



# Auctioneer

October 2018

The official publication of the National Auctioneers Association

**NAA DAY  
ON THE  
HILL**



page 26

## ALSO INSIDE:

- | NAA REQUESTS HEARING FROM THE U.S. HOUSE JUDICIARY COMMITTEE
- | 2018 NAA STATE LICENSING SUMMARY NOW AVAILABLE!
- | 6 WAYS AMAZON HAS CHANGED CONSUMER EXPECTATIONS

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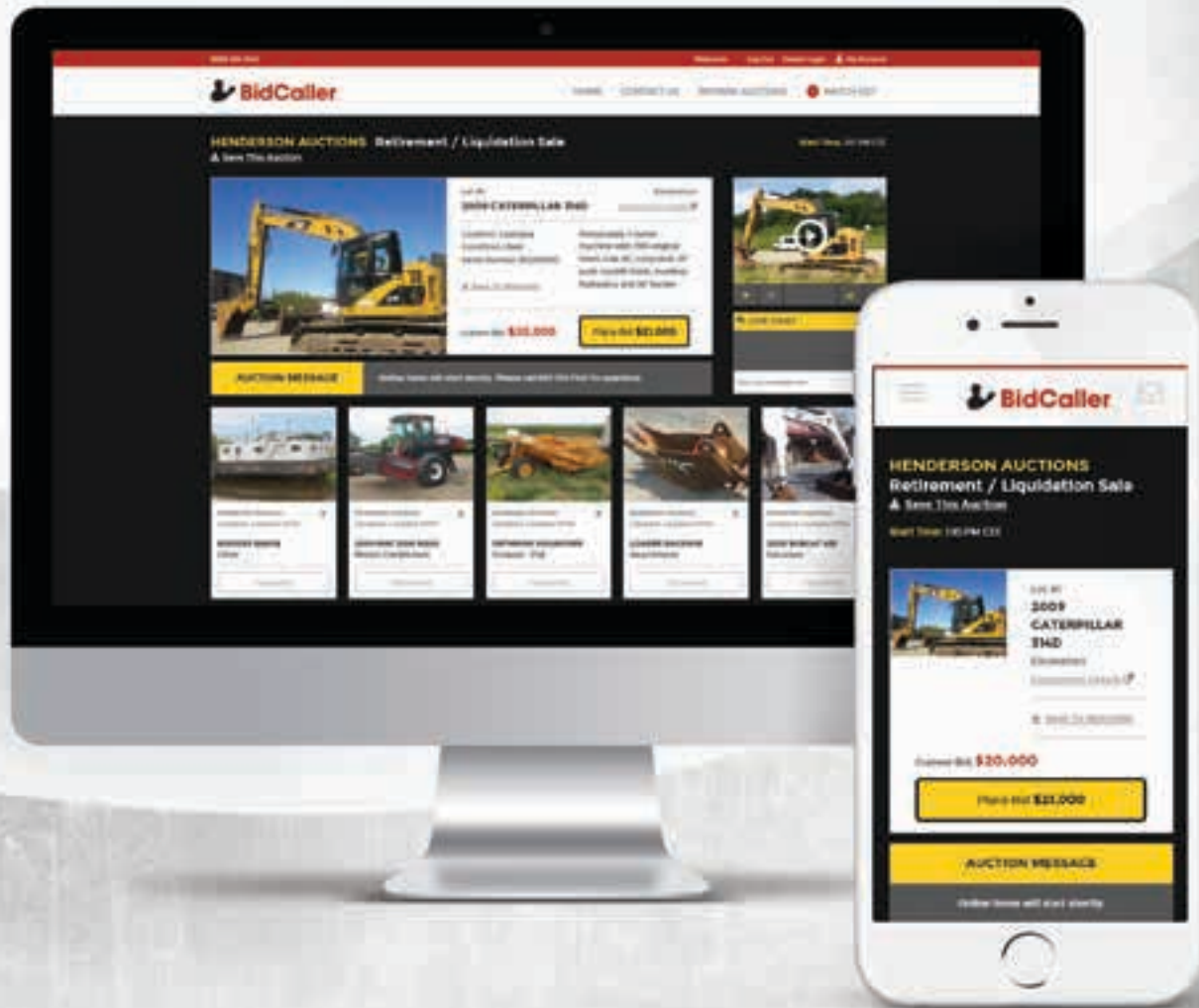
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**Tim W. Mast, CAI, AARE**  
NAA President

National Auctioneers President Tim W. Mast, CAI, AARE, is executive vice president at Tranzon Asset Advisors. A lifelong resident of southwestern Tennessee, Tim works and resides in Selmer with his wife, Ruth Anne, and their four children. He is a World Wide College of Auctioneering graduate. Tim has served as NAA Ambassador for Tennessee and was elected to the NAA Board in 2014. In 2013, Tim was inducted into the Tennessee Auctioneers Association Hall of Fame – the youngest person ever to receive that honor. In 2008, he was elected president-elect and sworn in as TAA president in 2009. He also previously served on the TAA education committee.

Fluent in three languages, Tim has used his natural skill for negotiating and a commitment to continuing education to become exceptionally successful with large, complicated real estate transactions spanning approximately 30 states and three countries.

## NAA has your (and your industry's) back!

**A**s I write this, news is swirling about the possibility of some relief to the states' imposition of interstate sales collections, a result of the *South Dakota vs. Wayfair, Inc.*, U. S. Supreme Court case.

If you haven't heard about this, see page 17 in this issue of Auctioneer. By the time you read this, the legislation may have already made movement. NAA will let you know what its status is. NAA advocates on your behalf, and then we let you know about it! It's one of the many reasons you belong to NAA and one of the big reasons why we need others to belong as well.

In September, I visited Washington, D.C., as part of NAA's 2018 Day on the Hill. As President, I was able to participate in the Advocacy Committee meeting the day before the actual Hill visits. It was fascinating to me to listen to the discourse between our members on how we handle this issue. It's complicated, and we need to make sure that we communicate it to our membership in ways we understand and can communicate it to our legislators.

This isn't the only issue we are following. We are in a time when government regulation and other outside influences are threatening to pose significant challenges to the survival of many of our businesses – whether we are talking to real estate listing systems about the way they display auctions, or states wanting to deregulate or change the regulation of our license laws or the states changing the way we classify ourselves as independent contractors or employees. (See page 42 about the impact of the California Supreme Court decision.)

I'm proud of what past Boards did to prepare NAA for these challenges. Several years ago, NAA's Council on Future Practices reported in *Give Me Five, Now Ten Years Into The Future* that increased government regulation will have major impacts on our industry

As a result of that report, past president Tom Saturley led the Board in developing a system that ultimately led to the Day on the Hill activities.

We are not a large organization – our budget is less than \$2.5 million. For perspective, lobbyists in Washington, D.C., charge almost half of our annual budget to maintain a regular rapport to affect legislative change. We can't afford that kind of approach.

So, Tom showed us the value of relationships. All of us in the auction industry can get to know our legislators – local, state, and federal. And now is an important time to do so. In November, you will go to the polls and vote on your choice of candidates – all of us will be electing Congressional representatives. Some of us have Senatorial elections as well. So, get out and VOTE. That is only the first step of this request.

Second, get to know your elected leaders; regardless of your party affiliation – or theirs – get them to know you as well. This is critically important as we are now in a time where we need their help.

As much as I hope this legislative battle that is outlined on page 17 is complete by the time you read this, I know one thing for sure – we still have other battles brewing. So, what I am asking you to do are two simple things, but things that will have a huge impact not just on you but on the auction industry: 1) vote; 2) get to know your elected officials – it appears we will need them!

# FEATURES/NEWS October 2018



12

## 2018 NAA Day on the Hill: Time to Move!

NAA members leveraged relationships with elected officials to tell them how the recent South Dakota v. Wayfair, Inc., decision affects the auction industry and their businesses.

## NAA sends hearing request letter to U.S. House Judiciary Committee

NAA's request is the latest move in its drive to protect NAA members from undue burdens resulting from the Wayfair decision.

17

## 3 trends in livestock auctioneering

The livestock auction industry looks strong going forward, and we look at a few driving factors.

38

## 2018 State Licensing Summary

Make sure you know the standards in your state, or at least know where you should look for that information!

26

## California Supreme Court reclassifies contract labor

The new rule already has forced auto auction company Manheim to change its employment structure.

42



26

## ALSO SEE ...

- 7 State watch
- 8 NAA Ambassadors
- 10 6 ways Amazon has changed consumer expectations
- 16 NAA 2018-19 Public Policy Agenda
- 19 Statement of Ownership
- 20 Cyber criminals don't discriminate
- 22 NAA responds harshly to Zillow foreclosure listing errors
- 23 New NAA Designations
- 41 NAA Commitment
- 43 iSeries schedule
- 48 Improve your online presence
- 50 Success stories
- 57 In memory
- 58 Education calendar
- 59 Schools
- 61 New members
- 64 Filler words

## DEPARTMENTS

- 66 Marketplace
- 67 Index

## BUSINESS PRACTICES

### Does your chant create an express warranty?

And, what's an express warranty?

24

### FACES OF NAA

#### Evolving at the speed of change

New NAA Board member Ailie Byers wants to see the NAA and industry grow. **44**

#### "No matter where ... NAA will be there."

New NAA Board member Kelly Strauss says NAA relationships led to his decision to serve. **46**

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# State watch



## MICHIGAN

Several NAA members were mentioned recently in a piece featuring a unique island auction. Measuring 48 acres with a mile or so of shoreline, Brown Island is home to just one home. All of it will be sold by auction in late October. Mentioned in the article (nbc25news.com) were Wade Leist and Jordan Miedema. Miedema Asset Management Group is handling the auction. ❖

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**Ambassador Spotlight**



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Who I represent:  
Musser Bros., Inc.

Where I'm from:  
Cody, Wyoming

**Q: What about your NAA membership do you value most?**

*The education, the seminars, the friendships, and the support from both peers and the NAA staff have been truly invaluable to me!*



# 6 ways Amazon has changed consumer expectation

Ease of transaction and how buyers look for items have changed.

By NAA Staff

It is nearly impossible anymore to have a conversation about customer experience and not have Amazon's name come up.

The online giant has transformed the way buyers (and sellers) approach purchase decisions, which has in turn forced businesses to modify their business models to meet changing expectations.

A recent article on [mytotalretail.com](http://mytotalretail.com) explored six ways Amazon has changed the purchase journey. Those reasons included: checking Amazon first and last; shopping by voice; buying groceries online; buying clothing online; easy returns; and endless, searchable options.

Several, if not all, of those can apply to auctions and auction companies. Let's explore a couple of them:

**First and last** – Consumers first check Amazon for a price and then come back last to buy it after comparing in other places. For auction companies, this behavior should underscore the idea that

buyers and sellers are looking for specific items – and not specific auction companies – when they search online. The question then becomes: How are you marketing your events? Does your marketing highlight company first and items second? Is your online lot catalog built around the items' keywords, or does it simply say, in essence, “we have a lot of stuff”?

**Shopping by voice** – Google Trends data suggests that use of Voice Search has increased 7x since 2010. With regard to Amazon, people now can simply order items through their Amazon home devices. That sounds scary for auction companies and other outlets, but what it should show you is how important it is to understand today's consumer technology. Data exists and shows which words people use when ordering those products. This is important to remember when, again, setting lot descriptions. Use the words people are searching with when they speak. It eventually all refers to which files best fit those requests.

**Buying groceries, clothes, online** – Both perishable and non-

perishable items are increasingly easy to have delivered or make available for quick carryout. Extrapolate that a bit and the real value to consumers is time. They don't want or need to spend the time shopping in a store. That's important to note when considering an auction. How does your auction planning account for your buyers' time?

**Ease of returns** – Amazon has changed the game for everyone in this arena. The entire process has been simplified down to a couple of clicks, and consumers use it regularly, without fear. Because they are more confident in the entire experience, buyers in turn are more likely to search and find that perfect item – even if it takes one or two returns to get there. In that light, what does your return policy and procedure look like? Is it as buyer-friendly as it can possibly be?

**Endless aisles** – Amazon's extensive network of partnerships allows for the same item to be presented from multiple places, all in one place. This level of selection means consumers don't have to waste time in multiple stores – or even on multiple websites – to price compare. Giving consumers this capability greatly lessens

the chance they leave the site before purchasing.

For auction professionals, this may seem like an unanswerable challenge considering it's not like you can create inventory in a given sale. However, this is a great place to be creative. Be creative in showing why the asset you have is special/unique/etc. You get to tell an asset's story far better than an Amazon ever will. ❖

This article was an excerpt from a presentation given at the 2018 NAA International Auctioneers Conference and Show. Want even more tips regarding this topic? NAA members can access the full audio of this presentation and many others at [auctioneers.org/knowledgecenter](http://auctioneers.org/knowledgecenter).

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# 2018 NAA Day on the Hill: Time to Move!

NAA members used their relationships with elected officials to tell them how the recent South Dakota v. Wayfair decision affects the auction industry and their businesses.

**W**hen the National Auctioneers Association reignited its advocacy efforts four years ago, it did so with a relationship-building strategy.

There were no pressing matters at the time, but NAA encouraged its members to meet with their elected representatives at the federal and state levels and build solid relationships that could be leaned on when a need came.

That need came in 2018.

For the first time, NAA Day on the Hill attendees – including leadership and staff – had an urgent request following the South Dakota v. Wayfair, Inc., ruling. Attendees wanted their officials to understand the undue burdens on their small businesses that states were creating after the Wayfair ruling. They wanted them to hear their stories of how those burdens could have a major, negative impact on the auction industry.

All of that led to an impromptu conversation between NAA members John Schultz, AMM, and Issac Shultz with a Congressman's staff person during a reception on Wednesday evening. Within a day, that chat led all the way to the creation of a full House Bill just a few weeks after Day on the Hill. (See page xx.)

That chain of events underscores the critical reason for the Day on the Hill event and the core relationship-building strategy. Both pieces were instrumental in helping move things as quickly as they needed to move.

## Daily highlights

- As for the rest of the event, a group of members were fortunate in having U.S. Congressman and NAA member Jeff Duncan (R-SC) lead a guided tour of the U.S. Capitol on Tuesday, Sept. 4. The tour lasted nearly two hours as Duncan regaled the group with history, personal insights, and experiences.
- Held at the Rayburn Building on Capitol Hill, Wednesday's reception saw an amazing five U.S. Congressmen attend the NAA event in a room of 53 people from 18 states – an amazing showing for a group that size. Every one of the representatives in attendance were there because they were personally invited by an NAA member. Reps who attended were: Dr. Larry Bucshon (R-IN), Congressman Billy Long (R-MO), Congressman Jeff Duncan (R-SC), Congressman Lloyd Smucker (R-PA), and Congressman Ralph Norman (R-SC).
- After a Thursday morning orientation session led by Advocacy Chair David Whitley, CAI, CES, attendees were off to the Hill for their meetings the rest of the day.

The following pages are images from throughout the event. Please enjoy them as we highlight the fantastic group of NAA members who took part this year. And, as you look, start making plans to join the next NAA Day on the Hill event in September 2019! ❖



NAA member David Warren meets with U.S. Congresswoman Susan Collins (R-ME) during the NAA Day on the Hill event in Washington, D.C.



U.S. Representative and NAA member Jeff Duncan (sixth from left) gave a personal tour of the Capitol to other NAA members and staff.



Clockwise from top left: NAA President Tim Mast stands with U.S. Congressman and NAA member Billy Long (R-MO). The view from the Speaker's Balcony was a treat after walking the halls with Rep. Duncan. Thursday's reception was a full-room success and gave Rep. Long a chance to meet with members. And, during the reception, members (L-R) Fred Wilson, Meggie Mei, and Lisa York took time to pose; as did David Whitley alongside Jennifer and Phil Gableman (L-R). President Mast also took time to thank Rep. Larry Bucshon (R-IN), a night after Rep. Duncan stopped to share insights during the tour he led.





For more information about the event, email [memberservices@auctioneers.org](mailto:memberservices@auctioneers.org).

For the latest on *South Dakota v. Wayfair, Inc.* and how NAA is working to protect its members, the auction industry, and small business, see the update on page xx. You can also visit [auctioneers.org/auction-tax](http://auctioneers.org/auction-tax).

Clockwise from top: NAA members Mike Jones and Darron Meares split the winning bid for NAA Board Chairman Scott Shuman's red tie (sporting by Meares son, Jackson). Shuman and Rep. Duncan took time for a quick photo. Members hit the ground running on Thursday (shown: Georganne Elemond; Meggie Mei; and J.K. Kinsey, with a congressional staffer). Kinsey also met with a staffer from Senator Steve Daines (R-MT). NAA Advocacy Committee Chair David Whitley speaks to the room during Orientation. Center: Lance and Terri Walker stand on each side of Rep. David Kustoff (R-TN), and member David Warren also met with Rep. Bruce Poliquin (R-ME). Finally, NAA President Mast thanks Rep Ralph Norman (R-SC) for attending the NAA reception.



# NAA releases 2018-19 Public Policy Agenda

Interstate Sales Tax Collection tops the list of three main items in the next term.

By NAA Staff

The National Auctioneers Association has released its Public Policy Agenda for the 2018-19 term.

The NAA Advocacy Committee developed the agenda after reviewing a list of issues presented through member and staff feedback. The Advocacy Committee then presented the agenda NAA Board of Directors, which approved it.

Items on the 2018-19 NAA Public Policy Agenda, listed in order of importance:

- Interstate Sales Tax Collection
- Government Assets
- Small Business Operations

In addition to these issues, the NAA Will continue to officially monitor:

- Professional Licensing
- Other Industry Issues (firearms, ivory, court-ordered sales by auction) ❖

For more information, visit [auctioneers.org](http://auctioneers.org) and click the advocacy tab at the top of the page.

## IN ADDITION TO THESE ISSUES, THE NAA WILL CONTINUE TO MONITOR:

- **Professional Licensing:** The National Auctioneers Association believes in states' rights for professional auctioneers, including Internet-only auction professionals and
- **Industry Issues:** firearms regulations, ivory regulations and court-ordered sales

To learn more about the NAA, visit [www.auctioneers.org](http://www.auctioneers.org) or call (913) 541-8084.

## 2018-2019 Public Policy Agenda

Presented by the National Auctioneers Association



The National Auctioneers Association is committed to representing members in Washington, D.C. The NAA advocates that its members be the preferred auction professionals used in the marketplace.

### INTERSTATE SALES TAX COLLECTION

The National Auctioneers Association advocates for the phased implementation of interstate sales tax collection by states and other taxing jurisdictions to allow standardization, simplification and the avoidance of retroactivity.

### GOVERNMENT ASSETS

The National Auctioneers Association advocates for the privatization of the sale of government assets at auction using NAA Auction Professionals.

### SMALL BUSINESS OPERATIONS

The National Auctioneers Association advocates for government oversight, including legislation, that removes burdens, lessens regulations and simplifies compliance for small businesses, including but not limited to:

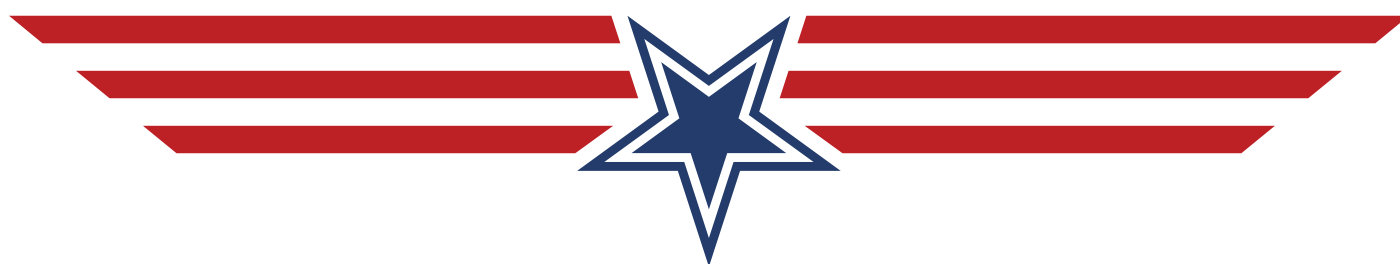
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- Tax Reform and Simplification
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# NAA sends hearing request letter to U.S. House Judiciary Committee

The NAA Sales Tax Task Force has been busy the past few weeks, including writing a formal request for a hearing on H.B. 6824 to U.S. House Judiciary Committee Chair Bob Goodlatte.

By NAA Staff



Through ongoing work by the NAA Sales Tax Task Force, the National Auctioneers Association – delivered a letter in early October to U.S. House Judiciary Committee Chair Bob Goodlatte.

Aimed at moving the legislation out of Committee to the House of Representatives floor, the letter – signed by NAA President Tim Mast, CAI, AARE, and NAA CEO Hannes Combest, FASAE, CAE – formally requests a hearing on House Bill 6824 – Online Sales Simplicity and Small business Relief Act of 2018.

If passed, the bill would pause any states' efforts to begin enforcing the collection of interstate sales tax until January 2019. It also would not allow state to retroactively collect interstate sales tax.

The bipartisan bill is the direct result of efforts begun by NAA in September during the 2018 Day on the Hill event.

In full, the letter says:

*Dear Chairman Goodlatte,*

*On behalf of the National Auctioneers Association (NAA) and small businesses throughout the United States, we formally request*

*the House Judiciary Committee hold a hearing on H.R. 6824 – Online Sales Simplicity and Small Business Relief Act of 2018.*

*Since the South Dakota v. Wayfair, Inc. Supreme Court ruling, 32 states have active or pending legislation that allows for non-uniform standards, including differing effective dates, varied exemptions, and collection of retroactive sales tax. Congress has the power to ensure that states do not place harsh, undue burdens on interstate commerce by passing H.R. 6824.*

*This bipartisan bill – sponsored by Rep. F. James Sensenbrenner, Jr., and cosponsored by Rep. Anna G. Eshoo, Rep. Jeff Duncan, Rep. Zoe Lofgren, and Rep. Jim Banks – mandates that states wait until January 1, 2019, before they can begin enforcing the collection of interstate sales tax. In addition, it establishes a nationwide, uniform, small-business threshold and would not allow states to retroactively collect interstate sales tax until the states create uniform regulations.*

*Auction companies are small businesses, with 70% of NAA members having four or fewer employees. Ninety-four percent have fewer than twenty employees. Economically, an NAA survey showed 75.6% of members have revenues under \$1 million, including 33.7% under \$100,000. Businesses this size often operate on razor-thin margins, and most lack in-house expertise*

for multi-jurisdiction tax compliance and the resources to hire new staff to handle compliance issues. According to the Aberdeen Group, the average cost of employees dedicated to sales and use tax management is already over \$63,000 per year for small businesses.

*South Dakota v. Wayfair, Inc.* created an environment of non-standardized tax compliance, which already has led to 32-plus different sets of regulations. This is unfairly burdensome on a small business that does not have the money, time, and knowledge necessary to comply. For example, one NAA member's company remitted sales tax to approximately 200 different tax jurisdictions in 2017. The total compliance software cost to manage that burden was estimated to be approximately \$25,000.

This same small auction business has been given little or no time to restructure its business logistics to meet immediate effective dates and unrealistic thresholds. It is already behind the curve and faces immediate hardship as its small staff must now focus on learning how to manage and comply with sales tax tasks instead of serving current customers and growing its business.

Without the passage of H.R. 6824 or similar protective legislation, small businesses, including many auction companies, may suffer

catastrophic damage, both to their ability to serve interstate customers and to survive overall. Small businesses need H.R. 6824 so that states have the necessary time critical to developing and implementing a fair sales tax system, without imposing unreasonable burdens to collect sales tax retroactively on prior sales.

Please help small businesses by holding a House Judiciary Committee hearing for H.R.6824. If we can be of any assistance and support, please contact NAA CEO Hannes Combest at (913) 563-5423 or [hcombest@auctioneers.org](mailto:hcombest@auctioneers.org).

As of this writing, the letter had been delivered, with NAA waiting for a response.

Meanwhile, the Streamlined Sales Tax Governing Board has certified several companies as Certified Service Providers. You can see that list at: [streamlinedsalestax.org](http://streamlinedsalestax.org) and typing "certified service providers" in the search bar at the top of page. ❖

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# Cyber criminals don't discriminate



HARB

Auctioneers need to protect and insure their databases.

By James Myers, contributor

Cyber criminals are a crafty bunch, and they continually evolve in order to get around various security measures many companies with any type of digital footprint try to employ.

According to a 2017 nationwide survey released by the Harford Steam Boiler Inspection and Insurance Co., 53 percent of businesses in the United States have experienced a cyber attack.

If you think these cyber attacks are only directed at big corporations and not your auction business, think again. Hackers don't discriminate, and if you leave door open, so to speak, they're going to poke their heads in a look around. Their activity could leave you liable, costing you a lot of money.

This is an issue that Larry Harb, of IT Risk Managers, and Greg Magnus, of ER Munro Co., deal with daily.

Harb has covered clients with cyber insurance for more than 20 years, at first insuring online Auctioneers, then Auctioneers with any type of digital footprint.

"The question comes up," Harb said of Auctioneers he covers, "why do I need another policy?"

The answer is that most insurance policies Auctioneers have, which are general liability, don't cover everything.

Harb and Magnus both advise Auctioneers to look at their contract from back to front, because the contract will spell it out toward the end what isn't covered in a general liability policy. Most will exclude all electronic media, including databases where sensitive client information is stored.

But, why does this matter? It's simple – getting hacked can sink your business. Almost every Auctioneer has digitally recorded who is bidding at the auction, their address, phone number and other identifying information, including credit card numbers.

And, while you might be working through PayPal or other third parties to handle payment, you're still liable for that data.

"Every state has now passed a law that says if you do business in our state and you lose personally identifiable information of a resident of our state, you need to notify all of your customers," Harb said.

Magnus added that the cost associated with notification is between \$50 and \$225 for each person notified. So, if your database has hundreds of peoples' information on it, you're looking at major losses.

Magnus said that when Auctioneers apply for coverage, they'll look at whether or not they have firewalls in place and assess

what the Auctioneer does to prevent data breaches and keep hackers out of their system.

"It gets you thinking about your processes and what you can be doing better," he said, adding that some will outsource their IT to add an extra layer of security. "We're here to educate you and protect your business."

Harb and Magnus said their cyber policies (Harb prefers the term "database policies") will cover network security, privacy and liability for any issues with Payment Card Industry (PCI) compliance.

"If you are taking credit cards and you lose the credit card database," Harb said, "now you can have the Payment Card Industry come after you. If you lose data and you are not PCI compliant, they can fine you, and the policy will respond to that – it responds to fines and penalties."

No two cyber policies are alike.

Harb and Magnus advise Auctioneers to talk to their insurance agents so that when the worst happens, i.e. ransomware attack, password attack, denial of service attack, etc., they're covered. ❖

This article was an excerpt from a presentation given at the 2018 NAA International Auctioneers Conference and Show. Want even more tips regarding this topic? NAA members can access the full audio of this presentation and many others in the NAA Knowledge Center.

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# NAA responds critically to Zillow foreclosure listing errors

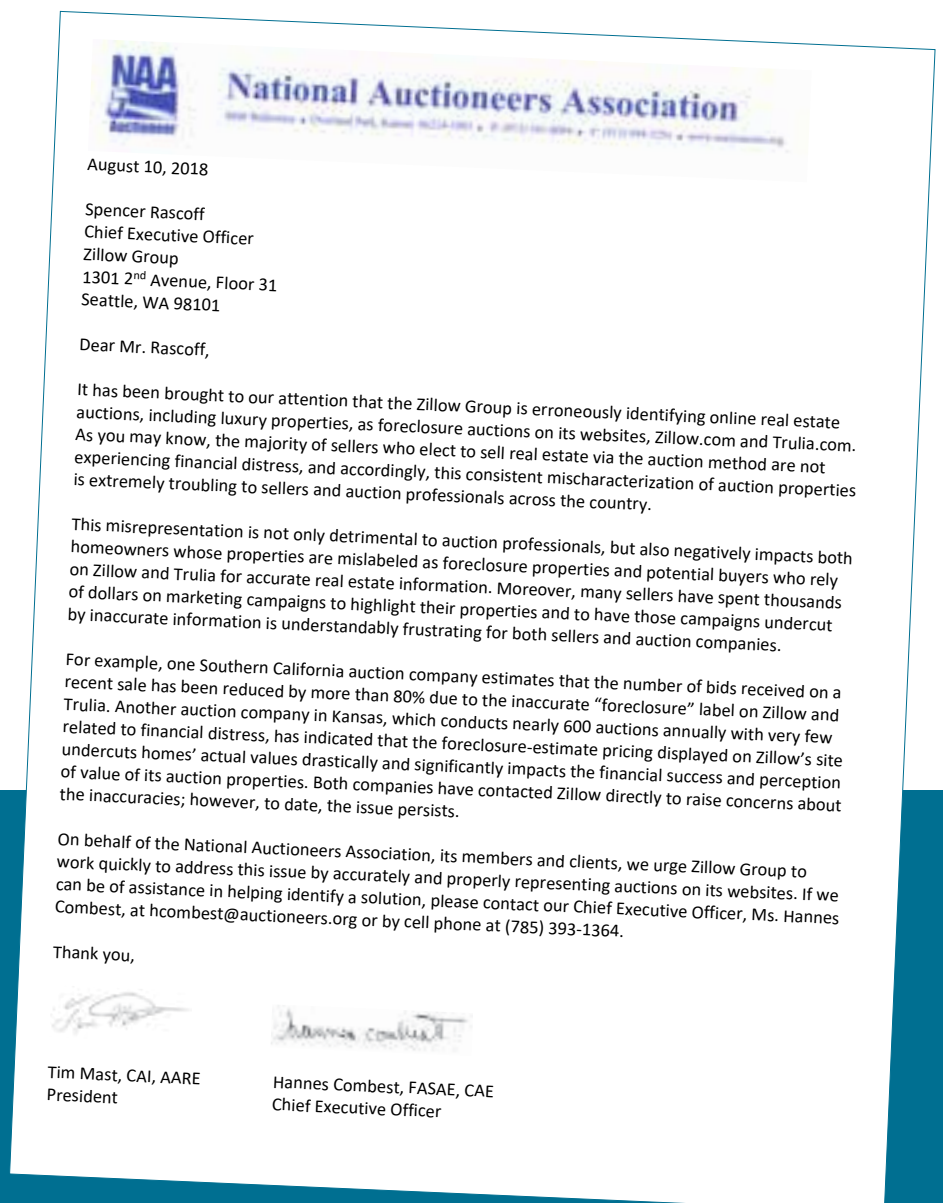
NAA has formally requested that the real estate listing site change the way it uses “foreclosure” in its listings.

By NAA Staff

In an August letter, the National Auctioneers Association formally petitioned Zillow Group CEO Spencer Rascoff, explaining to him that Zillow.com and Trulia.com were wrong to identify online real estate auctions, including luxury properties, as foreclosure auctions.

“This misrepresentation is not only detrimental to auction professionals, but also negatively impacts both homeowners whose properties are mislabeled as foreclosure properties and potential buyers who rely on Zillow and Trulia for accurate real estate information,” the letter said.

Since that time, Zillow’s legal counsel has responded to NAA CEO Hannes Combest, FASAE, CAE. Zillow has corrected individual issues that affected NAA members who brought the information to light. However, NAA is still working to obtain information or a clear timeline as to when a permanent technology fix will occur. ❖



# CONGRATULATIONS!

## New NAA Designations earned:

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### EARN YOUR DESIGNATION!

Check out the Education Calendar for upcoming NAA education opportunities. You can also visit the full education calendar on the NAA website at [www.auctioneers.org/education-calendar](http://www.auctioneers.org/education-calendar).



**Kurt Bachman**  
Attorney and licensed  
Auctioneer from  
LaGrange, Ind.  
He can be reached at  
(260) 463-4949 or  
krbachman@  
beersmallers.com.

Kurt R. Bachman and Beers Mallers Backs & Salin LLP appreciate the opportunity to review and answer legal questions that will be of interest to Auctioneers. The answers to these questions are designed to provide information of general interest to the public and are not intended to offer legal advice about specific situations or problems. Kurt R. Bachman and Beers Mallers Backs & Salin LLP do not intend to create an attorney-client relationship by offering this information, and anyone's review of the information shall not be deemed to create such a relationship. You should consult a lawyer if you have a legal matter requiring attention. Kurt R. Bachman and Beers Mallers Backs & Salin LLP also advise that any information you send to **Auctioneer** shall not be deemed secure or confidential. Please visit one of our offices to ensure complete confidentiality.

# Does your chant create an express warranty?

## And, what's an express warranty?

**Question:** The words of the chant – do they mean something? Do they create an express warranty?

**Answer:** Do the words used in an Auctioneer's chant matter? It depends on the words used and the context. The words used in the chant could mean nothing, could be considered puffery, or in some instances could create an express warranty. Before an Auctioneer begins an auction, he or she should briefly consider the words and phrase that will be used in the chant.

**A**n Auctioneer's chant is made up of several components. First, there is the sound and rhythm of the chant. A chant should have some musical qualities to it. Second, there are the actual words or phrases used. The words and phrases used are generally known as "filler words." Third, there are the numbers which are the most important part of the chant. The numbers indicate what the current bid is and what the Auctioneer wants. The chant has to sound good, be fluid, and entertaining to keep the audience's attention.

Some filler words that are commonly used include "dollar bid," "now," "will you give me," or "able to bid." A simple chant, for example, is: "One dollar bid, now two, now two, will you give me two? Two dollar bid, now three, now three, will you give me three?" In this example, the words just connect the numbers and are not intended to have any literal meaning. In most chants, filler words are not intended by the Auctioneer to have specific or literal meaning. The words and phrases may be used without any special thought even being given to them by the Auctioneer. But, bidders may not know that the words of the chant should not be taken literally.

As long as the chant is more general and does not specifically relate to the items being sold,

it is unlikely an express warranty would be created. The more specific the chant gets, the more it begins to look like an express warranty. Under section 2-313 of the Uniform Commercial Code, express warranties are created by: "(a) any affirmation of fact or promise made by the seller to the buyer which relates to the goods and becomes part of the basis of the bargain creates an express warranty that the goods shall conform to the affirmation or promise[; or] (b) any description of the goods which is made part of the basis of the bargain creates an express warranty that the goods shall conform to the description."

To create an express warranty, it is not necessary for the seller or Auctioneer to use formal words such as 'warrant' or 'guarantee' or that he have a specific intention to make a warranty. An affirmation merely of the value of the goods or a statement purporting to be merely the seller's opinion of the goods does not create a warranty. UCC § 2-313(2).

Puffing is sales talk and general statements of unverifiable opinion and not representation of fact at all. The classic example of puffing is the car salesman who says: "Sporty car at a great value price," "sporty car," "great value," "great deal," or other similar phrases. In other words, puffery



consists of “empty superlatives on which no reasonable person would rely” or “meaningless sale patter.” *All-Tech Telecom, Inc. v. Amway Corp.*, 174 F.3d 862 (7th Cir. 1999).

Two phrases that were found to be puffing are “the trucks are in good condition” and “the trucks are ready to work tomorrow.” *Pell City Wood, Inc. v. Forke Bros. Auctioneers, Inc.*, 474 So.2d 694 (Ala. 1985). The Supreme Court of Alabama said that even if they were not classified as ‘puffing,’ these statements would simply be the Auctioneer’s opinion of the trucks which does not create an express warranty.

Specific words or descriptions of the lot may create an express warranty. The Alabama Court held that when five lamps were identified as “Tiffany lamps” at the auction that created an express warranty. *La Trace v. Webster*, 17 So.3d 1210 (Ala. Ct. App. 2008). Consider two hypothetical statements from an auction where jewelry was being sold.

When a sapphire ring is being sold, the Auctioneer states that the ring is “big bright blue and best for you.” Does that create any type of warranty? Or is it merely puffing? It depends on whether the statement is of a verifiable fact. Whether there is a representation of fact generally distinguishes an actionable

warranty from non-actionable puffing. The statement did not say how big or how bright the sapphire ring is.

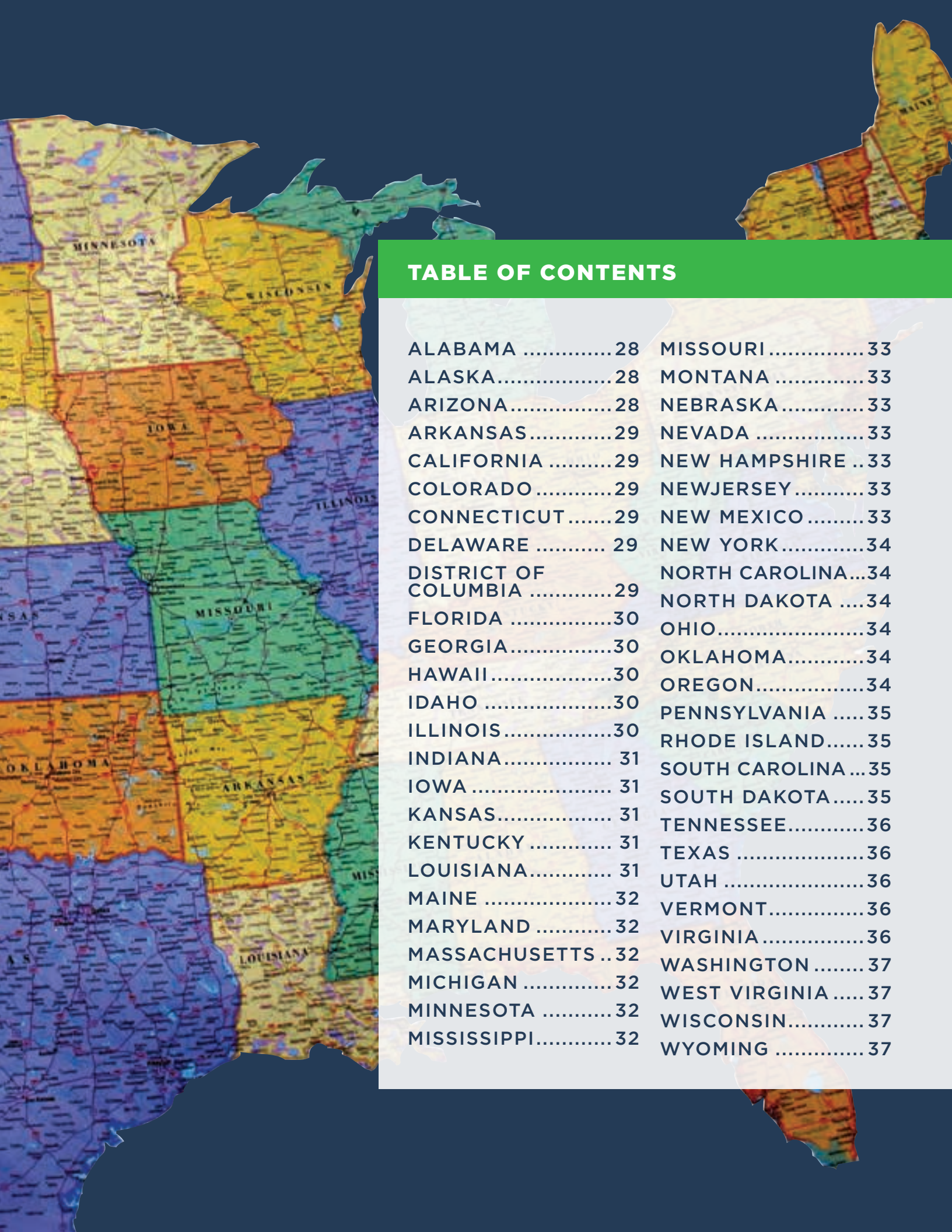
The second statement is made in an effort to sell a diamond ring. The Auctioneer adds another tongue-twister about the color, clarity, cut, and carat. Color, clarity, cut, and carat are commonly used to determine the value of diamonds, so depending on exactly what is said, he or she may have created an express warranty. Calling a diesel truck “road ready,” was found to be an express affirmation of fact exposing the seller to liability when the engine block cracked two weeks later and rendered the truck inoperable. *Wiseman v. Wolfe’s Terre Haute Auto Auction, Inc.*, 459 N.E.2d 736 (Ind. Ct. App. 1984).

Auctioneers should carefully consider the words and phrases used in the chant. The words and phrases are important for the sound and rhythm of it but are also important because bidders are listening. Depending on the words used, the chant could create an express warranty.

Auctioneers should consider obtaining specific representations about a lot, if any, in writing from the seller prior to the auction. Alternatively, Auctioneers could think about handing the microphone to the seller to allow him or her to describe the lot. ❖



# 2018 STATE LICENSING SUMMARY



## TABLE OF CONTENTS

ALABAMA .....	28	MISSOURI .....	33
ALASKA.....	28	MONTANA .....	33
ARIZONA.....	28	NEBRASKA .....	33
ARKANSAS .....	29	NEVADA .....	33
CALIFORNIA .....	29	NEW HAMPSHIRE ..	33
COLORADO .....	29	NEWJERSEY.....	33
CONNECTICUT.....	29	NEW MEXICO .....	33
DELAWARE .....	29	NEW YORK.....	34
DISTRICT OF COLUMBIA .....	29	NORTH CAROLINA...	34
FLORIDA .....	30	NORTH DAKOTA ....	34
GEORGIA.....	30	OHIO.....	34
HAWAII .....	30	OKLAHOMA.....	34
IDAHO .....	30	OREGON.....	34
ILLINOIS.....	30	PENNSYLVANIA ....	35
INDIANA.....	31	RHODE ISLAND.....	35
IOWA .....	31	SOUTH CAROLINA ...	35
KANSAS.....	31	SOUTH DAKOTA.....	35
KENTUCKY .....	31	TENNESSEE.....	36
LOUISIANA.....	31	TEXAS .....	36
MAINE .....	32	UTAH .....	36
MARYLAND .....	32	VERMONT.....	36
MASSACHUSETTS ..	32	VIRGINIA .....	36
MICHIGAN .....	32	WASHINGTON .....	37
MINNESOTA .....	32	WEST VIRGINIA ....	37
MISSISSIPPI.....	32	WISCONSIN.....	37
		WYOMING .....	37

# State Auctioneer License Laws Update

*Editor's Note: The following update provides an overview of state laws that regulate general auctions and auctioneers. National Auctioneers Association staff members and the National Auctioneer License Law Officials Association (NALLOA) worked to compile this information. The NAA made every attempt to ensure this list was complete and timely as of August 2018. NAA members should be aware that states change their laws periodically. Therefore, readers should consult their state, county and municipal offices for the most current and complete requirements and fees for any and all types of auctions. Additionally, many states require Auctioneers to have a license to sell real estate; these requirements can be obtained from the state's real estate licensing body. Other types of auctions (e.g. livestock, motor vehicles, wine, etc.) may also require special permits and licenses. Check with the appropriate local and state departments for complete details. **This licensing summary is a copyright material and should not be reproduced in any manner (including online) without the explicit written permission of the National Auctioneers Association.***

## ALABAMA

License Required: Yes  
 License Required For Online-Only Auctions: No  
 Minimum Age: 18 for apprenticeship program; 19 for auction license  
 School/Apprenticeship Required: Yes. Education is required for one-year apprenticeship but not required if the apprentice serves a two-year apprenticeship.  
 Bonding/Insurance Required: \$10,000  
 Licensure Period: Annually, expires September 30  
 Continuing Education Required: Yes, six hours every two years. Licensees 65+ years are exempt.  
 Fees: Exam (\$100), Background Check (\$20) and License (\$200)  
 Reciprocity: AR, FL, GA, IL, IN, KY, LA, MS, NC, OH, PA, SC, TN, TX, VA, WV  
 State Association: [www.alabamaauctioneers.org](http://www.alabamaauctioneers.org)  
 State Real Estate Contact: [www.arec.alabama.gov](http://www.arec.alabama.gov)  
 State Agency Contact:  
 Alabama State Board of Auctioneers  
 2777 Zelda Rd.  
 Montgomery, AL 36106  
 (334) 420-7235  
[www.auctioneer.state.al.us](http://www.auctioneer.state.al.us)  
[auctioneers@alstateboard.com](mailto:auctioneers@alstateboard.com)

## ALASKA

License Required: Counties and municipalities may require permits, check for requirements.  
 State Real Estate Contact: [www.commerce.alaska.gov/web/cbpl/professionallicensing/realestatecommission.aspx](http://www.commerce.alaska.gov/web/cbpl/professionallicensing/realestatecommission.aspx)  
 State Agency Contact:  
 Alaska Consumer Protection Unit  
 PO Box 110300  
 Juneau, AK 99811  
 (888) 576-2529  
[www.law.alaska.gov/department/civil/consumer/cpindex.html](http://www.law.alaska.gov/department/civil/consumer/cpindex.html)  
[consumerprotection@alaska.gov](mailto:consumerprotection@alaska.gov)

## ARIZONA

License Required: Counties and municipalities may require permit, check for requirements.  
 State Association: [www.azauctioneers.org](http://www.azauctioneers.org)  
 State Real Estate Contact: [www.azre.gov](http://www.azre.gov)  
 State Agency Contact:  
 Arizona State Consumer Protection Department  
 1275 W. Washington St.  
 Phoenix, AZ 85007-2926  
 (602) 542-5025  
[www.azag.gov/consumer](http://www.azag.gov/consumer)

## ARKANSAS

License Required: Yes  
 License Required For Online-Only Auctions: No  
 Minimum Age: 18  
 School/Apprenticeship Required: No  
 Bonding/Insurance Required: \$100 to Recovery Fund  
 Licensure Period: Annually, expires June 30  
 Continuing Education Required: Yes, six hours annually.  
 Exemption if 55+ years and have been licensed by  
 Arkansas Auction License Board for 10 consecutive  
 years.  
 Fees: Exam (\$100), License (\$100) and Background Check  
 (\$22)  
 Reciprocity: AL, FL, GA, IL, IN, KY, LA, MS, NC, OH, TN,  
 TX, WI  
 State Association: [www.arkansasauctioneers.org](http://www.arkansasauctioneers.org)  
 State Real Estate Contact: [www.arec.arkansas.gov](http://www.arec.arkansas.gov)  
 State Agency Contact:  
 Arkansas Auctioneers Licensing Board  
 101 East Capitol, Suite 112B  
 Little Rock, AR 72201  
 (501) 682-1156  
[www.aralb.com](http://www.aralb.com)

## CALIFORNIA

License Required: Counties and municipalities may require  
 permit, check for requirements.  
 Bonding/Insurance Required: \$20,000 (\$30 filing fee)  
 State Association: [www.caauctioneers.org](http://www.caauctioneers.org)  
 State Real Estate Contact: [www.bre.ca.gov](http://www.bre.ca.gov)  
 State Agency Contact:  
 California Secretary of State Office  
 1500 11th Street  
 Sacramento, CA 95814  
 (916) 653-6814  
[www.sos.ca.gov](http://www.sos.ca.gov)

## COLORADO

License Required: Counties and municipalities may require  
 permit, check for requirements.  
 State Association: [www.coauctioneers.com](http://www.coauctioneers.com)  
 State Real Estate Contact: [www.colorado.gov/dora/  
 division-real-estate](http://www.colorado.gov/dora/division-real-estate)  
 State Agency Contact:  
 Colorado State Consumer Protection Office  
 1300 Broadway, 7th Floor  
 Denver, CO 80203  
 (800) 222-4444  
[www.coloradoattorneygeneral.gov/departments/  
 consumer-protection](http://www.coloradoattorneygeneral.gov/departments/consumer-protection)

## CONNECTICUT

License Required: Counties and municipalities may require  
 permits, check for requirements.  
 State Real Estate Contact: [https://portal.ct.gov/DCP/  
 Agency-Administration/Division-Home-Pages/  
 Licenses](https://portal.ct.gov/DCP/Agency-Administration/Division-Home-Pages/Licenses)  
 State Agency Contact:  
 Connecticut Department of Consumer Protection  
 450 Columbus Blvd., Ste. 901  
 Hartford, CT 06103-1840  
 (860) 713-6100  
<https://portal.ct.gov/DCP>

## DELAWARE

License Required: State business license required for  
 resident auctioneers. Other terms and licensure  
 may apply to non-resident auctioneers. Counties  
 and municipalities may require permits, check for  
 requirements.  
 State Real Estate Contact: [https://dpr.delaware.gov/boards/  
 realestate](https://dpr.delaware.gov/boards/realstate)  
 State Agency Contact:  
 Delaware Department of Justice  
 Carvel State Office Building  
 820 N. French St.  
 Wilmington, DE 19801  
 (302) 577-8600  
[www.attorneygeneral.delaware.gov/fraud/cpu](http://www.attorneygeneral.delaware.gov/fraud/cpu)

## DISTRICT OF COLUMBIA

License Required: Yes  
 License Required For Online-Only Auctions: Yes  
 Minimum Age: 18  
 School/Apprenticeship Required: No  
 Bonding/Insurance Required: Verify with Agency contact  
 below  
 Licensure Period: Two years  
 Continuing Education Required: No.  
 Fees: Category License (\$237), Application (\$33),  
 Endorsement Fee (\$25), Technology (\$33.20)  
 Reciprocity: N/A  
 State Real Estate Contact: [www.pearsonvue.com/dc/  
 realestate](http://www.pearsonvue.com/dc/realstate)  
 Agency Contact:  
 D.C. Department of Consumer & Regulatory Affairs  
 1100 4th Street SW  
 Washington, DC 20024  
 (202) 442-4400  
[www.dcr.dc.gov/service/get-auction-sales-license](http://www.dcr.dc.gov/service/get-auction-sales-license)

**FLORIDA**

License Required: Yes  
 License Required For Online-Only Auctions: yes  
 Minimum Age: 18  
 School/Apprenticeship Required: Yes  
 Bonding/Insurance Required: \$100 Recovery Fund surcharge  
 Licensure Period: Two years, expires November 30 of odd years.  
 Continuing Education Required: No.  
 Fees: Initial Licensure by Exam – Education or Apprenticeship (\$444.50)  
 Reciprocity: AL, AR, GA, IL, IN, KY, LA, MA, MS, NH, NC, OH, PA, SC, TN, TX, VA, WV, WI  
 State Association: [www.floridaauctioneers.org](http://www.floridaauctioneers.org)  
 State Real Estate Contact: [www.myfloridalicense.com/dbpr/re](http://www.myfloridalicense.com/dbpr/re)  
 State Agency Contact:  
 Florida Board of Auctioneers  
 2601 Blair Stone Rd.  
 Tallahassee, FL 32399  
 (850) 487-1395  
[www.myfloridalicense.com/dbpr/pro/auctioneers/](http://www.myfloridalicense.com/dbpr/pro/auctioneers/)

**GEORGIA**

License Required: Yes  
 License Required For Online-Only Auctions: No  
 Minimum Age: 18  
 School/Apprenticeship Required: Yes  
 Bonding/Insurance Required: \$150 to Recovery Fund  
 Licensure Period: Two years, expires February 28 of even years.  
 Continuing Education Required: Yes, 8 hours every two years.  
 Fees: Exam (\$70), Application (\$200), Renewal (\$150)  
 Reciprocity: Commission does not maintain an official list but looks at individual states' requirements when making a decision on reciprocity. Application required.  
 State Association: [www.georgiaauctioneers.org](http://www.georgiaauctioneers.org)  
 State Real Estate Contact: [www.grec.state.ga.us](http://www.grec.state.ga.us)  
 State Agency Contact:  
 Georgia Auctioneers Commission  
 214 State Capitol  
 Atlanta, GA 30334  
 (844) 753-7825  
[www.sos.georgia.gov/index.php/licensing/plb/9](http://www.sos.georgia.gov/index.php/licensing/plb/9)

**HAWAII**

License Required: Counties and municipalities may require permits, check for requirements.  
 State Real Estate Contact: [www.cca.hawaii.gov/reb](http://www.cca.hawaii.gov/reb)  
 State Agency Contact:  
 Hawaii Department of Commerce – Consumer Protection  
 King Kalakaua Building  
 335 Merchant St., Room 333  
 Honolulu, Hawaii 96813  
 (808) 586-2643  
[www.cca.hawaii.gov](http://www.cca.hawaii.gov)

**IDAHO**

License Required: Counties and municipalities may require permits, check for requirements.  
 State Association: [www.idahoauctioneers.org](http://www.idahoauctioneers.org)  
 State Real Estate Contact: <http://irec.idaho.gov>  
 State Agency Contact:  
 Idaho Consumer Protection Division  
 954 W. Jefferson, 2nd Floor  
 Boise, ID 83720  
 (208) 334-2424  
[www.ag.idaho.gov](http://www.ag.idaho.gov)

**ILLINOIS**

License Required: Yes  
 License Required For Online-Only Auctions: Yes  
 Minimum Age: 18  
 School/Apprenticeship Required: No  
 Bonding/Insurance Required: N/A  
 Licensure Period: Two years, expires December 31 of even years.  
 Continuing Education Required: Yes, 12 hours every two years.  
 Fees: Initial License (\$100), Exam fees apply.  
 Reciprocity: AL, AR, FL, IN, MA, MS, OH, TN, TX, WI  
 State Association: [www.illinoisauctioneers.org](http://www.illinoisauctioneers.org)  
 State Real Estate Contact: [www.idfpr.com/DRE.asp](http://www.idfpr.com/DRE.asp)  
 State Agency Contact:  
 Illinois Auction Advisory Board  
 320 West Washington St., 3rd Floor  
 Springfield, IL 62786  
 (888) 473-4858  
[www.idfpr.com/profs/auctioneers.asp](http://www.idfpr.com/profs/auctioneers.asp)

## INDIANA

License Required: Yes  
 License Required For Online-Only Auctions: No  
 Minimum Age: 18  
 School/Apprenticeship Required: Yes  
 Bonding/Insurance Required: Payment to Recovery Fund (amount varies)  
 Licensure Period: Four years, expires Feb. 28 of even years.  
 Continuing Education Required: Yes, 16 hours every four years.  
 Fees: Exam (\$35), License (\$70) and Renewal (\$70)  
 Reciprocity: AL, AR, FL, GA, IL, KY, NC, OH, PA, SC, TN, TX, VA, WV  
 State Association: [www.indianauctioneers.org](http://www.indianauctioneers.org)  
 State Real Estate Contact: [www.in.gov/pla/real.htm](http://www.in.gov/pla/real.htm)  
 State Agency Contact:  
 Indiana Auctioneer Commission  
 402 W. Washington Street, Room W 072  
 Indianapolis, IN 46204  
 (317) 234-3009  
[www.in.gov/pla/auction.htm](http://www.in.gov/pla/auction.htm)

## IOWA

License Required: Counties and municipalities may require permits, check for requirements.  
 State Association: [www.iowauctioneers.org](http://www.iowauctioneers.org)  
 State Real Estate Contact: [www.plb.iowa.gov/board/real-estate-sales-brokers](http://www.plb.iowa.gov/board/real-estate-sales-brokers)  
 State Agency Contact:  
 Iowa Consumer Protection Division  
 Hoover State Building  
 1305 E. Walnut St.  
 Des Moines, IA 50319-0106  
 (515) 281-5926  
[www.iowaattorneygeneral.gov/for-consumers](http://www.iowaattorneygeneral.gov/for-consumers)

## KANSAS

License Required: Certain types of auctions may require licenses. Counties and municipalities may require permits, check for requirements.  
 Bonding/Insurance Required: Check with any license-issuing body for requirements and fees.  
 State Association: [www.kansasauctioneers.com](http://www.kansasauctioneers.com)  
 State Real Estate Contact: [www.krec.ks.gov](http://www.krec.ks.gov)  
 State Agency Contact:  
 Kansas Consumer Protection Division  
 120 SW 10th Avenue, 2nd Floor  
 Topeka, KS 66612-1597  
 (785) 296-2215  
[www.Ag.ks.gov/in-your-corner-kansas](http://www.Ag.ks.gov/in-your-corner-kansas)

## KENTUCKY

License Required: Yes  
 License Required For Online-Only Auctions: Yes  
 Minimum Age: 18  
 School/Apprenticeship Required: Yes  
 Bonding/Insurance Required: \$30 to Recovery Fund  
 Licensure Period: Annually, expires June 30  
 Continuing Education Required: Yes, six hours annually.  
 Fees: Exam (\$125) and License (\$155)  
 Reciprocity: AL, AR, FL, GA, IN, LA, MA, MS, NC, OH, PA, SC, TN, VA, WV, WI  
 State Association: [www.kentuckyauctioneers.org](http://www.kentuckyauctioneers.org)  
 State Real Estate Contact: [www.krec.ky.gov](http://www.krec.ky.gov)  
 State Agency Contact:  
 Kentucky Board of Auctioneers  
 656 Chamberlain Ave., Ste. B  
 Frankfurt, KY 40601  
 (502) 564-7760  
[www.auctioneers.ky.gov](http://www.auctioneers.ky.gov)

## LOUISIANA

License Required: Yes  
 License Required For Online-Only Auctions: Yes, except for "eBay-style" timed online auctions.  
 Minimum Age: 18  
 School/Apprenticeship Required: Yes  
 Bonding/Insurance Required: \$10,000  
 Licensure Period: Annually, expires Dec. 31  
 Continuing Education Required: No  
 Fees: License (\$300)  
 Reciprocity: AL, AR, FL, GA, KY, MS, NC, OH, PA, SC, TN, TX, VA, WV  
 State Association: [www.louisianauctioneers.org](http://www.louisianauctioneers.org)  
 State Real Estate Contact: [www.lrec.state.la.us](http://www.lrec.state.la.us)  
 State Agency Contact:  
 Louisiana Auctioneers Licensing Board  
 11736 Newcastle Ave., Bldg. 2, Ste. C  
 Baton Rouge, LA 70816  
 (225) 295-8420  
[www.lalb.org](http://www.lalb.org)



**MAINE**

License Required: Yes  
 License Required For Online-Only Auctions: No  
 Minimum Age: N/A  
 School/Apprenticeship Required: No  
 Bonding/Insurance Required: \$10,000  
 Licensure Period: Annually, expires March 31  
 Continuing Education Required: No  
 Fees: Exam (\$150), License (\$271) and Renewal (\$200)  
 Reciprocity: N/A  
 State Association: [www.maineauctioneers.org](http://www.maineauctioneers.org)  
 State Real Estate Contact: [www.maine.gov/pfr/professionallicensing/professions/real\\_estate](http://www.maine.gov/pfr/professionallicensing/professions/real_estate)  
 State Agency Contact:  
 Maine Board of Licensing of Auctioneers  
 35 State House Station  
 Augusta, ME 04333  
 (207) 624-8603  
[www.maine.gov/pfr/professionallicensing/professions/auctioneers](http://www.maine.gov/pfr/professionallicensing/professions/auctioneers)

**MARYLAND**

License Required: Municipalities and counties may require permits, check for requirements.  
 Bonding/Insurance Required: Municipalities and counties may require, check for requirements.  
 State Association: [www.mdauktioneers.org](http://www.mdauktioneers.org)  
 State Real Estate Contact: [www.dllr.state.md.us/license/mrec](http://www.dllr.state.md.us/license/mrec)  
 State Agency Contact:  
 Maryland Consumer Protection Division  
 200 St. Paul Pl.  
 Baltimore, MD 21202  
 (410) 528-8662  
[www.marylandattorneygeneral.gov](http://www.marylandattorneygeneral.gov)

**MASSACHUSETTS**

License Required: Yes  
 License Required For Online-Only Auctions: Generally required and recommended.  
 School/Apprenticeship Required: Yes  
 Bonding/Insurance Required: \$10,000  
 Licensure Period: One year from date of issuance  
 Continuing Education Required: No  
 Fees: License (\$100) and Renewal (\$100)  
 Reciprocity: Contact state agency for complete details.  
 State Association: [www.massauktioneers.com](http://www.massauktioneers.com)  
 State Real Estate Contact: [www.mass.gov/ocabr/licensee/dpl-boards/re](http://www.mass.gov/ocabr/licensee/dpl-boards/re)  
 State Agency Contact:  
 Massachusetts Consumer Affairs and Business Regulation  
 One Ashburton Place, Room 115  
 Boston, MA 02118  
 (617) 727-3480  
[www.mass.gov/ocabr/data/license/standards/auctioneer-license.html](http://www.mass.gov/ocabr/data/license/standards/auctioneer-license.html)

**MICHIGAN**

License Required: Municipalities and counties may require permits, check for requirements.  
 State Association: [www.msaa.org](http://www.msaa.org)  
 State Real Estate Contact: [www.michigan.gov/lara](http://www.michigan.gov/lara)  
 State Agency Contact:  
 Michigan Consumer Protection Division  
 P.O. Box 30213  
 Lansing, MI 48909  
 (517) 373-1140  
[www.michigan.gov/ag](http://www.michigan.gov/ag)

**MINNESOTA**

License Required: Licensed by county, check for requirements.  
 Minimum Age: 18  
 Bonding/Insurance Required: Varies by county (\$1000 - \$3000)  
 Fees: Varies by county  
 State Association: [www.minnesotaauctioneers.org](http://www.minnesotaauctioneers.org)  
 Real Estate Contact: [www.mn.gov/commerce/licensees/real-estate](http://www.mn.gov/commerce/licensees/real-estate)  
 State Agency Contact:  
 Minnesota Consumer Services Center  
 85 7th Place E, Ste. 280  
 Saint Paul, MN 55101  
 (651) 539-1500  
[www.mn.gov/commerce/consumers/file-a-complaint/file-a-complaint](http://www.mn.gov/commerce/consumers/file-a-complaint/file-a-complaint)

**MISSISSIPPI**

License Required: Yes  
 License Required For Online-Only Auctions: No  
 Minimum Age: 18  
 School/Apprenticeship Required: Yes  
 Bonding/Insurance Required: \$10,000  
 Licensure Period: Two years, expires March 1 of odd years  
 Continuing Education Required: No  
 Fees: Exam (\$100), License (\$200) and Renewal (\$200)  
 Reciprocity: AL, AR, FL, GA, IL, KY, LA, MA, NC, SC, TN, TX, VA  
 State Association: [www.mississippiauctioneers.org](http://www.mississippiauctioneers.org)  
 State Real Estate Commission: [www.mrec.ms.gov](http://www.mrec.ms.gov)  
 State Agency Contact:  
 Mississippi Auctioneer Commission  
 P.O. Box 50  
 Morton, MS 39117-0050  
 (601) 750-4909  
[www.auctioneers.ms.gov](http://www.auctioneers.ms.gov)



## MISSOURI

License Required: Licensed by county, check for requirements.

Bonding/Insurance: Varies by county.

Fees: Varies by county.

State Association: [www.moauctioneers.org](http://www.moauctioneers.org)

State Real Estate Contact: [www.pr.mo.gov/realestate](http://www.pr.mo.gov/realestate)

State Agency Contact:

Missouri Consumer Protection Division  
207 W. High Street  
P.O. Box 899  
Jefferson City, MO 65102  
(573) 751-3321  
[www.ago.mo.gov/](http://www.ago.mo.gov/)

## MONTANA

License Required: Counties and municipalities may require permit, check for requirements.

Bonding/Insurance Required: Yes, may vary by county or auction type.

State Association: [www.montanaauctioneers.org](http://www.montanaauctioneers.org)

State Real Estate Contact: [www.boards.bsd.dli.mt.gov/rre](http://www.boards.bsd.dli.mt.gov/rre)

State Agency Contact:

Montana Office of Consumer Protection  
P.O. Box 200151  
Helena, MT 59620-0151  
(406) 444-4500  
[www.dojmt.gov/consumer](http://www.dojmt.gov/consumer)

## NEBRASKA

License Required: Certain types of auctions (e.g. motor vehicles) may require licenses. Municipalities and counties may require permits, check for requirements.

State Association: [www.nebraskaauctioneers.com](http://www.nebraskaauctioneers.com)

Real Estate Contact: [www.nrec.ne.gov](http://www.nrec.ne.gov)

State Agency Contact:

Nebraska Consumer Protection Division  
2115 State Capitol  
Lincoln, NE 68509  
(402) 471-2682  
<https://protectthegoodlife.nebraska.gov>

## NEVADA

License Required: Counties and municipalities may require permits, check for requirements.

State Real Estate Contact: [www.red.state.nv.us](http://www.red.state.nv.us)

State Agency Contact:

Nevada Bureau of Consumer Protection  
100 North Carson Street  
Carson City, NV 89701  
(775) 684-1100  
[www.ag.nv.gov/About/Consumer\\_Protection/Bureau\\_of\\_Consumer\\_Protection](http://www.ag.nv.gov/About/Consumer_Protection/Bureau_of_Consumer_Protection)

## NEW HAMPSHIRE

License Required: Yes

License Required For Online-Only Auctions: No

Minimum Age: 18

School/Apprenticeship Required: Yes

Bonding/Insurance Required: \$25,000

Licensure Period: Two years from issue date

Continuing Education Required: No

Fees: Exam (\$75) and License (\$200)

Reciprocity: FL, GA, IN, KY, LA, MA, NC, OH, PA, SC, TN, TX, WV

State Association: [www.newhampshireauctioneers.org](http://www.newhampshireauctioneers.org)

State Real Estate Contact: [www.oplcnh.gov/real-estate-commission/index.htm](http://www.oplcnh.gov/real-estate-commission/index.htm)

State Agency Contact:

New Hampshire Board of Auctioneers  
107 North Main St., Room 204  
Concord NH 03301  
(603) 271-3242  
[www.sos.nh.gov/auctioneers.aspx](http://www.sos.nh.gov/auctioneers.aspx)

## NEW JERSEY

License Required: Counties and municipalities may require permits, check for requirements.

State Association: [www.njssa.com](http://www.njssa.com)

Real Estate Contact: [www.state.nj.us/dobi/division\\_rec](http://www.state.nj.us/dobi/division_rec)

State Agency Contact:

New Jersey Office of Consumer Protection  
124 Halsey Street  
Newark, NJ 07102  
(973) 504-6200  
[www.state.nj.us/nj/community/consumer](http://www.state.nj.us/nj/community/consumer)

## NEW MEXICO

License Required: Counties and municipalities may require permits, check for requirements.

Real Estate Contact: [www.rld.state.nm.us/boards/real\\_estate\\_commission.aspx](http://www.rld.state.nm.us/boards/real_estate_commission.aspx)

State Agency Contact:

New Mexico Consumer Protection Division  
408 Galisteo St.  
Santa Fe, NM 87501  
(505) 490-4060  
[www.nmag.gov/santa-fe.aspx](http://www.nmag.gov/santa-fe.aspx)

**NEW YORK**

License Required: Certain types of auctions (e.g. motor vehicles, livestock, wine, etc.) may require licenses. Municipalities and counties may require permits, check for requirements.

State Association: [www.nysauctioneers.com](http://www.nysauctioneers.com)

Real Estate Contact: [www.dos.ny.gov/licensing](http://www.dos.ny.gov/licensing)

State Agency Contact:

New York Division of Consumer Protection  
One Commerce Plaza, 99 Washington Avenue  
Albany, NY 12231-0001  
(518) 474-4429  
[www.dos.ny.gov/consumerprotection](http://www.dos.ny.gov/consumerprotection)

**NORTH CAROLINA**

License Required: Yes

License Required For Online-Only Auctions: Yes

Minimum Age: 18

School/Apprenticeship Required: Yes

Bonding/Insurance Required: \$50 to Recovery Fund

Licensure Period: Annually, expires June 30.

Continuing Education Required: Yes, four hours annually

Fees: Application (\$125), Exam (\$75) and License (\$150)

Reciprocity: AL, AR, FL, GA, IN, KY, LA, MA, MS, NH, OH, PA, SC, TN, TX, VA, WV, WI. Special conditions apply for FL, LA, MA, NH, TX, WI; contact NCALB for complete details.

State Association: [www.northcarolinaauctioneers.org](http://www.northcarolinaauctioneers.org)

State Real Estate Contact: [www.ncrec.gov](http://www.ncrec.gov)

State Agency Contact:

North Carolina Auctioneer Licensing Board  
108 Ber Creek Drive  
Fuquay-Varina, NC 27526  
(919) 567-2844  
[www.ncalb.org](http://www.ncalb.org)

**NORTH DAKOTA**

License Required: Yes

License Required For Online-Only Auctions: No

Minimum Age: 18

School/Apprenticeship Required: Yes

Bonding/Insurance Required: \$5,000

Licensure Period: One year

Continuing Education Required: No

Fees: License (\$35)

Reciprocity: N/A

State Association: [www.ndauctioneers.com](http://www.ndauctioneers.com)

State Real Estate Contact: [www.realestatend.org](http://www.realestatend.org)

State Agency Contact:

North Dakota Public Service Commission  
600 East Boulevard, Dept. 408  
Bismarck, ND 58505-0480  
(701) 328-2400  
<http://psc.nd.gov/jurisdiction/auctions/index.php>

**OHIO**

License Required: Yes

License Required For Online-Only Auctions: No

Minimum Age: 18

School/Apprenticeship Required: Yes

Bonding/Insurance Required: \$25,000

Licensure Period: Two years, expires June 30 (last names starting with A-J and X-Z renew in odd-numbered years and names beginning with K-W renew in even-numbered years).

Continuing Education Required: No

Fees: Exam (\$25) and License (\$200)

Reciprocity: AL, AR, FL, GA, IL, IN, KY, LA, MS, NC, PA, SC, TN, TX, VA, WV

State Association: [www.ohioauctioneers.org](http://www.ohioauctioneers.org)

State Real Estate Contact: [www.com.ohio.gov/real](http://www.com.ohio.gov/real)

State Agency Contact:

Ohio Dept. of Agriculture – Auctioneer Program  
8995 E. Main St  
Reynoldsburg, OH 43068  
(614) 728-6240  
[www.agri.ohio.gov/wps/portal/gov/oda/programs/auctioneers](http://www.agri.ohio.gov/wps/portal/gov/oda/programs/auctioneers)

**OKLAHOMA**

License Required: Certain types of auctions (e.g. livestock, etc.) may require licenses. Municipalities and counties may require permits, check for requirements.

State Association: [www.okauctioneers.org](http://www.okauctioneers.org)

State Real Estate Contact: [www.ok.gov/OREC](http://www.ok.gov/OREC)

State Agency Contact:

Oklahoma Public Protection Unit  
313 NE 21st St.  
Oklahoma City, OK 73105  
(405) 521-3921  
[www.oag.ok.gov/oagweb.nsf/Consumer!OpenPage](http://www.oag.ok.gov/oagweb.nsf/Consumer!OpenPage)

**OREGON**

License Required: Certain types of auctions (e.g. livestock, liquor, etc.) may require licenses. See ORS698.640 for regulatory details. Municipalities and counties may require permits, check for requirements.

State Association: [www.oregonauctioneers.org](http://www.oregonauctioneers.org)

State Real Estate Contact: [www.oregon.gov/rea/Pages/index.aspx](http://www.oregon.gov/rea/Pages/index.aspx)

State Agency Contact:

Oregon Consumer Protection Office  
1162 Court St. NE  
Salem, OR 97301-4096  
(877) 877-9392  
[www.doj.state.or.us/consumer-protection/](http://www.doj.state.or.us/consumer-protection/)

## PENNSYLVANIA

License Required: Yes  
 License Required For Online-Only Auctions: Yes, see Section 3 of license law for full requirements.  
 Minimum Age: 18  
 School/Apprenticeship Required: Yes  
 Bonding/Insurance Required: \$5,000  
 Licensure Period: Two years, expires Feb. 28 of odd years  
 Continuing Education Required: No  
 Fees: Application (\$45), exam fees may also apply.  
 Reciprocity: Reciprocal licenses are contingent on Board approval. Contact Board for complete information.  
 State Association: [www.paauctioneers.org](http://www.paauctioneers.org)  
 State Real Estate Contact: [www.dos.pa.gov/ProfessionalLicensing/BoardsCommissions/RealEstateCommission](http://www.dos.pa.gov/ProfessionalLicensing/BoardsCommissions/RealEstateCommission)  
 State Agency Contact:  
 Pennsylvania State Board of Auctioneer Examiners  
 P.O. Box 2649  
 Harrisburg, PA 17105-2649  
 (717) 783-3397  
[www.dos.pa.gov/ProfessionalLicensing/BoardsCommissions/AuctioneerExaminers/Pages/default.aspx](http://www.dos.pa.gov/ProfessionalLicensing/BoardsCommissions/AuctioneerExaminers/Pages/default.aspx)

## RHODE ISLAND

License Required: Municipalities and counties may require permits, check for requirements.  
 State Real Estate Contact: [www.dbr.state.ri.us/divisions/commlicensing/realstate.php](http://www.dbr.state.ri.us/divisions/commlicensing/realstate.php)  
 State Agency Contact:  
 Rhode Island Consumer Protection Unit  
 150 S. Main St.  
 Providence, RI 02903  
 (401) 274-4400  
[www.riag.ri.gov/home/ContactUs.php](http://www.riag.ri.gov/home/ContactUs.php)

## SOUTH CAROLINA

License Required: Yes  
 License Required For Online-Only Auctions: Yes, if company and/or assets being auctioned are located in state.  
 Minimum Age: 18  
 School/Apprenticeship Required: Yes  
 Bonding/Insurance Required: \$100 to Recovery Fund  
 Licensure Period: Two years, expires June 30 of odd years  
 Continuing Education Required: Yes, eight hours every two years  
 Fees: Exam (\$25), Credit Report (\$10), License (\$300), Renewal \$300 \*Fees may be prorated.  
 Reciprocity: AL, FL, GA, IN, KY, LA, MS, NC, OH, PA, TN, TX, VA, WV  
 State Association: [www.southcarolinaauctioneers.org](http://www.southcarolinaauctioneers.org)  
 State Real Estate Contact: [www.llr.state.sc.us/POL/REC](http://www.llr.state.sc.us/POL/REC)  
 State Agency Contact:  
 South Carolina Auctioneers Commission  
 Synergy Business Park – Kingstree Building  
 110 Centerview Drive  
 Columbia, SC 29210  
 (803) 896-4670  
[www.llr.state.sc.us/pol/auctioneers](http://www.llr.state.sc.us/pol/auctioneers)

## SOUTH DAKOTA

License Required: Certain types of auctions (e.g. livestock, motor vehicles, etc.) may require licenses. Municipalities and counties may require permits, check for requirements.  
 State Association: [www.sdaa.net](http://www.sdaa.net)  
 State Real Estate Contact: [https://dir.sd.gov/realstate/online\\_services](https://dir.sd.gov/realstate/online_services)  
 State Agency Contact:  
 South Dakota Division of Consumer Protection  
 1302 E. Hwy 14, Ste. 3  
 Pierre, SD 57501  
 (605) 773-4400  
[www.consumer.sd.gov/contact.aspx](http://www.consumer.sd.gov/contact.aspx)

**TENNESSEE**

License Required: Yes  
 License Required For Online-Only Auctions: No, but  
 “auctions must start at the exact time listed and close at  
 the exact time that is stated.”  
 Minimum Age: 21  
 School/Apprenticeship Required: Yes  
 Bonding/Insurance Required: \$50 to Recovery Fund  
 Licensure Period: Two years from issue date  
 Continuing Education Required: Yes, six hours every two  
 years  
 Fees: Exam (\$125), Application (\$50) and License (\$175)  
 Reciprocity: AL, AR, FL, GA, IN, KY, LA, MS, NC, OH, PA,  
 SC, TX, VA, WV, WI  
 State Association: [www.tnauctioneers.com](http://www.tnauctioneers.com)  
 State Real Estate Contact: [www.tn.gov/commerce/  
 regboards/trec.html](http://www.tn.gov/commerce/regboards/trec.html)  
 State Agency Contact:  
 Tennessee Auctioneer Commission  
 500 James Robertson Pkwy.  
 Nashville, TN 37243-0565  
 (615) 741-2241  
[www.tn.gov/commerce/section/commerce-contact-us](http://www.tn.gov/commerce/section/commerce-contact-us)

**TEXAS**

License Required: Yes  
 License Required For Online-Only Auctions: No  
 Minimum Age: 18  
 School/Apprenticeship Required: Yes  
 Bonding/Insurance Required: \$50 to Recovery Fund  
 Licensure Period: One year  
 Continuing Education Required: Six hours annually  
 Fees: Application/License (\$100)  
 Reciprocity: AL, AR, FL, GA, IL, IN, LA, MS, NC, OH, PA,  
 SC, TN, VA, WV, WI  
 State Association: [www.texasauctioneers.org](http://www.texasauctioneers.org)  
 State Real Estate Contact: [www.trec.state.tx.us](http://www.trec.state.tx.us)  
 State Agency Contact:  
 Texas Department of Licensing and Regulation  
 920 Colorado  
 Austin, Texas 78701  
 (512) 463-6599  
[www.tdlr.texas.gov/auc/auction.htm](http://www.tdlr.texas.gov/auc/auction.htm)

**UTAH**

License Required: Municipalities and counties may require  
 permits, check for requirements.  
 State Association: [www.utahauctioneer.org](http://www.utahauctioneer.org)  
 Real Estate Contact: [www.realestate.utah.gov](http://www.realestate.utah.gov)  
 State Agency Contact:  
 Utah Division of Consumer Protection  
 160 East 300 South, 2nd Floor  
 P.O. Box 146704  
 Salt Lake City, Utah 84111  
 (801) 530-6601  
<https://dcp.utah.gov>

**VERMONT**

License Required: Yes  
 License Required For Online-Only Auctions: No (as of  
 2016; contact state for most current information).  
 Minimum Age: 18  
 School/Apprenticeship Required: Yes  
 Bonding/Insurance Required: No  
 Licensure Period: Two years, expires Sept. 30 of even years  
 Continuing Education Required: No  
 Fees: Application (\$100) Renewal (\$200)  
 Reciprocity: N/A  
 State Real Estate Contact: [www.sec.state.vt.us/professional-  
 regulation/profession/real-estate-commission.aspx](http://www.sec.state.vt.us/professional-regulation/profession/real-estate-commission.aspx)  
 State Agency Contact:  
 Vermont Office of Professional Regulation  
 128 State Street  
 Montpelier, VT 05633-1101  
 (802) 828-2363  
[www.sec.state.vt.us/professional-regulation/  
 list-of-professions/auctioneers.aspx](http://www.sec.state.vt.us/professional-regulation/list-of-professions/auctioneers.aspx)

**VIRGINIA**

License Required: Yes  
 License Required For Online-Only Auctions: No  
 Minimum Age: 18  
 School/Apprenticeship Required: Yes  
 Bonding/Insurance Required: \$10,000  
 Licensure Period: 24 months from the last day of the month  
 in which the license is issued  
 Continuing Education Required: Six hours per renewal  
 period  
 Fees: Exam (\$40), License (\$25) and Renewal (\$55)  
 Reciprocity: AL, FL, GA, IN, KY, LA, MS, NC, OH, PA, SC,  
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 State Association: [www.vaa.org](http://www.vaa.org)  
 State Real Estate Contact: [www.dpor.virginia.gov/Boards/  
 Real-Estate](http://www.dpor.virginia.gov/Boards/Real-Estate)  
 State Agency Contact:  
 Virginia Auctioneers Board  
 9960 Maryland Drive, Suite 102  
 Richmond, Virginia 23233  
 (804) 367-8500  
[www.dpor.virginia.gov/Boards/Auctioneers](http://www.dpor.virginia.gov/Boards/Auctioneers)

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 Minimum Age: 18  
 School/Apprenticeship Required: No  
 Bonding/Insurance Required: \$5,000  
 Licensure Period: One year  
 Continuing Education Required: No  
 Fees: License (\$155) and Renewal (\$155)  
 Reciprocity: N/A  
 State Association: [www.washingtonauctioneers.org](http://www.washingtonauctioneers.org)  
 State Real Estate Contact: [www.dol.wa.gov/business/realstate](http://www.dol.wa.gov/business/realstate)  
 State Agency Contact:  
 Washington Department of Licensing – Auctioneer Program  
 P.O. Box 9026  
 Olympia, WA 98507  
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[www.dol.wa.gov/business/auctioneers](http://www.dol.wa.gov/business/auctioneers)

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 School/Apprenticeship Required: Yes  
 Bonding/Insurance Required: \$25,000  
 Licensure Period: One year, expires Dec. 31  
 Continuing Education Required: Six hours annually  
 Fees: Exam (\$50), License/Application (\$100) and Renewal (\$50)  
 Reciprocity: Contact state agency for details.  
 State Association: [www.wvaa.org](http://www.wvaa.org)  
 State Real Estate Contact: [www.rec.wv.gov](http://www.rec.wv.gov)  
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 West Virginia Department of Agriculture – Auctioneer Program  
 1900 Kanawha Blvd., Room E-28  
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 (304) 558-3550  
[www.agriculture.wv.gov/divisions/executive/Pages/Auctioneers.aspx](http://www.agriculture.wv.gov/divisions/executive/Pages/Auctioneers.aspx)

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 Wisconsin Department of Regulation and Licensing – Auctioneers  
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 Madison, WI 53705  
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## WYOMING

License Required: Counties and municipalities may require permits, check for requirements.  
 State Association: [www.wyoauctioneers.org](http://www.wyoauctioneers.org)  
 Real Estate Contact: [www.realestate.wyo.gov](http://www.realestate.wyo.gov)  
 State Agency Contact:  
 Wyoming Consumer Protection Unit  
 Kendrick Building  
 2320 Capitol Avenue  
 Cheyenne, WY 82002  
 (307) 777-8962  
[www.ag.wyo.gov/cpu](http://www.ag.wyo.gov/cpu)

# 3 trends in livestock auctioneering

By Nancy Hull Rigdon, contributor

The livestock corner of the auction industry, like many areas, cycles through various phases.

Today, it remains strong, and the future looks bright, leaders in the field say. Let's examine a few trends at the forefront of the industry.

## Outside forces - such as government policies, technology and consumer demands - continue to alter the market.

Genetic engineering of livestock has changed the landscape.

"We would sell a 300lb calf 15 years ago, and now we're selling 600-800lb calves at 12 months of age," says Tom Frey with Creston Livestock Auctions in Iowa. He is president of the Livestock Marketing Association.

Other commodities have evolved as well.

"Corn is up to \$7 now," Frey says. "Although \$1 pound calves kept more guys on the farm than \$7 corn does."

Droughts through the years have affected cow numbers.

"We've built back up to historic levels again, though," he says. "It all works in a cycle."

Dairy has struggled recently, due to factors including demand and corporate decisions.

"But I think there is light at the end of the dairy tunnel," Frey says.

Recent changes in exporting has brought opportunity.

“We’re able to sell our products in a bigger way than we ever used to,” he says.

Frey believes the recent federal government changes with exporting will benefit livestock auctions long-term, despite initial challenges

“Fair trade is important – it doesn’t matter if you’re selling Chevy cars or cattle, it has to be fair. For the last 75 years, it hasn’t been fair. That’s starting to turn around,” he says.

Animal health can significantly impact livestock sales, and efforts to protect against herd illness outbreaks continue, Frey says.

Demand for organic beef has increased, but not significantly.

“You still hear about it a lot, but it is not a big issue,” he says.

Also, online auctions have altered livestock sales in some areas of the country. Frey, however, still auctions live a great majority of the time.

**The auction method of marketing remains attractive for livestock.**

As Izabella Michitsch, LMA Membership Services Coordinator, says, the value of selling at auction “begins before the chant.”

Specifically, the auction method is effective for reasons including:

- Auctions are an opportunity to bring a volume of livestock together.
- Auctioneers help sellers and buyers navigate state and federal livestock transport rules.
- Auctions allow small and large consignments alike to benefit from buyer demand for quantity.
- Experienced auction staff members add value in areas including sorting, veterinary checks, source, age, preconditioning and other value-added program opportunities.

**Want to break into the livestock auction industry? Earning a strong reputation takes time.**

Dependability – that’s the most important quality in a livestock Auctioneer, Frey says.

“There are Auctioneers that are great people who want to auction livestock, and they do sound great doing it. But, I don’t trust them selling my customers’ cows because they don’t understand livestock,” he says. “You have to start from the bottom.”

Essentially, if you’re going to auction cattle, you first need to learn about cattle.

“Livestock auctioneering can be a wonderful life. It’s been good to me – but it is hard work,” Frey says. ❖

This article was an excerpt from a presentation given at the 2018 NAA International Auctioneers Conference and Show. Want even more tips regarding this topic? NAA members can access the full audio of this presentation and many others in the NAA Knowledge Center.

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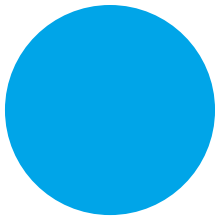
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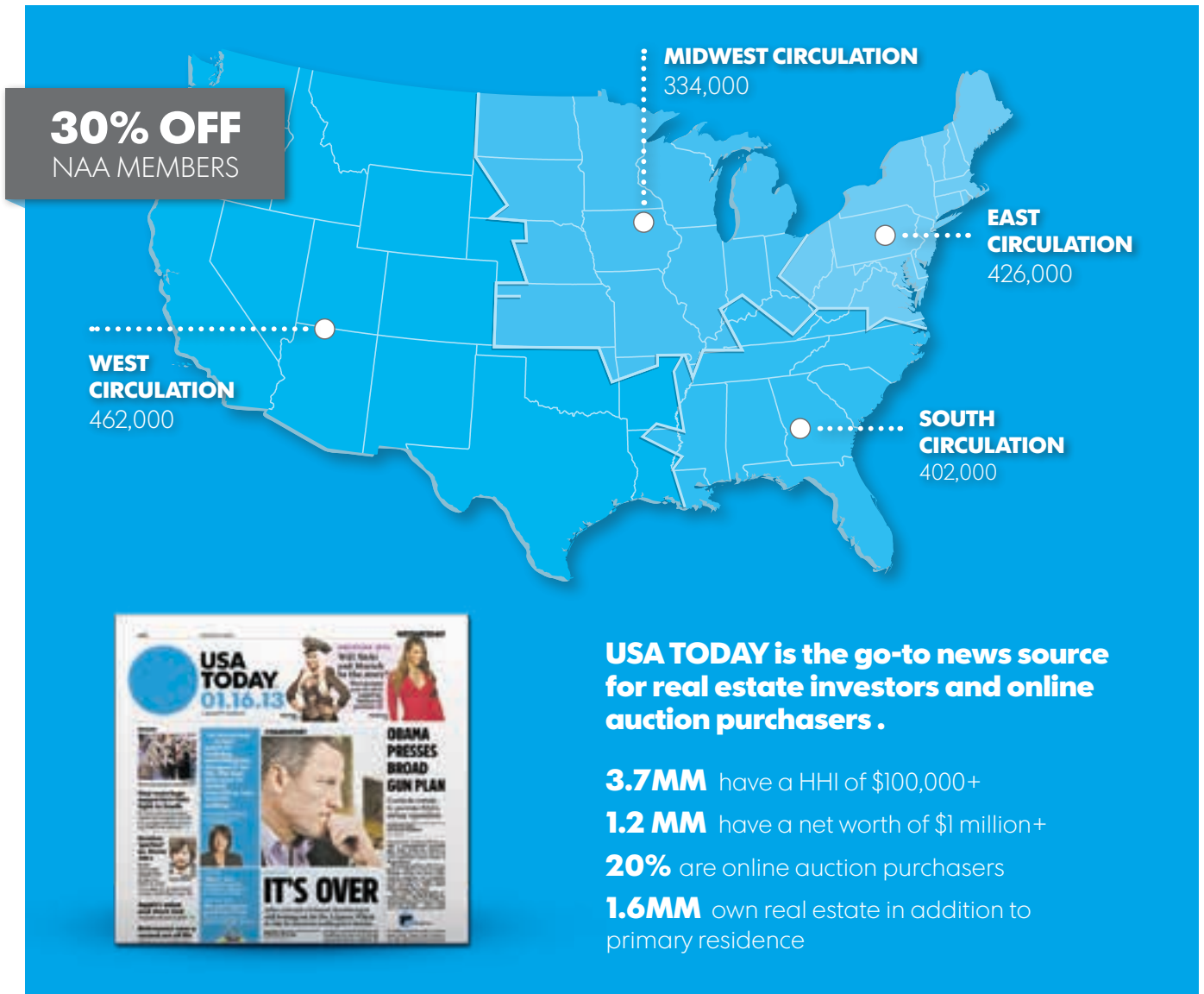
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Sources: 2012 Mendelsohn Affluent Survey, adults 18 or older, HHI \$100,000 or more; September 2012 ABC Publisher's Statement (print copies only)



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# California Supreme Court reclassifies contract laborers, including Auctioneers

The new rule already has forced Manheim to change its employment structure. Other industries in the state likely will follow.

By NAA Staff

In April 2018, the California Supreme Court put forth a ruling (*Dynamex Operations West, Inc. v. Superior Court of Los Angeles*) that makes it harder for employers across all industries in the state to classify workers as independent contractors.

The Court framed its decision by broadly characterizing the misclassification of independent contractors as harmful and unfair to workers, honest competitors, and the public as a whole.

“It is my understanding that the Supreme Court ruling will not allow individuals who perform a task that is central to the main company’s purpose to be independent contractors; they will have to be full or part time employees,” said John Nicholls, CAI, AARE, AMM. “Because auctioneering is quite central to an auto auction’s purpose, you now have the part-time employee status in California.

“The effect will be that the Auctioneers and Ringmen will have taxes taken out of their pay and possibly have to adhere to other company rules and regulations.”

The Court’s decision has already proven to have a major impact on the way at least one auction company will manage its business going forward.

In its attempts to comply with the decision, Manheim Auto Auctions has responded by making all its independent contractors – including auto Auctioneers and Ringmen – employees. According to a FAQ sheet from the company, any Auctioneers and Ringmen who choose not to apply for employment with Manheim will no longer be eligible to provide services in California as of Sept. 23, 2018.

This is not a move the company wanted to make. However, it saw no other option at this time if it wants to have Auctioneers in California.

“I am only familiar with the way Manheim has handled this situation, and I know that they went above and beyond to assist their Auctioneers in this adjustment period and were, and remain, very forthright and desiring open lines of communication,” Nicholls said.

It leaves a decision to make for auto Auctioneers in the state.

“In short, the Auctioneers affected by this law need to determine if they want to stay in the contract auctioneer niche and make the proper adjustments or change their auction specialty,” Nicholls said.

The decision was not supported by Manheim, who does not anticipate the change to affect its business practices outside of California.

“Again, only being familiar with what Manheim has done and is doing, they do not anticipate this practice to go outside of the state of California nor do they want it to. This ruling is a great inconvenience for them as well and has cost their company quite a bit of time and resources,” Nicholls said. “In addition, Manheim was content with the independent contractor status of all of their Auctioneers and Ringmen and it was their desire for things to remain status-quo, but the Supreme Court ruling forced this change upon them.

“Manheim desires to keep their existing Auctioneers and Ringmen and did not want this employment status change.”

On a broader level, this decision may extend to and affect other industries that frequently employ Auctioneers, including real estate and benefits.

NAA will continue to monitor this as it unfolds. ❖



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# Evolving at the speed of change



**New NAA Board member Ailie Byers says the NAA and industry must diversify its outreach and approach to grow in the future.**

By Nancy Hull Rigdon, contributor

**I**f you're passionate about something, you should get involved.

Ailie Byers was raised on that principle. So, when she felt strongly about the future of auctioneering and the NAA, she knew what she had to do: run for a seat on the NAA's Board of Directors.

Now that she's earned the board seat, she's ready to make a difference.

"I wanted to have a voice," Byers, CAI, AMM, BAS, says.

She's most passionate about helping the industry and association evolve with the rapidly changing times.

"Everything is changing in this world. In response, we have to diversify how people are introduced to auctioneering. We have to diversify what we sell, we have to diversify how we sell it," Byers says. "It's not that how we did things in the past was wrong.

"It's a new day, and we have to adapt. We have to constantly move forward. It's evolve or die."

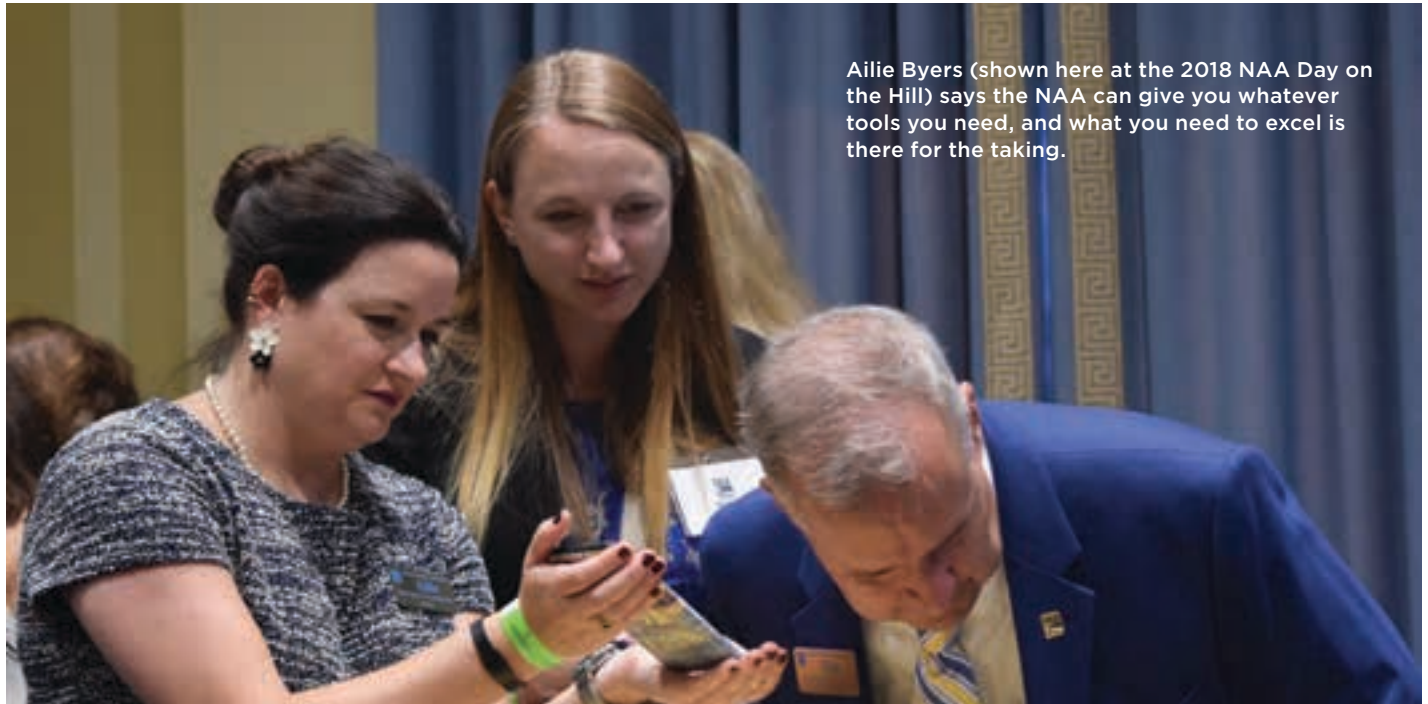
And the pace of industry change must keep up with the times, she says.

"We're always talking about Millennials and how to adjust to the generation," Byers says. "The truth is that these aren't the people coming in. They're entering their 30's and are here, and there's a whole different generation coming up behind them.

"Let's work together to make sure we're embracing the younger generations and not alienating them. They're our future."

Prior to entering auctioneering, Byers worked in various industries. She's found that her diverse professional background serves as one of her biggest assets in auctioneering, as she brings varying outside perspectives to the table.

Born in Providence, Rhode Island, she grew up in southern New Hampshire. She received her undergraduate degree in history and, following graduation, worked for a brokerage



Ailie Byers (shown here at the 2018 NAA Day on the Hill) says the NAA can give you whatever tools you need, and what you need to excel is there for the taking.

house, a private resort, national park, retail conglomerate, and in international logistics.

“I get bored easily,” she quips.

She went on to receive a master’s degree in public administration and public policy. She then worked in a university setting, inside the business office of a college of agriculture. Her job responsibilities spanned accounting, grants, and human resources.

“I’m a jack of all trades, but I’m not a master of anything,” she says.

Byers’ family background influenced her move to auctioneering. In fact, her aunt and uncle were Auctioneers.

“When I was 7, I would help with auctions in the summer – but it wasn’t a 24/7 thing for me,” she says.

She’s spent six years as a full-time Auctioneer and is currently president of Alpenglow Benefit Auctions in North Conway, New Hampshire. In addition to serving on the NAA board, she’s president of the New Hampshire State Auctioneers Association Board of Directors. Locally, she sits on some nonprofit boards.

Outside of benefits auctions, she’s found a niche in coin sales. Professionals throughout the auction industry come to her with their coin questions. Her time is split about 50/50 between benefits and coins.

When not working, there’s a good chance Byers is outdoors.

Growing up, she spent summers sailing, and winters skiing. Today, she bikes, hikes, runs, skis, rock climbs and participates in triathlons. Plus, she’s a certified open water diver.

**“Let’s work together to make sure we’re embracing the younger generations and not alienating them. They’re our future.”**

And now, she’ll also spend her time as an NAA Board member – something she’s excited to start.

“The NAA has tremendous value. The saying ‘a rising tide raises all ships’ definitely applies,” Byers says. “The more educated our members are, the higher our industry and everyone in it rises.

“The NAA can give you whatever tools you need. You’re not going to be spoon-fed, but what you need to excel is there for the taking.”

Through her varied professional experience, Byers appreciates the collaborative nature of the NAA and the auction industry.

“Other areas are not nearly this collaborative. It is nice to be in an industry where people are there for each other. And, that helps all of us,” she says. ❖

# "No matter where ... NAA will be there."

New NAA Board member Kelly Strauss says the relationships he has formed in NAA led to his decision to serve.

By Nancy Hull Rigdon, contributor



**A**n Auctioneer asked Kelly Strauss a question.

"What do you get out of being an NAA member?"

The question seems simple, but it required thought for Strauss, CAI, who responded: "It all comes down to the relationships I've gained through membership."

Those relationships have extended well beyond work. For instance, when his daughter, Kathryn, was stationed with the

U.S. Army in Georgia, Strauss reached out to a local NAA member there.

"Would you be able to help if she needs anything?" he asked.

The answer: "Yes, without question."

When his son, Kordell, was in Tennessee for work, he did the same thing. Same answer.

It was that camaraderie and support, along with the membership benefits he's received, that led to Strauss' desire to run for a

position on the NAA's Board of Directors.

"I feel in my heart the desire to give back to an industry that has been so good to me and my family," Strauss says. "I know that no matter where in the United States I have a need, the NAA will be there."

His experience is indicative of his NAA board member campaign last July. "We are family," his buttons read. That message resonated soundly enough to get him elected as a Director.

His wife, Dee, a high school marketing teacher with a background in sales, also played a role in his decision to pursue the board.

"She's always been a firm believer that you should be involved in your industry," he says.

Strauss also served on the Virginia Auctioneers Association's board – most recently, he was chairman.

As an NAA board member, Strauss seeks to help the NAA start a mentorship program. Here's what he envisions: members new to auctioneering paired with more experienced members.

"It is important for us veterans to take a person new to auctioneering underneath our wings and help them along the way through the stumbling blocks new auctioneers may encounter," Strauss says. "We need to make sure we're giving new Auctioneers the tools of the trade.

"A lot of times, we see new Auctioneers at C&S, but then we lose track of them. And they get busy with life. This way, we could make sure those new Auctioneers are having regular communication with members that can help guide them forward."

Providing Auctioneers this type of amplified attention early in their careers syncs with a quote that has stuck with Strauss since his days working in insurance sales: "Give a man a fish and you feed him for a day. Teach a man to fish and you feed him for a lifetime."

September marked 20 years in auctioneering for Strauss. He was 35 years old, working in sales, and unsure of his future direction when he started the auctioneering path.

"My father was buying and selling cars through auctions. One day, we were dove hunting together and talking about auctioneering. I thought, 'I believe I could do that,'" Strauss recalls.

His father introduced him to Charles Nicholls, CAS, with



Nicholls Auction Marketing Group, Inc. in Fredericksburg, Virginia, who pointed him to the Worldwide College of Auctioneering. After auction school, Nicholls hired him. He's worked for the company ever since.

Strauss considers Charles Nicholls and his son, John Nicholls, CAI, AARE, AMM, as his auctioneering mentors.

"Charles and John have taught me the business, and we have had an absolutely wonderful friendship," he says.

He credits the Nicholls family with showing him the right way to treat customers.

"As auction professionals, we do things like estate sales every day. For these folks tasks with selling their family estate, this is something they do once, maybe twice, in their lifetime. Charles and John make sure everyone is treated as we'd want our own parents or spouses to be treated," he says.

Strauss serves as auction coordinator of the Nicholls' company. He oversees the day-to-day management of the company's complex auction projects.

He realizes that his prior career in sales was excellent experience for auctioneering.

"Auctioneering is the ultimate sales job. We set the tone, price and pace for everything that's traded around the world," he says. "There's something new in auctioneering every day. I am blessed to have had this career."

Twenty years in auctioneering isn't the only milestone for Strauss this year. He and his wife celebrated 30 years of marriage this summer.

"The Lord has blessed us with a wonderful life," he says. ❖

# Improve your online presence



Skimping on costs in the short-term can hurt your company's online abilities in the long run.

By James Myers, contributor

**T**im Hill has been around the online community long enough to know what works and what doesn't in an Auctioneer's website.

He was with BidSpotter for seven years and joined Bidpath this year as director of sales, and he's got an eye for the small things that matter. The statistics back it up.

Few professional Auctioneers can say they don't have a web presence, especially today knowing that Americans spend an average of 20-plus hours a week online and spend billions of dollars engaged in e-commerce.

However, it takes more than just having a website to be impactful.

## What Not to Do

Hill constantly sees examples of what shouldn't be done on websites.

For instance, when a hobbyist oversees building their company's website, it's painfully obvious. Keep in mind that it takes only a couple seconds for a user to recognize they've stumbled onto an amateur site, which more than likely has a



## For Auctioneers looking to update their websites, mapping out the strategy is easier after running through a checklist of things that buyers and sellers want to see and experience.

chaotic and jumbled flow, and click off of it.

“You’re an amateur if you’re not being paid to do it,” Hill said. “Invest in it ... work with actual designers.”

Web design trends have gone through many phases as we’ve evolved into a digital world. For example, Adobe Flash, a now deprecated multimedia software platform, was once highly sought after and used in web production, but is now seen mostly as a distraction.

So, too, is music, animation, visual counters and “coming soon” pages.

“Under construction?” Hill asked of areas of the website that haven’t been fully fleshed out. “Nope. That’s just saying it’s not that important to you yet.”

Staying consistent with the design is important, which means font, the specific style and size of the letters you use on your site, matter.

Hill advises Auctioneers to pick one font type that is aesthetically pleasing and stick with it throughout the site. And always ensure that there are no grammatical or spelling errors anywhere on the site.

### Catering to the User

For Auctioneers looking to update their websites, mapping out the strategy is easier after running through a checklist of things that buyers and sellers want to see and experience.

For example, Hill said that most buyers want the auctioneer site to include an auction calendar and a chance to receive email notifications of upcoming auctions, photos of the items being sold, detailed individual lot listings, a way to register to bid through the website and to view and pay an invoice.

Even if all the photos for every lot haven’t been taken yet, post what you do have, he said.

“Don’t have them go there and not show them something,” he said.

To generate more interest, Hill advises that Auctioneers feature their biggest attraction on their website. Go into detail about the item and offer plenty of photographs.

Sellers want to see your results – proof that if they hire you, they’re making the right decision. However, Hill said that if you have an auction that doesn’t go so well, and you’ve already made the decision to post your sales results, you have to stay consistent, which can be embarrassing when things go south.

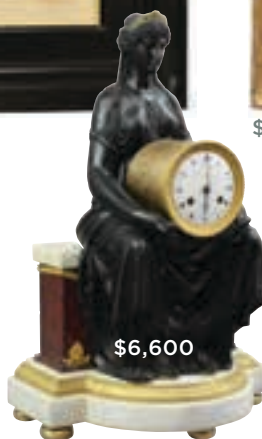
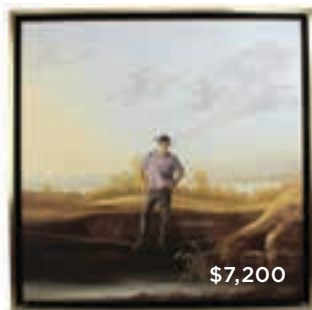
Sellers also want to have easy access to company information, from the “about us” page to how they can contact you. Don’t complicate the process by having them fill out a 35-question document before they can email you, he said.

“Start with small questions and challenges,” Hill said of developing a strategy for improving a website. “Think about your audience. Buyers are looking for auctions, looking for specific items and gathering information.

“Sellers are thinking about having an auction, looking for an Auctioneer and learning about you.” ❖

This article was an excerpt from a presentation given at the 2018 NAA International Auctioneers Conference and Show. Want even more tips regarding this topic? NAA members can access the full audio of this presentation and many others in the NAA Knowledge Center.

## Summer Auction turns up the heat, sells Paul Cadmus Painting for \$30,000



**H**ATFIELD, Pa. (August 23, 2018) – As the temperatures rose under the August sun, so did the prices at a recent Alderfer Auction event, with the top lot soaring to \$30,000. The 1956 signed painting by Paul Cadmus, “Male Nude TS12”, measured 17.75” x 11.5” and was featured in the 2002 DC Moore Exhibition.

Alderfer Auction had the privilege to sell “The Hellyer Collection” of James “Jay” Hellyer Jr. of Wyndmoor, Pa. He was the founder of Hellyer Lewis, Inc. an architectural and interior design firm in Philadelphia. He was a member of the Rittenhouse Club and Franklin Inn Club.

This single owner, fully photographed catalog auction featured over 320 pieces from various artists and collections including books, decorative arts, sterling, clocks, furnishings and fine art. The feature of his collection included over 100 lots of fine art and over 80 tall case and mantle clocks attracting an audience from around the world. Alderfer reported a record number of phone bids, absentee bids and a crowded gallery.

American, English and French timepieces such as the 1810 French Allegorical seated figure bronze mantel clock; 1800 French Hercules fighting the Nemean Lion mantel clock;

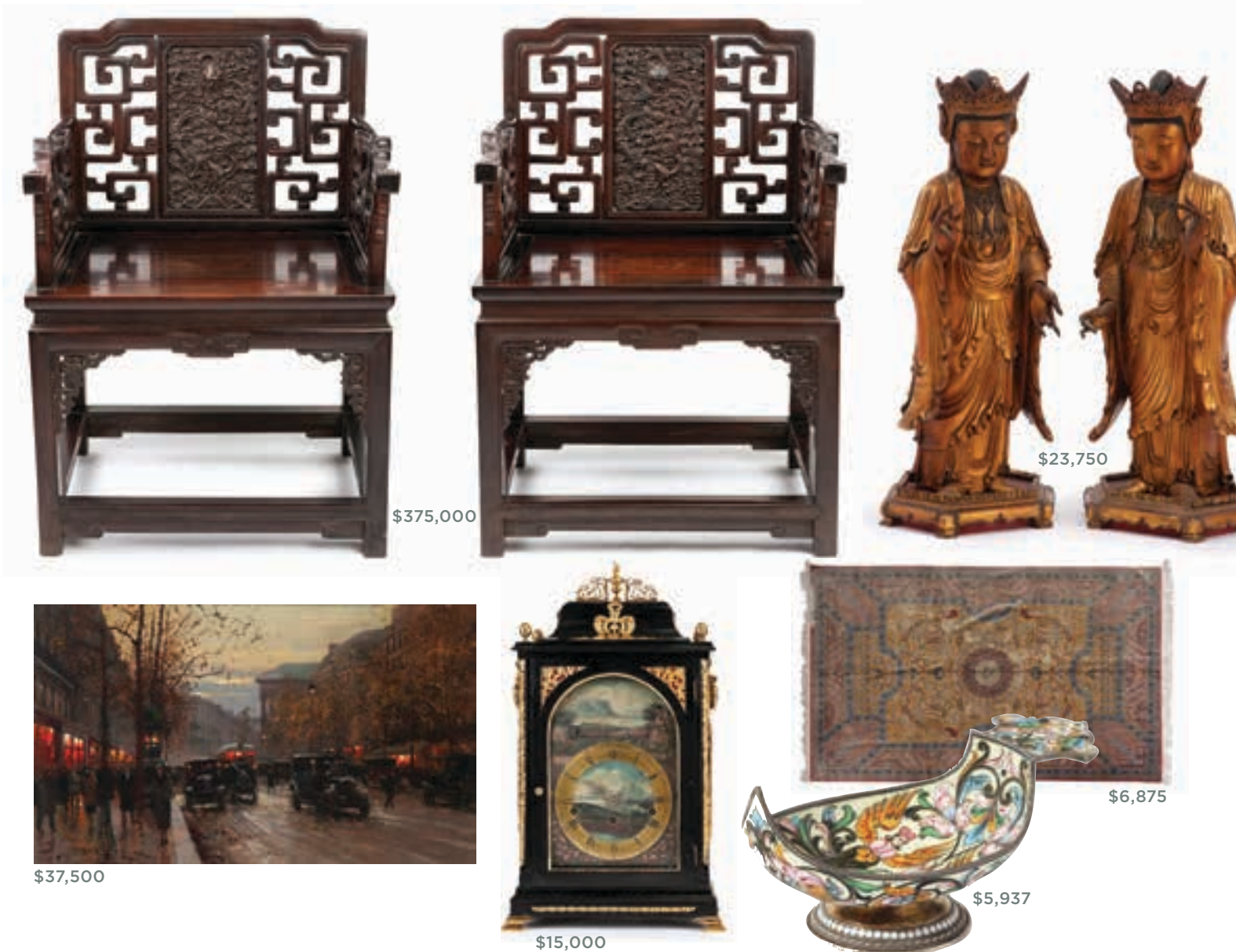
and Martin Schreiner Walnut Tall Case Clock realized prices reminiscent of the past at \$6,600, \$6,300, \$10,200, respectively.

The energy in the room was invigorating as the day went on and interest in the art mounted.

Contemporary and Mid-Century artists included Daniel Adel, Robert M. Kulicke, Wes Hempel, Bo Bartlett III, Robert Liberace, Louis-Albert Lefevre, Wade Shuman, Martha Mayer Eriebacher, Jacob A. Pfeiffer, Adam Vinson, Harvey Dinnerstein, Thomas Chimes, Patricia Traub, Anne Packard and others. Attracting a lot of attention was “Sirocco” a fantastic Trophe-Loiel painting by David Adel, realizing \$8,400; “Jar of Green Olives on a Dark Grey Background” by Robert M. Kulicke achieved \$7,800; and “Suspension of Disbelief” by Wes Hempel amazed the crowd at \$7,200.

Other auction highlights included sculpture by Louis-Albert Lefevre “Les Fondeurs du Moyen Age” Bronze, reaching \$6,000; “The Architecture of Sir Edwin Lutyens; The Lutyens Memorial Volumes” sold for \$2,520; and Jacob A. Pfeiffer’s whimsical still life of asparagus and red licorice tempted taste buds and sold for \$4,500. ❖

# Strong prices for quality makers, vintage jewels on West Coast



**M**ONROVIA, Calif. – John Moran Auctioneers continues to achieve strong prices realized for Continental and Asian furniture, silver, objets d’art, and clocks at their Traditional Collector auctions.

With the consignment of many important collections from local estates, including Harry J. O’Connor III, July’s Traditional Collector auction was filled to the brim with the quality items for every taste.

Throughout the auction were several stunning clocks consigned

from lifelong collector Harry J. O’Connor. Jerry (as his friends and family called him) amassed a veritable treasure trove of interesting and beautiful art and objects throughout his lifetime, and he was always improving and adding to his collections.

A favorite going into the auction was a Georgian musical automaton bracket clock from John Taylor, which still played its tune every hour. Determined phone and floor bidders pushed the clock past its \$4,000-\$6,000 estimate to sell for \$15,000.

One of the top clocks of the day was a complex English tall case

clock from maker Moses Meigh set with calendar dials and moon phase aperture, the clock quickly sold within its \$10,000-\$20,000 estimate at \$17,500. A stunningly intricate wine-themed clock and garniture set from famed maker Lenzkirch featured a clock face set into a bronze wine barrel. An enthusiastic bidder took home the set for \$2,000 (est.: \$1,000-\$2,000). A stunning French gilt and patinated bronze “Rape of Europa” mantel clock featured the titular heroine riding atop a clockface supported on a bull’s back; it was soon spirited away for \$9,375 at the block (est.: \$5,000-\$8,000).

Classic examples of fine European paintings continue to delight auction-goers at Moran’s Traditional Collector auctions. A stunning impressionistic painting from Edouard Leon Cortes (1882-1969 French), “Rue a des Capucine – La Madaleine”, shows the iconic Parisian street at twilight with the first flickers of lamplight illuminating the street. After a prolonged bidding war, a determined phone bidder went home with the painting for \$37,500 (est.: \$20,000-\$30,000).

A colorful scene by painter Wojciech Adalbert Kossak (1856 - 1942 Polish) depicting a Polish calvaryman on a smoke break sold within its \$8,000-\$12,000 estimate at \$9,375. “A Game of Chess” by French artist Charles Schreiber (1845-1903) showing two cardinals focused on the game went quickly above the estimate of \$700-900 to top out at \$4,062.

European paintings were not the only popular lots at the auction, as fine European objets d’art brought strong prices overall.

A sweet “Perruches” opalescent art glass bowl by famed maker Rene Lalique flew into the auction with strong pre-sale interest, ultimately selling within the \$2,000-\$3,000 estimate at \$2812.50. A late 19th-century Russian silver and enamel kovsh was a striking example of the form and inspired fevered bidding from the floor, internet, and phones ultimately selling online for \$5,937 (est.: \$1,200-\$1,800).

Two enamel on copper works featuring Matthew and Mark the Evangelists by noted artist Alfred-Paul-Louis Serre (1837-1906 French) featured some of the most stunning enamelwork Moran’s has handled in recent months, selling far above their modest \$600-\$900 estimate for \$5,625.

Art and objects from Persia realized some of the strongest prices of the night. An incredible silk Persian rug in beautiful condition was a favorite of Moran’s staff and bidders before the auction. After a small bidding war the prime example earned \$6,875 at the block (est.: \$2,000-\$3,000).

A group of five Persian glazed pottery bowls/platters consigned from a local collection garnered some of the most attention before the auction. A determined phone bidder lead the charge to see the pottery soar past its \$500-700 estimate to sell for \$12,500. Moran’s has been fortunate to bring several examples from noted watercolorist Yervand Nahapetian (1916-2006 Armenian/Persian) to the block in recent months. The artist’s detailed work depicting an interior of a rug dealer swiftly outstripped its \$1,500-\$2,000 estimate to bring \$5,312.

Once again, fine Chinese antiques dominated the offerings at the Traditional Collector auction. Top lot status of the night was awarded to lot 352, a pair of 18th-century carved Chinese hardwood chairs each featuring a relief carving of Zhulong among clouds. Estimated at \$20,000-\$30,000, the chairs took over three minutes to sell when a bidding war broke out between a packed crowd of floor bidders and a full phone bank.

A determined phone bidder won out and brought the chairs home for \$375,000. A pair of carved Chinese giltwood figures inspired stiff competition between the floor bidders, selling for \$23,750 at the block, well above its \$1,500-\$2,500 estimate. A beautiful carved Chinese altar table with lotus-motif apron also soared past its \$1,500-\$2,000 estimate to bring \$8,125. ❖

## \$20 million firearms sale sets record in Illinois



**R**OCK ISLAND, ILL. – The 2018 September Premiere Firearms Auction held by Rock Island Auction Company is the largest firearms auction in industry history.

Realizing a total of \$20,011,092, it carries that momentum

directly into the December 2018 auction, which could cap another record-breaking year for the Midwest auction house.

The presence of several military vehicles, including several tanks and armored vehicles, captured the attention of even casual



enthusiasts and the anticipation continued to grow as more and more pieces were announced. The Finest Known Winchester 1886, John Garand's M1 Garand, a Singer M1911A1 that threatened the current world record, Colt Single Action Army serial number 2, and a seldom seen Winchester Model 1876 One of One Thousand all contributed to the buzz.

It was a perfect storm of gun collecting that resulted in:

- Bidders from all 50 states, Puerto Rico, and 27 foreign countries.
- RIAC's online catalog was viewed more than 2.8 million times.
- The new online live bidding platform, RIAC Live, continues to grow in popularity and accounted for \$1 million of the weekend's sales and hundreds of participants each day.

Before the auction even began, the excitement was palpable. Thursday's Preview Day was the best attended in recent memory, and crews from NRA-TV and Guns.com were there to capture all the beautiful guns and auction highlights.

On the first day of auction, one didn't have to wait long for the fireworks to begin. Lot 7 contained the Finest Known Winchester 1886 – a stunning John Ulrich masterpiece in excellent condition representing the highest embellishments offered by Winchester at that time.

Bidding opened at \$300,000 and quickly escalated for the worthy rifle. Within five minutes, the smoke had cleared and the realized price of \$1.18 million was reached. This would be a world record for a Model 1886 had RIAC not sold Winchester 1886 serial #1 with ties to Geronimo for \$1.265 million in May 2016.

This is RIAC's third firearm over the \$1 million mark in just over two years! Other successes of the day include lot 74's exceptional Nettleton sub-inspected Colt (shown above) still bearing original polish lines on the backstrap and around the front sight that found \$109,250, and a pre-production Luger Model 1902 carbine

presented by Georg Luger (shown below) in lot 428 that brought \$80,500.

It's not easy to follow a day that contained a \$1 million gun, but Saturday was up for the challenge. It housed a Winchester Model 1876 One of One Thousand (\$891,250), a beautiful cased pair of Colt 1861 Navy revolvers silver plated by Tiffany & Co (\$402,500), John Garand's M1 Garand (\$287,500), an M41A1 Walker Bulldog tank that the audience could hear running outside the auction hall (\$230,000), an M5A1 Stuart Light tank (\$287,500), a Colt Paterson Model 1839 shotgun (\$276,000), and a Singer M1911A1 that would have been a world record at \$253,000 had we not sold the current world record holder last December for \$414,000.

Day 3 had a lot to live up to, but it started strong with a deluxe Winchester Model 1873 from the Mac McCroskie Collection in immaculate condition.

Just four lots in, it remains one of the finest 1873 rifles known and went for \$184,000 to a very happy collector. Another testament to the desirability of high condition firearms was the Winchester 1866 offered four lots later in lot 3008. Exceptionally well kept, inscribed, and with the Henry patent barrel, it would bring \$97,750 and exceed its high estimate.

Antiques of an earlier era also made their presence felt in several prolonged bidding battles. A 1743-dated Brown Bess musket more than doubled its high estimate for \$54,625, a Revolutionary War era "Charleville" Model 1763 flintlock quadrupled its high estimate when it found \$34,500, and a stunning Solingen French sword in lot 3212, presented to the Marquis de Lafayette, also doubled its high-water mark for \$43,125.

An exhibition grade version of an already rare Colt-Burgess carbine, with work executed by L.D. Nimschke, also made a fine showing by reaching \$109,250. ♦

## Wave Crest pieces, American Brilliant Cut Glass Bells perform well in nation's heartland



\$13,000



\$8,500

**D**OUGLASS, Kan. – A gorgeous Wave Crest Native American-themed pipe holder plaque soared to \$13,000. A Wave Crest panel marked C.F. Monroe changed hands for \$8,500, and three exceedingly rare American Brilliant Cut Glass countertop bells sold for a combined \$9,750 at a Sept. 7-8 auction by Woody Auction.

It was the sale of the lifetime collection of Don and the late Carrol Lyle – dedicated collectors of Wave Crest, Nakara, Kelva and American Brilliant Cut Glass whose items have been featured in books, trade publications and museum exhibits. Their primary focus was on items produced by the C.F. Monroe Company (Conn., 1882-1916). The collection was sold without reserve. The auction was a big success.

“It was a well-attended sale, with bidders present from nine states, including California, Texas, North Carolina, Michigan

and Indiana,” said NAA member Jason Woody of Woody Auction. “We also had nearly 400 online bidders participating each day on LiveAuctioneers.com.

“Many people were bidding in honor of the memory of Carrol Lyle. She was so well-loved that people wanted to purchase a piece she had owned.”

The Lyles loved the quality of Wave Crest and other items created by C.F. Monroe, and assembled one of the foremost collections in the country that featured those lovely pieces.

The pipe holder plaque – 9½ inches tall, in green and cream tones, with a magnificent portrait of an Indian in full headdress – featured an embossed scroll design and was set in a brass frame that held five wooden English pipes included in the lot.

The Wave Crest panel marked C.F. Monroe was one of the rarest Wave Crest items in the collection. Mounted in an oak frame measuring 29¾ inches by 23½ inches, the elaborate, hand-painted panel featured an early Venice, Italy scenic décor, signed “C.V.H.” (for Monroe artist Carl V. Helmschmied).

The rare American Brilliant Cut Glass countertop bells included a ten-point star example with hobstar, strawberry diamond and fan highlights, and silverplate fittings with figural claw feet (\$4,250); one with a cane, strawberry diamond and fan

motif, with silverplate fittings (\$4,000); and an example having a strawberry diamond and cane six-point star design and silverplate figural claw feet. It brought \$1,500.

Following are additional highlights from the auction:

- A total of 690 lots came up for bid over the course of the two days. Just shy of 100 people attended in person, while 6,669 bids were submitted online. There were 19 absentee bidders, who collectively placed 110 bids.
- Wave Crest consistently made the list of top-selling lots. An unmarked Wave Crest wall plaque with scroll mold, green and pink border and Queen Louisa scenic décor, set in an ornate gilt metal 15 inch by 12 inch frame, rose to \$8,000; and an unmarked Wave Crest dresser box, 6 inches by 7 inches, in cream and blue tones, with an underwater fish scenic décor and stencil highlights, finished at \$6,500.
- An unmarked Wave Crest wall plaque with green border and scroll mold, showing a woman in a sheer pink dress, in a 15x12in frame and with the original backing, went for \$6,000;

while another unmarked Wave Crest wall plaque with cobalt blue border, scroll mold and a graphic showing a woman in a sheer dress holding a wreath, housed in a 16 inch by 12 inch ornate gilt metal frame, made \$7,000.

- American Period Cut Glass (ABCG) pieces also performed well. An extra nice, single-bulb, signed Gundy & Clapperton ABCG table lamp, 19½ inches tall, with an engraved scene of geese flying over cattails, lit up the room for \$3,500. Also, an ABCG humidor in the Marlboro pattern by Dorflinger, with a sterling silver lid and an embossed floral wreath marked “Dorflinger”, hammered for \$2,750.
- An ABCG teardrop-shaped inkwell with a tusks, prism and geometric design, ray cut base and an ornate, embossed sterling silver flip lid marked “SC&L Co” with an Iris motif, sold for \$2,750. Tops in the Nakara category was a marked dresser box in blue and cream tones, with sea foam mold and a lid showing a Gibson girl portrait, boasting pink floral highlights and the original lining, realized \$6,500. ❖

## Asian Masterworks, Fine Art drive record results in Maine



\$643,500



\$760,500



\$199,500

**T**HOMASTON, Maine: Sales at Thomaston Place Auction Galleries’ Aug. 25-26 summer auction totaled more than \$4.6 million, the highest auction result to date for the company.

The catalog of important fine art, Asian artifacts, antiquities and decorative antiques attracted bidders from around the

world, creating a packed house, huge numbers of phone and absentee bids, and three online platforms that were active throughout the sale.

“This sale exceeded all of our ingoing expectations and netted many happy clients – both buyers and sellers,” said Thomaston Place Auctioneer, President and NAA member Kaja Veilleux.



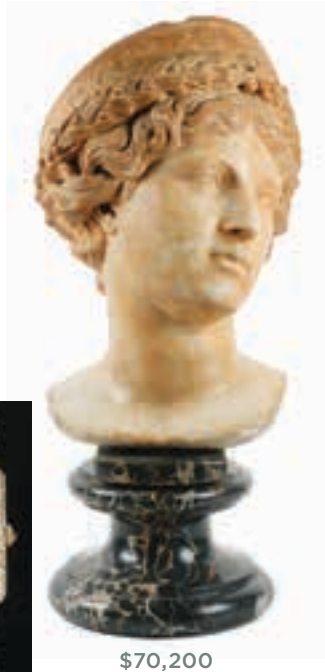
\$175,500



\$163,800



\$15,600



\$70,200

folio book of Andrew Wyeth's paintings achieved \$7,897. Jamie Wyeth's oil on linen painting titled "Fog" sold for \$199,500.

Paintings by Maurice Utrillo, Edouard Cortes, Wolf Kahn, Heywood Hardy, Arthur Garfield Dove, Luigi Lucioni, Waldo Peirce, John Frederick Kensett, and Claude Venard also generated very strong competitive bidding and finished with

results above pre-sale estimates.

An Imperial Roman Period (c. 50-100 A.D.) carved Carrara marble head depicting a crowned Diana, from the Estate of Arthur and Ruth Sokoloff, rocketed past its presale estimate of \$25,000-35,000 and sold for \$70,200, and a 15th-century Italian egg tempura on cradled panel painting by "The Master of Apollo and Daphne" achieved a selling price of \$30,420.

The Sokoloff estate provided many other high flying Asian lots, such as: a monumental Japanese Meiji period cloisonné charger depicting a flying crane that flew above its \$1,800-2,400 pre-sale estimate and brought \$42,000; a large pair of Chinese famille verte porcelain square floor vases that fetched \$27,000; an early Chinese cinnabar stacking box that sold for \$24,000; and, an 18th-19th c. Tibetan Buddhist bronze figure of the enthroned Bodhisattva Avolokitesvara that reached \$19,890.

Other hotly contested sale items included a ladies Cartier 18K gold and diamond tank style watch that brought \$15,600; a fine early 20th-century Isfahan prayer rug that sold for \$12,000; a small Ben Austrian oil painting depicting a chick in a child's shoe that fetched \$10,200; a logbook of the USN steam frigate "Minnesota", charting Hong Kong to Singapore in 1857 that reached \$8,190; and a 216-piece set of Reed & Barton sterling flatware in the Richelieu pattern that sold for \$7,605.

The auction included a large collection of contemporary Maine art which also attracted enthusiastic bidding and strong results. A complete list of auction results can be found at [www.thomastonauction.com](http://www.thomastonauction.com). ❖

"We were ecstatic about the interest in the art and Asian items, and we were also very happy with results across most of the other categories."

The two top lots were Chinese early Qing Dynasty figures -- a 17th-century blanc de chine porcelain seated figure depicting Guanyin, goddess of compassion, with the seal of potter He Chaozong, that finished at \$760,500 after frenzied bidding from live, absentee participants and 10 by telephone; and a bronze kylin set with semi-precious stones that sold for \$643,500 after a fierce floor and 11-way telephone battle.

The amazing fine art collection also attracted strong international attention. From the Estate of Arthur and Ruth Sokoloff came seven paintings by Milton Avery that brought a combined \$428,220. These were led by "Eight Birds Resting", an oil painting depicting sea birds that fetched \$163,800. "Owl", an oil on canvas work created in 1953, sold for \$140,000.

A large oil-on-canvas painting depicting an English churchyard by Jasper Cropsey titled "Gray's Elegy at Stokes Poges, Kent", after the 1851 poem by poet Thomas Gray (1716-1771), achieved \$175,500; and a contemporary sculpture by German 20th Century artist Ewald Wilhelm Matare, "Grasende Kuh I" (Grazing Cow I), sold for \$63,180.

The sale presented three paintings by Andrew Wyeth and one work by his son, Jamie. An early Andrew Wyeth mixed media study of the Olson House, gifted to Christina and her brother Alvaro Olson by the artist, sold for \$87,750. And, an original watercolor remarque depicting the Olson House from an art



# Josko, one of GPPA's first developers, passes away

One of the original developers of the NAA's GPPA designation program and one of its early instructors, John A. Josko, 67, passed away on Tuesday, March 20, 2018 at his home in Vernon Hills, Illinois, surrounded by his family. He was born May 8, 1950 in Boston, MA, was formerly of Fairfield, Connecticut, and Arlington Heights, residing in Vernon Hills for the past 18 years.

He received his associate degree from Norwalk Community College in Connecticut and received his BS from Husson University in Bangor, Maine.

John was a former member of the Fairfield Rotary Club, where he was a Paul Harris Fellow. He was Chicago's past-president of the Machinery Dealers National Association, held leadership & mentor roles of several appraisal associations & yacht clubs.

His passion was sailing and vacationing with his family.

Surviving are his wife, Patricia Josko; mother, Audrey Josko; two sons; five grandchildren; and three brothers. He was preceded in death in 1996 by his father, William Josko, who was inducted into the NAA Hall of Fame in 1991. ❖



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# EDUCATION CALENDAR

## Designation Academy • Las Vegas, NV December 2-8, 2018

December 2 • USPAP 7hr

December 2-4 • AARE, AMM

December 2-6 • GPPA

December 6-8 • BAS, CES

December 7-8 • CAS, USPAP 15hr

Marketing Workshop • December 5  
Real Estate Workshop • December 6

## Women in the Auction Industry

Hotel Indigo • Savannah, GA

November 5-6, 2018

Please note the information above is subject to change as events approach. This calendar will be updated as information becomes available.

[www.auctioneers.org](http://www.auctioneers.org)





### KENTUCKY AUCTION ACADEMY

The Kentucky Auction Academy recently graduated its most recent class. The group was made up of students representing five states.



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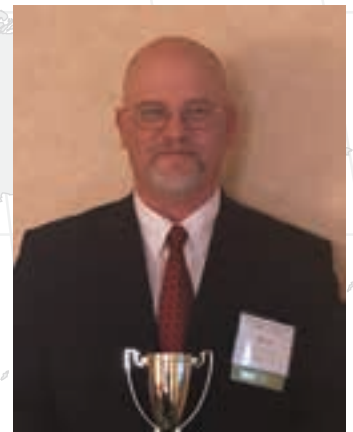
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Keith Whitley



*Being new to the auction industry, I joined the NAA to be able to have access to the many educational and proactive benefits that are offered to members as well as to become more familiar with all of the professional Auctioneers that serve our profession. What an awesome organization that we have to help us become the best in our area of business that we serve!"*

Keith Whitley  
Polkton, N.C.

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

Tammy's dad said, "Something that you can't coach is a heart to never quit." But that's just what Tammy has. His given name even means "heart" in Vietnamese. Tammy has fought a cancerous brain tumor called anaplastic ependymoma at St. Jude Children's Research Hospital® with proton therapy and chemotherapy. He is now finished with treatment and back home, but returns to St. Jude for checkups. Families, like Tammy's, never receive a bill from St. Jude for treatment, travel, housing or food. "St. Jude covers every base," said his dad.



Tammy  
5 years old  
brain cancer

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# GETTING Jazzed FOR 2019



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## IN THE RING

**PAGE** 17 *“South Dakota v. Wayfair, Inc. created an environment of non-standardized tax compliance, which already has led to 32-plus different sets of regulations. This is unfairly burdensome on a small business ...”*  
**NAA, in its recent letter to U.S. House Judiciary Committee Chair Bob Goodlatte**

**PAGE** 21 *“Every state has now passed a law that says if you do business in our state and you lose personally identifiable information of a resident of our state, you need to notify all of your customers.”*  
**Larry Harb**  
*IT Risk Managers, Inc.*  
*Okemos, Michigan*

**PAGE** 45 *“The NAA has tremendous value. The saying ‘a rising tide raises all ships’ definitely applies. The more educated our members are, the higher our industry and everyone in it rises.”*  
**Ailie Byers, CAI, AMM, BAS, NAA Board of Directors**  
*Alpenglow Benefit Auctions*  
*North Conway, New Hampshire*

## AROUND the BLOCK

- **A \$159 million Florida mansion will be on the block** beginning November 12. The five-acre home is currently among the most expensive homes for sale in the U.S. and was deemed the most expensive home in the U.S. in 2015 by the South Florida Business Journal.
- **Items belonging to the original Colonel Sanders** will soon cross the auction block. The individual who worked as Sanders’ driver and later for Kentucky Fried Chicken’s headquarters received pieces over the years, including a white suit, watch, beltbuckly, and a driver’s license for the Colonel.
- A famous rendition of the Banksy “Girl With Balloon” sold in early October for \$1.4 million. However, as soon as the hammer fell, so did the painting as it **dropped inside the frame into a waiting shredder**. Turns out the artist, Banksy himself, had pranked the frame years before.

Alex Branczik, Sotheby’s head of contemporary art in Europe, was quoted as saying, “We’ve been Banksy-ed.”



## MEMBERS' CORNER

# Mendenhall might!



As a young Auctioneer, NAA member Forrest Mendenhall, CAI, AARE, was asked if he would be willing to teach a couple of folks how to do what he was doing.

He decided to take on that task, plus some. Since opening the Mendenhall School of Auctioneering in 1962, more than 8,000 students from all 50 states and abroad have learned their craft through the North Carolina auction school. That kind of business longevity is hard to find in any industry, and it was recently celebrated with a stellar entire front-page spread in the local High Point, NC, newspaper.

Congratulations, Forrest, to you, your staff, and all the people who have helped bring all the successes you've enjoyed to the school! ❖

*thank you*  
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 Lampi.....11  
 Mendenhall School of Auctioneering ...39  
 NAA Credit Card Program.....60  
 NAAA.....57  
 Reppert School of Auctioneering.....21  
 Satellite ProLink, Inc. .... 25  
 St. Jude Children's Research Hospital ....62  
 United Country Auction Services ..... BC  
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**Coming up in November ...**

The NAA teamed up with the American Farm Bureau Federation to produce an awesome learning tool for fifth-graders. "Auction Adventures" is a computer game designed to introduce kids to the auction industry. We share all the details next issue!

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