

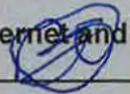
Bidder Name: FICKE & FICKE AUCTIONEERS LLC

For BAFO: Prices must be include all expenses, travel and advertising, where applicable.

Furniture Auctions Conducted Within Lancaster County (In-Person)

Furniture Auctions conducted within Lancaster County (In-Person) should be designated as a specific dollar amount in conjunction with the gross sales break points as designated below.

Per V.H.3, to include simultaneous live internet and phone bidding for auctions.

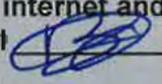
Bidder Initial 

	Cost
For gross sales up to and including \$15,000	\$ 1400
For gross sales between \$15,001 and \$20,000	\$ 250
For gross sales between \$20,001 and \$25,000	\$ 250
For gross sales between \$25,001 and \$30,000	\$ 250
For gross sales between \$30,001 and \$35,000	\$ 250
For gross sales between \$35,001 and \$40,000	\$ 250
For gross sales between \$40,001 and \$45,000	\$ 250
For gross sales between \$45,001 and \$50,000	\$ 250
For gross sales between \$50,001 and \$55,000	\$ 250
For gross sales between \$55,001 and \$60,000	\$ 250
For gross sales between \$60,001 and \$65,000	\$ 250
For gross sales between \$65,001 and \$70,000	\$ 250
For all gross sales exceeding \$70,000	\$ 250

Furniture Auctions Conducted Outside Lancaster County (In-Person)

Furniture Auctions conducted outside Lancaster County (In-Person) should be designated as a specific dollar amount in conjunction with the gross sales break points as designated below.

Per V.H.3, to include simultaneous live internet and phone bidding for auctions.

Bidder Initial 

Estimated Annual Usage (Averaged Between Three Shifts)	Cost
For gross sales up to and including \$15,000	\$ 2000
For gross sales between \$15,001 and \$20,000	\$ 250

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For gross sales between \$20,001 and \$25,000	\$ 250
For gross sales between \$25,001 and \$30,000	\$ 250
For gross sales between \$30,001 and \$35,000	\$ 250
For gross sales between \$35,001 and \$40,000	\$ 250
For all gross sales exceeding \$40,000	\$ 250

Vehicle/Equipment Auctions Conducted Within Lancaster County (In-Person)

Vehicle/Equipment Auctions conducted within Lancaster County (In-Person) should be designated as a specific dollar amount in conjunction with the gross sales break points as designated below.

Per V.H.3, to include simultaneous live internet and phone bidding for auctions.

Bidder Initial

Estimated Annual Usage (Averaged Between Three Shifts)	Cost
For gross sales up to and including \$750,000	\$ 16,000
For gross sales between \$750,001 and \$950,000	\$ 4,000
For gross sales between \$950,001 and \$1,000,000	\$ 1,000
For gross sales between \$1,000,001 and \$1,250,000	\$ 4,000
For gross sales between \$1,250,001 and \$1,500,000	\$ 4,000
For gross sales between \$1,250,001 and \$1,750,000	\$ 4,000
For gross sales between \$1,750,001 and \$2,000,000	\$ 4,000
For all gross sales exceeding \$2,000,000	\$ 4,000

Optional On-Line Furniture Auctions

On-line Furniture Auctions should be designated as a specific dollar amount in conjunction with the gross sales break points as designated below.

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	Cost
For gross sales up to and including \$15,000	\$ 950
For gross sales between \$15,001 and \$20,000	\$ 200
For gross sales between \$20,001 and \$25,000	\$ 200
For gross sales between \$25,001 and \$30,000	\$ 200
For gross sales between \$30,001 and \$35,000	\$ 200
For gross sales between \$35,001 and \$40,000	\$ 200
For gross sales between \$40,001 and \$45,000	\$ 200
For gross sales between \$45,001 and \$50,000	\$ 200

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For gross sales between \$50,001 and \$55,000	\$ 200
For gross sales between \$55,001 and \$60,000	\$ 200
For gross sales between \$60,001 and \$65,000	\$ 200
For gross sales between \$65,001 and \$70,000	\$ 200
For all gross sales exceeding \$70,000	\$ 200

Optional On-Line Vehicle/Equipment Auctions

On-Line Vehicle/Equipment Auctions should be designated as a specific dollar amount in conjunction with the gross sales break points as designated below.

Estimated Annual Usage (Averaged Between Three Shifts)	Cost
For gross sales up to and including \$750,000	\$ 12,000
For gross sales between \$750,001 and \$950,000	\$ 3,000
For gross sales between \$950,001 and \$1,000,000	\$ 500
For gross sales between \$1,000,001 and \$1,250,000	\$ 3,000
For gross sales between \$1,250,001 and \$1,500,000	\$ 3,000
For gross sales between \$1,250,001 and \$1,750,000	\$ 3,000
For gross sales between \$1,750,001 and \$2,000,000	\$ 3,000
For all gross sales exceeding \$2,000,000	\$ 3,000

Prices must reflect the requirements from Section V.

Estimated Auctioneer Historical Data

2017	Total Sales
In-Person Furniture Auctions within Lancaster County	\$476,461.00
In-Person Vehicle Auctions within Lancaster County	\$2,808,557.50
In-Person Furniture Auctions outside of Lancaster County	\$16,711.00
In-Person Vehicle Auctions outside of Lancaster County	\$0.00
2018	
In-Person Furniture Auctions within Lancaster County	\$400,887.50
In-Person Vehicle Auctions within Lancaster County	\$3,524,715.00
In-Person Furniture Auctions outside of Lancaster County	\$0.00
In-Person Vehicle Auctions outside of Lancaster County	\$0.00
On-Line Sales	\$51,890.42
2019	
In-Person Furniture Auctions within Lancaster County	\$360,924.50
In-Person Vehicle Auctions within Lancaster County	\$2,167,355.00
In-Person Furniture Auctions outside of Lancaster County	\$83,865.00
In-Person Vehicle Auctions outside of Lancaster County	\$0.00
On-Line Sales	\$261,003.65

2017			2018		
furniture	vehicle	Online?	furniture	vehicle	
			\$25,845.50	\$1,955,655.00	
\$29,074.50	\$1,619,330.00	\$1,350.00	\$400.00	\$154,350.00	
\$640.00	\$179,475.00	\$575.25	\$23,933.50	\$1,292,635.00	
\$25,708.50	\$959,852.50	\$550.01	\$20.00	\$122,075.00	
\$1,945.00	\$49,900.00	\$2,559.55	\$22,547.50	\$3,524,715.00	
\$34,636.50	\$2,808,557.50	\$3,800.00	\$795.00		
\$2,880.00		\$155,000.00	\$23,884.50		
\$54,657.50		\$6,000.00	\$805.00		
\$885.00		\$120.80	\$37,285.50		
\$37,035.50		\$3,050.00	\$180.00		
\$610.00		\$200.00	\$38,250.50		
\$28,025.00		\$5,000.00	\$880.00		
\$400.00		\$1,320.00	\$21,283.50		
\$27,747.00		\$179,525.61	\$362.00		
\$420.00			\$42,644.00		
\$26,267.50			\$647.00		
\$1,055.00			\$23,042.00		
\$16,906.50			\$295.00		
\$34,725.50			\$24,091.50		
\$554.00			\$1,520.00		
			\$15,265.50		
\$47,063.50			\$1,539.00		
\$566.00			\$26,343.00		
\$20,840.00			\$2,802.00		
\$39,305.00			\$18,790.00		
\$870.00			\$32,246.00		
\$41,108.50			\$15,190.00		
\$2,535.00			\$400,887.50		
\$476,461.00					

		2019				
Online?			furniture	vehicle	Online?	
\$1,000.00			\$425.00	\$1,186,255.00	\$69,969.39	GovDeals
\$391.01			\$18,695.50	\$165,280.00	\$29,491.30	GovDeals
\$2,800.00			\$1,852.00	0	\$58,221.80	GovDeals
\$1,250.00			\$25,834.00	0	\$15,139.80	GovDeals
\$1,250.00			\$830.00	\$47,250.00	\$10,116.45	GovDeals
\$7,330.91	GovDeals		\$18,979.50	\$768,570.00	\$4,362.79	GovDeals
\$37,868.50	GovDeals		\$510.00	\$2,167,355.00	\$3,964.27	GovDeals
\$51,890.42			\$14,338.50		29,983.90	GovDeals
			\$1,060.00		\$6,679.67	GovDeals
			\$20,624.00		\$15,894.76	GovDeals
			\$93,421.00		17,179.52	GovDeals
			\$15,522.50		\$261,003.65	
			\$1,280.00			
			\$18,603.00			
			\$33,482.00			
			\$12,005.00			
			\$4,880.00			
			\$15,975.50			
			\$1,605.00			
			\$11,708.00			
			\$10,763.00			
			\$4,124.00			
			\$15,132.00			
			\$1,300.00			
			\$17,975.00			
			\$360,924.50			

BEST AND FINAL OFFER LETTER

January 21, 2020

Ficke & Ficke Auctioneers LLC
Mr. Bud Callahan
941 O Street, Ste 777
Lincoln, NE 68508
E-Mail: budcall@gmail.com

RE: Request for Best and Final Offer for RFP Number 6154 Z1, Auctioneer Services

The State of Nebraska, Materiel Surplus Property, has completed its evaluation of the Bidders' Cost Proposals in response to RFP # 6154 Z1. At this time, the State requests your overall Best and Final Offer (BAFO) which will require that a new cost proposal be submitted on the BAFO Cost Proposal form attached.

Submission Information

A response to this request for a Best and Final Offer shall include a complete cost proposal, which is included in this request for a BAFO.

Failure to submit a Best and Final Offer that conforms to this request may result in the rejection of the bidder's cost proposal and thereby disqualify the bidder's entire proposal from further consideration.

Please submit your response with one (1) original and in a sealed envelope by 2:00 PM Central Time on February 4, 2020.

Responses shall be submitted to the following address:

RFP 6154 Z1
Attn: Dianna Gilliland/Annette Walton, Buyer(s)
Nebraska State Purchasing Bureau
1526 K Street, Suite 130
Lincoln, NE 68508

The sealed responses will be publicly opened on February 4, 2020, at 2:00 PM Central Time at the following address:

Nebraska State Purchasing Bureau
1526 K Street, Suite 130
Lincoln, NE 68508

PLEASE NOTICE:

Ficke & Ficke Auctioneers LLC does NOT require a bank letter of credit or letter of check guarantee for bidders to participate in auctions. This is an additional burden and expense for potential bidders. Some bidders do not have a bank connection.

Ficke & Ficke Auctioneers LLC will accept checks from online bidders, unlike GovDeals.com. We also accept most credit cards, debit cards, wire transfers and cash from online bidders, as well as onsite bidders.

Ficke & Ficke Auctioneers LLC does NOT assess any buyer's premium from bidders, unlike GovDeals.com. GovDeals assess a 10% buyer's premium on sales plus a 2.5% fee to State. Buyers should feel free to bid more for the item and not have to factor in the premium.