

Auctioneer

APRIL 2014

The official publication of the National Auctioneers Association

Using sales'

DIRTY WORD

Is there a good time
to say "no" and
walk away from a
potential sale?



ALSO INSIDE:

- Understanding
UCC 2-328
- NAA State Leadership
Conference recap
- Nominating
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endorsements



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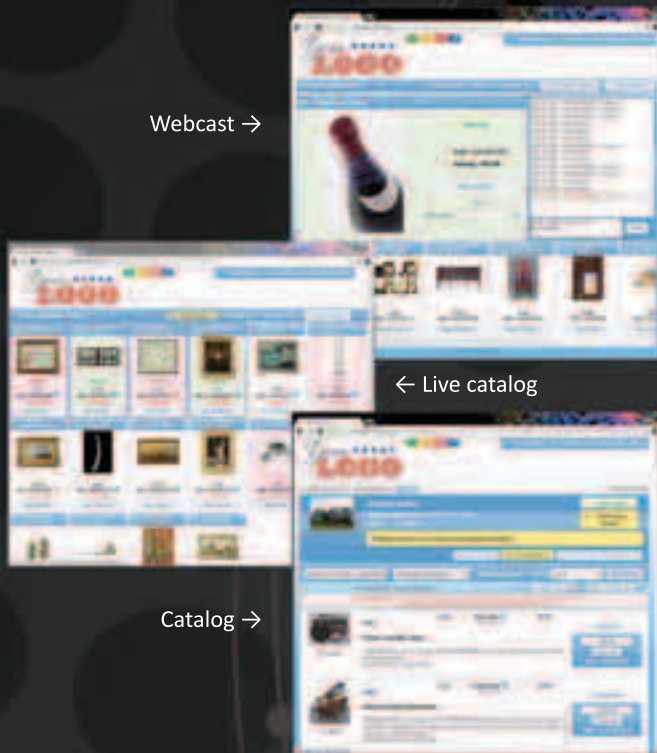
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Paul C. Behr
CAI, BAS, NAA President

National Auctioneers Association President Paul C. Behr, CAI, BAS, joined NAA in 1981. A three-time World Champion Auctioneer, Behr was the first IAC Champion in 1988 and has conducted over 8500 auctions in his 42-year career. Behr is President of both the World Wide College of Auctioneering and the World Automobile Auctioneers Championship. Also, he has served on the CAI Board of Governors. Behr makes his home in Denver, Colo., with his wife, Suzanne.

NAA in sync

In early March, I had the opportunity to attend the NAA State Leadership Conference. Despite snow, ice and frigid cold, more than 40 auction professionals gathered and spent two days sharing ideas about what could strengthen the auction industry.

I had a great time because it was definitely Auctioneers Helping Auctioneers (AHA!).

I love it when people in the auction industry get together. Even if we have never met each other, we tend to bond over a passion that all of us have — holding an auction. What I see happening in our industry is exciting! NAA and the National Auctioneers Foundation are in total sync, as are the NAA and the Education Institute, as are the NAA and NAA Auxiliary. And now, I see state associations that are thriving and being innovative, while I see NAA working with them to make the whole profession stronger.

I also learned how much NAA offers our members. If you have time, go through the Downloads page at auctioneers.org. There are tools and techniques for you to use that will help you grow your business or make it more efficient.

Next year, the conference will be held again in Kansas City. The tentative dates are the first Monday and Tuesday in March. This year, the state of New York had almost its entire Executive Committee in attendance. I hope that next year, your state will be represented with Board members AND your paid staff. Both elements are important in making the industry as strong as possible.

Be sure to check out page 10 for a summary of this year's State Leadership Conference, and if you are on your state association's board, don't forget to put down the dates for next year!

In two weeks, I'll be headed to Bloomington, Ind.,

to CAI. At press time, we had 57 new students in CAI I and almost 40 people in CAI III, ready to graduate. The Education Institute Trustees have done a remarkable job in improving all aspects of the educational experience for NAA members. They and their committees have revisited the needs that new CAI candidates have and have redesigned the curriculum to ensure that the graduates are being provided with the best education possible to meet the needs of our changing industry. I am excited to see these individuals who have made a commitment to their own education by enrolling in CAI.

And of course, we are all preparing for Conference and Show. Held July 8-12, this event is the largest event in our auction community. This year, it will be held in Louisville, Ky. There are many new educational events, and as usual, we will enjoy an opportunity to witness one of the greatest events ever — the International Auctioneer Championship, where two new champions will be named! And we can't forget the International Junior Auctioneer Championship, the Children's Auction and the Fun Auction! And of course, I will have the opportunity to hand the gavel to my good friend and colleague, Tom Saturley, CAI – NAA's current Vice President.

Tom has been very busy this spring as head of the Nominating Committee. With elections to be held on Thursday, July 10, at the annual meeting, new leadership will be chosen. It will be a packed week! The Conference and Show brochure was included in the mailing with your March issue of *Auctioneer*, but all content is available on conferenceand-show.com — check it out.

I know I will be there! Now, we hope you will be too!

Paul C. Behr



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On the cover: Turning down business is never easy. In this feature, we look at ways to make that decision process go more smoothly for auction professionals.

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Illinois SB 92 update

Illinois State Auctioneers Association lobbyist Margaret Vaughn recently shared an extensive update on State Bill 92. In the ISAA's fourth-quarter newsletter, *The Illinois Auctioneer*, Vaughn wrote that confusion still exists, including at the bill's highest levels.

"The wording in SB 92 is very confusing and could be interpreted in a variety of ways (the attorney at the Legislative Reference Bureau who drafted it was even confused when I asked him for clarification)," Vaughn said. "However, it was determined after many hours of deliberations that the 440s would **not** have to take the 30 hour Real Estate Auction class **unless** they are doing brokerage activities with a 442.

"Also according to the new law, the 442's role shall be limited to "establishing the time, place, and method of the real estate auction, placing advertisements regarding the auction, and crying and calling the auction; any other real estate activities **must** be performed by a licensed real estate broker's or managing broker's

license ..." or by a 440.

"But, remember if the 442 is doing transactions with a 440, then that 440 must take the Real Estate Auction class."

Vaughn went on to say she continues to work with Aaron Ensminger, NAA Director of Education, in discussing what was needed for their program content and instructors to be approved by the IDFPR to provide the 30 hour real estate auction class.

"Note that SB 92 also states that this class must include **both** the scope of activities that a person may be engaged in by a person holding a real estate auction certification **as well as** the activities for which a person must hold a real estate license.

"Careen Gordon (former state representative) now works in the Legal Department at the IDFPR and will be my contact for the administrative rules for SB 92." ❖

MPAA determines bid-calling finalists

The Missouri Professional Auctioneers Association (MPAA) held its Winter Conference in Excelsior Springs, Feb. 21-23.

The Association provided professional seminars throughout the weekend, including: The Art & Science of Working the Auction Ring; Marketing in the 21st Century; Real Estate at Auction 101; and Real Estate continued education classes. Additionally, all Auctioneers, attendees and the public were treated to a traditional "fun" auction, which included desserts provided by MPAA Auxiliary members.

On Saturday afternoon, the MPAA State Bid Calling Championship preliminary round was held. From that round emerged the following finalists out of 13 competitors: Jared Chambers, BAS, GPPA, Corydon, Iowa; Jeff Pittman, Rosendale, Mo.; Kevin Whitworth, Higginsville, Mo.; Michael Cunningham, Jacksonville, Mo.; Lenny Mullin, Lenexa, Kan.; Jared Anstine, Holden, Mo.; Tom Hurst, Meta, Mo.; and Paxton Pittman, Bevier, Mo.

The finals round will be held at the Missouri State Fair on Aug. 7, 2014, in Sedalia, Mo.

Other highlights: Auctioneer Sanford (Sandy) Smith, of Puxico, Mo., was inducted into the Missouri Auctioneers Association Hall of Fame and was awarded an honorary plaque noting his lifelong achievements and dedication to the auction industry.

Former Missouri Auctioneer and 2013 Missouri Bid Calling Champion Jerick Miller was presented with the traditional silver belt buckle and will compete in the International Auctioneers Championship in Louisville, Ky., while he attends the 65th annual International Auctioneers Conference and Show.

MPAA members also held their annual election. Those results: president — Mike Easterly; president elect — Rob Weiman, CAI, CES; vice president — Suzanna Wolfe; director — Jeff Garber; director — Josh Teter; director — Gavin Clark. ❖

A third Wooley named AAA president

On Feb. 7-8, the Arkansas Auctioneers Association held its annual state convention in Springdale, with 92 auction professionals taking part in the event.

John Saugey, CAI, was inducted into the AAA Hall of Fame, while Carlin Hooten topped 11 other competitors to win the state bid calling pro division title. Joel King, CAI, earned the Ringman championship, and Danny Thomas finished first in the bid calling rookie division.

— Brad W. Wooley, CAI; chairman of the board — Ken Warner; president elect — John Williams; 3-year board member — Layton Howell; 2-year board member — Thomas Blackman; 1-year board member — Terry Metcalf.

Wooley's appointment marks the third generation of Wooley's to assume AAA presidential responsibilities. ❖

The AAA also held its annual election. Those results: president

Luna earns Alabama bid calling title

On Feb. 9-10, the Alabama Auctioneers Association held its annual convention in Guntersville, with 23 auction professionals in attendance.

Convention goers had the opportunity to take in CEs, as the AAA and Alabama State Board of Auctioneers came together to make the offerings possible. The joint effort served as an example of the strong working relationship between the two groups.

Victor Luna was crowned as 2014 state bid calling champion, with Clint McElmoyl and Adam Gibbs finishing second and third, respectively.

The state also held its annual election. Those results: president — David Farmer, CAI; vice president — Daniel Culp; director — Clint McElmoyl; chairman — Johnny Mullins. ❖

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Eight ways to charge auction expenses

Regardless of how you charge, you should charge for expenses.

By Tim Bates

Running a successful auction business is spendy. There are marketing expenses, travel expenses, labor expenses, the list goes on.

Tracking expenditures and billing them correctly is an integral part of the auction business. It is common to charge sellers the expense necessary to sell their items. But, take care; over-billing will upset sellers, and under-billing will hurt profitability.

To help avoid those situations, here are eight common ways Auctioneers recover some or all of the expenses necessary to conduct an auction:

Charge as a percent of items in the auction.

Charge an auction expense to the seller based on the percentage of items they have in the auction. This is a fair practice when all the items are of a similar value or when the expense can be fairly distributed based on the number of items, not the value. Common examples are a facility rental fee or a ringman's wages.

Charge as a percent of the auction gross.

Charge an auction expense to a seller as a percentage of what the auction grosses. This is common because the sellers with the highest auction grosses pay the highest percent of the expense. It is common in marketing when key items are featured and as a result bring the most money.

Charge directly to an individual seller.

Some expenses incurred are a direct result of an individual seller; for example, going to pick up an estate. That expense should be charged to only one seller and spread across all the items sold.

Charge directly to an individual lot.

Some expenses should be attributed to an individual item.

A yard sign, cleaning a machine, detailing a car — all are examples of expenses that should be billed to an individual item.

Charge as a fixed fee per seller.

Some expenses are routine and can be bulked together for an auction seller. A flat fee (or expense) can be charged to cover these costs without providing a breakdown. This saves time and reduces questions from sellers.

Charge as a fixed fee per lot.

There is an expense to catalog and sell an item. Some Auctioneers have a per lot fee to cover their expenses. They charge a fixed fee per lot sold (or unsold) at the auction. This method saves time and simplifies the expense process.

Charge as part of your commission.

Some Auctioneers find it is easier to just roll the expenses into their commission. That way the seller doesn't have to bother thinking about expenses; the commission is all encompassing.

Charge ... not at all.

Some Auctioneers do not take expenses into account. They just charge a commission and, at the end of the year, hope they made more money than they spent. This is not the best approach for many different reasons. Tracking expenses gives you control of your business, and it allows you to understand the profitability of individual auctions. Charging sellers allows you to capture an important source of revenue.

Regardless of how you charge for auction expenses, you should charge for them. Expenses are a significant part of the auction business. Unfortunately, outdated clerking software does not make tracking expenses very easy. Tracking individual expenses and assigning them differently used to be nearly impossible. ❖

Tim Bates is a co-founder of Wavebid.

Elephant ivory trade crackdown

By NAA Staff

In late February, the United States Fish & Wildlife Service tightened controls on the trade of elephant ivory and other products made from protected species.

Though it may not be something that all auction professionals see on a regular basis, ivory does make its way into United States auctions through various sales. However, because of a renewed crackdown through Director's Order No. 210 on Feb. 25 from Service Director Dan Ashe, those who come across elephant or rhinoceros ivory, or parts and products of other Endangered Species Act (ESA)-listed species, will want to pay extreme attention to the lots' origins.

According to the Order, the ESA "requires that any person claiming the benefit of a statutory exemption has the burden of proving that the exemption is applicable so the burden of proof is on the importer, exporter, or seller to definitively show that an item meets all of the criteria under the exception.

"The burden of proof standard is high."

Exemptions include ivory imported by Federal, State or tribal government agency for law enforcement purposes; ivory imported for genuine scientific purposes that contribute to species conservation; ivory imported for personal use as part of a household move or part of an inheritance (the ivory must have been legally acquired before 2/26/1976, not been transferred for financial gain or profit since 2/26/1976, and is accompanied by a valid CITES pre-Convention certificate).

If it is not amended, superseded or revoked, the Order will remain in effect for 18 months. You can read the entire order at fws.gov/policy/do210.html.

The increased ivory trade controls come as part of a larger, four-piece initiative to fight against wildlife trafficking. Between 2002-2011, the total population of forest elephants in Central Africa fell by an estimated 62 percent. ❖



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NAA State Leadership Conference attendees listen to keynote speaker Marty Stanly. Photos by Curtis Kitchen

State leaders meet in Kansas City

By NAA Staff

Eager to expand their knowledge base and ready to enhance their state associations, 33 auction state and national leaders, including members of the NAA Board of Directors, from 15 states soaked in two days' worth of presentations, guidance and idea sharing at the 2014 NAA State Leadership Conference, in Kansas City, on March 3-4.

Among several presentations, attendees learned and discussed ways to: attract and retain membership through “The End of Membership As We Know It,” presented by NAA Membership Projects Specialist Brandi McGrath; understand how Boards

can better run through “What Makes High-Performing Boards: Effective Governance Practices,” led by NAA CEO Hannes Combest, CAE; sharpen media strategies by using NAA member resources — a presentation led by Curtis Kitchen, NAA Director of Publications and Trade Show; and prepare for upcoming educational events highlighted by Aaron Ensminger, NAA Director of Education.

“For the second year, I have come away with many ideas. The information discussed about association boards is invaluable, especially for someone like me who has been in this position for only a year,” said Kim Hemingway, Administrator for the Pennsylvania Auctioneers Association. “Although I have been a member of my association for 20 years, this allows me to expand into the depths and understand how the board works and how it



More than 30 state and national auction professional leaders soaked in presentations and shared ideas in Kansas City.

“For the second year, I have come away with many ideas. The information discussed about association boards is invaluable, especially for someone like me who has been in this position for only a year.”

Kim Hemingway

Administrator for the Pennsylvania Auctioneers Association

could potentially be improved.”

The NAA's "Pathways to 2020" was also highlighted, with attendees having the chance to ask questions and discuss the Association's planned direction over the next few years.

On Monday afternoon, keynote speaker Marty Stanley shared her unique ways to create and share positive momentum within your Association, including knowing when and how to time-manage effective communication.

Part of Stanley's positive wisdom included learning how to get out of "B.E.D." — putting away Blame, Excuses and Denial in exchange for ownership, accountability and responsibility.

At the Conference's close, everyone was asked what they would most take away from Monday's and Tuesday's sessions, and several referenced Stanley's ideas. However, more than one person also remarked that it would be beneficial for their entire state boards to attend, so that everyone was on the same page and had the same direction over the coming year.

“The opportunity to speak and network with other association leaders and staff is extremely beneficial to me,” Hemingway said. I need to work on getting some more members of our board out for next year's conference.”

Look for more information, including dates, on the 2015 State Leadership Conference to be released as it becomes available. ❖

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Ralph Wade Johnna Wells Jeff Stokes

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Auctioneers “Sold” on National Auctioneers Day

[City, State] [Day, Date, Year] – The third Saturday in April marks a special day in the lives of auctioneers — “National Auctioneers Day.” This special day is recognized by auctioneers as a day to reflect back on one of history’s oldest professions and celebrate the industry’s future.

The last bastion of the competitive free enterprise system, auctions and the age-old profession of auctioneering continues to grow every year. It is estimated that about a quarter-trillion dollars in goods and services are sold by professional auctioneers every year in the United States.

Online or on the lawn, auctions continue to grow in popularity with consumers. Bidders enjoy the thrill of competition and the rush that comes with the chase for treasures. Auctions are one of the most effective and efficient means of turning assets into cash quickly. Most importantly, consumers regularly come back to auctions because they are fun and entertaining.

The National Auctioneers Association and its members encourage the public to enjoy Saturday, April 20, by attending an auction. To learn more about auctions or to find an auction or auctioneer near you, visit NAAauction.com.

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About the National Auctioneers Association

The National Auctioneers Association represents thousands of Auctioneers from the U.S. and across the world. The mission of the NAA is to promote the auction method of marketing and enhance the professionalism of its members through education and technology. Its headquarters are in Overland Park, KS, and it was founded in 1949. To learn more about auctions or to find an auction or Auctioneer, please visit www.naauction.com.

SAMPLE PROCLAMATION

National Auctioneers Day

April 20, 2014

A PROCLAMATION

WHEREAS, auctioneering is one of history's oldest professions,

WHEREAS, auctions are the last bastion of the competitive free enterprise system;

WHEREAS, auctions continue to be the most effective means of establishing fair market value. No more. No less;

WHEREAS, the auction industry today contributes about a quarter-trillion dollars in sales each year to the United States economy;

WHEREAS, auctioneers create a competitive marketplace and connect buyers with sellers wishing to sell their assets for the highest dollar value;

WHEREAS, the National Auctioneers Association and its members strive to advance the auction method of marketing and uphold the highest standards of professionalism in serving the American public;

WHEREAS, auctioneers are proud business owners who support their communities;

WHEREAS, a National Auctioneers Day has been observed for more than 20 years by state and local governments and private organizations;

WHEREAS, the designation of National Auctioneers Day by the [City or state] will heighten the awareness of the public of the contributions made by auctions and auctioneers to the history of our Nation and its economy;

NOW, THEREFORE, I, [Official's name and title] do hereby proclaim Saturday April 20, 2013 as "National Auctioneers Day" and call upon the community and partner organizations to celebrate with appropriate ceremonies to acknowledge these efforts.

Date:

Signature:



By Carl Carter, APR

Carl Carter is President of NewMediaRules Communications, which has provided public relations and marketing communications services to auction companies throughout the U.S. since 1994.



When it comes to business, play it smart and put the relationship first whenever possible.

Nobody wins a fight

In business, the relationship comes first.

By Carl Carter, APR

Let's talk about "that seller." The one who nitpicks everything you do and micromanages the marketing campaign for his or her upcoming auction.

Or "that bidder." The one who shows up without meeting the requirements to register for a sale. Or who pays no attention to the terms and conditions, then balks at the buyer's premium. Or who bids recklessly, then wants to retract his bid.

Maybe it's "that agent," or "that vendor." You know the one I'm talking about. The one who seems to be begging for a piece of your mind, if not a lawsuit. The one who gets under your skin in a way that makes you want to scream — or, at the least, fire off a hot email.

Stop.

Breathe.

Listen to the words of counsel I received decades ago from a respected mentor: The relationship comes first.

I've received a lot of public relations advice over the years, but none better than that. It's some of the hardest advice to take because it runs counter to our basic instinct, our pride and our desire to appear strong and consistent. We fear being perceived as weak, or losing the respect of our associates, our clients or others. We worry about setting a precedent that allows others to run all over us.

People around us see what's happening and tell us not to take it lying down. When this happens, keep in mind that the people goading you probably aren't going to have to deal with the reputation damage. Their names aren't involved. Your name is.

Don't get me wrong: There are times when you have to deal with a difficult person or problem head-on. Sometimes, you may even have to go to court. You have to get paid for your work and protect yourself from thieves, cons and deadbeats. There are people with whom you can't have a relationship.

Putting the relationship first simply means that you make a serious effort to resolve problems in a way that makes a future relationship with the other person possible. It's largely a matter of counting the costs and benefits of a confrontation, which include:

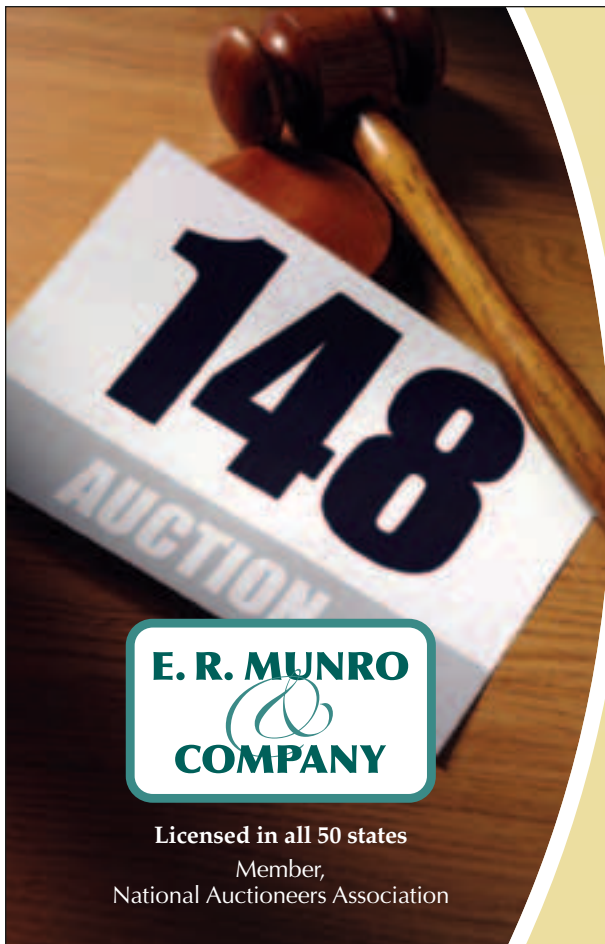
- The potential revenue from continuing business with the person.
- The risk of losing that person's business — and possibly the business of others in his or her sphere of influence. (Keep in mind, in these days of social media, an unhappy customer can do a lot of damage.)
- The potential expenses for collection costs, court costs or lawyers.
- The possible reputation damage resulting from a flap or a lawsuit.


Remember that if you get drawn into a public fight, your reputation will be hurt even if you turned out to be right. And a year from now, nobody will remember or care who was right and who was wrong. What they'll remember is the stink, and it sticks to you.

Now that we have to deal with social media and the Internet, that can happen in particularly annoying and troubling ways. An unsuccessful bidder at an auction suggests that he was treated unfairly, suggesting that maybe the auction company did something underhanded. A reporter or blogger writes a negative article. Court documents get into Google's search engines. Before you know it, people who search on your firm are seeing negative stories. Sure, you can explain them to those who ask. But what about the ones who don't ask? The ones who called another Auctioneer instead?

If you're still not convinced, look at it this way: How many times have you shied away from doing business with somebody because there were question marks about their character or business practices? You can't put your finger on it, but you heard or read something.

Others are doing the same thing. Play it smart, and put the relationship first whenever possible. ❖



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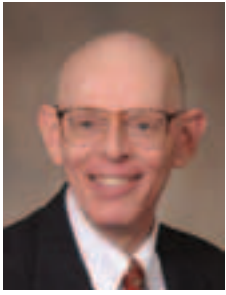
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Steve Proffitt

Steve Proffitt is general counsel of J. P. King Auction Company, Inc. (www.jpking.com). He is also an Auctioneer and instructor at Mendenhall School of Auctioneering in High Point, N.C., and Reppert School of Auctioneering in Indiana. He welcomes questions from readers about auctions and auctioneering. Readers' communications may be edited and revised. Proffitt will answer selected questions, but he cannot provide personal answers. His answers do not represent legal advice or the formation of an attorney-client relationship and readers should seek advice from their own attorneys on all matters. Please submit questions to sproffitt@jpking.com or c/o J. P. King Auction Company, Inc., 108 Fountain Avenue, Gadsden, AL 35901.

Flight or fight

Recently, I wrote about an Auctioneer who called me because a seller had filed a complaint against him with his state's licensing board. I addressed several issues relative to the matter. This month, I'm going to speak to the question that moved the Auctioneer to call me: What should an Auctioneer do when hit with a regulatory complaint? The answer is to get organized and take several steps.

Start reading

The Auctioneer should begin by carefully reading the complaint and accompanying information from the regulatory board. Once done, the Auctioneer should clear his or her head and then ... read it all again. Whenever something like this strikes, the result is frequently shock, followed by dismay, then upset, and ultimately anger. These feelings lead to an emotional state that makes it difficult to accurately digest and understand information. I used to see this when I was in private practice. What was described to me by clients about such matters over the telephone often differed widely from what I later found when I read the materials firsthand.

Go to the file

Once the Auctioneer has a good grasp of what has been alleged, the next step is to go to his or her file on the matter. Hopefully, the complaint involves something for which he or she already has a good file with relevant information. The Auctioneer should review everything in the file to refresh his or her memory. Memory is fragile, and a well-documented file is worth its

weight in gold many times. The Auctioneer needs to resurrect the "who," "what," "where," "when," "why," and "how" of the issue. He or she will also hope that the file includes sufficient and credible evidence to support his or her position.

Pen and paper

Facts are ammunition for lawyers, and a lawyer's potential effectiveness can be buoyed or sunk by the existence or absence of relevant facts upon which to build a sound case. It is the Auctioneer's job to compile the facts needed for a successful defense of a regulatory complaint. The best way to do this is to gather everything known and then reduce all of this information to a complete and detailed chronological history of events. The process of thinking everything through and writing it down in a comprehensible history will sharpen the Auctioneer's command of the matter overall and its substantive points.

Process

The Auctioneer also wants to learn what course the matter will follow before the regulatory board, as well as his or her rights and responsibilities. Procedures will vary by jurisdiction. A typical scenario would be for a board representative to screen the complaint. Some complaints end at this initial stage, because they lack any credible evidence of wrongful conduct.

Investigation

If it appears that there might have been a violation of law, the complaint will be forwarded to an investigator to gather more information. The Auctioneer will

be notified and requested to provide a written response, within a prescribed time. The investigator may interview witnesses, review documents, and even request a meeting with the Auctioneer to discuss the issue.

The investigator will ultimately prepare a written report of findings. If credible and sufficient evidence points to a violation, the matter will be referred back to the board for further action, including the possibility of an administrative hearing. If such evidence is not found, the complaint will likely be dismissed without further action.

Response

Here are three points relative to the investigation of a complaint and the Auctioneer's response:

First, state regulatory boards are charged with enforcing the law for the protection of the public, and that's what they do. Auctioneers must keep this firmly in mind.

Second, board representatives and investigators are good people charged with fulfilling their responsibilities, but they should not be seen by Auctioneers as their "friends" or "confidants" during the investigation of a complaint. A regulatory complaint is an adversarial proceeding and a board representative could end up presenting evidence against an Auctioneer in a hearing. An Auctioneer who fails to understand this might say or do something that damages his or her position — even in the absence of wrongdoing.

Third, from the moment an Auctioneer receives notice of a

regulatory complaint, he or she should consider retaining an attorney. Even what appears to be a low-level matter might have the potential for a greater, adverse impact than the Auctioneer initially understands. An attorney can be invaluable in advising and steering an Auctioneer through the administrative process, while helping to minimize any threat.

Settlement?

An Auctioneer must consider whether he or she has done something wrong. If he or she has, or possibly has, then they should consider retaining legal counsel to pursue the most favorable resolution that can be had. This might be accomplished by a consent order with the board — but any decision must contemplate both the immediate and future impact on the licensee. A board could reprimand the Auctioneer (privately or publicly), or suspend or even revoke a license. In addition, the board might levy a fine and costs for the Auctioneer to pay, plus order the Auctioneer to satisfy additional continuing-education requirements.

Fight not flight!

Auctioneers are sometimes fast to agree to pay a fine “just to end” a complaint, even where they feel they’ve done nothing wrong. I am staunchly opposed to this course in such a case. This is because time and money are not the Auctioneer’s paramount concerns — a clear record is. A complaint does not end for an Auctioneer with the entry of a consent order, even when there is nothing but a small fine to

pay. This is because a consent order creates a disciplinary record that will survive and can haunt an Auctioneer in several important ways.

First, a disciplinary record could be considered by the same board during the punishment phase in any future regulatory action against the Auctioneer. A board can see this as an Auctioneer not having learned his or her lesson from an earlier scrape.

Second, where the Auctioneer also holds an occupational or professional license in another state, a disciplinary record in one can become an issue for the Auctioneer in the other. In some states, wrongdoing by a licensee in another jurisdiction constitutes a per se violation in the former, which can trigger a sanction against the licensee. This can be an expensive and difficult vortex for an Auctioneer who accepts a disciplinary finding that might have been avoidable.

Third, a disciplinary record could become an issue in the Auctioneer’s application for a professional license of some other kind, either in the home state or another state.

Fourth, a sanction, unless specifically ordered to be private, would become a public record available for everyone to view, including competitors,

customers and potential clients of the Auctioneer. Viewing might even be available online with the mere click of a mouse, and this could lead to a difficult public-relations problem for the Auctioneer.

An Auctioneer who firmly believes he or she has done nothing wrong should address and defend a complaint accordingly. Fight, not flight, is then the best course. A credible file supporting the Auctioneer’s position, coupled with determined resistance, can persuade a regulatory board that dismissal is the appropriate conclusion for such a complaint.

Conclusion

Regulatory complaints are serious business, and Auctioneers should make every effort to avoid them. Where one is received, it should be handled with the high level of attention that it deserves. A complaint should never be treated as a mere nuisance to be quickly disposed of, however that might be accomplished. ❖

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Can Auctioneers be lenders?

It's possible, but there are risks.

Question: The majority of auctions that I attend and conduct require payment on the date of sale or shortly thereafter. Is there any way that I, as the Auctioneer, can extend credit to bidders to assist in financing their purchase, and shortening the time for me to receive payment?

Answer: Yes, but there are risks associated with Auctioneers becoming lenders. Consequently, Auctioneers need to be aware that extending credit is possible, but it can also prove to be costly and time consuming.

First, the extension of credit is highly regulated requiring multiple disclosures and notices to prospective borrowers. This is particularly true for lending to individual consumers. Commercial entities are generally considered more sophisticated and some of the disclosure requirements do not apply. Offering credit to bidders may require extra personnel and equipment to ensure compliance and to evaluate the credit worthiness of bidders who seek credit. Bidders seeking credit will be required to complete an application, sign additional lending documents and, in some states, additional licensure may be necessary for the Auctioneer to offer credit. Failure to comply with various state statutes (such as the Uniform Consumer Credit Code) or federal acts (such as the Truth In Lending Act) may result in Auctioneers being assessed fines and even exposing their Auctioneers' license to risk of suspension. Obviously, the more egregious the violation, the greater the fines and other penalties

regulators may impose against Auctioneers.

Second, Auctioneers who extend credit are exposed to the risk of non-payment and bad debt. This is a reality that Auctioneers must consider before extending credit to bidders. A bad debt can take months to collect and occupy a great deal of an Auctioneer's time and resources. Auctioneers can generally use their time and resources generating new business opportunities instead of attempting to collect a debt. In addition, the extension of credit may reduce an Auctioneer's profitability. It depends on the number of individuals who fail to pay the debt and the credit standards used for loaning the money.

Even if Auctioneers require security for repayment, such as security agreements or personal guarantees, these documents do not guarantee repayment of the debt. Rather, these documents provide Auctioneers who extend credit with additional options or

remedies to collect. Issues such as insolvency, death and bankruptcy may impair an Auctioneer's ability to collect the amount they loaned to a bidder. These risks are outside of Auctioneers' control. In other words, an Auctioneer may comply with every lending law and the bidder may have genuinely intended to repay the debt, but simply does not have the resources or income necessary to do so.

Third, there may be instances when a bidder is denied credit. While credit may properly be denied for a variety of reasons, there is also potential for bad public relations when this happens to a bidder. A bidder who is denied credit can be disruptive at an auction or cause bad publicity. Denying credit to bidders who do not qualify can be more costly to an Auctioneer's reputation and

business than the benefits of extending credit to bidders.

Complying with state and federal law, the risk of bad debts, and the potential for bad publicity are issues an Auctioneer should consider before extending credit to bidders. The cost of compliance and personnel to ensure compliance can erode profit margins. Add to that the risk of bad debts and the costs of collection. Finally, the loss or reputation can further impact an Auctioneers business and success. Should an Auctioneer decide that extending credit is a good fit with their business practice, they should see a licensed attorney to create compliance and record keeping programs and collection program. There is no right or wrong answer to whether Auctioneers should extend credit. The proper focus is whether the risk is worth the potential reward. ❖



Collector at heart

A boy's intense interest in farm antiques and toys has become John Roop's career.

By Nancy Hull Rigdon
contributing writer

John Roop has turned an antique tractor and farm toy hobby into a 20-year career.

"I know we're in business to sell items and make money, but I hate to see some of these items go because I'm a collector at heart," Roop says.

His auction company, Roops Auction Service in Walkersville, Md., sells a wide variety of estate items while specializing in antique tractors and farm toys — a niche that dates back to his upbringing. Roop grew up on a 400-acre dairy farm with 250 cows and began to develop an intense interest in farm antiques and toys as a teenager.

While working for a farm equipment dealership, Auctioneers urged him to go to auction school. He decided auction school would be a good use of the money his late dairy farmer grandfather left him, and in 1994, he graduated from Missouri Auction School.

Roop often catches others by surprise when he reveals that his antique tractor and farm toy collection is quite modest.

"Everybody says I should have a shed full, but I get my fill by getting to play with the tractors for a couple of weeks or months, or however long it takes to get ready for an auction," Roop says.

Above all else, the people he encounters are the highlight of his job.

"I have the most fun working with the customers," he says.

Roop spends a great deal of time giving back to his community. He often donates his auction services to local churches and other organizations.

His dedication to the auction industry is demonstrated by his involvement with a long list of local and state industry organizations. His work includes serving as president of

the Auctioneers Association of Maryland and the Frederick County Auctioneers.

His peers named him the Auctioneers Association of Maryland's Auctioneer of the Year in 2009 and 2011. No one received the honor in 2010, and the reason is a testament to the high regard in which Maryland Auctioneers hold Roop. He was in line to receive the award in 2010 — something he found out about ahead of time due to his role on the board. He requested that the association consider someone else since he won the previous year. Instead, the association didn't give out the honor. The following year, the association surprised Roop with the award.

One of Roop's all-time favorite auctions took him back to his dairy farming roots. A neighbor called him four years ago to sell two cream separators from a dairy operation. He ended up selling several hundred antique items — milk bottles, porch boxes, separators, signs and clocks — from the operation in one day.

"I started at 11 a.m., selling the bottles at \$50 each. Then, they started going for \$200, \$500 and \$700, and then some ended up going for \$1,500 a piece," he says.

Today, he feels fortunate to have a job he loves.

"Every day is like Christmas in the auction industry. You never know what you're going to pull out of the drawer or the shed," Roop says. ❖

"Every day is like Christmas in the auction industry. You never know what you're going to pull out of the drawer or the shed."

John Roop
Roops Auction Service
Walkersville, Md.



Bellwether event shows stronger industrial market?

If the Ritchie Bros. annual February auction in Orlando was any indication this year, the future looks good for the industrial and heavy machinery markets. Submitted photo

By NAA Staff

Often serving as a barometer on the industrial and heavy machinery market landscape, the Ritchie Bros.' annual February auction, Feb. 17-22, in Orlando, Fla., set numerous company records, including: most online registered bidders at a single auction (4400+, 51 percent of total bidders); most online buyers at a single auction (1000+); and most equipment sold to online buyers at a single auction (\$54M, 33 percent of total).

According to a press release from the company, with thousands of heavy equipment items and trucks changing hands over six days, hundreds of sellers and thousands of bidders worldwide

competing in person and online, this year's auction suggested some encouraging trends in both demand and pricing.

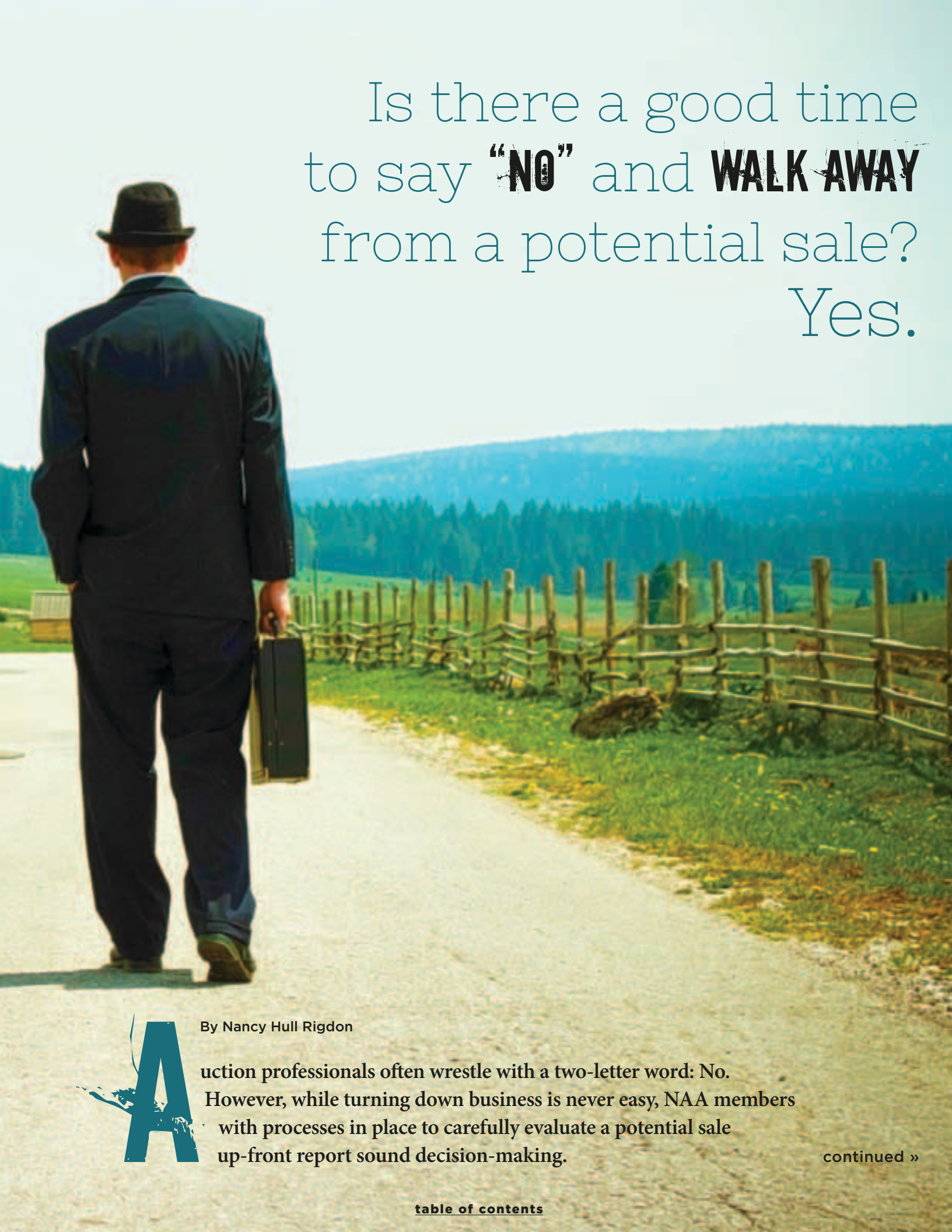
Competing for the 8800+ lots that were sold, 830+ buyers emerged from the Americas, Europe, Middle East, Africa, Asia and Australia. The company also noted that buyer participation in Latin America was particularly strong.

In terms of "overall industry — demand/pricing for equipment," Ritchie Bros., classified things this way: construction (high); lifting and material handling (high); asphalt and concrete (moderate); vocational trucks (very high); transport trucks (very high); and trailers (very high). ❖



Using sales' **DIRTY WORD**



A man in a dark suit and bowler hat is walking away from the camera on a gravel path. He is carrying a black briefcase in his right hand. The path leads through a green field with a wooden fence on the right. In the background, there are rolling hills and a forest under a clear sky.

Is there a good time
to say “**NO**” and **WALK AWAY**
from a potential sale?
Yes.

By Nancy Hull Rigdon

Auction professionals often wrestle with a two-letter word: No. However, while turning down business is never easy, NAA members with processes in place to carefully evaluate a potential sale up-front report sound decision-making.

continued »

“You say ‘**NO**’ when you’ve taken the time to talk through everything, and then realize that the goals and aspirations of the client can’t be met by the transaction.”

Thomas Saturley, CAI
*Tranzon Auction Properties
 Portland, Maine*

Thomas Saturley, CAI, of Tranzon Auction Properties in Portland, Maine, stresses the importance of understanding a client’s goals as soon as possible.

“It’s very easy for us as entrepreneurs and people passionate about our profession to see an asset — whether it be a piece of equipment, an antique art collectible or a piece of real estate — and get excited about the process of maximizing value for the client,” says Saturley, who serves as NAA Vice President.

Saturley recommends that Auctioneers set those impulses aside to pinpoint a client’s goals — a task that can require what he refers to as counseling.

“Our approach is to first and foremost learn the client’s story,” Saturley says. “We walk in the shoes of the client and try to

understand what it is that is motivating them in regard to the transaction, and really try to counsel them as to whether this is the correct process in order to obtain a success in meeting their goals.

“And you say ‘no’ when you’ve taken the time to talk through everything, and then realize that the goals and aspirations of the client can’t be met by the transaction.”

Not saying ‘no’ when you’re not on the same page as a client can be a detrimental business move, he says.

“If you go through with a transaction and fail to meet the client’s need, you’ve frustrated purchasers, frustrated the NAA professional, disappointed the client and potentially challenged the future value of the asset,” Saturley says.

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	1	2	3	4
Seller	<i>Needs to</i>	<i>Probable</i>	<i>Maybe</i>	<i>Questionable</i>
	1	2	3	4
Buyers	<i>Ample</i>	<i>Several</i>	<i>Some</i>	<i>Few</i>
	1	2	3	4
Time/People	<i>Low</i>	<i>Some</i>	<i>Many</i>	<i>Difficult</i>
	1	2	3	4
PR	<i>High</i>	<i>Some</i>	<i>Questionable</i>	<i>None</i>
	1	2	3	4
Gut Feel	<i>Excited</i>	<i>Probably</i>	<i>Maybe</i>	<i>Not excited</i>
	1	2	3	4
Total Score				

Figure 1. This seven-point matrix is how Scott Shuman determines whether a potential sale is a good fit for him.

Scott Shuman, CAI, of Hall & Hall Auctions in Eaton, Colo., uses a seven-point matrix to score whether a sale is a good fit. (See Figure 1.) The categories include:

Location — One should recognize the added time and expense for projects located a great distance from the office/home.

Estimated value — Profitability. If a property ranks high in other areas it can outweigh the lower selling value.

Seller — A motivated seller is a key to a successful auction. Asking the right questions can help to determine if they are really sellers.

Buyers — Many times getting the auction is the easy part. Can you think of potential buyers or are you wondering where they would come from? Rank accordingly.

Time/People — How much time and energy does this project require?

Public relations — Auctions can create tremendous PR opportunities. Does the property or items have unique history? Is it in an area where you would like to conduct future auctions. Do you want to be in the paper for this one?

Gut feel — Perhaps the most important category. Does your gut tell you to do this one?

continued »



Fellowship of Christian Auctioneers International

One of the most frequently asked questions relating to the topic of Christian Fellowship is, "Why should I participate in a Christian Fellowship, anyway? After all, it makes no difference...I can still go to church, watch television evangelists, etc. and without feeling committed."

"Without feeling committed"...is the first reason to participate in the Fellowship of Christian Auctioneers International. Working through the FCAI is a step of commitment in which dedicated Christians express through both work and deed that Jesus Christ is Lord and Master in their lives.

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For Prayer requests or more information, contact:
Joseph Joyner @ 757-478-9630 or auctionsbyjoe@cox.net
Alvin Kaddatz @ 254-582-3000 or akaddatz@yahoo.com

May God Bless You & Keep You

“There are situations where you want to say, ‘If you are hiring me as the expert on selling the assets, but you think you know the best way, then why did you hire me?’ You need to have that mutual respect, or you are going to have problems the whole way.”

Janine Huisman, CAI, ATS, BAS, GPPA

Huisman Auctions Inc.

Galt, Calif.



Have red flags been thrown up as you reviewed the property or inventory?

Shuman rates each of the categories with a 1, 2, 3 or 4 — the lower the score, the better. He’s found that the scores are particularly useful in situations such as deciding between two sales that fall on the same day.

He’s learned that while saying ‘no’ can seem like a questionable decision in the short-term, it turns beneficial in the long run. When he started his business, Shuman went seven months without an auction while turning down sales he didn’t see as fitting his business model. In a way, it felt illogical to turn down business without other work lined up, but holding out for the business he desired was worth the wait.

No matter what, saying ‘no’ is tough.

“As Auctioneers, we naturally want to help people solve their problems,” Shuman says. He adds that when he turns down a sale, he refers the client to another NAA member when possible.

Janine Huisman, CAI, ATS, BAS, GPPA, of Huisman Auctions Inc., in Galt, Calif., has turned down sales due to a few different scenarios. Sometimes, because of sentimental reasons, client expectations don’t match up with what she considered reality. Other times, clients want to know her commission rate prior to her viewing the asset, which is not feasible in her eyes.

In addition, she’s decided against a sale when a potential client didn’t view her as an expert on the transaction.

“There are situations where you want to say, ‘If you are hiring me as the expert on selling the assets, but you think you know the best way, then why did you hire me?’” Huisman says. “You need to have that mutual respect, or you are going to have problems the whole way.”

The seventh and final piece in Shuman’s matrix is often the deciding factor in Huisman’s evaluation.

“I’m a third generation Auctioneer,” Huisman says. “We’ve been doing this for 50 years. And there’s no exact formula. It is a gut call.” ❖



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Nominating committee endorses candidates

Six candidates have been identified for the 2014 election.

After a comprehensive process including review of applications and interviews with the candidates, the 2014 Nominating Committee is endorsing the following candidates for the 2014 election (candidates are listed in alphabetical order by last name):

FOR VICE PRESIDENT:



Spanky Assiter, CAI, AARE



Richard D. Schur, CAI, BAS, MPPA

FOR DIRECTOR:



Tim Mast, CAI, AARE



Brent Wears, CAI, AARE, ATS



David Whitley, CAI, CES



Lynne Zink, CAI, BAS, CES

According to Article XII, 2 of the Bylaws of the National Auctioneers Association, the Nominating Committee is responsible to accomplish the following:

1. Work with the Board to identify the optimal board matrix based on the strengths and needs of the board (including the need for diversity as defined by the organization)
2. Screen candidates' eligibility and assess qualifications for service.
3. Recommend up to two nominations for each vacancy.

There are two candidates that have been recommended by the Committee for one position of Vice President and four candidates that have been recommended by the Committee for two positions of Director. The Bylaws also state that "Members who are not recommended by the Nominating Committee may still run for office as long as the deadline date is met."

According to Tom Saturley, CAI, chairman of the Nominating Committee and current vice president of the NAA Board of Directors, the selections of the candidates were very difficult to make.

"We are fortunate to have had a lot of interest from candidates this year and while that is good for the organization, it makes it tough on the committee," he said.

Candidates who were not recommended by the Nominating Committee have until April 1 to decide to run. ❖

THE SELLER CAN HELP

Let your seller know their early decisions can help ensure a successful auction.

A seller can influence the success of his or her sale with every decision, including choosing the “right” auction professional instead of the “first” name they see. Photo by Nathan Brunzie

By J.J. De Simone

contributing writer

The auction method of selling an asset or property guarantees a sale at a specific time and date.

While this guarantee can be attractive, there are several steps an interested seller should follow to ensure an auction is successful. After all, just because an asset or property sells at an auction does not mean the seller, or the auction professional, will be happy with the sale.

Don't use "first." Use "right"

Deciding to use the first Auctioneer a person finds online or in the phone book is a potentially costly mistake, Christie King, CAI, AARE, BAS, of Gadsden, Ala., said.

"First, you have to do your research before deciding what auction company to use," King said. "You need to check the references of a company. Do a Google search. What's their track record?"

Find a specialist

It is also important to learn about an Auctioneer's selling background. Many Auctioneers specialize in a certain item type or asset. Hiring a collectibles Auctioneer to sell a large, luxury house might not be the best choice a seller can make. A good place to start, however, is a seller's local Auctioneer, Eaton, Colo.-based Auctioneer David Whitley, CAI, CES, said.

"Local Auctioneers usually will refer you to someone who has specific product knowledge of an item," Whitley said. "Referrals are very common in our profession."

Another good method for discovering an auctioneer's specialty is by looking at his or her Auctioneer education designations. For example, Whitley has earned the Certified Auction Institute (CAI) and Certified Estate Specialist (CES) designations, which indicate he has advanced knowledge of the auction method of marketing and estate sales. Likewise, King also possesses the CAI designation, as well as the Benefit Auction Specialist (BAS) and Accredited Auctioneer Real Estate (AARE) designations, which indicate advanced knowledge in benefit auctions and real estate auctions.

King said another important factor in choosing an Auctioneer is comfort with the company culture.

"Company culture is so important in any field, not just the auction industry," King said. "Choosing a company that fits your needs, but also that aligns with your ethics and even your personality, affects your relationship with that company. While that alignment doesn't necessarily reflect on the final sale-day results, it does make the process to get there much simpler and more enjoyable."

Internet? Be diligent!

Auctioneers have also been successfully using online auctions for many years, which can also benefit sellers. However, the Internet can also bring anonymity and false claims, Whitley said.

"We do much of our business online. It tends to work very well for many people. But anyone can get online and say they're an online Auctioneer," Whitley said. "You still need to have experienced professionals run an online auction because they have the most education and industry experience."

Find an Auctioneer

Resources such as the National Auctioneers Association's "Find an Auctioneer" database (naaauction.com/find-auctioneer) helps eliminate guesswork for sellers, who can search for auction professionals by location, specialties and name. Auction professionals listed in that database are NAA members, which means they abide by a strict Code of Ethics, are connected to an extensive network of professional Auctioneers, and have access to critical resources that will enhance their skills and successes.

One of the biggest pieces of advice Whitley said he has for interested sellers is that as soon as a contract has been signed and both parties understand each other's responsibilities, it is essential the seller steps back and allows the Auctioneer to complete the agreed upon work.

"It is important to let the Auctioneer do his or her job," Whitley said. "If a seller gets too involved, it can be to his or her detriment. The seller needs to have confidence in an Auctioneer to do the job."

That confidence begins with taking the right steps up front to choose the auction professional right for you. ❖

The NAA provides its members with many other resources to help them promote, educate and be an advocate for their business, their industry and the NAA. Find them all at auctioneers.org/member-resources.

The 2014 Conference and Show field trip will allow goers to see Keeneland — the world's largest horse auction house. Submitted photo



NAA TO VISIT KEENELAND AT C&S

This year's field trip will take an inside look at the world's largest horse auction house.

By James Myers
contributing writer

Louisville, Ky., is the host city for the 65th Annual International Auctioneers Conference and Show, and it is appropriate that the C&S field trip should include a visit to the largest horse auction house in the world.

Just an hour down the road from Louisville, in Lexington, is Keeneland Thoroughbred Racing and Sales, the largest thoroughbred auction house in the world. NAA C&S participants will have a chance to tour the facility on Thursday, July 10. However, registration is limited to the first 50 who apply.

Keeneland began hosting racing events in 1936. Two years later, Keeneland had its first thoroughbred auction in the paddock. However, it wasn't until 1943 that Keeneland began regular auctions on site.

Taking advantage of the 147 acres at its disposal, the auction house has enjoyed decades of remodel and expansion. Within

the past decade, the auction house has sold around half of all the winners of the three biggest racing events of the year, which, collectively, is called the Triple Crown. Throughout its history as an auction house, Keeneland has sold 19 Kentucky Derby winners, 21 Preakness winners and 18 Belmont winners. Yearlings purchased at Keeneland have made a name for themselves across the world.

Kate McLean, meeting and event planner for Keeneland, said the auction house holds four major auctions per year, including a two-week sale called the "breeding stock" in November. The largest sale of the year, the "yearling" sale, is held in September. Horses of all ages go on sale in January in a three- to five-day auction. The sale of two-year-old horses is held in April. Keeneland has sold a horse to an owner on every continent but Antarctica, McLean said.

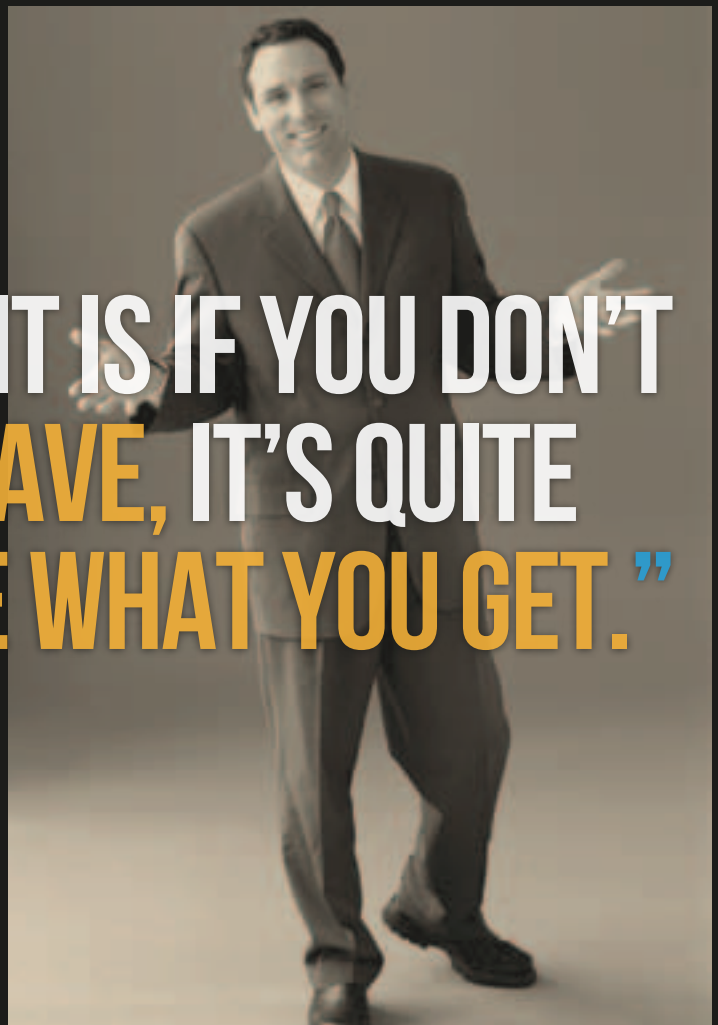
"This is where the world comes to buy Keeneland horses," McLean said of the auction house.

continued »

CONFERENCE KEYNOTE SPEAKER: GARRISON WYNN

Wynn's presentation will provide original research on managing expectations and emotions, and shows that there really is more to success than just being the best.

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Keeneland began hosting racing events in 1936 and had its first thoroughbred auction two years later in the paddock. Submitted photo



The cost for the NAA field trip is \$75 and includes transportation and lunch. McLean said the tour will begin with lunch in the complex's dining room. Following lunch, visitors will get a tour of the track, clubhouse area, the members only area, winners circle and paddock (where horses are positioned for the next race, where owners meet trainers, and where the jockey mounts the horse before racing). The tour will end in the sales pavilion where the auctions take place.

Walt Robertson, the senior Auctioneer at Keeneland, will address NAA field trip participants during lunch and talk about the auction process that allows them to sell a horse every two minutes during their massive auctions, which can pull in as

many as 5000 people per day.

For more information about Keeneland, visit online at www.keeneland.com. To register for the field trip, go to www.conferenceandshow.com. ❖

Louisville is known worldwide as the home of the biggest thoroughbred racing event of the year, the Kentucky Derby, which is held at Churchill Downs. More than 120,000 fans gather at Churchill Downs for the Derby, which is internationally televised. The Conference and Show Welcome Party will take place at the Kentucky Derby Museum adjacent to the famous track at 6 p.m., July 8.

2014 CONFERENCE & SHOW REGISTRATION FORM PAGE 2

ADDITIONAL EDUCATION (not included in conference registration fees)

Circle the amount(s) of the classes you are interested in.

	On or before May 28	After May 28
Auction Technology Specialist (ATS) (3 days) 7/6-7/8		
Member	\$545	\$645
Nonmember	\$825	\$925
Beneficial Auctioneer Specialist (S) (4 days) 7/9-7/12		
Member	\$495	\$645
Nonmember	\$825	\$925
Certified Estate Specialist (ES) (3 days) 7/6-7/7		
Member	\$495	\$645
Nonmember	\$825	\$925
USPAP 15 Hours (2 days) 7/6-7/7		
Member	\$395	\$495
Nonmember	\$675	\$775
USPAP 7 Hour Update (1 day) 7/12		
Member	\$395 \$210	\$495 \$310
Nonmember	\$675 \$210	\$775 \$310
Train the Trainer (1 day) 7/8		
Member	\$75	\$175
Nonmember	\$175	\$275
Interpersonal Communications (2 day) 7/6-7/7		
Member	\$545	\$645
Nonmember	\$825	\$925

NAME: _____ SUBTOTAL : _____

STATE-APPROVED LICENSE COURSES

The State-Approved License Courses are not being offered this year.

FIELD TRIP

Please enter number of tickets needed. See page 6 for details.

Keeneland Thoroughbred Racing & Sales **\$75 each**

NUMBER OF TICKETS: _____ SUBTOTAL : _____

CONTESTS

International Auctioneer Championship **\$350**

Friday, July 11

Contestant entry form must be completed and returned along with conference registration and payment to the NAA by **11 p.m. (CST) on May 28**. The Payment Plan is not applicable.

International Junior Auctioneer Championship **\$50**

Preliminaries - Wednesday, July 9, Finals - Friday, July 11

Contestant entry form must be submitted to the NAA by the deadline. See rules & deadline on page 15.

NAME: _____ SUBTOTAL : _____

ADDITIONAL MEAL TICKETS

To guarantee a meal ticket, please purchase by June 28.

Check the amount(s) of the meal tickets you would like to add. Additional options are listed below.

	Adult	Child	& Under 12	Total
Welcome Reception	<input type="checkbox"/> \$15			\$ _____
Executive Luncheon	<input type="checkbox"/> \$15			\$ _____
Fun Auction Dinner	<input type="checkbox"/> \$55	<input type="checkbox"/> \$15		\$ _____
Women Auctioneers Reception*	<input type="checkbox"/> \$15	N/A		\$ _____
President's Gala	<input type="checkbox"/> \$60	<input type="checkbox"/> \$15		\$ _____
IAC Dinner	<input type="checkbox"/> \$55	<input type="checkbox"/> \$15		\$ _____

Child Pass (ages 3-15)

(One ticket for Welcome Party, Fun Auction and IAC dinners)

Child's age _____ \$40 \$ _____

**Not included with any conference registration. Tickets MUST be purchased in order to attend. One-Day pass does not include meal tickets.*

SUBTOTAL : _____

REGISTRATION TOTALS

Registrant option subtotal (Page 11)	\$ _____
Membership total (if applying for new membership)	\$ _____
Additional education	\$ _____
State license courses	\$ _____
Contests (IAC and IJAC)	\$ _____
Field trip	\$ _____
Additional meal tickets	\$ _____

REGISTRATION GRAND TOTAL **\$ _____**

Payment Plan (deposit required. See page 10 for details)

By selecting and signing below, you authorize the NAA to charge your registration fees on the 25th of each month according to the terms and conditions outlined on page 10.

PAYMENT OPTIONS CREDIT/DEBIT CARD INFORMATION

Credit Debit AMEX MasterCard VISA Discover

Card Number _____ Exp. Date _____ Security Code _____

Card Holder Name (print) _____

Card billing address _____

City / State / Province / Zip Code _____

Signature of cardholder _____

CHECK INFORMATION

PAYABLE TO "NAA" (IN U.S. DOLLARS ONLY-DRAWN FROM A U.S. BANK)

Name/Company on check _____ Check # _____

RETURN FORMS: •Email: registration@auctioneers.org •Fax: (913) 894-5281 •Mail: NAA Registration, 8880 Ballentine, Overland Park, KS 66214

PLEASE SUBMIT PAGES 11 & 13 TOGETHER

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UNDERSTANDING UCC 2-328

*Despite its short nature, misconceptions still exist regarding **Uniform Commercial Code 2-328: “Sale by Auction.”***

By Mike Brandly, CAI, AARE

Ed. note: This list of 15 misconceptions is by no means meant to serve as a complete one, but rather a collection of the more common falsities as heard through conversations and compiled by the author. -ck

“The UCC 2-328 is federal law.”

No it's not. The UCC 2-328 is state law in 49 of the 50 states in the United States, and used in court decisions in all 50 states.

“We don't have the UCC 2-328 in our state.”

Yes, you do (unless you live in Louisiana, and have it only by analogy.) The UCC 2-328 is not part of license law, so it doesn't matter if your state licenses auctioneers or not.

“The UCC 2-328 doesn't apply to real estate auctions.”

Yes, it does. Despite the UCC 2-328 being written only for “goods,” the courts nearly always apply these same rules to real estate auction cases.

“The UCC 2-328 doesn't apply to online auctions.”

Yes, it does. Although few such cases have made it to court, without exception those courts have ruled the UCC 2-328 applies the same to online auctions as live auctions.

“There are more than 2 types of auctions.”

No, there aren't. There are only 2 types: with reserve and without reserve. The UCC 2-328 clearly says any auction is one type or the other.

“An absolute auction is not the same as a without reserve auction.”

Yes, it is. The courts have ruled universally that an absolute auction is analogous to a without reserve auction. despite the UCC 2-328 using only the term without reserve.

“I can always change the type of auction after I declare the auction open.”

No, you can't. A without reserve auction cannot be changed to a with reserve auction; a with reserve auction could be changed to a without reserve auction, but it is ill-advised.

“There are ‘tie bids,’ and I can reopen the bidding.”

No, there aren't. There is no such thing as a tie bid. The UCC 2-328 says you may only reopen the bidding if a bid comes in “while the hammer is falling,” but are not obligated to do so.

“Our bidders are prohibited from retracting their bids.”

No, they aren't. Your bidders can indeed retract their bids so long as they do so before the “fall of the hammer.” Your terms cannot override the UCC 2-328.

“We can have terms that our auction is not subject to the UCC 2-328.”

No, you can't. Terms and conditions for buyers cannot override the UCC 2-328.

“If a bidder retracts his bid, the previous bidder is back in.”

No, he isn't. Once a bidder is deemed the high bidder, all previous bids are void. The UCC 2-328 strictly says there is no authority to unilaterally place a prior bidder back in as the high bidder.

“After, ‘Sold!’ I can qualify to say ‘subject to seller approval,’ or the like.”

No, you can't. Once an auctioneer announces the word, “Sold!” or indicates the same in some other customary manner, nothing else uttered thereafter changes the status of the property from “Sold!”

“The seller can't bid.”

Yes, he can. The seller can bid if the auction is a with reserve auction with disclosure, and can bid regardless of the type of auction if the auction is a forced sale. If the seller bids otherwise, the UCC 2-328 dictates remedies for the high bidder.

continued »

“I can always withdraw property so long as I don’t say, ‘Sold!’”

No, you can’t. In a without reserve auction, if a bid is received within a reasonable time, the property may not be withdrawn; only in a with reserve auction, the property can be withdrawn up until the “fall of the hammer.”

“Bidders must always conform to certain bidding increments.”

No, they don’t. In a without reserve auction, minimum bidding increments are illegal. In a with reserve auction, certain minimum bidding increments are permitted.

As I have told classes for over a decade, there is no other more important four paragraphs of auction law than the UCC 2-328, and the courts in the United States place the burden of knowledge upon all Auctioneers. ❖

Mike Brandy, CAI, AARE has been an Auctioneer and certified appraiser for over 30 years. He is Executive Director of The Ohio Auction School.

“SALE BY AUCTION” EXPLAINED ...

As an auction professional, you may be aware of Uniform Commercial Code 2-328 “Sale by Auction.” It falls under Article 2 (Sales) of the U.C.C. and while it is not a federal law but rather a means to provide common, lawful ground for states to work upon, it provides the backbone for auction sales across the United States.

Every auction professional should know this legal piece.

§ UCC 2-328

1 In a sale by auction if goods are put up in lots each lot is the subject of a separate sale.

2 A sale by auction is complete when the Auctioneer so announces by the fall of the hammer or in other customary manner. Where a bid is made while the hammer is falling in acceptance of a prior bid the Auctioneer may in his discretion reopen the bidding or declare the goods sold under the bid on which the hammer was falling.

3 Such a sale is with reserve unless the goods are in explicit terms put up without reserve. In an auction with reserve the Auctioneer may withdraw the goods at any time until he announces completion of the sale. In an auction without reserve, after the auctioneer calls for bids on an article or lot, that article or lot cannot be withdrawn unless no bid is made within a reasonable time. In either case a bidder may retract his bid until the Auctioneer’s announcement of completion of the sale, but a bidder’s retraction does not revive any previous bid.

4 If the Auctioneer knowingly receives a bid on the seller’s behalf or the seller makes or procures such a bid, and notice has not been given that liberty for such bidding is reserved, the buyer may at his option avoid the sale or take the goods at the price of the last good faith bid prior to the completion of the sale. This subsection shall not apply to any bid at a forced sale.

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Auctioneer Rick James became an auction professional after a 30-year career as a United States Marine. Submitted photo



Semper Fi

U.S. Marine veteran Rick James stayed loyal to his auctioneering dream.

By Sarah Barhari
contributing writer

Rick James served combat tours in Iraq, the first Gulf War and Haiti.

The career Marine did a two-year stint as a drill instructor, worked in American embassies from Congo to Zaire, and received the Bronze Star and Legion of Merit, eventually obtaining the highest enlisted rank of Sergeant Major.

When he retired in January 2011 after a 30-year career, James

assumed he would get a government job, even completing a Masters degree in management from the American Military University.

On a whim, however, he changed his mind to follow a childhood dream. The day after retirement, James began Auctioneer School in St. Louis, Mo.

“I just couldn’t see myself sitting behind a desk all day,” said James, who is now owner of Semper Fi Auction Services in LaCygne, Kan. “Becoming an Auctioneer was a dream for a long time, and I decided to go for it.”

“It gave me a confidence and a toughness. I’m able to communicate with people, and I don’t really ever get nervous,” James said. “I learned that if you want to succeed at something, you have to work hard.”

Rick James

*Semper Fi Auction Services
LaCygne, Kan.*

At age 51, James is now learning the trade while building an auction company that specializes in farm and personal property auctions. He’s learning, but the scene isn’t brand new to him.

James fell in love with auctions as a boy growing up in rural Kansas, drawn to the fast pace and rhythm. He considered becoming an Auctioneer then but decided instead to join the Marines after high school.

“I wanted out of the small-town environment,” James said. “I wanted to see the world and try new things, and I knew the Marines would be the best way to do that.”

In some ways, he said, serving in the military prepared him for his work as an Auctioneer.

“It gave me a confidence and a toughness. I’m able to communicate with people, and I don’t really ever get nervous,” James said. “I learned that if you want to succeed at something, you have to work hard.”

And work hard James has. After completing auction courses in St. Louis, he enrolled in the

continued »



James says the hardest part of the auction business is thinking you have a chant before you go to auction school and finding out you don’t. Submitted photo

Worldwide College of Auctioneering in Iowa in 2012 to further his education. An active member of the Kansas Auctioneers Association and Missouri State Auctioneers Association, James also joined the National Auctioneers Association. In 2012, he attended the NAA Benefit Auction Seminar in Denver.

And then, of course, is the chant.

To perfect his, James has worked with a vocal coach.

“The hardest part is when you think you have a chant,” James jokes, “then you go to auction school and find out you really don’t.”

In March 2011, James began working property auctions for Marty Read Auction Service and Wendt Auction Services, and he worked with Webb & Associates Auctioneers & Appraisers on real estate and benefit auctions.

Mentors such as Marty Read, Dennis Wendt and Dave Webb, BAS, GPPA, have been invaluable, he said.

“These guys were there to support me and guide me to the different associations,” he said. “They really helped get me started.”

To date, James has conducted roughly 150 auctions.

His wife, Allyson, helps with clerking and maintaining the company’s website. The couple has four children and lives on a small farm near LaCygne.

“I’m having a lot of fun,” James said. “It’s challenging trying to catch up to people who have been doing this for 20 or 30 years, but I like a challenge.” ❖



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Tone Controls
Built-In cd player with USB port
"Talk-Over" Feature
Shure 90 Channel UHF Wireless
Handheld or Headset Mics
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\$24,150



\$11,500



\$24,150

Chinese painting smashes pre-auction estimate

THOMASTON, Maine — The early shipping trade brought many rare and exotic objects to Maine, and some of these flew away at high prices at Thomaston Place Auction Galleries' Winter Sale on Feb. 8-9. A variety of exceptional objects from distant shores, plus several outstanding examples of folk art dominated the top sale lots.

"The unusual, one-of-a-kind objects always seem to attract the most interest and higher prices at auction, prompting me to ask from the podium: Where are you going to find another one?" Owner and Auctioneer Kaja Veilleux said.

A signed Chinese Yuan Dynasty painting on silk, depicting a warrior riding two horses, was the sale's top lot, achieving a price of \$28,750 against a pre-auction estimate of \$1000 to \$1500. Consigned by a Maine family, this piece was acquired over 65 years ago.

Another unusual item that generated strong bidder interest was a circa 1900 Turkish Kayseri silk rug with a gold thread Tree of Life design on a pale yellow ground. Bidding quickly advanced to a final selling price of \$9200. An incredibly detailed palace-scale 19th-century Indian hardwood carving of a peacock on base wowed the auction crowd when it achieved its \$8625 sales price.

The second-highest lot in the sale was an important Mayan stone panel carved with the image of a priest bearing a serpent that was originally found in Guatemala. It blew past its \$6000 to \$8000 estimate and brought \$24,150.

Other high performing antiquities included: a 12th-century or earlier large Khmer carved stone statue of a standing Vishnu

that fetched \$6900 versus a presale estimate of \$1500 to \$2000; a 14th-century European, possibly Frankish, bronze footed pitcher on tripod legs that sold for \$6900; and a Buddhist frieze from Gandara, Pakistan, circa 200-300 AD, depicting the birth of Buddha in deep relief, that reached \$6325.

Several examples of European fine and decorative arts fared extremely well, such as an oil on canvas painting depicting a large ship arriving at The Basin, Venice by Felix Ziem (France, 1821-1911) that sold for \$24,150; a spectacular 18th Century Italian ivory inlaid mahogany fall front desk with hidden drawers and inlaid images of monkeys, dragons, putti and vines that achieved \$14,950; and a circa 1910 Louis Vuitton gent's steamer trunk that brought \$9,200.

A number of folk art pieces generated aggressive bidding. A circa 1960 gilt and black painted eagle sternboard by Rockland, Maine carver Harold B. Simmons generated applause when it sold for \$13,800. A carved ship's figurehead in the form of a woman in fancy coat with feathered hat, made circa 1880, brought \$11,500, a circa 1890 carousel 'Track' horse by Charles W. Dare achieved \$9,775, and a 19th Century New England stone sculpture of a mustachioed sea faring gentleman fetched \$7,475.

American decorative arts were also a factor in the sale. An 18th Century tiger maple lowboy with leaf carved knees and ball & claw feet brought \$9,200; a bronze garden fountain statue, 'The Frog Baby', by Edith Baretto Stevens Parsons (MA, 1878-1956) achieved \$8,625; and a small oil on canvas painting depicting a fisherman on streamside road by Benjamin Champney (MA/NH, 1817-1907) rocketed past its \$800 to \$1,200 estimate and ended at \$5,750. ❖



Regional firearms sale hits \$4.4M

On the strength of a company-record approximate 17,000 sealed bids, Illinois-based Rock Island Auction Company's February 2014 Regional Firearms Auction exceeded expectations by surmounting estimates and posting \$4.4 million in sales. The event saw a 99-percent sell-through rate for the three-day auction that contained nearly 6,500 firearms and 2,736 lots.

February's Regional Firearms Auction contained a vast assortment of collectables and antiques, from engraved Henry rifles, World War II firearms, and militaria, to modern gems such as new in the box shotguns, rifles, and pistols. A lot of respect was shown for the Tom Knapp "Shooting Star" Collection by firearms enthusiasts when lot 600 sold for \$8,050 and lot 602 enjoyed similar success by powdering its estimate and selling for \$8,625. This was a once in lifetime opportunity to own a piece of history from the man recognized as the greatest exhibition shooter of modern times.

Winchester and Henry firearms are always a staple in any RIAC auction and nearly 400 were auctioned off with successes like Lot 1, a New Haven Arms Henry lever action rifle brought in a sale price of \$25,875. Lot 1014, a desirable Winchester Model 1866 lever action saddle ring carbine also found a new owner, selling for \$6,900. Lot 3613, a Winchester Model 12 slide action trench shotgun with U.S. Marked Receiver, sold for \$3,737.50, yet another indicator of the hot trench shotgun market.

Samuel Colt is alive and well in Rock Island with highlights like Lot 100, an engraved gold and silver plated Colt Model 1860 Army percussion revolver with ornate cast grip bringing in an astounding \$11,500. Lot 3076, a Colt Model 1862 Police percussion revolver with holster and inscription on the back strap exceeded the estimate by selling for \$8,625. Lot 3055, managed to raise a lot of eyebrows and bidder cards with 39 individual bidders vying for the chance to own an extensively engraved, antique, First Generation Colt Single Action Army revolver with factory letter, brought \$4,600. Lot 1179, a Colt Model 1855 Revolving Rifle crossed the block for \$4,312.

Other notable highlights include: Lot 1095, Scarce Smith & Wesson Model 320 Revolving Rifle with Stock and Case sold for \$11,500, exceeding the estimate. Lot 1289, Tower Flintlock Carbine went for \$5,642. Lot 3618, Two U.S. Bolt Action Rifles sold for \$4,887. ❖

Support the kids of St. Jude by participating in Auction for Hope.

Aaron's dad was stationed on an aircraft carrier in the Persian Gulf when he learned that his 4-year-old son suffered from an aggressive brain tumor known as medulloblastoma.

By the time Aaron's dad was able to get home, about 40 hours later, Aaron had already undergone surgery in a local hospital to remove the brain tumor.

"He was hooked up to all these tubes. His face was swollen. He couldn't see. He couldn't talk. He couldn't walk," remembers Aaron's dad. But when Aaron heard his father's voice, he opened his eyes.

Through research, Aaron's mom found that St. Jude Children's Research Hospital® has the largest pediatric brain tumor research program in the country and the world's best survival rates. Within weeks, Aaron was receiving care at St. Jude. His dad felt encouraged by Aaron's doctor. "The doctor said, 'Give him his medicine, make him smile, and we'll take care of everything else,'" Aaron's dad recalls.

Aaron underwent a second brain surgery to remove residual tumor. He then received radiation therapy and chemotherapy over the next several months. Families never receive a bill from St. Jude for treatment, travel, housing and food because all a family should worry about is helping their child live.

Today, Aaron has finished with treatment and is cancer-free. He returns to St. Jude regularly for checkups.

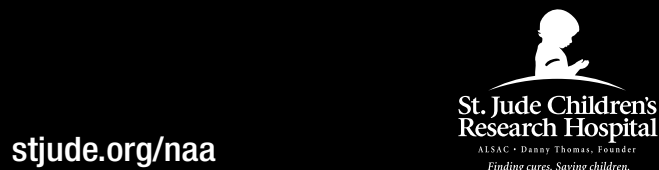
"St. Jude is hope," says Aaron's dad.



Aaron
age 4
Virginia
medulloblastoma



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\$166,750



\$6,325



\$18,400

Classic bikes pedal up more than \$1.8M

Between December 2012 and October 2013, Copake Auction Inc. father-and-son team Michael and Seth Fallon held three sessions to disperse the contents of the Buffalo Pedaling History Museum in New York. Carl and Clary Burgwardt opened the museum in 1991. It represented their passion for all things bicycle related and was considered one of the best collections in the world.

With only a few select additions outside of the Burgwardt collection included in the April 2013 sale, 1,857 total lots were sold at

an average of \$780 per lot and total gross of \$1,832,786. Over 30 bicycles sold in the \$10,000-\$24,000 range, with the top lot being a 1911 Pierce 4 cylinder motorcycle manufactured in Buffalo, N.Y., that sold to a Buffalo collector for \$166,750. A total of seven boneshaker bicycles were offered, including an 1869 Lakin that sold to the Connecticut Historical Society for \$6,325.

Other boneshakers sold include a French Michaux for \$6,900 and a desirable Detroit made Shire for \$7,475. Over 36 high-wheel bicycles, also known as ordinaries, sold for top prices. A RAM Telegram made in Milwaukee, Wisc., soared to \$26,450. Another rarity, an 1887 Gormully & Jeffery made in Chicago, sold for \$24,150 and is one of only ten known to exist.

Only produced for a short time and among the rarest bicycles to find, the hard tire safety bicycle was easier to ride and opened up the hobby to a much broader market. Some of the rare examples sold include an 1892 Elliott Hickory (\$18,400); an excellent Columbia "Camel Back" (\$17,250) and a Gormully & Jeffery "C" frame (\$16,100).

Representing the highly desirable period of prewar balloon bicycles and industrial art as design, an iconic Elgin "Blue Bird" in restored condition sold in April 2013 for \$17,250. A very rare 1936 Evinrude "Streamflow" "all bright" unpainted example made \$16,675. The Auctioneer noted it was a form he had never seen before. A 1937 Schwinn "Autocycle" went for \$13,225, and a futuristic 1960's Bowden "Spacelander" brought \$13,800.

The collection offered more than bicycles, including 150 bicycle lamps. The top lot was a c. 1883 "Columbia Queen of the Night" high-wheel hub lamp with cyclometer that sold for \$8,912. Other early accessories included lots of early handle bar bells selling for as high as \$2,070. Included in the October 2013 auction weekend was a presentation on steins related to the cycling scene in Germany and the United States 1869-1914 given by Lou Schultz. A popular attraction along with the auction, swap meet and 10 miles ride, this particular presentation tied into the items being offered the following day and steins to go on the block were used as examples to teach collectors and hobbyists. A few of the top sellers included a tall Matlach stein that brought \$1,840 and a stoneware high wheel form stein that sold for \$2,760. ❖

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16th-century statue gets \$17,500

GLENDALE, Ariz. — EJ’S Auction & Consignment, in only its fifth auction since opening a new 30,000-square foot facility, sold a circa 16th-century carved marble statue for \$17,500 to a buyer in the U.K.

This particular piece had more than ten international phone bidders competing for the piece, as well as over a hundred within the United States, said Erik Hoyer, owner of EJ’S Auction & Consignment.

“The amount of interest in this piece as well as several others we have had in the last few weeks has been very strong,” said Hoyer, who also commented on the benefit of tapping into online auction. “EJ’S has decided to use online bidding to garner more bidders, and in this struggling economy it is paying off.

“We are averaging between 400-500 attendees in the facility on auction day, along with an additional 125-200 online bidders. It seems to be building every week.” ❖

NAA member helps charity raise \$4.88M

On March 8, Louisville, Ky.-based Auctioneer Bill Menish, CAI, AARE, BAS, helped JDRF Seattle Guild raise \$4,880,000 at the charity’s 25th anniversary gala, held in downtown Seattle, Wash.

While \$1 million was raised pre-auction, Menish helped sell 50+ items in both a live auction and silent auction and through a “Fund a Cure” appeal.

Menish has helped a number of local charities, including the American Heart Association, Actor’s Theatre, Sacred Heart Academy, Walden School, MS Center, St. Albert’s, and Friends School.

Before becoming an auction professional, Menish was a successful news broadcaster, winning 15 Emmy’s, the Edward R. Murrow Award, and several other distinctions.

“I left the kind of job where if you talked too fast, they would write nasty emails, to take a job where if you don’t talk fast enough, they won’t hire you,” Menish said. “I love my job, and I love taking non-profits to levels they never thought they could reach.” ❖



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Washington D.C. subdivision sells at auction

A 94-unit single family planned subdivision has transferred to a new owner for \$4,210,500. The property, known as Congress Heights Vistas, was auctioned in November, and the closing took place March 6.

The Congress Heights Vistas residential development consists of a 94-unit, 59-lot planned single-family project. Development was originally planned for three phases over a projected two-year time frame. Phase I of the Project was completed in 2012. The project is located in Ward 8 of Washington, D.C., which is east of the Potomac River and downtown. The project site itself is located at the corner of 4th Street SE and Mississippi Street SE, which is in the heart of the Ward's community and adjacent to Ballou High School.

The property offers a large, open-air site nestled in an urban environment located on a hill offering stellar views of the city. The area surrounding the site is residential with numerous public services including schools, a community pool, community tennis complex and Metro Bus stops within walking distance.

The auction was managed by Tranzon Fox. Tranzon is one of the largest real estate auction companies in the country, with nearly 30 offices coast-to-coast. ❖

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Native American, Civil War artifacts top estate sale



\$600



\$2700

The crowd was standing room only at Cordier's recent auction featuring a collection from the Estate of Ernest P. Hoppes, of Tamaqua, Pa. Over 200 bidders were in the room and 1,200 were online at the 990-lot auction. Highlights include a Native American Steatite Effigy Pipe at \$4,000 and a Model 1819 Hall US Breech-Loading Flintlock Rifle at \$2,200.

The sale included Native American artifacts and collectibles, antique and modern firearms, military collectibles, sporting collectibles, and aviation collectibles. Bidders were drawn from across the country to Harrisburg, including buyers for the Arrowhead Museum in Perry, Mo., as well as buyers from Sevierville, Tenn.; Taylor, Mich.; and Lagrange, Ga. Prices quoted are hammer prices.

The Saturday sale began with Native American artifacts and collectibles. Over 30 lots of framed arrowheads were sold including a frame of 109 Arrowheads that sold for \$2,700 to the room. Other stone tools featured a lot of 10 that included two banner stones that hammered down at \$2,500. Among more than 50 pieces of Native American Pottery was a Large Santo Domingo Pueblo Pottery Olla that was won by a phone bidder for \$2,100. One attention-getting item was a steatite effigy pipe in the form of a human face; after heavy competition with a phone bidder, a floor bidder won the pipe for \$4,000. Other items of note were a Northwest Coast Carved Bone Spoon (\$900), a Pima Figural Coil Basket (\$600), and a pair of 19th Century Sioux Beaded Moccasins (\$600).

Firearms saw strong results. A Winchester Model 70 Pre-64 Rifle sold to an internet bidder for \$1,800. An absentee bidder won a Model 1819 Hall US Breech-Loading Flintlock Rifle for \$2,200. The highest priced hand gun was a Colt SA Army Revolver which hammered down to the internet for \$1,300.

Enthusiasm continued for Military collectibles; a Civil War Cavalry Sword with Scabbard and belt saw heavy bidding before selling to the internet for \$900. A number of WWII daggers were offered; a WWII German Luftwaffe First Model Dagger hammered down for \$750. Other collectibles showed strong results: A number of Kriss Pines Trout Paradise Wood Signs were offered to enthusiastic buyers; the largest sold to the room for \$850. ❖

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In March, Reppert Auction School in Indianapolis graduated students from 8 states.

Submitted photo



Graduates of the March class of Western College of Auctioneering were (bottom row) Wade Affleck, Billings MT., Jim Fick, Centennial CO., Marilyn Burns, Instructor, David Bissell, Pasco WA., Steven Bitz, Bismarck, ND. (second row) Nick Bennett, WCA Pres., Jeremy Boehm, Mandan ND., Colter Boehm, Juneau AK., Edward Schultz, Hay Lakes AB., Jacob Griswold, Fairbanks AK., Cody Kirschbaum, Bloomington WI., Delbert Richards, Billings MT. (third row) Michael Evans, Grantsville, UT., Jerry Collins, Great Falls MT., Bill Weaver, Cheyenne WY., Dan Dueck, Morse SK., Kirby Black, Olds AB., Jeff Boehm, Juneau AK., Tim King, Bismarck ND. Submitted photo



Graduates of the November 2013 class of World Wide College of Auctioneering were (bottom row) Bridget Siler, Misty Schmidling, Tamara Whelpley, Kathy Shea, Julia Welchert, JillMarie Wiles, Kaija Kokesh, Paul C. Behr, Vicky L. Flickinger, Bruce Helgeson, Dawn Stoltenberg, Emily Yoap, Valerie Yoap, Staci Hernandez, Sally Schierer, Bobbi Jo Reed, (second row) Donald Hlava, Mark Welchert, Joe Sheeder, Tim Banks, Marshall Hansen, Geoff Flood, Chris Nyguard, Josh Young, Shareif Eisa, Santino Coppolino, Kevin Detaege, Brent Reid, Johnathan A. Mundrick, V. Richard Wildermuth, Clay Stetzel, Gavin Laughery, Daniel Prado, Mason Duncan, Cody Aasness, Simon Robson, Alan Grant, (third row) Karl Crawford, Thomas Hare, Lucas Luckey, Rick Reid, Chris Smith, James Lohff, Robert L. White, Jon W. Flack, Ian T. Thomas, Jeremy Johnson, Chantz Davidson, Logan Gormley, Jared Meier, Jeremy Cason, Arion Schnabel, Jeffery B. Landrum, Brad Uttermark, Ty Nelson, Seth Harvey, Dylan Laughery, Oliver Coppolino, Justin Croy. Submitted Photo



Graduates of the February 2014 class of World Wide College of Auctioneering were (bottom row) Troy Donnelly, Cliff Stoltzfus, Ryan Samuelson, Alyssa Martin, Charlotte Pyle, Brooke Gillespie, Jim Seeck, Paul C. Behr, Vicky L. Flickinger, Jack Hines, Dawn Stoltenberg, JillMarie Wiles, Sara Adams, Elizabeth Wood, Dana Arvidson, Jennifer Holliday, Clinton Laflin, (second row) Patrick Shannon, Sean Webb, John Herrity, Howard Bragg, Dick Ott, Andrew Yaden, Curtis Gillespie, Mick McMichen, Troy Metzger, Brian Perrigo, Zac Van Beek, Doug May, Augusto "Gus" Puga, Hunter Morris, Tom O'Connor, Andy Shetler, (third row) Brad Peden, Curits Dosland, Chad Bals, Mallen Moore, Joe O'Connor, Luke Van Grouw, Mark Mast, Bailey Webber, Clayton Neumann, Chuck Lindsay, Tyler Burlage, Clayton Mabb, Justin Rogers, Tony Schaefer, Samuel Powell, Leon Jones, Chris Drader, Rod Backes. Submitted Photo



Graduates of the February class of Texas Auction Academy were (bottom row) Rene' McGonigle, McKinney, TX; Laura Meister, Eules, TX; Gennie Smith, Dallas, TX; Dianne Sikel, Phoenix, AZ; Tammy Quick, Snyder, TX; Mary Williams, Marceline, MO; Karyn Hahn, Brookfield, MO; LaTishia Overstreet, Livingston, TX; Lorrie Escamilla, Van Alstyne, TX (second row) Rich Schur, Monument, CO, Instructor; Rolando Zetina, Hubbard, TX; Nicholas Cole, Suffolk, VA; Rob Springs, Frisco, TX; Randy "Blake" Daniel, Crowley, TX; Colby Parker, Sulphur Springs, TX; Jeff L. Overstreet Sr., Livingston, TX; Lori Jones, School Administrator; Mike Jones, School Director (third row) Eddie Lide, Bovina, TX; Cameron Carollo, Houston, TX; Brock Parks, Sheppard Air Force Base, TX; Bill Sutherland, Frisco, TX; Will Shine, Fort Worth, TX; Terry Luecke, Snyder, TX; Brent Spencer, Poteau, OK (top row) Robert Genova, Ponder, TX; Mark Rosenbusch, Burnet, TX; Toby Stutzman, Ulysses, KS; Pat Garner, Fort Worth, TX; Rick Darcy, Casper, WY; Tony Genova, Flower Mound, TX; Jon Schambacher, Fort Worth, TX; Byron Shinkle, Yuba City, CA; Dustin B. Glover, Elgin, OK; Brian Grogan, Alto, TX; Larry A. Richeson, Granbury, TX. Submitted photo

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Auctioneer was also teacher, coach, broker

Joe Charles Webb, 61, of Lubbock, Texas, died Thursday, Dec. 5, 2013.

Webb was born in Wynnewood, Oklahoma to the late Catherine and Charles Webb on May 16, 1952, in Wynnewood, Okla. He grew up in Norman, Okla., and he graduated from Norman High School in 1970. He received his Bachelors of Science degree in Behavioral Science from The University of Houston in Clear Lake. He married Mary Dee Meinzer in 1972.

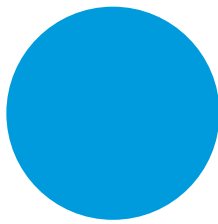
Webb's success in business took him throughout the United States and Europe. He also taught math and coached football in Alvin, Texas. Webb owned a successful restaurant in Marietta, Ga., and he was an outstanding Auctioneer and real estate broker. He was an active member of the Masonic Lodge and The Scottish Rite. He had served as a member of the school board in Alvin, Texas, and was a former president of Sugarland Rotary.

At one time in his NAA career, Webb held CAI, AARE, BAS, CES and GPPA designations.

Survivors are his Wife - Mary Webb from Lubbock, Texas; Daughter - Ashley Webb, Lubbock, Texas; Son - John Webb, Atlanta, Ga. and Aunt - Mary Helen Rose and husband Roy, Moore, Okla. ❖

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IN THE RING

PAGE 11 *“The opportunity to speak and network with other association leaders and staff is extremely beneficial to me. I need to work on getting some more members of our board out for next year’s conference.”*

Kim Hemingway

Administrator for the Pennsylvania Auctioneers Association

PAGE 24 *“You say ‘no’ when you’ve taken the time to talk through everything, and then realize that the goals and aspirations of the client can’t be met by the transaction.”*

Thomas Saturley, CAI

*Tranzon Auction Properties
Portland, Maine*

PAGE 40 *“I just couldn’t see myself sitting behind a desk all day. Becoming an Auctioneer was a dream for a long time, and I decided to go for it.”*

Rick James

*Semper Fi Auction Services
LaCygne, Kan.*

AROUND the BLOCK

- In a story reported by the Associated Press and Atlanta Journal-Constitution, **Georgia state representative Katie Dempsey has sponsored a bill** that would change regulations for Auctioneers. The bill has drawn opposition from cities and counties that claim the proposed changes would penalize taxpayers. The opposition also fears the bill’s passage would force government entities, sheriffs and businesses to hire licensed Auctioneers when they sold inventory or property.

Dempsey told the AJC that her measure was “totally pure in intent” and that she doesn’t profit from the legislation. Her family are third-generation Auctioneers.

- **Mecum Auctions will amass a 1,000-car offering** encompassing coveted collector cars from all genres at Houston’s Reliant Center on April 10-12. With headliners ranging from American and European racers, to Pre-War Classics and Corvettes, Mecum’s third annual event is certain to

be more than memorable.

The Houston event will make its way into nearly 80 million homes with portions of all three days of the event broadcast on the NBC Sports Network.

- Coinciding with ConExpo-Con/Agg 2014, the every-three-year concrete/aggregate equipment show, **Ritchie Bros. Auctioneers broke several of its side records** with its auctions on March 6 and 7 that brought in more than \$60 million in gross auction proceeds, had more than 4,750 registered bidders, more than 450 sellers and 900 total buyers, at its permanent auction site in Nevada.

Ritchie Bros. says the two-day unreserved public auction broke several site records for online sales, including more than \$19 million in online gross auction proceeds, 2,900 online registered bidders and more than 400 online buyers.

MEMBERS' CORNER



Florida Auctioneer Randy Kincaid, CAI, GPPA, was surprised to find a postcard returned by the United States Postal Service because of an undeliverable address in his mailbox in March. Why was he surprised? He mailed the card in 2001.

The postcard was originally mailed presort 1st class from Lakeland, Fla., along with 1200 others promoting an auction that was held on Aug. 25, 2001. The intended addressee was in Greenville, S.C.

The postcard has been wandering around in the postal system ever since. It was still in good condition and had three undeliverable stickers on it. One complicating factor was that Randy Kincaid Auction Company had changed addresses approximately a year after the postcard was mailed.

At least the post office tried for thirteen years and was finally successful in getting it back to the sender. ❖

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www.auctioneers.org



NATIONAL AUCTIONEERS ASSOCIATION
EDUCATION CALENDAR

GPPA & USPAP (15 HOURS)

Charlotte, North Carolina • DoubleTree by Hilton Charlotte • May 11-18, 2014

DESIGNATION ACADEMY @ CONFERENCE & SHOW

Louisville, Kentucky • The Galt House Hotel • July 5-12, 2014



CONFERENCE AND SHOW

Louisville, Kentucky • Galt House Hotel • July 8-12, 2014

BENEFIT AUCTION SUMMIT

Nashville, Tennessee • Embassy Suites Vanderbilt • September 14-16, 2014

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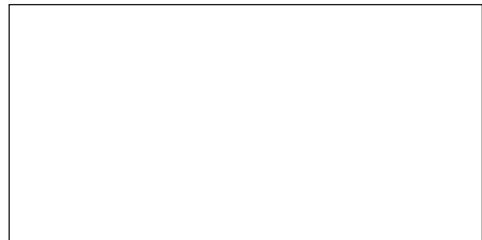
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