

COMMISSION AND EXPENSES**A. Commission (Selling Fees)**

- | | |
|---|-----------|
| 1. Motor Vehicles and Off Road Vehicles | 3.5% |
| 2. Miscellaneous Property (non-motor) | 20% |
| 3. Non Running Vehicles | 3.5% |
| 4. State of California Vehicle Safety Inspection
(As a licensed automobile dealer, First Capitol Auction Inc
is required to perform all safety inspections) | No Charge |
| 5. Smog Service | No Charge |

B. Transportation Charges and Other Services

- | | |
|--|-------------|
| 1. Standard Towing: Non-Op Units | See low bed |
| 2. Standard Towing per Car Carrier (based on 6-8 vehicles) | No Charge |
| 3. Low Bed Trailer Service (off road equipment and all
Vehicles that cannot fit on car carriers) | \$50.00/Hr |
| 4. Surplus Personal Property (miscellaneous) | \$75.00/Hr |
| 5. Standard Auto Wash (exterior wash as needed) | No Charge |
| 6. Major Auto Detail (inside and outside) | \$25.00/Veh |
| 7. Minor De-Identification of County and City Units
(includes minor painting to comply w/ Code Section 27604) | No Charge |
| 8. Complete Painting (doors and roof) allow additional prep time | \$150/Veh |
| 9. Exempt Plates: Processing "E" Plates | No Charge |
| 10. Storage Fees | No Charge |
| 11. Air Resource Board Non-Compliant Administrative Fee
(includes disclosures of all non-compliant vehicles/equipment,
signed disclosure contracts and record keeping up to 3 years) | No Charge |

1. First Capitol Auction Inc charges a 12.5% Buyer's Premium
2. First Capitol Auction Inc charges all sales tax and DMV registration fees as required by the State of California
3. First Capitol Auction Inc charges DMV processing fee (\$65.00 per title transfer) and smog fee (\$58.25 per smog unit) as regulated by the State of California
4. Free Color Sales Brochure
5. Free Permanent Bidder Program (promotes ease of registering, bidding and payment)
6. Free Auction Sale Catalog (this is an important selling aid for the buyer)
7. Provides three (3) ways for the general public to bid at First Capitol Auction Inc.; live, absentee or online bidding



First
Capitol
Auction Inc.

Commercial Liquidators & Appraisers

ATTACHMENT B

Request for Proposal

RFP #12-06

Offsite Vehicle/Equipment Auction Services

Purchasing Agent
County of San Joaquin
44 N San Joaquin Street, Suite 540
Stockton, Ca 95205-2931

First Capitol Auction Inc
Brian McKissack, CFO
50 Solano Avenue
Vallejo, Ca 94590
Ofc: 707-552-0739
Fax: 707-552-8613
auctioncap@aol.com

COPY

First Capitol Auction Inc will comply with the procedures identified in the RFP.

Signature, Brian McKissack, CFO

7/23/12

Date

50 Solano Avenue | Vallejo CA 94590 | (707) 552-0739 | Fax: (707) 552-8613

Email: auctioncap@aol.com

www.1stcapitolauction.com

STATEMENT OF QUALIFICATIONS

ATTACHMENT B

For the past 26 years First Capitol Auction Inc has become the largest public auction company in the Bay Area specializing in government surplus and construction equipment sales. First Capitol Auction Inc is a full service company providing auction services with the highest level of professionalism and integrity. Since our establishment in 1985, we have developed a working knowledge of both market conditions and buyers. Our goal has been to maintain the public's trust in the auction process by holding no minimum, no reserve public auctions while maximizing our client's returns. The marketing we provide our clients is second to none; it is both innovative and cutting edge. We optimize the industry standards like print, brochures and trade journals just like our competition. But where the industry stops is where we really shine for the benefit of all our clients. We are on the cutting edge of using web 2.0 tools to harness the vast buying network that the internet provides. We use a combination of resources such as eBay, Craigslist, Face book, Twitter, LinkedIn and our latest use of videos. We use video strategies that only the leading marketing experts in the country use. What this all means for you and the sale of your items is more traffic, more conversions and at higher prices. We attribute a great deal of our success to these factors and to our professional standing with Bay Area government agencies, contractors, and rental companies.

First Capitol Auction Inc conducts auctions year round selling on behalf of large corporations such as PG&E, Hertz and United Equipment Rental, as well as over 40 Bay Area government and law enforcement agencies. The majority of our auctions are conducted at our ten (10) acre Vallejo facility. This facility is strategically located between the major metropolitan areas of Northern California, serving the Bay Area and Sacramento. First Capitol Auction Inc is a supporter of our environment and practices green policies such as recycling and utilizing energy efficient appliances. Our brochures are printed on recycled paper using soy based inks.

Since our beginning First Capitol Auction Inc has been a leader in new and innovative thinking for the auction process. First Capitol Auction Inc was one of the first municipal auction companies to offer both on-line and on-site bidding capabilities. As the times changed, so have we. In the year 2000 the State of California required all auction companies, which sell vehicles on their site, to become licensed auto dealers. We have done so at no cost to our consignors. This includes all safety checks and smog procedures. The latest State requirements that affect all California cities, counties and municipalities are the CARB regulations. First Capitol Auction Inc complies with all the required regulations including the recording of all non-compliant sales with disclosure contracts and keeping these sale contracts for three (3) years.

First Capitol Auction Inc utilizes a state of the art computer system with our own proprietary software that combines the latest in auction and dealer technology, providing our consignors accurate timely auction results and inventory control. First Capitol Auction Inc designs, prints and mails over 15,000 color brochures by direct mail and email to established buyers. First Capitol Auction Inc distributes auction day catalogs and offers permanent bidder cards to qualified buyers. All of these are selling aids that we offer to the public free of charge. These marketing innovations and our professional courteous staff make the auction experience a positive one to encourage repeat buyer participation.

First Capitol Auction has been in business since 1985 and incorporated February, 2000. First Capitol Auction Inc has a professional staff of ten (10) permanent employees and up to twenty five (25) temporary employees. First Capitol Auction Inc's facility is located at 50 Solano Avenue, Vallejo, CA. Key features include; open year round to receive vehicles and equipment, direct freeway access and up to ten (10) acres of open space for public parking, storage, display, loading and unloading. This is the largest public auction facility in the Bay Area. First Capitol Auction Inc maintains a twenty four (24) hour perimeter alarm and contracts with a licensed and bonded minority security company for on site security services. For the past six (6) auctions First Capitol Auction Inc averaged between 500 and 1,000 registered bidders, both online and on site. Auctions are scheduled not to conflict with major holidays. First Capitol Auction Inc offers a total turn key operation. From the moment we receive a request to dispose to the final settlement process, First Capitol Auction Inc will professionally complete all of the proposal requirements.

First Capitol Auction Inc is a California corporation with Eric Smith and Brian McKissack as co-owners. First Capitol Auction Inc is a licensed and bonded auto dealer which offers our consignor all the protection and services of an auto dealer. On staff are professional DMV VIN verifiers and notary public for quick and easy DMV processing.

In the last 10 years, First Capitol Auction Inc has sold over 150 million dollars of surplus equipment and vehicles on behalf of government agencies, law enforcement, rental yards, banks and private institutions clearly demonstrating established financial stability.

Our Dun and Bradstreet number is 362599029.

TEN POINT ASSET RECOVERY PROGRAM (A.R.P.) ATTACHMENT B

1. First Capitol Auction, Inc. conducts public auctions of surplus construction equipment, vehicles, office furniture, asset seizures and miscellaneous surplus property in accordance with Section 535 of the Penal Code and the provisions of the California Auctioneer and Auction Company Licensing Act.
2. First Capitol Auction, Inc. is a State of California Corporation, licensed auto dealer and bonded with the State of California. Auction services are provided on/off site to accommodate selling agency requirements.
3. First Capitol Auction, Inc. currently maintains a comprehensive general liability insurance policy of \$2,000,000. First Capitol Auction, Inc. and consignors shall indemnify and hold harmless selling agency, boards, commissions, officers and employees in performance of auction services.
4. First Capitol Auction, Inc. offers vehicle and equipment transportation and storage to our auction facility. The facility is bonded and electronically monitored 24 hours per day. Indoor storage is available. Upon notification, transportation will be within five (5) days.
5. First Capitol Auction, Inc. will design, print and distribute over 15,000 auction brochures and will advertise in newspapers and periodical trade journals, as well as publicize items selling at auction on our worldwide website www.1stcapitolauction.com, E-bay, Facebook, Craigslist, LinkedIn and Twitter with over 300,000 notifications.
6. First Capitol Auction, Inc. will coordinate sales site including alignment of equipment and/or items to be sold providing repairs (flat tires, batteries, painting) as authorized by agency. Upon completion of the sale, First Capitol Auction will oversee the orderly disbursement of vehicles and/or equipment.
7. First Capitol Auction, Inc. will perform all State of California vehicle safety inspections and provide customers with smog certificate(s) at no cost to selling agency. As a licensed auto dealer First Capitol Auction Inc. will process all Department of Motor Vehicle sales reports and file them with the State of California.
8. First Capitol Auction Inc provides the general public three (3) ways to purchase at auction; live onsite, absentee bid and simulcast on the internet. Bidders are provided with free sales catalogs and may apply for a permanent bidder number to help facilitate quicker and easier access through the auction process.
9. First Capitol Auction Inc., when notified by the Agency, shall comply with the CARB fleet rule for public agencies and utilities (title 13).
10. First Capitol Auction, Inc. will itemize, audit and present a complete accounting and settlement statement within fourteen (14) calendar days in accordance to selling agencies fiscal reporting requirements. Due to increase time expenditures from on-line sales and signatures required for CARB disclosure contracts, settlement statements may take up to fifteen (15) banking days to complete.

Procedure Check List

ATTACHMENT B

1. When getting ready to surplus vehicles and equipment, please prepare a list of items that are to be sold. That list should include the year, make, model number and identifying equipment number or VIN number of the property as well as the name of the agency, contact name and phone number. You can fax the list to 707-552-8613 or email it to auctioncap@aol.com.
2. Upon receiving your list, we will submit it to the transport companies who can quickly determine the best way to transport such as; low bed, single or multiple auto transport (6 - 8 vehicles). Multiple vehicle transport is more cost effective. Single and double transport is subject to a higher rate. Our transport company will contact your representative to schedule pickup. Pickup is typically between 3-5 days.
3. Since First Capitol Auction Inc sells onsite and online, we need all items at least 10 days prior to the sale. This allows us to complete all pre-sale requirements; smog, safety check, picture and catalog items online.
4. First Capitol Auction Inc is a licensed auto dealer providing our consignors with all the services and protection provided within such as safety and smog checks. In addition, First Capitol Auction Inc has a licensed Vin verifier and notary public on staff to expedite DMV processing. Because we are a licensed auto dealer, we are mandated by the State of California to have all titles and documents prior to sale.
5. First Capitol Auction Inc is in compliance with all State of California environmental requirements as well as in compliance with all current California Air Resource Board (CARB) requirements. For all CARB sales, the City as the legal owner, must complete all "VIN Stop Request" forms and submit them to CARB. The two (2) pages "Out of State Sales Verification" forms should be submitted to us upon delivery of vehicles with "Selling Party's Information, Vehicle Information and Engine Information" completed. We in turn complete the "Purchaser Information" at the time of the sale notifying the buyer the item(s) cannot be registered or operated in the State of California without being retrofitted to meet CARB requirements. First Capitol Auction Inc will submit the form back to the Seller with payment.

Contact Information

The primary contact will be Janet Barringer, Administrative Coordinator; her contact information is listed below.

Additional contacts will be Eric Smith and Brian McKissack. Their contact information is listed below as well.

Janet Barringer, Administrative Coordinator

Office: 707-552-0739

Fax: 707-552-8613

E-Mail: auctioncap@aol.com

janet@1stcapitolauction.com

Eric Smith, President

Office: 707-552-0739

Mobile: 707-694-9385

E-Mail: auctioncap@aol.com

eric@1stcapitolauction.com

Brian McKissack, CFO, Secretary

Office: 707-552-0739

Mobile: 707-694-4448

E-Mail: auctioncap@aol.com

brian@1stcapitolauction.com

Sub-Contractor Information

River Valley Insurance

707-448-6273

Ramirez Tow

707-422-0974

Bob's Mobile Repair

707-644-3014

Mathews and Sons

707-552-2115

VIP Protective Services

707-246-1517

Maaco Paint

707-451-6140

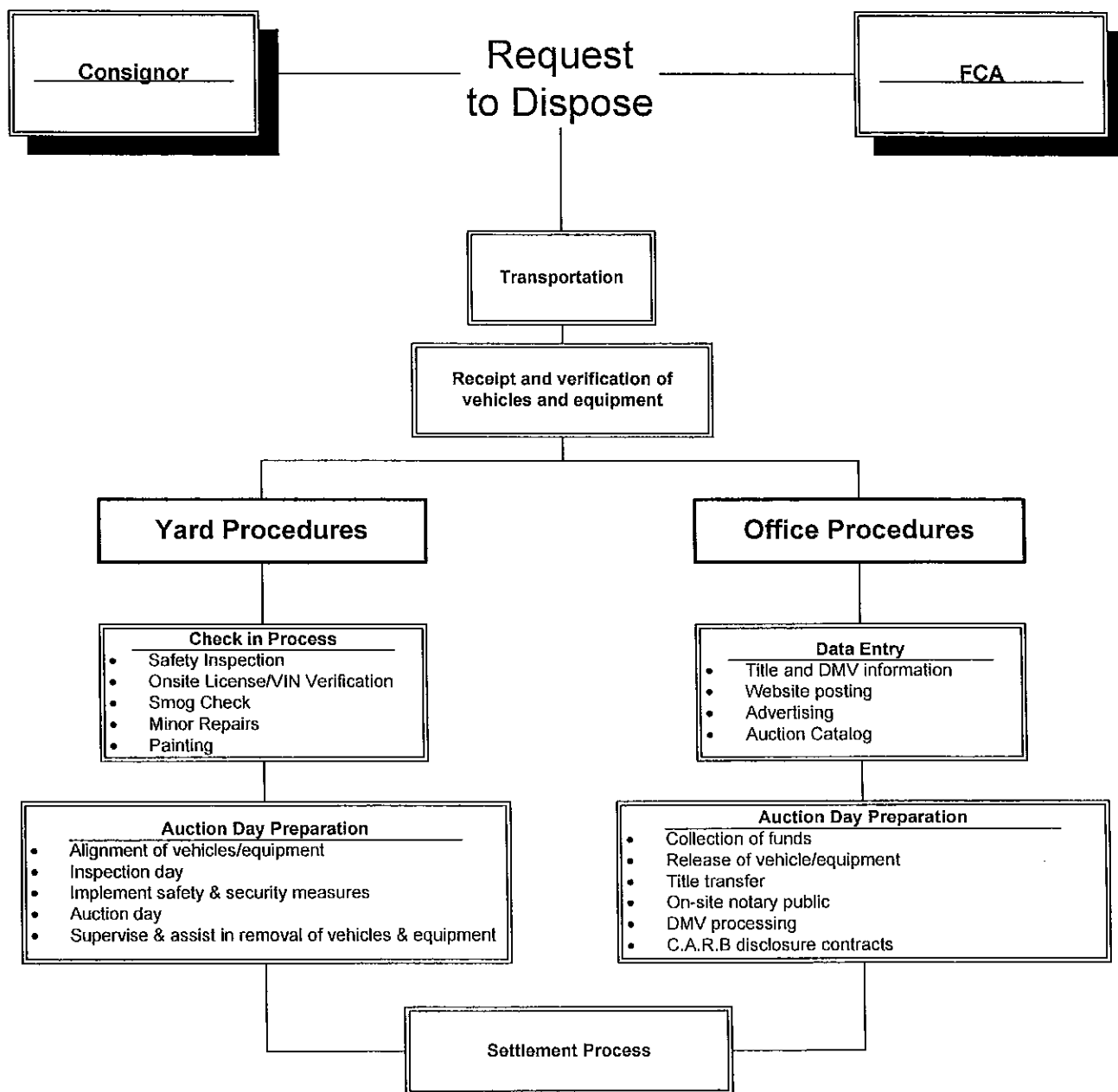
Unlimited Collision

707-642-9000



Scope of Services

Procedures Flow Chart



Time Frame:

Approximately 6-8 weeks from Request to Dispose to Settlement

**First Capitol Auction, Inc.**

50 Solano Ave.

Vallejo, Ca 94590

Phone: 707-552-0739

Fax#: 707-552-8613

Bond#: 14663700622

Commercial Liquidations & Appraisals**Settlement Statement for Code: SON**Name: **DAVE HEAD****ATTACHMENT B**Company: **COUNTY OF SONOMA**Address: **2688 VENTURA AVE #105-S**City: **SANTA ROSA, CA 95403**

Phone#:

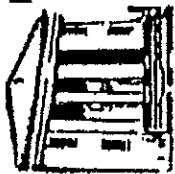
Work#: **707-565-2809**

Cell#:

Fax#: **707-565-2925**Auction#: **120622**Auction date: **6/22/2012**

Lot	Equip#	Description	Other	Transportation	BID	PIF
508 P	K247	2002 GEM ELECTRIC CART 9805		\$75.00	\$1,900.00	Y
523 P	B527	2006 CHEVROLET IMPALA LT 2002		\$75.00	\$5,100.00	Y
535 P	B513	2006 FORD FIVE HUNDRED SEL 5841		\$75.00	\$6,000.00	Y
536 P	C385	2008 TOYOTA CAMRY HYBRID - GAS & ELECTRIC 0652		\$75.00	\$10,250.00	Y
537 P	C351	2007 TOYOTA CAMRY HYBRID - GAS & ELECTRIC 7491		\$75.00	\$10,750.00	Y
538 P	C357	2007 TOYOTA PRIUS HYBRID - GAS & ELECTRIC 6766		\$75.00	\$10,500.00	Y
539 P	C365	2007 TOYOTA CAMRY HYBRID - GAS & ELECTRIC 5567		\$75.00	\$9,000.00	Y
540 P	C284	2005 HONDA CIVIC HYBRID - GAS & ELECTRIC 3098			\$0.00	
541 P	C285	2005 HONDA CIVIC HYBRID - GAS & ELECTRIC 3160		\$75.00	\$6,500.00	Y
558 P	B463	2003 FORD MUSTANG 1685		\$75.00	\$4,700.00	Y
586 P	S102	2007 FORD CROWN VICTORIA 5906		\$75.00	\$3,750.00	Y
642 P	B464	2003 FORD TAURUS SES 0357		\$75.00	\$3,200.00	Y
651 P	E938	2002 FORD F-150 XLT EXTENDED CAB PICKUP - GAS & CNG 3338		\$75.00	\$5,600.00	Y
664 P	A614	2003 FORD CROWN VICTORIA 5868		\$75.00	\$2,200.00	Y
1000 PD	E211	2007 FORD F-150 PICKUP - NON RUNNER 5746		\$90.00	\$2,000.00	Y
Total Bids				\$1,065.00	\$81,450.00	
Less 5% Commission					(\$4,072.50)	
Less Transportation					(\$1,065.00)	
Net to Seller					\$76,312.50	

Sample Settlement Statement


First Capitol Auction, Inc.

50 Solano Ave.
Vallejo, Ca 94590
Phone: 707-552-0739
Fax#: 707-552-8613

Bond#: 14663700622

Commercial Liquidations & Appraisals

Auction County: **Solano**

120622 Auction Date: **06/22/2012**

Bidder #: **1246** Dealer#:

Name:

Company:

Address:

City: **FRESNO, CA 93722**

Phone#:

Resale#:

County **FRESNO**

Tax Rate %: **7.975**

Cell#:

Fax#:

Work#:

Lot#	Description	Bid \$	Buyer's Premium	Doc Fee	Smog Fee	Other Fees	County Tax	Auction Tax	DMV	Smog	Lot Total
776 P	2005 CHEVROLET SILVERADO PICKUP 7869	\$3000.00	375.00	55.00	50.00		277.53		8.25		\$3,765.78
F 196	MASTER 170,000 BTU SPACE HEATER	\$50.00	6.25					4.71			\$60.96
2 Lots		Lot Totals:	\$3,050.00	381.25	55.00	50.00	277.53	4.71	8.25		\$3,826.74
Payments Received		Comments	Type	Date	Rec'd By	Amount					
			CASH	06/23/2012	VER	\$100.00					
			CHANGE	06/23/2012	VER	(39.04)					
			CASH	06/23/2012	JMA	\$3800.00					
			CHANGE	06/23/2012	JMA	(34.22)					
		Payment Totals:				\$3,826.74					
		Outstanding Balance:				\$0.00					

It is the responsibility of the buyer to make their own determination as to the accuracy of the descriptions of the items in the auction relative to age, condition, make, model, mileage and serial number. All items are sold on an "AS IS, WHERE IS" basis without any warranty, expressed or implied. Buyer agrees to assume any and all responsibilities and/or liabilities incurred in loading and removing all merchandise purchased. Upon that, the Auction company will charge a storage fee in the amount of \$50.00 a day per item for any items left in our yard four(4) business days after auction. All Sales are FINAL. No refunds or adjustments.

EQUIPMENT: "When operated in California, any off-road diesel vehicle may be subject to the California Air Resources Board In-Use Off-Road Diesel Vehicle Regulation. It therefore could be subject to retrofit or accelerated turnover requirements to reduce emissions of air pollutants. For more information, please visit the California Air Resources Board website at <http://www.arb.ca.gov/msprog/ordiesel/ordiesel.htm>." This vehicle/equipment as well as diesel vehicles over 14,400 GVW may or may not be identified by First Capitol Auction Inc. It is the buyer's sole responsibility to determine if diesel engines or equipment with diesel engines can be permitted or registered in the State of California. Any purchaser of non compliant equipment/vehicles must notify all future purchasers of the equipment/vehicles non compliance. All non compliant PG&E equipment/vehicles will be sold to registered out of state buyers only! All former law enforcement vehicles have been partially painted to comply with Section 27604 of the vehicle code. Any additional painting is the buyer's sole responsibility. Vehicles that pass smog and California safety requirements will be sold to the public and will be subject to all vehicle processing fees.

Sample Invoice

Buyer's Signature *[Signature]* Bidder#: 1246

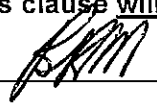
I hereby certify that I have read and understand the above conditions and resale requirements and agree to them.

Bidder#: 1246

For the term of the Contract and any mutually agreed extensions pursuant to this request for proposals/proposals, **at the option of the vendor**, other public agencies or public corporations, including any county, County, town, school district, community college, public utility district or other public corporation or agency within the State of California, may purchase, lease-purchase, or rent the identical items(s) at the same price and upon the same terms and conditions pursuant to any applicable Public Contract or other relative legal Code.

San Joaquin County waives its right to require such other districts and offices to draw their warrants in the favor of the County and agreements, orders, and payments may be made directly between the vendor and the public agency/corporation.

Acceptance or rejection of this clause will not affect the outcome of the proposal/proposal.

Piggyback option granted 

(Vendor please initial)

Piggyback option not granted _____

RESPONDENT TO COMPLETE AND RETURN WITH PROPOSAL

Type or print the following information:

Company: FIRST CAPITAL AUCTION INC.
Address: 50 SOLANO AVE VALLEJO
SOLANO Cnty CA 94590
(County) (State) (Zip)
Name: BRIAN MCKISSACK
Title: TREASURER/SECRETARY E-mail: AUCTIONCAP@AOL.COM
Telephone: (707) 552-0739 Fax: (707) 552-8613
Years in business: ESTABLISH IN 1985, INCORPORATED 2/01/00
Number of employees: 10 PERMANENT AND UP TO 25 TEMPORARY
Name of Insurance carriers: RIVER VALLEY INSURANCE ASSOCIATES
Public Liability: SCOTTSDALE INSURANCE Expires: 4/21/13
Workers' Compensation: MARKEL INSURANCE CO. Expires: 7/1/13

REFERENCES

SIMILAR CONTRACTS PERFORMED: List below contracts under which the Proposer has provided similar services during the past three (3) years.

Proposer's financial stability, technical and support capabilities will be verified through reference checking, which may include site visits and contact with other clients or vendors.

FIRM NAME: COUNTY OF SOLANO
 ADDRESS: 447 Texas ST. FAIRFIELD, CA 94533
 PHONE NUMBER: (707) 421-7281
 CONTACT PERSON: MR. DAVE BASTIAN, FLEET MANAGER
 DATE OF CONTRACT: 7/1/90 through CURRENT

FIRM NAME: CITY AND COUNTY OF SAN FRANCISCO
 ADDRESS: 1800 JERROLD AVE. SAN FRANCISCO
 PHONE NUMBER: (510) 593-0927
 CONTACT PERSON: MS. DARLENE FROHM PURCHASING SENIOR
 DATE OF CONTRACT: 3/1/06 through CURRENT

FIRM NAME: PACIFIC GAS AND ELECTRIC COMPANY
 ADDRESS: 316 L STREET DAVIS CA 95614
 PHONE NUMBER: (530) 757-5992
 CONTACT PERSON: MR. MARTY PARKER FLEET ANALYST
 DATE OF CONTRACT: 2/1/09 through CURRENT

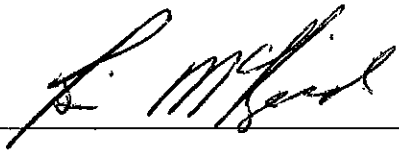
NON-COLLUSION AFFIDAVIT

(Title 23 United States Code Section 112 and Public Contract Code Section 7106)

In accordance with Title 23, United States Code Section 112, and Public Contract Code 7106, the proposer declares that the proposal is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation; that the proposal is genuine and not collusive or sham; that the Proposer has not directly or indirectly induced or solicited any other proposer to submit a false or sham proposal, and has not directly or indirectly colluded, conspired, connived, or agreed with any Proposer or anyone else to put in a sham proposal, or that anyone shall refrain from proposing; that the Proposer has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the proposal price of the Proposer or any other proposer, or to fix any overhead, profit or cost element of the proposal price, or of that of any other proposer, or to secure any advantage against the public body awarding the contract of anyone interested in the proposed contract; that all statements contained in the proposal are true; and further, that the Proposer has not, directly or indirectly, submitted their proposal price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, or paid, and will not pay, any fee to any corporation, partnership, company, association, organization, proposal depository, or to any member or agent thereof to effectuate a collusive or sham proposal.

NOTE: The above Non-collusion Affidavit is part of the Proposal. Signing this Proposal on the signature portion thereof shall also constitute signature of this Non-collusion Affidavit.

Proposers are cautioned that making a false certification may subject the certifier to criminal prosecution.

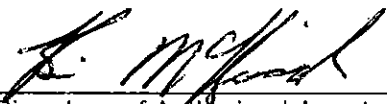
Proposer's Signature  Date 7/23/12

PROPOSAL AUTHORIZATION**SIGNATURE PAGE**

The undersigned, having carefully read and examined this RFP, and being familiar with (1) all the conditions applicable to the work for which this proposal is submitted; (2) with availability of the required equipment, materials and labor hereby agrees to provide everything necessary to complete the work for which this proposal is submitted in accordance with the proposal documents for the amounts quoted herein and further agrees that if this proposal is accepted, within five (5) days after the contract is presented for acceptance, will execute, and mail a signed contract to the County of San Joaquin Purchasing Agent.

In addition, by submission of a proposal, Proposer attest to having possession of a duly issued valid license issued by the State of California. Such license authorizes a Proposer to contract to perform type of work required by the specifications. Should the Proposer fail to provide the number and classification of Proposer's State of California Contractor's License, the County may reject your Proposal.

This Signature/Authorization page must be in Section 1 of your Proposal.



Signature of Authorized Agent

7/23/12
Date

BRIAN MCKISSACK
Printed Name of Authorized Agent



SAN JOAQUIN COUNTY
PURCHASING AND SUPPORT SERVICES
PURCHASING DIVISION

David M. Louis, C.P.M., CPPO, CPPB
ATTACHMENT B

Jon Drake, C.P.M.
Deputy Director

July 17, 2012

To: Request for Proposal #12-06 Participants
From: Jon Drake
Subject: Addendum #1 TO RFP 12-06, Offsite Vehicle/Equipment Auction Services

PLEASE NOTE: This addendum must be signed and returned with your Proposal. Failure to do so may cause rejection of your Proposal.

This Addendum No.1 forms part of RFP # 12-06 and shall supersede the original specifications wherein it contradicts same.

The following questions were posed regarding RFP #12-06. County's answer is included.

- 1.) What items would you be consigning in detail? Answer: This is dependent on how many replacements we buy each year and the timing of receiving them. We can provide a very rough estimate:
- a. 20-30 Patrol Sedans
 - b. 10-20 Compact Sedans
 - c. 6-12 Intermediate Sedans
 - d. 3-4 SUV's
 - e. 10-15 Pickups, ½ ton to 1 ton
 - f. 3-4 Medium duty trucks, 19,000 to 25,000 GVW
 - g. 1-2 pieces of heavy equipment (ex. roller, sweeper, mower)

****These figures are estimates only. There are no quantity guarantees.****

- 2.) Which company was awarded the previous contract for rolling vehicles auction services for San Joaquin County? Answer: US Auction & First Capital.
- 3.) What was the contracted percentage of the last winning bid? Answer: 7.5%
- 4.) ...and the towing fee charged? Answer: Non-operating vehicles: \$45/vehicle to \$75/hour. Running vehicles: No Charge to \$45/vehicle.
- 5.) What is the estimated number of vehicles to be given to the winning vendor over the course of the first twelve months of the contract? Answer: See question #1 above.
- 6.) Will vehicles be picked up at one central location? Answer: No.



SAN JOAQUIN COUNTY
PURCHASING AND SUPPORT SERVICES
PURCHASING DIVISION

ATTACHMENT B

David M. Louis, C.P.M., CPPO, CPPB
Director

Jon Drake, C.P.M.
Deputy Director

- 7.) Who is the County currently using for auction services? Answer: First Capital.
- 8.) What is the current commission rate the County is paying for Auction Services? Answer: See question #3 above.
- 9.) How much is the County currently paying for transportation to the auction site for small vehicles, large vehicles, equipment, and misc. surplus? Answer: See question 4 above.
- 10.) On average, can you tell us how much you have grossed each year for the past three years from your auction surplus vehicles, equipment, and misc. items? Answer: **Net** proceeds from auctions performed that are consistent with the scope of this RFP for the last three years: \$42,000; \$65,000; and \$93,000.
- 11.) Does the County have a forecast as to how many vehicles and how much equipment they plan to send to auction for the remaining calendar year 2012? Answer: County estimates 15-25 vehicles, though no quantities are guaranteed.
- 12.) How soon after this contract is awarded does the County plan on sending surplus to auction? Answer: 2-3 months.
- 13.) Does the County have a long-term forecast, say the next 36 months, as to how many vehicles and how much equipment will be going to auction? Answer: See question #1 above.
- 14.) Is the County looking for the lowest bidder or the most qualified over all? Answer: County will be evaluating proposals based on criteria shown in the RFP under "PROPOSAL GRADING CRITERIA," which begins on page 9 of the RFP.
- 15.) Will there be a panel to evaluate the price comparisons. Answer: Yes.
- 16.) What methodology will be used for the comparison? Answer: As shown in the RFP: "The County may also elect to allow for initial and/or future 'test runs' to allow for service and net revenue analysis conducted and analyzed by the County, with the County determining the final results based on data, performance, conduct, and other relevant information collected. All comparisons will be as close to an 'apple-to-apple' comparison as determined by the County. All decisions by the County are final."
- 17.) Who will inspect the various auction sites? Answer: Inspection personnel have yet to be identified.

(This area intentionally left blank)



SAN JOAQUIN COUNTY
PURCHASING AND SUPPORT SERVICES
PURCHASING DIVISION

ATTACHMENT B

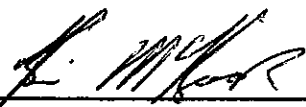
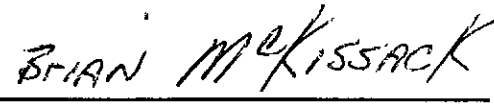
David M. Louis, C.P.M., CPPO, CPPB
Director

Jon Drake, C.P.M.
Deputy Director

- 18.) Is there a reason why there is not any mention of the use of ARB forms? Answer: No reason. It is the County's responsibility to identify the diesel as an "out of state only" sale and to put the VIN stop in place. Proposers are encouraged to outline your processes regarding ARB compliance.

END ADDENDUM #1

Please contact me if you have any questions, (209) 468-3240.

	
Signature	Print Name
	
Company Name	