

INDIAN MOUNDS OCTOBER 2022 SILENT AUCTION: **HOW TO BUY AND SELL ROCK STUFF**

Important Note: The Club's Seller Fee Rate Has Been Lowered to 15%, Even If the Old Bid Slips Still Say 20%. New Bid Slips Are Available On Our Website At www.indianmoundsrockclub.com.

PART 1: HERE'S HOW THE AUCTION WORKS, AND HOW TO BUY STUFF

On Tuesday, October 18, the Indian Mounds Club regular monthly meeting will be replaced by our Silent Auction Sale, providing everyone with the opportunity to buy and sell a wide variety of rockhound items throughout the evening. **Please note that the Auction sale runs continuously from 7:00 pm to 9:00 pm. The Auction will be held at our regular location on Grand Rapids southeast side, at Fifth Reformed Church at 2012 Griggs Street SE.** This location is fully handicap accessible. There is plenty of free parking and **there is no entrance fee for the for the Auction.** During the Auction Sale, many large sales tables will be filled with hundreds of bargain-priced hobby items. The tables will all be open simultaneously for written bids to be placed on each item. **These are low-stress written bids, not "shout out" bids.** As sales tables are randomly and periodically sold (closed) and emptied every few minutes, they will then be re-stocked with more new rockhound goodies for sale, all evening long. Generally, more than five hundred rock and mineral hobby items are offered for sale that evening. And at bargain prices that you just won't believe! There will definitely be SOMETHING for sale there with YOUR name on it! Every sales table will have a sign with a set of rules on it, clearly explaining the process, in easy-to-understand language.

In this section, we look at how our Silent Auction works (for you first-timers), review some buying tips, and (very importantly!) **we ask for your help as a volunteer to help out at some time throughout the evening.**

We all want to improve our personal collections, but time and money constraints often limit our field trips and hobby purchases. At our Silent Auction, plan on finding some good bargains on such items as: beginner specimens, crystals, fossils, slabs, lapidary rough, loose gems, finished jewelry, findings, beadwork, lapidary equipment & supplies, cabs, tumbler rough, collecting tools, books, magazines, and all things hobby-related.

Here's how easy it is to buy items at the Silent Auction:

1. Anyone may bid on any unsold item on any open Sales Table. You don't have to pre-register, or be a club member in order to bid on items. (Note: These are written bids, not "shout out" bids.) **This Sale is open to the public.**
2. Every item up for sale has a Bid Slip with it. Each Bid Slip lists the item description, seller name, and the Minimum Bid amount. **The Minimum Bid is the lowest amount that you may start your bidding at.**
3. To place a bid, simply print your name and your bid amount legibly on the next open bid line on the Bid Slip, while a table is still open for bids. Like any auction, this is a binding bid. If you bid, then you are agreeing to purchase that item for that price.
4. If someone's name is already on the Bid Slip, and the table is still open, then you may overbid them by printing your name and a higher bid amount, on the next line. **Your bid raise must be at least 25 cents higher than the previous bid, unless otherwise noted by the Seller. On the Special Items Table, the bid raise is at least \$1.00 for each bid.**
5. Bidding rules are clearly posted at each Sales Table. When a table is "Sold" (closed), there will be an announcement, and you may no longer bid on an item. The highest written amount wins that item. If the table closes while you are writing down your bid, then your bid counts. Any bidding disputes are settled there immediately and finally by the Auction Chairman.

6. When a table is Sold (closed), and if yours is the winning bid, you then pick up your item(s) and its Bid Slip(s) and **take it directly and immediately to the Cashier Table for payment.**
7. **Pay for your items right away at the Cashier Table.** Payment is generally “Cash Only”, unless approved by the Club Treasurer. All sales are final. You are responsible for safe-keeping your own paid-for items.
8. Any item which is left unclaimed on a table after that table re-opens is then once again available for anyone to bid on and buy.
9. Only authorized Auction workers are allowed to be in the Staging Area.
10. The Indian Mounds Club is not responsible for any lost, stolen, or damaged items. There will be some club members assigned to surveillance and general security, but please mind your valuables.

Here are some buying (and courtesy) tips to improve your Silent Auction experience: Be there at the beginning of the Auction at 7:00 pm to get in on the early bidding deals. If you see something interesting, put a reasonable bid on it right away; otherwise that table may be closed before you return to it. If you see a youngster bidding on an item, please consider giving them a chance to win it. Please don't “hover” over an item; you might just miss out on some other nice stuff. Bring along an empty box (with your name on it) and some newspaper to wrap and protect your winnings. Stick around until the very end of the Auction at 9:00 pm for some great discounts and special deals. And have some fun! (Then help us clean up the room.)

The Silent Auction is open to everyone, not just club members, so invite your friends, neighbors, and teachers. Also, please bring some items to sell. Don't forget to bring some extra cash and maybe your checkbook, in case you spot that special deal. Every member is also asked to please bring items for the refreshments table to sell. Sales proceeds from the Refreshments Table go toward our student scholarship fund.

THE CLUB NEEDS YOUR HELP! Auction volunteers are the true “rock stars” here, and many are still needed for all tasks, especially during the second hour of the Auction. Look for the attached Volunteers Sign-up Sheet (if it is included). Extra last-minute help is always welcome. Whether for the entire evening or just a half-hour, your help is greatly appreciated. If you can help, just give Auction Chairman Dave Lehker a call or text (616-243-1257), or find him at the Auction, and he'll find a volunteer spot for you. Also, **don't forget to bring some extra plastic bags (grocery size and smaller) for our Cashiers to use for bagging, plus please donate some snacks and beverages for our Refreshment Sales Table to sell. For the Set-Up Team, please get there by 6:15 pm.**

PART 2: HOW TO SELL STUFF. WE REALLY NEED YOUR ITEMS!

This section focuses on **how to sell your stuff** at our Auction. We really, really do need **you** to bring some items to sell that evening, whether a few or a trunkful.

IMPORTANT NOTE: The sales commission fee for Sellers is 15%. This means that the Club will collect the money for all sales at the auction, and will automatically deduct 15% of the gross sales from each Seller, before sending you a payment check. Some old Bid Slips still say a 20% fee, but don't worry, the Club will only deduct 15%. New Bid Slips are available on our website at www.indianmoundsrockclub.com.

Do you have some extra specimens from past collecting? One of your spare “dust catchers” could become a prized specimen for a beginning collector. Wouldn't you like to earn a few bucks from your unused lapidary equipment, rock magazines, books, or hobby items? Whether you are a collecting veteran with high quality material, or someone just wanting to make a little room on their collection shelf, you can earn some extra spending cash by selling your unwanted rock-related items at the Auction Sale. It's easy!

After receiving helpful suggestions from past auctions, we continually tweak the annual rules a bit in order to improve the sale, to get a better distribution of material from all Sellers out onto the tables, and to keep the Sale moving and interesting to our Buyers. As always, your constructive suggestions are welcomed!

Here's how easy it is to sell your items at the Silent Auction:

1. Anyone may sell items in the Silent Auction, including Club members, visitors, or someone who just found Grandpa's old rock collection in the attic. Items should be hobby-related, or else approved by the Auction Chairman or Club President. All non-member Sellers must pay the Club membership fee in order to sell their items. If not already pre-paid, then the Club fee will be automatically deducted from the sales commission check by the Club Treasurer.
2. Commission Fee: 15% of your total sales automatically go to the Indian Mounds Rock & Mineral Club, and all sales money will be collected at the Auction by the Cashiers and Club Treasurer at the auction. This fee helps to cover our location rental and publicity expenses. The Seller will receive a check for 85% of each sale (minus membership fee, if applicable).
3. Payment to you for your sold items will be calculated by the Club Treasurer the week after the Auction, minus the 15% commission and any membership fees, and a check will be mailed to you soon afterwards.
4. Indian Mounds Club members do not have to pre-register to sell items in the Silent Auction. Just show up with your items! Any non-members selling items must register at the Auction with the Club Treasurer, and leave your name, address, and phone number, if you want to receive payment.
5. Every item for sale must have an approved Bid Slip with it. We are in the process of switching over to a revised Bid Slip form with the 15% commission fee, but we still have lots of the old forms printed up, so those can still be used for this auction. Even if the Bid Slip says 20%, we will only deduct 15%.
6. Blank Bid Slips are available online to print from the Club's website at: www.indianmoundsrockclub.com. Extra blank Bid Slips will also be available at the Auction.
7. Valid Bid Slips must have an item description, a minimum bid price, and the Seller's name filled in. If an item's Bid Slip does not have a legible Seller name or is left blank, it is presumed to be 100% donated to the Club. If you print "CLUB" as the donor, the entire sale amount will be donated to the Club.
8. IMPORTANT: Unless you are part of the official Set Up Crew, please don't come before 6:30 pm. **Between 6:30 and 6:45 pm ONLY, Sellers may place only two (2) items per table** along with its Bid Slip directly onto the Sales tables, if there is sufficient space. All other sale items, along with completed Bid Slips, must be dropped off in the Sale Staging Area, for placement by Auction workers only. This policy allows all Sellers an opportunity to get their highest priority items onto the sales tables first.
9. **ONLY** authorized auction workers are allowed to stay in the Sale Staging Area and to re-stock sales tables. Once the Auction starts, Sellers are not allowed to put their own items directly onto sales tables. We are trying to be fair to everyone who brings material to sell.
10. Security: Although the Club does take some security measures during the sale, if you have an item of special security concern (for example, an expensive specimen), you are urged to keep an eye on your own such items, or to make special arrangements with the Auction Chairman.
11. Sellers, please take your unsold items home with you immediately after the Auction. We will try to save any unsold material, but we cannot guarantee that it will not get lost, damaged, or donated. Any leftover items are considered abandoned, and may become property of the Club as a donation, or for disposal.
12. Any bidding or selling disputes are settled immediately and finally by the Auction Chairman.

Here are a few selling tips for improving your chances of a successful sale: Give your sales items a good cleaning or dusting, so that they look their best. For slabs and lapidary rough, rubbing with a bit of mineral or baby oil brings out the colors. **Fill out your Bid Slips at home**, so that you don't miss out on precious sales time during the Auction. Having a detailed item description, including its source, greatly increases its value. Price your items reasonably; a low starting price often sparks interest and competitive bidding, resulting in a higher sale price. Get to the Auction early to get your items quickly ready to sell. Volunteer to help out, because more help means a smoother Auction, and happy bidders! Happy Bidders = Happy Sellers!

You can be a successful Seller. So tidy up your collection or workshop by selling off some unneeded hobby items, and make easy cash in the process, whether it's one item or several hundred. It's that simple! The Silent Auction Sale will be advertised locally and online; so, with lots of buyers coming, we need your items to sell.

REMINDER TO SELLERS: Sellers will not be allowed to linger in the Sales Staging Area. If your Bid Slips are not completed ahead of time, you will have to fill them out elsewhere. Also, please note that **there will be a Special Items Sale Table available for items with a Minimum Bid of at least \$20, that will be open all evening. This may include lapidary equipment, large items, or more expensive specimens.**

Questions? Call or text Dave at 616-243-1257. See you at the Silent Auction! Please help us out by buying, selling, and volunteering - and YOU WILL BE A ROCK STAR!

IMPORTANT NOTES: This is our first Silent Auction since 2019, due to Covid, so please be patient with us; we are trying our best. ALSO, regular Auction Chairman Ed Krzeminski is not available for this sale, so some of our familiar Silent Auction procedures may change. Thanks!