

Estate of Value *-for what it's WORTH!*

APPRAISALS ■ ONLINE AUCTIONS ■ ESTATE SALES

1812 Winter Street, Superior, WI 54880 | 218.390.8094

The Donald Wrase Great Lakes Shipping Collection Estate Sale

5828 Morris Thomas Road

Duluth, MN 55811

PRICE LIST, NUMBERS, PRICING, DISCOUNTS, LONG DISTANCE SHOPPERS & BID RULES

NUMBERS AND GETTING INTO THE SALE

Due to the popularity and rarity of the items in the Donald Wrase Great Lakes Shipping Collection, ESTATE of VALUE (EOV) will use a number system for admittance to the home, grounds and garages, especially in the first couple of hours of each day of the sale. If you make the effort to get up early and wait in line we think you should be among the first people in the door and, our numbers process is the most democratic way to achieve this.

The number you get on the first day does not apply to the second day of the sale. You must go through the process of getting a number on BOTH Friday and Saturday morning. As the sale progresses we allow people to enter freely; however, we may begin using numbers again if crowds get too big to handle. We do this for safety reasons, but also to prevent theft.

Waiting in line to get a low number, like #1 or #2, does not mean you are number one or two to buy a particular item. It simply means you are the first or second person we will let into the sale to shop. We STRONGLY suggest you read our policy about NUMBERS AND GETTING INTO THE SALE at <http://estateofvalue.com/numbers.htm>
We are grateful for your interest and attendance at this sale!

PRICING

We have two people to please: our client and you! Our job is to help you shop, but it is also our job to sell this collection at the best price possible for our client. To meet both objectives, we follow a specific marketing plan. The main thing we want you to know is that *we have intentionally assigned high prices* to these rare and high value maritime items. If we don't follow this process the average customer doesn't stand a chance. We don't want it all to fly out the door to only one or two buyers in the first hour of the sale. Assigning a high sticker price is designed to encourage bids and the market decides who gets to purchase the item.

Friday (day one) prices are FIRM. You pay the sticker price. If you see an item you want to purchase, **no matter what the price is**, it is FIRM. No discounts or negotiating on day one. Period. However, we start discounting on day two.

DISCOUNTS

Saturday (day two), MOST, BUT NOT ALL things that are priced **UNDER \$100** are automatically discounted 50% when you check out. If the price is exactly \$100 or more it is never 50% off, no matter what day of the sale. Its price point (\$100 or more) makes it an item for which you must place a bid if you wish to purchase it for less than its sticker price.

BID RULES FOR CUSTOMERS AT THE SALE & LONG DISTANCE BUYERS

You may make a bid at any time, any day.... but you may ONLY bid on items priced at \$100 or more. If you want that \$500 item, for example, REALLY BAD, but you don't want to pay \$500, just make an offer in the form of a confidential, written bid or text your bid. See below for specific bid rules.

1. If you see it and want to buy it, do it! There is no need for a bid. You just purchase it and it is yours.
2. HOWEVER, if you see it and it is \$100 or more and you want it, but not at that price, the only possible way you can get it for less than its sticker price is to make a bid.
3. If you are not physically at the sale, you may text your bid to Leanne Stauduhar at 218-390-8094.
4. **DO NOT PHONE OR EMAIL US!** There is poor internet connectivity at the sale site and, the sale is very busy and noisy. **We will not hear your call or see your email!** Text messages come through easily and text is our preferred communication route when we are on site.
5. Bid slips are located at the cash registers in the house or the garage or, ask any EOv associate for assistance.
6. Your bid is a legal offer. DO NOT BID if you do not intend to follow through.
7. Your bid is confidential, and it is deposited into a locked bid box until we check bids at the end of the sale.
8. If an item priced at \$100 or more has not sold by the time we close (6 pm, Saturday, July 13) we consult our bids.

Leanne Stauduhar, President ■ ESTATE of VALUE ■ 1812 Winter Street, Superior, WI 54880 ■ www.estateofvalue.com

9. Unless bids are unreasonable, the person with the highest bid wins the right to purchase the item for their bid amount. We will call you if you are the high bidder. If you don't hear from us by 8 pm your bid was too low.
10. Complete every line on the bid slip!
11. Long distance shoppers may bid by texting your full name, address, phone number, the name or ID number of the item on which you are bidding, our asking price and your bid amount.
12. You may increase or retract your bid at any time up until 5:55 pm, Saturday, July 13.
13. In the event of a tie bid, the time noted on the bid slip or in the text message will determine the winner.
14. We accept cash, PayPal, VISA, MasterCard, Discover and, with management approval, checks from select individuals. For certain high dollar purchases we require cash or PayPal.
15. You must communicate with us about your arrangements for pick up, shipping and/or handling. Your item(s) **MUST BE REMOVED** from the premises no later than 2 pm, Sunday, July 14 FIRM! Please note that the sale is over by then, the house is sold and we must vacate the property. Furthermore, we pay an employee to meet you when you say you will be there.
16. **YOU MUST BRING YOUR OWN MOVING EQUIPMENT AND ENOUGH HELPERS TO LOAD YOUR PURCHASES. FOR INSURANCE REASONS EOY EMPLOYEES ARE NOT ALLOWED TO ASSIST YOU!**

Below is a partial price list of some of the select, high demand items we are offering for sale but, but you'll find interesting and collectible pieces in all price points at this sale!

1. **From the Thomas F. Cole**
Brass taffrail log \$500
2. **From the Dredge Coleman**
Porthole with mirror \$150
3. **From the Alva C. Dinkey**
Brass gyro repeater \$500
4. **From the James A. Farrell**
Brass portholes \$500 each, two fire extinguishers \$400 each, lifeboat oars \$160 each, work whistle \$700
5. **From the E.G. Grace**
Chelsea clock \$250
6. **From the William A. McGonagle**
One lifeboat oar \$160
7. **From the Henry Phipps**
Revolution counter \$400
8. **From the William P. Palmer**
Metal locker box \$150 and sounding board \$175
9. **From the Eugene W. Pargny**
We're selling a complete Frank Morrison brass binnacle \$1800, as well as a fabulous quarter-sawn oak key locker and 12 brass keys with ID tags, all from the Pargny! \$800
10. **From the Eugene P. Thomas**
Big, brass and beautiful! These items are rare and the Thomas #274 hull plate is special! \$5000. We also have a clinometer \$250 and a handsome brass throttle lever from the Thomas \$450
11. **From the Peter A.B. Widener**
We're selling a complete and pristine brass Engine Order Telegraph (EOT) aka Chadburn! \$2800
12. **From the Homer D. Williams**
This heavy, oak captain's porch swing hung on the Williams \$1800! The work whistle is \$575 and the hull #720 boiler manufacturer's plate is \$500.
13. **Other** – We're also selling a ship's 5-ft emergency double wheel for \$2800.