

RESOLUTION NO. 13-013

BE IT RESOLVED by the City Council of the City of Decatur, Alabama, That Don Kyle, in his capacity as Mayor of the City of Decatur, Alabama, is hereby authorized to negotiate on behalf of the City an Agreement with PropertyRoom.com for sale of items by the Decatur Police Department.

ADOPTED this 22nd day of January, 2013.

PropertyRoom.com

*Instructions, Tips and Hints
To Get The Most From Us.*



Scheduling a Pick Up

- ▶ E-mail or fax your manifest to:
 - ◆ ClientServices@propertyroom.com
 - ◆ (949) 234-0047 LAPC
 - ◆ (516) 694-4064 NYPC
 - ◆ (253) 395-0549 Seattle PC
- ▶ We will call you monthly to schedule a pick up however feel free to call us too!
- ▶ We do not charge for pick-ups (or anything else) and there is no 'minimum quantity'
- ▶ Do not wait for a 'full truck' – if necessary process in smaller, more manageable quantities



Purpose

This Guide for new client agencies is designed to:

- ▶ Help answer your questions
- ▶ Give suggestions for simplifying workload
- ▶ Help you get the most benefit from us

If you have additional questions, comments or suggestions please call Client Services at:

Toll Free (866) 799-3551

ClientServices@propertyroom.com



Who We Are

- ▶ PropertyRoom.com is the leading web-based auction site specializing in the auction of lost, stolen, seized and surplus items and vehicles for law enforcement
- ▶ Founded by former law enforcement professionals, PropertyRoom.com combines expertise in law enforcement procedure, inventory tracking, warehouse logistics, marketing & customer service to provide a more effective property auction system to law enforcement agencies



What We Do

- ▶ PropertyRoom.com is a service company which through the aggregation of hundreds of law enforcement clients is able to offer **FREE** item and vehicle collection, preparation and auction services to law enforcement throughout the United States
- ▶ PropertyRoom.com will **reduce your costs and liabilities** around item storage & auction, while **increasing your auction proceeds** and **reinforcing your audit trail**



How We Do It

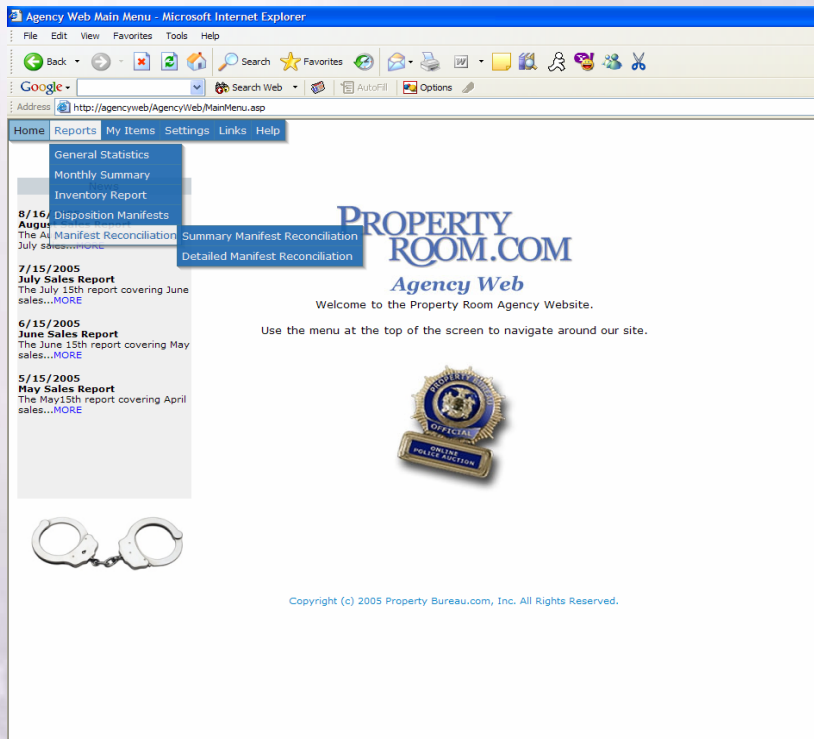


Principal Benefits

- ▶ Reduce the crowding in your property storage facility
- ▶ Drastically reduce storage and handling costs – you don't need a bigger property storage facility!
- ▶ Transparency - secure and comprehensive online audit trail available 24x7x365
- ▶ Considerably increase auction revenue for your city, county or department
- ▶ Significantly increase public exposure to law enforcement auctions



Secure Online Reports & Audits



AGENCY WEB

- ▶▶ Track your departments items online 24x7x365
- ▶▶ Current and historic item visibility from pick-up to sale
- ▶▶ Full reporting and audit by manifest and/or item
- ▶▶ Search by SKU, case ID or any other reference code you provide



Report Example – Agency Web

Summary Activity Report

PROPERTY ROOM.COM

Report Date: 8/15/03

Department: 158 - St. Lucie County Sheriff's Office
Check Amount: \$1,024.95

Manifest Date: 6/6/2003 Manifest Number: 06062003

Page	Line	SKU	Description	Status	Cumulative Amount	Prior Payments	Amount Due	Case ID	Agency Reference	Complete	*
1	1	0158-000185	rca video camera w/ bag #542310532	Shipped	42.09	0.00	42.09				
1	2	0158-000186	2 light rail motors	Shipped	15.35	0.00	15.35				
1	3	0158-000187	box w/ 3 cell phones, gauge, drip hoses	Regrouped	46.75	0.00	46.75				
1	4	0158-000188	hoses	Shipped	8.51	0.00	8.51		1-00-19990-53		
1	5	0158-000189	wet tile saw #791741	Shipped	106.78	0.00	106.78		1-00-19990-50		
1	6	0158-000190	4 wheeler	Shipped Non-Ups	315.98	0.00	315.98				
2	2	0158-000150	copenhagen calendar	Regrouped	2.32	0.00	2.32				
2	3	0158-000151	2 nolaroid cameras	Shipped	6.59	0.00	6.59				
3	7	0158-000167	goldstar microwave	Shipped	4.47	0.00	4.47		97-10-1151-25		
3	8	0158-000168	uvonairt #3002000	Shipped	42.23	0.00	42.23				
3	10	0158-000170	ford am/fm radio	Destroyed							
3	12	0158-000172	(2) air (water) pumps	Shipped	7.56	0.00	7.56				
4	2	0158-000174	(4) blk purses	Shipped	5.61	0.00	5.61				
4	3	0158-000175	box of nails	Shipped	4.58	0.00	4.58		1-3-4747		
4	4	0158-000176	grow blocks	Destroyed					1-00-14797-14		
4	5	0158-000177	(3) power supply	Regrouped	47.93	0.00	47.93		1-00-14790-12		
4	6	0158-000181	flower pots w/ tray	Shipped	9.19	0.00	9.19		1-00-14790-19		
4	7	0158-000178	(3) power supply	Regrouped	42.92	0.00	42.92		1-00-4884-17		
4	8	0158-000179	(3) power supply	Regrouped	58.38	0.00	58.38		1-00-4884-13		
4	9	0158-000180	carbon dioxide tank	Shipped	19.65	0.00	19.65		1-00-14790-10		
4	11	0158-000183	leopard purse/bag	Regrouped	2.32	0.00	2.32				
4	12	0158-000184	poly gaas valve	Shipped	4.62	0.00	4.62				
Totals:					963.91	0.00	963.91				

Manifest Date: 7/18/2003 Manifest Number: 7182003

Page	Line	SKU	Description	Status	Cumulative Amount	Prior Payments	Amount Due	Case ID	Agency Reference	Complete	*
3	1	0158-000210	2 15" monitors	Re-Evaluation							
3	4	0158-000212	3 printers	In Auction							
3	5	0158-000211	box of mouse	In Auction							
3	8	0158-000215	3 boxes of keyboards	In Auction							
Totals:											

*Indicates that some or all of the line item was Donated, Returned, or Destroyed. (e.g. broken, counterfeit or no value)

What We Do To “Add Value”

- ▶ Sorting, Grouping & Merchandising
- ▶ Testing and Cleaning
- ▶ Research to better describe items
- ▶ Appraisals, where necessary
- ▶ Next day order fulfillment
- ▶ Millions of potential buyers, not hundreds
- ▶ Auctions are open 24x7x365
- ▶ Credit Cards accepted

**Using these techniques and more enables
PropertyRoom.com to get higher prices for
your items!**



Sorting and Grouping

- ▶ Regardless of how you send the items to us, we will group or split up groups of item, if necessary, in order to merchandise them most effectively.
- ▶ For example, you may send us several boxes of new clothing recovered from a theft. We will sort the clothing by men's and women's and group items by size and style or type. Thus we make attractive grouping which maximize value.
- ▶ No matter how we group or rearrange items for auction, we will report the results in the same detail as you originally provided in your manifest.



Testing and Cleaning

- ▶ We test items and vehicles and describe the results so that potential buyers have reasonable expectations about the functionality of the items they win. If we are unable to test an item, we indicate that fact and let the buyers know that they assume the risk of functionality.
- ▶ In some cases, we can make minor repairs to enhance the value.



Identifying, Describing and Appraisals

- ▶▶ A comprehensive written description an item or vehicle, combined with attractive photographs, results in maximum value at auction. We research items where necessary to let buyers know all of the features and benefits associated with them.
 - ◆ For example, we research the brand and model of a digital camera on the manufacturer's web site so we can describe the technical specifications.
 - ◆ For example, we research collectible or valuable items such as paintings, coins, cards, etc to determine their true value.
- ▶▶ Frequently, we will have valuable or collectible items appraised, at our cost, by a licensed appraiser. The appraisal report is available for potential buyers to review and evaluate.



“End to End” Order Fulfillment

- ▶ By taking possession of your items and vehicles, we are able to provide 100% reliability during the fulfillment process.
- ▶ We stand behind what we sell. Bidders are willing to pay more for this reliability:
 - ◆ Accurate product descriptions
 - ◆ In house pick, pack and ship of all items immediately after auction closing
 - ◆ Fraud prevention safe guards throughout the auction process
 - ◆ Guaranteed reliability for the bidders



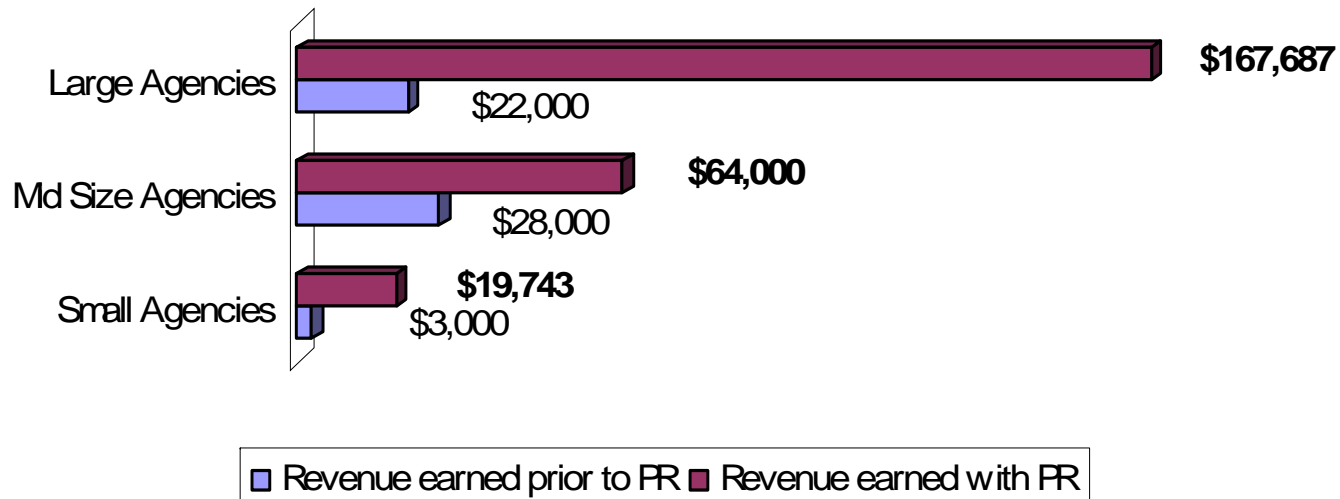
Revenue Potential

- ▶ The revenue potential and benefit to the city is dependent upon the number of items received. We are able to provide higher revenue to agencies that purge items for auction on a regular basis:
 - ◆ Processing only **1** item every day, the potential revenue can be **\$7,000/year!**
 - ◆ Processing only **4** items per day, the potential revenue can be **\$31,000/year!**
 - ◆ Processing only **14** items per day, the potential revenue can be **\$109,000/year!**



Revenue Potential

Annualized Auction Revenue



Report Example

Auction Results

Camera	\$125.00
Golf Clubs & Golf Bag	\$360.00
Music CD's (see note)	
♦ Country & Western (14 CDs)	\$ 30.00
♦ Jazz (28 CDs)	\$ 45.00
♦ Classical (8 CDs)	\$ 18.00
	<hr/>
Total of Winning Bids	\$578.00

(of the 55 CDs, 50 were sold and 5 were broken and therefore destroyed)

Contact Information

▶▶ Pick Up Scheduling

- ◆ Los Angeles Processing Center
(626) 369-0275
- ◆ New York Processing Center
(516) 694-4101
- ◆ Seattle Processing Center
(253) 395-0549

▶▶ Sales

- ◆ Toll Free (800) 799-2440
email Sales@propertyroom.com

▶▶ Client Services

- ◆ Toll Free (866) 799-3551
email ClientServices@propertyroom.com

