

RE-DISCOVER THE RACER FRIENDLY ECONOMICS OF THE AUCTION!

RACERS' AUCTION

CONSIGNMENT PRE-REGISTRATION FORM

MADISON, WI * BUY OR SELL

- * MAKE MONEY
 - * SAVE MONEY
 - * HUGE 2 DAY AUCTION
- PLUS!**
RACING PERFORMANCE TRADE SHOW!



JAN. 6-7 2012



Midwest Motorsports RACERS' EXPO
 AUCTIONS - TRADE SHOWS - SEMINARS

PO BOX 1000, ROCKFORD, IL 61105
www.midwestracersauction.com

815-316-7841

NOW ACCEPTING CONSIGNMENT REGISTRATIONS...PRIME TIME SPACE IS LIMITED!

★ Racing's off-season will include another year of the Midwest Motorsports Racers' Auctions & Trade Shows. NOW is the time for you to re-discover the value and excitement of the Racers' Auction and Trade Show. Back by popular demand, the Midwest Racers' Expo will return to the centrally located facility for the third straight year. Everyone in the Wisconsin-Minnesota-Iowa-Illinois racing community can benefit and enjoy this once-per-year event. Whether you plan on selling your items, finding the right deals to put you in victory lane, or both, let the Midwest Motorsports Auction Staff and Trade Show Exhibitors help your racing budget for the upcoming racing season. The event will take place Friday January 6th and Saturday January 7th at the Alliant Energy Center's Veterans Memorial Coliseum, (south of Madison). To consign items for the auction sale, print out and fill out this form & mail it in, or please contact Gregg McKarns at 815-316-7841 / email rockfordgregg@lycos.com.



HERE'S HOW TO SELL!

With some thought, effort and organization, sellers (consignors) at racers auctions will make money. Your items will be numbered, displayed and sold and then you will receive a check for the sale amount, less the auctioneer's commission. Items which you can no longer use may be just what the other racers need and they'll be bidding against each other to get them! The auction does the advertising, attracts the crowd and the bidders.

These are consignment auctions which means your items are turned over to the auction for sale during the auction. These are not "flea markets," "private sales," or "swap meets." **EVERYTHING SELLS.** If you are considering selling at these auctions, we suggest studying the "Auction Commission Schedule" thoroughly.

As you can see, the highest commission percentages are charged on the smallest sales. **It is to your advantage to group or pool small items together, when possible, so they are sold as a single "lot" number.** The commissions are calculated individually on each lot sold, not the total sales of each consignor. Bring good stuff...not junk. Junk and wrecked parts are just a waste of time for everyone involved. **NOTE: One Pallet is NOT One Lot.**

Check the schedule to see when consignments are first accepted. Other than pre-registered **PRIME TIME** and adjacent to prime time lots, those consigning early receive the better selling times.

Once all lots are full, no further consignments will be accepted. Any licensed vehicle or trailer consigned to the auction must have a clear title and it must be on file in the cashier's office.

Small or loose parts should be put in an open box and the box labeled. Have items boxed or organized as you would like to have them sold. Precision parts and assemblies should be wrapped in clear plastic. Heavy items should be brought on rolling stands. Most small and medium size items to be auctioned will be placed on pallets for display and movement within the auction building.

EXAMPLE of SALE (C-lot; race car, reserve: \$2700, highest bid: \$3000). This car found a new home, it sold. The cashier will collect the bid price (\$3000) from the buyer, deduct the listed commission (\$3000 X 5%) of \$150 and send the seller a check for the balance of \$2850.

EXAMPLE of NO-SALE (C-lot; race car, reserve: \$2700, highest bid: \$2400) This car goes back home. It did not sell. In this case the consignor (seller) must forfeit the \$100 no-sale fee amount already posted. The consignor then checks out at the cashier office and removes his car from the building with the auction staff.

HOW LOTS ARE SOLD

When several items are being sold under one lot number, pay close attention to the method the auctioneer announces the items will be offered for sale.

The auctioneer may sell (a.) all for one money, (b.) times the money, or (c.) choice. Let's follow an example of four wheels being sold by each of these three methods.

a.) **'ALL'** for one money is the simplest. If the final bid is \$120, the high bidder pays a total of \$120 for all four wheels (an average of \$30 each).

b.) **'TIMES'** the money means your bid price is just for one wheel, but you must take all four. If the final bid is \$40, then the high bidder pays a total of \$160 for all four wheels.

c.) **'CHOICE'** means your bid is for one wheel, but once the sale price is established, the successful bidder has the option of taking one, two, three or all four wheels times the price established. If the successful bidder doesn't take all the wheels, the remainder will be offered to the next highest bidder (back-up bidder) at that price. If some still remain, they are auctioned again, usually "times" the money.

Auction Consignments Contact: Gregg McKarns
rockfordgregg@lycos.com, 815-316-7841

HERE'S HOW TO BUY!

Register early so you have plenty of time to inspect all of the items which will be auctioned. Register for a free bidder's card and then pick up an auction catalog listing most of the items arranged by 'lot' number to be sold. Bring lots of money!

Be prepared to transport your purchases. We suggest bringing your hauler, trailer or truck because at every auction people see items they would bid on if only they had the transportation along with them to get it home.

All items in the auction are assigned 'lot' numbers. Parts and small articles get a plain number, larger rolling stock (like race cars, haulers, trailers, etc.) are assigned 'C-lot' numbers, and unmounted, new tires are 'T-lot' numbers.

When possible, talk to the consignor (former owner) to find out the condition and history of those items. Have other qualified people look at the items and get several opinions. The items will generally be sold in lot number order.

C-lots will sell beginning at Noon Saturday. Make a note of the lot numbers of those items you are interested in bidding on and you can determine the approximate time to be in the bidding grandstand. Lowest numbers sell first.

All lot numbers are systematically brought before the auction block and the bidders' seating area, then described - listen closely to how the item or lot will be sold, and then auctioned off to the highest bidder. Make yourself noticed with the auctioneer and ring staff when bidding. **DON'T HIDE OR HESITATE** as the auctioneers can only spend a short time on each item.

All items auctioned are sold 'as-is' and without guarantee. In the preview area, take time to thoroughly inspect all items you're interested in **before** they pass thru the auction.

Once you are the successful bidder, you are obligated to pay for and take the item. Pay for your purchases at the cashier's office, and then pick up your items at the impound (storage) area.

The Midwest Motorsports Racers' Auctions are great opportunities to buy high performance equipment for your racing operation at a fraction of the cost. Hundreds of items will be auctioned every hour throughout the auction.

www.midwestracersauction.com

Please Read All Financial Arrangements Before Consigning

AUCTION COMMISSION SCHEDULE

Sale Price.....	Commission
\$4001 or More	3%
\$2501 to \$4000	5%
\$1001 to \$2500	10%
\$501 to \$1000	12%
\$101 to \$500	15%
\$20 to \$100	20%

Under \$20, Minimum commission is \$4.00.
 Minimum commission on T-Lot (Tires) is \$10.00.
 Minimum commission on C-Lot (Cars, etc.) is \$25.00.

All items, once consigned, may not leave the building until it has been auctioned and paid for. The amount shown in the above schedule will be deducted from the final sale price on each lot number and the balance will be mailed to the seller within five days following the conclusion of this auction.

Minimum Reserve Price On Any Item is \$300
 (No-sale fee must be posted at check-in)

\$300-\$999 Reserve.....	\$50 No-Sale Fee
\$1000-\$2499 Plus Reserve.....	\$75 No-Sale Fee
\$2500 Plus Reserve.....	\$100 No-Sale Fee

Exhibitor / Trade Show Contact: Dave Noelke
midwestracersauction@yahoo.com, 608-792-4846

