



Yvette is not afraid to get dirty, she works right along with her sellers.

VanDerBrink Auctions, LLC specializes in selling collector vehicles, parts, barn finds, Automotive memorabilia, and has conducted many older salvage yard liquidations. VanDerbrink auctions also conducts auction of all kinds and has successfully sold land in Minnsota and South Dakota for some of the areas highest prices.

Yvette VanDerBrink, Auctioneer/ Broker and owner of VanDerBrink Auctions never thought that her growing up on the family's dairy farm in Eastern South Dakota would have been the perfect study for her profession. The Nordstrom farm was full of hard work and fun. Dad made sure that his kids knew how to work. Yvette was a Tom Boy and recalls chasing cows, fixing fence, doing fieldwork and many other things on the farm. It's this work ethic that she brings to her auctions. Dad made sure that his girls could do anything a guy could do and don't back down to any challenge and figure out a way to make things work. With Mr. Nordstrom being a collector and Motorhead, cars were a natural part of life on the Nordstrom farm. Yvette remembers her Dad spinning cookies with the Family's Impala after church, chasing jackrabbits, and pulling his collector cars out to the grove, taking turns steering them to their resting spots. Art Nordstrom, loved his 1957's Chevy and the kids learned to spot them quickly in the groves of area farms. Police



Yvette, Suzie, Shannon Nordstrom. Old cars were part of growing up.

VanDerBrink Auctions

**Yvette VanDerBrink
Auctioneer 67-73
"The Lil' Nordstrom's Gal"**

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**Yvette VanDerBrink-owner/auctioneer/broker
as a main key to a successful sale. Also conducts**

auctions were a regular. Yvette enjoyed tearing out the back seats and trunk diving to see what treasures were inside. Summertime was full of racecars, derby cars, and tractor pulls. Art Nordstrom had a 8-N Ford with a Hi-Performance Ford Mustang Motor used at area racetracks. The family piled in the pickup every Friday, Saturday and Sunday to area tracks all summer long. Yvette did some racing herself running Enduros for a few years and was one of the 1st women in the Us to place in and finish in an Enduro. The family owned and operated Nordstrom's Auto Recyclers in Garretson, S.D. Yvette helped with the business selling parts, doing radio commercials, cleaning cars, and selling cars and still works with the business. Yvette loved the old cars and racing and sucked up all the info like a sponge from her Dad. It's this love of cars that she brings to her auctions.

VanDerBrink Auctions was started in 2001 after a word from a prophetic minister in church. It was a leap of faith and the business has grown since then. Some people go to Africa, but this is Yvette's mission field, to help my Sellers and visit with customers. Yvette brings a personal one on one approach to her auctions, working 100% for her sellers, as a team, with one goal in mind- a successful auction. VanDerbrink auctions works with her sellers to develop an advertising budget, set-up, and plan for their auction. Not every auction is the same. VanDerbrink Auctions has had sales that are more of an event with Hog Roasts, Bands, at Race Tracks, T-Shirts, and more. While others are lower key, but still marketed the same. VanDerbrink auctions works hard to make the sales well organized. This makes it easier to sell and easier for the buyers to see what they are buying. Yvette gets right in there with her sellers and puts the gloves on works. Hauling boxes, loading, sorting and more. Yvette loves to go into a barn and see what treasures there are. I like to find those hidden treasures to help my

seller's sale exciting.

One of those exciting sales was the Charlie Bowman Estate Auction in 2005 in Mansfield, Ohio. Yvette and her crew found parts in the bedrooms, on roofs, and in the groves. Everywhere you turned there were parts hidden. It was a hard sale with 21 semi loads of parts being moved to the Mansfield Motor Speedway along with 85 project



Barn finds.

and parts cars. Yvette Says this is one of the fun parts of the job, searching for treasures, it's like opening an Egyptian tomb. The lawyer for the estate Sam Weiler states, "Our office was extremely pleased by your work ethic and overall



ability to get top dollar for the large amount of items that were sold..." Yvette loves selling East of the Mississippi and was back in Ohio in 2007 for a Corvette parts auction for Tom James in the spring of 2007.



Another memorable sale was conducting her father, Art Nordstrom's auction in 2003 with 218 collector cars and parts with 60 1957 Chevrolets as the highlight for the auction. The auction was an event with a Hog Roast T-shirts, Radio, Birthday Cake and more. It was



Art Nordstrom's auction 2003.

promoted as selling 60 1957 Chevrolet's for her father's 60th birthday. It was a great success with several thousand people in attendance. Mr. Nordstrom advised his daughter to treat him like a normal customer. That's not that easy with Christmas at the end of the year. The auction was a huge success with the Governor of South Dakota declaring an executive proclamation as the Weekend as Nordstrom Auction Days in the state.

VanDerbrink Auctions works hard to save the old cars and has conducted successfully several older salvage yard auctions. Yvette understands the salvage industry and has many connections with the auction company and Nordstrom's Auto Recyclers it gives her an insight that many auctioneers and companies do not have. Yvette works hard to get these quickly disappearing cars and parts back in the collectors, hobbyists, and rodders. Yvette understand that there is a place for the crushers, but it is after the collectors are done getting the cars and parts that they need. She has developed a unique method of marketing and selling these type of auctions. The Sellers realize a larger profit compared to just crushing the cars before he collectors can harvest

Thinking of selling your collection or liquidating an older salvage yard?

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— Samuel P. Weiler,
lawyer for the estate of
Charlie & Lois Bowman

their needed parts and cars. The Wayne Meyers Auction in Winner, SD was one of these auctions that was conducted with selling approx. 1000 vehicles. The auction was a great success despite a 1 hour delay for a terrible thunderstorm that sent bidders, auctioneers, and everyone running for cover from 40mph winds and straight line rains.

VanDerBrink Auctions not only sells project cars, parts cars, parts, but great restored and original cars. In 2007 VanDerBrink Auctions held 3 great



Lloyd May auction.

auctions of private collections. The Lloyd May auction in Neoponset, Ill. Featured fabulous Fords featuring 5 R-code Galaxies, 128 collector cars in all and a huge assortment of Muscle car parts. The R Code Galaxies sold extremely well along with the other cars, Several of them fetching exceeding values over book. This auction showed Rare parts including a 427 SOHC Hemi motor



427 R Code Galaxie.

selling for \$41,250.00! Lloyd May was thrilled with the auction bringing approx. over \$300,000 more than anticipated. Lloyd added that Yvette was great to work with and the attention to details to put the auction together was great. The marketing and advertising from VanDerBrink Auctions was excellent.

There is a great video of the auction on www.youtube.com and search VanDerBrink Auctions.

The Hemmer collection in South Dakota was also no exception. Bidders from over 23 states and many on-line competing for a fabulous collection of restored and original cars. The Hemmers were also thrilled with a sale total more than expected. The night before the auction Gene and Yvette talked about a dollar amount that if she got anywhere near it he would be thrilled. Yvette



and her crew surpassed that number exceedingly and she was thrilled to give him the computer printout of the auction with the results.

VanDerBrink auctions handled the Binder DeSoto Auction with 1 or more Desoto from every year of production. Central Bank in Iowa was acting executor for the estate. The auction was promoted heavily and also lots offered on-line along with the on-site auction. The auction again brought in more than the appraisal. The bank and the attorney for the estate were thankful for the professionally run auction and personal service. They again were thrilled with proceeds over and above the pre-auction estimate.

VanDerBrink auctions showed that they



can adjust to adversity. The week before the auction had 7 inches of rain and flooded out the original location. The auction was moved and a tent and other things had to be adjusted. Tension was high, but it was a great success.

VanDerBrink auctions Credits their success to Marketing and Advertising. VanDerbrink auctions promotes all our auctions nationally and locally in their areas. We want to make sure everyone knows about our auctions. VanDerbrink Auctions also has an E-mailing list with over 3000 collectors and receive newsletters and salesbills and approx. 6000 customers in their database for mailings. VanDerbrink auctions has also found that there are other avenues for promoting their auctions besides print, radio, and TV. VanDerbrink has found that not only conducting the sale on-site, but offers the lots on-line with Liveauctioneers and EBay Live Auctions. This not only allows bidders at the auction to bid, but opens the door for anyone in the world to come to the auction and bid competitively for our Seller's items. VanDerBrink auctions has found this tool to increase gavel prices for their sellers and given them more exposure. VanDerbrink auctions has conducted these types of auctions for 4 years but still finds that less than 9% sells to on-line buyers. VanDerbrink auctions firmly believes that any auction that is well advertised, professionally run, and with active bidding, you will get what the market will show that day in time. The auction method is also the only time when a seller can get more than what you were expecting. It's our job at

VanDerbrink auctions to work to get the highest dollar possible for our sellers. VanDerbrink Auctions is also totally computerized with convenient reports for our sellers and wireless clerking to cut down on lines. The reports are fabulous for estates with total records of all sales and totals from the auctions. VanDerBrink auctions works off a commission and negotiates this with her sellers so everyone is happy. VanDerbrink Auctions quite often does not charge a Buyer's Premium, but there are some sales where this is needed for expenses/costs. We work for our sellers, but you also need Bidders and without them, you don't have an auction. Yvette quite often can be seen visiting with her bidders. She loves hearing their stories and meeting the great people that attend their auctions.

VanDerbrink Auctions has sold in 8 states and hopes to go to every state. Yvette takes pride in her work and treats every auction as if it was her own. "I try to put myself in their place and work the best that we can for every seller". "Many of my sellers have collected for years, and these are their babies, I work with them to make sure that they are all treated with the upmost respect and do the best that we can to have a successful sale. For many sellers, this is their retirement or investment. We have to work to return every dollar possible. I know how they feel, my husband and I are also collectors and own several collector cars, trucks, and tractors. Yvette and her family, Husband Steve, daughter Emily, and son Johnathon live in southwest Minnesota on their farm. They raise cattle, hay and the whole family pitches in with the auction business. Yvette's father Art Nordstrom has also been seen helping set up and ring at several auctions in 2007. Yvette is blessed with a fabulous crew of auctioneers and personnel that help pull it all together.

VanDerbrink Auctions works on continuing to grow, and, well, Yvette just loves what she does and brings this passion to all her sales and sellers.

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