



Checklist for **SUCCESS** at a Taylor & Martin auction

We define success as you, our customers, having an enjoyable experience at our auctions, hopefully purchasing what you came for, being happy with your purchase and looking forward to attending another Taylor & Martin auction. We know that spending your hard-earned money at an auction is an important decision. To that end, we provide the following steps you can follow in order to be successful at our auctions.

PRIOR TO THE SALE

1. **Do your homework.** Know what will be sold at the auction you plan to attend.
 - a. Visit www.taylorandmartin.com or www.tmilive.com. These two sites are valuable sources of information and will answer the most frequently asked questions. As equipment is added to the sale, it will be updated online.
 - b. Tmilive.com is focused on the sale of the week and is the most up to date source of information for that sale. Multiple pictures of items including odometer and vin# will be listed here first with any major spec changes.
 - c. Visit with the sales department on items of interest to gain a better understanding of market values and any known condition issues.
 - d. The dates and locations of future auctions are posted online.
 - e. Approximately nine days prior to each auction, the inventory (Auction Catalog) of that sale is posted online.
 - f. If you have questions on a particular piece of equipment, view the **online** catalog. Our salesman's name and number is found at the end of the equipment description. If in doubt, call our toll-free number and ask to speak to the salesman responsible for that auction. Knowing the lot number is very helpful.
 - g. As equipment arrives and is checked in mileages, reefer hours and latest photos (inside & out) will be posted online as early as the weekend prior to the auction.
 - h. Maintenance records and spec changes are posted online for each piece of equipment under "View Lots."
 - i. **Come early!** Most buyers arrive 1 or 2 days before the sale in order to inspect the equipment. Remember, you buy everything "as is, where is."
 - j. If you are traveling for a specific piece of equipment, call ahead to ensure it is physically there.
 - k. If you intend to be a frequent buyer, consider subscribing to our True Value Guide to keep up to date with current auction pricing trends.
 - l. Our travel agent can assist you in obtaining airline tickets, car rentals and discounted hotel accommodations. Please contact us 800-654-8280 for more information.

2. **Paying for your equipment.** Know the terms and conditions of the auction and come prepared to comply with them. We do not want to turn anyone away.
- a. **YOU MUST PAY IN FULL THE DAY OF THE AUCTION. We do not accept credit or debit cards, money orders, third party checks, com checks or bank drafts.** The **ONLY** forms of payment we accept are:
- CASH
 - We require a cash deposit of \$3,000 before giving you a buyer number.
 - You will receive a receipt for your deposit. If you do not purchase anything, your deposit will be returned in full upon presentation of your receipt.
 - CHECK (Personal or Company)
 - We require a letter from your bank on bank letterhead before giving you a buyer number. A letter from your bank showing your account balance is NOT a letter of guarantee. Your bank letter must state:
 - Your bank will irrevocably **honor** or **guarantee** your check, OR
 - Your bank will finance any purchase up to a stated dollar amount.
 - WIRE TRANSFER
 - We require a \$10,000 deposit before giving you a buyer number.
 - If you do not purchase anything, your deposit will be wire transferred back to the account it was received from the day after the auction.
 - CASHIER'S CHECK
 - Your cashier's check must be made payable to Taylor & Martin for a minimum of \$5,000 or the amount you plan to spend before you are given a buyer number. We may ask to hold your cashier's check until after the auction.
 - If your total purchase is less than that amount, Taylor & Martin will write you a check for the difference.
- b. There is a transaction fee of 2.0% on your total purchase. Some auctions are subject to a buyer's premium.
- c. There is an additional fee if you prefer to participate and purchase online. Online participants may be required to provide a bank letter of guarantee or a \$10,000 deposit wire transferred into our account prior to online bid authorization. Visit www.tmlive.com for further detailed information.

ARRIVAL AT THE SALE SITE & REGISTRATION

1. Enter the sale's office to register, obtain your catalog and bidder number. Compliance with the terms and conditions as previously stated is **VERY IMPORTANT! IF YOU ARE NOT PREPARED FOR THE ABOVE REQUIRED FORMS OF PAYMENT, YOU WILL NOT RECEIVE A BIDDER NUMBER.**

2. You will be signing an auction registration agreement, a legal and binding contract. You will be responsible for the full settlement of your purchase within one hour of the conclusion of the sale.
3. Thoroughly inspect the equipment and list your choices and any notes of condition in your catalog. You will rely exclusively on your personal pre-auction inspection when making your purchase. Again, know what you are buying. All sales are final!!
4. A mileage sheet and list of reefer engine hours is provided to each buyer. It will continue to be updated until the day of the sale.
5. Trucks will have the keys in them. Feel free to start them up but **they cannot be moved**.
6. Feel free to ask any questions of the sales staff and the auctioneers. They are there to assist you.

DAY OF THE AUCTION

1. Sale site opens at 7 am. Trucks and reefers will be running until 9 am, which is when the auction begins.
2. Listen closely to the auctioneer prior to the start of sale of any item, ask questions if you do not understand. The auctioneer will provide you with any known information that may hold value or interest to that item. You are required to take notice to these statements for they hold precedence over any written or published material.
3. Obtain the SALE DAY copy of the mileage and reefer hour sheet. It must say **SALE DAY** at the top. It will include all the latest changes and it is the official copy for the sale.
4. Obtain a copy of the supplemental catalog. It includes all the equipment that has been added to the sale after publishing the catalog.
5. Listen closely to the opening announcements and statements made by the auctioneer. If in doubt, ask a Taylor & Martin sales staff member in the ring.
6. Important spec changes are posted on the windshields of the trucks or in front of each trailer. Know what you are buying.
7. **VERY IMPORTANT** ... know what item or choice group is being sold!! Have your preferences picked out and notated in your catalog. When sold is not the time to inspect equipment.
8. You will receive an auction memorandum for each purchase. Read it carefully and resolve any doubts, questions or concerns at that moment. This will be the only opportunity you will have to dispute your purchase price or choice.
9. If you don't understand what is happening at any time, please ask one of us. We want you to have a good experience at our auction.

SETTLEMENT

1. **PAYMENT IN FULL** is required within one hour of the conclusion of the sale.
2. Once you purchase what you came for, you must enter our sales office to settle up. Our staff will need to know what names you want on the titles. You will also receive all the necessary purchase documentation and it will be explained in detail.
3. If you are an exporter, ask that your titles be stamped "For Export Only."
4. If you are a resident of the state [the auction was in] and are not a dealer or tax exempt, you will be required to pay the sales tax that day. Our staff can answer any questions or concerns you may have.

5. If you pay in full with cash, wire transfer or certified funds, you will be able to obtain possession of your equipment immediately. **ALL** equipment must be paid in full before any equipment is released. Otherwise, your equipment will be put on HOLD at our lot until full payment is made. Storage times and availability will be communicated in opening announcements.
6. Wire transfer instructions can be found on your invoice.
7. At most of our locations, temporary tags are provided or sold for a nominal fee. Do not leave without them.
8. A fax machine is available should you need your insurance company to send proof of insurance cards.
9. If you are sending drivers to pick up your equipment, please leave the keys, lot releases and temp tags at the sale site. No equipment is released without presenting a lot release form to our security/check-out personnel.

Our goal at Taylor & Martin is for you to have a successful and pleasant experience at our auctions. The key to success is your preparation ahead of the sale, compliance with our terms & conditions and arriving early enough in order to inspect the equipment and know exactly what you are buying. We provide a wealth of information in our printed documents and online in order to help you achieve that goal. Our staff is always available to answer any questions and assist you throughout the entire process. Good luck and we look forward to meeting you at our next Taylor & Martin auction.