

## NEWS RELEASE

### Ritchie Bros. sells more than CA\$64 million of equipment during Edmonton, AB auction

**More than 5,350 items were sold for 825+ sellers as part of the unreserved public auction—setting a new company record for most sellers in a single Ritchie Bros. auction**

EDMONTON, ALBERTA (September 6, 2013) – Ritchie Bros. Auctioneers (NYSE and TSX: RBA), the world's largest industrial auctioneer, sold CA\$64+ million (US\$61+ million) of heavy equipment, trucks and property during a two-day unreserved public auction at its permanent auction site in Edmonton, Alberta, on September 4 – 5, 2013. More than 5,350 equipment items and trucks were sold in the auction for 825+ sellers—a new company record for most sellers in a single auction. Bids were made in person at the Edmonton auction site, online in real time at [www.rbauction.com](http://www.rbauction.com) and by proxy.

"We value our customer relationships greatly because they've helped us become the largest seller of used equipment and trucks in the world," said Jim Rotlisberger, Regional Sales Manager, Ritchie Bros. Auctioneers. "They come back time and again because they trust our unreserved auctions. We've been conducting auctions in Alberta since 1964 and today it's one of our strongest markets. We're very proud to have helped more sellers in Edmonton this week than we ever have before in a single auction anywhere in the world."

More than 5,600 bidders from 50 countries, including all Canadian provinces and two territories and 42 US states, registered to bid in person or online for the auction. CA\$41+ million (US\$39+ million) of equipment was purchased by Alberta buyers, while participants from outside Alberta purchased CA\$22+ million (US\$21+ million) of equipment or more than 35 percent of total gross auction proceeds. Close to 3,200 of the bidders participated online and purchased CA\$25+ million (US\$24+ million) of equipment online.

Among the record number of sellers in the auction was Bill Armstrong, owner of Bill Armstrong Trucking Inc. Bill's Thorhild, AB-based company sold a selection of forestry and earthmoving equipment in the auction, including skidders, feller bunchers, delimbers, motor graders, crawler tractors and more.

"This is the way to sell. Ritchie Bros. took care of everything for me, and it's over in one day," said Bill Armstrong. "Ritchie Bros. and our sales representative went above and beyond. The work they did was amazing. My pieces went as far away as BC, Saskatchewan, Ontario and all over Alberta. We worked hard and kept our gear in good shape and Ritchie Bros. worked hard to get global market value."

#### **AUCTION QUICK FACTS: EDMONTON, AB—SEPTEMBER 4 – 5, 2013**

- **Gross Auction Proceeds** – CA\$64+ million (US\$61+ million)
- **Amount sold to online bidders** – CA\$25+ million (US\$24+ million)
- **Unique bidders (onsite and online total)** – 5,600+
- **Unique online bidders** – Close to 3,200
- **Lots sold** – 5,350+
- **Number of sellers** – 825+ (new Company record for most sellers in a single auction)

The Ritchie Bros. auction calendar currently features 90+ unreserved public auctions around the world, including the Company's next unreserved public auction in Edmonton, AB, which is scheduled for October 29 – 30, 2013. Visit [www.rbauction.com](http://www.rbauction.com) for a complete list of upcoming auctions.

#### **About Ritchie Bros.**

Established in 1958, Ritchie Bros. (NYSE and TSX: RBA) is the world's largest seller of used equipment for the construction, transportation, agriculture, material handling, energy, mining, forestry, marine and other industries. **Ritchie Bros.**™ solutions make it easy for the world's builders to buy and sell equipment with confidence,



including live unreserved public auctions with on-site and online bidding ([rbauction.com](http://rbauction.com)), the **EquipmentOne™** secure online marketplace ([EquipmentOne.com](http://EquipmentOne.com)), a professional corporate asset management program, and a range of value-added services, including equipment financing for customers through Ritchie Bros. Financial Services ([rbauctionfinance.com](http://rbauctionfinance.com)). Ritchie Bros. has operations in more than 25 countries, including 44 auction sites worldwide. Learn more at [RitchieBros.com](http://RitchieBros.com).

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**ATTENTION MEDIA:** Photos and other media resources are available for use at <http://www.rbauction.com/media>. Members of the public and the media can follow Ritchie Bros. on Twitter @RitchieBros.

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