

August 2010 "COLLECTING WITH JEFF"
by **JEFF FIGLER**

I am glad you are enjoying the "Collecting With Jeff" newsletters.

The following articles, Jeff wrote recently for the St. Louis Post-Dispatch.

AUCTION-ENDING TIMES

Okay, now it's my turn to sound off about the times that auctions close. Let me explain.

At one time catalog auction bidding was merely telephonic. The Internet was relatively new, and telephone bidding was the modus operandi. An auction closed at a certain time, and that was it. Then, in an effort to have bids increase, the ten-minute rule was devised, whereby auctions would stay open until there were no bids on an item for at least ten minutes, or for however long the time limit was. I really had no problem with that, although, on a couple of occasions, I had to stay up until four or five in the morning, as well as call back every ten minutes or so, to see if I was still the high bidder on an item. I didn't mind that too much. Then Internet bidding came along.

Today, most of the bidding is done through the Internet. In fact, up to 90% of all catalog auction bids are placed that way. I am of the "old" school, and I still bid via the telephone (thank goodness for speed dial!). However, "sniping" has snuck into many a collector's arsenal, and is not healthy.

"Sniping" is where you can program your software enabling you to place bids at the very last second, and up to a maximum bid amount. What that means is that a bidder can easily be outbid at literally the last second, with no recourse, by a sniper. Of course, sniping can only be effective when the auction ends at a particular time, and when the ten minute rule does not apply.

Take for example a recent Coach's Corner auction. First, let me say that I have dealt with Coach's Corner, of Souderton, Pennsylvania, for many years, and their staff, including Lee, Scott, Rosa, and several others are extremely professional. However, they end their auctions at 1AM Eastern Time. Snipers have a field day with bidding on items with little fear that they will be outbid.

How does a person like myself get around that? Unfortunately, I think I know the answer—learn to "snipe" myself!

CATALOGS

As the sport collectibles industry has continued to expand, the sizes of the auction catalogs have naturally expanded as well. In fact, the catalogs have truly become works of art. Auction houses have literally poured thousands of dollars in research and photography to portray their items in the most

marketable and professional manner. Catalogs just seem to be getting thicker and more descriptive, in an effort to sway people to bid on items.

Of course, many of the auction houses try to pass on their extra marketing expense to those who receive the catalogs. It is quite common, unless you have been a high bidder from that auction house in the last year or two, that you will be charged up to \$25 to receive the catalog. Why the charge? As catalog companies explain it, the cost is to offset their expense, as well as to weed out the serious bidder from the one who is merely "window shopping," or should I say, "catalog shopping."

Are you kidding me? You should never have to pay for a catalog. Never, never. So you can help the auction house defray their expenses? If the auction house insists on you paying to receive their catalog, just forget it, and move on. Of course, the company will tell you that the charge will be credited toward your successful high bid. Don't go for that. There are too many catalogs available with unique items that do not charge. After all, there is no guarantee that you will even want to bid on any items in a catalog, even if you received a catalog. Sure, I can go view the items on the Internet. But then I wouldn't be able to appreciate the time and effort spent in developing the catalog. Then again, I wouldn't be paying the \$25 to their coiffeurs, as well.

TRIVIA QUESTIONS:

1. Who has the most multi-homerun games in Major League Baseball history?
2. Who was the last Triple Crown winner in the National League?
3. Who was the only MVP of the Super Bowl from a losing team?
4. Who is the only St. Louis Cardinal Player to hit for the cycle twice?
5. Who was on deck when Bobby Thomson hit his famous "Shot Heard 'Round the World" homerun?
6. Who are the only two inductees to enter both the Basketball Hall of Fame, first as a player and then as a coach?
7. Who was the last 30 game winner in the National League?
8. Who played the most regular season Major League Baseball games without playing in a post season game?
9. What is the most widely attended annual sporting event?
10. Which Major League Baseball player had exactly 1,815 hits at home, and 1,815 hits on the road?

ANSWERS TO THE TRIVIA QUESTIONS FROM JULY'S NEWSLETTER:

1. Who is the only player to play in Major League Baseball's All-Star Game in every season he played?

Joe Di Maggio.

2. Which AL team holds the record for most losses in a year since 1900?

Detroit, 119 losses (2003)

3. What city has hosted the most NBA All-Star games?

It's a three way tie. Boston, New York, and Philadelphia.

4. Which NBA player has won the most regular season MVP awards?

Kareem Abdul-Jabar

5. From 1964-1973 UCLA won the NCAA Basketball Championship every year, except in 1966.

Who won that year?

University of Texas at El Paso

6. What is the longest punt in NFL history?

98 yards, Steve O'Neil. New York Jets vs. Denver Broncos, September 21, 1969

7. Who were the football players who were called the "Purple People Eaters"?

Alan Page, Carl Eller, Gary Larson, Jim Marshall of the Minnesota Vikings.

8. Which player has won the most NFL MVP awards for the regular season?

Peyton Manning has won it four times.

9. Who had the original NBA draft rights to Magic Johnson? Who had the original NBA draft rights to Kobe Bryant?

The New Orleans Jazz had the original draft rights for Magic Johnson, and the Charlotte Hornets had the original draft rights for Kobe Bryant.

10. Who was the last NFL player to play all 60 minutes of a regulation game?

Chuck Bednarik, Philadelphia Eagles.