

Bachman Reflects On Auctioneering

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"Now we graduated to the computer age. I love it. All my help loves it," Bachman said of the ease with which each bid can be entered into the computer and the data used for easy settlements.

Not all the changes have made things easier.

"More laws are in effect, and you need to abide. Laws govern real estate and require disclosure of things like lead paint. Auctioneers need to be aware of it all," Bachman said.

Depending on the type of sale, Bachman uses the assistance of three to seven staff members. Estate sales require him and his staff "to do everything — clean, sort, get trash out, clean up debris when over, mop up, and make things presentable," Bachman said. In some instances, family members play an active role in sorting and preparing for the event.

Some of the behind-the-scenes work includes deciding on an advertising program to get the best coverage. Preliminary work continues even on auction morning, when it is decided how to display furniture in the yard.

"The auction part itself is the quickest part. You put more time into it before and after the auction," Bachman said.

Some of the preliminaries require checking site maps, meeting with attorneys, and real estate show-



"I like helping youth. You've gotta do things for charity. You can't always be working," Bachman said of the reason he volunteers considerable time to 4-H, FFA, and church-related auctions.

ings. Every sale is different. Livestock sales require catalogs, tents, and sale rings.

Auctioneers have more competition today. There

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