

# An Opinionated Tour of my Arizona Auction Resources

**Don Lancaster**

**Synergetics, Box 809, Thatcher, AZ 85552**

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**<http://www.tinaja.com>**

**[don@tinaja.com](mailto:don@tinaja.com)**

**(928) 428-4073**

**W**ay on back in **Blatant Opportunist #70**, we looked at **The Live Auction Scene** and found out how traditional auctions are often a superb source of many deep distress items suitable for **eBay** resale. We further looked at the reasons for a **30:1** or higher **eBay sell/buy ratio** and other specific **eBay** selling details **here**, **here**, **here**, **here** and **here**.

I've begun adding some **regional auction locator** features to our **auction help** library page. Starting with my own **Arizona resources** that I personally use, and adding other states or regions as users demand. Per this **custom service**.

Arizona is a "mid activity" auction locale. There will typically be between **65** and **115** listed auctions at any given time. You can check how good our resources are by trying to find these with or without our help. Typically, it takes minutes for a nearly complete listing with my tools versus many tens of hours without.

What I thought I'd do here is take you on a guided tour of our **Arizona auction resources**. Since these comments are based on my own experiences to date, they are in no manner intended to be objective, fair, or complete. We'll go through these more or less in their order of importance and usefulness to me...

**Classified Ads**— There are only two larger newspapers in Arizona that have lots of consistently significant auction listings. Which are first the Phoenix **Arizona Republic** and second the Tucson **Daily Star**. Search either of these by using a remembered keyword of **auction**. Thankfully, both papers do include useful ways to also search their display advertising of the bigger auctions. **Arizona Classifieds** is a placement service for several smaller Southern Arizona newspapers. This one does place a distant third. While I've tried to list every Arizona classified ad source, the rest are pretty much catch as catch can.

**Auctioneer Associations**— These member organizations list only the stuff that is sent to them, and their pitifully limited listings typically could not find a pig in a dishpan. But every once in a while an obscure gem sneaks through. The local is

the **Arizona State Auctioneer's Association**, while the biggie is the **National Auctioneer's Association**. Restrict the latter by state when using their **Find an Auction** sub-menu. Both listings tend to be overloaded by the few auction houses that actually use them. Typically, there is very little overlap. Most states have similar regional associations.

**Government Liquidation**— Scottsdale based **Government Liquidation** has the contracts for most privatized US military surplus sales. While international in scope, all local Arizona sales normally come from their **Davis-Monthan** site in Tucson. This site also sometimes offers items from Yuma, Fort Huachuca, and Luke AFB. Other sites within shouting distance include Kirtland (Albuquerque), Holloman (Alamogordo), and Nellis (Las Vegas). Your optimum bidding strategy takes place precisely **41.33749 minutes** into their last auction hour. Anything earlier will be outbid, and anything later will trip their infuriating bid extensions.

**The Biggies**— Three of the largest and highest profile Arizona general auction houses appear to be **Sierra**, **Cunningham**, and **Auction & Appraise**. All three are Phoenix based. Sierra has yard auctions each first Saturday, does the **Maricopa Community College** surplus, and numerous industrial distress sales. Their yard auctions are exceptionally well promoted and attended, so bargains tend to be limited. Cunningham has similar yard auctions each second Wednesday, along with many bankruptcy and industrial sales. Auction & Appraise is primarily a weekly Saturday yard auction, sequencing between stock themes of police, tool, jewelry, and bulk lots.

**The Good Old Boys and Gals**— Christine Sullivan and John Hughes are Tucson contract auctioneers who together form **Count your Assets**. They call the **Pima College** auctions and offer upscale jewelry and art services. I have done quite well with their rare industrial distress offerings. Walt Terne of **Southwest Liquidators** manages the Pima College auctions, has occasional yard auctions on industrial used merch, and does a few other school auctions. **Bruce Tingle** is Willcox based, handles the EAC school auction, Benson utility surplus, Graham county, and does an occasional yard auction. Along with the usual ranch and estate stuff. **Chuck Haynie** covers both the Showlow area and some ranch and smaller town business auctions statewide. Cathy Crawford hosts **Tumbleweed Auctions** located in Sierra Vista. She mainly does yard auctions of estate sales. Finally, **O. C. Mangold** works the greater Wickenburg metropolitan area, mainly with estate auctions and fund raisers. But I did very well on his only telecom auction to date.

**Schools and such**— Community college auctions are often your best bet here, because the university stuff tends to be higraded by insiders, while the high school and lower items are usually abject trash. The **University of Arizona** does their own auctions every second Tuesday. **Maricopa Community College** auctions are onsite and several times a year, hosted by **Sierra Auctions**. The Pima College

auctions are honchoed by **Southwest Liquidators** and are called by **Count your Assets**. While **Bruce Tingle** handles the Eastern Arizona College and (sometimes) Cochise College auctions. Arizona State University seems to sell most items direct rather than by auction. Per **this link**. Links to other school auctions are **here**.

**Heavy Equipment**— Construction equipment and larger trucks are often offered by **Western Sales Management**. Who also process some city surplus, several area contractors, Qwest Communications, and Southwest Gas. Additional farm and construction gear is covered regionally by **Dickerson Auction** who occasionally come over from their New Mexico home.

**Out of State**— Really major liquidations and bankruptcies are often done by such out-of-state auction houses as **DoveBid**, **Michael Fox**, or **M.J.Auctions**. Any of these auctions may be quite rare and hard to find. Their heavy promotion and steep opening prices tend to limit bargains. But "contents of shelf" or "contents of room" opportunities may abound. Especially if you carefully preview.

**Some Also Rans**— I haven't had much dealing with many of the other Arizona auction houses. **Arizona Auctioneers** has had some really great industrial auctions in the past, in addition to their Phoenix yard sales. But their web page is usually way out of date. **LaGare Auctions** seem to regularly show up at the Santa Cruz county fairgrounds with Southwestern art auctions, but otherwise keep a low profile at their Fountain Hills home. **America West Auctioneers** down in Benson have no website at all combined with less than stellar vibes. Firms that do mostly in-house auctions of antique and estate items include **R & S Auctions** in Tucson who heavily advertise in the classifieds but also have no obvious website. Along with Wright Brother's **Arizona Auction Barn**, **A1 Auction**, the **Auction Brokers**, and **Ron Brunk**.

## For More Help

Additional auction help resources are found on our **Auction Help** library page. Custom auction locators can be created for you on a private or public basis per our **Auction Resources** services.

Additional consulting services are available per our **Infopack** services and on a contract or an hourly basis. Additional **GuruGrams** are found **here**.

Further **GuruGrams** await your ongoing support as a **Synergetics Partner**.