

THE KING OF FREQUENTLY ASKED QUESTIONS:

HOW MUCH IS MY TABLE WORTH?

As a manufacturer of new tables, we have no involvement in the market for used or collector tables. Assuming you DID find someone willing to provide an estimate on your table's value, sight unseen, there is a good chance no two people's guesses would be exactly the same. So:

IT IS COMPANY POLICY NEVER TO COMMENT OR SPECULATE ON THE VALUE OF ANY EQUIPMENT AND OFFER NO SUGGESTIONS ON PRICING OR VALUE.

If we provided estimates, it's certain we will get an angry call from someone saying "Your guy said this table was worth \$XXX and nobody wants to pay me more than \$XX."

The best way to determine your table's value would be the **supply, demand and condition of used equipment in your area**. In some areas used coin operated or pro grade tables are very difficult to find, in others they are widely available. You might also consider a personal inspection by a local Distributor or Operator. Photos are of little help, anyone who has purchased something from Ebay or Craigslist that "looked nice in the photos, but in person..." can relate.

We get requests for a "Blue Book value" for old pool, hockey, foosball or shuffleboard tables. There is no "Blue Book." Ultimately, a Blue Book exists because millions of used cars in a wide range of conditions change hands each year. Not only are collectors and dealers involved, but so are insurers, adjustors, loan agents, law enforcement, courts, etc. There's just not enough activity on the game table market to justify a Blue Book.

Further complicating things, Champion and Connelly both sell a number of products that are for all intents and purposes, custom builds. Factoring in variations in sizing, finish, wood species, trim pieces and other freestanding options, there are simply too many possible combinations for any appraisal—even from someone seeing it in person-- other than a Really Good Guess.

Assuming someone can provide a guess on a value range for your table, the next step should be to tune in to an episode of "Pawn Stars." Someone will bring in some old artifact. Their Historical Expert comes in and appraises it for "somewhere between \$400 and \$20,000." They ask the owner how much he wants, and he always says "\$20,000." So, another reason why we stay completely out of the "What my table is worth" discussion...

**What something is worth is COMPLETELY IRRELEVANT
Usually you want to know what someone wants to pay for it.**

("Your guy said this table was worth \$XXX and nobody wants to pay me more than \$XX.")



It is worth mentioning that due to parts availability issues on older (usually coin operated) tables: any table in full working order without visible damage WILL almost always be more desirable. Wear items can be replaced, structural and finish elements are more difficult or impossible to restore to new condition.

Now some are asking to find out what an insurer will pay for their table. Again, your best bet is to start with a Dealer who knows the retail price of a new table and may have some experience with used tables for a proper appraisal. If you feel your table has special or collectible value, discuss a **PERSONAL ARTICLES FLOATER** with your insurer now and have it added to your policy. Too often we get the call from someone upset that their insurer only wanted to pay \$xx for that old table they insist is worth \$xxxx and think we can provide backup to change their minds. The penalties for Insurance Fraud vary according to the dollar amount, with smaller sums a misdemeanor and increasing into felony territory. We'd prefer not to learn any more than that.

Note that after an 8-year grace period, we are no longer honoring Lifetime Warranties on Connelly Products manufactured under prior ownership.

And last, keep in mind you are often competing with someone willing to do ANYTHING to get "that thing" OUT of their basement- even paying someone to take it. If you are this person, consider contacting Youth Centers, the VFW or American Legion, Church groups, College Fraternities with their own house or lodge, the list is long and varied.

COULD MY TABLE BE RARE AND VALUABLE ENOUGH TO RESTORE TO NEW CONDITION? DO YOU STOCK OEM PARTS FOR ME TO DO A FULL RESTORATION? CAN YOU WALK ME THROUGH RESTORING IT STEP-BY-STEP? We have sold many thousands of tables over the years. From a collectibles standpoint, a vintage Champion, Connelly, Tornado, Valley or Dynamo table—restored or not-- is not a "winning lottery ticket." As seen above you may need to beg someone to take it off your hands. If you have a table you want to restore, don't worry about getting it to accurate factory-new condition (and keep in mind, parts availability may be a problem, a BIG problem on tables more than 40 years old). Have fun with your project and get it where you can enjoy looking at it, playing on it, and bragging to your friends how hard you worked on it.