

Charleston County News Release

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See photos and map: <http://www.charlestoncounty.org/NewsImages/govdeals.htm>

Charleston County Earns Over \$1.9 million Selling Used Equipment on GovDeals.com

Used equipment and items seized by the Sheriff's Office bring in more money when auctioned online than through an annual live auction.

Charleston County's first GovDeals.com auction closed on March 24, 2005. Since then, thousands of used equipment items and vehicles have been sold online to people all over the world.

In two years, Charleston County Government has sold over \$1.9 million in used equipment.

In comparison, Charleston County made \$318,599 at its final annual auction in 2004. Previously, one live auction was held each year in June, where 250-300 citizens showed up to view and possibly bid on equipment.

By using GovDeals.com, the county has gained access to a large number of people who buy online on a global basis.

The Charleston County Sheriff's Office is also using the online system to sell items seized by the Sheriff's Metro Narcotics Unit. The Sheriff's Office has sold \$165,554 in items such as seized televisions, cars, jewelry and furniture since they began using the online system in July of 2005. The funding from the auctions goes back into this drug fighting unit to help purchase equipment.

"We are constantly adding old equipment to the online auction site, which is an extremely efficient way to get rid of it and also make more money than we would through a one-time, annual auction," said Scott Bartley in the Charleston County Controller's Office. "If you go to the site, you will typically see between 10 and 40 items out there that you can bid on."

The sale of a helicopter for \$150,500 on June of 2006 put Charleston County Government at the \$1 million mark for selling used equipment.

"Police cars, tractors and fire trucks have been some of the larger money-making items so far this year," Bartley said.

Some of the items sold over the last year by Charleston County Government are:

- 2000 Dodge 1500 Pickup truck - \$4,150
- 1997 Chevrolet Cavalier Sedan \$2,800
- 1998 Dresser Model Crawler Tractor \$43,250
- 2001 Ford Crown Victoria – Police Package \$3,246
- 2000 Dresser TD25G Landfill Dozer \$40,000
- John Deer LX279 Riding Mower \$500
- 2002 Harley Davidson FLHP-1 Police Motorcycle \$7,324
- KALO Generator \$808
- 1971 Bell OH-58C Helicopter \$150,500
- 1998 International Fire Truck \$6,900
- 1999 Concession Trailer \$6,500
- 6 Used Weed Eaters \$141

"We are ecstatic with the results we've gotten so far by putting our items up for bid on GovDeals.com," said Corine Altenhein, Charleston County Chief Financial Officer. "The taxpayers should be pleased with their government's ability to think outside the box and use an innovative method to get rid of obsolete equipment. This ultimately brings in more revenues to the County, and allows us to use that money for the most important use, providing the best services we can to our citizens."

According to statistics from GovDeals.com, the site has registered and active buyers in all 50 states and 67 foreign countries.

Anyone who has access to the Internet is now able to view, bid on and purchase items that Charleston County Government is phasing out or replacing.

There are 64 other government agencies and organizations in South Carolina using GovDeals, and almost 1,200 other governments and agencies nationwide. GovDeals is also endorsed by the South Carolina Association of Counties as a strategic partner offering the GovDeals service to its members.

The advantages of using GovDeals.com are:

- More people looking at items and being able to do so over a longer period of time has brought in more revenue than what was made at yearly auctions.
- Instead of taking up space for up to a year in a warehouse, equipment and items are continually moved out of county areas and no longer accumulated and stored.
- Charleston County has the right to reject any final bid if it is thought to be insufficient.
- Charleston County will not have to mail any sold items because sellers are responsible for picking up or shipping their purchases.
- The online auction eliminates the threat of weather or other uncontrollable conditions or situations that could deter people from attending an annual auction.

View Charleston County's auction items through the County's Web site, www.charlestoncounty.org, under the "What's New" section on the front page (the direct link is: <http://www.charlestoncounty.org/index2.asp?p=/auctions.htm>).

- Written by Jennie Davis -