



**Corporate Headquarters**  
825 Levee Drive | Manhattan, KS 66502  
toll free 866.608.9283 | fax 785.539.5356  
auction@purplewave.com

**State Purchasing Department**  
1526 K Street, Suite 130  
Lincoln, NE 68508

October 29, 2019

**RE: Purple Wave Auction Proposal**

Dear Ms. Gilliland and Ms. Walton,

Thank you for your time and consideration for RFP **615421 Surplus Auctioneer Services**. I have included additional information on our auction process below. Please let me know if you have any questions I can answer for you.

**Overview of Auction Service Provided** We will conduct a professional online auction that achieves market values for your equipment. Several factors will determine the success of your auction.

**1. Pre-Auction Planning**

- Purple Wave works with you to discuss asset types and determine an appropriate auction date.
- Purple Wave assists in planning a customized timeline for your auction.
  - Scheduling times to collect asset pictures and videos
  - Comprehensive marketing plan
  - Planning for asset inspections
  - Asset removal timeline
  - Title transfer requirements (clear titles, free of liens or with lender approval)
  - Timely auction settlement

**2. Creating effective public awareness of your auction.**

- Purple Wave creates detailed online listings of your assets, and posts them to [www.purplewave.com](http://www.purplewave.com) for bidding. We will provide you with a link to your assets so you can review them for accuracy or updates.
- Developing, executing, and funding an appropriate marketing campaign including mass communication (trade publication ads, and general newspaper ads), targeted direct mail, and email marketing.
- Engaging bidders through direct outreach by our equipment and auction experts.
- Providing access to our community of 230,000+ registered bidders at [purplewave.com](http://purplewave.com).

**3. Maximizing bidder convenience for your auction.**

- Conducting a "no reserve" auction encourages buyers to invest their time and effort investigating the assets and placing bids on Purple Wave's industry-leading website.
  - Because we are a no reserve auction, sellers, or those bidding on behalf of sellers, may not bid on the assets.
- Allowing bidders to inspect, either in person or by proxy, from the moment the assets are posted on [purplewave.com](http://purplewave.com) through the final day of the auction.

- Providing a full-service Customer Support staff to assist bidders through the auction process, including payments and title assistance.
- Coordinating with buyers post-auction to provide a seamless and secure removal of assets

#### **4. Purple Wave Auction Experience**

- Purple Wave has over 115 full-time employees dedicated to making your auction as successful as possible.
- Purple Wave has conducted thousands of successful auctions since our first in 2000.
- In the last 3 year period ending October 24, 2019, Purple Wave has sold assets for 1400+ government entities in 10 different states totaling more than \$72 million.
- Purple Wave Auction strives to be transparent with no hidden marketing fees or additional title transfer fees.

After reviewing Addendum two, Questions and Answers, Purple Wave may no longer meet your specifications based on the fact we are an online-only auction. Based on our current working relationships with the Kansas Department of Administration, the South Dakota Bureau of Administration and several other State entities, we believe we are still the best choice to meet the needs of the State of Nebraska DAS. I have included our detailed auction plan for your review.

Thank you for your time, we welcome any questions you might have. Please feel free to reach out to us at any time.

Sincerely,



Richard Bates  
richard.bates@purplewave.com  
Vice President of Sales  
Purple Wave Inc. | 825 Levee Drive | Manhattan, KS 66502  
866-608-9283 office | 866-604-2264 fax

[www.purplewave.com](http://www.purplewave.com)

**STATE OF NEBRASKA**

**DEPARTMENT OF ADMINISTRATIVE SERVICES**

**Materiel Division | State Purchasing Bureau**

Formal Bid Submission Auctioneer services

**RFP#: 6154 Z1**

ORIGINAL



**Submittal Deadline:**  
November 8, 2019 - 2:00 PM



**purple  
wave**  
AUCTION

# Purple Wave Auction

## General Statement of Work and Description of Services.

ORIGINAL

### **Introduction**

**Purple Wave** is the easiest, most straightforward way to sell used equipment. We are the largest “no reserve” auction firm conducting auctions exclusively through Internet bidding.

We have conducted thousands of successful auctions since our first in 2000. Purple Wave specializes in sales of government, construction, agriculture, fleet and industrial assets.

Our straightforward auction process will save you time and increase auction returns due to our full service, proprietary Internet Auction platform and award winning marketing.

Purple Wave has continued to experience growth in the number of government agencies and subdivisions requesting services and in the volume of assets those agencies and subdivisions are utilizing Purple Wave to sell.

Purple Wave provides the most complete service, generates the best recoveries with strong auction prices, and delivers the most value for state agencies and subdivisions.

In the last 3 year period ending October 24, 2019, Purple Wave has sold assets for 1400+ government entities in 10 different states totaling more than \$72 million. This includes key contracts with the State of Kansas, State of South Dakota, Oklahoma Department of Wildlife, City of Wichita, Sedgwick County Kansas, and Missouri Department of Transportation.

### *What is Purple Wave proposing to do?*

- Utilize our staff to create detailed, professional listings for all assets and present them via our website, [www.purplewave.com](http://www.purplewave.com).
- Work with you to sell your assets, including Heavy Equipment, vehicles and other assets directly from your location.
- Work with you to list approved inspection periods for potential buyers.
- Accept all bids on the assets on our website through our industry-leading bidding interface.
- Market your assets using appropriate trade publications, online advertising, direct mail and media relations, plus national exposure through our website.
- Provide a full service Customer Support staff to assist bidders and sellers throughout the auction process should they have any questions.
- Coordinate auction title information exchange between buyer and seller to ensure titleable asset transferability.
- Employ our team of over 115 full-time auction professionals to ensure the best possible recoveries for your assets.
- Collect all payments from bidders, remit sales tax to the appropriate jurisdictions, and provide settlement of auction proceeds to you.

## Why is Purple Wave the best choice?

### **Experienced, turn-key service**

Purple Wave makes surplus equipment disposition easy and effective. Our unparalleled combination of personnel, systems, expertise and experience in auctioning government assets is unmatched. From taking photographs and creating online listings to collecting buyer payments, assisting in transferring of titles and providing detailed post-auction reports, Purple Wave does it all.

### **We bring the most bidders to your auction**

As of the third quarter of 2019 we have over 230,000 registered bidders. More than 3.2 million new people have visited purplewave.com thus far in 2019.

### **Transparent, quality information for you**

Our Internet-based inventory, clerking, invoicing and settlement system is custom-designed to meet the needs of our sellers. This will save you both labor and resources. Your staff will have immediate, transparent information about the progress of the auction, asset listings, bidder activity and buyer payment status.

### **Local and national exposure creates the best sale prices**

We market your assets through several traditional and online outlets to create a powerful marketing campaign for every asset we sell. We also have the ability to tailor marketing campaigns to meet your exact needs.

### **Industry-leading marketing staff**

Our in-house marketing department has made Purple Wave one of the most decorated auction marketing firms in the country. Purple Wave's experience in the development of specialized marketing campaigns, media purchasing, Internet advertising and other state of the art marketing is ready to work for your assets.

View **Attachment A** to see samples of our award winning marketing.

### **History of Success and flexibility**

Purple Wave has seen exponential growth since opening our doors in 2000. Our mission statement is "Purple Wave is the easiest, most straightforward way to buy and sell used equipment." We strive to make our auction process the most turnkey way to sell surplus equipment on the market. Purple Wave specializes in sales of government, agricultural, construction, fleet and industrial assets.

## Step 1

### **Nebraska DAS contacts Purple Wave indicating they have items to auction.**

There are several ways to inform Purple Wave you have assets you are interested in selling.

- You may call our toll free number at 866.608.9283 into our Manhattan, KS headquarters.
- You can click the "sell" tab on the top of our website and electronically alert us of assets.
- You can contact the local Territory Manager directly.

Below is a list of Purple Wave's Auction Management team. View **Attachment B** for Biographies.

#### **Aaron McKee** *Founder and CEO*

aaron@purplewave.com  
785.317.1026 mobile

#### **Richard Bates** *Vice President of Sales*

richard.bates@purplewave.com  
785.844.2749 mobile

#### **Michael Braun** *Assistant Sales Manager*

michael.braun@purplewave.com  
785-565-3737

#### **Brian Hemphill** *Auction Director*

brian.hemphill@purplewave.com  
316.258.7911 mobile

#### **Scott Wiese** *Territory Manager*

scott.wiese@purplewave.com  
402.510.5110 mobile

#### **Todd Book** *Auction Specialist*

todd.book@purplewave.com  
712.251.4464 mobile

#### **Paul Eichem** *Sales Coordinator*

paul.eichem@purplewave.com  
785.227.9719 office

#### **Amy Moore** *Account Manager*

amy.moore@purplewave.com  
785.227.9535 office

View **Attachment C** for Purple Wave Organization Chart.

## Step 2

### **Purple Wave and Nebraska DAS discuss asset types and scheduling needs to determine appropriate auction date.**

Once the Territory Manager confirms the nature of the assets they work with you to settle on an appropriate auction date.

Our standard auction timeline is to have commitments for the auction 30-45 days prior to auction. Purple Wave typically processes the items for data capture 30 days prior to the auction. We recommend that higher value assets such as heavy equipment or vehicles be online for bidding for at least one month to increase their market exposure and ensure that the assets are properly listed in our advertising for the auction.

### **Government Internet Only Auction**

We hold Government auctions twice a month, open to all Governmental entities for all types of assets. These auctions feature government general surplus assets typically consisting of: automobiles, road safety equipment, sporting goods, tractors, trailers and transit vehicles.

In addition to Government auctions, we also have Vehicle and Equipment, Construction, Agriculture and Truck and Trailer Auctions every two weeks. Occasionally we have featured auction events. Many of our government sellers with seized assets are structured as featured events due to the unique asset types and terms with such an event.

## Step 3

### **Purple Wave collects asset picture(s), video(s), description(s), titles, inspection and removal information.**

Our Territory Manager will meet with you and collect specific listing information and details for each asset. Purple Wave will write a detailed item description, take multiple high resolution digital pictures and, when appropriate, a video of each item in the auction. Because Purple Wave provides full data capture and listing services, little to no training is necessary for employees to conduct successful auctions with Purple Wave.

Purple Wave's standard procedure is to take possession of any vehicle titles while the Territory Manager is on location. Reviewing the titles early in the

process allows Purple Wave to capture any information required to be listed on the asset description. As part of our full service, Purple Wave will distribute the titles to buyers post-auction. We require the seller to sign the title or provide a vehicle Power of Attorney to Purple Wave prior to listing titled assets online. Purple Wave will distribute titles to buyers only once their payment has been verified.

View **Attachment D** for our Auction Planning Guide.

## Step 4

### **Purple Wave posts asset information on [www.purplewave.com](http://www.purplewave.com) before bidding and marketing begin.**

#### **Assets Posted to [www.purplewave.com](http://www.purplewave.com)**

Bidding can begin on assets as soon as we list them on our website, [www.purplewave.com](http://www.purplewave.com). Bidding continues 24 hours a day, 7 days per week. Once items are posted online we will send you a link to review the listings for accuracy and notify Purple Wave if any changes should be made.

Purple Wave is a no reserve auction company and all assets start the bidding amount at \$10.00.

#### **Marketing**

We have a full time staff of marketing specialists whose experience includes development of specialized auction event marketing campaigns, media purchasing, Internet advertising and other state-of-the art marketing expertise. This team will work to develop and deploy a marketing campaign around the seller's assets.

An extensive marketing campaign is customized each month to advertise our auction events and attract new bidders to Purple Wave. Bidder development is fostered through personal phone calls, emails and mailings. We are always looking to expand our bidder community with quality customers and often utilize market intelligence data.

Purple Wave's unique Internet only platform helps to attract buyers throughout the United States and internationally. Our unique approach puts assets in front of more potential buyers than any traditional auction service.

View **Attachment E** for our 2019 third quarter bidder and industry overview.

## **Step 5**

### **Bidders bid on assets until the auction closes.**

From January through October 2019, our 21 Government auctions have had an average of 1,113 bidders per auction. This represents nearly 24,000 unique bidders.

People who do not have the capability or time to attend a live auction can easily look on our website at any time to view items available for auction and to place bids. Because they know all bidders are participating via the Internet, they are more comfortable when a level playing field exists for them to compete for assets.

### **Purple Wave's Internet auctions provide the following functionality:**

- Ability to combine one or more assets per auction lot;
- Ability to include multiple lots per auction;
- Ability to include your inventory number on asset descriptions;
- Ability to sell assets in unlimited locations in the same auction event—no relocation costs!
- Ability to offer Grouped Extensions on similar items in the auction, increasing the average price for each asset in the group;
- Ability to add asset location based sales tax to the winning bids;
- Ability to structure an auction for various scenarios such as;
  - Creating specific times for public viewing and times for asset pick up;
  - Listing multiple locations and complete descriptions including terms of sales;
  - Auction detail and summary data;
- Ability to customize detailed reports for you.

Purple Wave's bidding platform is very transparent. We display the bidding history online next to each item.

The bid history will display: bidder number, amount, time, current bid and winning bidder number. The max bid will not be disclosed in the bid history. All bidding activity is recorded through various backup systems.

### **Purple Wave Auction management**

Purple Wave provides real-time monitoring of auctions in progress to ensure misplaced bids and bidder mistakes are minimized. We offer 24 hour bidding. Each bid placed is updated and displayed on our website instantaneously, next to the item up for auction. We also have various systems in place to verify that bid manipulation does not occur in our auctions. Our staff is available throughout the auction process to answer questions and assist bidders as needed.

### **Bidder experience**

Purple Wave is easy for interested bidders to use. Bidders will begin by registering with Purple Wave to receive their unique bidder number. There is no charge to receive a bidder number, however potential bidders will have to enter a credit card number or provide a bank letter of guarantee in order to bid on an item.

At the top of each page on [www.purplewave.com](http://www.purplewave.com), after you have logged in, there is a "My Account" tab where customers can see items that they are currently bidding on, selling, sold or added to their watchlist.

The watchlist is a feature that allows customers to monitor any item on the website as it progresses through the auction process without having to search for the item on every visit.

Sellers are able to see the auction reports, invoice summary report, invoices and the buyers of assets and view payment status. All these features are updated in real time.

Prior to an auction our Credit Specialist will contact bidders who have placed bids over \$10,000 and ask for a bank letter of guarantee for the auction. Our Customer Service team also watches as the auction closes for any misplaced bids.

Upon completion of the auction the winning bidder will be emailed an invoice informing them of their purchase as well as the payment directions.

*continued next page.*

Once payment is made, the winning bidder and the seller are emailed a paid invoice and now the vehicle may be released.

Purple Wave's toll free Customer Service number is **866.608.9283**. Our personnel can assist and guide bidders through the auction process should they have any questions.

### **Step 6 Bidder declared Winning Buyer after auction close.**

We usually begin closing the bids at 10:00 am on the last day of the auction, with one or more lots closing per minute. If an item receives bidding activity within the last five minutes, bidding on that item will be auto-extended five minutes, allowing the computer to act as a live auctioneer. Once bidding on an item has ceased for a five minute interval, the bidding concludes.

As the item closes, the winning bidder number as well as the contract price are displayed next to the item for the public to view.

For transparency, we also display the "Bid History" for each item sold. This information is available to the public.

### **Step 7 Winning Buyers are required to inform Purple Wave of how they will pay within two business days of auction.**

Upon completion of the auction the winning bidder will be emailed an invoice informing them of their purchase and the payment directions as well as where and when to pick up their asset. The invoice displays bidder number, item number, quantity, description, amount sold, and taxes collected.

Once payment is made, the winning bidder and the seller are emailed a paid invoice and the buyer may come pick up the asset.

Purple Wave's standard bidder payment terms require the buyer to make payment by 3 p.m. CDT on the second business day following the auction. Purple Wave reserves the right to charge the credit card on file the total purchase price and collect a \$30.00 late payment fee for invoices not paid within (7) business

days after auction.

- Wire Transfers in any amount will be accepted.
- Visa, MasterCard, and Discover are accepted only for charges up to \$2,000, and only after authorization (via website or email) or in-person signatures are obtained from the cardholder. Purple Wave reserves the right to hold assets and/or certificates of title until funds availability is confirmed.
- Cash is accepted if paying at our Manhattan, KS headquarters.
- Checks up to \$10,000 will be accepted without a bank guaranty letter. Checks of \$10,000 or greater will be accepted only with a bank guaranty letter or with prior approval from Purple Wave's credit department.

### **Step 8 Winning Buyers pick up assets within 14 days of auction close.**

As mentioned above, we have "My Account" available to our sellers to assist with asset removal notification when invoices are paid in real time.

After logging into the portal, you can view all the assets you are selling in one place, view current bids and bid totals prior to the auction ending. Once the auction is completed, you can review totals and track settlement status through "My Account."

Auction reports, invoice summary reports, invoices, the identity of winning bidders, and the bidders' payment status are all available as well.

View **Attachment F** for options available through "My Account."

### **Step 9 Purple Wave pays seller for assets within 14-21 days following payment collection.**

Once all payments have been collected, Purple Wave will send a detailed settlement statement to the selling entity. This settlement includes the bidder number, item number, quantity, description, commission and amount sold. Purple Wave will settle the auction within 14-21 days after collections from winning bidders have been completed.

To view our current auction schedule and past auction results please visit [www.purplewave.com](http://www.purplewave.com).

## *Step 10*

### **Purple Wave resolves any customer service issues that arise.**

One of the most valuable but often unseen benefits Purple Wave provides selling customers is the resolution of post-auction issues.

The sale of used assets on an 'as-is' basis does occasionally draw complaints from buyers regarding asset quality. These claims generally hold little or no merit but professional handling is required to leave the buying public confident of fair treatment.

Personnel from Government Agencies and Subdivisions typically do not have the desire, time or resources to handle post-auction issues.

Purple Wave, however, has an experienced team of customer service professionals that handle the resolution of these issues, relieving your employees of this burden.

View **Attachment G** for examples of recent auction events we conducted for government entities.

# **Attachment A**

## **Marketing Samples**

# Event Marketing

## GOVERNMENT AUCTION

**TUES., FEBRUARY 20** Bidding starts to close at 10 a.m. CST



**DC2344** '08 GMC C5500 bucket truck



**DF3514** '14 Dodge Charger Police



**DB8104** '02 Freuhauf DES-M2-M20/32 dump trailer



**DB7362** '02 John Deere 310 5G backhoe



**DB7297** '04 Sterling SC8000 Cargo sweep truck



**DB7299** '01 International 4900 dump truck



**DC7433** '02 International F2554 dump truck



**DC7436** '00 International 4900 flatbed truck



**DB7303** '07 Chevrolet Impala LS



**DB7294** '07 Dodge Ram 2500HD Quad Cab pickup



**DC7442** '04 Chevrolet Silverado 3500 utility bed

Backhoe  
Sweeper Trucks  
Added Daily!

- Vehicles
- Vans
- Pickup Trucks
- Dump Trucks
- Fire Truck

10% buyers premium applies  
Aaron McKee TX Lic. #16401  
866.408.9283

[www.purplewave.com](http://www.purplewave.com)

### EQUIPMENT AUCTION

**THURSDAY, FEBRUARY 27**  
Bidding starts to close at 10 a.m. CST

**DB8008** '04 CAT 970G 17500 hour truck

**DB3224** '04 CAT 770 4700 hour truck

**DB3263** '04 CAT 1730 17000 hour

**DB3265** '04 CAT 980G 4800 hour backhoe loader

**DB3277** '04 CAT 990G Series 8 wheel loader

**DB3181** '04 Caterpillar 440 4400 hour

**DB3287** '04 Alty 540-30 5400 hour

**DC4172** '12 Pierce 300 3000 hour truck

**purple wave AUCTION**

**W! purplewave.com**

Competitive equipment intelligence is used to identify where active buyers are by make & model.

Marketing campaigns typically include: syndication (auction inventory syndicated to 180+ industry leading websites), web advertising, email, social media, direct mail, trade publications, radio, newspaper, fliers outdoor banners and more.

### RESERVE AUCTION

**BIDDING CLOSING JUNE 30**

**BID NOW!**

[purplewave.com](http://purplewave.com)

### AGGREGATE EQUIPMENT AUCTION

**330+ ITEMS SELLING THURS., DEC. 27**

**BID NOW!**

**purple wave AUCTION**

### OK Department of Wildlife Conservation Auction

Bidding closes on **THUR., JUNE 30**

**BID NOW!**

**purple wave AUCTION**

# **Attachment B**

## **Auction Management Team and Biographies**

# Your Purple Wave Auction Management Team



**Aaron McKee**  
*Founder and CEO*

aaron@purplewave.com  
785.317.1026 mobile

Aaron McKee grew up in Spearville, Kan and is the CEO and founder of Purple Wave. He founded Purple Wave in 1995 and established a full-service auction company in 2000. Aaron has been a leader in the auction industry for over fifteen years. As the CEO of Purple Wave, Aaron oversees all operations and business activities to ensure we are producing quality and consistent results.

Aaron is a member of Pipeline Inc., a network of high performers growing global businesses and building life changing technologies together. Aaron was the member President and was named a Pipeline Entrepreneur Inspiration Award Winner for 2018.

Aaron is a member of the National Auctioneers Association and Kansas Auctioneers Association. Aaron has served on the KAA board of directors and NAA technology committee. He has received the Certified Auctioneers Institute, Accredited Auctioneer of Real Estate, and e-PRO designations and was on the committee that authored the Auction Technology Specialist designation. He is on the long term planning committee for the NAA for 2019.

Aaron is a graduate of Kansas State University, Manhattan, Kan., and holds a Bachelor's Degree in Agriculture. He teaches auction courses several times each year at auction association conventions across the nation.



**Richard Bates**  
*Vice President of Sales*

richard.bates@purplewave.com  
785.844.2749 mobile

As the Purple Wave Vice President of Sales, Richard brings over 29 years of sales expertise in the construction, agriculture, fleet and governmental industries.

Richard joined Purple Wave in May of 2009. Richard actively develops plans and strategies for developing business and is responsible for the entire Purple Wave sales team. Richard is responsible for creating a culture of success and ongoing business and goal achievement. He defines the sales processes and puts in place infrastructure and systems to support the success of the sales function.

Prior to coming to work for Purple Wave, Richard was a Regional Manager for Martin Tractor, a dealer for Caterpillar, AGCO, AgChem, Trimble and other manufactures of farm and construction equipment for 19 years. Richard resides in Manhattan, Kan.



**Michael Braun**  
*Assistant Sales Manager*

michael.braun@purplewave.com  
785.565.3737 mobile

The aspect I enjoy most about my job is the interaction with customers and coworkers. I always strive to provide the best possible auction experience for my customers and appreciate the efforts of the entire Purple Wave team in satisfying our customers. I love working with the equipment and my knowledge of equipment assists me in listing assets for auction.

Prior to joining Purple Wave, I spent 10 years farming and ranching with my parents in Phillips County, Kan. My wife and I have two children and consider it a feat to keep up with the kids' activities. It is a family priority to spend time together. I enjoy working with livestock and the farm and ranch industry. I hold a bachelor's degree in animal science from Kansas State University and an associates degree in veterinary technology from Colby Community College.



**Brian Hemphill**  
*District Director*

brian.hemphill@purplewave.com  
316.258.7911 mobile

Brian Hemphill joined Purple Wave in June 2015 as an auction director. Brian is responsible for managing a team of territory managers in the upper Midwest states. He strives to maximize business relationships while creating an environment where service and sales can flourish.

He has five years of experience in regional management, as well as ten years of experience owning his own construction and landscape business. Brian has spent the last three years in industrial equipment sales.

Brian received his bachelor's degree in business administration from Bellevue University in Nebraska and an associate's degree in merchandising management from Metro Community College in Omaha, Nebraska. In his spare time Brian enjoys spending time fishing and watching his kids play sports



**Scott Wiese**  
*Territory Manager*

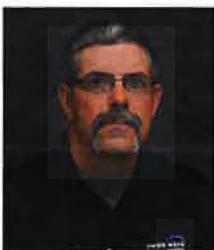
scott.wiese@purplewave.com  
402.510.5110 mobile

Taking care of the customer is my top priority. The keys to my success have been developing relationships with customers and providing service the way I would want to be served. My experiences include growing up on a farm, 6 years as a hired man, running my own livestock operation, 26 years in the equipment rental industry in South Carolina, Colorado and Nebraska. With these experiences comes a unique perspective.

During 10 years as a small business owner, I used several Internet auction services and understand the decision process to sell excess and aging equipment.

Through my previous experience with Internet auction companies, I found Purple Wave to be very professional and well-received by my customers. Purple Wave reached more people and I got a lot more calls and inquiries from potential buyers that had seen the equipment on purplewave.com. Since joining Purple Wave, I fully understand why I received good prices for the items I sold and why I was comfortable with the buying and selling process.

In my spare time, I like to ride motorcycles and play golf. I enjoy dancing, bicycling and have taken flying lessons. I do a little karate and spend time with my family which includes four grown children and four grandchildren.



**Todd Book**  
*Auction Specialist*

todd.book@purplewave.com  
712.251.4464 mobile

Todd joined Purple Wave in August 2017 as an auction specialist. Todd will provide assistance to territory managers for data capture, contracts and customer interactions.

Prior to Purple Wave, Todd worked in the live auction business. Todd looks forward to meeting new people and continuing to watch Purple Wave grow.



**Paul Eichem**  
*Sales Coordinator*

paul.eichem@purplewave.com  
785.227.9719 office

Paul Eichem joined Purple Wave in May 2017 as an auction specialist. In his role, he will assist territory managers with data capture of assets, submission of titles and contracts, while helping complete the selling process.

Prior to Purple Wave, Paul spent 24 years in the manufacturing and sales of construction equipment. Paul graduated from Manhattan Christian College with bachelors in management and ethics. He grew up on a farm in the Wamego, Kansas area and has been a volunteer firefighter since 2005.

"I am excited to tell our customers about the services Purple Wave provides. I also look forward to traveling and seeing the country."

In his spare time, Paul enjoys spending time with his family, K-State sports, hunting, fishing, kayaking and camping. He spent many years coaching his two sons and daughter in football, baseball and basketball.



**Amy Moore**  
*Account Manager*

amy.moore@purplewave.com  
785.227.9535 office

Amy Moore joined Purple Wave in June 2011 as a Sales Coordinator. In this role, she supported territory managers by providing customer relationship management assistance, key account assistance, asset marketing collaboration, client-lead administration, and by serving as an interdepartmental liaison for territory managers.

In 2013 Amy was promoted to an Account Manager where she works to develop long term relationships with key executive accounts. In addition to this, Amy writes Requests for Proposals and is a liaison for many of our large government contracts.

Prior to coming to Purple Wave, Amy was a Customer Sales Specialist for Barnes Distribution from 2005-2011. As a Sales Representative for Barnes Distribution, an industrial distributor of maintenance, repair, operating and production supplies, Amy worked with customers daily to provide quality solutions for their MRO needs.

Amy received a Bachelor's degree from Kansas State University in Animal Science & Industry and a minor in business in 1998.

# **Attachment C**

## **Purple Wave Organization Chart**

# Purple Wave Team Organization

## LEADERSHIP

Chief Executive Officer/ Founder



Aaron McKee

Chief Financial Officer



Eric Williams

Vice President of Sales



Richard Bates

Vice President of Marketing



David Brotton

Director of Customer Service



York Hekel

Director of Resource Allocation



Suzy McKee

Director of Information Technology



Jeff Bluemel

## EQUIPMENT AUCTION TEAM

### DISTRICT 1 South

Vice President of Sales



Richard Bates

District Director



John Rogers

Sales Coordinator



Rachel Houglund

Territory Managers



Phillip Butler



Roger Kisner



Keith Leis



Bob McBride



Jeremy Reid



Michael Spradlin



Casey Wolfe

## EQUIPMENT AUCTION TEAM

### DISTRICT 2 East

Vice President of Sales



Richard Bates

District Director



Jeff Wilson

Sales Coordinator



Chamlin Miller

Territory Managers



Dan Beussink



Scott Broz



Clarence Collister



Dan Doak



Roy Green



Clint Jennings



Kent Montgomery

## EQUIPMENT AUCTION TEAM

### DISTRICT 3 North

Vice President of Sales



Richard Bates

District Director



Brian Hemphill

Sales Coordinator



Paul Eichern

Territory Managers



Wade Banning



Andy Devine



Don Gilmore



John Hengel



Pat Hoffman



Ladd Wessels



Scott Wiese

## EQUIPMENT AUCTION TEAM

### DISTRICT 4 Texas

#### Vice President of Sales



Richard Bates

#### District Director



Trey Johnson

#### Sales Coordinator



Corey Cramer

#### Territory Managers



Harold Barber



Rick Belt



Jackie Black



Jeff Conway



Dusty Keene

## EQUIPMENT AUCTION TEAM

#### Vice President of Sales



Richard Bates

#### Assistant Sales Manager



Michael Braun

#### Lender Liaisons



Kevin Bergstrom



Dave Sommers

#### Industry / Evaluation Specialist



Patrick Crouch

#### Business Development Specialist



Brandon Grubbs

#### Internal Sales



CE McKee

## Operations

#### Director of Resource Allocation



Suzy McKee

#### Auction Specialist Manager



Derick Shelor

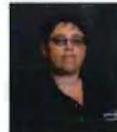
#### Auction Specialists



Todd Book



Cody Browning



Wanda Dusin



Matthew Ellert



Dustin Falk



Cass Hemme



Andrew Jackson



Skeeter Lott



Tyler Peterson



Lane Tassett



Chris Wolfe

## Operations

#### Director of Resource Allocation



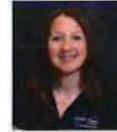
Suzy McKee

#### Project Manager



Tricia Kaupp

#### Account Manager



Amy Moore

#### Sales Coordinators



Corey Cramer



Paul Eichen



Rachel Houglund



Charmin Miller

## Web Operations

**Director of  
Resource Allocation**



Suzy McKee

**Manager**



Mike Rasmussen

**Web Ops Content Specialists**



Matthew Coomes



Matt McCluggage

**Web Ops Specialists**



Noah Rignell



Logan Wright

## Facility Operations

**Director of  
Customer Service**



York Hekel

**Facility Operations Specialist**



John Schmidt

## Customer Service

**Director of  
Customer Service**



York Hekel

**Client Services  
Manager**



Chuck Fischer

**Lead Customer  
Service Specialist**



Christina Morrow

**Customer Service Specialists**



Elaine Anderes



Becky Henry



Angie Lee



Valerie Smith

## Asset Qualification

**Director of  
Customer Service**



York Hekel

**Titles Associates**



Ashlea Baalman



Karen Barr

**Titles Department  
Manager**



Christina Hurt



Michele Barry



Dayna Novikov



Shannon Seaman

## Customer Service

**Director of  
Customer Service**



York Hekel

**Lein Specialist**



Maggie Deckert

**Credit Specialist**



Gretchen Hedrick

**Customer Development Specialists**



Kendra Cowell



Candace Thompson



Jamie Wilcox

## Marketing

**Vice President  
Of Marketing**



David Brotton

**Marketing Manager**



Amy Shaneyfelt

**Trade Association  
Coordinator**



Penny Hughs

**Creative &  
Design Manager**



Rodney L Hoover

**Graphic Designer**



Daryl Williams

**Trade Show  
Coordinator**



Kerri Green

**Marketing/  
Trade Show Assistant**



Bridget Hoover

## Finance & Human Resources

**Chief Financial  
Officer**



Eric Williams

**Sr. Accounting  
Associate**



LaShawna Harrison

**Accounting  
Associate**



Khail Newton

**Accounting  
Manager/  
Controller**



Lea Briscoe

**Accounting  
Associate**



Michael Schlegel

**Accounting  
Associate**



Jessica Schurle

**Manager of Human  
Resources**



Alisha Pollard

**Corporate  
Legal Counsel**



Holly Fenton

## Information Technology

**Director of  
Information  
Technology**



Jeff Bluemel

**Full Stack Web Developers:**



Brian Coles



Shawn Contant



Ryan McCants



Andrew McMullen



Alex Nelses



Jay Risner



Marc Ryan



Matthew Watts



Kevin Weinhold

**Software QA Testers**



Curt Compagnone



Stephanie Thede



## PURPLE WAVE'S GOALS ON OUR INITIAL VISIT TO YOUR LOCATION

- Photograph and acquire accurate descriptions of the inventory we are to sell at auction
- Discuss how Purple Wave auction works with key location staff

## PURPLEWAVE.COM

- Auction calendar on front page
- Auction terms and conditions are located on auction details page (*click on the auction title to get to the auction details page*)

## HOW TO BID

### Registering for a Customer Account

- Locate the "Register" link under login or the top navigation bar on [purplewave.com](http://purplewave.com)
- Click the link to view customer registration form and fill in all required fields with accurate information. A valid email address and credit card information are required for an account
- Your customer account number, i.e. bidding number, will be emailed to your registered email address. You will be required to retrieve it from your email

## INSPECTION AND REMOVAL

We will publish the following information on [purplewave.com](http://purplewave.com):

- Contact person for your location – asset questions will be directed to that contact
- Inspection times or store hours
- Removal guidelines
- Feel free to answer any questions regarding the asset that you feel comfortable answering
- Let someone from Purple Wave handle the questions you may receive about the auction process

## AUCTION TERMS

- A 10% buyer's premium will be assessed to all purchases
- Shill bidding is not tolerated (*Shill bidding is the act of bidding on your own assets in an auction against other bidders in order to raise the price at which your item will eventually sell. It is a violation of both Purple Wave Auction rules and federal law*)
- Purple Wave is responsible for collecting payments on all items

## POST AUCTION

- Items are not to be released to winning bidders until you have received a paid invoice from Purple Wave and are also, presented with a copy of a paid invoice from the buyer
- Purple Wave will work with the Districts and MoDOT administration to monitor item removal progress



# PICTURING AND LISTING

## Preparing your items for auction

1. MoDOT provides Purple Wave the excess property list
2. Purple Wave makes contact with Property Accountable Employees to schedule listing appointments.

## Site coordination

Identify the best contact(s) for:

- Item specific questions from potential bidders
- Item inspections for potential bidders
- Item removal for winning buyers
- Administrative decisions (marketing, inventory approval, removal of property after forfeit date and settlement) for Purple Wave.



Assign identification number to item

Collect information and take comprehensive photos of item



Display item for inspection

Item listed for auction on purplewave.com



## Optional listing enhancements

Additional information may be collected to enhance the listing including:

- Video of item in operation
- Maintenance records
- Manufacturer spec. sheets

# AUCTION LEAD-UP & AUCTION DAY



## Auction lead-up

- Inspections occur by appointment or during a set time period. If changes occur to an item, contact Purple Wave to adjust the listing.
- If additional information is identified about an item, contact Purple Wave to adjust the listing.

## Auction schedule

### Default auction schedule is:

- At 10:00 a.m. CDT the auction begins to close
- Items close one item per minute
- Five minute item extension time

## Time remaining countdown



**Caterpillar 261-6681 skid steer fork attac...** Current Next Bid Set Max  
 Hugoton, KS 46s ext \$1,450 1500  
[Bids \(24\)](#)

**Bid**

Less ▾

**Description** **Location** **Find Similar**

**Description:**  
 Caterpillar 261-6681 skid steer fork attachment  
 • 47"L

McBride Construction Inc.  
 1200 S Washington  
 Hugoton, KS 67951

**Categories**  
[Construction Equipment](#) > [Skid Steer Loaders](#) > [Skid Steer Attach.](#)

**Item extension**

If a bid is placed on an item within the extension time the available bid time is extended. Default extension time is five minutes. Items will extend until no other bids are placed within the extension time.

**Find Similar:** this feature can be used to locate like items in all upcoming auctions, the current auction or past auctions.

**All Upcoming Auctions**

- [Excavators](#)
- [Construction Equipment](#)
- [Lansing, KS](#)

**This Auction**

- [Excavators](#)
- [Construction Equipment](#)
- [Lansing, KS](#)

**Past Auctions**

- [Excavators](#)



**1999 International 4900 dump truck** Current Next Bid Set Max  
 Lees Summit, MO 03/23/16 \$10,000 10500  
 International 4900  
 dump trucks  
[Bids \(40\)](#)

**Grouped Extension:** International 4900 dump trucks  
 The following items are grouped with this item:

[BH9388](#) [I6294](#) [BH9387](#) [K6776](#) [BH9386](#) [BH9398](#) [BH9400](#)

[What is grouped extension?](#)

**Grouped Extension:** Occasionally, Purple Wave will group together similar assets in an Internet only auction and place them in a bidding extension group. Any bid within the last few minutes that causes an automatic extension of bidding on any one of the assets in that group will now automatically extend the bidding on ALL assets in that group.

# USING PURPLEWAVE.COM

## HOMEPAGE

• **Login or Register**

• **Auction Calendar Entry**

- Auction Day, Month and Date
- Auction title
- Time auction begins to close
- States where items are located
- # of items in auction
- Thumbnail images link to pictured item's category

• **Search or Browse Items**

• **Link to Auction's Landing Page**

## AUCTION DETAILS PAGE

• **Auction Details**

- Terms & Conditions
- Bidding Information
- After You Win an Item
- Locations

**purple wave Auctions Buy Sell About**

Home Kansas Department of Transportation Auction  
Auction Date Thu Mar 24th 2016 11:00 AM CDT

View compressed normal full | Sort by Current Bid (9) | 50 / page

Item #	Image	Description	Current Bid	Next Bid	Set Max	Buttons
1002		1002 International 4900 dump truck Salina KS 03/24/16	999,000 Bids: 8	Next Bid	Set Max	Full
1003		1003 Caterpillar 630 motor grader Cherokee KS 03/24/16	36,000 Bids: 20	Next Bid	Set Max	Full
2001		2001 Trail-Cor FXR X221C tilt deck loader Salina KS 03/24/16	56,000 Bids: 11	Next Bid	Set Max	Full
1004		1004 Caterpillar 630 motor grader Cherokee KS 03/24/16	36,000 Bids: 20	Next Bid	Set Max	Full
1005		1005 International 4900 dump truck Cherokee KS 03/24/16	54,000 Bids: 20	Next Bid	Set Max	Full
2006		2006 Trail-Cor FXR X221C tilt deck loader Garden City KS 03/24/16	54,100 Bids: 9	Next Bid	Set Max	Full
2007		2007 Ford F150 Super Cab pickup truck Salina KS 03/24/16	88,000 Bids: 10	Next Bid	Set Max	Full
2008		2008 Ford F250 Super Duty pickup truck Norton KS 03/24/16	53,700 Bids: 18	Next Bid	Set Max	Full
2009		2009 Trail-Cor FXR X221C tilt deck loader Cherokee KS 03/24/16	53,000 Bids: 12	Next Bid	Set Max	Full
2005		2005 Ford F150 Super Cab pickup truck Norton KS 03/24/16	53,300 Bids: 12	Next Bid	Set Max	Full
2006		2006 Power Systems C220MS200 generator Salina KS 03/24/16	33,800 Bids: 13	Next Bid	Set Max	Full
1001		1001 International 4900 dump truck Salina KS 03/24/16	32,700 Bids: 10	Next Bid	Set Max	Full
2005		2005 Schultz A11150 rotary mower Tepika KS 03/24/16	35,000 Bids: 12	Next Bid	Set Max	Full
2000		2000 Ford F15100 tractor Garden City KS 03/24/16	37,000 Bids: 11	Next Bid	Set Max	Full
2001		2001 Etna Safe Shop TMS1500 crane lift Cherokee KS 03/24/16	52,200 Bids: 3	Next Bid	Set Max	Full
2001		2001 Gomphocharis 240K boom lifter Cherokee KS 03/24/16	52,150 Bids: 11	Next Bid	Set Max	Full
2002		2002 Etna Safe Shop TMS1500 crane lift Cherokee KS 03/24/16	62,100 Bids: 3	Next Bid	Set Max	Full
2001		2001 Etna Safe Shop TMS1500 crane lift Cherokee KS 03/24/16	62,100 Bids: 3	Next Bid	Set Max	Full

# AUCTION LISTING

- View compressed, normal or full listing
- Link to item details page
- Place bid and set max bid
- Toggle to show or hide additional item details
- Number of bids placed on item
- Filter auction items

**purple wave Auctions Buy Sell About**

Home Kansas Department of Transportation Auction

Expand item details

1002 International 4900 dump truck

Current Bid: 999,000 | Bids: 8

Buttons: Bid, Set Max, Full

Item Description: 1002 International 4900 dump truck, Salina KS 03/24/16

Item Photos:

Item Details:
 

- Year: 2002
- Make: International
- Model: 4900
- Color: Red
- Location: Salina, KS
- Condition: Good
- Features: Dump body, 4x4, air, power windows, etc.

Questions, Inspection and removal

Location and Contact info

Location: Salina, KS 67401

Contact: [Name], [Phone], [Email]

Item History

Date/Time	Bidder	Winning Bid
12:00:00 PM	13641	999,000
11:59:59 PM	11452	999,000
11:59:58 PM	11470	60,700
11:59:57 PM	13741	60,700
11:59:56 PM	11470	60,700
11:59:55 PM	11470	60,700
11:59:54 AM	13641	60,700
11:59:53 AM	13641	60,700
11:59:52 AM	13641	60,700
11:59:51 AM	13641	60,700
11:59:50 AM	13641	60,700
11:59:49 AM	13641	60,700
11:59:48 AM	13641	60,700
11:59:47 AM	13641	60,700
11:59:46 AM	13641	60,700
11:59:45 AM	13641	60,700
11:59:44 AM	13641	60,700
11:59:43 AM	13641	60,700
11:59:42 AM	13641	60,700
11:59:41 AM	13641	60,700
11:59:40 AM	13641	60,700
11:59:39 AM	13641	60,700
11:59:38 AM	13641	60,700
11:59:37 AM	13641	60,700
11:59:36 AM	13641	60,700
11:59:35 AM	13641	60,700
11:59:34 AM	13641	60,700
11:59:33 AM	13641	60,700
11:59:32 AM	13641	60,700
11:59:31 AM	13641	60,700
11:59:30 AM	13641	60,700
11:59:29 AM	13641	60,700
11:59:28 AM	13641	60,700
11:59:27 AM	13641	60,700
11:59:26 AM	13641	60,700
11:59:25 AM	13641	60,700
11:59:24 AM	13641	60,700
11:59:23 AM	13641	60,700
11:59:22 AM	13641	60,700
11:59:21 AM	13641	60,700
11:59:20 AM	13641	60,700
11:59:19 AM	13641	60,700
11:59:18 AM	13641	60,700
11:59:17 AM	13641	60,700
11:59:16 AM	13641	60,700
11:59:15 AM	13641	60,700
11:59:14 AM	13641	60,700
11:59:13 AM	13641	60,700
11:59:12 AM	13641	60,700
11:59:11 AM	13641	60,700
11:59:10 AM	13641	60,700
11:59:09 AM	13641	60,700
11:59:08 AM	13641	60,700
11:59:07 AM	13641	60,700
11:59:06 AM	13641	60,700
11:59:05 AM	13641	60,700
11:59:04 AM	13641	60,700
11:59:03 AM	13641	60,700
11:59:02 AM	13641	60,700
11:59:01 AM	13641	60,700
11:59:00 AM	13641	60,700

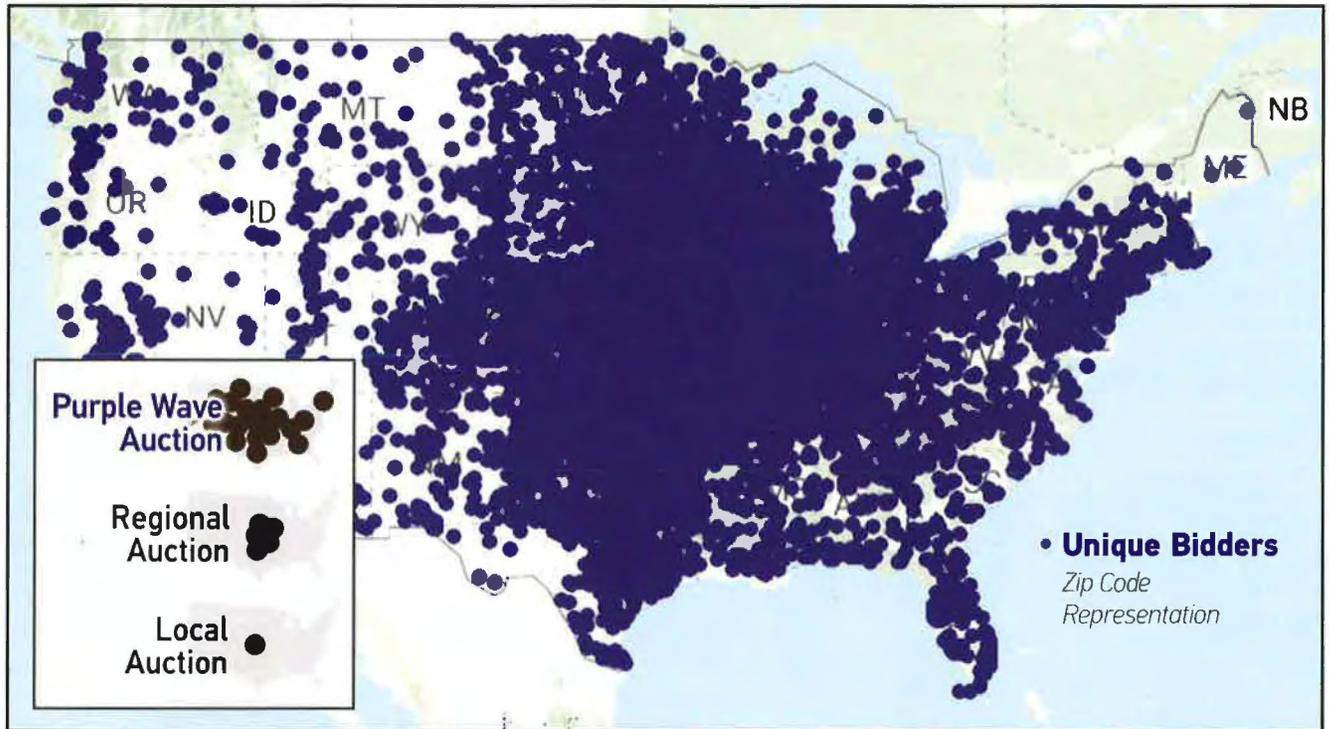
# ITEM DETAIL

- Expand/collapse all photos
- Expand/collapse single photo inline
- Bid pod
- Item video when available
- Complete item details
- Location and contact information
- Bid history

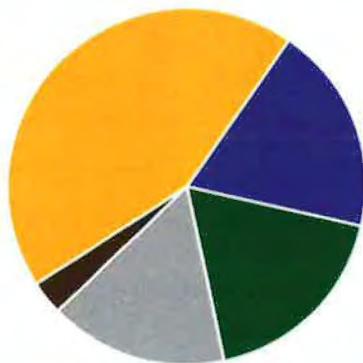
# **Attachment E**

## **Purple Wave Bidder & Industry Overview**

# Q3 Bidder and Industry Overview '19



## INDUSTRY OVERVIEW



- Construction: 44%
- Government: 19%
- Agriculture: 18%
- Fleet: 16%
- Other: 3%



## WHY SELL WITH PURPLE WAVE?



### FREQUENCY

- multiple auctions each week
- auction dates fit your schedule
- 3 week bidding time maximizes exposure



### SERVICE

- our team comes to you
- we handle listings & photos
- we handle payments and transfer of ownership



### AUDIENCE

- large buying community
- we qualify bidders



### EQUIPMENT

- sell as is, where is
- no transportation costs
- no prep costs

# **Attachment F**

**Options  
Available Through  
"My Account"**

# ACCOUNT PORTAL SOLD ITEM REPORTING

## My Auction Results



Auctions Buy Sell Results About



My Account Logout Contact

Search Items

Search

All Items

Account [Log out](#)

- [My Bids](#)
- [My Watch List](#)
- [My Won Items](#)
- [My Sold Items](#)**
- [My Profile](#)
- [My Communications](#)
- [Recommendations](#)

### My Sold Items

My Auction Results	Settlement Summary	Buyers Invoices
--------------------	--------------------	-----------------

### My Auction Results

#### Auction

#### Items

Sort by Value 100 / page

	Item # DA1142 Aberdeen, SD	Winning Bid: \$67,000	Buyer: #5693 1000 S. Main South Hutchinson, KS
	Item # DA1140 Aberdeen, SD	Winning Bid: \$65,000	Buyer: #94295 1000 S. Main Waco, TX
	Item # DB9423 Pierre, SD	Winning Bid: \$27,500	Buyer: #168451 1000 S. Main Moberg, SD
	Item # DA1118 Pierre, SD	Winning Bid: \$27,000	Buyer: #128157 1000 S. Main El Paso, TX
	Item # DA1124 Pierre, SD	Winning Bid: \$25,500	Buyer: #109893 1000 S. Main Mora, MN

# My Auction Results



Auctions Buy Sell Results About

10

My Account Logout Contact

Search Items

Search

All Items

Account Log out

- My Bids
- My Watch List
- My Won Items
- My Sold Items**
- My Profile
- My Communications
- Recommendations

## My Sold Items

My Auction Results	Settlement Summary	Buyers Invoices
--------------------	--------------------	-----------------

### Settlement Summary

#### Auction

#### Settlements

Seller #	Name	Winning Bids	Commission & Fees	Total	Payments	Balance
1001	...	...	...	...	...	...

# Buyers Invoices



Auctions Buy Sell Results About

13

My Account Logout Contact

Search Items

Search

All Items

Account Log out

- My Bids
- My Watch List
- My Won Items
- My Sold Items**
- My Profile
- My Communications
- Recommendations

## My Sold Items

My Auction Results	Settlement Summary	Buyers Invoices
--------------------	--------------------	-----------------

### Buyers Invoices

#### Auction

#### Invoices

Cust #	Name	Bid Total	Buyer's Premium	Taxes & Fees	Total	Payments	Balance Due
1001	...	\$4,900.00	\$490.00	\$0.00	\$5,390.00	\$5,390.00	\$0.00
1002	...	\$67,000.00	\$6,700.00	\$0.00	\$73,700.00	\$73,700.00	\$0.00
1003	...	\$15,450.00	\$0.00	\$0.00	\$15,450.00	\$0.00	\$0.00
1004	...	\$2,800.00	\$280.00	\$0.00	\$3,080.00	\$3,080.00	\$0.00
1005	...	\$9,700.00	\$970.00	\$0.00	\$10,670.00	\$10,670.00	\$0.00
1006	...	\$15,500.00	\$1,550.00	\$0.00	\$17,050.00	\$17,050.00	\$0.00
1007	...	\$4,200.00	\$420.00	\$0.00	\$4,620.00	\$4,620.00	\$0.00
1008	...	\$13,500.00	\$1,350.00	\$965.25	\$15,815.25	\$15,815.25	\$0.00
1009	...	\$15,500.00	\$1,550.00	\$0.00	\$17,050.00	\$17,050.00	\$0.00
1010	...	\$5,150.00	\$515.00	\$0.00	\$5,665.00	\$5,665.00	\$0.00
1011	...	\$65,000.00	\$6,500.00	\$0.00	\$71,500.00	\$71,500.00	\$0.00
1012	...	\$375.00	\$37.50	\$26.81	\$439.31	\$439.31	\$0.00
1013	...	\$2,700.00	\$270.00	\$0.00	\$2,970.00	\$2,970.00	\$0.00

# **Attachment G**

## **Examples of Recent Auction Events**

# GOVERNMENT EQUIPMENT AUCTION

**250+ ITEMS SELL  
NO RESERVE!**  
Straight. Simple. Sold.  
866.608.9283

**purple  
wave**  
AUCTION



**DH6139** '04 Sterling  
Condor paint striping truck

## TUESDAY, NOVEMBER 5

Bidding starts to close at 10 a.m. CDT



**DH1621** '08 GMC C7500  
dump truck



**DH1617** '03 Chevy Silverado  
2500HD pickup



**DH2157** '03 John Deere  
544H wheel loader



**EK9086** '02 Ford Econoline  
E450 ambulance



**DH2155** '02 Int'l 4900  
truck cab and chassis



**DH2158** '02 Int'l 2574  
dump truck



**DD4509** '00 Blue Bird  
TC2000 school bus



**DH2145** '07 John Deere  
5303 tractor



**DH2150** '08 John Deere  
5325 tractor



**FU9623** '16 Ford Explorer  
Police Interceptor SUV



**G19355** '08 Nifty SD64  
boom lift

**INVENTORY INCLUDES: PASSENGER VEHICLES:** (4) '13 Ford Taurus Police Interceptor SUV: '11 Ford Escape XLT VANS: (4) '04-'15 Chevy Express 3500 MOTOR GRADER: Volvo G946 SKID STEER: '94 Case 1845C TRACTORS: (2) '06 John Deere 5525 PICKUP TRUCK CAB/CHASSIS: '13 Chevy Silverado 3500HD SCHOOL BUS: '96 Blue Bird TC2000 and more.



**FU9601** '15 Dodge  
Charger Police

# BID NOW! purplewave.com

All items are sold "AS IS," | 10% buyers premium applies. | Aaron McKee TX License #16401

## AUCTION PARTICIPATION SUMMARY

Sellers: 44  
Items: 307  
Total hammer: \$850,907.50  
Total bids: 5,709  
Unique bidders: 1,263

Total winners: 224  
First-time customers\*: 203  
Avg. bids per item: 19

*\*First-time customer: A first-time customer is a customer who placed his or her first bid in this auction.*

Avg. bidders per item: 9  
Avg. bids per bidder: 5  
Zip codes: 887  
Farthest US bidder: 1,792 mi.  
Avg. bid distance: 262 mi.

# GOVERNMENT AUCTION

**120+ ITEMS SELL  
NO RESERVE!**

**Straight. Simple. Sold.®**  
866.608.9283

**purple  
wave**  
AUCTION

## TUESDAY, SEPTEMBER 24

Bidding starts to close at 10 a.m. CDT



**DH6100** '06 Freightliner  
Business Class M2 bucket truck



**EK9045** CG Power Systems  
gen. step up transformer



**EK9046** Prolec  
transformer



**DG4906** '13 Ford F250 Super  
Duty XL SuperCab pickup truck



**DD6043** Zetor 9540  
MFWD tractor



**DE8498** '14 Dodge Charger  
Police



**GH9594** '10 Ford Econoline E450  
Super Duty Eldorado shuttle bus



**DG8022** '09 Int'l 7400  
dump truck



**DH5258** '90 John Deere  
670B motor grader



**DH5249** '08 Dodge Ram  
3500 utility bed pickup

**INVENTORY INCLUDES:** SUVs: (12) Chevy Tahoe Police  
**PASSENGER VEHICLE:** '11 Chevy Malibu **PICKUP TRUCKS:**  
'09 Dodge Ram 2500 Quad Cab, '07 Chevy Silverado 1500  
Ext. Cab **DUMP TRUCKS:** (3) '98 Int'l 2554, '03 Int'l 4400  
**SHUTTLE BUS:** '09 Ford E350 Super Duty **BOX TRUCK:** '01  
Chevy Express 3500 **OIL DISTRIBUTION TRUCK:** '94 Chevy  
Kodiak C6500 and more. *All items are sold "AS IS." 10%  
buyers premium applies. Aaron McKee TX License #16401.*

## BID NOW!

# purplewave.com

### AUCTION PARTICIPATION SUMMARY

Sellers: 66  
Items: 521  
Total hammer: \$1,731,732.50  
Total bids: 10,333  
Unique bidders: 1,884

Total winners: 360  
First-time customers\*: 352  
Avg. bids per item: 20

\*First-time customer: A first-time customer is a customer who placed his or her first bid in this auction.

Avg. bidders per item: 9  
Avg. bids per bidder: 5  
Zip codes: 1,250  
Farthest US bidder: 1,685 mi.  
Avg. bid distance: 240 mi.

10.29.2019

# KANSAS DEPARTMENT OF TRANSPORTATION AUCTION

290+ ITEMS SELL NO RESERVE!  
**TUESDAY, OCTOBER 29**  
Bidding starts to close at 10 a.m. CDT



**2 SELLING**  
FC9986 '03 Sterling Condor paint stripping truck



DE1080 '06 John Deere 444 wheel loader



CG0197 '01 Champion 710A motor grader



DJ2518 '07 Freightliner M2106 sign truck



DE1084 '99 John Deere 310E backhoe



FC9946 '03 John Deere 310G backhoe



DE1082 '01 New Holland T5100 tractor



DB4976 '08 Ford F250 Super Duty utility bed pickup truck



GE9786 '05 Exmark LCT-4818BV ZTR lawn mower



DJ2517 '09 Ver Mac PCMS1210 mosaic board

Items selling in Topeka, Hutchinson, Norton, Salina, Garden City, and Chanute  
INVENTORY INCLUDES: wheel loaders, backhoes, motor graders, equipment trailers, stripping trucks, sign truck, rotary mowers, passenger vehicles, pickup trucks, tractors, SUVs, message boards, generators, compressors, pressure washers, shop tools, IT equipment, radio equipment and more.  
All items are sold "AS IS" | 10% buyers premium applies | Aaron McKee TX License #16401 | 866.608.9283

**BID NOW! purplewave.com**  
Straight. Simple. Sold.

## AUCTION PARTICIPATION SUMMARY

Items: 292  
Total hammer: \$727,150.00  
Total bids: 4,771  
Unique bidders: 824  
Total winners: 164  
First-time customers\*: 70  
Avg. bids per item: 16  
Avg. bidders per item: 8  
Avg. bids per bidder: 6  
Zip codes: 595  
Farthest US bidder: 1,527 mi.  
Avg. bid distance: 240 mi.

*\*First-time customer: A first-time customer is a customer who placed his or her first bid in this auction.*

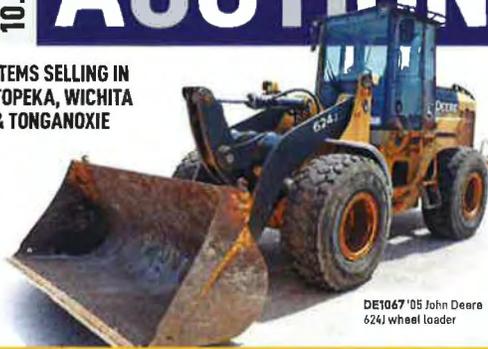
10.15.2019

# KANSAS TURNPIKE AUTHORITY AUCTION

165+ ITEMS SELL NO RESERVE!  
**TUESDAY, OCTOBER 15**  
Bidding starts to close at 10 a.m. CDT



ITEMS SELLING IN TOPEKA, WICHITA & TONGANOXIE



DE1067 '05 John Deere 624 wheel loader

4 JOHN DEERE TRACTORS • 9 FORD EXPLORER POLICE SUV • 11 DUMP TRUCKS • 15 PICKUP TRUCKS



DE1043 '10 Int'l WorkStar 7500 dump truck



DE1039 Astec RT960 rock saw



DE1040 '07 Ditch Witch RT95 trencher



DE1064 '03 Case 85XT skid steer



DE1057 '04 John Deere 7220 MFWD tractor



DE1059 '15 Ford Explorer Police SUV



DE1042 '12 Chevy Silverado 1500 Crew Cab pickup truck



DE1048 '13 Ford F150 pickup truck



DE1063 '98 Bobcat 863 skid steer

INVENTORY INCLUDES: PICKUP TRUCKS: (7) '07-'14 Ford F150, '15 Ford F250 Super Duty, (3) '04-'06 Ford F350 Super Duty flat dump bed SUVs; (8) '13-'16 Ford Explorer Police Interceptor SUV SKID STEERS: '03 Case 85XT, '96 Case 1845C BATWING ROTARY MOWERS; (3) Rhino FM15 TRACTORS: (2) John Deere 6310 MFWD WHEEL LOADER; '07 CAT 930G and more.  
All items are sold "AS IS" | 10% buyers premium applies | Aaron McKee TX License #16401 | 866.608.9283

**BID NOW! purplewave.com**  
Straight. Simple. Sold.

## AUCTION PARTICIPATION SUMMARY

Items: 177  
Total hammer: \$1,018,262.50  
Total bids: 4,010  
Unique bidders: 728  
Total winners: 121  
First-time customers\*: 61  
Avg. bids per item: 23  
Avg. bidders per item: 10  
Avg. bids per bidder: 6  
Zip codes: 553  
Farthest US bidder: 1,403 mi.  
Avg. bid distance: 259 mi.

*\*First-time customer: A first-time customer is a customer who placed his or her first bid in this auction.*

