

**HOW TO**

**Buy Things for Pennies on the Dollar at**

**AMERICAN THINGS**

**All Over the Country!**



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# About The Author

Don Lapre is a self-made multi-millionaire and the star of the nationally aired TV show, Making Money. Growing up, Don's family was very poor. Even though Don was still a youth, it was necessary for him to help generate an additional income to help his family survive. It was out of this necessity that one of the greatest Entrepreneurs in America was born!

Over that last 25 years, this remarkable man has developed more ways to make money than you could imagine. But the most incredible part of the story is his willingness to share what he has learned with others. Don Lapre has supplied literally hundreds of thousands of people all across the country with the information and money making tools that could change their lives. As you can see every day on his nationally aired TV show, his ever growing list of successful students is amazing. These people's lives will never be the same thanks to Don Lapre and his generosity.

Over the last few years, Don has gained National recognition for his incredible innovations in the 1-900 pay-per-call business. He has revolutionized the industry by creating a unique program that allows the average American with an average income to get set up with their own incredible 1-900 business. With his program you don't need any equipment to get started and all you have to do is advertise to get people to call your 1-900 number. Don's company sets up the programs and handles everything else. And, you receive weekly checks for all the calls that you generate. If you would like more information on this exciting program you can call 1-800-800-2451. This will connect you directly to Don Lapre's office where they will be happy to explain all the details!

Another area of Don's company that is skyrocketing is his Custom Internet Web Site division. Through a unique new program, Don did it again. He took something that everyone would love to have but could not afford, and he made it affordable! For less than you would ever think possible, you could have your very own Custom Internet Web Site set up right through Don's company. With an estimated 50 million people on the Internet, it is becoming a premier advertising location and communications tool! If you would like more information on the program you can give Don's office a call at 1-800-800-2451. You'll find that his staff is very helpful as well as a pleasure to talk to.

*The manual that you're about to read is just one of many incredible publications available by Don Lapre. If you would like to request a catalog of Don's extended line of money making and money saving tools, please call Don's customer service number at 602-453-1282*

# Understanding the Basics of Auctions

## #1 Inspect Before You Buy

How do you ensure that what you buy at an auction is indeed a bargain? By inspecting any merchandise you intend to bid on beforehand and by doing a little research. Let's say you're looking for computers, but you know very little about computers, you would be wise to get out the phone book, turn to the yellow pages and start calling computer dealers. You might have to spend a couple of days doing this, but the payoff will come when you save big dollars simply because you did some research before bidding. Everything that's sold at an auction is not a bargain, and it's never a bargain if you paid too much in the first place.

Most auctions will allow you to examine the items going up for bid prior to the auction and you'll want to be sure to take advantage of this. Arrive early and thoroughly inspect (as much as is possible) any item(s) on which you intend to bid. Remember - all sales are final. Whatever you buy at an auction cannot be returned. All items are sold "as is."

## #2 Research First

There are many ways to research the items you want to buy. For example, if you're planning to buy a car at auction, you might want to visit a few car lots. Compare prices. Take test drives. Pick up a copy of your local Auto Trader. Be certain to get an NADA Blue Book or Yellow Book. If you can't find one at a newsstand or bookstore, check your local library. You can call the National Automobile Dealers Used Car Guide Company at (800) 544-6232 to subscribe or buy a single issue of the Blue Book or Yellow Book. You will want to know the Blue Book value of any car you plan to purchase; and, when you buy a car at auction, you want to pay the wholesale price. If you pay the retail price, you might just as well go to a dealer. Depending on the age of the auto, there may be a warranty still in existence, and many dealers will offer extended warranties—something you won't get at the auction. Another source for automobile price lists is the Red Book, published by MacLean Hunter Market Report, Inc.—you can reach them at (800)-621-9907.

Your best bet when buying a car at auction is to bring someone with you who knows automobiles, perhaps a friend or neighbor with mechanical skills. Paying a friend or neighbor a few dollars to go to the auction with you could be the smartest move you'll make. What you'll pay them could be miniscule in comparison to what you might lose if you were to buy a lemon. When you're inspecting a car, be certain to have one of the auctioneer's assistants start the car for you. Observe closely, listen closely and inspect closely.

Boats/Airplanes: The same rules apply to the purchase of a boat, airplane or any big ticket item you intend to bid on at auction. If you're not an expert, find and consult one. One very good source is Consumer Reports. It's available on most newsstands, and computer types who are also members of Compuserve can access Consumer Reports on-line. You can subscribe by calling (800)-234-1645. For electronics, you may want to contact Orion Research Corporation at (800)-225-1480; and, for art items, you could pick up a copy of Art & Auction magazine. It's published monthly and available at most newsstands. If your interest is in computers, be aware that computer technology changes rapidly. Unless you're an expert, or know one, you need to exercise caution or you may find yourself the owner of equipment that no one wants.

The bottom line is, be certain to inspect before you bid. Most people who are new to the auction scene will not inspect and therefore leave themselves wide open to loss. Most auctions provide time before the auction to inspect the merchandise. If you should attend one that doesn't, you might just as well get back in your car and go home.

### #3 Don't Lose Control

Auctions are fun, and it's easy for people to get caught up in the excitement of an auction and end up buying something they had no use for, or paying too much because the auctioneer noticed their excitement and took advantage of it. If you're attending an annual auction at your church, where it's unlikely you'll spend much for any of the items bid, you need not be so careful. But, if you're attending the auction of a piece of real estate, you need to keep your emotions in check. Don't get caught up in the moment and do something you'll regret later. I've noticed that some people behave at auctions very much like a gambler out of control. Unlike the gambler, however, instead of losing everything but the kitchen sink, the person who gets carried away at an auction can find himself carrying home the kitchen sink, even though he might not have wanted a kitchen sink.

### #4 Have a Plan

Before you go to an auction, know what you want, how much you plan to spend, and stick to the plan. If you're attending an auction where you are looking for something to resell and don't have any particular item in mind, set a spending limit and don't go over it.

### #5 Get There Early

Remember, you want enough time before the auction starts to inspect those items on which you want to bid. You also want to get a good seat near the front. Professional auctioneers speak very rapidly and, if you're sitting in the back, you're more apt to misunderstand or not be able to hear the proceedings. This could cause you to miss out on an exceptionally good buy. If the auction is to be held in an area with which you're not familiar, you may want to

scout the area a few days before the auction, just to make certain you'll be able to find it without any trouble.

## #6 Don't Be Afraid to Ask Questions

Because auctioneers typically speak fast, it's easy to miss something. If you're bidding on something and you're not certain what the last bid was, speak up. The auctioneer won't mind and you'll eliminate the chance of missing a bargain or getting stuck with something you didn't want.

## #7 Types of Auctions

If you plan to be doing a lot of buying through auctions, you'll need to be familiar with the different types of auctions and how they work. There are five basic types. They are:

- ➔ Public Auction—an auction where everyone is invited to attend. The auctioneer calls out the bids and an item is sold at the highest bid.
- ➔ Private Auction—the same as a public auction except that attendees have been invited and the general public is not invited. An example might be a coin club auction for members, held at the same time they hold their club meeting.
- ➔ Negotiated Sales Auction—with this type of auction, bids are taken away from the auction site prior to the actual auction.
- ➔ Sealed Bid Auction—these auctions are conducted by mail. You mail in your bid, the highest bidder wins, and results are usually mailed to the bidders.
- ➔ Spot Bid Auction—like a Sealed Bid auction except that you attend the auction. Individual bids are handed to the auctioneer by participating bidders. The auctioneer will go through all of the bids and announce the winner—the highest bidder.

# Terms You Should Know

- **Reserve:**

This means that the item up for bid has a minimum amount for which it must be sold. If no one bids the minimum bid or higher, the item is set aside.

- **Absolute:**

An absolute auction means that items up for bid will be sold to the highest bidder, regardless of the bid. For example, if a house is up for sale and the only bid for the house is one dollar, then the house is sold for one dollar. Sometimes an auction will have items that are absolute, and may advertise the auction as an absolute auction. You need to read the small print. If everything offered for bid at the auction is not offered absolute, there will usually be some mention of that in the ad, but it may be in small print—so read carefully. Also, before you buy anything at auction, you need to carefully examine the terms of the sale. If you're dealing with a government agency, you'll need to know what type of payment is acceptable—cash, money order, or check. Also, you may be required to give a deposit before the actual auction; and, if you're financing your purchase, you'll also need to know how much time you'll have to pay the balance.

- **Minimum Bid:**

This is the lowest bid that the auctioneer will accept. Minimum bids typically indicate a reserve on the item up for bid.

- **Opening Bid:**

The auctioneer will usually give the opening bid; however, it isn't necessary. The opening bid is exactly what you might think - it's the first bid made. If the auctioneer opens the bidding, let's say for one hundred dollars, that doesn't mean you cannot bid below one hundred dollars—unless the auctioneer tells you that there is a reserve of a hundred dollars. People have made bids lower than the reserve and gotten the item. So, even though an item has a reserve, it doesn't mean you can't get it for less. If the owner of the item is at the auction and you make a bid lower than the reserve, the owner may indicate to the auctioneer that he will accept your lower bid.

- **Upset:**

This usually applies to houses or property that have been foreclosed on by the bank. The upset is the lowest price that must be bid on before the sale can be completed (much like a reserve).

- **Knockdown (or Strike):**

This refers to the price for which an item is sold. The term “knockdown” came from the practice of bringing down the hammer (or gavel).

- **Shills:**

A shill is someone who bids against you but who has no real intention of buying. The shill’s goal is to drive the bid as high as possible. Shills are usually working for the auctioneer. It’s illegal to use shills, but it happens—so be sharp. If you notice that someone at the auction seems to bid a lot but never buys and that his or her bid always seems to come just before the drop of the auctioneer’s gavel, you may have reason to be cautious. The best defense against a shill is to have a price in mind and don’t go above it. If you feel you were the victim of a shill or that what you purchased was grossly misrepresented, you may want to contact your local licensing board (auctioneers are licensed in several states). If your state doesn’t license auctioneers, then you may want to contact your local consumer affairs office or the state attorney’s office.

## Financing a Purchase

There are government agencies that may assist you with the purchase of real estate or large ticket items. They are the Department of Housing and Urban Development, the Small Business Administration and the Department of Veterans Affairs. FHA loans are available through real estate companies and the Farmer’s Home Administration has money to lend to farmers. You should be able to locate local branches of these organizations in the front of your telephone directory. If not, your local library should be able to assist you.

If you want to participate in auctions that require a lot more cash than you have, and you don’t qualify for government assistance, you may want to use some creative methods of financing, such as forming limited partnerships, or perhaps a co-op, or getting a group of friends or family to participate. If you do, you may want to consult a lawyer to make certain you don’t place yourself at risk of a major loss.

# Auction Newsletter

An easy way to obtain information on when and where government auctions will be held is to subscribe to the National Auction Bulletin, Inc. newsletter. You can contact them for subscription information by writing to them at 4419 West Tradewinds Avenue, Fort Lauderdale, Florida 33308, or you can call them toll-free at (800)-327-2049. Their newsletter is published twice a month and contains approximately 180 listings of auctions to be held by various government agencies, including US Customs, IRS, Marshall Service, General Services Administration, and the Department of Defense. Cost is \$49 for a one year subscription and \$29 for six months. They will take orders over the phone with a credit card.

It's a good idea to get your name on a mailing list. Often, this will lead to you receiving information from other sources that you didn't even contact. If you're planning to earn money through auctions, you'll want to be on as many mailing lists as possible.

## Banks and Other Financial Institutions

Each year hundreds of thousands of homes, automobiles and other big ticket items are repossessed by banks and credit unions. When individuals can no longer make the mortgage payment or the car payment, the financial institution steps in and repossesses or forecloses. While most people don't enjoy seeing other people in financial trouble, the fact remains that one person's financial problems are usually someone else's financial gain.

Some of these institutions have more repossessed property than usual, and this spells opportunity for those who are alert. If you're interested in participating in these auctions, just call the banks in your area and ask when their next auction is or how they dispose of repossessed items. You may find that some banks will hire a second party to conduct the auctions; but, in most cases, banks will be only too happy to give you all the information they can to assist you in purchasing their repossessions. In fact, depending on your credit worthiness, you may be able to finance your purchase through the same financial institution that made the repossession in the first place.

You might also want to check the classified ads of your local newspaper. Most auctions will be advertised somewhere near the beginning of the classifieds. You should find that, in order to attract the largest crowd possible, most auctions will be held on Friday evenings or on the weekends. So you may find that the ads for auctions may not appear in your paper until Thursday or Friday.

Once you make a purchase at a bank auction (or any auction for that matter), you will be given a certain amount of time to take possession of the property. Sometimes it will be at the end of the auction, other times you may be given anywhere from a week to a month. Be certain you know when you must take possession. If, for example, you must take possession at the end of the auction, you'll need to be prepared to do so, and that may require having a truck or trailer at your disposal, along with the help of a couple of strong friends. If you don't take possession by the given deadline, the property will be auctioned again and you will lose any deposit you may have given. Remember - if you put a deposit on an item to be picked up later, be certain to get a receipt and don't lose it! Without it, you won't be able to pick up your purchase.

If you're planning to make a major purchase at an auction, you'll also want to know how much of the money you'll need the night of the auction. Sometimes you'll be able to make a deposit, other times you'll have to pay the entire amount due. Be sure you have this information before you attend any auction, especially where the amount of money involved is substantial.

If you specifically know the item on which you're going to bid (for example, an automobile) and you don't have the full purchase price, you may want to obtain a pre-approved loan. If you do this, you'll need to have the approval papers ready the night of the auction. In any event, if your purchase is from the same bank from which you get the loan, they'll be able to give you all the information you'll need to complete your purchase.

## Police Auctions

Because most of the merchandise you'll buy at a police auction comes as a result of a burglary arrest, you'll find that most of the items up for auction are things that can be carried, such as televisions, video equipment, cameras, jewelry and bicycles.

The auctioned property usually consists of items that have been confiscated during arrests, or found and have not been claimed. In some instances, police departments hold auctions monthly. In smaller cities, they may be held only when property rooms become too full. You'll have to call and inquire when the next auction is, because most likely they won't advertise. You'll also want to know what form of payment will be accepted, because they may not take checks.

Also available from police stations are cars and boats. You can really get some great deals at police auctions, but you'll also find a lot of junk.

Police auctions usually have no reserve or minimum bid and anything you buy at a police auction is bound to be sold “as is.” Remember, the police auctions are held only to dispose of stolen or abandoned property, they’re not trying to run a business.

Most likely, you will not be able to inspect the merchandise first either, so there is a certain element of risk involved here. The greatest risk you’ll run at a police auction is with cars or boats, because titles are usually not guaranteed; so you might buy a car or a boat only to find that when you try to register your purchase, you may not be able to do so without a title. If you stick to the smaller items, like VCRs, stereos and especially bicycles, you should be able to make some great buys.

★ Just with the information I’ve given you so far, you could keep busy for the next five years, but I just started, so keep reading...

## City, State, and County Auctions

You hear all the time about people who get the deal of a lifetime on a car, boat, or home—simply by attending an auction and getting lucky. Well, it’s true! And you can cash in on it too, with just a little leg work.

Your city, county or state probably has hundreds of auctions going at the same time. Police auctions, private auctions, auto auctions, estate auctions and sometimes city, state, or county surplus auctions. At one of these surplus auctions, you could find everything from fleet autos and confiscated cars to office furniture and supplies.

If you’d like to attend one of these auctions, you should write to the appropriate agency from the list provided in Appendix A. Cities, counties, and states may have public auctions or private auctions (sealed-bid auctions are not usually the norm). City, state, and county surplus auctions are the favorites of most people who really get into auctions.

Sometimes these auctions will be managed by a city or state employee and, other times, by an auctioneer contracted by the agency involved. At times, you will have just a few hours before the auction to inspect the merchandise; at other times, you may have as long as a couple of weeks. These auctions may be held monthly, annually or as the governing agency deems necessary. State surplus auctions will sometimes consist of university property. Those in the business say that auctions of university property are probably the best auctions you can attend. Why? Great stuff at unbelievably low prices.

University auctions are not publicized, and it’s difficult to get information about them. The best way I can think of is to call the universities in your area and ask. You’ll most likely need to speak with the person in charge of the purchasing department.

When you call for information on city, county, or state auctions, remember to ask all the important questions—date and time of the auction, where the auction is to be held, can you inspect, what form of payment will be required and how long will you have to take possession. If items requiring a title (such as cars and boats) will be auctioned off, be sure to ask if the title will be provided at the time of the sale. Also, don't forget to inquire as to whether or not they keep a mailing list. If they do, be sure to let them know you want to be on it.

- ★ Computers and typewriters are only a few of the items you'll find at surplus and university auctions.

## Estate and Bankruptcy Auctions

When someone dies, it's not uncommon for his or her belongings to be auctioned. Sometimes, because there is no will, heirs cannot be located and a probate judge orders the possessions to be auctioned off, or the heirs, (for any number of reasons) just might want to dispose of the property of the deceased.

When a business goes bankrupt or just goes out of business, the entire business may be auctioned off including such items as desks, file cabinets, computers, vehicles, and any inventory in stock. Storage units have auctions when renters abandon their stored belongings and even the contents of safe deposit boxes can be auctioned after a period of nonpayment of rental fees.

Many of these auctions will appear in your paper's classified section. You may also want to check the Yellow Pages of your phone book under Probate Estate Auctioneers.

Estate auctions are often sources of excellent buys and there is usually a good variety of items from vehicles to land to furniture and appliances. You would do well to locate Probate Estate auctioneers in your area and get on their mailing lists.

# United States Government Auctions

Many agencies of the U.S. Government have auctions. Those agencies include the Department of Defense, the General Services Administration, the Internal Revenue Service, US Customs, the US Postal Service, the Department of Housing and Urban Development (better known as HUD), and the Resolution Trust Corporation.

The items auctioned off by these government agencies range from land to surplus military supplies. The person who does his homework can do very well at these auctions.

Department of Defense - one of the best auctions to attend. Auctions are held by field offices called Defense Reutilization Marketing Offices. There are offices in nearly all states. You should be prepared to make a deposit of 20% on the items on which you wish to bid. You can do this with a credit card. If you have a letter of credit, it will probably have to be approved by the auctioneer prior to the auction. A list of U.S. regional offices can be found in the back of this manual as *Appendix B*.

General Services Administration - to participate in a GSA auction, contact the regional office that serves your area. A list of regional offices can be found in the back of this manual as *Appendix C*.

IRS - the IRS does not have a system set up for auctions and it's very difficult to get any information regarding the auctions they do hold. You may get some good deals because the IRS does not typically hire professionals to run an auction. If you're interested in IRS auctions, you need to call the office nearest you and inquire about auctions or ask about form 2434 (the form the IRS uses to announce an auction). If you've ever dealt with the IRS, you already know that it can be extremely exasperating, so be prepared to be frustrated - it will be a test of your patience.

US Customs - US Customs auctions are overseen by a private company—E.G. & G. Dynatrend. You can call them at (703) 273-7373 or write to them at the following address:

E. G. & G. Dynatrend  
U.S. Customs Service Support Division  
2300 Clarendon Blvd. - Suite 705  
Arlington, Virginia 22201

Customs auctions are held throughout the United States You'll find an assortment of items at these auctions—some stuff confiscated as part of drug busts, but the majority is not. There will be a catalog and merchandise is usually auctioned off in the sequence shown in the catalog. You will be expected to pay in full (once you've made a successful bid) with either cash or a cashier's check and, at some locations, with a bank credit card.

US Postal Service - Someone else's loss is your gain. When packages are not labeled correctly, or for some reason not deliverable, the post office eventually auctions them off. You can get some good buys at postal service auctions, but there are only five locations in the country where they are held. Some of the locations have minimum bid requirements, and some will send you information on request. Addresses and phone numbers are listed in the back of this manual as *Appendix D*.

Department of Housing and Urban Development - The one thing most people don't know is that single-family homes are not the only pieces of property available through HUD. They also have commercial properties. All property sold through HUD is sold "as-is" and if you're approved you'll be responsible for any repairs or improvements. For more information, you can write to HUD in Washington at the following address:

Department of Housing and Urban Development  
Washington, DC 20410-4000  
(202) 708-1422

Or you may want to contact the regional office nearest you (listed below).

Region I - Boston Regional Office  
Room 375, Thomas P. O'Neill Jr. Federal Bldg.  
10 Causeway Street, Boston, MA 02222

Region 2 -New York Regional Office  
26 Federal Plaza, New York, NY 10278

Region 3 - Philadelphia Regional Office  
Liberty Square Bldg, 105 South 7th St  
Philadelphia., PA 19016

Region 4 - Atlanta Regional Office  
Richard B. Russell Federal Building, 75 Spring St  
Atlanta, GA 30303

Region 5 - Chicago Regional Office  
547 W. Jackson Blvd, 7th Floor  
Chicago, IL 60661

Region 6 - Fort Worth Regional Office  
1600 Throckmorton, PO Box 2905  
Fort Worth, TX 76113

Region 7 - Kansas Regional Office  
Room 200, Gateway Tower II, 400 State Avenue  
Kansas City, KS 66101

Region 8 - Denver Regional Office  
Executive Tower Bldg, 1405 Curtis St  
Denver, CO 80202

Region 9 - San Francisco Regional Office  
Phillip Burton Federal Bldg & Courthouse  
450 Golden Gate Ave, PO Box 36003  
San Francisco, CA 94102

Region 10 - Seattle Regional Office  
Arcade Plaza Bldg, 1321 Second Ave  
Seattle, WA 98101

The following pages will direct you to all the places to contact if you want to get involved with the auctions they have available. You're probably thinking, where do I begin? Now you know why I said to promise yourself you'll attend ten auctions before you ever think about not doing this!! I've made an absolute fortune, so why not you!! It's incredible!!

# Appendix A:

## Directory of State Surplus Agencies

### Alabama

State Agency for Surplus Properties  
PO Box 210487, Montgomery, AL 36121

### Alaska

Department of Administration, Division of General Services and Supplies  
2400 Viking Dr, Anchorage, AK 99501

### Arizona

State of Arizona, Surplus Property Management  
1537 W Jackson Street, Phoenix, AZ 85007

### Arkansas

Department, Finance & Administration, Marketing & Redistribution  
6620 Young Rd SW, Little Rock, AR 72209

### California

Department of General Services, State Garage  
1416 10th St S, Sacramento, CA 95814

### Colorado

State Fleet Management  
1001 W 62nd Ave, Denver, CO 80216

### Connecticut

Surplus Center  
60 State St Rear, Wethersfield, CT 06109

### Delaware

Dept. of Administrative Services, Division of Purchasing  
PO Box 299, Delaware City, DE 19706

### District of Columbia

Dept. of Administrative Services  
2000 Adams PI NE, Wash., DC 20018

Florida

Department of General Services, Bureau of Motor Vehicles and Watercraft  
Rm B-69, Larson Building, Tallahassee, FL 32399

Georgia

Department of Administrative Services, Surplus Properties  
1050 Murphey Ave, Bldg IA, Atlanta, GA 30310 I

Idaho

Department of Transportation  
3311 W State St, Boise, ID 83703

Illinois

Dept. of Central Management Svcs, Property Control Division  
350 Great Northern Ave, Springfield, IL 62707

Indiana

State Surplus Property  
545 W McCarty St, Indianapolis, IN 46225

Iowa

State Vehicle Dispatcher  
301 E 7th, Des Moines, IA 50319

Kentucky

Department of Finance, Division of Personal Property  
501 Holmes St, Frankfort, KY 40601

Louisiana

Louisiana Division of Administration - Property Assistance  
PO Box 94095, Baton Rouge, LA 70804

Maine

Surplus Properties  
Station 95, Augusta, ME 04333

Maryland

Agency for Surplus  
PO Box 1039, Jessup, MD 20794

Massachusetts  
State Surplus Properties Office  
1 Ashburton Pl, Room 1009, Boston, MA 02108

Michigan  
State of Michigan, Department of Management and Budget Office Services Division  
3353 N Logan, Lansing, MI 48913

Minnesota  
Materials Management Division, Surplus Operation  
5420 Highway 8, Arden Hills, New Brighton, MN 55112

Mississippi  
Department of Public Safety  
PO Box 958, Jackson, MS 39205

Missouri  
State Surplus Properties  
PO Box 1310, Jefferson City, MO 65102

Montana  
Property Supply Bureau  
Capitol Station, 930 Lyndale, Helena, MT 59620

Nebraska  
Materials Division, Mall Level, State Office Building  
301 Centennial Mall South, Lincoln, NE 68509

Nevada  
State Purchasing Division, Capitol Complex  
505 E King- Rm 400, Carson City, NV 89701

New Hampshire  
State Surplus Property  
78 Regional Dr Bldg. 3, Concord, NH 03301

New Jersey  
State of New Jersey Distribution Ctr.  
1620 Stuyvesant Ave, Trenton, NJ 08628

New Mexico  
New Mexico Highway & Transportation Department Equipment Section  
PO Box 1149, Santa Fe, NM 87504

New York  
Surplus  
Albany, NY 12226

North Carolina  
State Surplus  
PO Box 33900, Raleigh, NC 27636

North Dakota  
Highway Department  
Airport Rd, Bismarck, ND

Ohio  
State & Federal Supplies, Administrative Services  
226 N 5th St, Columbus, OH 43266

Oklahoma  
Central Purchasing  
State Capitol, Rm B4, Oklahoma City, OK 73105

Oregon  
Surplus Properties  
1655 Salem Industrial Dr, NE, Salem, OR 97310

Pennsylvania  
Department of General Services, Bureau of Vehicle Management  
2221 Foster St, Harrisburg, PA 17125

South Carolina  
Department of Highways & Public Transportation, Procurement Office  
191 Park St, Columbia, SC 29202

South Dakota  
State Property Management  
701 E Sioux, Pierre, SD 57501

Tennessee

No address available- Call 615-741-4896

Texas

State Purchasing & General Services  
Commission  
PO Box 13047, Capitol Station, Austin, TX  
78711

Utah

Utah State Surplus  
522 S 700th St W, Salt Lake City, UT  
84101

Vermont

Central Surplus Properties  
RR 2, Box 350, Montpelier, VT 05602

Virginia

Division of Purchases & Supply  
PO Box 1199, Richmond, VA 23209

Washington

Department of General Administration,  
State Office of Commodities  
Redistribution 2805 C St SW,  
Door 49, Bldg 5, Auburn, WA 98001

West Virginia

WV State Agency for Surplus Property  
2700 Charles Ave, Dunbar, WV 25064

Wisconsin

State Property Program  
PO Box 7867, Madison, WI 53707

Wyoming

State Motor Vehicle Mgmt. Services  
723 W 19th St, Cheyenne, WY 82002

# Appendix B:

## Directory of Defense Reutilization and Marketing Offices

All offices in your area may not be listed here.

For more information you may want to contact the National Bidders List:

Defense Reutilization & Marketing Service  
PO Box 1370  
Battle Creek, MI 49016-1370  
616-961-7331

### REGIONAL SALES OFFICES

Columbus, OH  
926 Taylor Station Rd,  
Blacklick, OH 43215  
614-238-2281

Memphis, TN  
2163 Airways Blvd,  
Memphis, TN 38114  
901-775-6858

Ogden, UT  
Bldg 2A-1, 500 W 12th St,  
Defense Depot Ogden  
Ogden, UT 84407  
Qn1 -.~49-6662

Europe  
Lindsey AS,  
APO NY 09633  
06121-82-3505

Pacific  
Bldg 12,  
Camp HM Smith, HI 96861  
808-4740491

### DRMO OFFICES

Alabama  
Anniston Army Depot,  
Anniston, AL 36201  
205-235-7133 / 205-235-7733

ZWSE, Bldg T342,  
Anniston, AL 367205  
205-235-7133

Alaska  
PO Box 866, Bldg 34600,  
Elmendorf AFB AK 99506  
907-552-3911

PO Box 35028,  
Ft Wainwright, AK 99703  
907-353-6318 - 907-353-7334

Arizona  
PO Box 104,  
Ft Haachuca, AZ 85613  
602-533-2074

PO Box 15011,  
Tucson, AZ 85708  
602-750-5041

## DRMO OFFICES cont.

### Arkansas

ZMFC, Bldg 339,  
Ft Chaffee, AR 72905  
501-484-2862

### California

PO Box 308,  
Edwards AFB, CA 93523  
805-277-2209

Bldg 700,  
McClellan AFB, CA 95652  
916-643-3830

PO Box 810,  
Marina, CA 93933  
408-242-7189

### Colorado

Ft Carson Bldg 318,  
Colorado Springs, CO 80913  
719-579-4355

Bldg 621, Rocky Mountain Arsenal,  
Commerce City, CO 80022  
303-289-0378

### Connecticut

Naval Submarine Base,  
New London Box 12,  
Groton, CT 06349  
203-449-3523

### Delaware

Bldg 114,  
Dover AFB, DE 19902  
302-678-6165

### Florida

PO Box 82,  
Jacksonville, FL 32212  
904-772-9248

US Naval Air Station, Bldg 685N,  
Pensicola, FL 32508  
904452-2451

Bldg 1110, PO Box 6838,  
MacDill AFB, FL 33608  
813-830-2871, 813-830-2872

### Georgia

Marine Corps. Logistics Base,  
Albany, GA 31704  
912-439-5966

Fort Gillem Bldg 310-B,  
Forest Park, GA 30050  
404363-5117

### Idaho

PO Box 4068,  
Mountain Home AFB, ID 83648  
208-828-2306

### Illinois

Naval Training Center, Bldg. 3212A,  
Great Lakes, IL 60088  
708-688-3655

Bldg, 4141,  
Scott AFB, IL 62225  
618-256-3105

### Indiana

Naval Weapons Support System,  
Bldg 2034,  
Crane, IN 47522  
812-8543442

Kansas  
Bldg 269,  
Ft Leavenworth, KS 66027  
913-684-2878, 913-6842383

Kentucky  
PO Box 2555,  
Ft Campbell, KY 42223  
502-798-4762

Louisiana  
PO Box 901,  
Ft Polk, LA 71459  
318-535-4068

Maine  
Naval Air Station, Bldg 584,  
Brunswick, ME 04011  
207-921-2627

Maryland  
Aberdeen Proving Grounds,  
Aberdeen, MD 20755  
301-278-2235

Bldg 6704, Naval Air Station,  
Patuxent River, MD 20670  
301-863-3316

Massachusetts  
PO Box 69,  
Ft Devens, MA 01433  
508-796-2418

Michigan  
Bldg 417,  
KI Sawyer AFB, MI 49843  
906-346-2254

Minnesota  
Minnesota Air National Guard,  
Duluth Intl Airport, Duluth, MN 55811  
218-723-7441

Mississippi  
Bldg. 152,  
Columbus AFB, MS 39701  
601-434-7463

Bldg. 4422,  
Keesler AFB, MS 39534  
601-377-2505

Missouri  
Gas St. Bldg 2391,  
Ft Leonard, MO 65473  
314-596-7101

PO Box 6010,  
Whiteman AFB, MO 65305  
816-687-3308

Montana  
Bldg 1531,  
Malstrom AFB, MT 59402  
406-731-6346

Nebraska  
Bldg 559,  
Omaha, NE 68113  
402-294-2425

Nevada  
Bldg 1035 Area III,  
Nellis AFB, NV 89191  
702-652-2002

New Hampshire  
Portsmouth Naval Shipyard,  
PO Box 2028,  
Portsmouth, NH 03801  
207-438-2282

New Jersey  
Naval Air Engineering Ctr, Bldg 75,  
Lakehurst, NJ 08733  
201-323-2661

New Mexico  
Bldg. 215,  
Cannon AFB, NM 88103  
505-784-2436

Bldg. 1025,  
Kirtland AFB, NM 87117  
505-846-6959

New York  
Plattsburgh AFB, PO Box 864,  
Plattsburgh, NY 12901  
518-565-5778- 518-565-5431

North Carolina  
Bldg J, 1334 Knox St,  
Fort Bragg, NC 28307  
919-396-5222

North Dakota  
Grand Forks AFB, Bldg 432,  
Grand Forks, ND 58206  
701-747-3780

Ohio  
3990 E. Broad St, PO Box 13297,  
Columbus, OH 43213  
614238-3244

Oklahoma  
US Army Ammunition Plant,  
McAlester, OK 74501  
918-421-2248

Oregon  
Umatella Army Depot,  
Hermiston, OR 97838  
503-564-8632

Pennsylvania  
5450 Carlisle Pike, PO Box 2020,  
Mechanicsberg, PA  
717-790-3325

PO Box 366,  
Tobyhanna, PA 18466  
717-894-7455

Rhode Island  
PO Box 985,  
Davisville, RI 02854  
401-267-2294

South Carolina  
PO Box 5716,  
N Charleston, SC 29406  
803-743-5176

South Dakota  
Ellsworth AFB, Bldg 1801,  
Rapid City, SD 57706  
605-385-1021

Tennessee  
Bldg, S.6,  
Millington, TN 38054  
901-873-5670

Texas  
PO Box 8029,  
El Paso, TX 79908  
915-568-8503

Utah  
500 W 12th St,  
Ogden, UT 81001  
801-399-7281

Virginia  
Stop 566/SX 151 W, Bldg 2517,  
Ft Belvoir, VA 22060  
703-664-6551

Washington  
PO Box 1321,  
Fairchild AFB, WA 99011  
509-247-2350

Wisconsin  
Ft McCoy, Bldg 2184,  
Sparta, WI 54656  
608-388-3718

Wyoming  
Bldg 808,  
Francis E. Warren AFB, WY 82005  
307-775-3959

# Appendix C:

## Directory of General Services Administration Regional and Field Offices

### Regional Offices

ATLANTA  
Office of Real Estate Sales  
U.S. General Services Administration  
Peachtree Summit Building  
401 W Peachtree St  
Atlanta, GA 30365  
404-331-5133

BOSTON  
Office of Real Estate Sales  
U.S. General Services Administration  
10 Causway St- Rm 1079  
Boston, MA 02222  
617-565-7000

FORT WORTH  
Office of Real Estate Sales (7DR)  
U.S. General Services Administration  
819 Taylor St  
Fort Worth, TX 76102

SAN FRANCISCO  
Office of Real Estate Sales  
U.S. General Services Administration  
525 Market Street  
San Francisco, CA 94105

### Field Offices

CHICAGO  
Office of Real Estate Sales  
U.S. General Services Administration  
230 S Dearborn St  
Rm 3864, Mailstop 38-1  
Chicago, IL 60604  
312-353-6045

WASHINGTON  
Office of Real Estate Sales  
U.S. General Services Administration  
GSA Center - Rm 2422  
Auburn, WA 98001  
253-931-7547

# Appendix D: Directory of U.S. Postal Auctions

