



AuctionBytes.com
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AuctionBytes Newsflash Wrap-Up 2003

Online Auction News Summary

January 2003



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The AuctionBytes Newsflash Wrap-Up 2003

Online Auction News Summary

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Industry Watch/Miscellaneous

eBay liquidator ReturnBuy filed for bankruptcy at the end of January, despite heavy rounds of funding from VCs, including some funding participation from eBay.

AutoTrader licensed online-auction patents from MercExchange, which sued eBay for patent infringement.

Krause ceased publication of its "SuperSeller" email newsletter, and Convergence Publishing cancelled its plans to launch a print magazine "Online Auction Business," originally set to debut in January 2003 with a circulation of 20,000.

January 03, 2003

Niche Auction Site PixieToys.com Plans Expansion, Calls for Beta Testers

January 03, 2003

Pixie Toys Inc., which launched an online auction site focused on the toy market in October, has decided to expand their platform into other niche markets. Gail Dunseath, cofounder of PixieToys.com, said the initial expansion will focus on the following niche markets: books, movies, music, fashion, home & garden, electronics and jewelry.

As part of its expansion, PixieToys is extending a public invitation to all online auction enthusiasts. Those interested in participating in this phase of the company's growth can register on the site using referral code "BETA", or they can contact the site's management team at admin@pixietoys.com. Members of the Beta Test will be exempt from paying final value or enhancement fees on the site for six months. An initial planning meeting will be held among all registered beta testers during the week of January 13, 2003.

<http://www.pixietoys.com>

TIAS Merchants List Fewer Items on eBay in 2002

January 03, 2003

While antiques and collectibles merchants posted more items to TIAS.com's fixed-price marketplace in 2002, they ported fewer items to eBay compared to the previous year. The total number of items listed on TIAS.com rose 75%, but TIAS items listed on eBay decreased 5.5%. TIAS attributes the decline in eBay listings to a lower average selling price achieved by its merchants on the online auction site.

TIAS.com is the Web's largest antique and collectible mall. Launched in 1995, it is also the oldest. The TIAS system allows merchants to build their own online store as well as list items for sale on eBay auctions. The average price per TIAS item sold on eBay was \$39.97, down 17% from 2001's average price of \$48.15. The average sell-through rate on eBay for TIAS items was 34.7%, down slightly from 35.7% in 2001.

TIAS.com released a list of best selling categories for TIAS inventory sold on eBay. Some of the items that did the best in 2002 were

pottery & china, glass, advertising collectibles, costume jewelry and dolls.

TIAS.com also said 41% more items were sold on the TIAS marketplace in 2002 over the previous year. The average price per order for the month of December was down 5% from December 2001. Phillip Davies, President of TIAS.com, said people shopped more online, but bought less expensive items.

<http://www.tias.com>

January 06, 2003

eBay Arbitration Clause Does Not Apply to Disputes between Users

January 06, 2003

An appeals court in Tennessee upheld a circuit court ruling that eBay's arbitration clause does not apply to controversies between buyers and sellers on the auction site.

The case, *Evans v. Matlock*, involved an antique Dr. Pepper dispenser up for auction on eBay. An online buyer sued an eBay seller when the seller refused to honor the winning eBay bid and sold the item to another party. The seller filed a motion for summary judgement, alleging that "the terms of the Agreement under which the contract was purportedly entered requires binding arbitration in lieu of litigation should any claim or controversy arise."

Judge Patricia J. Cottrell delivered the decision of the Court of Appeals of Tennessee, which agreed with the trial court that the arbitration clause is applicable only to controversies between eBay and the user, and not to controversies between users. The seller will not be able to use eBay's arbitration clause in the dispute over the Dr. Pepper dispenser.

In the case of the spurned eBay buyer's thirst for justice, it's "sellers beware" when serving up sales to non-winning bidders.

The court's opinion is online in a PDF file, you must have Adobe Acrobat Reader to view the file:

<http://www.tsc.state.tn.us/opinions/tca/PDF/024/EvansD.pdf>

MIT Student Sentenced for Selling Stolen Goods on eBay

January 06, 2003

A former MIT student was sentenced in federal court on Thursday for operating a mail fraud scheme involving the sale, over eBay, of computers and other equipment stolen from MIT. United States Attorney Michael J. Sullivan and Kenneth R. Jones, Postal Inspector in Charge of the U.S. Postal Inspection Service in New England, announced that MARK L.

STRAUSS, age 24, of Mesa, Arizona, was sentenced by Chief U.S. District Judge William G. Young to a three-year term of probation, the first six months of which are to be spent in home confinement. STRAUSS was further ordered to perform 120 hours of community service and to pay over \$30,000 in restitution to MIT and to an eBay purchaser who returned his stolen system to MIT.

STRAUSS pleaded guilty on October 28, 2002, to one felony count of mail fraud. At the earlier plea hearing Assistant U.S. Attorney Jeanne M. Kempthorne told the Court that had the case proceeded to trial, the Government's evidence would have proven that STRAUSS admitted to MIT police that, over an 18-month period, he stole computers, laboratory equipment and other items from various locations at MIT, primarily in the areas of Chemical Engineering and Chemistry. STRAUSS then sold the items via the internet auction site, eBay. At last week's hearing, STRAUSS apologized for the harm he had caused to numerous people at MIT.

This case was investigated by the U.S. Postal Inspection Service, with assistance from the MIT Police and the Middlesex County District Attorney's Office. The case was prosecuted by Assistant U.S. Attorney Jeanne M. Kempthorne in Sullivan's Economic Crimes Unit.

eBay to Hit up TV Execs at Forthcoming NATPE Convention

January 06, 2003

Silicon Valley Biz Ink reports that eBay is resurrecting its idea for a daytime television show. Sony Picture Television's sales team will try to sign up television-station groups at an annual convention of TV programming executives (NATPE), which will be held January 20-23 in New Orleans.

Last May, eBay confirmed the pilot had been shot, but the producer LMNO Productions later

backed out of the project. The original concept for the syndicated show, which was to air last September, was for a daily half-hour format featuring a combination of user experiences on the eBay auction site and in-studio discussion and interviews. Live auction bidding was also planned.

<http://tinyurl.com/44c5> (October SF Chronicle article)

<http://tinyurl.com/44c9> (current Biz Ink article)

January 07, 2003

It's Official: eBay Launches Healthcare Solutions for U.S. Sellers

January 07, 2003

eBay announced that it has launched a program that will allow its top U.S. sellers to purchase health care insurance. The Health Care Solutions program, originally scheduled for last Fall, will be provided by Marsh Advantage America. Available plans include: GE Voluntary Benefits* Medical Reimbursement Plans; Discount Prescription Drug Plan; Discount Health Services; Major Medical Plans; and Property & Casualty – Business Owners. (Not all plans are available in all states.)

Health Care Solutions will be only available for PowerSeller account holders and their eligible dependents (as defined by each individual carrier), but eBay said it hopes to examine the feasibility of extending the program to employees at some point in the future.

If an individual loses their PowerSeller eligibility for any reason, their existing coverage will remain effective as long as their premiums are paid when due. But they will not have access to elect new plans or make changes to existing plans unless they pay an administration fee of \$50.

Because insurance carriers would not treat eBay PowerSellers as a traditional insurable group, Marsh Advantage America negotiated a series of individual plans. Marsh Advantage America is a service of Seabury & Smith, Inc., part of Marsh & McLennan Companies (MMC). Marsh Advantage America designs, manages and administers insurance programs and worked with eBay to develop the Health Care Solutions Program for PowerSellers.

Details are available to PowerSellers by signing in to the PowerSeller Portal Pages.

<http://www2.ebay.com/aw/marketing.shtml>

ChannelAdvisor Looks to Australian Partner to Expand eBay Coverage

January 07, 2003

Extrastock Pty Ltd, a provider of marketplace management services in Australia, will license ChannelAdvisor's auction-management software. ChannelAdvisor is an eBay Preferred Solution Provider located in Research Triangle Park, North Carolina. It provides technology and services that enable small and large businesses and individuals to use online marketplaces to acquire customers and maximize inventory yield.

Extrastock will work with Australian manufacturers, distributors and retailers that want to sell via eBay Australia. Extrastock will license ChannelAdvisor software and services and will manage the auctions. The partnership entails software license, sales & software support and many other elements; the financial aspects of the partnership were not disclosed.

The companies will also work together to enable ChannelAdvisor clients in the U.S. (such as Dell, IBM, Motorola, Intel and Kodak) to sell products via the eBay.com.au marketplace in Australia. "Expanding internationally is a key part of ChannelAdvisor's strategy. We chose Extrastock as our partner because of their knowledge and expertise in Australia," says Scot Wingo, CEO and President of ChannelAdvisor. When asked whether ChannelAdvisor was negotiating similar deals in other countries or marketplaces, a spokesperson replied, "International expansion is definitely part of our focus in 2003."

Extrastock's clients include Pepper Tree Wines, an award-winning Australian wine label, Scala Leathergoods, a manufacturer of premium leather products and Image Depot, one of the U.S.'s largest distributors of quality photographic supplies and accessories.

"We look forward to bringing ChannelAdvisor's superior technology platform and industry-leading client base to the Australian eBay Marketplace," said Cornelius Geary, Director of Strategy of Extrastock Pty Ltd. "The growth is here, and now it's time to offer the best available technology and services." Geary formerly worked as Director of Business Development for

Auctionworks Inc., an auction management service company based in Georgia.

ChannelAdvisor's Scot Wingo joined the Advisory Board of Extrastock last month.

<http://channeladvisor.com>

<http://www.extrastock.com.au>

TIAS.com Releases Top 50 Collectibles Search Terms for 2002

January 07, 2003

TIAS.com, an online antiques and collectibles mall, reported the top 50 search terms used by customers in 2002. The data is based on millions of searches conducted by customers visiting the Web site. The top ten search terms are listed below. For a list of the top 50 terms, visit <http://www.tias.com/newsletter> and select Newsletter #99.

1. Avon
2. Mccoy
3. Plates
4. Vase
5. Dolls
6. Teapot
7. Lamp
8. Fenton
9. Cookie Jar
10. Limoges

Source: TIAS.com, 1/6/03

January 08, 2003

Former eBay Executive Sworn in as California State Controller

January 08, 2003

Steve Westly, a former eBay executive, promised California voters that his experience at the online auction company would help him in addressing the state's financial challenges. Westly was sworn in as California State Controller yesterday.

"When you are starting up a company, like we did with eBay, you have to be efficient and make every penny count," Westly said. "My experience running a tight operation in the business world will be valuable when it comes time to make some difficult decisions for our state. I hope to be able to use my expertise in business and finance to help address the deficit California will be dealing with for at least the next year and a half."

Westly joined eBay in 1997 and retired in 2000. He is the first-ever high-tech executive to be

elected to statewide office in California. While Westly is new to elected office, he has extensive experience in government and politics.

As Controller, Westly has audit power over state programs; manages the state's cash flow; and serves on more than 50 boards and commissions, including CalPERS and CalSTRS, the Board of Equalization, the State Lands Commission and the Franchise Tax Board, which the Controller chairs.

<http://www.sco.ca.gov>

Bellamax to Offer Digital Photo Enhancement Services on Sony Site

January 08, 2003

Bellamax Inc. will provide digital photo enhancement services to members of Sony's ImageStation online photo-finishing Web site. The Bellamax service is marketed under the name "ezFix Pro" and is offered to ImageStation.com members as an option when ordering prints.

ImageStation.com members are now able to have their digital photos professionally enhanced prior to printing for a cost of \$2.99 per photo. Bellamax professionals individually enhance each photo by addressing common photography problems including red eye, exposure, color and sharpness, as well as provide professional portrait retouch techniques to make faces look their best.

"We introduced the service on ImageStation.com in a pilot program in late October," said Ron Gentile, Co-founder and Chief Strategy Officer of Bellamax. "About half the individual customer orders have included more than one enhancement, and many customers have requested more than 10 enhancements when placing their order. It's clear that ImageStation.com members have many special photos and want them to look their best."

<http://www.bellamax.com>

January 09, 2003

Zoovy Announces Postage Integration Feature for Ecommerce Solution

January 09, 2003

Zoovy announced it now offers data integration between its ecommerce solution and Endicia Internet Postage, the leading provider of USPS PC Postage shipping solutions. Zoovy customers will be able to directly print complete USPS

postage-paid shipping labels for any order, resulting in faster and more efficient order processing.

Zoovy provides tools for online sellers, including proprietary e-commerce Web storefront, online payment processing, auction management, inventory management, sales order processing and customer relationship management tools. Zoovy's solutions are geared to businesses of all sizes that are looking to participate quickly and efficiently in dynamic marketplaces such as eBay, Dealtime, Yahoo and Amazon.

"We are proud to be the first software developer to natively support Endicia," said David Steel, CEO of Zoovy Inc. "We feel the integration with Endicia represents a huge increase in productivity for our customers."

<http://www.zoovy.com>

Extrastock Becomes One of eBay's First Australian 'Preferred Service Providers'

January 09, 2003

Extrastock Pty. Ltd., a leading provider of enterprise marketplace management solutions in Australia, said it was named one of the first eBay Preferred Service Providers in Australia. eBay's Preferred Service Program recognizes a select list of qualified vendors that provide products and services to retailers, distributors, manufacturers and other merchants to assist them in selling brand-name merchandise on the eBay marketplace in both fixed-price or auction format.

"We are very proud that eBay.com.au recognizes that we are a leading provider of enterprise solutions focusing on large corporations and happy to become an eBay Preferred Service Provider," said Cornelius Geary, Director of Strategy, Extrastock Pty Ltd.

"Extrastock's auction management technology and services offer leading manufacturers, distributors and retailers the most successful way to automate selling on eBay in a broad range of categories."

Extrastock announced earlier this week that it would license ChannelAdvisor's software.

January 10, 2003

Krause Ceases Publication of 'SuperSeller' Newsletter for eBay Sellers

January 10, 2003

Krause Publications ceased publication of its "SuperSeller" newsletter. Krause had begun publishing the free email newsletter in 2001, after it folded its subscription print magazine, "eBay Magazine." The publisher of antiques and collectibles publications had a contract with eBay to publish the magazine, but eBay let the contract lapse.

Tom Kessenich, SuperSeller's editor, said the SuperSeller email newsletter was "no longer financially viable" to publish. According to Kessenich, it was becoming increasingly difficult to get advertisers and to find people to support it. The twice-weekly newsletter contained news about the online auction industry along with profiles of eBay sellers and letters from readers.

The last issue was sent out on December 24, 2002, and Kessenich said no notice would be sent to subscribers. Archives of the newsletter, which had been available at <http://superseller.krause.com> have also been removed. F&W Publications purchased Krause Publications last summer for \$120 million.

eBizAutos and Chrome Systems Bring Accurate Vehicle Descriptions to eBay Motors

January 10, 2003

Chrome Systems, provider of automotive data, configuration technology and commerce solutions and eBizAutos, which provides automotive dealers with the best way to manage, present and auction their inventory online, today announced eBizAutos will be a Value Added Reseller of Chrome Inventory Everywhere (CIE).

Using CIE, Chrome's inventory editing and posting tool, eBizAutos' dealer clients will have the ability to manage and send their vehicle inventory to eBizAutos automatically, reducing data errors that occur when typing information in manually. eBizAutos will then format the dealer data into a professional-looking display, include photos, detailed equipment and pricing information for each vehicle and post the auction on eBay Motors.

Dealers currently using the service say the time it takes to manually enter each vehicle for

inclusion in eBay auctions has decreased dramatically and they have seen an increase in their click-through rates.

"We are pleased eBizAutos has selected CIE as a way to strengthen their dealer services when posting to eBay Motors," said David Mingle, President, Chrome Systems.

<http://www.ebizautos.com>

eBay Selects CSG Systems for Billing Solution

January 10, 2003

CSG Systems said eBay selected its CSG Kenan/BP solution as its exclusive billing platform. eBay will use the newest version of CSG Kenan/BP to support the real-time rating and billing requirements on millions of transactions that are completed each day by the company's estimated 54 million registered users worldwide.

CSG is a 20 year-old company that provides billing and customer care solutions for the cable television, direct broadcast satellite, advanced IP services, next generation mobile, and fixed wireline markets.

<http://www.csgsystems.com>

January 13, 2003

eBay Continues PayPal Integration and Removal of Billpoint Service

January 13, 2003

eBay will remove its Billpoint (eBay Payments) online payment service from its site the week of January 13, the company announced late last week. Billpoint will be removed as a payment option for all new auction-style, Fixed Price and Stores Inventory listings on eBay. Sellers will no longer be able to list with Billpoint as a payment option on the Sell Your Item form or through listing tools.

Beginning the week of January 13th, PayPal will be further integrated into My eBay. Buyers will see the "Pay Now" button change to "Paid" status once payment through PayPal has been made. After mid-February, PayPal will be available as a payment option when listing for Stores.

Existing inventory listed in eBay Stores may have already been designated as accepting Billpoint. eBay will extend Billpoint availability as a payment option in eBay Stores until mid-April 2003, allowing the vast majority of active

30-Day, 60-Day, 90-Day and 120-Day Store Inventory listings with Billpoint to expire naturally. Store listings that extend beyond mid-April, including Good-'Til-Cancelled, may be cancelled at that time.

On April 30, 2003, eBay will shut down the Billpoint.com site and remove access to Billpoint account information.

January 14, 2003

Yahoo Auctions Holds Free Listing Day Tomorrow

January 14, 2003

Yahoo said it will hold a Free Listing Day promotion on its Auction site tomorrow, January 15. It will waive listing fees on every item submitted between 12:01 a.m. PST and 11:59 p.m. PST on Wednesday. Transaction fees on successful auctions and special promotional fees apply during this promotion.

Yahoo also said it has a "new and improved" Submit Page at <http://list.auctions.shopping.yahoo.com/0-submit.html>. The new listing page allows sellers to select a product category on a single page for faster listing. (The old Submit Page is still available.)

eBay Adds Vehicle-Related Items to Its List of Prohibited Items

January 14, 2003

eBay has added to its list of items that its sellers are prohibited from selling on the auction site. "With the considerable growth of the eBay Motors site and in accordance with our ongoing cooperation with government agencies, we have recently added Vehicle-related policies to our Prohibited and Questionable Items List page," the eBay announcement stated.

The new vehicle-related policies deal with items such as used airbags, odometer modification devices, radar detectors, imported & emission non-compliant vehicles, license plates and catalytic converters.

eBay's list of prohibited and questionable items includes "Human Parts and Remains" and "Offensive Material." Several days ago, eBay pulled an auction that listed a "family of four." Write Steve Young was hoping to attract a patron and provide a family in return, complete

with homemade birthday cards from his two children and other "family" services.

<http://pages.ebay.com/help/community/png-items.html?ssPageName=CMDV:AB0050>

January 15, 2003

Tiffany & Co. Sues eBay Merchant for Selling Counterfeit Tiffany Jewelry

January 15, 2003

Tiffany & Co. obtained a preliminary injunction from the U.S. District Court for the Eastern District of Pennsylvania to prevent Katz Imports, Inc., a Philadelphia jewelry company, from continuing to sell what it says is counterfeit Tiffany jewelry, according to the law firm of Duane Morris LLP. The law firm said Katz Imports sells counterfeit Tiffany jewelry on eBay using the name "Diamondpaige" and on its Web site, <http://www.pennsylvaniadiamondexchange.com>.

Through its lawsuit against Katz Imports, Inc., Tiffany & Co. is seeking to prevent further sales of counterfeit jewelry, the disgorgement of profits earned from sales of counterfeit jewelry, and other penalties and legal remedies available under both state and federal law.

eBay Reveals PayPal Integration Glitch

January 15, 2003

eBay said it has delayed part of its PayPal integration plans and also revealed a technical glitch. eBay was planning to further integrate PayPal into My eBay, Selling Manager, Seller's Assistant and other eBay pages this week. Specifically, buyers would see the "Pay Now" button change to "Paid" status once payment through PayPal had been made. eBay delayed the feature but said it plans to release it in the near future.

eBay also said that, in a small number of cases, items may appear as "Paid" with PayPal, regardless of the status of the item payment. It is working on correcting the glitch. In the meantime, sellers should check their PayPal accounts to ensure that the item was paid for.

Zoovy Announces Partnership with DropShip Consortium

January 15, 2003

Zoovy, Inc., a provider of auction management and e-commerce solutions, announced it has partnered with AllDropShip.com. Members can

open an online store and sell products distributed for them by a consortium of drop ship partners who provide the products and manage the inventory and shipping.

Merchants can load products and images from suppliers' catalogs into their Zoovy online store. Zoovy will provide AllDropShip.com customers with an e-commerce and auction management platform that gives them the ability to launch, track, manage and process sales through online marketplaces, including eBay, ePier, Yahoo and Amazon.

eBay Aids Sun Microsystems at Convention for Retailers

January 15, 2003

Sun Microsystems is exhibiting at the National Retail Federation (NRF) convention going on this week in New York. Sun is showcasing open, standards-based solutions targeted for the retail store level to headquarters level, through to the distribution center.

"High profile retailers like Gap, Benetton, Swatch, Aerosoles, Quiksilver and others are coming to Sun when they need solid technology solutions to lower their cost of ownership, increase their revenues and better compete in today's marketplace," said Bob DeLaney, director of worldwide retail industry solutions at Sun Microsystems, Inc.

Sun Microsystems said eBay will help it host live auctions daily at the show, where conference attendees can bid on Sun merchandise. eBay and Sun are strong business partners, eBay runs on Sun and eBay is a sales channel for Sun's systems.

January 16, 2003

Hollywood Writer Mystified by eBay's Lack of Humor

January 16, 2003

It takes Chutzpah to list your family on eBay. Especially when you start the bidding at \$5 million.

Steve Young demonstrated Chutzpah, along with an unusual sense of humor, when he posted his "Attractive, Loving, Family of Four" on eBay.

Young explained that no longer *being* young was an obstacle in Hollywood and was looking for a

way to continue writing while supporting his family. He compared his quest for a "savvy family-deprived multi-millionaire" to a Renaissance artist looking for a patron. The auction said in part, "Of course, since you cannot actually sell humans or their parts on eBay, this should be considered a sale of complete family services. It's close enough."

eBay didn't see it that way, and pulled Young's auction the day after he listed it. In fact, eBay pulled the plug within 30 minutes after the NBC Today Show interviewed Young and his family on television, and 15 minutes after the auction received a bid.

Young said he has not heard from the eBay bidder, but said he has received several movie offers as a result of the publicity generated by the unusual auction.

Young is an award-winning prime time television writer, and just wrote and directed a new film, "My Dinner With Ovitiz." His book, "Great Failures of the Extremely Successful," took him 5 years to write. He also writes columns and children's book to support himself. Perhaps he is a "Renaissance Man."

Young said he is trying to get eBay to reinstate his auction. He would consider running the auction on another online auction site if they would allow it.

Young seems a bit mystified by the online auction world. He bought a printer on eBay a few years ago, but never sold anything on eBay before. Young's eBay User ID highlights his sense of humor. When he discovered the ID "steveyoung" was taken, he registered under the name, "theothersteveyoung."

<http://www.aimpress.com/ebayyoung.htm>

Seller Files Legal Proceedings Against eBay

January 16, 2003

Kenneth A. McCready, J.D. was a successful seller on eBay using the ID "Speedy." He claims that eBay kicked him off the site, and he was forced to file for personal bankruptcy as a result.

"I've filed a motion to have eBay held in contempt in my personal bankruptcy case (filed in April) because it was engaged in debt collecting on behalf of those users who alleged I was a fraud," McCready said.

McCready alleges that eBay is acting as an illegal collection agency, an illegal insurance company and an illegal "internet auction listing service" (under a new Illinois put into place in August 2002). In a "Debtor's Petition for Rule to Show Cause, Directed to eBay Inc., Respondent," McCready outlined his frustration in dealing with eBay. He claims eBay "refuses to inform petitioner of a single essential detail which any alleged debtor needs to know in order to pay off the extorters or register the appropriate dispute."

McCready said he was unable to talk to an eBay representative by telephone, and eBay now requires its users to use a Web-based form. He alleges this runs afoul of multiple debt-collection practices law.

McCready said he is preparing a suit to be filed in federal court arising under eBay's alleged violations of federal law (Fair Credit Reporting Act, Fair Debt Collection Practices Act, Federal Arbitration Act, RICO, etc.).

"I'm handling these cases myself because I have a law degree, and who can afford to hire an attorney nowadays?" McCready said. "That would cost me in excess of \$200,000 at least."

"I don't have to win, in order that eBay loses," McCready said. "I intend to widely and broadly spread the news of these laws that eBay's violating, and, if I do not win, the next 30,000 or so plaintiff's against eBay in, say, for instance, its role as an illegal insurer may win."

Auctionworks Will Help Disney Sell on eBay

January 16, 2003

Disney Auctions will begin using Auctionworks software to manage its eBay sales. Auctionworks software and services allow customers to automate their businesses on online marketplaces and fine-tune their selling strategies and inventory selection processes. Auctionworks, an eBay Preferred Solution Provider, said it will provide marketplace intelligence that will enable Disney Auctions to enhance business performance on eBay.

Disney Auctions has been selling on eBay for over two years offering a wide variety of collectibles, general merchandise and unique experiences from several of their brands including: Disney, ABC, and ESPN.

"We're especially proud of our relationship with Disney Auctions as it demonstrates that Auctionworks can help even the most sophisticated sellers improve their eBay sales process and grow their business," said Paul Lundy, Chief Marketing Officer, Auctionworks.

Under the agreement, Auctionworks will enable Disney Auctions to list and monitor inventory on eBay, track customer behavior and financial performance and allow Disney Auctions to process orders on its existing Web site via a customized interface.

<http://www.auctionworks.com>

January 17, 2003

eBay Users Buy \$4.6 Billion in Goods in 4th Quarter-2002

January 17, 2003

eBay said its users transacted a record \$4.6 billion in gross merchandise sales (GMS) during the fourth quarter, 2002. GMS is the total value of items sold. The amount represents a 68% year-over-year increase from the \$2.74 billion reported in the fourth quarter 2001. eBay's gross profit for the quarter totaled a record \$331.3 million.

eBay released financials for the fourth quarter and year ended December 31, 2002 on Thursday. The company reported consolidated net revenues for the quarter totaled a record \$413.9 million, and consolidated net income of \$87 million.

"Our Q4 results capped our most successful year ever," said Meg Whitman, President and CEO of eBay. "Our success goes hand in hand with the success of our vibrant community of users. The strength of our community, the growth of e-commerce, and our commitment to business excellence, all led to these great results."

The best-performing categories in the fourth quarter, all of which generated more than \$1 billion worldwide GMS, were: - eBay Motors at \$4.3 billion - Computers at \$1.9 billion - Consumer Electronics at \$1.8 billion - Books/Movies/Music at \$1.4 billion - Sports at \$1.2 billion

In the fourth quarter, eBay had 27.7 million active users (those who bid, bought or listed over the trailing 12 months); hosted 195 million listings; and had 43,000 U.S. Stores in its storefront service.

GoAntiques Plans New Initiatives after Management Shakeup

January 17, 2003

Online antiques mall GoAntiques has reorganized its management team and board of directors. Ken Buhler, founder of GoAntiques, was removed as CEO and Chairman of the Board, and has left the company to "pursue other interests." Buhler was replaced by CFO Dale Schexnayder, who will now serve as CEO. Former VP of Business Development, Jim Kamnikar, was named new President of GoAntiques.

In addition to the personnel changes, GoAntiques announced that they are launching new ecommerce strategies, including streamlining their shipping processes, switching the platform that the Site runs on to IBM's DB2 running on Linux for more scalability, and changing the way dealers handle transactions on the site.

"In the past, all transactions were executed by GoAntiques," explained Jim Kamnikar. "All payments would then be wire-transferred to the dealers each Friday. With the new system, all dealers will execute their own transactions, and can accept their own payment methods."

According to Kamnikar, GoAntiques boasts 700 dealers in 16 countries, and has over 175,000 pieces of inventory on the site. The company is "very excited" about the new direction and said it is coming off a successful holiday shopping season.

Buhler started GoAntiques 1999. The Louisiana-based company acquired Antique Networking in February 2002, then owned by Kathy Kamnikar. Although most of GoAntiques' employees are based in Columbus, Ohio, no decision has been made about keeping the Baton Rouge offices operating.

<http://www.goantiques.com>

Antiques Roadshow TV Program Inspires New Line of Furniture

January 17, 2003

PBS Television's "Antiques Roadshow" visits cities around the U.S., inviting people to bring family heirlooms and flea market finds for a free appraisal by experts from the leading auction houses and independent appraisers.

And soon, a new line of furniture, based on pieces seen on the "Roadshow" TV program, will be coming to a retail outlet near you. The collection is "inspired by the historical and decorative treasures discovered by Antiques Roadshow on its journey across America," said Betsy Groban, Managing Director of WGBH Enterprises. "Each skillfully designed piece of furniture recaptures the artistry and craftsmanship of a particular time and place, with impeccable attention to detail."

Virginia-based Pulaski Furniture was chosen to produce the furniture, and will start with a collection of approximately 50-55 pieces. The collection will debut at the International Home Furnishings Market in High Point, North Carolina in April, and will consist mostly of American designs. No price points have yet been set for the furniture, but part of the proceeds will go to PBS.

<http://www.pulaskifurniture.com>

Coors Brewing Company Develops Auctions for Charity

January 17, 2003

Coors Brewing Company created a new Web site to auction items for charity. The company will list one-of-a-kind auctions, including signed sports gear, unique experiences and Coors collectibles. CoorsAuctions.com is powered by MissionFish, the nonprofit auction site. Everything for bid on CoorsAuctions.com benefits nonprofits.

Items currently available include four tickets to the January 27th Denver Nuggets - New Jersey Nets game, Coors merchandise like golf bags and neon signs, and a shirt signed by former Bronco defensive legend Randy Gradishar. Everything up for bid benefits the Rocky Mountain Amateur Athletic Union, the Northeast Women's Center, and the Points of Light Foundation.

<http://www.coorsauctions.com>

<http://www.missionfish.com>

January 20, 2003

Online Auction Site Carnaby Disappears from the Internet

January 20, 2003

Online auction Web site Carnaby has been offline for over a week with no explanation to users. Emails to Carnaby bounce back to sender,

and the company's phone rang on Sunday with no answer.

A call to Carnaby's Web-hosting company, MPINet, revealed that the site had an "inactive" status. The MPINet representative said that there were no records that Carnaby had submitted forms to change their DNS and didn't know if the account was permanently shut off.

Carnaby was founded in 1998 by Rick Antunes and Piyush Patel. In May 2002, Carnaby purchased GrabABargain, which has a business model similar to Half.com and was co-founded in 2001 by Rick Antunes' son, Peter Antunes. GrabABargain announced in early January on its announcement board that the two companies had "mutually decided to end their relationship" on December 27, 2002. The GrabABargain site is live and operational.

In September, Carnaby Inc. appointed Michael Palandro as chief operating officer and Alisha Parker as chief financial officer. One month later, it announced it was purchasing Zenith Technology Inc., a public company, from Prime Companies, Inc. The deal, which fell through, would have resulted in Zenith Technology being restructured as Carnaby Inc., the holding company of Carnaby.com.

AutoTrader Licenses Online Auction Patents from MercExchange

January 20, 2003

AutoTrader.com, a leading automotive classifieds site, said it would license patents from MercExchange LLC for Internet-based auction and market processes. AutoTrader.com said its new auction-style buying and selling tool has been built from the ground up to serve the needs of mainstream used-car buyers and sellers, and it will not charge a commission fee.

"We chose to obtain a license for our Auction-Style product because we respect the MercExchange patents," said Chip Perry, president and chief executive officer of AutoTrader.com. "We are creating a product that will fuel our growth in auction-style car buying and selling, and that will further innovate in the dynamically-priced classified advertising space."

In December, AutoTrader ended its relationship with eBay, 6 months earlier than scheduled. AutoTrader.com had provided some of the vehicle listings to eBay's automobile

marketplace. Interestingly, eBay refused to license patents from MercExchange, and the companies are going to court in April over the patent dispute.

AutoTrader.com is a majority-owned subsidiary of Manheim Auctions, Inc., the world's largest operator of wholesale auto auctions since 1945.

<http://www.autotrader.com>

Antique & Collectible Dealer Association Hosts Annual Symposium

January 20, 2003

The Antique & Collectible Dealer Association (ACDA) will be hosting its annual Dealer symposium February 12-14, 2003 at the Opryland Hotel in Nashville, Tennessee. The symposium will be in conjunction with the Heart of Country Antique Show, the Tailgate Antique Show and the Music Valley Antique Show.

Instructors at the ACDA symposium will include Sandra Andacht, Orientalia; Randy & Debbie Coe, elegant glass; Donald Hall, American art pottery; Judith Katz-Schwartz, costume jewelry; David Maloney, research using the Internet; Steve Proffitt, auctions; DiAnna Tindell, hands-on restoration; Fred & Gail Taylor, furniture. Classes are 3 hours in length with hands-on instruction.

The key-note speakers will include Harry Rinker, "Collector Inspector" from HGTV; Ken Hall, nationally syndicated writer about what the celebrities and stars collect; and Steve Proffitt, attorney and auctioneer regarding auctions.

There will be an auction of items donated by the attendees, with proceeds going to St. Jude's Childrens Hospital.

January 21, 2003

The Problem of Deadbeat Bidders in Online Auctions

January 21, 2003

The problem of "deadbeat bidders" has been getting some attention in the mainstream press due to hoax bids on high-profile online auctions. CNN reported on the problem Trek Aerospace had with its eBay auction of a prototype of its SoloTrek XfV flying machine. (Hoax bidding surpassed \$1 million.) Tech TV did a nice piece on the problem; to view the video clip, go to: <http://www.techtv.com/news/shownotes/story/0>.

[24195_3413640_00.html](http://www.auctionbytes.com/24195_3413640_00.html) and click on the button that says Deadbeat Bidders Plague Online Auction.

Early results of AuctionBytes' survey on auction management tools show that users are very interested in tools to detect and prevent deadbeat (or non-paying) bidders. While the FBI told Tech TV the problem is a "nuisance," it's actually a serious problem for online sellers. For high-profile or high-ticket auctions, sellers can use bid verification services from eDeposit and Transrow.

ChannelAdvisor currently offers a program called BidAssure for users of its auction-management services. BidAssure attacks the problem of deadbeat bidders in three ways: through features in an enhanced checkout system, a bid-blocking feature, and a multi-seller bid-blocking network. (The bid-blocking features is only available to ChannelAdvisor's enterprise clients.)

Look for more tools that attempt to aid auction sellers in avoiding deadbeat bidders.

MaestroSoft Announces Partnership with AuctionPay to Enhance Charity Auctions

January 21, 2003

MaestroSoft, provider of event management software, said it has partnered with AuctionPay to enhance offline charity auctions. MaestroSoft provides software to help produce, orchestrate, direct and manage charity auction events. AuctionPay recently launched a new electronic payment processing system to streamline auction cashier lines and improve the guest and volunteer experience.

Data collected and managed electronically by the two companies' systems can now be easily integrated, including bidder check-in and payment type recorded by AuctionPay, and the amount each guest successfully bid, which is recorded by MaestroSoft. Seamless integration of the two software solutions is a significant accomplishment that helps nonprofits save time, easily keep up-to-date, accurate records, and work more efficiently from start to finish.

<http://www.maestrosoft.com>
<http://www.auctionpay.com>

iPIX Releases New Version of Photo Service for Newspaper Classifieds

January 21, 2003

iPIX (Internet Pictures Corporation) announced the availability of iPIXads 2.0, the newest version of its turnkey newspaper solution for uploading and delivering classified photo ads in print and online. iPIXads 2.0 requires no technical integration and allows newspapers to compete in the online marketplace while generating high-margin, incremental revenue.

"iPIXads 2.0 gives our classifieds customers the power to use the online marketplace, along with their newspapers, to sell items faster and easier than ever," said Jack Lail of the Knoxville News-Sentinel. "This offering supplements our existing systems and provides us critical tools to improve classifieds workflow, manage ads, and generate up to 25% in additional ad revenue."

iPIXads 2.0 enables newspapers to offer enhanced online and print services to their local customer base while strongly competing with online-only classifieds providers. Proven features provide a custom, newspaper-branded interface and instant photo upload and edit functions. New features include the ability to post up to 24 photos, often requested by classifieds customers placing a car or home ad, and a powerful Management Console tool that enables newspapers to efficiently queue, approve and completely manage their interactive ads within the ease of a Web browser.

<http://www.ipix.com/links/ipixads>

January 23, 2003

Online Auctions Help Yahoo Japan Boost Quarterly Profits

January 23, 2003

Yahoo Japan's third-quarter profit more than doubled from the same period the year before, the company reported. Dow Jones Newswire reported that revenue from Yahoo Japan's auction operations rose 25% from the previous quarter. The newswire said Yahoo Japan began charging listing fees in mid-April and began charging bidders in May.

Rival eBay closed its Japanese operations effective March 31 last year after admitting a rare defeat to Yahoo in the auction space. eBay said it was late to the Japanese market and entered when Yahoo!/Softbank had already gained a lot of momentum through its Internet portal. eBay is not giving up on Asia, and has established itself in Korea, Singapore and

Taiwan and made investments in China through Eachnet.

DealTime Shopping Tool Reports Record Holiday Shopping & Revenues

January 23, 2003

DealTime ranked as the third most popular online shopping site throughout December 2002, according to comScore Media Metrix. The company said annual revenues were \$29 million and was profitable for the second half of 2002. DealTime also tripled its merchant base.

"Among DealTime's 1,500 merchants are hundreds of small merchants, who come to us directly or through our partnerships with such sites as Zoovy and Miva," according to a company spokesperson. "We do not presently include online auctions, although we do feature keyword links to eBay in most shopping searches."

January 24, 2003

User Sues eBay over Feedback System

January 24, 2003

Reuters is reporting that Robert Grace, publisher of a Los Angeles legal newspaper, has sued eBay and Hollywood memorabilia dealer Tim Neeley this week in a California Superior Court after the Web site refused to remove negative comments Neeley made after selling Grace six vintage entertainment magazines. The lawsuit goes to the heart of eBay's Feedback System, a method for rating a transaction that ultimately helps establish a member's reputation.

According to a survey conducted last month by AuctionBytes in cooperation with TIAS.com, 29% of the 1,000 respondents thought eBay's feedback system was fair or poor; 35% thought it was adequate; 29% felt the system was very good; and 7% rated it excellent. In addition, 19% of respondents had received retaliatory feedback within the last 6 months.

In an AuctionBytes article announcing the survey results, eBay spokesperson Kevin Pursglove was quoted that he "wouldn't be surprised to see an announcement about changes to the feedback system in the next 2-5 weeks. We're always looking for ways to improve feedback. But when you weigh it overall, I think it's a very effective system."

<http://www.auctionbytes.com/cab/abu/y203/m01/abu0087/s02>

<http://www.auctionbytes.com/forum/phpBB/viewtopic.php?t=3065>

c2it Online Payment Service Institutes Fees for Payment Senders

January 24, 2003

c2it will institute fees for certain functions of its online payment service in mid-February. Previously it was free to use the service to send money domestically. Effective February 23, the company will charge 2% of the value of each transaction, with a 30-cent minimum. Since there is a limit of \$500 a day on how much money can be sent, the maximum fee paid in one day by users will be \$10 for using that feature. It is still free to "get cash" and "transfer cash," but will cost \$3 to request a check. c2it will not change its fees for international transactions.

c2it also said members will no longer be able to add cash to their accounts from linked MasterCard or Visa credit or debit cards. Members will be able to "add cash" from their linked bank accounts. ("Send cash" transactions may still be funded by linked credit and debit cards.)

<https://www.c2it.com/C2IT/FeesDisplayoff>

Amazon Announces Profitable Year, Extends Free Shipping

January 24, 2003

Amazon.com Inc. announced financial results for its fiscal year ended December 31, 2002. Pro forma net profit was \$66 million, compared with a pro forma net loss of \$157 million last year. Net sales grew 26% to a record \$3.933 billion.

Third-party seller transactions (new, used and refurbished items sold on Amazon.com product detail pages by businesses and individuals) grew to 21% of worldwide units in the fourth quarter, compared with 16% of units a year ago.

Amazon also said it will make Free Super Saver Shipping on orders over \$25 a full-time, year-round offer.

A conference call Webcast Thursday will be available through March 31, 2003, at <http://www.amazon.com/ir>

January 27, 2003

Five-Hour eBay Glitch Leaves Sellers and Vendors in the Lurch

January 27, 2003

eBay's Web site was returning error messages on Sunday to vendors that use the auction site's API to access the site for their customers. eBay said that between 9:45 am to 2:30 pm PST on Sunday, "some members experienced difficulty accessing multiple eBay functions on an intermittent basis. Those functions most affected included Seller Search and View Seller's Other items, Bidder Search and certain tabs in My eBay." The announcement went on to say, "In addition, many third-party providers, including PayPal, would have experienced intermittent difficulty accessing eBay through eBay's API. This would have resulted in difficulty for eBay members using those services."

Sellers posted messages on auction forums, voicing concerns about error messages when posting auctions. They also voiced concerns that buyers might be unable to find their items, since the search function was affected by the glitch. Sundays are popular days for launching auctions to eBay. Many auctions end on Sunday since it is one of the busiest days of the week for shopping on eBay.

eBay also stated in its announcement related to Sunday's glitch, "The ability to view items, search for items, bid and list items were available throughout the day, though some members may have experienced very brief difficulties with some of these functions on occasion."

The technical problems seemed unrelated to the worm that attacked many Internet sites on Saturday. Experts predict the worm may resurface on Monday as people return to their offices.

There is no word on whether eBay will credit fees to sellers for auctions affected by the glitch.

PGA Tees Off with eBay in Multi-Year Agreement

January 27, 2003

PGA Tour, a membership organization of professional golfers, will auction golf "experiences" and memorabilia on eBay. The organization signed a multi-year agreement to auction PGA Tour items exclusively on eBay Sports. In addition to day-to-day auctions, PGA

Tour will host six marquis auctions annually. A portion of the proceeds from the auctions will go to The First Tee, a World Golf Foundation initiative that uses the game of golf to help youth learn critical life skills such as problem solving, self-discipline, and resistance to peer pressure.

PGA Tour will promote its eBay charity offerings on its own Web site and during tournament coverage. The golf category is a popular category within eBay Sports, offering more than 50,000 golf items daily, and generating more than \$150 million in gross merchandise sales in 2002.

<http://www.ebay.com/pgatour>

<http://www.pgatour.com>

Collectors Universe Announces Management Changes at Coin Auction Division

January 27, 2003

Collectors Universe Inc., a leading provider of value-added grading and authentication services and products to dealers and collectors of high-end collectibles, announced management transitions within the Company's coin auction division Bowers and Merena Galleries.

Paul Montgomery has been named President of Bowers and Merena Galleries, assuming the day-to-day functions of past President David Bowers and Vice President Christine Karstedt, effective January 22, 2003. Founder Q. David Bowers is considering an offer from the Company to remain in a position at Bowers & Merena that will allow him to devote more of his time to numismatic projects, marketing activities and promotional programs for Bowers & Merena. Christine Karstedt has left the Company to pursue outside interests.

Bowers and Merena Galleries is a coin auction firm, holding the most records for sales of individual U.S. coins. It offers coins monthly on eBay through the Bowers and Merena Express Internet Auctions and through quarterly catalog auctions that use telephone, in-person and Internet bidding.

<http://www.collectors.com>

January 28, 2003

eBay Liquidator Bites the Dust: ReturnBuy Files for Bankruptcy

January 28, 2003

ReturnBuy Inc., a liquidator claiming to be one of the top 5 sellers on eBay, filed for bankruptcy

last week. Recently named in *Internet Retailer* magazine's list of Top 50 "Best of the Web," ReturnBuy sold returned merchandise on eBay under the names "BrandNewBuy," "ReturnBuy" and "Real Crazy Mo." ReturnBuy may owe creditors as much as \$10 million.

Lawrence Snapp and Jeffrey Rogers founded ReturnBuy.com as IvyVentures.com in the fall of 1999 with the aim of reinventing the way returns are handled. They sought to offer a new channel of virtually new, top-of-the-line merchandise to shoppers looking for a deal. ReturnBuy used eBay and their own Web site to reach those shoppers, and operated a brick-and-mortar outlet store in Columbia, South Carolina.

eBay participated in ReturnBuy's \$15 million second-round funding completed in mid-March 2001. eBay has also made investments in other partners, including FairMarket and ChannelAdvisor.

Walt Shill, ReturnBuy's President and CEO, told the Washington Post late last week that ReturnBuy had agreed to be acquired by a \$4 billion company, and that "the Chapter 11 process is one to basically allow us to restructure debt and restructure our cost structure."
<http://www.returnbuy.com>

UK Wholesaler Selects FairMarket Platform for B2B Marketplace

January 28, 2003

UK-based Total Home Entertainment (THE) has launched a B2B inventory-clearance commerce site using the FairMarket platform. THE is the UK's largest combined wholesaler and distributor of books, audio, video, multimedia and computer games. The company will use the FairMarket platform to develop and host a commerce site where "jobbers," market traders and wholesalers can purchase pallets of overstock and returned CD's, videos, books, DVD and other entertainment products. THE will sell items using both auction and fixed price sales formats. FairMarket's B2B commerce platform provides solutions that help companies automate the process of selling their inventory to wholesale buyers.

<http://www.4-a-song.com>
<http://www.fairmarket.com>

eBay Announcing Changes to Feedback Display

January 28, 2003

eBay will introduce a "Seller Information Box" on the description page of items for sale on its site to make it easier for potential bidders to review a seller's feedback. The Feedback System itself is not changing, and the new box is expected to appear in auctions in February.

The new Seller Information Box will provide the seller's User ID; feedback rating; the percentage of unique positive feedback points; the seller's date of registration with eBay; and their country of residence. A new link entitled "Safe Trading Tips" will be included in the box, along with links to "View seller's other items" and "Ask seller a question."

The information in the new box is currently available to all eBay buyers on different pages, but will be provided in a single location under the new display format.

eBay said it believes the new box will "make this important information even easier to find, and empower members to make the best decision about their potential trading partners."
<http://pages.ebay.com/help/confidence/abpreviews.html>

January 29, 2003

eBay/PayPal Fraud with a Twist: International Money Laundering

January 29, 2003

A new scam is targeting PayPal users that may have international money-laundering implications. The scam works like this: A company located in Estonia sends an email asking the recipient if they would become the company's U.S. representative. They have "discovered" eBay, but need the recipient to help them process eBay auction payments through the recipient's PayPal account.

The email explains that since PayPal does not accept users registering from Estonia, and since checks take too long to arrive with a "very high interest rates in local banks," they need to make use of the recipient's PayPal account. They promise to give 10% of sales to the PayPal user simply for forwarding on the money.

"We mean about \$2,000 turnover per week, yours will be about \$200.00," the email reads. "All you will have to do is forwarding the payments arriving to your account and the merchandise is shipped separately, you will not have to take care of it."

A retired police captain who received one of the emails said, "I can most times smell a scam, and I really feel sorry for the person who might fall for this scam. I can see the report now, "I sent the money overseas and they were supposed to send you the item." The problem here is that the buyer sent YOU the Money for the item and you are in the USA holding the bag."

A warning on the "Security Tips" page on PayPal's Web site reads, "Do not use your PayPal account to collect and transfer money for someone else. This type of activity is often conducted as a form of money laundering. Money laundering is a state and federal crime which often results in significant criminal penalties."

eBay acquired the online payment service PayPal in October 2002. A spokesperson did not get back to AuctionBytes by press time.

Visit the AuctionBytes Fraud Resource Page for more information:
<http://www.auctionbytes.com/cab/pages/fraud>.

eBay Launches B2B Portal Page

January 29, 2003

eBay launched another "hub" portal page Tuesday, this time in the B2B category. eBay portal pages focus on a particular area and are useful starting pages for interested buyers. eBay has portal pages in various categories, including consumer electronics, sports, aviation and vintage toys.

The new portal will link to eBay auctions of interest to businesses, including capital equipment and wholesale lots.

eBay said that its restaurant and foodservice category grew 88% in 2002, generating \$21 million gross merchandise sales (GMS). The metalworking equipment category grew 53%, generating \$34 million GMS, and the construction and agriculture equipment categories grew an average of 115%, generating \$31 million GMS in 2002.

<http://www.ebaybusiness.com>

Sothebys.com Hosts 'Women With Heart' Charity Auction

January 29, 2003

Sothebys.com will host Platinum Guild International USA's "Women With Heart" charity auction. Six actresses, musicians and supermodels personally designed platinum heart pendant necklaces that will be auctioned off to benefit each star's chosen charity. Online bidding began Monday on Sothebys.com and runs through February 10th, 2003.

<http://www.sothebys.com>

January 31, 2003

HammerTap Releases Online Auction Service Powered by ChannelAdvisor

January 31, 2003

HammerTap released HammerTap Manager, a Web-based auction management solution for online auction sellers. HammerTap Manager is a branded version of ChannelAdvisor Pro from ChannelAdvisor Corporation, an eBay Preferred Solution Provider located in North Carolina.

HammerTap offers online auction software applications including BayCheck, BayCheck Pro, FeeFinder, BidderBlock, PowerTool, and BayMail. Andrew Walton, President of HammerTap, said customers were always asking him for an auction-management tool to round out his offerings. "We chose to work with ChannelAdvisor because it offers users a good bargain at a flat-rate price."

HammerTap Manager runs on ChannelAdvisor's server, with the same features and pricing as ChannelAdvisor Pro. It includes image-hosting, automatic email, invoice, and feedback handling, custom auction ad templates and scheduled auction listing, advanced inventory control and detailed auction tracking. It works with eBay, eBay Motors, eBay Stores, Yahoo Auctions, and Amazon Auctions, and costs \$29.95 per month with no per-auction fees. HammerTap is offering users a free 2-week trial.

<http://www.hammertap.com/manager>

eBay Launches New Version of Turbo Lister Software

January 31, 2003

eBay launched a new version of Turbo Lister, its free desktop-based bulk-listing application designed to help sellers launch items to eBay.

The new version includes Support for eBay Australia, France, Spain, Netherlands and

Belgium (French and Dutch); support for additional photos for eBay Motors vehicles listings and Vehicles Picture Pack; and support for the Buy It Now feature for Sothebys.com listings.

New users may download Turbo Lister at no charge. Current users can upgrade their program by selecting, "Tools" > "Check for Program Updates" in the program. System requirements include: Microsoft Windows 98, ME, 2000, XP, NT; 100 MHz processor; 32 MB RAM; 30 MB free hard disk space; and Internet Explorer v5.01 or later.

http://pages.ebay.com/turbo_lister

San Antonio Brewery Memorabilia to Be Auctioned February 4

January 31, 2003

DoveBid Inc. will conduct a Webcast auction of Pearl Brewery assets and memorabilia on behalf of Silver Ventures, Inc. The historic Pearl Brewery of San Antonio, Texas has been closed since April 2001.

Among the items of memorabilia are: Neon signs and various signage for Schlitz Malt Liquor, Lone Star, Pabst Blue Ribbon, Jax, & Pearl; Judge Roy Bean Gift Shop; Display cases with old beer cans; and more.

The auction will be held on Feb. 4, 2003 beginning at 9:00 a.m. Central Time at the Jersey Lilly Ballroom located on the Brewery site at 312 Pearl Parkway in San Antonio, Texas. To participate in the auction, buyers may bid live via the Internet or attend in person.

<http://www.dovebid.com>

Barnstable Airport May Become the Next Half.com

January 31, 2003

If Buzzmarketing has its way, the Barnstable Airport on Cape Code could be renamed for a corporation, similar to many sports stadiums (and even one Oregon town). The Super Bowl was played in "Qualcomm" Stadium last weekend, named after a telecommunications company.

Marketing firm Buzzmarketing believes renaming the airport could bring the town \$1 million in newly found revenue. The company is famous for convincing the town of Halfway, Oregon, to change its name to Half.com, an online retailer of used books, music and movies.

19 days after the name change, eBay initiated discussions to acquire Half.com.

"Towns across the country are faced with budget cuts, and a naming rights program can bring in much-needed revenue to close budget gaps. It's better than raising taxes," said Buzzmarketing President Mark Hughes. "We've sent a detailed proposal to the Barnstable Town Manager, who is interested in exploring this further. Not only would Barnstable receive a significant windfall, but it would receive the panache of being the first community in the nation to use this creative method of revenue generation."

Hughes' idea to change the name of Halfway, OR to Half.com for the year 2000 allowed the town to purchase snowplows, computers for the school, and the town's own Web site that enabled 75 local businesses to get online at no cost. This naming program catapulted Half.com onto the Today Show, the New York Times, The Wall Street Journal, Time magazine, and other print publications totaling over 40 million impressions.