

BUETTNER SEES EYE-TO-EYE WITH TRANZON, JOINS NATIONAL ACCELERATED MARKETING AND AUCTION GROUP

Richmond, VA March 26, 2004 – Sales, marketing and auction guru **Andrew L. Buettner** has joined the **Tranzon, LLC** team as an accelerated marketing specialist, working with the Virginia-based Tranzon Fox group from offices in Maryland.

Buettner, who is based in Maryland's Anne Arundel County, is charged with developing Tranzon's auction business in the Mid-Atlantic. A particular emphasis is on building Tranzon's relationships within the real estate profession.

He has been actively involved in the auction field for more than 25 years, a time period that partially overlapped with his 40-plus year's business of selling eye glasses to the optical industry on a wholesale basis.

His commitment to the healthcare industry is evident in active roles in numerous public service projects. In the late 1960s, he assisted University of Maryland ophthalmologist Dr. Richard Richards with the establishment of the **Maryland Eye Bank**. Later, he teamed with a family practitioner from Baltimore's Belair Road corridor and a local drug addict to create **Man Alive**, a methadone treatment program gearing towards helping heroin addicts kick their habits.

Additional community service work on behalf of the senior citizen community involved acting as a guardian, with powers of attorney, assisting the elderly to smoothly transition into nursing and convalescent facilities.

This later work attracted the attention of *Express Auction Marketing Specialists*, which hired Buettner in 1997 as its director of retirement & senior services. Since that time, he has been one of their top producers, working with real estate agents to sell properties via the accelerated auction marketing method and negotiating deals with top brokers to help sell targeted properties at auction as well. Buettner also developed a virtual tour picture business in 1998 in association with ImageMaker360.com, a company with international roots, and has used this method as an additional selling tool for properties.

Tranzon, with national headquarters in Richmond, VA, has 11 member companies and 22 offices coast-to-coast that together conducted auctions, sealed bid sales and liquidations in more than half the U.S. states and the District of Columbia last year. Tranzon professionals specialize in providing real estate and business asset and liquidation auction and accelerated marketing services to corporations, financial institutions, trustees, individuals and estates throughout the U.S.

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