

# How do you buy something at an auction? Ramsay Cornish have the answers

Ramsay Cornish is one of Edinburgh's oldest auction houses. Situated in Leith they hold general sales every Saturday and specialist sales almost every month.

The firm is run by Martin Cornish who is the Senior Auctioneer and Valuer. He had the best training with the masters of the 'lane sale' Lyon & Turnbull when they were in George Street. He has a really keen interest in furniture, contemporary design and Oriental works of art.



The interior of Ramsay Cornish's auction room in Jane Street does not look the same from one week to the next.

So how do you learn the art of either buying or selling at auction? Well Ramsay Cornish will be happy to help. First they can tell you when the best auction takes place to sell your items at the best price. Secondly they can help if you wish to start bidding. You have to register with them and have to have proof of address. What you really need to be aware of is that when raise your hand you are making an offer for the goods – and you may end up buying it if nobody else outbids you – so

be sure you have the money!

*Martin Cornish gives us his three top tips for catching the auctioneer's eye, and how to bid successfully for any item :*

*"Don't be nervous. Our staff members are on hand to help you and are very happy to talk you through the process.*

*"Decide on your upper limit and stick to it! Guide prices are given but do be guided by how much you yourself like something. Remember there is a commission of 18% plus VAT – that's 21.6% in total – to be paid over and above the price you bid.*

*"Be decisive when bidding. You don't want to miss out because you were hesitant."*

With great parking nearby to take your bargains home, this is a really convenient place to buy items large and small.