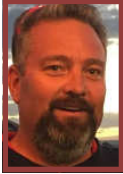


# EAGA Business Builder

August 25, 2020

Any new easing on the Covid-19 excuse restrictions that are killing small businesses? Probably depends on what is politically beneficial to the governor.

## Today's presenter was Jeff Bentley—Bentley's Auction



Mr. Bentley grew up in a small community in west Texas. He graduated from high school in the top 10%, or so, of his class, so has some pretty good bragging rights over at least 38 other members of that class. During Jeff's growing up years, he probably encountered a lot more fun and interesting experiences that weren't the book learning kind. His family owned a seven acre farm and raised Hampshire Sheep. Jeff has to have quite a few good stories from those days. (Like that he was 10 years old when he drove a semi-truck for the first time). The sheep raising business was pretty active and involved selling the animals at auction on a regular basis. At one point, the elder Mr. Bentley wondered if he could save all the auctioneer fees by doing it for himself. So Dad went to Auctioneer School and became very good at that profession. The funny part of the story is that Jeff's auctioneer father never sold a single sheep. One thing led to another and the auction business became the profession. Progressing through time, and most likely accumulating even more interesting stories, Jeff and his two brothers now run the business. Jeff is the smarter of the three though. He is the only one that moved to New Mexico. Jeff runs the Bentley Auction operation here and his two brothers run the Amarillo operation, which includes the company head quarters. The auction business has evolved a lot from the 'old days'. Some of the changes have been encouraged, or increased, by this nearly six month pandemic, but most were already in existence prior to that. The in-person, auctioneers taking turns, expansive auctions don't happen nearly as often as they used to. Most auction activities take place on the internet platform of today's technologically advanced (but, sadly, not nostalgically concerned) world. Jeff's on-line auctions happen on a monthly basis, but you don't have to be at a specific place to participate. Bidding can take place from anywhere there is an internet connection, and the participant can be dressed professionally, casually, or not at all. (A little less restrictive than the expectations for the EAGA virtual meetings). Auctions are not usually limited to one particular type of item or equipment. The selections are usually quite varied. Jeff says that he regularly auctions everything from pencils to bulldozers. Right now, about 70% of Jeff's clients are government agencies. The various laboratories (Sandia, Los Alamos, Department of Energy) are continually selling off their old (for the most part) and obsolete (for the most part) equipment. Bentley's has about 80 semi trailers and three semi tractors for moving auction items around. They park trailers at a clients' facilities where the client fills it with items for auction. When they are ready, Bentley's crew picks up the trailer and moves it to their processing center for recording, cataloguing and getting ready for auction. Since the Bentley headquarters are in Amarillo, that location has a majority of the staff and are better equipped for the processing, etc. The New Mexico location (where the smarter brother lives) runs trailers back and forth to Amarillo at a rate of at least one per week. Jeff's business has been good throughout the pandemic period, but that positive also has an offsetting downer side. A lot of the items being sold at auction are from businesses that are going bankrupt, or are otherwise closing permanently. Jeff and his family operate a professional, reputable and caring operation so clients know they will be treated fairly throughout the process. An auction used to be a place where one could find great deals. That is no longer the case. Jeff says that, with very few exceptions, items are selling at ridiculous prices. Even the standard heavy equipment is holding good for pricing. One of those few exceptions is estate sale items. There aren't too many requests for Bentley to perform estate sale auctions anymore. People in today's world have lost an appreciation for the historic and sentimental value of old items, so an auction is not really the most beneficial way to clear out estate items. If you have equipment or other no-longer-useful-to-you items, and want to see if auctioning them would be a good idea, give Jeff a call at 505-344-1812. He can discuss your particular situation and let you know your best option. Don't worry about how odd or out of the ordinary your items are. Most likely Jeff has seen something like it already. He said that he enjoys his work because of the variety of things he encounters. He has already auctioned a nuclear bomb and an extruder from NASA. No. Jeff wasn't in business in 1945. The US built that one. The bomb that Jeff sold had already been neutralized, but there was a definite market for the remaining metals and materials from which it was made. The extruder (Jeff will have to tell you just what that thing was used for) must have been desirable too. Someone (probably not a normal yard-sale crusader) paid about \$700,000 for that. But you get the idea. Bentley Auctions can handle anything. They have four auctioneers (the three Bentley brothers, plus another), plenty of qualified support staff (some of them have been with the company for 22 years), and even a dedicated two person crew for professionally packing any items that need to be shipped to the successful bidder. If you don't have anything to sell, you can still participate in Bentley's activities from a bidder's point of view. As noted earlier most of their auctions are done on-line. You can place bids while sitting comfortably in your home. No worries about accidentally buying something just because you sneezed at the wrong time (we've all seen that happen in the movies). The in-person auction sounds will be missing though. Possibly Jeff should offer recordings of him calling an auction that can be played in the background as the on-line version progresses. To check out upcoming, or in progress auctions, go to [www.bentleysauction.com](http://www.bentleysauction.com). For those of you that attended the meeting at Rio Bravo—you may be waiting for a comment about Jeff's hair style (or whatever he is calling it). He claims that it is the result of a request from his daughter. And although many of us have experienced the anxiety of watching our children head off to college in distant cities; and a lot of us know that daughters are awfully special; not many of us have ended up with purple hair during the process. It seems like this isn't the first time that Jeff has had hair of a color farther down the rainbow than his natural shade either. Just maybe there is a little more to the story than the fast talking auctioneer is letting on.

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## Reciprocity:

None submitted this week

Upcoming presenters:	September 1st	John Woods—Phocus Realty
	<b>September 8th</b>	<b>There will not be a meeting in honor of the Labor Day holiday</b>
	September 15th	Phil Houser—Document Imaging
	September 22nd	
	September 29th	
	October 6th	

◆ An update on the condition of a couple of our members:

Aaron Rogers' surgery appears to have been successful. He is recovering at Loveless-Downtown. Due to COVID-19, Aaron is only allowed to have one visitor a day, but he will be able to receive calls and texts once he is feeling better.

Lionel Specter's recovery is progressing well. He is now able to get around using a cane and walker. Still has to sleep in the trusty recliner though. He hopes to be able to get to an in-person meeting at some point in the very near future.

◆ Our next meeting, Tuesday, September 1st. IT WILL BE VIA THE ON-LINE FORMAT. The meeting will start promptly at 7:00am and you can log on via computer, tablet or smartphone by connecting to the website:

<https://global.gotomeeting.com/join/940475581>

You can also call in to attend: Phone number (646) 749-3112 Access Code: 940-475-581

◆ Below is a list of our meeting dates through September, and where to attend each one. Please note that they alternate between the on-line and the in-person format. It would be good to keep this data in mind so you don't miss a meeting because you are at the wrong place. Each meeting will start at 7:00 am.

September 1st	On-line
<b>September 8th</b>	<b>NO MEETING—LABOR DAY WEEK</b>
September 15th	Rio Bravo Brewing
September 22nd	On-line
September 29th	Rio Bravo Brewing

◆ We only have speakers signed up for the next two meetings. Please consider taking one of the other still available slots. Right now you still have an option to choose an on-line meeting, or an in-person meeting. Call Mario ASAP if you can be a presenter.

◆ EAGA's Jim Fanning Memorial Trap Shoot will be held at the Albuquerque Trap Club on Friday, September 25<sup>th</sup>. Breakfast will be available starting at 7:30 AM. There will be a mandatory safety meeting at 8:00AM. The contest will start at 8:30 and is likely to be completed by noon. If you haven't already signed up, please do so as soon as you can. The committee is trying to make sure that they have plenty of door prizes available and it will be great to know how many members will be attending. Guests will not be allowed to participate this year. EAGA members only. To sign up contact Jack Zipper at 505-259-5959 or [jdzipper@comcast.net](mailto:jdzipper@comcast.net). If you plan on using a 20 gauge shotgun at the event, please remember to make note of that when you sign up. Mario has provided a lot of specific information about the event procedures and requirements. The text of his email is on page 3 of this bulletin. There will also be a raffle, with all proceeds going to the event prizes. The prize is a custom made firearm from Black Briar. Page 3 below also has instructions about how to purchase a raffle ticket via the Fundaxi website. If you have questions about the Trap Shoot event, or the raffle, please contact Mario or one of the Committee Co-Chairmen: Jack Zipper, TJ Maloy, Damian Lush.

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We have partnered with the fundraising platform Fundaxi to collect raffle ticket purchases. This is the platform that Hass Aslami ( Pizza 9) has put together and presented a few weeks ago. Below is an instruction outline for your use when purchasing a raffle ticket. The cost is \$100/ ticket and all proceeds will be used for the prizes that will be given away.

If you have any questions about the process for purchasing tickets, please contact Jukka, Hass or Mario.

Good luck!

*(Instructions modified 08/29/20 to accommodate a more direct link—WJM)*

1. Go to the website: <https://fundaxi.com/event/eaga-fundraiser/>
2. Sign in or set up an account.
3. If setting up a new account: When you have finished, just go back to the page in the link above.
4. Select the number of tickets you would like to purchase, \$100/ticket.
5. Once you have selected the number of tickets, select "Purchase Now"
6. You will then be prompted to a checkout page. If your ticket count is confirmed, select "Checkout Now"
7. Complete the "Billing details", then
8. Scroll to the bottom of the page and select the blue button "Paypal". This will allow you to pay by credit card or Paypal.
9. Complete the needed payment information.
10. Done

August 16, 2020 04:28 PM

**Subject: Information regarding the 2020 EAGA Trap Shoot**

**From Jack Zipper, TJ Maloy & Damian Lusch- Trap Shoot Committee**

### **EAGA 2020 TRAP SHOOT**

The trap shoot will be held at the Albuquerque Trap Club (ATC) on Friday, September 25 at 7:30 AM. Breakfast will be served shortly thereafter. There will be a mandatory safety meeting at 8:00 AM. **YOU MUST BE PRESENT AT THIS MEETING TO PARTICIPATE IN THE EVENT.** Due to the COVID-19 epidemic, this will be an EAGA member only event. There will be a practice round for those who wish after the safety meeting. This entire activity will occur outdoors. Masks must be worn except for when you are seated for breakfast and when on the firing line. After the practice round, the match will begin at 8:45 AM.

We are going to have a raffle as we have had in the past. Because we are not meeting weekly, we have contracted with Fundaxi to collect money for this year's raffle. The company is owned by our own Hass Aslami and Jukka Jumisko who have been very generous with donating their services. Mario will send out an email in the next few days with the website information and how you can pay. We believe this is the coolest firearm we have ever raffled. It will be built by Mike Predika. As you know, Mike builds firearms for the most elite operators in the world. The BB9 pistol has an MSRP of \$1650. Mike is giving EAGA a nice discount. Raffle tickets will be \$100 and will be available to EAGA members only. You can buy as many as you like. 100% of the money collected will be distributed for raffle prizes.

If you would like to participate, please email Jack Zipper at [jdzipper@comcast.net](mailto:jdzipper@comcast.net). For new members, you do not need a shotgun to shoot. When you contact Jack, please indicate if you will need a loaner shotgun. Members who own more than one shotgun are asked to bring them for other members. No previous shooting experience is required. You will break some targets and you will have a good time. We should be done at noon or shortly thereafter. We strongly encourage new members and members who have not previously been to this event to come. Please feel free to call Jack (505-259-5959) if you have any questions or need directions to ATC.

Mario Hernandez

EAGA- Executive Director