

# Big Bucks Flips

## *Reselling Yard and Estate Sale Finds*



*Limoges plate; from 50 cents to 102 dollars and 50 cents...not a bad return!*

**By Julia L. Wilkinson and the Readers of the Yard Salers Newsletter**

*Version 2.0*

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## Introduction

We've been doing the "Flip of the Week" contest at Yard Salers for almost a year now, and it's become one of the most popular features of the newsletter. I thought it would make sense to combine all the flip stories into one nice, neat little ebook, so people could find all them all in one place and not have to dig around.

I also thought it would give me a chance to comment more on the finds and discuss what lessons and rules of thumb we can all take away from these successful sales, so we can all make more money going forward!

In the issue that started the flip contest, I wrote about a neat little flip of my own:

I found a beautiful authentic Chanel vintage necklace at an estate sale for \$35 (it was the second day of the sale, so it was discounted a bit). It sold on eBay for a healthy \$305. (It also sold to a lady who works for one of my publishers, which I found out as a fun fact when communicating with the buyer, but that's another story).

Here's a picture (notice it came with its original box, which can boost the price of a piece even further):



The interesting thing about Chanel costume jewelry -- and this is a piece of costume jewelry, made of gold heavy metal with a mirror on one side of the crossed-C's pendant -- is some say it was nicer than the fine jewelry of its time. In fact, Coco Chanel, who founded the company, preferred wearing some of her costume/fake pieces over her many pieces of fine jewelry.

With that, the Flip of the Week contest entries came pouring in. This edition of the ebook updates the flips to all the ones I've received so far, with an emphasis on lessons learned and rules of thumb we can all use going forward in our hunting.

The most recent flips I've received are on or near the beginning, with the very first flips at the end.

So, without further ado...let's get to the flips! [To enter the next contest, simply email me at [juliawilk@aol.com](mailto:juliawilk@aol.com) with the story of your find!]

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## **Printer and Toners Cartridges**

Thanks for you for your great newsletter.

My Flip was a HP Laser 4200 Printer with 4 Toners, bought a local auction for \$20.00

Sold 1st toner for \$92.00 + shipping on ebay.

Sold 2nd toner for \$44.00 + shipping (not the printer it worked in) on eBay. Returned 3rd to Staples (Checked their return policy on line 1st).

Walked out of store with \$174.00 worth of stuff in exchange!

Put the 4th toner in the printer (off brand) and kept the printer!

Rocky

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I wrote Rocky thanking him for the flip, and he wrote back with this additional info:

The toners sold on ebay were going to resellers -- they both asked me to double box, as they mark them up more to resell. No bad boxes wanted -- the better the box, the more you can sell for! Wish I could get their price!

1 year ago bought fuser lube for a Xerox 5090 \$15.00 for 3 boxes -- 1 sold for \$132.00, the others for \$123.00 and \$115.00. The last box was no good and torn -- see the difference in price. Got new glasses that am wearing right now.

Fuser lube helps the copier keep the toner on the paper.

WEBSITE: rockyjennings.net just parked getting ready to build soon.

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## **Automated Breast Pump**

Hi,

I got the Yard Salers email and I wanted to talk about my top item that I flipped. I've been selling on eBay, Amazon, Craigslist, and Half.com since 2001. I've sold over 1500+ items so it's very hard for me to pick just one item. But the most memorable item I can recall is...

An automated breastpump. I sold it for a friend who decided she didn't want to have any more children. I told her she was crazy and that no one would ever buy a used breastpump. She told

me maybe, but let's try it anyway. I listed the item on eBay and got about \$175 for it. I still have a hard time believing it!!!!

My name on eBay is marcsgaragesale

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Hey there!

Wow..an automated breast pump..who knew?? You know, I had one of those back in the day...wish I'd thought to keep it..lol. As I recall it was pretty expensive; must be why some folks would rather buy it used.

Great flip..thx so much, and you're entered in the contest!

Best of luck,  
Julia

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### **FDIC and Bankruptcy Auctions**

Had one of my best flips yet, at it happened recently. I do go to yard sales, but I spent more time at auctions because it seems like I see more worthwhile items with my limited amount of time.

One auctioneer I have gotten some good stuff from is [www.worleyauctioneers.com](http://www.worleyauctioneers.com). They do auctions for the FDIC all over the country.

At a recent bankruptcy auction for a local construction company that went out of business, I scored these Polycom Voice over IP phones for about \$50. I sold them within 24 hrs of listing them for over \$500. The Item number: 270356583627.



On top of that, I had two more phones, one of which was damaged, that I got for \$1 in a box lot of office supplies. I sold both of them to the same buyer for another \$100. Hope this qualifies as a good flip. I was certainly excited.

I love receiving your updates. Keep them coming.

Scott in Tampa

PS, if I win, I'd love any ebooks that you could send that may help me find more great flips

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Hey, Scott!

Thanks so much for sending your flips!

What a great idea..FDIC auctions -- esp. in today's climate. I took a look at the site and noticed -- not surprisingly, a lot of the auctions coming up were based in Vegas, Fla., and also Ohio.

Super idea..thanks so much..and yes I'll be happy to send you ebooks as prizes! I'll be announcing winners hopefully by tomorrow night.

Julia

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**"Strange Doll" in Trash Bag Leads to Not-So-Strange Profit**

In early 2007, I decided to try my luck at be an "internet entrepreneur" after taking a short retirement from my profession of Licensed Social Worker.

My husband and I had sold on eBay a few years back when we owned a children's store, but our merchandise was pretty basic. My oldest son's significant other, Jamie, had sort of gotten me turned on to Barbies...which I knew very little about...so I decided to try to focus on Barbies in my new ebay adventure.

My husband started hitting the garage sales locally and I was always in amazement...sometimes in horror...when he would arrive home with the van brimming to the top. My husband came home from one of his buying marathons and at the bottom of the piles was a white garbage bag about 1/3 full of Barbies, Barbie clothes, and LOTS of trash and dirt.

I didn't even want to put my hands in the bag because the merchandise was so terribly dirty. Later that evening I decided to tackle the job of THE bag. I very gingerly removed dolls in all states of dress and undress, removed clothing, and threw all into a large tub to soak in detergent. As I got to the bottom of the garbage bag, I retrieved a doll that I had never seen before, but knew it was not a Barbie.

It wasn't in very good condition...very dirty and its arms were sort of just hanging there. The doll was a hollow plastic. I laid it aside to clean and put in my garage sale pile if I could ever get it cleaned up.

A few days later, I spoke with Jamie and was telling him my horror stories about the past weekends garage sale finds. I told him about the "strange plastic doll". He asked me to get it and describe it..and look for markings on the back. I did so and he seemed more excited about the doll than I had been. He asked if I would take a photo and email it to him that day. I did..and within an hour, he called back. He was laughing when he told me, "You have an original Bild Lilli doll".

Of course I had no idea what the heck he was talking about. He gave me the history of the doll and directed me to websites for more history. I learned how to clean the doll properly, took photos of the nude doll because I had no clothes for her, but did include a couple of dresses that I thought would fit her. I posted her on Ebay at \$39.99.

I sat in amazement that week and watched the bidding going up. In the end the doll sold for almost \$150.00. Not a bad return on a doll that was in a bag of garage that my husband paid \$1.00 for!



[some recent high sales of Bild Lilli dolls..yes that says \$2858 for the mint condition one, above.]

I also later learned that a lot of the "garbage" items were original Barbie/Mattel clothes in extremely nice condition once I cleaned them properly. That bag's profit was well over \$275.00!!

This success, addicted me to Ebay! I also can't pass up a bag of Barbies at garage sales...no matter how bad it looks. Just goes to prove the old adage..."One man's trash is another man's treasure".

Sincerely,  
Judith  
LovedayLane (Ebay seller ID)

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Hey Judith!

Sorry for the delay..a Bild Lilli! Wow, I have never heard of her. Of course I just had to dig up a pic of her..lol. You better believe I will be on the lookout for that doll from now on, as I am sure all YS readers will.

She does indeed have an interesting history..here is some of what I dug up about her on the Internet:

"Lilli was a popular cartoon character by German cartoonist Reinhard Beuthien created in June 24, 1952 for the newspaper Bild-Zeitung in Hamburg, Germany.

In 1953 Reinhard decided to market a Lilli doll and contacted Max Weissbrodt from Hausser/Elastolin company in Neustadt/Coburg, Germany.

Together they designed and mass produced the Bild Lilli; originally she was 30cm tall (about the same size as Barbie is now) and soon after was also available in a shorter 19cm (7 and a half inches) size.

Lilli was first sold in Germany On August 12, 1955 as a playful, erotic gift for gentleman (her cartoon character was a sensual, headstrong, attractive girl appealing to German men). She was available in tobacco stores and some adult oriented toy shops. Eventually she was exported to several countries around Europe, Africa and the USA... these dolls did not include the word Bild and were simply called Lilli." [sic]

Super flip. Also, good advice re: the Barbies..I have picked some up at sales but not as many as I could have.

Did u know Barbie just turned 50..I think? :-) Lookin' pretty good for her age..lol.

Thx again and will keep u posted about the contest!

Julia

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### **Broken Nintendo DS**

Dear Julia,

My son broke his DS. We did not have a warranty. It sold for \$47 with two bids. The buyer left excellent feedback. It's a mystery to me.

JPJeffries

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Hey JP! I love it..short and sweet! Who knew this broken stuff would sell? Gee, I think I'll list some of my kids' broken electronics..lol. I remember that the first thing ever sold on eBay was broken..Pierre Omidyar's broken laser pointer.

And oh yes, I should mention to everyone....if you sell something that's just lying around the house, that counts too as a contest entry..because you already owned it, you can think of it as having zero cost. Especially if it's a surprising thing.

Thanks for the fun flip..you're entered into the contest. :-)

Julia



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### **Vita Mix Mixer**

Audrey, of "London Bride" town Lake Havasu fame, wrote us again including one of her flips. Audrey, by the way, has a side business doing garage sales for friends..pretty good business idea for this economy! Something to think about, in case you want to put your yard sale skills to work setting one up. Anyway, here's her letter and flip:

Hi Julia,

Thanks (I think) for the ebook! Hadn't planned on printing it out, but when I got to reading it, the book had so much information I could use, and would probably forget, that I ended up printing almost every page. I've started a notebook where I'm trying to file things by subject matter, so I'm a little bit better informed about the items I look at, at garage sales.

Another couple and my husband and I also occasionally do garage sales for friends and this will help me keep informed about what to price things. We will be doing one next week and I think I may have a Fenton small candy dish/candle holder, and will be doing some research on it before we put it out. May end up with it on eBay instead of the garage sale, if it's profitable enough.

When I do that for the owners, I take 50% plus expenses, rather than stiffing them. I figure since I'm doing all the work (along with the expertise of knowing/thinking the item might be valuable) I'm entitled to more than what we get for doing the sale.

I gleaned a lot of information (some I will use, some is just filed away in the back of my mind!) from the book and will probably keep it around for a while, just to be able to check back into, if needed.

I did have a flip a couple of years ago from an estate sale we did for a friend. It was a Vita Mix mixer -- did some research, and knew I couldn't get the price I wanted from the garage sale, so listed it and it eventually sold for over \$400. The most I probably could have gotten at the g-sale would have been about \$200. Vita mix is still in business; they built a quality machine and some of the older ones go for a lot more. Depends on condition, of course.

Love your newsletter, it always has a lot of interesting things to read about.

Keep up the good work

Havamom  
Audrey

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## Tobacco Cards

Dear Julia,

I have lots of great stories about "flips." One of my better recent stories was about a set of tobacco cards. Bought a set of nine in a little antique shop for \$1.15. I sold one of them on eBay to the grandson of the artist for \$115.95, see the auction here:

<http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&item=150321910822>



I sold the rest of them for an average of about \$60 each. I love making over 500% profit on things!

Another good one is a real photo postcard I bought for \$9. It showed a country club in the hills outside of Hollywood that existed at the turn of the 20th century but was torn down in the 40s. I put it up for auction and two guys duked it out until it went for about \$125. Love that.

Then there was the mechanical pumpkin and black cat postcard I bought for \$14 and sold for \$79. Love that too!

When you know what you're looking at, you can make good money doing flips!

Cheers,

Laura

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Hey Laura!

Wow..what an awesome flip! You seem to have a real knack for these. :)

Love the tobacco card flip..esp since you found it in an antique shop. I thin people need to realize it's not just yard sales or even estate sales where they can find flips..

Do you specialize in post cards? I see you have that in your name. If u have any other cards tips you want to share w/ readers, I can pay u to write an article.

Thx again!! Keep flippin', and reading,

Julia

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### **Women's Snow White Halloween Costume**

Julia,

The eBook is great! Definitely got some new ideas of things to look for now. AND, I completely forgot... I HAVE A FLIP! I don't have a picture anymore, so I hope that won't count against me ;)

Last summer, I found an adult woman's size 10 Disney's Snow White Halloween costume for a dollar. It was one of those costumes that is folded up and in a heavy plastic bag with a hanger at the top. The costume consisted of the dress with an attached white 'cape' with a red fabric bow head band. It had been worn once and had some water stains on the hem, but was otherwise perfect.

Kept it in my inventory closet until late-September, started the auction at 99 cents and it sold for \$27!

I was pretty happy with my return, until I got an email from the buyer saying that it was too small, could she please return it? So, of course, I let her and refunded her money.

Once I got it back, I put it back up for auction (it is now mid-October) with another 99 cent start bid. I didn't have much hope it would sell for more that \$10-15 at such a late date for Halloween, but figured I'd at least get my money back. To my shock, it sold the second time for \$52.00!!!

I now keep my eyes peeled for costumes, both adult and children's. If you have room to store them, it's a great way to make some money fast in September/October to gear up for Christmas sales!

Thanks, Julia! 'Talk' to you soon!

Kaytee

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Hey Kaytee!

Sorry for the delay. So glad u like the ebook. :) Ahh...a costume flip..I love it! Wow...good thing that lady returned it, lol! I love when those work out.

Great idea to keep an eye out for costumes..esp. to sell before Halloween, as u say..and some even sell all year round for plays, dress-up, etc!

Thx again and I'll run it in the next contest. :-)

Keep flippin'! :-)

Julia

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### **Cathrineholm (Yes, it's All One Word) Bowls**

Hi, Julia!

One of my best flips to date is a set of 6 bowls I bought at a local Goodwill for \$1.50. All I knew about them was that they were beautiful, in excellent condition, and cheap! I figured I could easily sell the lot for \$10 on eBay.

Using the info stamped on the bottom to create my title, I listed them as "6 Catherine Holm Norway Enamel Bowls Gorgeous," and basically described them as "enameled bowls, solid colors with white feather designs, in perfect condition, designed by Cathrine Holm of Norway." I listed them at a starting price of \$9.99, and was delighted to see a bid placed almost immediately.

Later that day, I received an email from a kind eBayer telling me I had something really special and giving me the proper key words to use in my title. She informed me that they were lotus bowls by Grete Prytz Kittelsen, a (now elderly) well-known Norwegian designer whose father had been a leading jewelry designer, and that Cathrineholm (one word, not two) was the name of her company. This eBayer also attached a catalog page showing each bowl valued at \$40 -- several years ago!

Acting on her advice, I closed the auction citing incorrect information and relisted the lot as "6 Grete Prytz Kittelsen Cathrineholm Norway Lotus Enamel Bowls," again starting at \$9.99 for the set, and included the information she had given me -- and over the next seven days, watched the

bids climb to \$210! I was thrilled, of course, and am forever grateful to that knowledgeable collector who took the time to help a new seller experience the excitement of a great flip!



[Photo of a Cathrinholm bowl that recently sold on eBay for \$58]

Thanks for a great ezine!  
Kay (pack\_rat\_009)  
Packrat's Emporium on eBay  
url: <http://stores.ebay.com/Packrats-Emporium>

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Hey Kay!

Having a senior moment and now can't remember if I got back to u about thee wonderful bowls. What a great flip! I love that her name is all one word .."Cathrineholm."

Also so nice that an ebayer was kind enough to tell you about them. I had that happen to me recently with a stein I listed..will tell the story in an upcoming issue. Anyway thx again and good luck in the contest!

[By the way, after sending that, I checked out Kay's store, and was amazed at the number of items she had in it! Check it out if you get a chance.]

Julia

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### **Shot Glasses**

O! and I had another great flip!!! Almost a year ago, I bought 2 boxes of shot glasses at an estate auction for a couple of bucks or so, don't remember exact amount, but wasn't much. I bought them as a joke for my son because he collects shot glasses and I thought this would help him add

to his collection...lol. When I got home my daughter-in-law looked thru it and found a couple that she wanted. Then I put them away and forgot about them.

Never did give them to him, he didn't even know about them till I told him, just today! Anyway....I found them a couple of weeks ago and figured I might as well try to sell some on eBay.

A lot of the shot glasses were plain ole glasses with some that matched others, sort of a collection of sets. And some were just random that didn't match. And then there were some that had names or something on them. So I thought I would start with those. There were a few that had alcohol names on them, or they were measuring glasses for mixing. There were also some that were medicine dose glasses that had a name of druggist and location on them. Two of these were smaller and they were the winners!!

I listed about 8 different glasses that day and started most of them at \$3.99. I figured if I sold a few I would be making something off of them, instead of just sitting in storage. Wow! was I surprised when two of them sold for \$52.76 each!!

And one other one sold for \$28.50. So I did make my money back! And then some!!!

LOL I now have something new to look for when at sales!! It never ceases to amaze me what people will buy and how much they will spend!



[One of Dee's super shot glasses]

I now have a lot of books up for auction that I bought at an auction in November. Hope there are some sleepers in there. Who knows??? I am ready for spring/summer because this is when there are more estate auctions! WoooooHooooo

Happy eBaying!

dee

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Thanks so much, Dee! Now I have something new to look for, too! LOL.

Keep flippin', Julia

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### **More from Going to Offline Auctions**

Junk boxes at the auction that really pay off

[Note from Julia: Rhonda had written us a while back to tell us about her auction house "junk box" finds. She had included two more flips that didn't get included in the previous contest, so we're including them in this one. I included her 1st paragraph from the previous flips as well, to explain her auction house strategy:]

I deal in marbles, old sunglasses and believe it or not \$1 boxes at the auction. You know, the ones that are on the side table full of junk that no one wants? I stay until the end and spend \$4 or \$5 on dollar boxes and have made over \$200 on each one and every time. How about stuff on auction sales and the hidden treasures to be found?

Rhonda then wrote back with more gems. Her eBay id, by the way, is gracie\_13

These were in the same \$1 box with some other stuff I haven't listed yet:

<http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&rd=1&item=160185587893&ssPageName=S TRK:MESO:IT&ih=006>

[ This is a lovely set of collectible silver state spoons. \$26.00 ]

<http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&rd=1&item=160182726759&ssPageName=S TRK:MESO:IT&ih=006>

[ Tiffany "Good News" silver pin in the distinctive blue box. \$34. I must say that is one of the stranger Tiffany items I have seen; I am guessing it's a love child of the 70s, but I don't know. You can't argue with the blue Tiffany box. ]

Then there is the Box of Saturday Evening Post Magazines. There were old craft magazines that were all torn up in there also. I paid \$7 for the box and a lady offered me \$2.50 for the ripped up ones so \$4.50 and I've already made...

<http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&rd=1&item=160188792102&ssPageName=S TRK:MESO:IT&ih=006>

[ SATURDAY EVENING POST DEC. 21, 1935 - ROCKWELL SANTA - \$52.51! ]

I have 3 more on right at the moment and about 20 more to list. I like this stuff!!!

I'm in NW Indiana and you may use my name and please link to my auctions! I don't have an eBay store yet but I have stuff on all the time as it's becoming better than my 1st income. I work for the County so that tells you what we get paid lol.

Thanks!  
Rhonda / marble-mistress on ebay.

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Hi Rhonda!

Thanks so much for the awesome finds, and the offline auctions tips! As you can see in a recent issue, I followed your advice and went to a local auction house here in Va. recently. Can't wait to go back.

Julia

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OK, now for the winners and almost-winners... (really, I think of everyone as a winner!

We just couldn't resist Judith's story about the Strange Doll..our friend the Bild Lilli...and Judith wins the first place prize of a free copy of the EasyAuctionsTracker software! Judith, I'll get the software folks in touch with you.

Rocky, marcsgaragesale, Scott, JPJeffries, Audrey, Laura, Kaytee, Kay, Dee and Rhonda all win a copy of the Big Bucks Flips ebook! Or, if you already have it, a free copy of my paperback book, the eBay Price Guide..or one of my ebooks of your choice.

I'll be in touch w/ you with the free ebook..if you wanted a different one, just let me know..thanks so much everyone and congrats!

Until next issue..happy hunting, and flipping,



Julia

### **Profitable Post Cards, Britains, A Catalog, A Funky Old Wrench, Language Software, and More**

Hey Julia,

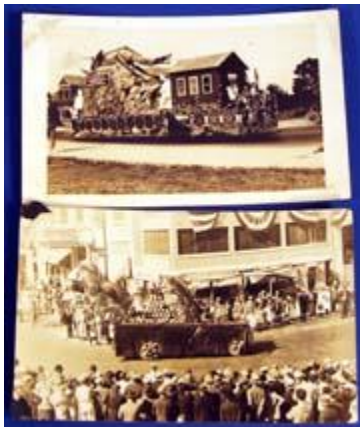
I'm about to purchase your flipping eBook and it reminded me to send you a new one.

Last summer I purchased a suede photo album branded "Miami, Florida" filled with vintage photos and real photo postcards (RPPCs) from the 1920s-40s. I paid about \$10 for it. I sat on the album for a while waiting until I had time to sort and research the photos.

I finally put up a lot of 4 photos (w/ 2 RPPCs) last week. All four were images of parade floats and seemed like a natural set. I got out the magnifying glass to look for details for the listing and I noticed that on one, beneath a giant paper mache dragon, were two men outfitted as Klansmen. I couldn't tell if this was a pro or anti Klan float but it was certainly a detail worth mentioning.

Another showed a group of athletes in swimming costumes on a float covered with American flags. It was too out of focus to know for sure but I mentioned in the listing that they were possibly Olympians (with a big question mark).

I started the lot at \$4.99 and almost immediately I received a request to end the auction and sell the lot for \$35. I turned it down (which I always do, since that's a good clue you have something unique) and the auction ended last night for \$182.49 (Item # 380094697720).



[Two of Will's post card finds, above.]

These were the most promising photos in the album but I imagine I can squeeze at least another \$100-200 out of the remaining stack of photos.

Regards,

Will

Check out Will's blog at: <http://hangfirebooks.blogspot.com/>

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Hey Wm.!

Great to hear from you again! How's biz at hangfire books?

What wonderful flips! Thanks so much for sharing with me (and other YS'ers). I love old photos that show historical detail.

Isn't it funny, too, how sometimes the things we sit on for the longest wind up doing the best?

Thx for the entry and watch the next issue for winners! :-)

Julia

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Dear Julia,

I'm a new subscriber and really enjoyed the newsletter.

I've got a flip of the week, (although not this week) for you.

I purchased a box of craft magazines, patterns, catalogs, assorted items for \$2.00. It was the end of the sale and they were anxious to just get rid of the box full of stuff. In the box was a 'Stampin' Up Catalog' from 1992. I listed it on eBay for \$.99 and it ended up with 7 bidders, 24 bids and the final price was \$105.00. It certainly made my day! Plus I had all of the rest of the items in the box to list and sell. The auction number was 270290900153 if you want to check it out.

[Here's a photo of Audrey's find:]



That's one of the best flips I've had in 8 years of selling on eBay.

By the way, I have been listing items on blujay, it's completely free, no fees of any kind. Have had a little bit of success and keep hoping for the best. My site there is <http://www.blujay.com/havamomtvo>.

Keep up the good work and newsletter.

Havamom

Audrey

--

Hey Audrey!

Thanks so much for writing!

That's OK; it's more like Flip of the Month these days. ;)

A vintage Stampin' Up catalog did that well..who knew?? I am guessing there is a dedicated cadre of Stampin' Up collectors out there.

I'm really glad u wrote, too, bec. I want to explore the whole niche of crafts and craft supplies more.

Congrats on the flip! You're entered into the contest, and watch the next issue (hopefully by early Feb) for the winners. :)

[Audrey and I emailed a little more after this, and I learned that Lake Havasu, where she lives, is home to "the largest antique ever transported": read on for more:

Hi Julia,

I'm surprised you've never heard of Lake Havasu City, the home of the London Bridge, the largest antique ever transported! And probably the most expensive. And we're not that far from Palm Springs

It's great here, small town with some big town amenities, the lake, weather for the most part is wonderful, what else can you ask for? - Audrey ]

Keep reading, and selling,

Julia

I asked Audrey if she had any tips she could share with us for craft publications that do particularly well, and here's what she said:

Hi Julia,

Yes, I do, and as long as nobody invades Havasu, will help!

Mary Hickmott's Crossstitch magazine sells really well, usually for over \$3.00 and on up, a copy. It's a magazine published in the United Kingdom. I've seen larger size lots go for a bunch more! Don't see an awful lot of lots on eBay anymore, as I think others have discovered them.

The other pattern book that sells well is Elizabeth Hiddleston crochet books, they are from the mid 20th century, but are still around. Older crochet and knitting books sell pretty well too. Not out of sight, but if you can get them for \$.25 or thereabouts (I pick up whole boxes of craft books and magazines for a couple of bucks) the profit is pretty good. Some individual patterns of Judith Kirby sell well also. Had one recently (picked up for \$.10) that sold for over \$20.00.

Sometimes it's hit and miss, but every once in a while you get a real 'flip'

Nice talking to you, hope you enjoyed the tips,

Audrey

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Hi Julia!

Been awhile since I've written but needed a great flip and I have one! I was cruising the "bay" one day in the "junk box lot" section. I figured if I can't get good junk at the auction I could get it on the bay and I was right! Got a lot of junk, and yes most of it was junk, but there were some lead horses in it and the seller said it "may" say Britain on them. That was the only mention of a

name in the description so if people don't search title and description it wouldn't come up and judging from the silly questions I get on my auctions most people don't read descriptions either LOL.

Anyway, I bid and won the lot for \$14.95 + \$8.90 flat rate shipping. This seller took a lot of pains to wrap every thing individually and it was just perfect!

I took those horses and put them on eBay with Britain in the title and it sold for \$148.00!!!

<http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&rd=1&item=160300107965&ssPageName=S>  
TRK:MESO:IT&ih=006



I took the rest of the "junk" and made junk boxes of my own and made another \$200 or so when I combined it with other junk I had. I still sell junk boxes but I do it on my husbands eBay account because he sells "man" stuff. I mostly stay with marbles now but I still look for those bargains!

Loving your newsletter and look forward to it every month! Keep up the fantastic work!

If the link is too old let me know because I did save the page and can send it to you. Unfortunately I don't have a link to the original auction I won as it's been too long :(

Rhonda Krol

~~~~~

I thanked Rhonda for her email tho I can't find my email back to her now. I think I mentioned my brother and I collected a whole passel of those when we were kids, buying them with our own money. I still have a huge bunch of Britains, circa 1970s, in a bin in my kids' room.

Those old ones can do really well..great find.

Julia

~~~~~

Hi Julia!

I'm an avid yard saler shopper (and a long-time fan of your newsletter!) who mostly looks for CDs, DVDs, books & video games.

Late this past summer I came across an older version of some Latin language learning software from Rosetta Stone. I knew of the brand from seeing ads in airline travel magazines and their kiosk in one of our local malls, so although the software was a few years old I still thought it might be worth picking it up to try and re-sell. I talked the seller down from \$20 to \$10 and walked away not being entirely certain of what I had purchased.

Later I made a call to Rosetta Stone and found out that while the software was a few years old, they hadn't updated it since the original release date! I posted it on Amazon.com and earlier today it sold for \$153.93! From now on I'll be keeping my eyes peeled for anything from Rosetta Stone!

Thom D.  
Alexandria, VA

~~~~~

I thanked Thom for his great flip and said I knew a lot of educational software did well, but I had no idea The Rosetta Stone did so well. Watch for textbooks and especially the software like Thom found at yard sales this Spring.

~~~~~

Next we have one from another devoted reader, Dee, who I actually got to meet in person at the next eBay Live!

Hey Julia!

How goes it? Got a question for ya and a couple of flips I recently had.

Ok...question...I read in your new ebook (yup read it! great!) that you took French. I have two pictures that I bought at a Salvation Army Store one time that have drawings of butterflies, and all the words are in what I think is French. I would like to know who the artist is and what the name of butterflies are and if it is worth anything. I might sell if worth something....if not I will keep. I would like to paint frame if I keep but don't want to do this till I know what I have...lol. If you could help me I would be grateful!!

Ok...here are my flips. Both items came from my dad's collection so I don't know what he paid for them. Most likely he bought them in box lots because that is what he usually did. He went to auctions all the time while I was growing up and sometimes I would go along. This is where I get my love for auctions and box lots...lol. I his early years, he never paid much for anything, later he did buy more collectible stuff. Anyway...here they are...

First one is a Maytag wrench. I had two of them not realizing the size of hole was different. Listed both for starting bid of \$8.99. One didnt sell so I put it in my store and it just sold for

\$5.00 here is item number on eBay...270312104346. They other start getting hits and bids and I was pleasatly surprised the it had 6 bidders with 16 bids and sold for...drum roll please.....103.70!!!!!! Who knew!?!? Here is item number....270308368890. The ONLY thing different was the size of the center hole. I sold some of his other wrenches and got some good prices. Others are now in my store. So keep your eyes open for old wrenches with company names on them. Ya just never know!



Second flip is an old catalog...which I know are good sellers. You have pointed this out to your newsletter readers. I started this one low (5.99) cause it was in really rough shape...didn't figure it would sell at all, but gave it a shot. Sooooooo glad I did. It is a Heller Allen Catalog of engines and pumps. It got 11 bids with 5 bidders. It finally sold for....drum roll again please.....\$91.00! And it was in bad shape!!! WOW! Here is the item number - 270307880405. Both of these items were listed and sold in Dec.



I have a ton more stuff of his to get listed...and then a ton of my stuff. Just listed some items for my husband's aunt...hope they do well.

Please let me know if ya can translate for me. I would like pics I can do that too...thanks in advance...

C-ya,

dee  
daddys-attic.com

~~~~~

OK, now for the winners and almost-winners already. Will gets the grand prize of his choice of one of my paperback books, any of my ebooks he wants, and a cool eBay Devcon army tote bag that I decided I need to pass on. (Don't worry Will, I think I only used it a couple times).

Everyone had great flips, tho, so everyone's getting something. Runners up Audrey, Rhonda, Thom, and Dee all win a free copy of my Big Bucks Flips ebook (if they've already got it they get to pick another ebook), and the last of the Mohican eBay Live collectible tchotchkes, including pins, trading cards, and other assorted fun doo-dads such as any stickers my kids have not peeled off and stuck right on their formerly nice bedroom furniture.

Dee also sent me another couple wonderful flips later...some vintage shot glasses that are too cool. But I decided to run them in the next issue to give her a better chance of winning another prize...ha!

\*\*\*

This next one was not officially sent as a flip, but it's so good I had to include it:

### **More from Sky-High Cookbookville: \$2136 Cookbook Outed**

Our friend who sold the mysterious valuable cookbook for over \$2000 recently gave me the go-ahead to give the item number of the auction, and to use photos from it.

Once you see the photos, I think you'll immediately know why it was so valuable, but if you want more info about it and what made it special, plop the item number into the eBay search and read all the details.



OK, so it's a true first edition of Irma Rombauer's Joy of Cooking (note the rare cover of the original publisher).

May we all be so lucky as to find such a gem!

Thanks again to the eagle-eyed subscriber who provided this to us.

So you never know. I can add about garden books, tho many of you may know this, flip through them and look for quality illustrated plates of flowers or other flora. Those can be very valuable.

### **Cool '80s Skateboard, Wedgwood, Signed Vase amid the Junk**



Sporting Goods flips can be great. I come across sporting goods at many, many yard and estate sales, and of course it depends on the sport, what kind of followers it has, and the rareness and desirability of the item. Sometimes, as we'll see in a later story, even old, beat-up equipment can do well.

### **Signed Vase**



Hi Julia,

I found your blog while searching for the 26 mile yard sale in Alabama. I signed up for your newsletter and have really enjoyed the few I've read. I'm going to check out the archived ones. This is a story about my best flip.

My husband is a licensed auctioneer and we own a live auction house in Pine Mountain, GA. When we are not having our own auction; we are at some other auction or yard sale. Believe it or not we can buy at a yard sale and make money selling at a live auction. We are certified yard sale and auction addicts!

Recently a small local live auction advertised an Antiques and Collectible Estate Auction. When we got there we were sooooo disappointed. There were no antiques; only JUNK with a capital J. Box deals of old telephones. Dollar store collectibles (is there such a thing?) Anyway, you get the idea.

They did a table choice full of such box deals and invited everyone to come up and look. I went of course, I can't pass up looking at old junk; always in search of the TREASURE that someone missed. And there it was lying on its side in the middle of all those old worthless huge cordless phones that they don't make batteries for any more, and broken and repaired dollar store items. I acted not very interested but bid \$2.00. No one else bid and I got my choice of all those boxes of treasure.

The pottery vase I had spotted had a mark on the bottom of a potter at a potter's wheel and Pisgah Forest 1939. That night about midnight when we got home I looked at the completed listings on eBay and there was one that sold for around \$50.00.

I looked at current listing and there was one listed for \$50.99 that was ending the next night.

I listed mine early the next morning so maybe the person bidding on the other one could have a pair. I listed it for \$35.00.

A fair price I thought because mine wasn't perfect. Some glaze flaking off around the bottom of the piece. Within a few hours I had my minimum bid. The next morning it was at \$100.00 and closed at a phenomenal \$178.50. Here is the link. It was purchased by the curator of a museum in Washington state.

<http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&rd=1&item=190243941367&ssPageName=S TRK:MESE:IT>

Here is the listing:

Turquoise Vase Pisgah, Forest 1939 North, Carolina Pottery, Estate Sale

This beautiful old piece is really special. It is large 9 inches tall by 19 inches around the widest part. The base and the mouth are both 4 inches across. It has a beautiful turquoise crackle glaze and the inside is a creamy pink color. Both colors are vivid not faded at all.

This piece has the following trademarks: Pisgah Forest 1939 with the logo of a potter working at the potter wheel. (see the pictures) The condition of this item is good there are no breaks, cracks, or repairs there is however; a lot of crazing or it may be the type of glaze that is crackled (enlarge the picture and it will be visible), also around the very bottom edge of the piece on one side there is some chipping off of the glaze.

It can still be displayed and look good by turning the side with the chipping to the back (again if you enlarge the pictures you can see it.) I took a couple of pictures up close of this area. There is also some bubble pops inside the mouth (again see close up picture.) These small imperfections don't detract from the value or beauty of old pottery; it is still a fine example of American folk art.

Here is some information from the website of the Mint Potters Museum in North Carolina:

In 1901, W.B. Stephen and his mother, Mrs. Andrew Stephen opened their first pottery in Western Tennessee, named Nonconnah Pottery. Later, in 1913, after the death of his mother, W. B (Walter) Stephen opened the Pisgah Forest Pottery, at the foot of Mount Pisgah, in Ardon, N.C. The pottery is chiefly known for a turquoise blue glaze that is sometimes crackled.

Marks vary from "Pisgah Forest Pottery," with or without a rough motif of a potter at work, to "Stephen."

The Pisgah Forest Pottery was owned and operated by W.B. (Walter) Stephen from 1926 to 1961. Today, the pottery is operated by Tom Case, who is the grandson of Walter Stephen.

Many of the pieces produced at Pisgah Forest in the early 1900's are excellent examples of American folk art. A number of museums such as the Smithsonian, the North Carolina Museum of Art, and the Mint Museum in Charlotte own examples of Pisgah Forest Pottery. inches

My user ID is countrysideauction and my eBay store is Countryside Auction.

I have been selling on ebay actively since May 22, 2008 after I stumbled on one of Lynne Dralle's articles and was inspired beyond all reasoning; to jump in deep with both feet!!

----

Hey there countryside auction!

Great find! Don't you love it when those lame sales redeem themselves with that one special item? I think that's what keeps us at it. ;)

A lovely vase indeed...I always turn those things over and look for a mark..lately my luck has not been so good! I bet you have a lot of great finds if you run an auction house.

Well thanks again for the entry...new newsletter coming soon!

Keep selling! Julia

~~

### **Wedgwood Sage Green and Gold Dinner Plate**

Hi Julia,

I can't find the link to send along my "Flip Of The Week".

[Note from Julia: there actually is no link per se, tho I should create one; you simply email your find story to me at juliawilk@aol.com.]

However, if you're accepting them here, here it is:

I reluctantly went to an auction with my husband in Pennsylvania, and we were only there to look around, but I couldn't resist the urge to bid on the lower-priced table items.

I struck up a conversation with an actual antique dealer who kept nudging me in the side whispering "bid on that, bid on that!" I took her advice and raised my paddle and won a big (really big) box of porcelain plates and bowls for \$7.50. Well I let it sit for 6 months and last week I went through it and found a dinner plate that was selling in the range of \$99.95.

I figured, "whole box, \$7.50," I'll be conservative and list the plate at \$59.95 and it sold for \$66.01. WOW! A dinner plate for \$66?!? Who would have ever thought? Now I'm going to try to sell the bowls too -

Oh, ALL WEDGWOOD COLUMBIA GOLD (Sage Green).



[Note from Julia: The above photo is not Bev's actual find, but a photo of a similar plate in that pattern I got off eBay].

lol,

Bev

*Women and cats will do as they please. Men and dogs should just relax and try to get used to the idea.*

~~~

Hey Bev!

I'm sorry -- I think I missed seeing this flip on time! That's wonderful...Wedgwood stuff can be awesome. :-) Hard to believe a plate can sell for that much...but it can, and more! I think I wrote a while back about how I bought a reticulated old Meissen cabinet plate for \$150 and sold it for about \$300. The book value on it was even more.

I'll enter you in the next flip contest, as I just sent the last newsletter out. Great entry and thanks for your patience.

Keep reading and selling,

Julia

~~~~~

Hi Julia!

I've been reading your newsletter for about a year now and have always wanted to send in a unique flip idea and finally got my chance recently!

My husband was a skateboarder in his day and has always told me to look for old skateboards during my garage sale-ing hours. I know I've seen a few but I just didn't believe him that those old broken looking boards were worth anything. But one brave morning, my friends and I hit a sale where I spent a lot of time because I found a whole tub of Legos for my son (oh, if only I could eBay them - it would break his heart!) and the teenager selling them told me the price was \$5. Well, while I was drooling over the tub of Legos, I noticed an old broken down skateboard leaning up against their mailbox.

For some reason it caught my eye. My friends and I left the sale and as we drove away, I started to realize that the stickers on it were for 1980's skate brands. Not sure how I remembered those brands -- maybe because I grew up in a surfing town where skaters and surfers were sometimes one and the same. I saw "Jimmy-Z", "Gotcha", and "Airwalk" stickers. I asked my friend Andrea to slow down after we turned around and I rolled down my window. I asked him how much for the skateboard and he said \$4. I took the chance, paid him, and put the skateboard in the trunk.



The minute I walked through the door with my garage sale finds, my husband's eyes lit up.. Apparently he had a similar board and it was rare. We looked it up and it was a "Santa Cruz" Rob Roskopp #3. Who knew? I sold it last week for \$147.

It's sold for a lot more in the past but my husband says my pictures falsely make it look like there is damage. No use crying over spilt milk, however, as I'm happy with my \$143 profit!

Here's my auction link:

[http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&rd=1&item=280269754830&ssPageName=S  
TRK:MESO:IT&ih=018](http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&rd=1&item=280269754830&ssPageName=S<br/>TRK:MESO:IT&ih=018)

Thanks, Malia

~~~

Hey Malia! Wow...that is so fun about the skateboard! Another niche I don't think I ever thought of. Especially that the '80s skateboard stickers, brands etc are so desirable.

It's funny...I bought a board that looked a lot like that one, minus the stickers, for my son for a few bucks...gonna have to go back and take a look at it!

You're entered into the contest..thx so much and watch for a new issue soon! :)

Happy selling,

Julia

~~~

OK, so for the winners...countrysideauctions and Malia tie for first...you'll win a set of eBay-related books or a complete set of eBay collectible pins. Bev is runner up and wins a tote bag and the other eBay trinkets I have left from eBay Live 2008 (oh the suspense of it all!).

Entrants all, pls. email me at [juliawilk@aol.com](mailto:juliawilk@aol.com) with your USnail address. :-)

\*\*\*\*\*

What's the PERFECT eBay product? [Learn How To Make Money with information products](#) on ebay.






\*\*\*\*\*

**Flip of the Week Contest 9: Jai Alai basket, Signed Vase, and Skillet**

**Jai Alai Basket**

6 items found for: [jai alai cesta](#) [\(Save this search\)](#)

Show only: Completed listings [Show all](#)

<a href="#">List View</a>   <a href="#">Picture Gallery</a>				<a href="#">Sort</a>
	Bids	Price*	Shipping to 22307, USA	End Date
	9	\$61.00	\$10.78	Dec-08 17:00
	0	\$55.00	\$9.99	Dec-08 19:50
	0	\$55.00	\$9.99	Dec-15 20:30
	5	\$43.00	\$12.00	Dec-10 19:00
	3	\$27.00	\$15.00	Dec-20 08:30

[ from ISSUE 57:

*Some other Jai Alai (sounds like “hi-lie”) cestas that sold for healthy amounts on eBay. Look for the vintage ones especially. In general, look for any interesting, vintage sports equipment if the price is right.]*

~~~~

Hi Julia - Just joined the site through a link on Facebook. Should be fun.

My best flip so far was from a Salvation Army store. I saw a wicker throwing basket that Jai Alai players use, which I later found out is called a Cesta. It didn't have a price on it, so I asked and was told I could have it for a buck. I figured I could get \$10 or \$15 out of it, so I took it. Put it up on eBay, got bids from the US and five other countries, and sold it to a guy in France for \$78! Who knew?

I've had several other nice ones that I could tell you about if interested, but that was definitely the most surprising.

Jim

I make my living on ebay. Check out my store at [www.JimsDiscountDeals.com](http://www.JimsDiscountDeals.com)!!!

~~

I asked Jim where he saw my newsletter mentioned on Facebook, and he said it was via a Facebook ad.

"I wasn't looking for the Jai Alai Cesta either," he added, "but it was one of those things that when I saw it I said, 'For a buck it's worth a gamble.'"

He said he's had some other fun flips as well, especially from Craigslist - "like the 22-inch Lladro I bought for \$350 and sold on ebay for my Buy It Now price of \$650 less than 12 hours after I listed it!

"Craigslist has become a huge source for me - both the free things and items for sale," he says.

~~

### **Signed Friberg Vase**


Hi Julia,

I'm a new subscriber to your newsletter...look forward to reading more! I wanted to share a flip from last year. I went to my first estate sale after reading Lynn Dralle's first book, "The 100 Best Things I Sold on Ebay." I was totally inspired. I immediately went over to the dining room table at this sale and saw many things.

Most I couldn't tell if they would be worth anything. I picked up a miniature vase, just adorable. I turned it over, like Lynn describes, and saw an interesting signature and number.

I figured I would pay the \$6 and take it home to see what the name and number might be. It turned out this little vase was pretty rare, created by Berndt Friberg, a Swedish master potter, a link to more info about him below. I sold it for \$500 on Ebay.... that got me hooked! I know I was very lucky that first time out, but I'm still on the hunt for more like this!



|                                                                                   |                                                                                                       |    |                                              |         |              |
|-----------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|----|----------------------------------------------|---------|--------------|
|  | <b>Friberg Art Pottery Vase Gustavsberg Danish Modern 1962</b><br>Monumental 15 1/2" Scale; Rare Form | 10 | <b>\$866.00</b>                              | \$10.26 | Dec-16 12:18 |
|  | Berndt Friberg - Vase with Great Form<br>Gustavsberg                                                  |    | <b>Buy it Now<br/>or Best Offer</b> \$775.00 | Free    | Dec-16 12:33 |
|  | Berndt Friberg - Vase with Yellow Glaze<br>Gustavsberg                                                |    | <b>Buy it Now<br/>or Best Offer</b> \$775.00 | Free    | Dec-16 12:36 |
|  | Berndt Friberg - Vase with Brown Glaze<br>Gustavsberg                                                 |    | <b>Buy it Now<br/>or Best Offer</b> \$699.00 | Free    | Dec-16 12:34 |
|  | Berndt Friberg - Vase with Yellow Glaze<br>Gustavsberg                                                |    | <b>Best Offer</b> \$650.00                   | Free    | Dec-17 07:12 |
|  | Berndt Friberg - Vase with Great Form                                                                 |    |                                              |         |              |

*A couple other signed Friberg vases that sold for healthy amounts. In general, look for any signed piece of pottery at a good price. Not all will sell for big bucks, but some will. Be careful, though, as some popular collectible pottery – such as Roseville – inspires a number of fakes and reproductions, so check the details of the piece online.*

or go to: A <http://www.modernity.se/Designer/Berndt-Friberg/ID/20/Berndt-Friberg.aspx>

Vicki

~~

Hey Vicki!

Whew! Beautiful vase and awesome flip! That is sweet. Wonderful to find a piece signed by an artist and to find it's a great artist.

Thanks so much for sharing, and welcome to the newsletter! I hope to have a new newsletter out soon...I was running around all weekend going to -- what else? Estate sales. ;)

Thx again and good luck in the contest! :)

Keep selling,  
Julia

### **Skillet Skills**

Julia, I owe my flip to my husband. He paid \$5.00 for an old electric skillet at a yard sale and brought it home. It was old, but I used it for a while before deciding to buy a new skillet. On a whim (I usually sell books), I decided to list it on eBay - where it sold for \$176.00!!

It was a Miracle Maid Lektro Maid skillet with non-stick surface, and it included a cutting board, serving tray, high dome lid, and the original instruction booklet, all in almost-new condition. Since then, he has found two more of them, for \$1.00 and \$2.00 respectively, and they sold for \$76.00 and almost \$90.00. (They lacked some of the components of the first one, or were in not-quite-as-good condition.)

You can believe we are on the watch for these skillets!

I love the Flip section of the newsletter!

Gerry

~~

*See next page for images of similar skillets which sold for big bucks. I needed a visual for this skillet so I pulled some recent sales from eBay.*

*Wow! People really do love this skillet!*

*So keep an eye out for its signature boxy shape.*

*Other cookware brands to watch out for: Le Creuset, Emeril (as in Lagasse) cookware (I know a guy who found a whole set that was set out on the curb for dump pickup), calphalon, and copper pots in good condition.*

17 items found for: **lektro maid skillet** ([Save this search](#))

Show only: Completed listings [Show all](#)

| <a href="#">List View</a>   <a href="#">Picture Gallery</a>                         | Bids              | Price*          | Shipping to 22307, USA | End    |
|-------------------------------------------------------------------------------------|-------------------|-----------------|------------------------|--------|
|    | 31                | <b>\$170.00</b> | \$32.85                | Dec-19 |
|    | 27                | <b>\$127.50</b> | \$40.25                | Dec-10 |
|    | 7                 | <b>\$134.50</b> | \$25.00                | Dec-19 |
|    | 4                 | <b>\$66.00</b>  | \$30.30                | Dec-07 |
|    | 33                | <b>\$75.00</b>  | \$18.00                | Dec-17 |
|   | <b>Buy It Now</b> | <b>\$69.95</b>  | \$15.83                | Dec-15 |
|  | 1                 | <b>\$64.99</b>  | \$20.00                | Dec-11 |

~~

Thanks again for your entry, Gerry!

I nosed around on eBay and these Lektro Maid skillets, the bigger ones, are going for a healthy \$50-\$100. [And as we can see in the above example, one even went for \$170!] Heck, even a cord/plug for one went for \$26. So I'll be keeping my eye out for those. That's an "I never thought of that."

~~~

OK, so for the winners.. Vicki wins the big prize of a set of 4 books by eBay authors for her vase find; Gerry wins the a box of eBay Live memorabilia for alerting us to skillets, and Jim wins a pack of whatever ebooks of mine he'd like.

### **Everlast Shorts**

[from ISSUE 56: Aug. 22, 2008]

Hi Julia,

I wanted to share with you a find I found in my own house!! I had several unitard shorts and one in particular - black EVERLAST - sold to a woman in Australia for \$76 on ebay!!! Also sold a red one for \$19 and a white one \$13. Had them in a yard sale box and no one purchased them. Very shocking. THANKS FOR YOUR NEWSLETTER!!!

Connie B.  
Northern California  
EBAY ADDRESS: EternallyElegant4Ever

~~~

Hey Connie!

Wow! Everlast, huh? I love that you found those in your own house. Too cool.

I'll have to research Everlast shorts and see what comes up. I wonder if it's an Australian thing, too?

I'll put your entry in the next contest...more good prizes.

Actually I am also thinking of putting these tips on my blog, too...so I can get them out there before the newsletter.

Thanks so much! Love it!

Julia

~~~~

### **Florentine Items and a Pucci Purse**

Hi!

My daughter and I have been on ebay for years, I even supported us when I was first single by selling my clothes on ebay! We've had our share of 'flips' over the years! One that I always remember is a purple silk Pucci purse that I gave my daughter for her birthday one year - I'd gotten it at a thrift shop on 1/2 price day for 2 dollars. She eventually tired of playing dress up with it and we sold it on eBay for \$325.

I also remember the fun of packing a record to send to Japan, I'd bought a few thousand records at a thrift shop for \$100, and that one record sold for \$250!

Recently, we've had some fun flips with vintage Florentine items. I bought a large gold tray at a garage sale for .50 cents - I told my daughter it was a good deal - well, we sold it on my account for \$33.00 (auction # 15024386828).

Then a few weeks later, my daughter found a matching wastebasket at the local thrift shop! I paid a dollar for it, and she sold it on her account for \$40.00 (auction # 330248805764)!



I'm not feeling my best physically these days, but we're making the best of things, and definitely having fun on Amazon, Craigslist and Ebay!

Thanks for your great newsletter!  
Rebecca263 (and Elissa1001!)






~~

Hi Rebecca!

Thx for the wonderful flip stories!

A real Pucci from a thrift shop...that's a great find! I've looked for those but never found one.

Here is a snapshot of Pucci for our readers, so they can see what it looks like. Pucci was a designer who was big in the early 60s, and was also favored by Marilyn Monroe:

	EMILIO PUCCI VINTAGE VELVET SKIRT W/ SHEER BLOUSE	0	\$795.00	\$18.00	Dec-12 13:38
	GENUINE VINTAGE EMILIO PUCCI VELVET SKIRT & WOOL SHT 12	1	\$695.95	\$7.45	Dec-14 20:35
	TO DIE FOR DESIGN! Vintage 60's EMILIO PUCCI Logo SHIRT	0	\$599.00	\$12.99	Dec-17 20:15
	Auth.EMILIO PUCCI vintage silk dress multicolor SZ. 8	0	\$550.00	\$30.00	Dec-19 07:55
	Gorgeous Vintage PUCCI Brown Dress/Tunic Top/belt 10/4	24	\$560.00	\$8.00	Dec-07 21:08

[ As you can see from the above high-end vintage Pucci sales, a real Pucci is a great find! It also shouldn't be hard to spot in a thrift store or estate sale, with its bright colors...if you can find one! ]

I wouldn't have thought of Florentine items selling well...I'll start scouting for those too. :)

Thx again for the great flips, and pix, and u are entered into the contest.

Julia

~~~~~

**Thinking Inside the Box: A Burberry Scarf**

Hi Julia!

I just joined this group a couple of weeks ago and LOVE it!!!

So much great information & stuff.

I had a recent flip that I wanted to share about. I was rummaging thru a huge box of loose clothes at a yard sale last winter - being careful coz it was dusty and the stuff on top looked pretty ratty and old. When I came to the bottom, there was a beautiful perfect Burberry cashmere scarf!!!!

I looked it over carefully - not wanting anybody to see what I'd found! It didn't have any holes, not even one fringe was missing and it still had the Burberry label on it. When I asked how much, they said \$2.

Well, for that price, I'd keep it myself if it didn't sell on eBay! Started the auction at \$.99 and watched patiently. I thought I'd get about \$25 for it, but I got \$72!!! Shipped it off to its new home in California, with a huge grin on my face!

Thanks for letting me share my story,

Anne

~~~~

|   |  |    |   |              |
|---|--|----|---|--------------|
|   | <b>SUPER VINTAGE BURBERRY CASHMERE &amp; WOOL CHECK NOVA SCARF</b> | 38 | <b>\$137.50</b> Free                                    | Dec-22 06:19 |
|  | vintage Burberry trench coat-size 10 extra long                    | 8  | <b>\$120.27</b> \$9.90                                  | Dec-16 18:00 |
|  | Vintage Burberry Trench Coat 12 Long camel hair khaki              |    | <b>Buy It Now</b> <b>\$125.00</b> Free<br>or Best Offer | Dec-10 09:38 |

[ I think most of us are familiar with the distinctive Burberry brand stripes of beige, black, white and red, as seen in the top photos above. But keep in mind some of their items, like the trench coats, are plain tan looking...so check those closets at estate sales for trench coats with labels. ☺ ]

*Another lesson to learn from this sale is that as Anne found, it pays to dig. I've heard from more than one sale-goer who says they have found some of their best stuff at the bottom of a box or stack. One reason may be that not that many people have the patience to do that! ]*

Hi Anne,

Wow...great "under the radar" find! I love it. It just shows it pays to look under stuff and really root around. Luxury brands like Burberry, Gucci etc sure can command high prices...even old stuff!

Thx a mil and you're entered in to the contest. :)

Thx again and good luck!!

Julia

~~~~~

Now for the winners (wow, I feel a bit like Heidi Klum on "Project Runway" -- I wish! Only, no one gets auf'd here):

Again, everyone wins something in this contest, because I still have a decent amount of swag from eBay Live.

- Rebecca (and Elissa) win first prize of a sparkly eBay keychain and three collectible pins for their great Pucci find, as well as the Florentine scores, and also for cluing us in to keep our eyes "peeled" for these (as my mom used to say). Another reason I chose their letter was that Florentine items aren't all that hard to find, so I'm hoping many of you all profit from this tip. (I for one had just bought a Florentine tray from an estate sale before reading Rebecca's letter).

- Anne and Connie B. are tied for runner-up, and each win three eBay collectible pins, plus either eBay branded mints or swag M&M's from salesforce. (Mmm...I've kept from eating them).

Everyone, please email me your mailing address so I can ship the loot out to you.

~~~

### **Hagen-Renakers Animal Figurines**

Hi Julia,

I enjoy your newsletter. I have a flip story for you.

I found a box of small china animals in an antique store, marked at \$1.00 each. They were all tossed in together & many of them had already been broken. I spotted a few I was sure were Hagen-Renakers & one of those, I was sure was also the Disney decoration. It was a deer from Bambi, miraculously it was still in perfect condition. I had no idea what it was worth, but knew \$1.00 was a bargain! I put it up for sale on eBay the 1st week I started selling. I was hoping to get maybe \$30-50 for it. Well it ended up selling for \$485.00! That certainly got my attention!! I've been selling on eBay ever since, wish I could find more deals like that one!

Susie

~~~

I asked Susie if she had a photo of it, and she came back with:



Hi Julia,

Sorry, I don't still have a photo of it. If someone wants to look it up, it is in the Charlton catalogue of Hagen-Renaker. It is model #5028, identified as Bambi style two, or Faline. It's a small figure- less than 2" high. They give a book price of \$150 (2nd edition of book)- but I have found the prices in this book to be pretty low, especially on the more rare figures. Hagen-Renaker is a California pottery, still in business today. The figures very rarely have marks on them, most had a paper label, or were attached to a paper card. They are pretty easy to identify once you are familiar with them, but because they have usually lost the identifying labels or cards you can often buy them very cheaply. Older ones have much more detailed decoration & are more valuable.

I actually collect & sell mainly dog figurines. I collect & sell all breeds, and any makers. I'm a dog groomer by profession- so dogs are my life!

Thanks for your interesting newsletter.

Susie

~~~

Thanks, Susie! I was able to dig up a photo on the web...thanks for that info! Here's the photo I found:



Wow...I feel like I've seen those around. I'll check in my own collection..lol. How fun to collect dog figurines. I have a friend who wants me to be on the lookout for Staffordshire dogs...we'll see.

I dug up a little info about the Hagen-Renaker co. from its web site (always a good place to get a co.'s history).








The co. was started by John and Maxine Renaker started Hagen-Renaker in their garage in Culver City in the latter part of 1945. Maxine's Dad, Ole Hagen, built the couple their first factory, so they named the co. Hagen-Renaker to honor him.

Once the co. was founded, they started producing things like plates and butter pats, But almost by accident they discovered how well figurines could sell: "John Renaker noticed a small duck that Maxine had on her work bench. She was a Camp Fire Girl leader, and she had designed it for the kids. He saw potential in it and put it on the bottom of the company's order sheet. When he saw how it sold, he decided to change direction and produce small figurines."

It seems to me these Hagen-Renaker figurines can be great sleeper items at yard and estate sales, as Sherry found. I poked around eBay to see which were going for big bucks and which for just a few:

Amazingly, even with a glued-back-together leg, a Hagen-Renaker percheron draft horse crusader went for \$660.00. Some others: 1968 DW VINTAGE HAGEN RENAHER FEZ, ARABIAN STALLION for \$750; Hagen Renaker Mint Sespe Violette Belgian Mare 1953 for \$500; and HAGEN - RENAHER ELEPHANT WITH STICKER for \$318.99.

Here are some more:

|   |   |   |          |         |              |
|---|---|---|----------|---------|--------------|
|    | Disney Hagen-Renaker 1950s Alice in Wonderland Mar HARE |    | \$549.95 | \$10.00 | Dec-19 22:35 |
|   | Disney Hagen-Renaker 1950s Peter Pan TINKERBELL Recline |   | \$499.95 | \$15.00 | Dec-19 22:37 |
|  | Hagen Renaker horse HEATHER Morgan Mare Maureen Love    | 10  | \$410.86 | \$10.00 | Dec-10 20:15 |
|  | Disney Hagen-Renaker 1950s Dumbo DW Large Figure        |  | \$399.95 | \$10.00 | Dec-19 22:36 |

How to tell a real Hagen-Renaker? Some of them have stickers on the bottom, like the above elephant, but I also found this tip on one web site: "Buy a Charleton's catalog of Hagen-Renaker or visit [www.animalfigurinesgallery.com](http://www.animalfigurinesgallery.com), 'cause you need to be careful at ebay - not all figurines listed as HR actually are."

Thx again for the wonderful flip!

Julia

~~~~~

**Bakelite ring**

Julia, I have been enjoying your newsletter for a few months now, but have been selling on eBay for about 8 years.

My most recent flip involves a Bakelite ring. I was at a garage sale close to where I work and found this 10 cent mustard-colored plastic ring in a pile of junky jewelry. I know with Bakelite, if you rub it really vigorously it will emit a carbolic acid smell. So I tried the test, and what do you know...it was Bakelite.



*[ Sherry's fabulous Bakelite ring, above. The older, deeply carved pieces tend to do very well. Tip: Look for it tossed into piles of costume jewelry at estate sales, masquerading as plastic...I've found many estate sale runners just throw it in there, not knowing what it is. Also be careful it is not celluloid..that can sell well too, but it looks similar tho it is not the exact same substance. ]*

Actually it was a deeply carved, vintage, butterscotch Bakelite ring. I put it on eBay last week and the ring went for \$36.01! Not bad for a dime investment.

Sherry/ebay seller ID is A\_Memory\_Maker & eBay Store A\_Memory\_Maker

~~~

Hey Sherry!

Love your Bakelite story..thanks so much!

Oh it's big and beautiful (have u noticed big rings are in?)...no wonder it sold for so much. Love it!

I have dabbled in Bakelite myself and find it interesting and nostalgic. It often does go hidden at sales, too!

Another test is to run it under hot water and then sniff...this is of course similar to warming it up by rubbing it.

Some sellers also use the Formula 409 test...spray it on a q-tip, rub it gently on the piece, and if it turns yellow, it's genuine. You can also use Simichrome polish...apply to a cloth, rub on the piece and if it's Bakelite, the cloth should turn yellow with ease. (Note that if the piece was lacquered, it may test negative).

Anyway, thanks again, and you're the first entry in the new contest. :-)

[Sherry, at ebay seller ID A\_Memory\_Maker, says she sells a variety of vintage ads and collectibles. "I will be listing more jewelry this week and next," she said. (Although that was more than a week ago because it's taken me so long to get this newsletter out. But check them anyway). A\_Memory\_Maker is also the name of her store ]

~~~~~

Now for the winners:

Again, everyone wins something in this contest, because I still have so much loot from eBay Live.

- Susie is in first place and wins a Zippi.com tote bag with embedded pen, and a collectible eBay pen in a case.

- Sherry is runner-up and wins an eBay light-up whistle, set of two green eBay pens, eBay branded mints, and an eBay lollipop (who knew?).

Susie and Sherry, please email me your mailing address so I can ship the loot out to you.

Didn't win this time? Fear not! There's plenty of loot left for the upcoming contests, including more eBay Live pins, tote bags, the eBay Live t-shirt, and all kinds of strange little bits of swag like endicia.com tape. (You know how we love tape in this newsletter because we did a whole issue on it).

~~

### **Rooster Bowls: Henny Nets a Pretty Penny (Sorry, I couldn't resist)**

Julia, I had an interesting flip during the last couple weeks. I was out looking for yard sales with my daughter when we found a church rummage sale.

I picked up several items that looked promising. I had in my hands 6 small bowls with a rooster head in the middle, two bass fishing books by Bill Dance, and a small saucer of a pattern I recognized. There were no prices listed on any of the items and when I asked what they wanted for the lot I was told to "make an offer." I hate when they do that. I don't want to cheat anyone but I do want a 'deal.' Anyway I offered \$5 for the bunch.

So far I have only listed the bowls. They were a set of 6 bowls marked on the bottom: Howard-Holt 1962. I did a 10 day auction and started them at \$5.99. They sold for \$71.01. I wish those kind of finds happened more often. They bring such excitement to my little hobby.

eBay site of this sale:

<http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&item=350052929854&ssPageName=ADME:L:EOISSA:US:1123>



*[ Gladys's find, above. In general, rooster items (and many other animal items) tend to do well on eBay. EBay "queen of auctions" Lynn Dralle also swears by rooster and animal print dishware and other items].*

I really enjoy your newsletter. Thank you,

Gladys

~~~

Hi Gladys!

Thanks for sending in that great find! I am so sorry for the delay! I am writing in this next newsletter that I am going to bring stuff back from eBay Live to award as prizes for this current Flip contest.

I am partial to roosters myself...having several similar bowls on display in one room. I hadn't heard of Howard-Holt...you learn something new every day!

Thx again for sharing and pls. watch the newsletter for the winners! :)

Julia






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### **Coleman Lantern w/ Pyrex Glass**

Hi Julia - I have been reading your newsletter for some time now & enjoy it so much. I would like to add a couple of our flips, although I apologize for not keeping the photos.

My husband & I drove up to a yard sale, on an extremely hot day here in Florida. Luckily, I chose to sit in the air conditioned car as it didn't look as though there was much of anything there. My husband came back empty handed, as I suspected he would. Luckily for both of us, the fact that I was sitting, looking out the window really paid off.

I spotted a gold Coleman Lantern with Pyrex glass - it was in a corner under a table. He went back & the owner of the house told him he had a matching Coleman stove as well. He said he found them in the attic when he moved into the house & was now moving out & selling them. We paid \$2.00 each for them. The lantern sold for \$255.00 & the stove, \$64.00. Needless to say, we were thrilled.

	MINT UNFIRED COLEMAN LANTERN CPR 247 RAILROAD LANTERN	28	\$513.22	\$9.75	Dec-16 19:18
	VINTAGE UNFIRED COLEMAN 202 LANTERN MINT!!!!	31	\$511.19	\$9.75	Dec-16 19:28
	VINTAGE COLEMAN L-327 LANTERN WITH BOX PUMP OUTSTANDING	19	\$409.00	\$11.25	Dec-16 19:45
	Vintage Phoebus Kerosene Pressure Lantern Coleman Mantl	23	\$380.00	\$13.85	Dec-07 18:16
	RARE VINTAGE "USFS" COLEMAN LANTERN U.S. FOREST SERVICE	12	\$355.00	\$15.00	Dec-08 11:34

*[ Some recent Coleman lantern high-end sales on eBay. I don't really have a tip on this one other than to add that lamps in general can be great and don't tend to sell that quickly from estate sales. The Pyrex glass was no doubt a bonus for this lantern; there is a big Pyrex fan base out there. ]*

Another time, I purchased two miniature Hummels from a woman who told me her mom had them in a doll house. She sold them to me for a quarter apiece & we sold them both for \$125.00.

Thank you for letting me share these flips with you.

Bev438

~~~

Hi Bev,

Thanks so much for sending that in! Now why have I never been lucky enough to get Hummels for a quarter? I love it!

I also love your lantern story. There is another thing I hadn't thought of, but working an estate sale the other day we had a vintage "Williamsburg"-style lantern that I think was going for around \$100. Now if I see a good old one I'll snap it up.

Wonderful find, and thanks again...read to the end of the issue to see who wins what. :)

Thanks again,

Julia

~~

### **Painting of Jack Nicklaus**

Hi Julia,

I am an Ebay seller/flipper for about 8 years now. I find that I tend to focus on the same old things and overlook items that I could do well. So to expand my eBay horizons and educate myself, I have been reading your newsletter for a few months now and have learned some new tricks. Recently, your Winston Churchill book tip netted me 50 bucks on a 5 buck investment.

Anyway, I did a nice flip about 4 year ago now and it is one that I tell to my friends. My wife and I walked up a driveway and the seller has a huge beautiful framed print of Jack Nicklaus standing at Saint Andrews golf course in Scotland. The print is still in the plastic with all its papers. In the frame dimensions were about 4 feet high and 3 feet wide. I ask the seller his price and he tells me \$50. He further explains that he won the print at a fancy corporate golf tournament but was selling it because he was a Tiger Woods fan and not a big Jack fan! Well my father-in-law is a golfer so I figure if I can't sell it I will give it to him. I pay him \$50 and run back down his driveway!

I take it home and take a close look. I discover it is a limited edition/numbered print. It is signed not just by the artist but by Jack Nicklaus himself! I was able to verify all this on the artist's web site, who actually had photos of himself and Jack with the print. I have since forgotten the artist name but he was best described as an up and coming Leroy Neumann-style artist type. Turns out he is selling them the same print for \$2000 a piece on his web site.

I posted it several times starting at around \$1000. I ended up selling it at Christmas time to two kids who bought it for their Dad as an Xmas gift. I sold it for \$730. I am sure if I wanted to play hardball I could sold it for more by waiting, but I was very happy with that amount.

I have some other good ones but people find that story the most interesting. I also have a flop concerning Thomas toys which I can elaborate on at a later time.

Attached is a photo of my flip. It was a few years ago so I can not provide you with an item #.



Jeff

*[ Jeff's beautiful painting, above. Many of you already know this rule of thumb: look for sports memorabilia from well known athletes, original art, and signed items...if you can get all three together in one item, so much the better! ]*

~~

Jeff wrote me back a bit later to thank me for my reply and also to mention a revision: "the print depicts Jack Nicklaus at Pebble Beach; I thought it was St. Andrews. Anyway, same result! Thanks again and I really enjoy reading your newsletter. - Jeff."

[Note from Julia: I left the original bit about St. Andrews because it gives me the chance to say stuff from and about the St. Andrews golf course tends to do very well, so watch for it].

~~~~

My original reply:

Hi Jeff!

I am so sorry for the delay, esp. since you have such a wonderful story! But maybe it's fate that I am only reading it now with all this US Open golf excitement going on. (For what it's worth, my husband loved Jack Nicklaus but is not crazy about Tiger Woods...I guess he thinks it takes some of the excitement out of it when one person wins so much).

Wow...to find such a work of art, and not only signed by the artist but Nicklaus himself, that's amazing!



I am writing in this next newsletter that I am going to bring stuff back from eBay Live to award as prizes for this current Flip contest. So watch the next couple issues to see the winner and the prizes.

I am also really gratified that my Winston Churchill tip netted you some \$. That's what really makes me happy...when I help readers do well!

Keep flipping,

Julia

~~

Now for the winners...:drumroll:: everyone wins something in this contest, because I have so much loot from eBay Live.

- Gladys wins an eBay Devcon tote bag and a Kijiji water bottle

- Bev wins a govliquidation tote bag and complete set of eBay multicolored pens

...and the grand prize of an eBay Live tote bag with a complete set of eBay Live 2008 pins goes to..

- Jeff for his golf painting flip!

Everyone, please email me your mailing address so I can ship the loot out to you.

Didn't win this time? Fear not! There's plenty of loot left for the upcoming contests, including more eBay Live pins, tote bags, the eBay Live t-shirt, and all kinds of strange little bits of swag like endicia.com tape. (You know how we love tape in this newsletter because we did a whole issue on it).

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### **Textbooks**

Dear Julia,









I enjoy your newsletter very much. I have a flip of the week. It is just a funny story.

My husband is a network cabling technician and his work partner just got his MBA. He is moving to Texas and had a bunch of stuff he was going to throw away. My husband, knowing that I hate to see stuff just thrown away, said we'd take it for him and donate it to the Salvation Army.

There were a lot of books from his recent schooling and some from his bachelor's degree he received about 5 years ago. I decided to see if any of them were worth anything, but didn't have a very good outlook that they would be worth anything at all. I looked all the books up on half.com and to my surprise, a lot of them sell. I put them on that night and by the next morning I had sold \$85.00. That was last Thursday.

As of today (Friday), I have sold \$197.33 worth and still have quite a few on half.com. Looks like it pays to take people's "junk" they are going to throw away. It made me \$197.33!

Kristen

	<a href="#">North Carolina BarBri Bar Bri Bar Exam Books &amp; Outlines</a>	24	<del>\$810.00</del> \$15.99	Dec-07 14
				
	<a href="#">Barbri Patent Bar Review Materials</a>	0	<del>\$800.00</del> \$4.00	Dec-14 23
	Complete Set! Everything you need for the patent bar			
	<a href="#">The Ciba Collection of Medical Illustrations</a>	0	<del>\$800.00</del> \$4.00	Dec-17 09
	<a href="#">California BAR/BRI - Nailing the Bar &amp; lots more!</a>	0	<del>\$800.00</del> Free	Dec-08 14
	<a href="#">2008 Becker CPA Review Course - Books, CD, &amp; Flashcards</a>	8	<del>\$800.00</del> Free	Dec-12 00
	COMPLETE COURSE - Audit, Finance, Regulation, Business			
	<a href="#">Tobiasse (1986) Autographed by ChaimPotok! !!!!</a>		<del>\$800.00</del> Free	Dec-12 08
				
	<a href="#">NEW GROVE DICTIONARY OF MUSIC AND MUSICIANS 2(VOL 1985</a>	0	<del>\$799.99</del> Free	Dec-18 12

[ Above: some recent high-end textbook sales on eBay. Do try to find recent ones as the ones several years old or older may not be worth it. However, if you're only spending a buck or two, it's worth taking the chance to see how the book does when you get it home. ]

~~

Hey Kristen,

So sorry for the delay. Wow that's a great story! I especially like it because you saved some stuff from going into landfills, and made decent money to boot. :)

As you discovered, textbooks can be great -- I look for them while I am out but try to only buy recent ones (within past few years) to resell. There are some exceptions, including classic textbooks that don't get updated that often. When in doubt, especially if the price is right (ya gotta like free), grab!

Thanks so much for sharing. Even better, you won the contest! :-) The ginormous yellow tote bag will be coming your way..pls send me your mailing address.

Oh and may I share your letter in the issue, no name or if you want to supply a first name only?

Congrats!

Julia

~~~

*The story continues...*

HI!

Thanks so much! To add to the story, I am now up to \$226.88 in book sales from this! I always try to pick up recent textbooks at yard sales. If the books aren't too cheap (I think if they are \$1+ it's not too cheap, haha),

I'll call my mom and she looks up the isbn for me. That way I know if it is worth it or not. I live in Fayetteville, AR where the University of Arkansas main campus is located, so I find a lot of textbooks here! I have made some good money off of textbooks, but I was excited about these too, because they were headed to the landfill!

I am so excited I won. I haven't had much time to put things on ebay as I am graduating from med school next week, but can't wait for things to slow down, so I can get some more stuff from auctions and yard sales and make some extra money to pay off my loans! I have made my way through school without having to have a full time job to pay the bills by making extra money off of ebay & half.com. I couldn't even begin to think about the amount of money I have made! I love it!

Have a wonderful day and thank you so much for your newsletter. I have been meaning to order some of your books, but with school, money is very tight! Maybe after I start working I will be able to do so!

Kristen

~~~

Hey Kristen!

Wow...a doc! That's great! Good for u for going to med school. And yeah..selling on eBay is a great way to help pay the bills! But you'll no doubt be making the big bucks in a few years. :)

Ginormous yellow bag etc coming soon...

Thx again!

Julia

Everyone, keep those entries coming for next week! And don't forget, send in your FLOPS too! If you want. We don't even need to know who you are.

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[ from ISSUE 51: Apr 24, 2008 ]

5th Flip of the Week Contest Results

And now for the Flip of the Week contest results! I thought about extending the contest another week, because we only had two entries (and I'm not even sure one of them intended to officially enter), but then I decided it wouldn't be fair to the person who was hoping to win the eBay cards. :-)

So here we go...

~~

### **1934 PGA National Championship Program**

Dear Julia,

I enjoy your newsletter and decided to send a recent auction in for your contest.

I was at an estate sale, shuffling through the ephemera, as usual, when I came across a golf item. Since I had been in the golf business a while back, I knew it was a keeper. So, for eighty cents, I walked off with a program from the 1934 PGA Tournament.

I listed it (300209965382) starting at \$9.99 and quickly received an offer for \$60.00. Although tempted, I turned it down. Now I'm glad I did! It sold for \$543.33. Pleased with the outcome, I couldn't charge the \$2.79 for First Class Mail, so I sent it via Express Mail for free.

John (soon2bexpat)

[Below is part of John's auction description and an image from it:]

Official Program for the 1934 PGA National Championship

Size: 11.5" h x 8.5" w

Condition:

Complete but with cover wear, inc. piece from bottom right corner Light creasing.

Some writing on pairings pages, name on front cover.

This original 32-page souvenir is from one of golf's majors, played at the Park Country Club near Buffalo NY on July 24-29, 1934. I wonder if Bobby Jones, the Honorary Vice-President, made it here to watch?

Defending Champion was Gene Sarazen. Also playing were Harvey Penik, Walter Hagen, Tommy Armour, Billy Burke, and Paul Runyan, among many others.

Also includes a 4-page insert showing the schedule of events, prize money distribution, duties of a golf gallery, information for contestants and the press, plus some photos of the country club.



Hey John!

So sorry for the delay in getting back to u!

Whoa...that sounds like a beaut! I knew vintage golf stuff was hot, but didn't know it was that hot! That's excellent.

This one is especially good because it's golf season..or I know it's been..my husband's been glued to various golf tournaments (he likes Phil Mickelson, among others). :)

This will make a wonderful cover shot for the web site, what w/ golf being so in right now..

[I'll save info about who won 'til the end.]

Julia

~~

Next we get to hear from Dee again -- Dee is a frequent writer whose name and email address I recognize when I see it, and is always great to see. :) She is referring below to the "Book that Looks like Nothing" thread that I started to list in the last newsletter, and asked folks if they wanted to see more, with analysis of why these books did so well.

### **Two Military Books**

Dear Julia,

Love your newsletters! I ALWAYS find something I can use. Keep 'em coming!!

Here is a quote from your last one..."I was wondering if you all found that valuable, and if so if you'd like me to post more. We only barely scratched the surface of titles. I could delve into \*why\* these titles are desirable, as well."

I think this would be a GREAT idea, as I sell a lot of books. :) It amazes me sometimes what will sell, and what I think will doesn't. Who can figure out the minds that buy on eBay?

I also love hearing about other people's flips! I have had some in the past, but none too recent. Two of them were books. I bought several boxes of books at an estate auction, for a buck or two a piece. I have trouble NOT bidding on books!

Got them home and looked through them and sold a couple and made my money back and a bit extra. Left the rest set for a month or two. When I went through them again, I saw a couple of books about WWII that nephew might be interested in. But never did anything, left them set awhile longer.

Next time I went through the box, I decided I should but them on eBay and see what they would do. Well, to my surprise they did very well!!

A book titled "Move Out, and Verify - Combat Story of 743rd Battalion" sold for \$128.50. (Sorry no picture) Another book, titled "Camp Funston 1941 - 2nd Cavalry Historical Picture Book" sold for \$51.00.



*[ Dee indeed put her finger on the types of books that consistently sell well. Books about specific organizations, places, and histories...military, geographical, collegiate, genealogical. Look for those while you are out..sometimes they are quite slender and tough to miss! But that's just fine for you, because while the other people at the sale are missing them, you'll be finding them!]*

I also had a artist-type book that I really didn't think would sell, but put it on anyway, titled "The Dunes of Lake Michigan" by M.M. Mudge 1932, sold for 50.99!

<http://s272.photobucket.com/albums/jj167/deeflutterby/?action=view&at=scan0003.jpg>

I was truly amazed! And people ask me why I always buy books? I have 3 and more reasons why. It has been over a year since I sold these books, but thought you might be interested in them.

I have lots more stories of great flips, but will stop there. Maybe I should write a book?!?! Oh Wait - that has already been done....LOL ;)

I will definitely be keeping my eyes open for unusual books. I am still stunned at what some people will pay for things and I have been selling for 8 years on eBay. I have been selling things my dad has collected over the years of his buying at auctions. (thus my id) He thinks they aren't worth much and gets so excited when they sell and sometimes for high prices. Makes it even more fun when that happens.

Keep up the great work! O! I love your idea of meeting at eBay live! I hope to be going this year, since it is so close to home! I live about 2 hours away and figure if I can find a place to stay (with friends) I will just drive there everyday. I will be sure to check out your booth!!

*[ As a side note, Dee and I did indeed meet at eBay Live in 2008, at the "Meet 'n' Greet," and had a great time hanging out! It was so fun to meet one of my subscribers! ]*

Sorry for being so long!!

Have a GREAT week!

dee

Daddy's Attic on eBay  
Books on Half.com

~

Hey Dee!

Great to hear from you again! It's always fun to hear from you and I remember your name. :) So great you are going to eBay Live! When I hear from enough subscribers, I may try to designate a mtg. place for us...something informal. Otherwise I will at least try to publish my schedule. I will be helping AuctionBytes cover it again. :)

Thx for the feedback on the books series...I will keep it up. :)

Those are wonderful flips! Military books..and esp. those very specific books, unique to certain battalions/units...can do very well. I haven't found anything that specific but some general books on the military in WWI and II have done well.

I've entered you into the Flip contest...whether you wanted it or not, I guess..lol!

Well thanks again for writing..I got your other email about eBay Live tips, and will be getting back to u soon.

Look fwd. to meeting u!!

Julia

~~

OK...now for the winner. Well, winners. See how much people win at Yard Salers?

John wins the grand prize of eBay cards and the pack of books by different authors, other than my humble self.

Dee wins whatever of my ebooks she doesn't already own..lol. (Dee, if you need either of my paperbacks as well, just say the word).

John and Dee (weren't you guys a 50s singing group?), please email me your physical mailing addresses so I can send you your fun stuff - juliawilk@aol.com.

Everyone, keep those entries coming for next week! And don't forget, send in your FLOPS too! If you want. We don't even need to know who you are.

~~

[ from ISSUE 50: Apr 2, 2008 ]

#### **Flip of the Week Contest Week 4: Roosters, an Hermes pen, ekko stamps**

Here comes our fourth Flip of the Week Contest! Or should I say..."Here comes the rooster?" Hmm..read on:

#### **Two Ivory Miniature Portraits and a Bronze Wall Hanging**

Julia,

Here is my entry for flip of the week. This one was actually my wife's flip(s) so she gets all the credit.

At a local estate sale we picked up a few different items in our weekly "thrill of the hunt" garage sale/chase.

Two items that turned out pretty good were 2 ivory miniature portraits that were \$4 each, and a bronze wall hanging that nobody seemed to even be looking at (as it hung on the garage wall).

My wife did a little research and then listed the items.

Well, the first miniature portrait was listed as a buy it now at \$175 (item # 170196871755) and it sold rather quickly.





The second was listed with an auction format and ended up selling for \$272 (item # 170196872542).



These were smaller measuring about 5" w x 6" tall.

As far as the bronze wall hanging, it was found to be a framed Giovanni Schoeman mixed media wall relief bronze rooster, being popular in the 1970's.

We paid \$7 for this and it ended up selling for \$228.73 and was shipped to the buyer from the UK (\$69 ship!!). These turned a nice tidy little profit from some out-of-the-norm items. The rooster is below:



This brings me to a tip (at least I think so) that I wanted to pass on. I have noticed when at estate sales, mainly, that people don't seem to pay attention to things hanging on the wall and often times boxes that

are under tables. I have noticed this at garage sales too. Some seem to hurry by with a quick glance at the displayed items and rush off to the next sale (or room).

Often we have come across good items by paying attention to what's right under our nose!!! As was the case with the wall bronze wall relief mentioned in the prior paragraph (which hung there till most early birds had paid and left).

Just something to keep in mind when you are out at the next local sale, slow down and smell the roses (or look at the walls and in the boxes hidden under the table right by your feet).

Snow is finally melting out here and there are one or two sales a week now. That old cabin fever has broke and we are ready to sale...sale...sale... (and sell). LOL.

Jon

*[ Just to reiterate Jon's tip...look for the things hanging on walls! LOL. It bears repeating. I too have found all kinds of great stuff on the walls at sales. One of my favorite "wall find" (also mentioned below) was a framed couple of pieces of Depression scrip from Atlantic City, New Jersey...I bought them for \$5 and flipped them for around \$50! Another guy had picked the thing up right off the wall, looked at it, and put it back. I snapped it up right after him. ☺ ]*

Hey there Jon!

Always great to hear from u. :)

Wow...I looove these..not just for the gorgeous pieces of art you found, but the great tip about looking on the walls and also under boxes. I think you're totally right about how you don't necessarily have to be an early bird to get the good stuff.

Another point, I think, is that once you wade into the art world, people get intimidated and don't tread there. But I must say you got those items at a fabulous price! !

Thanks again...you are def. in the running for winner! :-)

Julia

~~~

### **Silver Hermes Pen**

Hi,

I have been reading your newsletter for a few weeks now and I have just been amazed by the profitable eBay flips people are reporting. Here's one of my own. I bought this odd-shaped silver Hermes ergonomic pen at a yard sale for \$5. I later sold it on ebay for \$89. I attached a picture.



I'm also interested in getting a copy of your "what sells on ebay for what" ebook at the newsletter subscriber discount you mentioned in the newsletter. Let me know how I can do that.

Thanks,

Charles

~~

Hi Charles,

Thanks for subscribing!

Wow...it's hard to find an Hermes (yes that's "an Hermes," as it's actually pronounced "air-maze" – so glad I took French in high school -- lol) anything at a yard sale, much less for \$5. Excellent find! And it came with the box and everything. Love it.

Sure, I'll attach "What Sells" to this...the 1/2 price for subscribers is \$8.95...you can just paypal me at [juliawilk@aol.com](mailto:juliawilk@aol.com) whenever u get a chance. If u need ms word format instead just let me know.

(On that note, I know I need to set up a page on the yardsalers.net site where subscribers can go buy all the ebooks at 1/2 prices, without having to email me. I'm working on it). :-)

Thanks again for entering and good luck in the contest! :)

Julia

~~~

### **EKKO Radio Stamps**

Hi Julia,

I have been hesitant about sending my flip in because it is a little specialized. Today I thought, "Oh well, I'll let Julia decide."

I am a stamp collector and my item (or items) are EKKO Radio Verification stamps.

These are not postage stamps but considered souvenir stamps or "Cinderella" stamps since they are not valid for postage. These were printed and used in the 1920s to 1930s as a promotion to get folks to listen to different radio stations across the country.

Here's a little history on them: This collecting craze started in 1925. For only \$1.75, the EKKO Company offered an album to the collector of new stamps. The album contains pages preprinted with an outline of each of the stamps currently available, a listing of broadcast station call letters and wavelengths, and a nice map on the inside cover showing the locations of these stations. Spaces were also left for stations not yet participating, or stations that were just coming on the air.

In addition, there was space to jot down up to four dial settings at your own time of reception. "Proof of Reception" cards were furnished with the album. Listeners needed only to send a few facts on these cards about when and where on the dial they had heard a broadcast, plus ten cents to cover mailing costs, to the station. There the card was checked against the station log for accuracy, and the listener was mailed a stamp with the station's call letters and design upon it.

This leads me up to my flip. I attended an Estate Sale in Omaha, Nebraska. Besides the regular-priced items, several lots were taking bid offers. One of the items was an album of these stamps. It was organized by states and was pretty full.

I had never seen these stamps before but instantly fell in love with them due to their attractiveness. The book of stamps was listed at \$75 or highest bid. I decided to go ahead and pay the \$75 even though at the time I thought it was a bit high at the time. I enjoyed these stamps for about two years during which I researched them and found out that they were pretty collectible.

Then I started watching them sell on eBay and seeing them go for pretty good prices. So, I started selling pages from my book by states.

To make an already too long story short, I sold 25 states worth for a total of about \$1500 on eBay! During that time I also ran across other collectors including one from Kansas who also collected QSL cards. I ended up selling the rest of the states that I had (about 20) for \$1,000.

|   | Bids | Price*  | to 22307, USA | End Date     |
|---|------|---------|---------------|--------------|
|  | 11   | \$20.61 | Not specified | Mar-30 14:16 |
|  | 5    | \$14.51 | \$1.00        | Mar-19 18:07 |
| EKKO Radio reception stamp, KGBZ, York, Nebraska                                    |      |         |               |              |

[Note from Julia: Here area couple recent individual ekko stamp sales on ebay. Remember, Howard's sales were for whole pages of stamps from an album.]

I have since bought more EKKO stamps but have never gotten such a deal as I did at that Estate Sale.

Howard in Texas

~~

Hi Howard!

Great to hear from you again! I remember your name from before.

I think that flip is great...actually, I've been wanting to do more with stamps...to be honest, I don't know much about them, but my attitude is, you can always learn. I've learned a lot about so many areas since starting out with this whole ebay thing.

The EKKO stamps sound fascinating...and what a great return! I looked on eBay now and there was an album that had sold for \$360.99. However there were several stamps missing on the page shown, so sounds like yours was much more full.

So that's a wonderful find and you're definitely in the running for this week's contest!

If you have any more stories or insight about stamps, feel free to pass on..that is def. one of my weak areas.

Thanks again, Julia

~~

OK...now for the winner. Or, winners, really...it's always so hard for me to decide.

OK, here's how it's going to go this week:

Grand prize of the eBay Devcon laptop bag/travel bag plus eBay Live collectible pins goes to Howard for his big-dollar ekko stamp sales, and for teaching us something new about stamps.

Second prize, but still winning a signed copy of eBay Top 100 Simplified Tips & Tricks, my Wiley book, is Jon, with his fabulous art finds and great estate sale tips.

And honorable mention, for the lovely Hermes (pronounced "air-maze") pen, and winning a pack of my ebooks of his choice, goes to new subscriber, Charles.

Howard and Jon, please email me your physical mailing addresses so I can send you the signed book - juliawilk@aol.com.

Charles, please email me which of my ebooks you'd like. You can find them at the yardsalers.net bookstore.

Everyone, keep those entries coming for next week! And don't forget, send in your FLOPS too!

~~

[ from ISSUE 49: Mar. 13, 2008 ]

### **Flip of the Week Contest Week 3: Beatles Colorforms, Limoges Plate, Pic of Old Buildings for \$265?**

OK, I know you all are waiting for this moment! It's time for our third Flip of the Week Contest!

~~

#### **Beatles Colorforms**

Hi Julia,

I have had a few "ebay magic" moments in the seven years I have been selling, but the one that brought me the greatest profit was a Beatles Colorform Set. I bought it at a garage sale for .25 cents. The set was in perfect condition, missing only one little musical note colorform piece. The box was also perfect. The set sold for \$711.00 and made me very happy.

Sandra

| Compare   | Item Title   | Bids   | Price*   |
|---|--|--|----------|
|   | BEATLES near mint COLORFORMS CARTOON KIT 1965<br>STUNNING CONDITION complete with PERFECT BROCHURE!!!!!! |  9 | \$665.55 |
|  | <a href="#">Enlarge</a>  |  |          |

~~~~

*[ Well, you don't need me to tell you that Sandra's find is truly amazing. The rule of thumb here...and you may have already figured it out..is to grab anything Beatles (unless it's already priced ridiculously high). It almost always does well. ]*

~~~~

#### **Limoges Oyster plate**

Hi Julia,

I have been a long time reader and really enjoy reading about all your adventures and tips and I especially like "Flip of the Week", what a great idea!

My flip is a Limoges T&V Oyster plate I found at a yard sale. I was browsing around and spotted this plate laying beside a box of items sitting on the ground. I knew what it was just by the shape. It was so

dirty and I had to rub some of the dirt off to see if there was a maker's mark on it, there was and I asked the seller how much, he said \$.50 and I said sold! LOL.



I took it home, washed it up and this is what I got. It dated from 1890-1903 and sold for \$102.50 on eBay. It was perfect, not a scratch on it!

Thanks for the great newsletter,

Rita; desertsunglass (e-bay id)

E-Bay store; Desert Sun Collectibles [http://stores.ebay.com/Desert-Sun-Collectibles\\_W0QQsspagementnameZMEQ3aFQ3aSTQQtZkm](http://stores.ebay.com/Desert-Sun-Collectibles_W0QQsspagementnameZMEQ3aFQ3aSTQQtZkm)  
www.diamondpetsupplies.com

~~

Hey Rita!

Thanks so much for writing! What a gorgeous plate! I just love it!

Sometimes dirt can be our best friend by keeping other people away from our finds...lol!

Wonderful story...def. in the running this week. :) I also love Limoges and am thinking about writing about American vs. French.

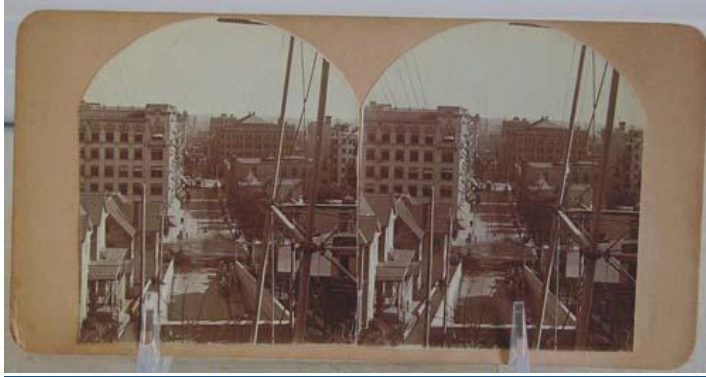
Thanks again...best of luck in the contest and keep reading! Julia

~~

### **LA Railway circa 1900 Stereoview**

Hello, Julia ~ I was just pointed your way by The Auction Rebel & am enjoying reading your newest newsletter. Will be happily subscribing!

This isn't quite in the league of Phil Keener's Jugtown Ware, but I was pleased with the results... An amateur stereoview card of the Angel's Flight Incline Railway in Los Angeles, circa 1900 (eBay item #230220652744) that I paid \$1 for at junk/antique shop recently sold for \$265.



This was by far the best seller of the group (listed mostly individually), but the 23 cards for which I paid \$23 netted over \$500.

Thank you for your great newsletter!

Lori

~~

Hi Lori!

How goes? So glad you found me! I heard The Rebel wrote about me and I'm going to have to thank him.  
;)



Wow..I love that find! I haven't seen any kind of paper/postcard thing go for that much from a reader yet. Love it! Def. in the running this week. We may have co-winners again.

I haven't hit the jackpot with postcards yet but will keep trying. For those of you who may have missed it, our friend in the UK Avril Harper has a great report about selling postcards. I'll re-run the ad, below, in case any of you want it:

\*\*

Dirty Bits of Paper Fetch \$1600? Making Money with Post Cards. 40-year veteran of the trade Avril Harper says she's overspilled the beans by giving all the information you'll need to begin making \$200 - \$100 or so every day on eBay, and PROMISES no one else in the eBay universe will tell you about this remarkable profit-spinner.

Find out more [here](#).

Or cut and paste this url into your browser: <http://juliawilk.boadiegirl.hop.clickbank.net/>

\*\*

I think the unique pieces really do well...yours is a beaut!

Thanks again and welcome to Yard Salers!

Julia

~~

OK...now for the big moment. Drumroll, please.... I just couldn't name a single winner this week, so everyone wins something! The grand prizes go to both Lori, for her stereoview cards, and Sandra, for her cool Beatles Colorforms! They both win a signed copy of my Wiley book, eBay Top 100 Simplified Tips & Tricks. They also win any of my ebooks of their choice.

And..Rita wins a pack of all my ebooks for her super-gorgeous Limoges plate. That's a lot of megabytes. :)

Lori and Sandra, please email me your physical mailing addresses so I can send you the signed book - [juliawilk@aol.com](mailto:juliawilk@aol.com).

Everyone, keep those entries coming for next week!

\*\*\*\*\*

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\*\*\*\*\*

[ from ISSUE 48: Feb 29, 2008 ]

### **Flip of the Week Contest #2 Entries**

Got some more great ones, people...including some wonderful tips for the offline auction house. Read on!

~~~

#### **Ming's of Hawaii Ivory Pin**

Hi, Julia!

Great newsletter, thanks for all the great stuff. I'm especially excited about your new feature regarding flipping because I enjoy swapping eBay stories.

My latest best flip was for a "Ming's of Hawaii" ivory pin I bought at a white elephant sale for only .50-cents.

I did a little research and discovered Ming's jewelry is quite collectible, so I started the bidding at \$24.99, confident it would bring at least \$50-\$75. Imagine my surprise when I immediately got an offer to take it off-line for \$100! Being one to follow eBay's stringent rules and now knowing I could possibly get a bid of a- hundred bucks, I graciously declined. Imagine my surprise when the bidding ended at \$241.50, the most I've ever gotten for any item I've sold since joining eBay in April of 1999.

(<http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&item=150179589707>)



Thank you for indulging me and keep up the great work!

Dorothy

eBay ID: dawt

\*DuplicateDaughters: [http://www.etsy.com/shop.php?user\\_id=46914](http://www.etsy.com/shop.php?user_id=46914) and soon-to-be-open Web site: <http://duplicatedaughters.com/>

~~

*[ Rule of thumb: Look for ivory in costume jewelry piles and other places at sales; it often goes begging or unrecognized; some people think it's plastic. Nicely carved pieces such as Dorothy's do especially well. Sadly, eBay will no longer allow ivory sales in 2009, but at this writing, there are other places you can sell it ("pre-ban" ivory) such as craigslist. ]*

~~~

### **Vintage Silk Thread**

Dear Julia,

Since most of my auctions deal in vintage crafts, when I saw this \$2 bag full of vintage silk thread by Corticelli at a garage sale, I knew I had to have it. Even if it wasn't something that sold on eBay, I would find a use for it. When I got home to do my research on the purchases I had made, I realized I had found a gem. Yeah! They were good sellers on eBay.

I listed the spools for a starting price of \$9.59. When the auction ended seven days later, they had 11 bids and an ending bid amount of \$59.86. Someone from the UK had won them.

There were several other partially used spools in the bag I hadn't included in the auction. I decided to add them to the package I sent to my buyer as "extras". It was very fortunate I did, especially after she had to pay a pretty hefty duty tax that I had not warned her about. Even with the extra tax, she was delighted and left glowing feedback.

I learned my lesson, now I let the buyer know in my Terms, they are responsible for any duty tax that would arise with their purchase. I assumed the International buyers knew they would have to pay a duty tax over a certain amount. You know what they say about assuming.

So that's my flip of the week. A \$2 purchase that brought \$50 in profit after fees! I love vintage crafts!

Debra, Vintage Crafts and More



*[ Great tip, Debra! Wow...thread..who know? Rule of thumb: look for sewing and craft items! If they're dirt cheap, you could find yourself making filthy lucre! (Sorry, that was bad.) ]*

~~

### **Duff Beer Can Puzzle**

The next letter comes to us from the UK, eBay ID *idlehippy*, who has his own site at <http://www.idlehippy.co.uk>. Rodney shows us both the power of the right words in the title, and how a savvy Buy-It-Now strategy can lead to a good flip:

"Dear Julia,

"I thought there would be a little bit of profit in a Duff beer can puzzle (Rubik's) I saw in a local charity shop for £1 so I quickly snapped it up.

"Doing a little research to establish what it might be worth on eBay, I found one that sold a while ago for about £35. There was also one currently listed which was ending in a few days so I made sure that when I listed mine, it would end after the one already being sold.

"I listed in the usual way, low start, no reserve. After all I only paid a pound. There was immediate interest, approximately 16 watchers in about 2 days. This got me thinking because the other Duff puzzle listed didn't have nearly the same level of hits on its view counter as mine had.

"I realised that it was the Rubik's cube collectors who were watching the auction and not the Simpsons collectors. My initial thought had been that the Simpsons aspect would be the main attraction but that wasn't the case.

"Anyway the other puzzle didn't have any bids and still had three or four days to run. I noticed the title didn't have 'Rubik's' in the title which mine did so I decided to take a chance and emailed the seller to see if she would give me a Buy It Now price. She did, revised the listing and I got it for £7.50 including Special Delivery.

"The upshot of all this was that my £1 charity shop special finished at £43 and I was able to give second chance offers to the other bidders. The one I received for £7.50 went for £26 to one of the other bidders. This meant I saved a little more as I only had one listing fee to pay.

"So £8.50 spent and £69 in - my chest was swollen with pride at my success and the £60.50 profit on just two items. Percentage wise, the supermarkets would kill for that kind of mark-up percentage!

"It doesn't always work out quite so wonderfully for me, I've had my fair share of bombs too, but it's nice to learn something new and make a little money at the same time. I do love eBay."



Rodney

~~

### **Set of Educational/Homeschooling Books**

Hi Julia,

I am a new subscriber to your newsletter, and I just had to let you know of my recent flip.

Purchased a set of books at a yard sale for \$3.00 (she asked \$5 and I offered \$3). I sold these books on Ebay to an Australian buyer for \$510.00. I am still in shock!. This was auction #300193986637

Well back to work!

Thanks,

Diane

[www.heavensgate.ecrater.com](http://www.heavensgate.ecrater.com)



*[ Tip: here's another instance where a set of educational books, these for the homeschooling/K-12 crowd – do really well for a seller. A lot of homeschoolers shop on eBay.]*

~~

Hi Diane!

Welcome to Yard Salers! I'd love to hear where you found out about us -- I'm always trying to figure out what advertising works...was it an ebay auction..or other? Thanks!

Wow! That is amazing! Sounds like a home-schooling buyer, maybe? Or maybe a teacher? I love that on top of it all, you dickered down. LOL.

You are duly entered into to the contest and have a good shot at winning! Thanks and hope u enjoy the newsletter. :-)

Julia

~~

Ok, as always it was a very tough call...everyone's entry was great. All the flips were fabulous. And as I did with last week's contest, all the entrants get to pick a free ebook of their choice. Entrants, please email me at [juliawilk@aol.com](mailto:juliawilk@aol.com) and let me know which ebook you'd like.

I'm picking the two below as winners of the signed paperback both because of the high dollar amounts the flips went for and the kinds of tips they gave us about how we can ferret out our own good stuff. (Although, again, we can learn things from everyone's entries).

Here they are:

This next letter, from Michelle, tells us not only about several great flips, but shares some wonderful tips for bidding at live auctions. I plan to keep them in mind next week as I head back to the live auction house:

~~

### **VW Beetle Manual, Set of Books, Printing Press, and Old Bible...plus Live Auction Tips!**

Hi Julia,

I love your newsletter. I've had a few great flips over the last year and I couldn't pick just one so I'll give you my top three:

A 1964 Volkswagen Beetle manual set that I bought at a neighbor's yard sale for \$1.00. The covering the set came in (manual, service ticket book, and radio manual) was filthy. I took it home, wiped it down and listed it. It sold for \$62.00.

I bought a Pilot printing press at a live auction for \$25.00. I sold it for \$325 and the winner was so excited to get it she drove from northern Michigan to central Ohio after a BIG snowstorm to pick it up rather than wait for it to be shipped.

At another live auction I bought a set of 15 books titled John Stoddard's Lectures for \$15 after heavy bidding. I sold the set to a man in Poland for \$649.97. This was, needless to say, my very favorite flip of the week!

I know that you've been talking about attending live auctions. I highly recommend them. I use AuctionZip.com to find auctions going on any day of the week within a given radius of any zip code I put in. Lots of people use this tool and auctions are becoming more crowded but I find that many people specialize in particular areas and I always come away with something good.

For example, this past week I sold an American Colonial Era (1815) Bible for \$102.50 that I got for \$3 dollars when the lone bidder against me wouldn't go \$4 on it. I guess that's another great flip, eh? Anyway, this happens a lot at live auctions with books and paper items. No one ever wants to spend more than a dollar or two on them.

I'll give you one trade secret about live auctions: there are break points that few people will cross. If you're willing to go over \$5, \$20, \$50, or \$100 on an item, you'll win the item almost every time. Going \$6, \$21-\$22.50 (depends on the auction house and when they start raising the incremental bids), \$55, or \$105-110 has worked for me time and time again.









Take care Julia. I hope you can use one of my flips of the week or my live auction tips in your newsletter.

Regards,

Michelle

eBay ID: MJsConsignments

*[ Michelle gives us all some excellent tips, especially the live auction bidding tips! Well, I've never thought of flipping a printing press, but what a great deal! One thing that does stand out is the car manual tip. These can do really well depending on the car..the higher-end cars, like Porsches and Ferraris, do better, not surprisingly. Just for fun let's take a look at the high end of car manuals that recently sold on eBay:]*

|   |  |   |   |                     |
|---|--|---|---|---------------------|
|    | Ferrari Pouch 512BBi BB 512 i<br>512 BB - complete RARE!<br>complete pouch genuine and mint<br>Location: Germany |    | 16 Bids<br>  | \$1,924.00 Free     |
|  | Shelby Cobra Daytona coupe<br>autographed book & model<br>Location: Danville, Indiana                            |  | 2 Bids<br> | \$1,525.99 +\$19.15 |
|  | Ferrari 308 GT4 Dino Original<br>Pouch and Books<br>Location: USA  |  | 0 Bids  | \$1,500.00 +\$45.00 |

Whew! That's pretty amazing. There are plenty in the \$50 range too, tho. Basically whenever I see an auto manual, if the price is only one to a few bucks, I snap it up. They've usually done well for me.

~~

### Tube Amplifier

Winner Number Two is Tubular:

Julia,

I picked up this Audio Research Tube Pre-Amp (Model LS7) at a thrift store for \$7. I sold it on eBay for \$560 the following week.



I didn't know much about the brand but modern tube amps are always hi-end equipment, actively sought by audiophiles. I'm a bit of one myself and I was tempted to keep it but this would have only been one of the 5 or 6 (potentially 4 figure) components that I'd need to buy.

I'm going back out today to see if my luck holds.

Regards, William Smith

hangfirebooks.blogspot.com ; Hang Fire Books; Rare, Obscure, Eclectic, Synonymous  
[www.hangfirebooks.com](http://www.hangfirebooks.com); <http://stores.ebay.com/Hang-Fire-Books>

TRUNK STORIES; one creepy little magazine; [www.TrunkStories.com](http://www.TrunkStories.com)

and yes...I'm blogging; <http://hangfirebooks.blogspot.com/>



[ Tip: Look for older amplifiers that have tubes inside. See William's second email, below for how you might determine this.]

~~

Hi William!

Wow...you're the second one I heard from in the last month or two who is into tube stereos. I asked the other guy how you can tell if a stereo is tube, but don't know if I heard back...is it just telling how old it is? And how would u do that? I'd love it if u'd share some secrets with us.

Thanks so much for sharing that great flip.

Again, any tips you can share would be much appreciated..I saw a couple old-ish stereos at an estate sale last weekend but had no clue if they were tube or not.

Thanks again!

Julia

~~

Julia,

Not sure how you can tell with any given manufacturer without looking into the works. I'm no expert. However if you can see through a vent or a grill, tubes are about 2 1/2 inches tall and look like cylindrical

light bulbs. Most stereo equipment made between say, 1965 and the present is solid state based (not tube), some of this equipment is collectible as well (Marantz and early Kenwood are always good names to look out for) but is not as highly sought out as tube equipment.

Modern tube components tend to be very minimal with only a few switches/lights. That's one easy clue. And if it is of recent origin it is always high-end since the audience is audiophiles with relatively deep pockets.

Hope this is helpful.

Will

~~

Congrats, Michelle and Will! Please email me your physical mailing addresses so I can send you the signed book. juliawilk@aol.com.

Everyone, keep those entries coming for next week!

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The Myspace Cash Machine: Did you know that once you learn the formula for Myspace success you can begin to rake in cash by marketing any opportunity you choose to a captive audience? See what I'm talking about right now...

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[ from ISSUE 46: Feb 13, 2008 ]

Flip of the Week Contest Entries

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### **Vintage 60s Jantzen Bathing Suit**

Hi Julia,

I've been a long-time subscriber to your newsletter and always enjoy it. Thanks. My latest good flip was a vintage/60's Jantzen bathing suit that I snagged from a Goodwill salesgal's hand before she could hang it on the rack. It looked like new and I knew I could make something on it at their \$2 price. After researching on ebay a bit I decided to not get greedy and try to turn it over quickly. So I listed it in my store for \$49.99. Well I guess maybe I priced it too low because it sold within 2 days. Nice profit though, wish all could turn out that way.

I'll start running more auctions I think after the fee rates changes. I'm not too upset by them. Getting free gallery pix goes a long way. The negative feedback ban is another story, I haven't had to use it much but

the No Pay Bidders are coming more frequently and I can't see how we are to warn other sellers about them after it goes into effect.

The item number on that sale is 310018825932 sold Jan 31. My ebay ID is Pandora99...Tricia's eTreasures is my store name.

Happy ebaying!

Pat/Pandora99



~~

Hey Pat!

Thanks so much for the great entry!

What a great item and photo. I love the old fashioned style. I wonder if the person who bought it collects Jantzens, or planned to wear it?

One of my first "grown up" bathing suits was a Jantzen...lol. I still remember it now..green and white stripes.

Thanks again for sharing. I'd like to use your letter and the photo in the next issue. I'll use your ebay id, store name and first name, but not last name or other info.

Good luck in the contest! :)

Julia

~~

**Fine Woodworking Magazines**

My most recent fun flip was a crate of Fine Woodworking magazines that I purchased for \$16 at a FOL [Friends of Library] book sale. I lotted them in consecutively dated groups of 8-14 and started them all at \$9.99. Three of 10 lots failed to sell but the 7 that did sell sold for a total of around \$120. I'm sure the other three will sell for at least \$10 each, bringing my total for my \$16 purchase to at least \$150.

I do not have photos of the magazines. I'm sorry. This is the type of item that doesn't need a photo if it is described well. People are buying it for the content, not necessarily its appearance.

Pamela

~~

Hi Pamela,

A great find indeed! Fine Woodworking is a very in-demand periodical. Another one that sells well is Architectural Digest. National Geographic can also be sold in "runs" (sets of a year or more).

*[ Tip: Look for specialty magazines like Fine Woodworking, Architectural Digest, and National Geographic. Old "Vogue" magazines tend to do well too. ]*

Don't worry about not having a photo...you're right, it's not always necessary. In fact more and more now I am trying to get away without one and posting "photo upon request" in my auctions.

The idea being, of course, that I can get more listed that way, and then when someone is interested and wants a photo, I can always add one later.

Thanks again for sharing! Julia

~~

### **Fenton Milk Glass Hobnail Pitcher**

Dear Julia,

I sold this last night.... ebay item #190194904828

<http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&rd=1&item=190194904828>

[Note from Julia - it is a Fenton milk glass hobnail pitcher, and sold for \$24.02].

It came in a box lot full of glassware we paid 1.00 for at a local auction

I hope I did this right LOL....I love reading your newsletter. Thank you, Trish

<http://stores.ebay.com/Treasures-from-Trish?refid=store>

<http://www.myspace.com/treasuresfromtrish>

~~

Hey Trish!

Thanks so much!

That is a really gorgeous pitcher...congrats! I'll put it in the entry bin. :)

If anyone out there wants to write a guest article about Fenton glass for Yard Salers, please let me know.:)  
juliawilk@aol.com.

Julia

~~

### **Recent Sports Medicine Textbook**

Hi Julia,

Just wanted to share a recent sale that really surprised me! I bought a textbook @ a local Friends of the Library sale on Sports Medicine. I don't usually do textbooks & this is not my area of expertise, but it was newly published (2007) & in brand new condition, so I thought I'd take a chance.

Well, it sold for \$85.00!!! I don't use any of those book pricing things (consider this cheating & amateurish), just relying on my gut (& a long career of book buying/selling/reading), & it paid off!

So let your readers know that they don't need the fancy gadgetry...just trust your instincts!

Sincerely,  
Kathlyn

~~

Hi Kathlyn,

Thanks for your great entry! Textbooks are some of my favorite kind of books to sell. The key is...as you found...finding new or almost new ones (with a few exceptions like collectible ones).

I agree w/ you on scanners...I don't like using them and feel silly doing so...not that I can say never would, but I seem to be doing fine w/o them.

Thanks again!

Julia

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### **Framed 1940s Brazilian fishing Scene**



Hi! Just writing to share my modest success about 10 days ago. Normally, I sell books, but from time to time I go trawling in different waters. I bought a 1940's Brazilian fishing scene, a framed tourist-type photo that was color enhanced. My investment was 10 minutes digging in some Salvation Army discards for this \$1.99 find. Selling price was \$26.00...sold to a Parisian buyer, no less. Arrived there safely to a happy customer!

Chrysanthe

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Hi Chrysanthe!

That is a very charming picture indeed! A nice find...congrats. I have been looking at thrift shops for good art but not found anything I liked yet. This is a reminder to keep looking. :)

Thanks again for entering and good luck in the contest!

Julia

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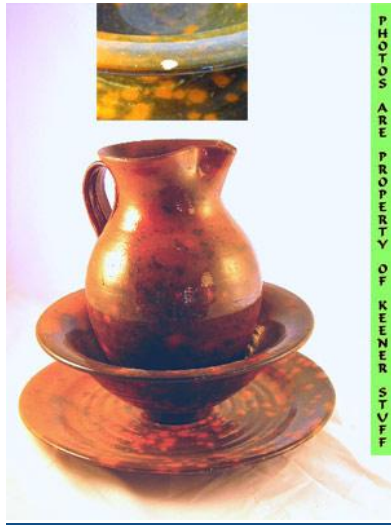
Ok, those are all great flips. But this next one is so pretty and sold for such a profit that I just had to name it...Flip of the Week. And the winner is..

~~

Dear Julia,

You were asking for good "flips"; here is one we did awhile ago that we particularly enjoyed.

**Jugtown Ware Pitcher, Bowl & Platter - Marked**



PITCHER: Stands 10 1/2 Inches Tall - Mouth Is 6 Inches; Base Is 4 1/2 Inches In Diameter.

Color Is Brown, With Spatterings Of Orange And Varied Shades Of Orange. Great Condition - No Chips Or Cracks.

BOWL: Stands 5 Inches Tall; Base Is 3 Inches In Diameter. Top Is 12 Inches In Diameter. Same Color And Markings As Pitcher. Has Small Glaze Chip On Rim Of Bowl.

PLATTER: Stands 1 1/2 Inches Tall, 14 1/2 Inches In Diameter. Good Condition. One Glaze Chip On Base Of Rim - Not Visible When Sitting.

One Glaze Chip At Top Of Rim, That Is Darkened With Age. Worn Surface Of Platter From Movement Of Bowl & Pitcher, I Would Presume.

All Have Jugtown Ware Mark Surrounding A Jug.

Shipping Wt. Approx. 12.5 Lbs. Including Box and Padding.

Bought for \$2 and sold it at auction (on eBay) for \$ 685. Photo is attached.

Good Collectible Hunting, and Good Reading,

Phil Keener of Keener Books & Keener Stuff

Visit us at: [www.KeenerBooks.com](http://www.KeenerBooks.com); Carrying all types of Used, Rare, and Out-of-Print Nonfiction, and Specializing in Books relating to Food, Fine Dining and Entertainment

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Congrats, Phil! Please email me your address so I can send you the signed book. juliawilk@aol.com.

Everyone, keep those entries coming for next week!

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Well, that's it for the best flips of Yard Salers so far! Below is a list of some of my favorite and most lucrative types of items I find. Keep reading Yard Salers (subscribe at [www.yardsalers.net](http://www.yardsalers.net)) for more fun finds in every issue!

**Bonus: Julia's Favorite and Most Reliable Flips that You are Likely to Come Across:**

- Winston Churchill book sets - "The Second World War" and "History of the English-Speaking Peoples" (I see these all the time) – sell for around \$50 and up, depending on condition
- Will and Ariel Durant "History of Civilization" history book set
- books by and about photographer Ansel Adams
- Bakelite jewelry
- ivory jewelry
- high-end belts – look for marks on the back and the buckle
- old yearbooks (put them in your eBay store; they may take a while to sell, but when they do, it's usually a nice \$50-\$100).
- old snakeskin and other animal skin purses, in good condition
- collectible and cabinet plates; look for brands people love like Wedgwood, French Limoges, and Meissen



- new cd's and close-to-new books – list these on “the river” (otherwise known as amazon.com) for the fastest way to get them up and online. Boxed sets of cd's and dvd's, and multi-book sets tend to sell for the most money.

Happy hunting!