

Bachman Reflects On Auctioneering

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are lots of guys, but still a lot of work. Bachman has every Saturday scheduled through the fall season and some weekday auctions.

He believes it's important to empathize with the sellers. He said, "Realizing that I'm disposing of a person's livelihood within five hours, that everything they own will be dispersed, makes me want to please them, to have them be happy after the sale."

The percentage charged for a sale varies. Bachman said, "Everybody sets their own fees. It's hard to compare. Values play a role. Costs are less if the sale is larger."

Another thing that changed during Bachman's career is the infiltration of female auctioneers.

Bachman said, "There are some good women auctioneers. A lot of old-timers frowned on women auctioneers at the beginning, but I will say this: women are never at lost for words. They can talk fast."

Sandra, Bachman's wife, has served as clerk throughout the years.

Bachman has three daughters.

He said, "I thought one would become an auctioneer, but that never happened, even though they can talk fast."

The drawback to a career in auctioneering is that "many people don't like those long hours and the weekend work. When other people are going away and having a good time, we're working," Bachman said.

In 2001, Bachman was inducted into the Pennsylvania Livestock Association Hall of Fame. He is well-known and appreciated for providing auctioneering services to 14 4-H and FFA livestock sales annually. He sells at more than 90 auctions annually.

For more than 20 years, Bachman has served on the Lebanon Area Fair board where he vice president; board member of the Lebanon Valley Expo Corporation, which is the governing body of the Lebanon Area Fairgrounds; and as a Farm Show commissioner.

"I like helping the youth. You've gotta do things for charity. You can't always be working," he said.

At one time, the Bachmans collected glass, china, and furniture, but when they moved a few years ago, they decided to have a sale and share their collection.

"I don't want to pack away collections. I display some behind glass that has meaning. Other than

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