

Instruction on bidding at today's auction.

Welcome to Aurora Transportation and Grubstake Auction's Sale. If this is your first time at an auction, get ready for a fun and interesting day like none you've had before. Outlined below are some general instructions that will help you get through the auction process smoothly and hopefully with a great deal!

1. You need to register as a bidder and buy a bid card. This is what you will hold up when you want to bid, and if you are the winner, how we record your purchases. When you register, make sure the name, address, and other information is correct as this is what will go on the Bill of Sale that you will receive if you win a bid. Also include your email address for notices about future auctions.
2. There are two types of bid cards. A one-time use for today's sale and an annual registration. An Alaska driver's license is required for both.
 - a. The one-time use card is \$10 and will allow you to bid at today's auction.
 - b. The annual card is \$30 and will allow you to bid at any of our sales until the end of the year. You will have your picture taken and we will mail you a card within a week with a permanent number. This number is good at all of Grubstake's sales.
 - c. If you intend on coming to many of our auctions, or wish to be on our annual mailing list for all of our auctions, then an annual card is for you. Also, an annual registration will expedite the check-in/check-out process and ultimately save you time, and allow more time for preview.
 - d. For a greater explanation on the registration types please see the back of this sheet.
3. Once you have registered to bid and have your Bid card, you are ready to bid. See attached map for location of vehicles and where to park.
4. If you haven't inspected the vehicles, now is the time to do so. Once the auction starts, however, inspection is over.
5. Attached to the list of vehicles are the terms and conditions of today's auction. Read them carefully as they explain the rules of the sale.
6. The auctioneer will announce these terms and any others that may not be printed, or if there are any special circumstances. There generally aren't, but just in case, it's important to pay attention, remain quiet and refrain from talking during this time.
7. After the auctioneer reads the terms and rules aloud the auction will begin. The auctioneer will describe the vehicle being sold and there will be a large orange cone with a "This Item Being Sold" sign on the vehicle. Before raising your hand, be sure to know which vehicle he is selling.
8. To bid, simply raise your card when you hear the price that sounds right for you. If someone else bids, you can raise your card again if you want to bid higher. This process will continue until all bidders stop raising their cards, signifying they no longer want to bid.
9. In the event you are the highest bidder, congratulations – you just bought a vehicle at the auction! The auctioneer will repeat the sales price, and you will need to hold you card up long enough for him to repeat your bidder number to the auction clerk. After the auctioneer repeats the information, one of our staff will come up to you and write the vehicle number on the back

of your bid card. This expedites the check-out process, so make sure to pay attention to the auctioneer and staff.

10. If you wish to bid on more vehicles, the process is the same. If you are satisfied with your purchase, you may go into the office to begin the checkout procedure.
11. At this time, we are only accepting cash as a form of payment. Because of this, you have until 2pm to settle the bill and 3pm to remove your new vehicle.
12. We will issue you a Bill of Sale and Notification of Impound and Sale, which you can take to any DMV office to obtain a title and registration.
13. If you do not pay, you will be banned indefinitely and lose your privilege to bid at any future Aurora Transportation auctions, as well as all of Grubstake's auctions.

Explanation of Types of Registrations

As mentioned earlier, there are two types of registrations:

Daily Registration – A Daily Registration is a one-sale bid card for just that sale. If it's your first time, or if you're only coming for one item, this may be your best bet. We charge \$10 because it weeds out many potential bidders that won't pay. Ultimately, this helps you because it creates an atmosphere of serious bidders who are there to get a deal and pay for it. When someone who isn't going to pay drives the price of your purchase up, it only lessens the deal you're getting. And when someone doesn't pay, we have to attempt to sell the item again. When this happens, you the customer only see the same vehicles running through time and time again.

Annual Registration – An annual registration and bid card is good until the end of the year. If you attend more than two auctions per year, this would be the best choice for you. Not only from an economic standpoint, but this expedites the registration and check-in/check-out process. After we have your information, we will send you a credit card sized bid card which is all you need to bid at any of Grubstake's auctions. You will only have to register once per year, and then on auction day just tell us your number and you're ready to bid. No need to stand in line and no need to fill out the registration card at every auction. Currently, we are experimenting with an automated checkout process where your receipts will already be completed with your information by the time you come into the office.