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SHIPSHEWANA AUCTION INC. – MISC./ANTIQUÉ AUCTION

GENERAL INFORMATION

- ◆ **Auction held every Wednesday at 9:00 AM.**
- ◆ All merchandise unloaded for auction must be offered for auction at auction time.
- ◆ No private selling of merchandise between consignors and buyers.
- ◆ Shipshewana Auction Inc. has the right to reject any article to be offered for auction. (No article depicting nudity, guns except black powder, slot machines or any objectionable objects to be offered.)
- ◆ A fee may be assessed for merchandise of questionable quality.
- ◆ Consignor is responsible for the handling of merchandise at auction time. (Rep. Service available.)
- ◆ **The handling of merchandise at auction time and treatment of your buying customers should reflect the Golden Rule: *Do unto others as you would have them do unto you.***
- ◆ Shipshewana Auction, Inc. assumes no responsibility for damaged or stolen property.
- ◆ Please, **no parking in front of any door.**
- ◆ Side and overhead doors operated by authorized personnel.
- ◆ No guarantee of selling time or auctioneer.
- ◆ Minimum opening bid - \$5.00.
- ◆ Our Goal – To have your checks available one hour after your last item is sold.

SPACE INFORMATION

Availability: First come first serve basis or reserved ahead. Most spaces are reserved in advance as spaces generally sell out several weeks in advance.

Size: Most approx. 7' x 9 ½', some approx. 9' x 12' (Pickup load = 1 space, Van load = 2 spaces, bigger trucks = 3 to 4 spaces.)

Rates: \$10.00 to \$20.00 per space. No refunds if spaces are forfeited.

Areas: Most spaces are general auction spaces plus the absolute, specialty and furniture section.

Reserved Occupancy: Spaces must be occupied by reserving party by 7:00 AM Wednesday to avoid possible reissuing of spaces by Shipshewana Auction, Inc. No refunds, subleasing or transferring of reserved spaces.

Check office for start times, positions, specialized auctions, areas in building and a **detailed commission sheet.**

UNLOADING INFORMATION

Year Round	Tuesday	7:00 AM – 5:00 PM
	Wednesday	5:30 AM – 8:00 AM (All vehicles must be out of the barn by 8:00 AM)

Off day unloading hours available, check office for rates and availability

PROCEDURE

Park where directed or in a valid parking space. Check with auction personnel. You and your vehicle will be directed to your auction space. Unload in a timely fashion. Your vehicle will be directed out of the building by auction personnel. Do not move vehicle in building without assistance from Shipshewana Auction personnel.

PARKING INFORMATION

From Memorial Day through Labor Day a parking fee or permit is required to park on Shipshewana Auction Inc. property. Auction parking permits (\$35.00 per season) are available in the Misc. office. All other fees collected by gate attendant. You are expected to respect gate attendant and park where directed.

THANK YOU FOR CHOOSING SHIPSHEWANA AUCTION, INC. FOR YOUR AUCTION SERVICE.



Consignor Tips For Successful Selling

- Display is critical: neat, attractive, organized and logical. Remember what can't be seen, can't be bought.
- Follow a pattern when selling - left to right, front to back, end to end. Your crowd will stick if they can anticipate what's coming.
- **Minimum opening bid accepted per item, per choice, per grouping of merchandise offered for auction will be a \$5.00 opening bid. (Exception - When offering items by the piece x the count)**
- Group or gather small numerous items on trays or in pop flats. Extra boxes help your buyers stay as they cannot hold too much at once. **Remember, minimum opening bid is \$5.00, so group your smalls whenever possible.**
- Sell "Choice Out" whenever possible. This encourages bidder competition as well as multiple sales. It greatly improves sales pace and sheet average.
- Honor "Requests" wisely. Remember it take at least 2 bidders for an auction. Either stage requests in an "on deck" area or sell choice of two or more requests.
- **Above all be positive.** Nothing suppresses bidding more than whining, sarcasm, or negative comments. Be professional and keep smiling. Remember - what the bidder came for is to **BUY!! Sell, Sell, Sell.**
- Don't worry about the price of each individual piece. Figure your consignment's potential as a whole. If you make money on the whole sale **THAT'S WHAT COUNTS - THE BOTTOM LINE!**
- Don't be afraid to ask your auctioneer's advice - after all they're working for you.
- For a job well done, tips are accepted and appreciated by your auctioneer and clerk.

Have a GREAT SALE!

Thanks - Shiphewana Auction



ANTIQUA/MISC. AUCTION COMMISSION SCHEDULE & FEES
 (Commissions are based on gross sales and lot averages)

<u>Gross Sales</u>	<u>Lot Averages*</u>	<u>Rate</u>
\$6,000 and Up	\$60.00 and Up	9 %
	\$40.00 - \$59.99	10 %
	\$39.99 and Down	11 %
\$4,000 - \$5,999.99	\$600.00 and Up	9 %
	\$50.00 and \$599.99	10 %
	\$30.00 - \$49.99	11 %
	\$29.99 and Down	12 %
\$3,000 - \$3,999.99	\$600.00 and Up	9 %
	\$100.00 - \$599.99	10 %
	\$50.00 - \$99.99	11 %
	\$30.00 - \$49.99	12 %
	\$29.99 and Down	13 %
\$2,000 - \$2,999.99	\$600.00 and Up	10 %
	\$100.00 - \$599.99	11 %
	\$50.00 - \$99.99	12 %
	\$30.00 - \$49.99	13 %
	\$29.99 and Down	14 %
\$1,000- \$1,999.99	\$600.00 and Up	10 %
	\$100.00 - \$599.99	12 %
	\$50.00 - \$99.99	13 %
	\$30.00 - \$49.99	14 %
	\$29.99 and Down	15 %
\$999 and Down	\$600.00 and Up	10 %
	\$100.00 - \$599.99	12 %
	\$50.00 - \$99.99	14 %
	\$30.00 - \$49.99	15 %
	\$20.00 - \$29.99	16 %
	\$10.00 - \$19.99	20 %
	\$9.99 and Down	30 %

*1 Lot = A sale transaction regardless of how many items are in that lot.

MAXIMUM COMMISSION CHARGE = \$150/LOT

NO SALES = 10% WITH MAXIMUM \$30.00/LOT

NO BIDS = \$1.00/LOT

NO SALE ITEMS/ITEMS SOLD WITH RESERVE BID:

You as a seller have the right to “no sale” items or have items you want to offer with a reserve bid; however experience has shown us that a consignor that “no sales” items on a regular basis discourages buyers to purchase items from your consignment at that time or even in the future if you sell with us on a regular basis. We encourage you to sell all items to the highest bidder. Our “no sale” policy is this: You will pay regular commission on the last bid received with a maximum charge of \$30.00 per no sale item. The “no sale” needs to be declared before the auctioneer drops the hammer and declares the item sold. Two ways of handling your reserved items:

1. Before the item goes up for auction, tell the auctioneer that you are selling the item with reserve, while not stating the reserve amount. Then let the bidding take its own course. Before the auctioneer sells the item the auctioneer will ask you “yes” or “no”. You either say “yes it sells” or “no I can’t sell it”.
2. You may state a bid on an item prior to the sale of the item. At that point the auctioneer will use your stated bid as the opening bid and ask the crowd for the next appropriate higher bid increment. If no one bids then the item will “no sale” at your stated reserve bid.

OTHER SERVICES

Table Rental 8’ table = \$7.00

6’ table = \$6.00

Tables are available day of set up.

Lighted Showcase 6’ tall lighted showcase = \$15.00



Showcases may be reserved in advance

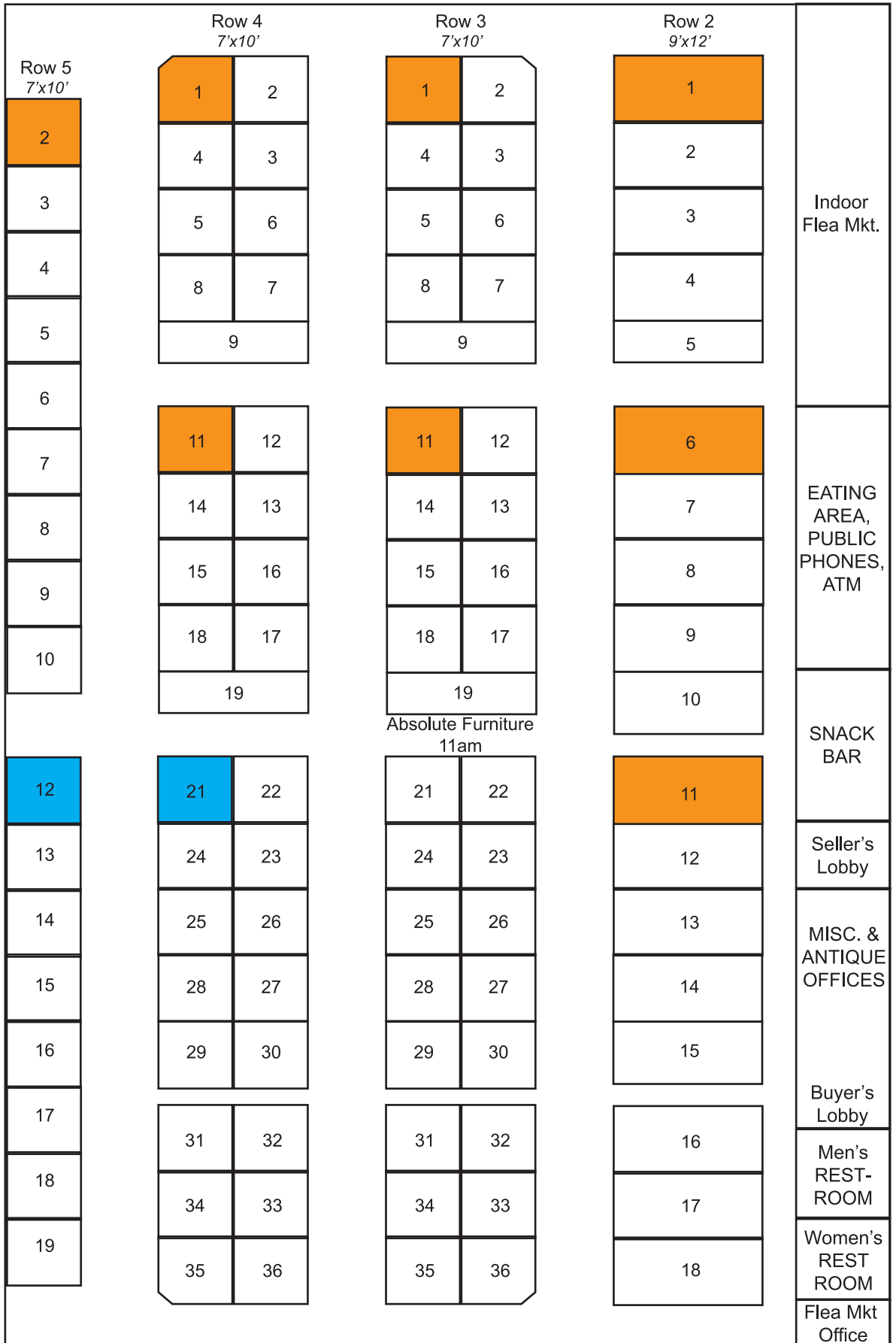
Electric = \$4.00

Rep Service: Experience help available. Check office for rep rates.

*For a job well done, tips are accepted and appreciated by your auctioneer and clerk
Floor plans available on our Consignor Tip for Successful Selling sheet of information

EAST

9:00am START POSITIONS	
SEASONAL START POSITIONS	



WEST