



Senator
Bill Stouffer

DISTRICT 21

Senator Bill Stouffer – Cultivating Rural Missouri.

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The Stouffer Report: Selling Heavy Equipment Benefits Rural Missouri

Rural Missouri is proving itself to be vital once again. Not only are manufacturing firms making our area their home, but the folks who sell those goods are making their way into rural Missouri as well.

[Ritchie Bros. Auctioneers](#) has been in Odessa since this past spring. For those of you who are unfamiliar with the company, Ritchie Bros. is the world's biggest auctioneer of industrial equipment. They have more than 110 locations in over 25 countries around the world. The company sells new and used construction and agricultural equipment, trucks, and other assets through unreserved public auctions.

On the day they officially opened their [Odessa](#) location, the company also held a day-long auction. They sold around 840 industrial, construction, and transportation equipment items. Altogether, over 1,200 bidders from 25 countries — which included 44 states and 8 Canadian provinces — took part. The auction brought in over a million dollars, which translates into thousands of dollars in tax revenues for the City of Odessa and [Lafayette County](#).

Ritchie Bros. has held auctions in the Kansas City area before, but now they have a permanent home to serve a much larger area of the state. Being along Interstate 70 offers an obvious advantage. Along with that, they are also close to other routes, rail service, and barge traffic on the nearby Missouri River. Their auction site sits on 40 acres with a 33,000 square foot building that has seating for over 600 people. In addition, they are able to take equipment to their on-site refurbishing hub where they can repair, clean, and paint it before selling it. Every sale they have reflects tens of millions of dollars in sales.

Over the past few years, we have heard how Missouri is a part of the

global economy. A lot of folks ask me how this can be or what kind of role *does* Missouri play. In the 50 years Ritchie Bros. has been in business, they have become known worldwide for their work. People from all over the globe bid at their auctions, which they can do via the Internet. This is a company that has combined something as old as auctioneering with 21st century technologies to provide a needed service for folks not just in our own backyard, but literally throughout the world.

To me, this is a great addition to our district and state for a number of reasons. Chief among them is the fact this company chose Odessa over a big city. It would be easy to locate in Kansas City, Springfield, or St. Louis. But Ritchie Bros. chose a town with fewer than 5,000 people living in it. I believe this is key. This continues to show manufacturing, agriculture, and services industries can grow in a slowing economy while making smaller towns their homes. I could not be happier to see such a success story and I thank everybody involved for making it happen.

Senator Stouffer serves the counties of Carroll, Chariton, Cooper, Howard, Lafayette, Macon, Ray, Saline, and a part of Clay.

If you have questions or comments about this or any other issue, please call toll free (866) 768-3987 or by e-mail at bstouffer@senate.mo.gov.

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