

How the Auction Works.

Lively, Fast-Paced Auctions

WCA auctions are lively and exciting events. We make it easy to buy equipment, trucks, trailers, property, and other items. You simply register (to get a bidder number), pick up an auction catalog, bid, pay, and arrange to take delivery of your purchase. Of course, our onsite WCA staff is there to help you through the bidding and buying process.

All WCA auctions begin early in the morning to allow adequate equipment preview time. You are free to walk the auction yard and preview items in advance. The auction yard usually opens at 6:30 AM - and the auction begins promptly at 8:30 AM.

Once the auction begins, the process is engaging and efficient. All our auctioneers are WCA professionals. They run items through the auction queue sequentially by lot number. Bids come in from attendees (via bidder cards), but they also come in from absentee and online bidders.

Additionally all support services are located at the auction site. WCA provides help with equipment transportation, financing, DMV paperwork, and more.

Stages

WCA auctions are organized and efficient. Items are sold in lot number, and it generally takes about one minute per lot.

- **Review and Announcements**

All WCA auctions begin with an introduction to the WCA auction team and a brief review of auction procedures.

- **Drive-thru Equipment**

Mobile equipment is driven across the auctioneer staging area, directly in front of the covered arena. Buyers are free to bid on equipment under cover and from the comfort of their seats.

- **Stationary Equipment**

After the drive-thru portion of the auction is complete, WCA then conducts an auction of larger equipment that cannot be driven over the staging area. Bidders follow the auctioneer in the mobile booth for stationary items.

- **Tools and Attachments**

WCA also runs an auction for smaller tools/equipment.

NOTE: Stationary equipment and tools and attachments are auctioned at the same time. If you want to bid on both, make sure you have someone to help you bid.

Bidding

WCA auctions are lively events. Bids come in from attendees (via bidder cards), but they also come in from proxy and online bidders.

- Buyers check the auction schedule / catalog to find out when and where items will be sold.
- The auctioneer announces the name and lot number of each item before opening the bidding. He begins with an initial “ask price”. If no one meets the ask price, he reduces the price until someone makes an initial bid.
- If a buyer is interested in placing a bid, he raises his hand or auction catalog. The ringmen standing at the front of the auction relay that bid to the auctioneer.
- The auctioneer raises the ask price to see if anyone else is interested in going higher.
- When no more bids are offered, the auctioneer announces that an item has been sold.
- A large display screen at the front of the auction arena displays the final sales price, the winning bidder number, and what state/country the bid came from.

WCA Onsite Staffing

WCA staff is onsite at all times, walking the grounds to answer any questions and facilitate coordination of buying and selling. Helpful WCA staff also mans the auction office where all paperwork is completed. All WCA staff is easily located in red or white WCA shirts.