

COUNTY OF WAYNE
DEPARTMENT OF PUBLIC WORKS
7227 ROUTE 31, LYONS NY 14489

Kevin P. Rooney, P.E.
Superintendent of Public Works

315-946-5600
fax 315-946-5610

December 3, 2015

Re: ROY TEITSWORTH INC. AUCTION SERVICES

The Wayne County Public Works department has utilized Roy Teitsworth Inc. (RTI) for 10-15 years to help sell surplus County equipment. The equipment sold has varied from office furnishings to fleet vehicles to Highway equipment.

RTI has successfully promoted and facilitated an on-site municipal auction in the Village of Palmyra for many years. Wayne County has always sent several items to this auction since the promotion of this event is excellent and we are always very satisfied with the bid results on our items.

We have recently been utilizing RTI's monthly internet auctions to sell vehicles and equipment, and have had very good luck with these sales as well. We simply email pictures and a description to their office, and the item gets listed, sold and we get paid. There is very little effort on our part to be able to sell items on the internet auctions.

We have also called upon our contacts at RTI for their professional judgment of equipment values and performance. They have been around equipment for many years and have a lot of data related to sales and product availability. These and other questions are always handled in a very prompt manner and emails or calls are often answered within hours.

We have been very pleased with the professional service provided by RTI, and we would highly recommend their services to anyone that has similar needs.

Sincerely,



Kevin P. Rooney, P.E.
Superintendent of Public Works



GENESEE COUNTY HIGHWAY DEPARTMENT

153 Cedar Street
Batavia, New York 14020
Phone: (585) 344-8508 Fax: (585) 343-9303

Paul Osborn
Park Supervisor-Forester
Terry Ross
Facility Maintenance Supervisor
Jason Long
Airport Supervisor
Chris Klein
Fleet Maintenance Supervisor

Timothy J. Hens, P.E. Highway Superintendent
David Wozniak, Deputy Superintendent

November 30, 2015

TO WHOM IT MAY CONCERN:

Genesee County Highway Department has done business with Roy Teitsworth, Inc. for over 15 (fifteen) years.

They have always been very efficient, professional and personable with all auction dealings.

Most of our dealings have been with Cindy Wolcott, Municipal Sales Manager. We have dealt with Cindy in live and internet auctions with great success.

We plan on dealing with Roy Teitsworth, Inc. for many years to come.

Timothy J. Hens, P.E.
Superintendent of Highways



December 4, 2015

Roslyn Phillips – Purchasing
City of Rochester
City Hall - 30 Church Street
Rochester, NY 14614

Re: RTI Auctions Reference

Ms. Philips,

The Town of Pittsford has been using the auction services from Roy Teitsworth Inc. (RTI) for over 20 years. We have been utilizing both their on-line and live auction services. Our sales representative, Cindy Wolcott has been instrumental in assisting the Town with determining the timing and which auction type to use to maximize our sales. RTI typically always exceeds our estimated sale price and often places a guarantee on those larger pieces of equipment so that we can be confident our budgets stay intact. With the ease of the on-line auction site, we have also begun to sell miscellaneous surplus items that would have either been thrown away or scrapped.

For the past 8 years, the Town has been using a comprehensive fleet replacement schedule that consists of over 60 pieces of equipment from plow trucks, excavators, loaders, and tractors, down to pickups and SUVs. We have been able to shorten the life of each vehicle while maintaining our budgets, by saving on maintenance and maximizing the re-sale. RTI has been critical in the success of our replacement schedule. We often go as far as consulting them prior to making new purchases so that we can be sure that we are selecting equipment that has the most value at the end of its useful life.

I would strongly recommend to anyone in the need of auction services to utilize RTI Auctions.

Sincerely,

A handwritten signature in black ink, appearing to read "P. Schenkel". The signature is fluid and cursive, written over a white background.

Paul Schenkel
Commissioner of Public Works



Department of Environmental Services
Monroe County, New York

Maggie Brooks
County Executive

Michael J. Garland, P.E.
Director

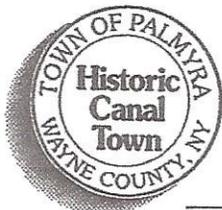
December 2, 2015

To whom this may concern:

I am writing to recommend the services of Roy Teitsworth, Inc. Professional Auctioneers. Over the past several years, Teitsworth has provided Monroe County with exceptional contractual services with successfully managing our annual municipal fleet auctions. They provide essential auction services both live and with internet capabilities. They are very well versed in equipment knowledge and consulting services as well as revenue recovery.

If you have any questions, please feel free to contact me.

William J. Putt
Monroe County Fleet Operations
Monroe County D.E.S.
(585)753-7568
bputt@monroecounty.gov



Town of Palmyra

Highway Department
131 Kent Street, Palmyra, New York 14522
315-597-5532



December 2, 2015

To Whom It May Concern:

In an effort to sell some of our Town's equipment for the highest possible return, my predecessor interviewed several prospective auctioneers in what was then expected to be a one-time municipal auction event. That was over 30 years ago and ever since the first Palmyra Municipal Auction in 1985, Roy Teitsworth Inc. has been our Auctioneer of choice. This past May 2015 we celebrated our 30th Annual event. Over the years, Roy and his staff have grown our event into one of the premier municipal auction events in New York State.

Roy Teitsworth and his staff have made our Palmyra Auction into an internationally-renowned auction event noted for high-quality consigned equipment bringing the highest possible return for municipalities. One case in point was our very own Town of Palmyra 2004 John Deere 644J loader at our 2009 Auction. In 2008 we bid a new loader with an option to trade coming in at \$80,000.00. Our loader sold at our May 2009 Auction for \$98,000.00! Another great example of the abilities of Roy and his staff was the sale of our Village of Palmyra 2001 John Deere 624 loader at the Fall 2008 Monroe County Auction. We had previously bid out a new loader for the Village with an option to trade-in our existing machine coming in at \$50,000.00. Roy Teitsworth Inc. sold our loader for \$75,000.00 that day!

We have seen similar successes with our equipment rollover program involving our skid steer and mini-excavator which Roy and his staff have helped to facilitate over the years with us and many other municipalities. Providing equipment appraisals for any piece of equipment and price guarantees for newer model equipment is critical to a successful and long-standing auction event. It is also mutually beneficial. It assists municipalities such as ourselves to plan for new equipment expenditures and expected sales revenues very early in our budget processes each budget cycle. It also helps to create a more attractive auction not only for the Auctioneer, but also the host, by having newer model equipment in the event and in the marketing material. Again, a perfect example is our very own Palmyra Auction. Cindy Wolcott, who has been the Municipal Sales Manager for Teitsworth Inc. in our Town, has helped Roy take our Palmyra Auction from \$50,000.00 in total sales during the early years to over \$5 Million in total sales. Our May 2014 Auction broke another record sales day with over 5 million in total sales for the first time. This was not easy and did not occur overnight. In part this was accomplished through annual attendance and support of monthly highway superintendent meetings across region, increased marketing efforts, and increased meetings with Highway Superintendents and Municipal Boards regarding information on equipment roll-over programs, equipment appraisals, and price guarantees and the introduction of live internet capability.

I have had the pleasure of working with Roy and his incredible staff at our Palmyra Auction for over 10 years. Each year our event has grown, not only in total sales, but also in its reputation to bring top dollar for municipalities selling equipment. We are extremely pleased with the success of our Auction over the years and proud to have pioneered the event and relationship with Roy Teitsworth Inc.

Sincerely,

Michael Boesel – Highway Superintendent
Town & Village of Palmyra

TDD 1-800-662-1220

Town of Palmyra is an Equal Opportunity Employer

Discrimination is prohibited by Federal Law. Complaints of discrimination may be filed with
The Secretary of Agriculture, USDA, Washington, DC 20250-0700



MONROE COUNTY WATER AUTHORITY
P.O. Box 10999 • 475 Norris Drive • Rochester, New York 14610-0999
Phone: (585) 442-2000 Fax (585) 442-0220

December 3, 2015

To Whom It May Concern:

The Monroe County Water Authority has employed the auction services of Roy Teitsworth, Inc. for approximately 15 years.

They have provided us with outstanding service throughout the entire auction process. Their knowledge of equipment is exceptional, which has proved beneficial in our determining what equipment should go to auction. They conduct live auctions as well as offer online bidding, and we have realized excellent results from working with them.

If you have any questions, you may contact me at (585) 442-2000, extension 252.

Sincerely,

MONROE COUNTY WATER AUTHORITY

Raymond W. Benshoff
Executive Director of Operations

/ka



Town Of Brighton

Highway Department

1941 Elmwood Ave. / Rochester, New York 14620 / Phone (585) 784 - 5280 Fax (585) 784 - 5385

December 1, 2015

Office of the Purchasing Agent
City Hall, Room 105A
30 Church Street
Rochester, NY 14614

To Whom It May Concern:

I have been asked to write this letter of reference because our Town uses the auction services of Roy Teitsworth Inc. Town of Brighton has used the services of Roy Teitsworth Inc. for over fifteen years to dispose of our surplus equipment and materials through live auctions and on line auctions.

Roy Teitsworth, Inc. provides services for live auctions, on line auctions and equipment appraisals all through one entity. Their knowledge of equipment along with their professionalism has resulted in positive auction results, which have benefited the Town of Brighton.

Roy Teitsworth, Inc. is willing and able to work with you to obtain the best auction results. As part of their service they will come to your facility to evaluate and take pictures of items that will be auctioned. After assessing and appraising of equipment and vehicles, Roy Teitsworth, Inc will make recommendations that could increase the final dollar amount of the auctioned item.

Based on our experience, any entity using the services of Roy Teitsworth, Inc. should be very pleased with their services.

Sincerely,

Timothy J. Anderson
Deputy Superintendent of Highways
Town of Brighton Highway Department

Cc: Tim Keef, P.E. – Commissioner of Public Works