



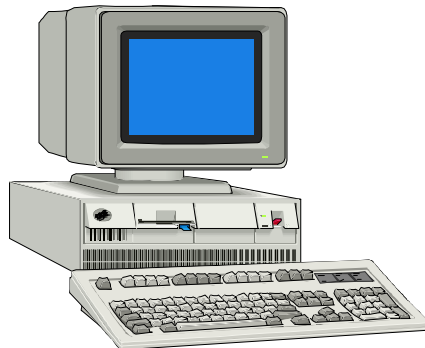
MAKING MONEY AT COMPUTER AUCTIONS

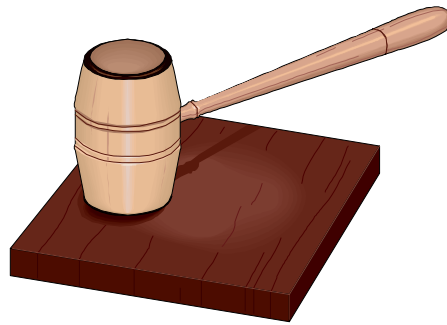
There are many computer auctions all over the country, and their quality is variable. The auctions are not always good hunting ground for dealers because they take up a lot of time both attending and going through the hundreds of lots being auctioned. The other disadvantage is that you get over enthusiastic members of the general public who do not know at what price they should be stopping at and often end up paying more than the equipment is really worth, even more than high street prices. This is why you should be very careful when attending auctions.



Give yourself plenty of time to examine the lots before the sale begins. Acquire the auction catalogue: some catalogues are more descriptive than others - it is up to you to build up your knowledge of any lots that are offered by asking questions and examination if possible. Having done that you should mark how much you would be prepared to pay for any lot to make its acquisition worth your while, and having reached a figure, on no account bid over that figure. It is too easy for bidders to compete with each other and end up paying over the odds.

It is important to know what you are buying: it would be possible to purchase say 10 hard drives at £60 each, costing you £600 plus the auctioneers commission, only to find that, for example the hard drives had an outdated interface making them very slow by the present standard, and of no commercial use at all. Had you made enquiry before bidding you could have saved yourself £600 plus commission. Better to go home empty handed than landed with a loss as I have just illustrated - if any doubt exists in your mind, leave the lot well alone.





GENERAL AUCTIONS

The best auctions you should be looking for are the liquidation and bankrupt stock, which are held all over the country every week. You simply establish with the auction company if computers are included in that particular sale, which normally include all manner of other goods such as electrical, household, soft furnishings etc.

It is possible to acquire branded computers with a shop price of £750 for £100 each.

Liquidators are sending goods to auction on a very regular basis, so that stock is changing rapidly. Prices are low due to the liquidator looking to change the goods into hard cash. When attending these auctions do pay attention as the auctioneers may not always follow the catalogue order, nor may they lump all computer lots together.

