sit-up
trio simulator

user manual

v1.2

contents

what is the sit-up trio?

In the year 2000, sit-up Ltd. launched auction channel **bid-up.tv**. The channel consisted of televised rising price auctions, with viewers phoning in to place bids on the featured products. Later, the channel began to feature falling price auctions, in which the price of the item kept falling until the viewers purchased all of the units available. bid-up.tv became **bid tv** in 2005, then was rebranded as **bid** in 2011.

price-drop.tv was launched in 2003 and solely featured falling price auctions. This channel became **price-drop tv** in 2005, and later **price drop**.

The third channel to launch was **speed auction tv**, in 2005. Like bid tv, this began with rising price auctions, but then became exclusively falling price in 2008.

This software allows you to simulate each of the three channels, with both rising and falling price auctions. You are able to create your own custom lots, specify a start price, choose which studio and graphics set to use, and control the prices, camera angles, graphics elements and sound.

The game takes into account phone charges, postage and packaging costs, and bidder interest, and each phone call/bid placed by a viewer is simulated. Some auctions will be more popular with viewers than others, meaning you will sometimes be required to close at a lower price than normal.

You are scored at the end of each auction, and your total profit is saved. Can you run the channels while making a profit, or will you end up costing the company money?

how do the auctions work?

rising price

In a rising price auction, viewers bid from a starting price. Each auction has a limited quantity of a certain product available, which determines the maximum number of winning bidders possible. For example, a quantity of 15 would mean the 15 highest bidders get the item. Regardless of the bids placed, every winning bidder pays the lowest winning bid.

To bid, viewers:

- Dial the telephone number
- Key in their bid, followed by the # key
- Press 1 to confirm

This software can simulate timed speed auctions, or can run until the auctioneer thinks the time is right to close the auction.

falling price

The auction begins at a 'guide price', and drops lower and lower until all available units are sold. No matter what the price is when the viewer phones, they all pay the final closing price.

The lower the price, the more likely viewers are to phone in and buy. The auction closes when the available quantity reaches zero.

To buy, viewers:

- Dial the telephone number
- Press 1 to buy

Viewers may also bid online before the auction begins. If the price drops below their bid, the quantity will be reduced by 1.

getting started

To start an auction, fill in the lot details as outlined in page 5, then move on to the auction screen detailed in page 6. Set up and configure the graphics and sound the way you like, then open the auction and wait for bidders. The aim of the game is to maximise your score and profit. Too many 'megadrops' will have you making a loss, while overly high prices will not tempt many buyers. For the best scoring, try and make sure your auction doesn't last more than seven minutes. High quantities will require you to drop your prices to lower than normal to finish within the target time.

options

It is now possible to save up to 5 custom pre-set ticker texts which can be loaded into the custom ticker in the auction screen, and up to 5 pre-set DOG texts for the final generation arrow graphics.

Click the **options** button on the main menu to access the ticker and DOG options. Enter your text and press **save**.

creating an auction

On the **main menu**, clicking **create an auction** will take you to the following screen:

This screen is used to input the information required to create an auction.

Auction Type - Choose between falling price, rising price or multiple choice auctions.

Item - Description of the product for sale. This will appear on the scrolling product ticker.

Guide Price - The retail price of the item, and the start price in a falling auction.

Quantity - The number of units available for sale.

Bid From (Rising Only) - The starting price of a rising price auction. Most of the time this is £1.

Time Limit (Rising Only) - Choose between a 4 minute speed auction, or an untimed auction.

Choice Type (Choice Only) - Enter the type of choice available (eg. Colour, Size).

Choices (Choice Only) - The options viewers can choose from (eg. Small, Medium, Large).

Choice Quantities (Choice Only) - Enter the starting quantity for each choice.

Phone Number - The number on-screen for viewers to dial.

Phone Charge - The amount viewers are charged for the phone call.

P&P Charge - The amount viewers pay per item for postage and packaging.

remember previous control panel configuration

This toggle box at the very bottom of the screen will allow you to begin the next auction with the same control panel options as the previous one. For example, if you have 'snow' enabled, and your own ticker text present, the next auction will retain these settings.

auto-fill

The **auto-fill** buttons next to the item, guide and quantity buttons allow you to auction a random item. These product category buttons will fill in the details of products randomly picked from a selection of over 200 lots featured on the channels.

The **auto-fill** buttons next to the choice options will fill in some pre-set clothes sizes, colours or bedding sizes.

The **auto-fill** buttons next to the phone details will fill in the phone numbers, charges and postage costs using values commonly seen on the channels.

Once everything is filled in, click **next** to select a graphics set to use. Click **next** again to select a studio to use. When you are ready, click **start.** This will take you to the **auction screen**.

the auction screen

After creating an auction you will be taken to the following screen:

This screen is where the auction is run. It is split into four main parts.

Output - The auction as seen by the viewers.

Controls - Buttons and toggles to control the auction and graphics.

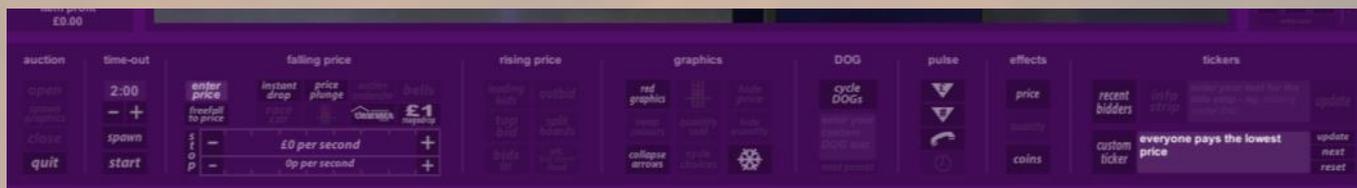*Audio -* Cue music and sound effects.

*Stats -* Details of earnings, costs, phone lines.

output

The main part of the auction screen is the **output**. This is what the viewers see.

controls

This is the main control panel for almost every aspect of the auction. Below are details on what each button does, including any keyboard shortcuts in brackets. These shortcuts can be customised by the user in the configuration window that appears when launching the game.

auction
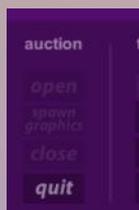
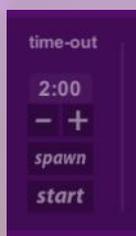This section is used to open and close the auctions.

Open (Home) - Releases the phone lines, allowing viewers to bid.

Close (End) - Closes the phone lines and declares the lot 'gone'.

Spawn Graphics (Insert) - Switches on the buying graphics

Quit / Exit (Escape) - If auction is closed, takes you to the Report screen. If still open, exits to main menu.

time-out

This section is used to add a time limit to the auctions. Use the **plus** and **minus** buttons to increase or decrease the timer, then hit **start** to begin the countdown. When the time reaches zero, the auction will close. If the auction is not yet open when you hit **start**, the auction will also open. Watch out though - there is a score penalty if the auction is closed with stock remaining. Some graphics sets allow the timer to **spawn** before starting the countdown.

falling price

This section is used to control the price.

Enter Price - Click this box to enter a price you wish to drop to.

Instant Drop (Down Arrow) - Instantly drops the price to the value entered in **enter price.**

__- or + -__ Increase *( ] #)* or decrease *([;)* the pounds (top meter) or pence (bottom meter) drop rate.

__Stop Auto-Drop__ (—) - Resets the drop-rate meters to zero.

__Freefall to Target__ (=) - Drops the price (at the rate set in the meters) to the value entered in **target price**, after which the drop rate meters are reset to zero.

__Price Plunge / Auction Avalanche / Bells / Race Car / Race Lights / Clearance -__ Plunges the price to the value entered in **target price**.

__£1 Megadrop__ (D) - Drops the price to £1.

The lower the price, the more likely viewers are to buy. If your auction is lasting too long, you may need to drop the price extremely low to shift the product, and some items may be more popular than others.

rising price

This section toggles rising price graphics elements.

__Leading Bids__ (L) - Toggles on and off the leaderboard showing the highest winning bidders.

__Outbid__ (O) - Toggles on and off the outbid board showing the most recently knocked out bidders.

__Top Bid__ (T) - Toggles the board showing the highest bid.

__Bids In__ (I) - Toggles the board showing the number of bids placed.

__Split Boards__ (P) - Toggles on and off the combined leaderboard and outbid board.

__Alt. 'bid from' Font__ - Toggles the alternate 'bid from' font used in certain graphics sets.

The more bids placed, the higher the price will go. Close the auction when it reaches a price you are happy with, or when you think bidders have had enough. If you are running a timed 'speed auction', the auction will close automatically after 4 minutes.

graphics

This section is used to control the auction graphics.

__Red Graphics__ (R) - Turns the graphics into 'warehouse clearance red'.

__Swap Colours__ (S) - Swaps the main colours of the graphics in certain graphics sets.

__Collapse Arrows__ (Tab Key) - Moves the auction arrows to the bottom of the output.

__Race Lights__ (0) - Animates the speed auction race lights.

Quantity Sold - Toggles between showing either the quantity sold in the auction, or quantity left.

Cycle Choices - Displays remaining quantities of item variants in a choice auction.

Hide Price (J) - Hides the 'now at' graphic. On the chevron graphics, having this turned on before spawning the graphics will allow you to delay the spawning of the price.

Hide Quantity (K) - Hides the 'quantity left' graphic. On the chevron graphics, having this turned on before spawning the graphics will allow you to delay the spawning of the quantity.

Snowflake (X) - Toggles the Christmas snow graphics on or off.

DOG

This section controls the DOG at the top right of the output.

Cycle DOGs - Cycles through a selection of channel logos.

Enter Custom DOG Text - Enter text to be displayed on the DOG in certain graphic sets.

Next Preset - If you have DOG presets saved, this will load these into the DOG.

pulses

These buttons toggle on or off pulsing animations on the graphics. From top to bottom they are: price *(1)*, quantity *(2)*, clock *(4)*, and phone number *(3)*. Holding the *Shift key* while pressing these will allow multiple elements to pulse at the same time on the pence graphics sets.

effects

These buttons toggle on or off the particle effects on the auction graphics. From top to bottom they are: price *(5)*, quantity *(6)*, and coins *(7)*.

tickers

This section controls the scrolling tickers at the bottom of the output.

Recent Bidders (B) - Toggles on and off the ticker showing the 6 most recent bidders. This can be switched on at any time, but will only display the ticker when a minimum of 3 bids have been placed. Holding the *Shift* key while pressing this will spawn the bidders ticker with the names already animating, as opposed to spawning with a blank ticker bar.

Custom Ticker (C) - Toggles on and off the ticker containing custom text. Enter your text in the field to the right of the toggle, and click *Update (Shift+C)*. *Reset* will return the custom ticker to its default text, which varies depending on which graphics set is in use. *Next* will allow you to cycle through any saved pre-sets entered in the options screen.

Info Strip - Toggles on and off the strap of information in the speed auction rising graphics, and the chevron graphics. Enter your text in the field to the right of the toggle, and click *Update*.

camera

This section is used to control the camera angles seen in the output. There are four camera angles for each part of the studio.

Left Presentation Area (F1-F4) - 2 wide shots, 2 close-ups

Right Presentation Area (F9-F12) - 2 wide shots, 2 close-ups

Centre Area / Gavel Area (F5-F8) - 3 varying shots, 1 gavel close-up

Webcam - If you have a webcam connected, this button will switch it on and display the cam feed instead of the studios.

Screens - These buttons will allow the display screens in the studios to show alternate graphics.

audio

This panel is used for cueing any auction music or sound effects.

music

The slider at the top is the volume adjustment. The **Stop** *(M)* button instantly stops any music track currently playing. The **Restart** *(N)* restarts the current track, or last played track.

There are a range of music tracks from the channels. Clicking a track button will toggle the music on or off. Each track will loop when finished, except ones marked '4 minute', which will play once.

sound

Beat *(,)* **-** Toggles on and off the looping heartbeat sound effect.

Siren *(.)* **-** Plays the bid-up.tv speed auction siren.

Race Car *(/)* **-** Plays the speed auction tv race car sound effect.

stats

This panel gives detailed reports on the current status of your auction.

Phone Lines

There are 25 phone lines in the game. When a bidder dials the number, a phone line lights up yellow. When they confirm their bid, it turns green for a few seconds, then the line is clear. If the viewer hangs up, or is cut off, the phone line turns red, then clears after a few seconds.

Below this panel are details on calls placed, money earned from phone calls, and money earned from postage and packaging. Sometimes a 'web bidder' may enter, meaning you lose out on phone revenue.

The bottom panel shows the unit cost of the item for sale, and the profit so far.

Try to sell as high above the 'unit cost' as you can, while still keeping bidders interested.

the auction report

After completing an auction and clicking *Exit* you will be taken to the following screen:

This screen gives an overview of how the auction went, showing a breakdown of earnings, costs and profits. Your profit and score is saved and your performance can be viewed in the *Statistics* screen, accessible from the main menu.

support

If you have any comments or queries, feel free to contact me using the form at:

simulations.offtherailsmedia.co.uk/contact