

And a 1, and a 2, and a 3!

One weekend, two totally different auctions, and three learning points.

Last weekend we had the honor to do an estate auction on a picture perfect day.

The temps were great, there was a bit of a breeze to keep the deer flies, and skitters away and not a drop of rain to dampen the day (even though we need rain) it was a fun auction. A great variety of good tools, some guns and ammo, antiques and collectibles and unique items made for a special day. Our team included my son Joe, my son-in-law Erich, my friend Keith, who has helped me for 25 years, the managing partner running the clerking trailer and two grandsons. It was so fun to have an auction where everything went right, well sorta. Learning point # 1. When you split to two rings and have orders to bid on something, you should tell the team rather than think you'll be there when it sells. When we split, the main ring had two trailers to sell from so I figured I'd be back before they got down on the ground for that row of items. My directions were not shared and it was on autopilot with the flow working well. I only had six things to sell so it won't take long.

I missed it by a country mile. I like what Col Keith tells me, "You gotta shop at your own store" that was my plan, just kept it to myself..

Point # 2 was to safely stack the racks as it is a bit risky when they roll up and get locked in place. Something so simple yet was more dangerous when you are on a hill. We will add a winch before we stack them again.

Our second auction of the weekend was online. A bridal & alteration shop was closed with 244 lots and 98% of the items having bids on them. This too was fun, kind of a barn burner with lots of interest from bidders. Point # 3, only have one removal day for removal. To make this work well we need to have good communications between the buyers and our team.

As we continue to do auctions we learn at each auction, may you too learn a bit from us.

Col Frank Imholte
MSAA EVP

P.S. We wish to invite you to the bi-annual meeting on August 13th at our farm. We may have trap shooting on Saturday night, maybe even hay rides. The Sunday gatherings include a display of 75 years of MSAA items (bring your items to share) and we all can enjoy them. There will be a special Hall of Fame meeting over lunch too.

Please join us and make this the best summer bi-annual meeting yet.