

Proposal

Bid No. 875-12011

Auctioneer Services

End Date: Aug. 3, 2017 at 2:00 PM

Royal Auction Group, INC

DBA Land Auction Service, DBA Land Realty

DBA Florida Truck & Equipment Sales

P.O. Box 61567, Fort Myers, FL 33906

239-936-4121

landauctionservice@gmail.com



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Executive Summary

Royal Auction Group (further abbreviated as RAG), DBA Land Auction Service, is a veteran-owned and operated auction company specializing in government surplus liquidation auctions, adding more tax payer value than any other auction company for its government consignors.

The company was founded and established in 1970 by Frank E. Land of Ft. Myers, FL. With over 50 years of combined experience, RAG is operated by the second-generation Brandon Roy, President, US Marine Corps infantry veteran, heavy equipment and commercial truck expert appraiser and auctioneer. Brandon has experience hosting auctions and market appraisals for all industries to include but not limited to federal government, state, and local municipality fleets, large construction corporations, market-leading equipment rental fleets, utility contractors, and real estate.

RAG conducts large on-site auctions with live online bidding, starring government assets. RAG provides the most value to our government consignors by selling government assets at no cost whatsoever to any government consignor to include: transportation of assets; deidentification and vehicle sale prep; light mechanical work (i.e. batteries, fuel) upon approval; complete item write-ups with full detailed descriptions, as well as condition reports to include photos and video; marketing – local domestic and international print and web advertisements; seeking out buyers for specialized assets, personal based emails and phone calls to targeted businesses; title paperwork as well as title transfer from county to public through our dealer license under our DBA Florida Truck & Equipment Sales; collection of all auction proceeds to include taxes, title fees, administrative fees, processed through an escrow account.

Our main office is located at 96 Skyline Dr., Fort Myers, FL. Our President and Treasurer is Brandon Roy and our Vice President and Secretary is Nancy Land.



Experience and Qualifications

Royal Auction Group (further abbreviated as RAG) was established in 1970, giving us 47 years of auction experience.

Below are details of a few of our past projects/current contracts:

City of Fort Myers contracts RAG to sell their assets at auction within their 8 scheduled auctions each year. Assets include pickup trucks, fleet vehicles, waste trucks and equipment, heavy equipment and machinery, vocational trucks, parts, and landscape equipment. We provided transportation of assets; deidentification and vehicle sale prep; light mechanical work (i.e. batteries, fuel) upon approval; complete item write-ups with full detailed descriptions, as well as condition reports to include photos and video; marketing – local domestic and international print and web advertisements; seeking out buyers for specialized assets, personal based emails and phone calls to targeted businesses; title paperwork as well as title transfer from county to public through our dealer license under our DBA Florida Truck & Equipment Sales; collection of all auction proceeds to include taxes, title fees, administrative fees, processed through an escrow account.

City of Cape Coral contracts RAG to sell their assets at auction within their 8 scheduled auctions each year. Assets include pickup trucks, fleet vehicles, waste trucks and equipment, heavy equipment and machinery, vocational trucks, parts, and landscape equipment. We provided transportation of assets; deidentification and vehicle sale prep; light mechanical work (i.e. batteries, fuel) upon approval; complete item write-ups with full detailed descriptions, as well as condition reports to include photos and video; marketing – local domestic and international print and web advertisements; seeking out buyers for specialized assets, personal based emails and phone calls to targeted businesses; title paperwork as well as title transfer from county to public through our dealer license under our DBA Florida Truck & Equipment Sales; collection of all auction proceeds to include taxes, title fees, administrative fees, processed through an escrow account.

US NAVFAC contracts RAG to sell their assets at offsite live online auctions selling equipment and machinery on current military bases. We provided deidentification and vehicle sale prep; light mechanical work (i.e. batteries, fuel) upon approval; complete item write-ups with full

detailed descriptions, as well as condition reports to include photos and video; marketing – local domestic and international print and web advertisements; seeking out buyers for specialized assets, personal based emails and phone calls to targeted businesses; title paperwork as well as title transfer from county to public through our dealer license under our DBA Florida Truck & Equipment Sales; collection of all auction proceeds to include taxes, title fees, administrative fees, processed through an escrow account.

We are able to provide these services free of charge to our government consignors by drawing enough buyers, onsite and online, to raise bid prices and provide the most value for the government assets. We host hundreds of qualified onsite bidders every sale and thousands of online bidders. Assets have been sold to buyers from all 50 states and 27 different countries around the world.

Business Details

Our business structure is S Corp. Our business name Royal Auction Group, INC is registered as a legal entity, with DBAs Land Auction Service, Land Realty, and Florida Truck & Equipment Sales.

We are an uncertified veteran-owned business, in the process of applying for our VOSB certification.

Principal Address: 96 Skyline Dr., Fort Myers, FL 33903

Mailing Address: P.O. Box 61567, Fort Myers, FL 33906

Phone Number: 239-936-4121

Fax Number: N/A

E-mail: landauctionservice@gmail.com

Website: www.landauctionservice.com

Contact Person: Brandon Roy, President

Brandon Roy direct: 610-295-2860

Independent Dealer in Motor Vehicles, License #VI/1021988/1

Auction Business License # AB2084

Approach to Scope of Work

Given our experience handling government liquidation assets, we fully understand the needs specified in your solicitation and are more than equipped to smoothly execute this contract. Depending on your timeline, we are able to pick up assets at any time and store them until the necessary sale date. If there is no deadline to have them moved, then we typically arrange to transport assets 2 weeks prior to auction date. We begin deidentifying and prepping for sale right away. We create detailed descriptions including photos and video to list online. The sooner the assets are advertised, the more attention is drawn to them and therefore the higher return on value. We typically begin setup for onsite auctions 1 month prior to the sale date. We begin listing items online as soon as they become available to us. The information we request from the City is an asset number list and confirmation that the assets are approved for auction.

If the City prefers a local sale be conducted within the city limits, RAG can facilitate a yard to use to host auctions locally, upon confirmation of contract.

Our current workload fluctuates depending on how many assets are available to be sold from each consignor at time of auction. We know in advance and are able to appropriate time and staff to handle efficiently. At our disposal, we have folk lifts, trucks and trailer, flatbeds, a warehouse, and acres of land to store vehicles.

We use Proxibid, the world's largest online bidding company, to expand the scope of our bidders to an international and nationwide audience.

AuctionFlex software gives us the capability to upload lots, clerk bids, check in and out customers, receive payment, pay consignors, and create auction reports. We accept credit cards through AuctionFlex's partner, First Data.

Supplier Response Form

REFERENCES

All references shall include owner, address, contact name and phone number, and the contract value. A minimum of five (5) references shall be provided:

1. Company Name: City of Fort Myers	
Address: 2600 Martin Luther King Blvd., Ft Myers, FL	
Contact: George Bard	gbard@cityftmyers.com
Phone # 239-321-7236	
Contract Value: \$900,000 annual Year: 10 yrs	
2. Company Name: Lee County School Board	
Address: 2855 Colonial Blvd., Fort Myers, FL	
Contact: Pam Rivera	
Phone # 239-540-4019	
Contract Value: \$500,000 annual Year: 13 yrs	
3. Company Name: City of Cape Coral	
Address: P.O. Box 150027, Cape Coral, FL	
Contact: Marilyn Rawlings	mrawlings@capecoral.net
Phone # 239-574-0703	
Contract Value: \$500,000 annual Year: 10	

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4.	Company Name: Lee County Fleet Management	
	Address: 2955 Van Buren St. Fort Myers, F	JMeyers@leegov.com
	Contact: Janet Meyers	
	Phone # 239-533-5338	and a second sec
	110 11 15 15-	ear: 15
5.	Company Name: US Navai Facility	
	Address: 1314 Harwood St. SE, Washington	on Naval Yard,
	Contact: James Brandenburg	
	Phone # +39 011 095 862864	
	Contract Value: \$350,000 annually	/ear: 15
6.	Company Name: Lee Transit Authority	
	Address: 3401 Metro Pkwy, Ft. Myers, FL	
	Contact: Robert Southall	RSouthall@leegov.com
	Phone # 239-533-0336	
	Year: 4	
7.	Company Name: Lee County Electric Cooperative	
	Address: 4980 Bayline Dr., N. Ft. Myers, Ft.	. 33917 Keith.Dickens@icec.net
	Contact: Keith Dickens US Naval Facility	
	Phone # 239-357-6708	
	Year: 7	

Subcontractors

We use Proxibid, an online bidding company, to expand the scope of our bidders to an international and statewide audience. A Proxibid representative is present at all auctions to manage the live bids with the auctioneer.

All other services are provided within our company's capacities.

BID/PROPOSAL CERTIFICATION Please Note: If responding to this solicitation through BidSync, the electronic version of the bid response will prevail,

unless a paper version is clearly marked by the bidder in some manner to indicate that it will supplant the electronic version. All fields below must be completed. If the field does not apply to you, please note N/A in that field. If you are a foreign corporation, you may be required to obtain a certificate of authority from the department of state, in accordance with Florida Statute §607.1501 (visit http://www.dos.state.fl.us/). Company: (Legal Registration) __Royal Auction Group, INC_____ EIN (Optional): 59-1308949 Address: P.O. Box 61567 State: FL Zip: 33906 City: ___Fort Myers_ Telephone No.239-936-4121 FAX No. N/A_Email: landauctionservice@gmail.com_ Delivery: Calendar days after receipt of Purchase Order (section 1.02 of General Conditions): _ Total Bid Discount (section 1.05 of General Conditions): _ Does your firm qualify for MBE or WBE status (section 1.09 of General Conditions): No ADDENDUM ACKNOWLEDGEMENT - Proposer acknowledges that the following addenda have been received and are included in the proposal: Addendum No. Date Issued Addendum No. Date Issued Addendum No. Date Issued 7/14/17 7/20/17 VARIANCES: If you take exception or have variances to any term, condition, specification, scope of service, or requirement in this competitive solicitation you must specify such exception or variance in the space provided below or reference in the space provided below all variances contained on other pages within your response. Additional pages may be attached if necessary. No exceptions or variances will be deemed to be part of the response submitted unless such is listed and contained in the space provided below. The City does not, by virtue of submitting a variance, necessarily accept any variances. If no statement is contained in the below space, it is hereby implied that your response is in full compliance with this competitive solicitation. If you do not have variances, simply mark N/A. If submitting your response electronically through BIDSYNC you must also click the "Take Exception" button.

The below signatory hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid/proposal. I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal I will accept a contract if approved by the City and such acceptance covers all terms, conditions, and specifications of this bid/proposal. The below signatory also hereby agrees, by virtue of submitting or attempting to submit a response, that in no event shall the City's liability for respondent's direct, indirect, incidental, consequential, special or exemplary damages, expenses, or lost profits arising out of this competitive solicitation process, including but not limited to public advertisement, bid conferences, site visits, evaluations, oral presentations, or award proceedings exceed the amount of Five Hundred Dollars (\$500.00). This limitation shall not apply to claims arising under any provision of indemnification or the City's protest ordinance contained in this competitive solicitation.

Submitted by:

Brandon Roy
Name (printed)

Date: 8/1/17

Title: President

revised 04/10/15

N/A

SECTION VI - COST PROPOSAL PAGE

Proposer Name: Royal Auction Group	
Proposer agrees to supply the products and services at the terms, conditions and specifications contained in this RFP.	prices bid below in accordance with the
Cost to the City: Contractor must quote firm, fixed, costs to request for proposal. These firm fixed costs for the promiscellaneous expenses. No other costs will be accepted.	for all services/products identified in this bject include any costs for travel and
Notes:	
1. On-Line Auction Services	0%
2. Public Absolute Auction Services	0%
Submitted by:	7</td
Brandon Roy Signat	ure Pres
8/1/17Preside	nt

NON-COLLUSION STATEMENT:

By signing this offer, the vendor/contractor certifies that this offer is made independently and *free* from collusion. Vendor shall disclose below any City of Fort Lauderdale, FL officer or employee, or any relative of any such officer or employee who is an officer or director of, or has a material interest in, the vendor's business, who is in a position to influence this procurement.

Any City of Fort Lauderdale, FL officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement.

For purposes hereof, a person has a material interest if they directly or indirectly own more than 5 percent of the total assets or capital stock of any business entity, or if they otherwise stand to personally gain if the contract is awarded to this vendor.

In accordance with City of Fort Lauderdale, FL Policy and Standards Manual, 6.10.8.3,

- 3.3. City employees may not contract with the City through any corporation or business entity in which they or their immediate family members hold a controlling financial interest (e.g. ownership of five (5) percent or more).
- 3.4. Immediate family members (spouse, parents and children) are also prohibited from contracting with the City subject to the same general rules.

Failure of a vendor to disclose any relationship described herein shall be reason for debarment in accordance with the provisions of the City Procurement Code.

	NAME	RELATIONSHIPS
		· · · · · · · · · · · · · · · · · · ·
N/A		

In the event the vendor does not indicate any names, the City shall interpret this to mean that the vendor has indicated that no such relationships exist.

LOCAL BUSINESS PREFERENCE CERTIFICATION STATEMENT

The Business identified below certifies that it qualifies for the local BUSINESS preference classification as indicated herein, and further certifies and agrees that it will re-affirm it's local preference classification annually no later than thirty (30) calendar days prior to the anniversary of the date of a contract awarded pursuant to this ITB. Violation of the foregoing provision may result in contract termination.

(1)	Adding the State of	is a Class A Business as defined in City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the City of Fort Lauderdale current year Business Tax Receipt
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October 25, 2013

CONTRACT PAYMENT METHOD BY P-CARD

THIS FORM MUST BY SUBMITTED WITH YOUR RESPONSE

The City of Fort Lauderdale has implemented a Procurement Card (P-Card) program which changes how payments are remitted to its vendors. The City has transitioned from traditional paper checks to payment by credit card via MasterCard or Visa. This allows you as a vendor of the City of Fort Lauderdale to receive your payment fast and safely. No more waiting for checks to be printed and mailed.

Payments will be made utilizing the City's P-Card (MasterCard or Visa). Accordingly, firms must presently have the ability to accept credit card payment or take whatever steps necessary to implement acceptance of a credit card before the commencement of a contract.

Please indicate which credit card payment	t you preier.
Master Card	
X Visa Card	
Company Name:Royal Auction Grou	up, INC
Brandon Roy Name (printed)	Signature
8/1/17	President

ATTACHMENT "A"

E-VERIFY AFFIRMATION STATEMENT

RFP/Bio	d /Contract No:875-12011
Project	Description:Auctioneer Services
	tor/Proposer/Bidder acknowledges and agrees to utilize the U.S. Department of nd Security's E-Verify System to verify the employment eligibility of,
(a)	within Florida during the term of the Contract, and,
(b)	all persons (including subcontractors/vendors) assigned by Contractor/Proposer/Bidder to perform work pursuant to the Contract.
	ntractor/Proposer/Bidder acknowledges and agrees that use of the U.S. Department eland Security's E-Verify System during the term of the Contract is a condition of stract.
	oyal Auction Group, INC ctor/Proposer/Bidder Company Name
	Sult pres
	zed Company Person's Signature
	esident zed Company Person's Title
8/² Date	1/17

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CERTIFICATE OF LIABILITY INSURANCE

7/27/2017

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	ANYAUTO						BODILY INJURY (Per accide		
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			+	-	010	88-2010 ACC	ORD CORPORATION.	All rights	reserved.

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ACORD

CERTIFICATE OF GARAGE INSURANCE

DATE (MW/DD/YYYY)

8/1/2017

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER. IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s). PRODUCER FAX NO. 23-657-6468 BRUCE HENDRY INSURANCE 239-657-3614 A/C No Ext 711 W MAIN ST RACHEL@BHINS.COM DORESS IMMOKALEE FL 34142 WESTERN HERITAGE INS CO License#:L023031 INSURER A TRAVELERS INDEMNITY COMPANY OF MSURED FLORIDA TRUCK & EQUIPMENT SALES INSURER B 96 SKYLINE DR INSURER C NORTH FORT MYERS FL 33903 INSURER D INSURER E INSURER F CERTIFICATE #: D2 COVERAGES PROD/CUSTOMER ID: 'D1 THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES, LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS. LIMITS TYPE OF INSURANCE AUTO ONLY (En accident) GARAGE LIABILITY S 500,000 12/02/2016 12/02/2017 HIRED AUTOS X ALL OWNED OTHER THAN EA ACCIDENT 500,000 A X NON-OWNED AUTOS USED IN GARAGE BUSINESS AGP0867026 AUTO ONLY 1,000,000 AGGREGATE S 100 GARAGE KEEPERS LIABILITY SPECIFIED LOC LEGAL LIABILITY COLLISION LOC DIRECT BASIS PRIMARY GENERAL LIABILITY EACH OCCURRENCE DAMAGE TO RENTED COMMERCIAL GENERAL LIABILITY PREMISES (Es occurrence MED EXP (Any one person CLAIMS-MADE PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG 5 GEN'L AGGREGATE LIMIT APPLIES PER POLICY PROJECT 5 EACH OCCURRENCE UMBRELLA LIAB OCCUR CLAIMS-MADE AGGREGATE 5 EXCESS LIAB DED RETENTIONS
WORKERS COMPENSATION
AND EMPLOYERS LIABILITY
ANY PROPRIETOR/PARTMERS/ESCUTIVE
OFFICER/MEMBER EXCLIDED?
(Mandatory in MH)
If yes describe under
REMARKS below TORY LIMITS \$ 1,000,000 7/05/177/05/18 E.L. EACH ACCIDENT UB-7J061705-17 EL DISEASE - EA EMPLOYEES 1,000,000 B YIN N EL DISEASE - POLICY LIMIT | \$ 1,000,000 REMARKS (Attach ACORD 101, Additional Remarks Schedule, if more space is required) POLICY PROVIDES PERSONAL INJURY PROTECTION \$10,000 / CAR DEALER / AUCTION SALES 11 DEALER TAGS CANCELLATION CERTIFICATE HOLDER INSURED'S COPY SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE

ACORD30(2010/12)

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Department of State / Division of Corporations / Search Records / Detail By Document Number /

Detail by Entity Name

Florida Profit Corporation ROYAL AUCTION GROUP, INC.

Filing Information

Document Number

369280

FEI/EIN Number

59-1308949

Date Filed

09/03/1970

State

FL

Status

ACTIVE

Last Event

NAME CHANGE

AMENDMENT

Event Date Filed

07/11/2017

Event Effective Date

NONE

Principal Address

96 SKYLINE DR

FORT MYERS, FL 33903

Changed: 07/25/2016

Mailing Address

P.O. BOX 61567

FORT MYERS, FL 33906

Changed: 05/21/2007

Registered Agent Name & Address

LAND, NANCY G

24248 TREASURE ISLAND BLVD

PUNTA GORDA, FL 33955

Name Changed: 01/24/2016

Address Changed: 01/24/2016

Officer/Director Detail

Name & Address

Title DIRECTOR, VICE PRESIDENT, SECRETARY

LAND, NANCY G P.O. BOX 61567

http://search.sunbiz.org/Inquiry/CorporationSearch/SearchResultDetail?inquiry/type=EntityName&directionType=Initial&searchNameOrder=ROYALAU...

1/2

FORT MYERS, FL 33906

Title DIRECTOR, PRESIDENT, TREASURER

ROY, BRANDON P.O. BOX 61567 FORT MYERS, FL 33906

Annual Reports

Filed Date Report Year 2015 01/13/2015 01/24/2016 2016 01/11/2017 2017

Document Images

07/11/2017 - Name Change	View image in PDF format
01/11/2017 ANNUAL REPORT	View image in PDF format
01/24/2016 - ANNUAL REPORT	View image in PDF format
01/13/2015 - ANNUAL REPORT	View image in PDF format
03/03/2014 ANNUAL REPORT	View image in PDF format
04/13/2013 - ANNUAL REPORT	View image in PDF format
04/12/2012 ANNUAL REPORT	View image in PDF format
04/13/2011 ANNUAL REPORT	View image in PDF format
01/17/2010 - ANNUAL REPORT	View image in PDF format
01/23/2009 - ANNUAL REPORT	View image in PDF formal
04/21/2008 - ANNUAL REPORT	View image in PDF format
05/21/2007 - ANNUAL REPORT	View image in PDF format
04/17/2006 ANNUAL REPORT	View image in PDF format
01/24/2005 - ANNUAL REPORT	View image in PDF format
01/30/2004 - ANNUAL REPORT	View image in PDF format
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5:03:09 PM 8/1/2017

Licensee Details

Licensee Information

Name:

LAND REALTY INC - REALTORS (Primary Name)

Main Address:

PO BOX 61567

FORT MYERS Florida 33906

County:

LEE

License Mailing:

LicenseLocation:

96 SKYLINE DRIVE

N FORT MYERS FL 33903

County:

LEE

License Information

License Type:

Auction Business

Rank:

Auction Bus

License Number:

AB2084

Status:

Current, Active

Licensure Date:

06/27/2001

Expires:

11/30/2017

Special Qualifications

Qualification Effective

Alternate Names

View Related License Information View License Complaint

2601 Blair Stone Road, Tallahassee FL 32399 :: Email: Customer Contact Center :: Customer Contact Center: 850.487.1395

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