



Presentation to APSE National Transport Operations and Vehicle Advisory Group APSE Offices, Manchester

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BEST **TOGETHER**

rb RITCHIE BROS. **IRON
PLANET**

WHO ARE GOVPLANET AND WHAT DO WE DO?

- Part of Ritchie Bros Auctioneers (RBA), a publicly-listed global vehicle and equipment auction group
- A separate business within RBA, structured to offer re-sales services to the public sector and its commercial partners
- New to the UK government market, present for the past 20 months or so
- Currently working with 11 fire and rescue services, 5 police forces and 11 local authorities, plus a number of service and fleet management companies
- Provide a one-stop-shop for vehicle re-sales and our particular strength is obtaining best value for specialist vehicles
- Have an innovative model that combines technology with vehicle expertise to deliver substantially better re-sales returns, plus a superior service, compared to our (auction) competitors

We hope that by working with APSE we can get our message out to the 353 local authorities in England and Wales and the 32 in Scotland.



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THE GOVPLANET UK TEAM



David
Shouesmith

Simon Morley



Lynn
Dumbleton



The Ingleton Team



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THE GOVPLANET PROPOSITION: 'MORE THAN AN AUCTION COMPANY'

- A one-stop-shop, with high confidence in delivering significantly **higher net returns** for all vehicles
- Realise the **optimum value** from the sale of **specialist** vehicles and plant
- Superior, personal, **service** levels
- **Value-add** repair and refurbishment
- Range of transparent **commercial models** to suit, including all-inclusive service model. No hidden charges or fees
- Support to **fleet optimisation** – valuations, market conditions
- Access to a **range of sales channels** to a **global market** for specialist vehicle sales, with an emphasis on **direct sales**

The screenshot displays the GovPlanet website interface. At the top, there is a search bar with the text "Search over 15,700 items for sale..." and a "Search" button. Below the search bar, navigation options include "Browse by category", "Auctions", "How it works", and "Financing". The main content area shows "479 items for Online Auction" in Europe. A sidebar on the left allows for refining results by "Type" (listing categories like Articulating Boom Lifts, Compactors, etc.) and "Buying Format" (listing options like Bid, Online Auction, Sealed Auction, Buy Now, Make Offer). The main listing area features four vehicle cards, each with a photo, title, specifications (meter, location), and a price. The vehicles listed are: 2008 DAF 45-160 7.5t Tipper (£2,000), 2014 Mercedes-Benz Sprinter Drop Side Van (£3,250), 2013 Mercedes-Benz Actros 2545LS 6x2... (£5,000), and 2002 DAF LF55 4x2 Fire Truck (£1,000). Each card includes an "Add to Watch List" button.

2.2 Million Registered Users

DISRUPTIVE TECHNOLOGY & PROCESSES ARE CHANGING EVERY INDUSTRY...



ENTERTAINMENT

NETFLIX



TRANSPORTATION

UBER



RETAIL

amazon



RECRUITING

LinkedIn



HOSPITALITY

airbnb

...AND GOVPLANET IS CHANGING EQUIPMENT RESALE:

IS IT TIME TO MODERNISE YOUR APPROACH?

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OUR BUYER DATA SUPPORTS OUR GLOBAL REACH



Item 2156686 Mercedes-Benz Sprinter Mini-Bus, W/Rear Lift, EX Council, Low Mile, In very good Condition For mor ...
2009 Mercedes-Benz Sprinter Bus (London Borough of Camden Transport Depot)
 Location: Ingleton, GBR • S/N: WDB9061552N408201 • Usage: 63,743 • Category: • Bids: 0 • TM: Simon Morely
 Equip Hits: 76 • Users: 49 • Closes: 6/11/2019 12:00:00 PM US Pacific • # of Relists: 1 • Item Status: Auction ended, not sold
 Current Price: Not Sold • Reserve/Open: 8,500 GBP • Target: 0 • vs Target: 0 • Pricing MV: Unknown

Item Map Seller Map
 Buyer Leads Equipment Hits Item History
 Add this item to other user's list
 Refresh Page Ringman Calls Page Refresh Off



Onyx Id	User Id	Name	Company	Location	Phone	Incident	Assigned To	Total \$	Modified
No incident found									

Onyx Id	User Id	Name	Company	Location	Phone	Purchase Limit	Last Bid	Amount	Bids	Winning	Last Visit
No Bidders found											

Onyx Id	User Id	Name	Company	Location	Phone	Purchase Limit	Bookmarked On	Last Login
4875242	1726680	James Johnston	James Johnston	OK, USA	4057803494	\$150,000	6/10/2019	6/12/2019
4873567	1725755	Andrzej Duszynski	Andrzej Duszynski	CT, USA	2038871330	Prohibited	5/29/2019	6/17/2019

Onyx Id	User Id	Name	Company	Location	Phone	Distance	Last Login	Hits	Last Hit
1167800	515763	Dmitry Perliev	Dmitry Perliev	CA, USA	8319154535	5213	3/7/2019	10	5/29/2019
8688617	3697033	Langton Kademo	Euroleaf tabak	Dubai, ARE	971566431518	3573	6/10/2019	5	6/9/2019
8606066	3610656	Mihai Nedea	Mihai Nedea	Unknown, GBR	00447424258225	93	4/16/2019	3	6/10/2019
8645636	3652297	Adua Olalehin	Adua Olalehin	ZZ, USA	3102279790	4320	6/10/2019	3	6/7/2019
8681761	3689820	Gino Irvello	Gino Irvello	ZZ, USA	6106099962	4320	5/28/2019	3	5/29/2019
8716269	3769427	Dru Martin	Dru Martin	ZZ, USA	7852018231	4320	6/10/2019	2	6/10/2019
7840251	2725008	Mohammed Banaga	Mohammed Banaga	Sheffield, GBR	004479034702650	67	6/10/2019	2	6/7/2019
8709196	3762224	Kayode Ibrahim ?		Unknown, GBR	07785269653	93	6/7/2019	2	6/7/2019
8591632	3595823	Johannes Mauch	Johannes Mauch	Berlin, DEU	491737716379	665	4/10/2019	2	6/4/2019
8041155	3047207	lucjan Janusz Smolinski	Pomoc Drogowa I Mechanika Po	Choroszcz, POL	48602335980	1043	5/30/2019	2	6/2/2019
8360235	3373831	Antoni Piascik	Kiss	Warszawa, POL	662538979	980	6/18/2019	2	5/24/2019
8374129	3389194	Jonathan Blackburn	Jonathan Blackburn	Unknown, GBR	07866054054	93	4/2/2019	2	5/19/2019
4640167	1699766	Neil Burton	Burton car disposal	Unknown, GBR	07919857387	92	5/18/2019	2	5/11/2019
4567457	1660643	Pawlo Strilka	Sicz Constr	Unknown, GBR	07919857387	92	5/18/2019	2	5/11/2019

8716340	3769478	Sylvanus Fonsa	Sylvanus F	petru marcasan	petru marcasan	Unknown, ROM	747910070	1333	4/29/2019	1	6/9/2019
8678020	3685945	Rebecca Opoku Fordjour	Rebecca O	Fabio Hiluey	Fabio Hiluey	MA, USA	9786316923	3127	4/21/2019	1	6/9/2019
8716593	3769753	Dimo Mati	Dimo Mati	ibrahim hammouri	Hammouri Trade Europe GmbH	Dusseldorf, DEU	4921158300532	433	6/12/2019	1	6/8/2019
8716226	3769367	Rashid Iqbal	Nyc green	Yousif ?		Unknown, ISR	0543006474	2435	6/8/2019	1	6/8/2019
5001352	1795519	Luis Alberto Gaz Ochoa	Particular	Bernard ?		Unknown, GBR	01163481727	93	1/4/2019	1	6/7/2019
8714984	3768108	Dias Laurindo ?	Dias Laurin	Khalid ?		Unknown, EGY	00218913785809	2532	6/16/2019	1	6/6/2019
8714759	3767895	Alo ?		Galyna Salyga	Galyna Salyga	IL, USA	9999999999	3785	6/18/2019	1	6/4/2019
				Rudolph Brown	Rudolph Brown	ZZ, USA	5049152677	4320	6/11/2019	1	6/4/2019
				elias wondimit	aman llc	TX, USA	16122512024	4577	6/3/2019	1	6/3/2019
				Wojciech Tarabasz	Spedlog Sp. Zo.O,	Skarzysko-Kamienna, POL	509508345	997	6/18/2019	1	6/2/2019
				Deivid Preka	Deivid Preka	Unknown, GBR	07479654479	93	5/28/2019	1	5/28/2019
				George Offin	Felicleen ltd	Manchester, GBR	00447400661133	45	5/28/2019	1	5/28/2019
				??	??	ZZ, USA	9999999999		5/23/2019	1	5/23/2019
				D. Star ?		Unknown, GBR	07521125621	93	5/19/2019	1	5/19/2019
				Paulo Almeida	MestreMotivo	Ponta Delgada, PRT	296493405	1576	8/25/2018	1	5/16/2019
				Franz-Josef Dorn	Lohnunternehmer	Kiedrich, DEU	61231229	530	3/10/2019	1	5/14/2019
				Francis Agwu	X@T Partners	Lagos, NGA	447786371095	3309	6/13/2019	1	5/7/2019
				Greg Overfield	Greg Overfield	OH, USA	4195476323	3636	5/30/2019	1	5/7/2019
				Afyf Mohammed ?		Unknown, MAR	0667161197	1563	5/4/2019	1	5/4/2019
				Luiz Corte Real	Thermotelha	lisboa, PRT	351912205306	4320	6/14/2019	1	5/1/2019
				Chad Kitko	Chad Kitko	ZZ, USA	8322658638	4320	4/27/2019	1	4/29/2019

47 Hitters displayed



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LEVERAGING RITCHIE BROS. GLOBAL REACH TO MAXIMISE PRICES



- **GovPlanet: 2.2 million auction attendees****
- **100% sales**

GovPlanet is an IronPlanet® Marketplace

- Buyers from 121 countries*
- 40%+ traffic from mobile devices*
- 18 yrs of online marketplace experience*

*IronPlanet numbers and information; IronPlanet registered users can also bid on GovPlanet

**Attendees since preview of items open

GOV PLANET

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 **RITCHIE BROS.** 

www.ironplanet.com | 7

THE LIVE AUCTION MODEL - SOME COMMENTS

Live auctions provide local authorities with a convenient disposals channel that provides transparency and competition. But...

- Prices are subject to the vagaries of the auction on the day
- Live auctions are dominated by trade buyers who sell-on at a mark-up – value that is lost to the seller
- They charge significant buy-side fees which are opaque to sellers and which can suppress prices
- Are a reasonable option for standard cars and light commercial vehicles where there is high volume and a large number of buyers...
- ...but deliver poor value for lower volume, specialist items
- Do not access wider markets, such as export markets
- Online auction facilities are used to augment the live auction and are not at the core of sales activities
- Vehicle preparation for live auctions tend to be limited – especially for heavier and specialist vehicles and plant, which suppresses prices

SOME OBSERVATIONS ON THE UK LOCAL AUTHORITY VEHICLE AND EQUIPMENT RE-SALES MARKET (1)

- The 'disposal' end of the procurement cycle rarely gets the attention it deserves:
 - The focus is on new acquisition
 - The line of least resistance is perpetuated – 'keep doing the same'
 - End-of-life vehicles and equipment are perceived as low value, therefore not worth putting much effort into
 - There may be a lack of incentive if there is no direct budgetary benefit to fleet managers
- Local live auction tends to be the preferred option, often via long-standing arrangements but...
- ...with such a wide range of local authority fleet management and disposals models a one-size-fits-all live auction cannot meet all needs
- Expensive, specialist vehicles rarely do well at a live auction
- Space is often a key consideration for fleet managers, therefore speed-of-service can be a priority requirement

SOME OBSERVATIONS ON THE UK LOCAL AUTHORITY VEHICLE AND EQUIPMENT RE-SALES MARKET (2)

- Where local authorities run competitions for ‘auction services’:
 - The requirement tends to be narrowly-defined, seeking ‘auction services’; a broader ‘re-sales services’ requirement would invite other sales channels, such as direct sales, to be demonstrated
 - Commercial evaluation tends to be restricted to cost-of-service: resale price performance, buyer charges or wider services are rarely considered yet these should all be elements of a compliant MEAT assessment
 - There is a poor understanding of the live auction fees structure and its impact on prices, especially buyer-side fees
 - We sometimes see a requirement for a ‘free’ disposals service; this suggests a lack of understanding of common auction company fee structures and the total cost of the service
 - Occasionally there is divergence between Procurement running a compliant process and a fleet manager’s requirements for a simple, fast and efficient service
 - Interpretation of public sector procurement rules is variable: what constitutes transparency, competition and cost-of-service?

SOME OBSERVATIONS ON THE UK LOCAL AUTHORITY VEHICLE AND EQUIPMENT RE-SALES MARKET (3)

- Competition and transparency can also be demonstrated by online listings and sales platforms – live auction is not the only compliant channel
- The growth of ULEZ in UK cities and the accelerated introduction of sustainable fleets suggests there is a need for some careful fleet optimisation decisions involving potentially high-value assets, for which price forecasting based on good global market knowledge should inform
- Access to export markets helps reduce local market saturation and drives price performance. There is a strong export market for ex-UK vehicles, including Euro 5

SOME CURRENT GOVPLANET UK CLIENTS

Local Authorities: Fife, Birmingham, Northumberland, Stockport, Rushcliffe, Enfield, Camden, Havering, East Riding, Stevenage, Oxford

Police: Kent and Essex, Leicestershire, Northants, Staffordshire Surrey & Sussex

Fire: Staffordshire, Northants, Lancashire, Greater Manchester, Devon/Somerset, Cleveland, East Sussex, Nottingham, Northumberland; Durham/Darlington, Merseyside, West Midlands: pilots imminent with Hants, Gloucester, Cheshire.

Also OEMs: Rosenbauer, Delta, Weber

Fleet Management and Finance Companies: Balfour Beatty, BT Fleet, SHB, Chevron, Wincanton, Hitachi Capital, AFP, Gordon Brothers, Sims Waste Management, Dawson Sweepers Ltd

UK MoD Plant and Equipment: ALC (FMC) Ltd (Amey & Babcock JV): plant & equipment PFI provider to UK MoD

US Department of Defense: UK and Europe 'rolling stock'

Groundcare Contractors: Glendale



SOME THINGS TO THINK ABOUT

- When were your vehicle disposals arrangements last reviewed?
- If you use an auction company, do you understand the fee structures and how they affect your returns?
- Does an auction company provide the service and returns you expect?
- How do you benchmark re-sale price performance for specialist vehicles?
- If you can improve your re-sale price income, could you negotiate a share for your budget?
- Is your procurement department providing the service you want, or is it applying public sector procurement rules inflexibly?
- Does the commercial structure for your re-sales competitions take account of all aspects of MEAT?
- Are you taking advantage of the innovations now available, particularly in multi-channel sales and leveraging digital opportunities?
- Would you consider moving more of your surplus vehicles to overseas markets a positive?
- Do you have access to reliable price information to support fleet optimisation decisions and are you confident this is robust enough to support transition to low emissions fleets?
- Do you have processes to ensure any security concerns related to vehicle resales are considered?

GOVPLANET LOCAL AUTHORITY CASE STUDIES



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CASE STUDIES: LOCAL AUTHORITY VEHICLES



+16%

2016 HAKO Bio Chopper - 200hrs
Consignors MSP: £40,000
Sold Aug 2019 via Direct sale:
£46,500

62 plate Nissan Leaf
Consignors MSP: £3,000
Sold Oct 2019 direct: **£4,950**

+65%



CASE STUDIES: LOCAL AUTHORITY VEHICLES



+166%

2012 MAN-TGL 12.220
Consignors MSP: £4,500
Sold Aug 2019 On line: £12,000

2012 DAF - Scarab Sweeper 82,328km
Consignor's expectation: £10-12,000
Sold via GovPlanet Direct Sale Jan 19: £23,000

+110%



CASE STUDIES: LOCAL AUTHORITY VEHICLES



**2009 Land Rover Defender 130
TD5 Tipper - 34,168 miles
Consignors MSP: £13,000
Sold Oct 2019 On line: £17,740**

**2011 New Holland T6020 Tractor
Consignors MSP: £17,000
Sold Oct 2019 On line: £20,250**



CASE STUDIES 2018: SPECIALIST VEHICLES

2009 MERCEDES SPRINTER VAN, 96600 mls

CAP Average Apr 18 Price: **£3,500**

Sold via **GovPlanet** Direct Sale Jan 18: **£5,000**

+42%



+471%

**2009 MERCEDES VARIO POLICE TFU
CONVERSION, 15,000 mls**

Nearest CAP Price: **£3,500**

Sold via Direct Sale Apr 18: **£20,000**

CASE STUDIES: LOCAL AUTHORITY VEHICLES

2012 NEW HOLLAND T4.65 4WD TRACTOR, 829 hrs
No CAP Prices. Consignor's expectation: **£14,000**
Sold via **GovPlanet** Direct Sale Nov 17: **£18,500**



2006 CATERPILLAR 930G WHEEL LOADER
No CAP prices. Consignor's expectation: **£12,000**
GovPlanet refurb costs: **£750**
Sold via **GovPlanet** Direct Sale Nov 16: **£18,000**

CASE STUDIES: LOCAL AUTHORITY VEHICLES

2008, Mercedes 24 seater Mini-bus 160,696km
Consignor's expectation: <£10,000
Sold Nov 18 via **GovPlanet** direct sale: **11,250**



2008 MERCEDES ECONIC RCV, 128,056 km
Consignor's expectation: <£1.5-2000
Sold Nov 18 via **GovPlanet** direct sale: **£3,250**

CASE STUDIES: LOCAL AUTHORITY-LEASED VEHICLES

2012 MITSUBISHI TUSO 7.5T CANTER TIPPER, EX-LEASE, 31000 mls

Consignor's expectation: **£7,500**

Sold via **GovPlanet** Direct Sale Feb 18: **£9,150**



2010 DAF 7.5t 4x2 TIPPER, EX-LEASE, 140,000 km

Consignor's expectation: **£8,000**

Sold via **GovPlanet** Direct Sale Mar 18: **£11,000**

CASE STUDIES: LOCAL AUTHORITY VEHICLES



2014 HAKO City Master 1250 - Five units
Consignors MSP: £6,000 per unit
Sold Nov 2018 via GovPlanet direct sale:
£12,500/unit Totalling £62,500

108%

CASE STUDIES: LOCAL AUTHORITY VEHICLES

2008 75E16 EUROCARGO TRUCK

2016 live auction price **£4,500**: refurb costs **£2,500**

Sold 2016 via direct sale: **£10,000**



2010 MERCEDES ECONIC 2629 RCV, 152,759 km
No CAP Price: consignor's expectation: **<£4-5000**
Sold via **GovPlanet** direct sale Nov 17: **£6,750**

CASE STUDIES: LOCAL AUTHORITY SPECIALIST TRUCKS

2010 DAF COMPACT SWEEPER, 96,600 mls
Live auction price: **£21,500**
Sold via **GovPlanet** Direct Sale 2017: **£28,000**



2010 DAF CF 85.410 8X4 HOOKLIFT
Consignor's expectation: **£12-13,000**
Sold via **GovPlanet** Direct Sale Mar 18: **£17,000**

CASE STUDIES: WASTE HANDLING PLANT

**2001 FUCHS MHL 331 Tracked Material Handler,
23309 hours**

Seller expectation: £9000

Sold via GovPlanet Direct Sale May 19: £13000



2007 Atlas 1704 Wheel Loader, 12058 hours

Seller expectation: £15-17500

Sold via GovPlanet Direct Sale May 19: £23000

CASE STUDIES: LOCAL AUTHORITY VEHICLES

Ransome Parkway 3 Mower, 2151 hours
Consignor estimated price: ~£3300
Sold via **GovPlanet** Direct Sale Jun 19: **£4400**



Ransome Parkway 3 Mower, 1299 hours
Consignor estimated price: ~£5100
Sold via **GovPlanet** Direct Sale May 19: **£6190**

CASE STUDIES: LOCAL AUTHORITY VEHICLES

Toro CT2140 Compact Triple Turf Mower, 1192 hours

Consignor estimated price: ~£3300

Sold via **GovPlanet** Direct Sale May 19: **£4400**



Nimos Weed Ripper

Consignor estimated price: ~£500

Sold via **GovPlanet** Direct Sale May 19: **£700**

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