

How About Auctions?

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It is the latter factor that attracts many sellers to the auction method of disposal. And for many sellers, it has been successful. There are, however, some especially vital things that sellers need to know (especially if/when one might consider Schmitt Investors Ltd. as the potential buyer):

• **Auctions operate generally on a "consignment basis."** This means that, throughout the process of selling your collectibles at an auction, you continue to hold title to them until they are sold. Factor to consider: all unsold items are going to come back to you.

• **If one is looking to receive some money "up front" when dealing with an**

auction, this may not be the case—nor may it work out to the seller's advantage if, in fact, advance money is offered. Generally, auction firms give up-front cash to the seller if the firm feels the holdings are especially valuable. And then, if money is offered, there are strings attached; i.e., the seller may be asked to pay interest as if the money given was a loan.

• **Waiting to be paid.** In nearly all cases, the funds realized from the auctioning of your property will not come to you until after the auction firm has been paid by the buyers. And then, it will usually come in

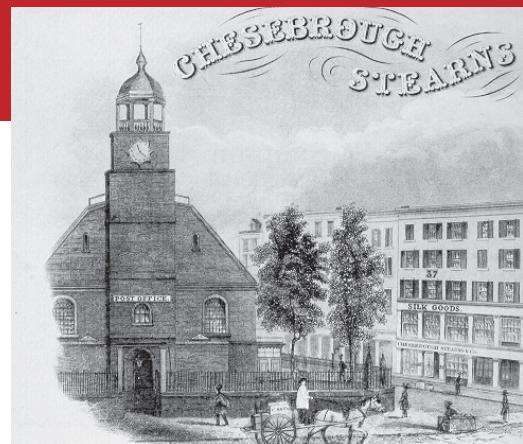
increments (as each buyer sends in his money).

• **Costs.** Sellers are charged various fees by the auction firm—ranging from lotting fees to a seller's commission.

Obviously, we think the best course of action is to deal with a decades-old, reputable buyer like us. You're treated fairly and promptly with no hassles and with money quickly in your hands. And consultation is always free.

More Important Than You Might Think...

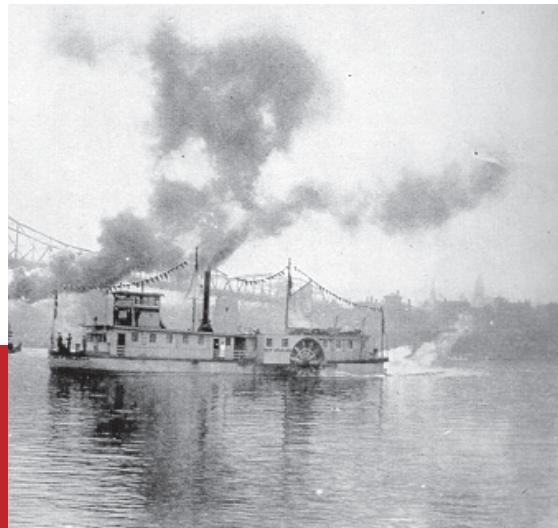
Examples of paper items one might find in an attic or old family trunk—which are worth something!



Early engravings of all kinds.

Shown here is a portion of a business firm's letterhead from the 1830s. Such engraved pictures appeared on many different kinds of paper goods.

Commercial photographs. This 1918 picture of an office building in Washington, D.C., is part of that city's history and should be preserved.



19th Century Photographs. This riverboat scene in Saint Louis was photographed sometime in the 1880s. Virtually any outdoor photos from this era are very much sought after.

Check the places where things have been stored for a long time. You might be surprised at what you find. Be sure to contact us if you'd like some help (and a willing buyer).