

Business is booming for industrial auctioneer

By SUSAN AVERILL

FARMINGTON HILLS.—What recession? For Charles Kinsey of Farmington, business is "duck soup." "There is no such thing as recession in the business of equipment buying and selling," the industrial auctioneer said at a recent breakfast meeting of the Farmington Hills Optimists Club. "The auctions turn out people you can't believe," he said jocularly and then laughed into a description of his job.

Most people, he said, ask him whether he sounds like a tobacco auctioneer. He laughs and explains that his job is a bit different.

"It's a dynamic thing. It's not a matter of waiting weeks or years to sell something. It all happens right there—win lose or draw," he said.

BECAUSE IT'S the merchandise which draws prospective buyers more than attractive advertising, extensive

knowledge of the market is important, he said.

Machines must be listed and cataloged and often thoroughly cleaned, because they usually are just abandoned by operators who know they won't be coming back.

It's a tough business, Kinsey said.

and the auctioneer must be willing to "go with the tide."

"If you're competitive, you're all over the country. Most of the auctions are east of the Mississippi in Pennsylvania, Michigan and Ohio."

His competition, too, is mostly east of the Mississippi with the major con-

centration in the Detroit area. An industrial auctioneer for 20 years, Kinsey estimates he owns one of about 12 such businesses in the country.

At other kinds of auctions, book values are used to set starting bids, but not at industrial auctions. "Book values are no good at all—they're not a good guide. You don't

open with a minimum bid, because that would only antagonize the people there. Once in a while a joker will make a fool out of himself by offering a \$3 starting bid."

Farmington students receive top grades

Eight Farmington students earned a 4.0 or all-A average at Michigan State University during the winter term. Honored for their "straight A" average were Cindy D. Borgman, a graduate of Farmington High School majoring in hotel and restaurant manage-

ment; Robin A. Dagostino, a human ecology major and alumnus of Farmington High School; Gail A. McGregor, a student of marketing and transportation administration and a Farmington High School grad; and Ronda L. Pretzlaff, a Harrison High School graduate majoring in elementary and special education.

Other honors students were Robert D. Will, a Farmington High School graduate studying accounting and financial administration; Ronald L. Czajkowski of Our Lady of Sorrows, studying civil engineering; Keith G. Grenda, an alumnus of Farmington High School who is majoring in engineering; and Robert M. Kalce, a political science major who transferred from Western Michigan University.

Hills officer arraigned in shooting

A Farmington Hills police officer was arraigned April 22 on a misdemeanor charge in the March 14 shooting of a Milford youth.

Norman R. Kilmer was charged with reckless use of a firearm causing injury.

Authorities said that the shooting took place when Kilmer, off-duty at the time, saw three youths attempting to siphon gasoline from his pickup truck which was parked outside his White Lake Township home.

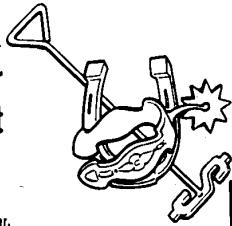
Keith Anderson, 18, was wounded in the shooting and is said to be paralyzed on his left side.

James Niemchak, 18, of Milford and a 16-year old Milford youth were charged with simple larceny. A warrant has not been issued against Anderson.

Kilmer was arraigned in 52nd District Court in Walled Lake. A \$1,000 personal bond was set. The charge carried a maximum penalty of two years in prison and a \$2,000 fine.

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