

Dear Clients & Friends,

It has been quite a while since I have written some introductory remarks in one of our auction catalogues. Before you start browsing the lots on the following pages, I hope you'll take a few minutes to read this page.

Recent months have seen the introduction of our **Livebid-Online** system ([www.livebidonline.com](http://www.livebidonline.com)) and I am pleased to say quite a few of you have taken up this revolutionary software. We are proud that we were the first in Australasia with our own live system. While there were a few problems with the first auctions in June, our August auctions demonstrated that the technology works beautifully. Clients can now participate in our auctions - during the auction - from where ever they are in the world. Of course, you can still send written bids, e-mails, faxes or phone bid. And we like to see as many of you as we actually can in the room, but that's not always practical.

We continue to work on the system to improve your **Live Bid Online** experience and each time you come back to our site [www.leski.com.au](http://www.leski.com.au) I am sure you will find changes for the better. Shortly, vendors will be able to print out their own pre-sale and post-sale reports from the website, bidders will be able to print their own bidsheets, bid summary, purchase lists and invoices. Registration will be streamlined and starting prices will be updated online in real time. What changes we have seen in the last few years in the way auctions can be conducted! It's been a big investment of time and money but we hope you will acknowledge the benefits our system brings you. Our IT guys, John vander Reest and Mark Eisenhut, would appreciate any feedback – positive or negative – you care to share with them.

The other significant development on our website is the number of items illustrated there. In this catalogue, the number of lots photographed in these printed pages is about 180. At the time of writing, there are scans of an additional 300 lots in the web-based catalogue. And by the time viewing starts in about three weeks, nearly every lot will be illustrated there. Obviously we can't photograph every item in lots which are bulky, or such as sets or accumulations of cigarette cards, but we will do our best to give you a representation. Generally, the photo-plates in our printed catalogues will be reserved for the more valuable items or the more unusual pieces. Sometimes words fail us and we need to resort to pictures.

It might be news to many of you to learn that our catalogues sometimes take several months to complete. This is because we try to bring you substantial offerings of lots rather than bits'n'pieces now and then. For example, in the coming months we will be offering a wonderful range of **Toys & Models**, a substantial group of **Railway Memorabilia** lots, a long-awaited **Cameras & Early Photography** auction and one of our very popular **Wine & Spirits** auctions – just in time for end-of-the-year celebrations. Of course, we will continue to bring you our very successful **Sporting Memorabilia** and **Stamp, Coin & Banknote** sales and I'm sure you will be surprised by some of the items you will be seeing in our catalogues. Did you know **CLA** offers more cricket memorabilia than any other auction house in the world?

We can only sustain this amount of activity with the help of vendors. We enjoy excellent relationships with our repeat vendors and we are always interested in new consignments from new clients. If you have an interesting collection or an historical piece – a Phar Lap saddle or a convict shirt, a collection of cards or a beautiful painting – please give us a call and let's get to work.

Good luck with your bids,

**Charles Leski & Staff**