

## FAQ's: How To Sell

### **What Type Of Things Can I Sell In The Auction?**

This auction allows the following types of units:

- Light Duty Work Trucks
- Medium Duty Work Trucks
- Heavy Duty Work Trucks
- Heavy Equipment (Yellow Metal)
- Misc. Equipment

### **Is There A Cost To Offer A Unit In The Auction?**

Yes. If you do not sell your unit then you will be charged a \$25 No-Sale Fee in order to help off set the labor used to offer your unit for sale. If you sell your unit then you will be charged a Sale Fee which is based on the selling price.

### **When Do I Have To Bring My Equipment To Sell?**

We prefer that you bring any equipment for sale two weeks prior to the sale. This will allow us time to attract buyers for your equipment. Equipment will not be accepted any later then the Wednesday before the sale.

### **Do I Need A Title To Sell My Equipment?**

You must show proof of ownership in order to register a unit for auction. If the item you are selling does not require a title by the state then you will be asked to show a bill of sale stating you are the lawful owner of the unit. Also, you will be asked to show that you have settled any liens or loans posted against the unit.

### **Do I Have To Sell To The Highest Bidder?**

No, if the reserve price is not met you will not have to sell your unit.

Before the start of the auction you will be asked to give us a reserve price (the lowest price you are willing to sell the piece for). You do not have to sell the unit if the highest bidder is making an offer below your reserve price. However, you have the option to accept a bid lower than your reserve price at the time of sale. If the highest bidder has reached or passed the reserve price the unit will be sold.

### **If I Sell A Unit, When And How Will I Be Paid?**

You will be paid on the day of sale by check. The check will be issued to you once we have verified the title (if one is required) or verified the bill of sale and received a signed bill of sale for the auction.

**If you are interested in offering a unit for sale during one of our auctions please contact Scott Zahn or Emily Decker.**

Scott Zahn - phone: 863-398-1137 email: [Scott.Zahn@manheim.com](mailto:Scott.Zahn@manheim.com)

Emily Decker - phone: 863-607-5427 email: [Emily.Decker@manheim.com](mailto:Emily.Decker@manheim.com)

## Misc. Customer FAQ's

### Lane Descriptions

Lane 57 - Misc / Light Duty Trucks

Lane 58 - Medium Duty Trucks

Lane 59 - Heavy Trucks

Lane 60 - Heavy Equipment (Yellow Metal)

**No Children Under The Age Of 18 Allowed.**

**Shirt And Shoes Required.**

**No Alcoholic Beverages On Property.**

### Auction Verbiage And Definitions

Auction - A sale held at which the item is sold to the highest bidder pending the bid offer meets or exceeds the reserve price set by the seller.

Proxibid - A company used to facilitate online bidding from the retail marketplace.

Simulcast - Video presentation of a live sale that allows bidders to participate in a sale process from their home or office.

Bidder Badge - Customers wear this sticker in order to participate in the bidding process

Market Report - Post Sale results with the sale price that is printed for customers

"Yellow Metal" - Most yellow colored equipment which is used for construction

Handout - Listing of all pieces offered in the sale

Registration - All customers must register in the main office to participate in the auction

Drive Outs - Pass to remove equipment from auction property

Fee Schedule - Amount or percentage charged for bids on units offered

Ringman - Person that keeps track of bids offered and relays it to the auctioneer

Bid - Amount offered for the purchase of a unit

Auction Block (Trailer) - The mobile unit from which the auctioneer, clerks, and seller are stationed

IF - An amount offered for a unit that is lower than the reserve price. The seller must be contacted and approve the bid before the unit/piece can be sold.