicles and answering questions
  - Buyer registration, collection of payment, (cash, check or credit card) and transfer of all motor vehicle paperwork
  - Professionally printed catalogs
  - Food Service
  - Comfort stations
  - Security staff for checking receipts and crowd control
  - Loading equipment auction day and one week after the auction, all equipment to be removed one week after the auction day. All equipment left after the deadline will be removed by Roy Teitsworth, Inc. to our facility in Geneseo at the buyer's expense.
  - Dumpster for rubbish
  - All sales are videotaped and recorded
6. Roy Teitsworth, Inc. will deliver a certified statement, including buyer receipts and complete registered buyer list, of all results to the City with payment 10 business days after the date of the auction. A preliminary consignor statement will be available immediately following the close of the auction. **All checks are guaranteed by Roy Teitsworth, Inc.** Payments include the final bid price for all items regardless of buyer default.

Compensation: For all these services is 10% of the gross sale amount.  
Note: A 3% Buyers Fee is charge on all Internet Purchases

## Group D – Internet Sales – Misc., Vehicles, Equipment, Items

### MONTHLY INTERNET AUCTIONS:

1. Roy Teitsworth, Inc. will include your equipment in our monthly Internet Auction at [www.teitsworth.com](http://www.teitsworth.com), or schedule an individual auction for the City of Rochester as needed. The auction will be marketed to potential buyers via the Internet as well as inclusion in live auction ads and is live for 7 days during the month.
2. At the time the equipment is listed our **staff will take photos and gather specifications** of the heavy equipment and vehicles at no charge, the City will be responsible for pictures and descriptions of all small equipment, office furniture and misc. items. The seller will provide our office with a copy of the front and back of the title or transferable registration with matching VIN#. The original title or registration will be delivered to Roy Teitsworth, Inc. at bid acceptance.
3. The seller will provide RTI with their **terms for inspection and time of removal** as well as the address for the **equipment location and contact information** should the buyers require additional information about the equipment.
4. At the close of the auction the seller will have a **12 hour period to accept or reject the bid**. Equipment sold must be paid for in full within 48 hours. Once that transaction is complete the seller will be notified and the buyer will be issued a paid receipt.
5. Upon presentation of a paid receipt the seller will release the equipment, during specific pick up times, the City will specify if they will assist in loading the customer. The title or registration will be released by Roy Teitsworth, Inc.
6. **Roy Teitsworth, Inc, staff will provide the City with an appraisal for the equipment** and assist them in determining whether to accept or reject the bid. Should the City opt to reject the bid they are welcome to use any of our other live auctions.
7. Roy Teitsworth, Inc. will deliver **a certified statement of all results to the City along with payments 14 business days after the date of the auction**, (does not include 12 hour accept or reject time). **All checks are guaranteed by Roy Teitsworth, Inc.** The City will have the option of relisting items in case of buyer payment of pickup default.

Compensation: Is collected from the Buyer, Roy Teitsworth, Inc., uses a graduated system, as the buyer spends more the buyer's premium goes down. There is no charge to the seller.

<b>Buyers Premium Schedule;</b>	\$1.00 to \$999.99 - 15%
	\$1000.00 to \$9999.99 - 10%
	\$10,000 to \$24,999 - 8%
	\$25,000 to \$49,999 - 7%
	Over \$50,000 - 6%

AUCTIONEER SERVICES

CITY OF ROCHESTER  
REQUEST FOR PROPOSALS - AUCTIONEER SERVICES  
Proposal Pricing Schedule

The undersigned bidder hereby agrees to furnish the goods or services specified, and to otherwise fully meet all terms, conditions, and specifications contained in this Request for Proposal without exception, unless exceptions are clearly noted in this proposal. SIGNATURE MUST BE THAT OF THE BIDDER OR OF AN EMPLOYEE OR AGENT AUTHORIZED TO SIGN ON BEHALF OF THE BIDDER.

FEE SCHEDULE

**GROUP A: Live auction for City auto pound, light vehicles and miscellaneous items**

Auctioneer fee: \_\_\_\_\_ % OF GROSS

*No Bid*

Any other fees or costs to the City: \_\_\_\_\_

**GROUP B: Live auction for City owned light vehicles and equipment and miscellaneous items**

*Option 1 - Live Auction*

Auctioneer fee: 10 % OF GROSS

*Option 2 Live Auction w/Internet*

Auctioneer Fee: 12 % OF GROSS

Any other fees or costs to the City: \_\_\_\_\_

  
Authorized Signature

Roy Teitsworth, President  
Typed Name and Title of Authorized Signer

Roy Teitsworth, Inc.  
Typed Name of Company

AUCTIONEER SERVICES

CITY OF ROCHESTER  
REQUEST FOR PROPOSALS - AUCTIONEER SERVICES  
Proposal Pricing Schedule

FEE SCHEDULE

**GROUP C: Live auction simultaneous with internet auction for heavy vehicles and equipment and miscellaneous items**

Auctioneer fee: 10 % OF GROSS

Any other fees or costs to the City: \_\_\_\_\_

**GROUP D: Internet auction for vehicles, equipment and/or miscellaneous items**

Auctioneer fee: 0 % OF GROSS *Buyers Premium - See Attached Detail*  
*to Seller*

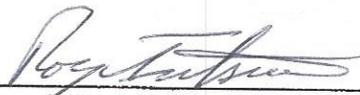
Any other fees or costs to the City: \_\_\_\_\_

**GROUP E: Internet auction of items held by the Rochester Police Department Property Clerk**

Auctioneer fee: \_\_\_\_\_ % OF GROSS

*No Bid*

Any other fees or costs to the City: \_\_\_\_\_



Authorized Signature

*Roy Teitworth, President*

Typed Name and Title of Authorized Signer

*Roy Teitworth, Inc.*

Typed Name of Company

## Multi Media Auction Marketing

Each auction is evaluated based on the equipment consigned and then a multi media marketing program is designed.

- **Marketing of the equipment will begin as soon as it is consigned.** Typically we recommend 6 weeks prior to the auction date. The depth and coverage of the marketing is based on the variety of equipment consigned. We have attached a sample of the marketing program used for our municipal auctions for your review.
- We are more than just a website provider, it is important to use a **multimedia** approach to market to the maximum amount of buyers. Because we poll our customers at auctions about how they learned about the sale, we found that **the most effective method still remains direct mail**, and then the customer accesses the website.

### Marketing Options:

#### **Local and surrounding areas daily newspaper – Auction Section**

(Commonly used: Syracuse, Rochester, Buffalo)

#### **Local and surrounding areas daily newspaper – Classified Section**

(Not everyone reads the auction section)

#### **Surrounding Counties Penny Saver publications**

#### **National Trade Papers**

(Hard Hat News, Machinery Trader, Rock & Dirt, Construction Equipment Guide, Turf Magazine, Truck and Trailer)

#### **Country Folks – Northeastern US Circulation**

(Roy Teitsworth, Inc. holds contract for the full back page of the auction section)

#### **Direct Mail & Auction Calendars**

(Brochures to our productive mailing list of over 4000, includes, municipalities, school districts, contractors, farmers, and retail customers, samples enclosed)

#### **Email Reminders of Upcoming Auctions**

Auction closing and openings, (20,000 emails)

## Web Sites

[www.teitsworth.com](http://www.teitsworth.com), [www.auctionzip.com](http://www.auctionzip.com)

## Websites Used in Conjunction with Print Ads

[www.rockanddirt.com](http://www.rockanddirt.com), [www.machinerytrader.com](http://www.machinerytrader.com)

## Radio

Local radio stations based on sale location

## Other:

Facebook, Craig's List, Personal Phone Contact/Invitation

## Monroe County Municipal References

### Monroe County Water Authority

475 Norris Drive, Rochester, New York 14610 Ray Benschhoff 442-2000

### Town of Brighton

2300 Elmwood Ave, Rochester, New York 14618 Tim Anderson 784-5286

### Town of Chili

3235 Chili Ave., Rochester, New York 14624 David Lindsay 889-2630

### Town of Clarkson

3623 Lake Road, Brockport, New York 14420 Robert Viscardi 637-1132

### Town of Gates

475 Trabold Road, Rochester, New York 14624 Joe Amico 247-2911

### Town of Greece

647 Long Pond Road, Rochester, New York 14612 Gregory Feeney 723-2251

### Town of Hamlin

91 Railroad Ave., Hamlin, New York 14464 Steve Baase 964-2640

### Town of Henrietta

475 Calkins Road, Henrietta, New York 14467 Craig Eckert 359-7007

### Town of Irondequoit

1280 Titus Ave., Rochester, New York 14617 Patrick Meredith 336-6036

### Town of Mendon

101 Semmel Road, Honeoye Falls, New York 14472 William "Bud" Smith 624-6069

### Town of Ogden

269 Ogden Center Road, Spencerport, New York 14559 Dave Widger 617-6169

### Town of Parma

1300 Hilton Parma Crs. Road, Hilton, New York 14468 Brian Speer 392-9464

### Town of Penfield

1607 Jackson Road, Penfield, New York 14526 Ronnie Williams 340-8710

Town of Perinton

100 Cobbs Lane, Fairport, New York 14450

Thomas Beck  
Jim Spencer, Deputy

223-5115  
223-5115

Town of Pittsford

11 South Main Street, Pittsford, New York 14534

Paul Schenkel

248-6250

Town of Riga

6475 Buffalo Road, Churchville, New York 14428

David Smith

293-2530

Town of Rush

5977 E. Henrietta Road, Rush, New York 14543

Mark David

533-1770

Town of Sweden

18 State St., Brockport, New York 14420

Brian Ingraham

637-3369

Town of Webster

1005 Picture Parkway, Webster, New York 14580

Joe Herbst

872-1443

Town of Wheatland

1822 Scotts-Mumford Rd., Scottsville, New York 14546

Howard "Chuck" Hazelton

538-6535

Monroe County

50 West Main Street, Rochester, New York 14614

William Putt

753-7600

## Auction Results:

<u>Auction/Years Conducted</u>	<u>Location</u>	<u>Gross Sales</u>	<u>Consignors</u>
CNY Supply/24 Years	Cortland, New York	\$1,831,000.00	67
April Consignment/45 Years	Geneseo, New York	\$1,610,000.00	338
Palmyra Municipal/30 Years	Palmyra, New York	\$5,100,000.00	139
Empire Equipment/22 Years	Seneca Falls, New York	\$3,252,000.00	329
Lansing Municipal/18 Years	Ithaca, NY	\$ 480,000.00	41
Monroe Municipal/16 Years	Rochester, New York	\$1,500,000.00	93
Onondaga County Area Municipal/21 Years	Syracuse, New York	\$ 535,000.00	60

## Additional References Auctions Over \$250,000.00

Mr. Keith Hurtgam  
Town of Hartland  
8940 Ridge Road  
Gasport, New York 14067  
716-735-7234

Mr. Michael Boesel  
Town of Palmyra  
131 Kent Street  
Palmyra, New York 14522  
315-597-5532

Z and M Ag and Turf  
Tracey Buck, Falconer, NY  
716-665-3110

CNY Power Sports  
Dave Law, Cortland, NY  
607-756-6578

**Results from 2014 Auctions Comparing Purchase Price to Sale Price**  
**(Commission Reduction Based on Equipment Guarantee Program)**

These are examples of the types of results we are able to achieve for our sellers involved in our equipment replacement programs.

Description	Paid in 2013	Gross Sales Price 2014
2013 Cat 930K wheel loader, 191 hours Town of Carlisle, Mike Broadwell Carlisle, New York 518-234-3737	\$ 132,200.00	\$ 137,000.00
2013 Cat 930K wheel loader, 605 hours Village of Dansville, Scott Tracy Dansville, New York 585-335-5330	\$ 132,500.00	\$ 135,000.00
2013 Cat 930K wheel loader, 453 hours Village of Dansville, Scott Tracy Dansville, New York 585-335-5330	\$ 132,500.00	\$ 140,000.00
2013 Cat 930K wheel loader, 212 hours Town of Hartland, Keith Hurtgam Gasport, New York 716-735-7234	\$ 132,500.00	\$ 145,000.00
2013 Cat 930K wheel loader, 190 hours Town of West Bloomfield, Jim Powers West Bloomfield, New York 585-624-2900	\$ 133,500.00	\$ 135,000.00
2013 Cat 930K wheel loader, 332 hours Village of Penn Yan, Don Rapalee Penn Yan, New York 315-536-3031	\$ 132,500.00	\$ 137,500.00
2013 Cat 930K wheel loader, 702 hours Village of Palmyra, Mike Boesel Palmyra, New York 315-536-3031	\$ 133,500.00	\$ 135,000.00
2013 Cat 938K wheel loader, 205 hours Town of Hartland, Keith Hurtgam Gasport, New York 716-734-7234	\$ 147,500.00	\$ 160,000.00
2013 Cat 938K wheel loader, 317 hours Town of Naples, Dave Voss Naples, New York 585-374-2060	\$ 145,200.00	\$ 155,000.00
2012 Cat 938K wheel loader, 711 hours Town of Wheatland, Chuck Hazelton Wheatland, New York 585-538-6535	\$ 143,000.00 (paid in 2012)	\$ 147,500.00
2013 John Deere 624K wheel loader, 576 hours Town of Amherst, Robert Anderson Amherst, New York 716-631-7117	\$ 138,900.00	\$ 145,000.00
2012 Cat 962K wheel loader, 771 hours Town of East Bloomfield, Brian Bernard Bloomfield, New York 585-657-7727	\$ 182,000.00 (paid in 2012)	\$ 212,500.00

2013 Ford F150XL 4WD ext. cab pickup, 15K Town of Mendon, William Smith Mendon, New York 585-624-6068	\$ 23,750.00	\$ 24,000.00
2012 Ford F250XL 4WD super cab pickup, 18K Town of Batavia, Tom Lichtenthal Batavia, New York 585-343-1729	\$ 26,500.00 (paid in 2012)	\$ 27,000.00
2012 Ford F250XL 4WD super cab pickup, 20K Town of Batavia, Tom Lichtenthal Batavia, New York 585-343-1729	\$ 26,500.00 (paid in 2012)	\$ 29,000.00
2013 Ford F350 4WD pickup, 5K Village of Palmyra, Mike Boesel Palmyra, New York 315-597-5532	\$ 25,500.00	\$ 27,400.00
2013 Bobcat E-42 mini excavator, 275 hours	\$ 42,500.00	\$ 51,000.00
2013 Bobcat S650 SSL, 225 hours	\$ 29,500.00	\$ 35,000.00
2013 Bobcat S570 SSL, 125 hours	\$ 27,000.00	\$ 30,000.00
2013 Bobcat S570 SSL, 78 hours	\$ 26,800.00	\$ 30,500.00
2013 Bobcat S590 SSL, 195 hours	\$ 28,500.00	\$ 32,500.00

**Disclosure Statement:**

17.12.1 Roy Teitsworth, Inc. or any of our employees have not been found guilty of violating any laws, rules, or regulations relating to auctioneering services by a court or a Federal, State agency or was ever involved in any litigation related to its, auction services.

17.12.2 Within the past five years has Roy Teitsworth, Inc., or any member been subject to:

- (a) a judgment of conviction for any business related conduct constituting a crime under state or federal law? NO
- (b) a grant of immunity for any business related conduct constituting a crime under state or federal law? NO
- (c) a federal or state suspension or disbarment? NO
- (d) a rejection of any bid for lack of qualifications or responsibility? NO
- (e) a rejection of any proposed subcontract for lack of qualifications or responsibility? NO
- (f) any assessment of liquidated damages under any contract? NO
- (g) a denial of revocation of prequalification? NO
- (h) a prevailing wage or supplement payment violation which is deemed to be founded? NO
- (i) A State Labor Law final determination for a violation deemed willful? NO
- (j) any criminal conviction concerning formation of or any business association with an allegedly false or fraudulent women's or minority business enterprise? NO
- (k) any denial, decertification, revocation, or forfeiture of Women's Business Enterprise, or Minority Business Enterprise status? NO
- (l) a consent order with the NYS department of Environmental Conservation, or a federal, state or local government enforcement determination involving of federal or state environmental law? NO
- (m) any bankruptcy proceeding NO
- (n) any suspension or revocation of any business or professional license? NO
- (o) any determination of violations:
  - federal, state, or local health laws, rules or regulations
  - unemployment insurance or workers compensation coverage
  - or claim requirements NO



Roy Teitsworth, President  
Roy Teitsworth, Inc.