

Bachman Reflects On Auctioneering

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that, I'm not into collecting. I appreciate nice things, but I see enough full homes when selling," he said.

Auctioneers should not bid on the items they sell. But if one is a good auctioneer, Bachman said, he will call people he knows have an interest in collecting certain items. People travel from auction and often leave absentee bids. Auctioneers treat absentee bids as fair as if the buyer was in front of them.

Another method buyers may use if they are unable to attend a sale is to call a person they know is attending the auction and let them bid.

Bachman believes it is more difficult to become an auctioneer today. More schooling is required. You need to be more knowledgeable and know

products.

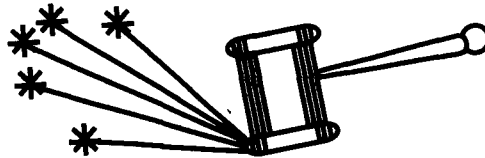
"You can't just stand on a box and start selling," he said.

Although Bachman works as a sole operator, he sometimes solicits the help of other auctioneers to help.

"A sale requires a lot of talking. After six or seven hours working in dust, and in all kinds of weather conditions — cold, hot, windy — you feel it," he said.

Sound systems used today ease the requirements of talking loudly to be heard over the auction din.

Although some novices think all auctioneers sound the same, Bachman disagrees. He said, "Everybody has their own style. I can stand with my eyes closed and can tell who the the auctioneer is."



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Douglas Clemens, Chairman & CEO • 800-982-8711
dclemens@traiman.com • www.traiman.com
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