



▶ GovDeals is a unique state-of-the-art online auction service that allows GMA members to conduct online transactions of surplus, abandoned and confiscated equipment and property. In addition to being able to immediately list property for sale as it is declared surplus, cities are able to expose their property to a large group of buyers in virtually every state and in 26 foreign countries.

**“The service is very convenient, and we’ve found that not only has it provided more revenue but it has simplified the whole auctioning process.”**

**-Miriam Jordan, City Clerk,  
City of Port Wentworth**

When the City of Smyrna recently upgraded its police department’s radio system, it wasn’t expecting much, if any, profit from 75 surplus analog walk talkie radios. However, by using GovDeals, an online auction service, the city received a final bid price of \$36,050 for the lot of radios.

**“We couldn’t be happier with the results,” said Jack Millet, purchasing director for Smyrna. “Because of GovDeals we were able to gain a significant amount of additional revenue for the city.”**

In its third year of using GovDeals, the City of Gainesville has gained six times the amount of revenue auctioning surplus property than the city did before it used the service.

City Manager Bryan Shuler said that the city has been so successful using the service for their annual auction that he hopes they can begin to use the service more frequently.

**“We were prompted by GMA to use the service and we’ve found the results to be remarkable,” said Shuler. “Before using GovDeals we only made about \$20,000 from our onsite auction. In our third year of using it we made \$121,000 off of surplus property.”**

**Sample page from the GovDeals.com website:**



**Other benefits of GovDeals:**

- large audience of existing buyers
- training and assistance on how to successfully use the service
- assistance and research to determine fair market values
- a highly effective marketing program with print media support and automated bid features

For more information on the service visit [www.gmanet.com/Auctions.aspx](http://www.gmanet.com/Auctions.aspx) or contact Pam Helton at (678) 686-6275 or [phelton@gmanet.com](mailto:phelton@gmanet.com)

REFERRALS