

the auctioneer



AUGUST 2019

The official publication of the National Auctioneers Association

2019-2020 NAA PRESIDENT
JASON WINTER
CAI, AARE, AMM, CES



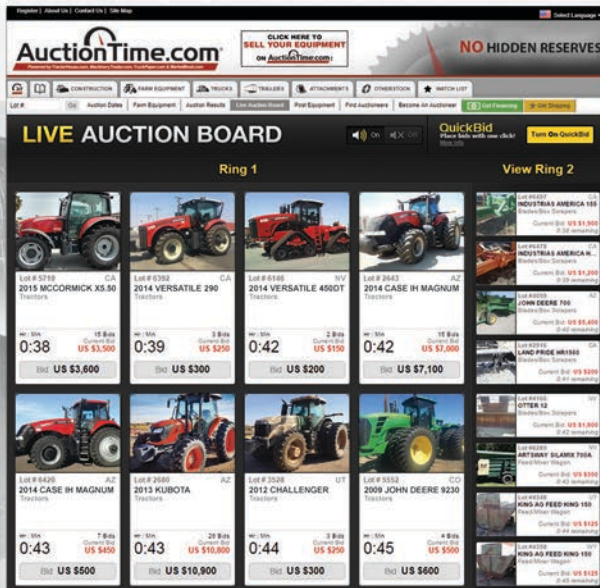
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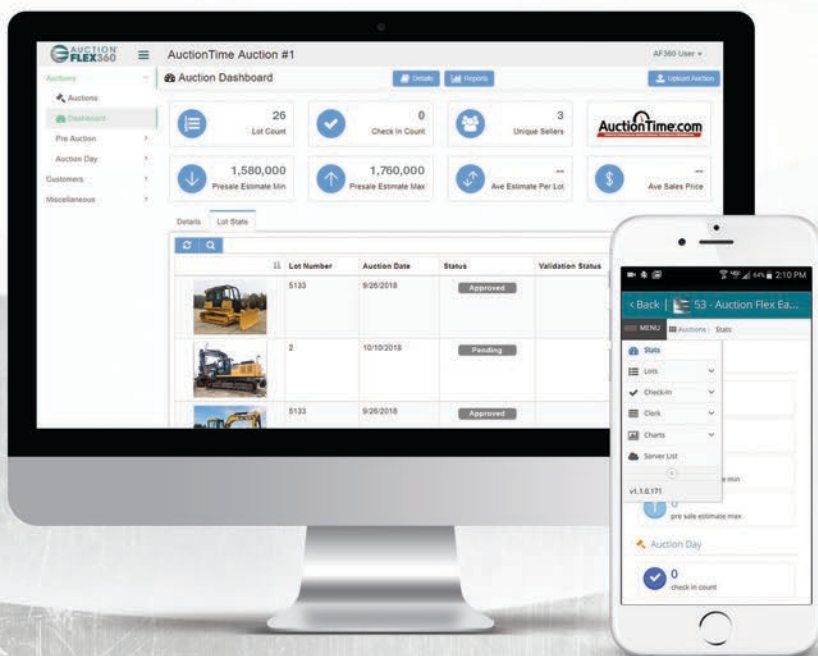
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To memories and the future

We arrived home from the 70th International Auctioneers Conference & Show just a few days ago, and I am still reliving the memories—I think those of us who were there will be reliving those memories for a long time!

It wasn't just that we had to move the Welcome Party from the boat to Generations Hall—which I think ended up being a lot of fun—or the fact that we had to deal with Tropical Storm Barry, which after all of the news media's predictions turned out to have little effect in New Orleans.

It was the memory of knowing that I was elected by YOU, the members of the NAA, to serve you over the next 12 months as your president.

When I heard the unanimous vote to move me from vice president to president and when now Chairman of the Board Tim Mast pinned the President's Pin on my lapel during the Annual Business Meeting, serving you became very real.

As I stood in line at the President's Gala that evening and had the gavel presented to me by Tim after being passed down the line by all the past presidents in attendance, serving you became very real.

It is real, and I am looking forward to reaching out to you, listening to your concerns and helping you understand what the NAA is doing on your behalf.

We are looking at a new generation of people coming into our business. As a first-generation auctioneer, I can't tell you how much it means to me to see my eldest daughter Jocelyn developing her own benefit business, or watching my youngest daughter Julianna help with the technology end of our business. Jennifer and I have enjoyed watching both of the girls grow up in the auction profession and are looking forward to what the future holds!

At the end of the Conference, after most people had left, NAA had cancelled the Children's Auction and the activities on Saturday. But several NAA members decided to take the ball and not let a little tropical storm keep them from having fun and learning. With staff's help, they coordinated a small auction for the children, young to adult, of the NAA members! Seeing the current President of the National Auctioneers Foundation, Jay Nitz, standing on a chair selling a toy and watching the delight in his

father's eyes (Hall of Fame member Jack Nitz), was a memory I won't forget.

What I saw there during the auction, and afterward at the impromptu round tables, was a new generation of auction professionals ready to step up and help make NAA successful. That is a memory I want to keep building on.

This industry has been very good to me and to my family, and I want to make sure it remains strong for Jocelyn and Julianna. Whether or not they decide this is their career, I want them to know it is here.

We make memories at NAA—and we turn those memories into things that will help your business.

Thank you for allowing me to serve you over the next year—I look forward to it! ❖

#theauctionlifethegoodlife



**Jason Winter, CAI,
AARE, AMM, CES**
NAA President

Jason Winter is owner and auctioneer at West Central Auction Company and broker at Century 21 West Central Real Estate. He spent years on the Education Institute Trustees before becoming chair. He was elected to the Board in 2016 and elected vice president in 2018.



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“
This particular group, as it is gathered here, the gang of eight ... hundred ... will never be replicated or duplicated again exactly as it is tonight.
”

Benny Fisher, CAI

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2019/2020 SCHEDULE

August 7, 2019	Traditional v. Luxury Real Estate Auctions	RE
October 2, 2019	Breaking into the Auto Auction Business	CO
December 4, 2019	Online Auction Marketing	MM
February 5, 2020	The Art of Negotiation	PCA RE
April 1, 2020	Building Your Bid Calling Skills	CO BA RE PCA
June 3, 2020	Quieting the Benefit Auction Crowd	BA

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Auctioneers.org/iSeries

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DIGITAL EDITION AVAILABLE!



NAA NEXTGEN

We have a whole new website section just for students! Access resources and more information at auctioneers.org/nextgen.

CONFERENCE & SHOW



Live Streaming: Miss any of the excitement from Conference & Show? Check out the live stream recordings on the NAA Facebook page or YouTube Channel.



Professional Photography: Our photographers capture all the best moments from Conference & Show. Purchase your favorite photos at davideknapp.com/2019naa.

EMAIL NEWSLETTERS

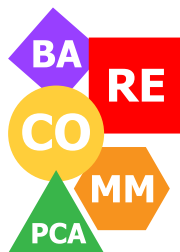


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2019/2020 Education Events

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Aug. 25-27
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open!

Dec. 1-7
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- GPPA
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- Real Estate Workshop
- USPAP 15

Registration
opens Aug. 1

Feb. 24-25
Online Marketing Summit
Louisville, KY

Registration
opens Nov.

March 22-26
Certified Auctioneers Institute
Bloomington, IN

Registration
open!

Your Association at Work



NAA partners with Rushmore Marketing in text marketing affiliation program

At the NAA Board Meeting at Conference & Show in New Orleans, the Board approved a new member benefit program for NAA members.

This program with Rushmore Marketing allows members to receive a discounted rate for text marketing services. This includes a reduced setup fee, 2,000 texts per month, unlimited keywords, kiosk, and a 90-day money-back guarantee with no contract.

“We are pleased to offer NAA members an opportunity to save money and integrate a new marketing system component into their plans,” said NAA President Jason Winter, CAI, AARE, AMM, CES. “Text messaging marketing has taken off and using the tools that Rushmore has will help us accelerate our marketing efforts even more.”

For more information, check out member benefit programs in the member area at auctioneers.org.

Real Estate iSeries

Sign up now at auctioneers.org/events for our free 30-minute webinar on Aug. 7. This iSeries will focus on traditional vs. luxury real estate.



NAA member Brigitte Kruse and husband Mike Sislyan donate \$16,500 to St. Jude

Brigitte Kruse, GPPA, and Mike Sislyan of GWS Auctions Inc. were the winning bidders during the much-anticipated Auction for Hope during the International Auctioneer Championship. They purchased a St. Jude tie signed by President Trump and donated by Congressman Billy Long, for \$15,000. Along with their other winning donations, the couple donated a total of \$16,500 to help St. Jude Children’s Research Hospital.

Kruse and Sislyan said: “St. Jude is a remarkable place that has helped so many children

and families for decades. Their extraordinary dedication and lifesaving mission is a testament to their outstanding care and services. Our own personal journey with a child who is challenged by his own ‘different abilities,’ has given us a very personal viewpoint into why St. Jude must always be in the forefront of everyone’s minds. We feel honored to have had the opportunity to give back and will continue to do so through the NAA for the rest of our careers. Our dream is that no child or family will have to worry about

Mike Sislyan and Brigitte Kruse, GPPA, with the St. Jude tie they won at the Auction for Hope during Conference & Show.

“
We feel honored to have had the opportunity to give back, and we will continue to do so through the NAA for the rest of our careers. ... The children and families of St. Jude truly are our heroes.”

Brigitte Kruse, GPPA, and Mike Sislyan

”

their finances for treatment, and (we) hope that through donations they can focus on the health of their child. These children are the inspiration behind all of our hard work and it is our responsibility to show them compassion and care. The children and families of St. Jude truly are our heroes.”

NAA members have helped raise more than \$5.5 million for St. Jude.



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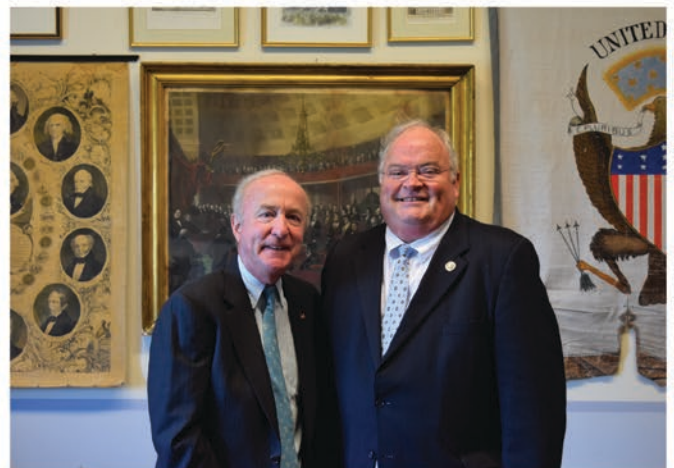
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2019-2020
Board of
Directors

NAA members elect Gehres, King, Schultz and Walker to NAA Board

How does it feel to be elected to the NAA Board of Directors?

Walker: I am very honored to be a part of the new NAA Board. As I look at the many years of attending NAA Conference & Show and seeing the strong leadership of our past, I realize how grateful I am that the membership has put their faith in me. Thank you, NAA members!

King: I am both honored and excited to be a member of the NAA Board. I look forward to working with the other Board members to build on the accomplishments of the previous administrations.

Gehres: It is an honor and a blessing to have prevailed in a competitive election that offered the membership outstanding examples of both auctioneers but also men of character and integrity. Campaigns have a great deal in common with auctions: They are fun to start, a little tiring in the middle, we always learn something when they are over ... and sometimes it rains.

Schultz: It feels great to be elected. I'm excited about the confidence and expectations with which the membership has entrusted me. In many ways, it still gives me goosebumps when I think about the magnitude of being a part of the leadership team of the National Auctioneers Association.

What are you excited about discussing as part of the Board in the next year?

Walker: Promoting the NAA auctioneer! We are an exceptional group, and the world needs to be aware of our work ethic, professionalism and our willingness to get the job done.

King: I look forward to discussing ways we can better serve our members. This begins with defining who we are and what our needs are and what those needs will be going into the future. This will be an exciting discussion as we build our plans for the coming years.

Gehres: The opportunity to help shape the direction and the culture of our association as we enter this third decade of the 21st Century is an awesome opportunity and responsibility. We have to get it right, not only for the current members but equally important for the members who will come after us. We must work hard to leave them an



association that is vibrant and growing just as the association was given to us by boards now long forgotten.

Schultz: As mentioned in my campaign speech, I'm excited to discuss increasing educational opportunities through the use of industry outsiders, increasing educational opportunities for all members including those unable to travel; I'm excited to work on advocacy issues on a proactive basis by identifying advocacy opportunities and working to provide solutions rather than allowing solutions to be dictated to our industry; and I'm looking forward to working to promote the auction industry to the non-auction consumers through proactive outreach campaigns.

What gives you hope as an NAA member?

Walker: As I look at the NAA Board, I am encouraged as our main focus is the NAA member! We are in good hands!

King: The many sharp individuals entering our association that will carry the NAA into the future.

Gehres: Auctioneers are some of the most interesting, ingenious and industrious economic actors. The hope we have comes from members and their drive to help others, improve themselves and their business. And as John Schultz said in his campaign speech, to leave a legacy for the future.

Schultz: It gives me hope when I watch and listen to the next generation of the auction industry and how excited they are to be a part of the industry and be involved with shaping its future. As Peter Gehres

said in his speech, it's time to put the plow in the ground, and it's exciting to see the next generation willing to step up and pull alongside the rest of us!



Vice President
Terri Walker,
CAI, BAS, CES



Treasurer
Craig King,
CAI, AARE



Director Peter
Gehres, CAI,
CAS, CES



Director John
Schultz, AMM



NAA partners with BadgeCert to offer digital badges to designation holders

In today's digital world, where professionals share practically everything online, paper certificates are no longer an effective way to communicate the nature of earned credentials, nor can they be readily verified or authenticated. Moreover, the National Auctioneers Association is always looking for innovative ways to market its valuable designation programs—while also maintaining the integrity and security of the credentials—and to promote the skills and value of NAA designees to the public.

During the NAA Board Meeting at Conference & Show on July 9, 2019, the Board approved a digital badging pilot program to begin in coordination with the Sept. 30 designation renewal due date. NAA is pleased to partner with BadgeCert Inc., a leader in digital credentialing and professional recognition, for this pilot program. The partnership allows NAA designees to immediately display a secure and verifiable digital badge on social networks, resumes, email signatures, business proposals and websites (to name a few).

BadgeCert digital badges are third-party verifiable icons that are packed with information or “metadata” about the issuing organization, as well as when and how the credential was earned and when it will expire. Badges can represent accomplishments such as knowledge, competency, attendance, participation, or the completion of a professional credential.

The NAA has decided to pilot the digital badge program with our designees. We are often asked by designation holders, “What do we get for our annual designation renewal fees?” Historically, designation fees grant you the right to continue using the designation to promote your expertise. Digital badging will add more value by also providing authentic and verified proof of your expertise to potential clients or employers through BadgeCert’s third-party, objective validation and the “metadata” embedded in the digital badge.

“We are excited to offer digital badge services through our new partnership with BadgeCert,”

said Phil Gableman, CAI, AMM, GPPA, chairman of the Education Institute for the NAA. “Digital badges have gained significant traction in the credentialing industry, and we have found that BadgeCert’s reliable security and verification capabilities will protect the integrity of our designations while also giving our members the opportunity to digitally share their hard-earned designations.”

BadgeCert Founder and Executive Vice President of Business Development Ginger Malin, Ph.D., has been impressed with the NAA’s work in this partnership.

“We are thrilled to partner with the National Auctioneers Association as they are a leader and pioneer in the auction industry. Moreover, they are consistently exceeding their members’ expectations with respect to professional advocacy and technology innovation,” said Malin. “This partnership will provide NAA members significant value as they can now digitally store and share their verified credentials across the web.”

As part of our efforts to help you promote your exceptional skill and expertise as a designee, NAA is also creating public-facing web pages for each of the designations. These web pages will be accessible to anyone and included in the digital badge “metadata.” They will provide you an easy way to show and explain to the public why they should hire you—an auction professional with a designation proving your expertise.

The digital badge pilot program will be available August 2019 through January 2020 on a first-come, first-served basis until the digital badge pilot inventory runs out. With a successful pilot program, digital badging will become an ongoing value-add to the designation program. To participate in the pilot program, you must:



1. Have a current designation or have completed the requirements to earn a designation
2. Pay the renewal fee for your designation (for current designation holders)
3. Complete the required 24 hours of continuing education in the past three years (for current designation holders)
4. Opt-in to participate in the pilot program and receive a digital badge
5. Share your digital badge on social networks, resumes, email signatures or websites, etc.
6. Complete a feedback survey sent to you by the NAA

Designees will receive more information and an opportunity to opt-in mid-August. Watch for an email from NAA’s Education Institute. ❖

Learn more about NAA designations at auctioneers.org.



Congratulations to these MarkNet Alliance members
for their accomplishments at Conference & Show 2019
New Orleans!



NAA President
Jason Winter, CAI, AARE, AMM, CES



NAA Vice President
Terri Walker, CAI, BAS, CES



Marketing Competition
“Best in Show – Advertising & PR: Print”
Kurt Aumann
Aumann Auctions



**International Junior Auctioneer
Championship Winner**
Tyce Freije

International Auctioneer Championship
2nd Runner Up
Jerick Miller

Finalists
Matt Hostetter
Eli Troyer

And a big thank you to outgoing NAA Leadership and Board of Directors Tommy Rowell, Devin Ford and Matt Corso!



NAA launches NextGen initiative and teen workshop at 2019 Conference & Show

On Friday of this year’s annual National Auctioneers Association (NAA) International Conference & Show, the first Teen Leadership & Communications Workshop saw more than 24 young auctioneers in attendance. The workshop was hosted by Sara Rose Bytnar, CAI, AARE, AMM, BAS, and Eli Troyer, CAI, and utilized interactive activities to teach the students important lessons, including public and interpersonal communication.

According to Bytnar, although the NAA is family orientated, there were previously no formal ways for young people within the industry to connect and network.

“The goal for this workshop for Eli and I was to connect the youth within our industry,” Bytnar said. “A lot of times they’re growing up together by coming to Conference & Show every year, so we really wanted everyone to be able to connect and look forward to coming again next year.”

Being the first year of the workshop, Troyer said he was excited by the outcome and the number of students who attended.

“I think the NAA experience that we all refer to as adults is built around the relationships,” Troyer said. “To give (our younger generation) the opportunity to have the ‘NAA experience’—that’s exciting.

It was fun. I enjoyed it. I think it was very well-received, and I think it’s next-level stuff.”

Shelby Shuman, 14, said she came to the workshop with the goal of getting tips on how to be a better auctioneer. The day before, Shuman had competed in the International Junior Auctioneer Championship.

“I wanted to meet new friends and open my horizons to other people,” Shuman said. “I was terrified walking in there, and I made 10 new friends.”

International Junior Auctioneer Championship winner Tyce Freije, 18, said his recommendation for young auctioneers considering the workshop next year would be to come open-minded and ready to participate and meet new people.

“Just like everyone says, networking is the best thing at Conference & Show, and it was great to do that with people around my age,” Freije said. “My biggest takeaway was to not be shy, and my advice to other people would be to get out of your comfort zone, do something different and meet new people.”

Bytnar said going into the workshop, she was nervous. Being the first time this workshop was held at Conference & Show, Bytnar and Troyer were given the opportunity to craft it from scratch.

“You never know, getting teens out of their own comfort zone and out of their own safe environment, how they will react,” Bytnar said. “When we started the class, everyone was really quiet, and you could



really feel the tension in the room. We weren't sure how everyone would respond, but we designed the class so that they would be interacting with each other and not a lecture-forward course."

Once the room did introductions and ice-breakers, Bytnar could feel the energy shift.

"I was happy to see that the teens really embraced this idea of learning through doing activities and having fun, and learning that it wasn't a class, but it was a great way to meet people."

Troyer said he was excited going into the workshop, but seeing the responses afterward made him even more excited.

"I'm looking forward to having the opportunity to watch them as they build on the relationships that have been started

and as they continue to develop and grow those relationships," Troyer said.

At the end of the workshop, Bytnar and Troyer asked the students for feedback, and discussed opportunities for meet-ups and other teen-focused activities at future Conference & Show events.

"I'm so glad that we took some time to get feedback from the teens that were in the workshop, because it is really about them," Bytnar said. "I'm excited that we can build on this foundation. I think when they come to San Diego next year, they're already going to have built some relationships. I really think we'll be able to take the next workshop and make an even bigger impact and make them feel comfortable and confident." ❖

For more information, visit auctioneers.org/nextgen.



Know a #NextGen auctioneer?

Tell them about NextGen! It's a program through the NAA for kids and teens age 10-18. It costs just \$25 a year and includes benefits specifically tailored toward young people with an interest in the auction business as a career.

We'll send them relevant, age-appropriate information two times a year, while integrating more NextGen content (Think Instagram takeovers!) into our social media.

NAA NextGen auctioneers will also get a head start on their careers through networking with their peers.

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State Watch



Texas State Champion Auctioneer Morgan Hopson, CAI.

Texas

The Texas Auctioneer Association held their 62nd Annual Convention and Championship Contest June 6-8 in Waco, Texas. During the event, the state championship for all categories is held as well as annual education and business training.

The state championship format was challenging with more than 50 competitors in all categories. Each contestant must be a licensed auctioneer in Texas, be a primary resident of Texas and a current member of the Texas Auctioneers Association. For

the year by leading a special auction with the children and their families at Texas Scottish Rite Childrens Hospital in Dallas.

The 2019 Texas State Champion Auctioneer is Morgan Hopson, CAI, of Bonham, Texas. She is a licensed auctioneer, a graduate of Texas Auction Academy and the Professional Ringman's Institute. Morgan is also a licensed real estate associate in Texas and Oklahoma and has experience with many types of auctions. Her specialties include farm and ranch, recreational, and luxury real estate as well as consulting with non-



Morgan Hopson, CAI; Landon Waddle; Scott Droddy, BAS; Monica Higdon; Wes Pool; and Trey Galloway.

state championship, contestants must compete and move through three rounds of competition. The top five finalists each receive a custom Finalist Buckle. The top five finalists compete and are judged on selling three identical items. Six judges from the industry then score and select the final State Champion. Throughout the next year, the champion serves as ambassador and supporter of the profession and will end

profits and associations to help them achieve their fundraising goals. Morgan holds the prestigious Certified Auctioneers Institute (CAI) from the National Auctioneers Association's Education Institute. In 2015, Morgan was awarded with the Pat Massart Award at the Certified Auctioneers Institute in Bloomington, Iowa. The Pat Massart award is given to the student with the best auction proposal submitted in year two of the three-year designation program. Morgan is currently serving as a state Ambassador for the National Auctioneers Association. She is a member of the Texas Auctioneers Association. Outside of the real estate auction industry, Morgan is an active member of the Junior League and is currently serving as the Co-Chair of the Speaker in the City Committee.

The 2019 winners of the other categories include:

- Monica Higdon—Ringman Champion
- Landon Waddle—Rookie Champion
- Scott Droddy—Senior Champion
- Wes Pool and Trey Galloway—Team Champions

Submit your news

Do you have state news to share with the NAA's auction professional community? Send it to eshipps@auctioneers.org.



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Kurt Bachman
Attorney and licensed
auctioneer from
LaGrange, IN

Business Practices

Insurance for auctioneers

Question: Is having insurance important for auctioneers? What types of insurance should auctioneers consider having?

Yes, having insurance is important for every type of business, including auctioneers. Insurance is generally the first line of a defense in a lawsuit or other catastrophe. Insurance is a contract, represented by a policy, in which an individual or entity receives financial protection or reimbursement against certain losses from an insurance company. In other words, it shifts the risk of certain losses from the business to the insurance company in exchange for the premium payments. An insurance policy can also be thought of as a liability absorbing tool.

Auctioneers should obtain and maintain insurance policies for their businesses that will protect them from a significant financial loss. What type of insurance and the amount of insurance an auctioneer will need will vary from business to business. That is why it is key to have an insurance agent who understands the auction industry and that you trust. The most common forms of insurance that businesses need are the following:

- General commercial liability insurance is a standard commercial general liability policy. It provides insurance coverage for lawsuits arising from injury to employees and the public, and property damage caused by an employee, as well as injuries suffered by the negligent action of employees. The policy may also cover infringement on intellectual property, slander, libel, contractual liability, tenant liability and employment practices liability.
- Errors and omissions insurance is a type of professional liability insurance that protects companies, their workers, and other professionals against claims of inadequate work or negligent actions.
- Key man insurance comes in different forms but is most commonly life insurance on the key person in a business. In a small business, this is usually the owner, the founders or perhaps a key employee or two. These are the people who are crucial to a business—the ones whose absence would sink the company.
- Product liability insurance is generally for businesses that manufacture products for sale on the

general market. Product liability insurance protects against lawsuits arising from injury or death caused by the use of their products. There have been cases in some jurisdictions, however, where auctioneers have been held liable for injuries caused by the products that they have sold.

- Worker's compensation insurance is mandatory coverage for employers which protects the business against liabilities arising from injuries to or the death of employees.

- Umbrella liability policies are liability policies designed to protect against catastrophic losses.

Umbrella liability coverage generally begins when the liability limits of other insurance are reached.

Auctioneers can be sued by bidders, buyers or sellers for several reasons. Auctioneers are frequently sued by sellers for negligence in failing to follow their instructions. They can also be sued by sellers for breach of fiduciary duty, exceeding the authority given by the sellers, or mishandling the money from the auction. Auctioneers are frequently sued by buyers for fraud, conduct in excess of the seller's authority (including breach of warranties), mishandling the money, and/or failure to deliver goods. In some jurisdictions, auctioneers can be sued and held liable on products liability theories. I was once involved in a case where an auctioneer was sued for selling a crane that malfunctioned and resulted in an employee's death. As briefly discussed above, different insurance policies provide coverage for different risks. General commercial liability would generally provide coverage, for example, in the event of slip and fall by a bidder during an auction. Worker's compensation is generally required by law and provides insurance coverage for employees who are injured during work. Other types of insurance policies that may be appropriate to consider include, but are not limited to, cyber-insurance which provides coverage when a business's computer network is hacked or compromised, discrimination

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coverage which provides coverage in the event of claims for employment discrimination, automobile insurance, and other types of insurance.

Several types of insurance provide liability coverage in the event of a lawsuit. These policies generally provides both defense costs and covers the liability (to the extent provided by the policy). If an auctioneer is sued for negligence, for example, the Auctioneer would notify his or her insurance agent and file a claim. The insurance company would then pay for an attorney to represent and defend the auctioneer. In the event that the auctioneer was found to be negligent and the plaintiff awarded damages, the insurance policy would pay for damages up to the maximum amount of the policy. Without this type of liability coverage, the auctioneer would be responsible for all defense costs, which can get high and disrupt the cash flow of the business, and damages awarded in the litigation.

In conclusion, auctioneers should work closely with an insurance agent and licensed attorney to make sure they have the right types of insurance and the right amount of insurance. ❖

Contact Kurt Bachman: (260) 463-4949
krbachman@beersmallers.com

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PRESIDENT
Jason Winter
SUCCESS IN PERSEVERANCE

By Nancy Hull Rigdon

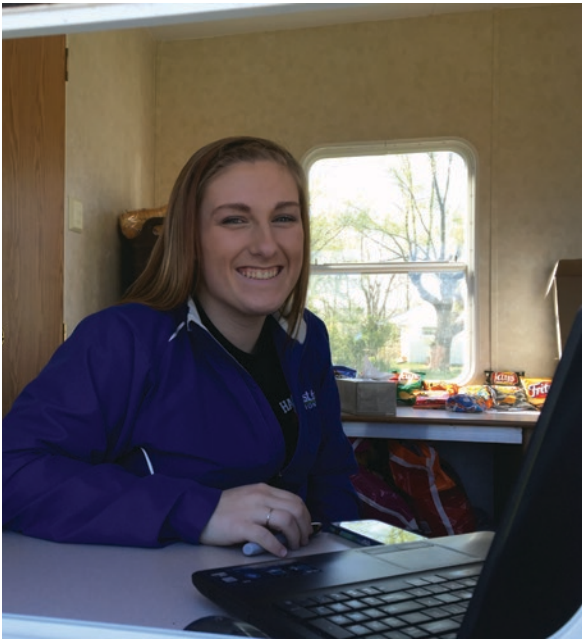
When Jason Winter, CAI, AARE, AMM, CES, says the NAA is anything but an organization for industry insiders, and offers something for all auction professionals, he's not simply trying to sell the organization. Far from it. In fact, he's living proof of his words.

"I didn't know anyone in the NAA when I joined. I didn't even know any auctioneers. Yet the people in this industry and in the NAA took me under their wings. They wanted me to succeed. And in large part because of them, I did succeed," Winter said.

As the newly elected NAA president, Winter aims to emphasize this experience-based message throughout the auction industry.

"The NAA is a very powerful organization for auction professionals, no matter who you are or where you come from. And I want as many professionals as possible to experience the NAA membership," he said.

Auction success certainly didn't happen overnight for Winter. Rather, the first-generation auctioneer's career trajectory exemplifies the payoffs of perseverance. Raised on a farm in rural Missouri, he blended his agricultural background and familiarity with real estate and insurance to survive his early auctioneering days and slowly help build West Central Auction Company into the industry leader it is



Jason's daughters Julianna, 19 (above) and Jocelyn, 23 (at right), have helped in his auction business in various ways.

today. The company focuses on selling real estate, benefit auctions and liquidating assets and performs live and online auctions. The company has expanded to two rural locations in Missouri. Winter runs the original location in Harrisonville, his hometown south of Kansas City. Jeff Pittman, CAI, AMM, and wife Tamara lead the second location in Savannah, which is north of Kansas City.

Through it all, something Winter's father, Jerry Winter, told him at an early age has always been a source of confidence amid unknowns.

"My dad would always say, 'Don't worry about making a mistake. We can fix it later. Just go get it for now,'" Winter said.

As Winter tells it, he grew up on the fender of a 3020 John Deere tractor. That's because his dad mounted a seat on the tractor fender for him. The family raised hogs and cattle and grew corn, soybeans and wheat on their farm. Winter always wanted to be a farmer, although following the economic challenges in the 1980s, he knew that could be a tough path.

Winter remembers his introduction to auctioneering well. He was a year away from graduation at Northwest Missouri University, where he majored in agricultural business.

"A friend of mine said, 'Hey, I want to show you something.' He pointed to a diploma on his wall from the World Wide College of Auctioneering," Winter said. "I wanted to learn that cool chant."

In December 1992, Winter graduated from college. Three months later, he graduated from World Wide.

He returned home to Harrisonville, Missouri, and contacted local auctioneers to land a job. However, they weren't looking for additional help.

"I kept scratching and digging. I really wanted to make the auction business happen," he said.

Winter pursued licenses in real estate and insurance. He did traditional real estate sales here and there.

"Those real estate commissions kept my new wife and I going," he said.

His introduction to the NAA marked a turning point.

"I was attending the Missouri Professional Auctioneers Association



meetings when I met Past NAA President Howard Buckles. He told me, 'I don't care if you need to borrow money—you need to get to the NAA convention,'" he said.

Financially, the annual convention wasn't in the cards at the time.

"The NAA's AARE designation was being offered in Oklahoma, and that was an option because I could drive there. So I put my nickels and pennies together to afford the class," he said.

Through the class, he learned what it took to succeed at real estate auctions. He also knew he had a great opportunity, as real estate auctions simply weren't happening where he lived.

"More than anything, that class gave me confidence. From talking to the other auctioneers in the class, I knew this was happening for others, so why not me?" Winter said. "The contacts I made in that class were invaluable. No one had any issues with showing me what they did and how they did it, and I was amazed at the way other auctioneers befriended me when they had no obligation to do so."



Winter had to take an innovative approach to earn his first real estate auction. A family called him to auction their pots and pans. They were selling their house as well and were doing so through an agent Winter had known since childhood.

“I called up the realtor and said, ‘Let’s sell this at auction.’ I told him we could split the money. I was so hungry I was going to do whatever was need to make it happen,” Winter said.

After that first real estate auction, he remembers his wife Jennifer asking him what he had to do to get the AARE initials behind his name. Conduct 10 real estate auctions—that was the answer. It seemed daunting at the time. Yet within nine months, he hit 10.

He says he struggled to make a living for about the first five years that followed. He began making a true living by capitalizing on technology to do something uncommon at the time. He’d identify expired MLS sales listings and mail the property owners letters that began with, “I think your property might be an auction property.”

Winter’s family members have been integral to the success of his business. His dad Jerry joined the business as the behind the scenes go-to, serving as everything from problem solver to ringman, and eventually, back-up auctioneer. His mother Judy was cashier and made sure everything balanced. His wife Jennifer began clerking, and when Jerry passed away in 2006, she took on an expanded role.

Jason and Jennifer’s two daughters, Jocelyn, now 23, and Julianna, 19, ran tickets in their younger days. They loved selling homemade sandwiches and lemonade along with Snickers at auction. Like her dad, Jocelyn went to auction school and on to NAA education getting her Benefit Auction Specialist (BAS)

Jason and his wife Jennifer (left) and their family (below).



designation. She also holds an education degree and is an administrator at a Catholic early childhood center. She does work for the family business, mostly auctioneering benefit auctions, when she can. Julianna is leaning toward the medical field.

Winter is active in his rural community. He's served as president and board member of many organizations, including the Harrisonville Rotary, and Harrisonville Christian School Board, Harrisonville Area Chamber of Commerce and the MPPA. He's an Eagle Scout and past president of his

college fraternity, Alpha Gamma Rho.

Faith is a high priority to Winter, and he's served on his church elder board for the past several years.

When not running an auction, the family heads to the lake. Winter loves being in or near the water. He enjoys fishing, passing time on the dock and grilling at the lake.

Winter considers his new role as NAA president a tremendous honor.

"People who I do and do not know well believe in me enough to put me in this position. That's humbling and awe inspiring," he said.

Looking to his next year as president, he'll prioritize listening to what the industry wants and needs from the NAA.

"This sounds cliché, but it's not about me and my agenda. It's about the members," Winter said.

He added, "I wouldn't be here without the NAA and my state association. And the associations are all about the people in them. Twenty-five years ago, the people in these associations helped me, and now I'm here to give back and be someone who helps give the new people what they need to succeed in their careers," he said.

The learning won't be a one-way street, he emphasized.

"I don't care who you are, I can learn from you. We all learn from each other's experiences," Winter said. "Everyone that joins the NAA can have an impact."

Nancy Hull Rigdon is a freelance writer in Colorado.



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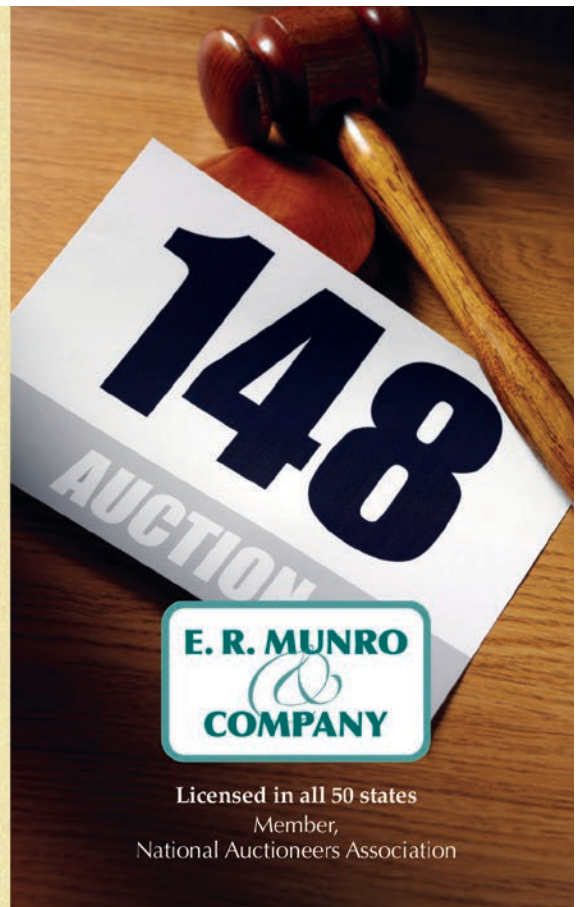
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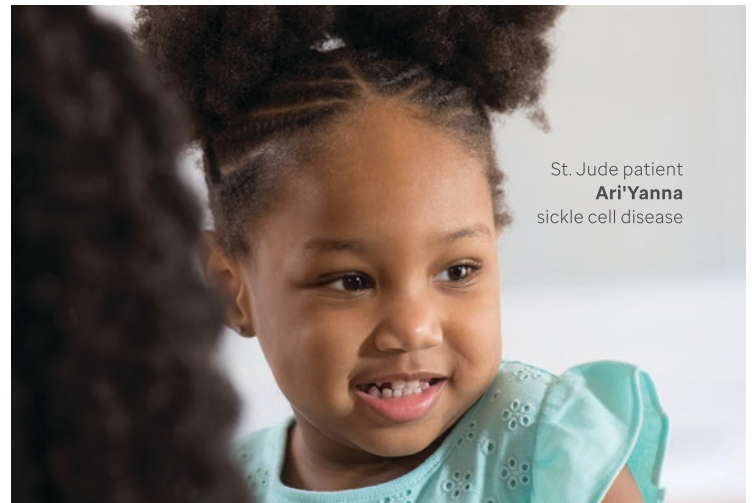
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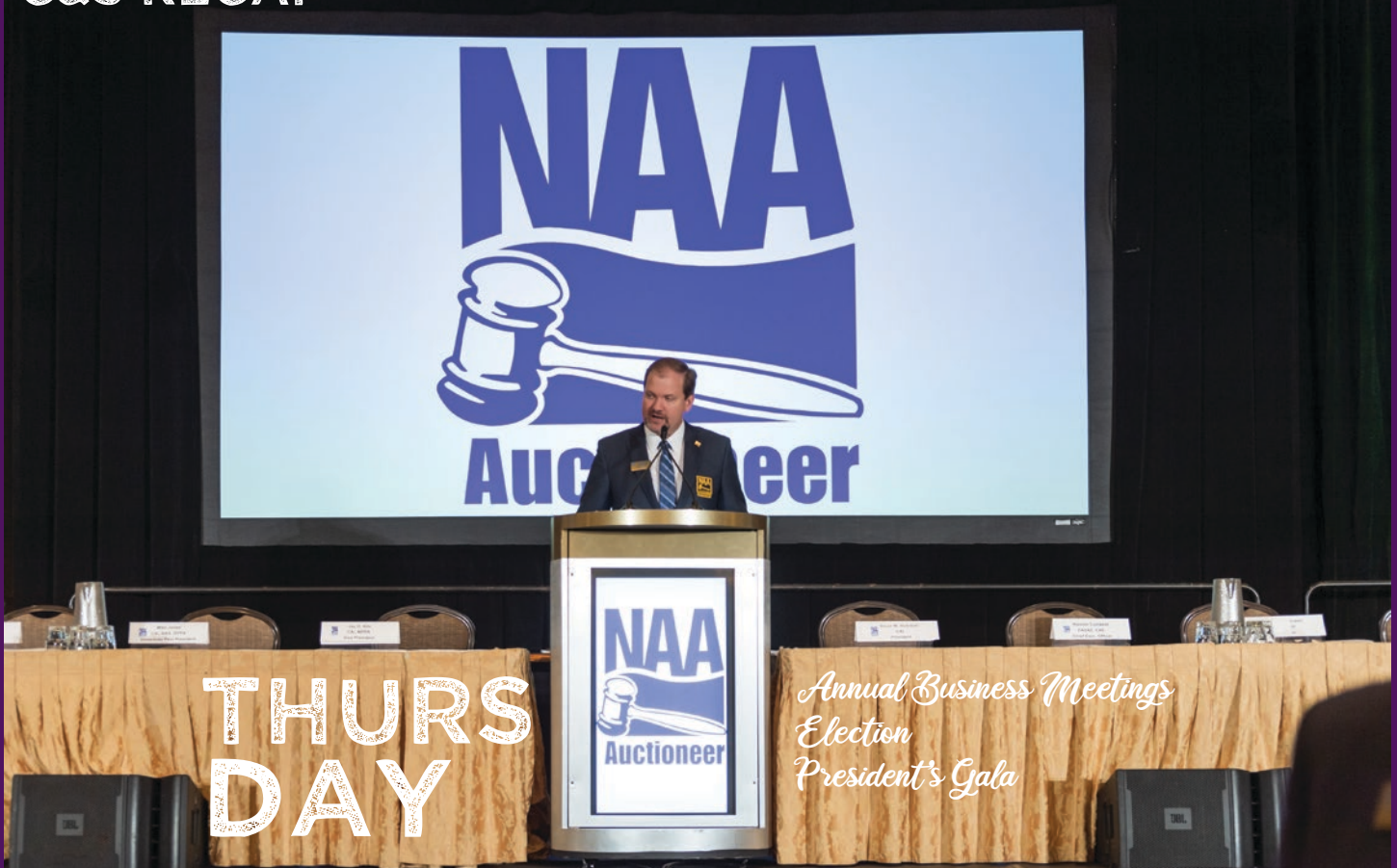


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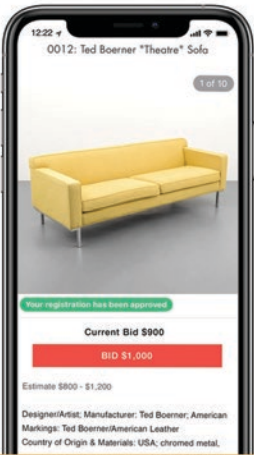
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Men's Finalists

Jerick Miller; Trey Morris, CAI, BAS, CAS;
Scott Mihalic, CAI





*Chuck Cumberlin
Sportsmanship
Award*

Jerry Hall,
CAI, GPPA



*Bob Steffes
Rising Star
Award*

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Gutierrez



Tie Auction



Parade of Champions

SATURDAY *Impromptu Foundation Children's Auction*



Money Management

Contract auctioneering presents unique challenges for money management. Here's some advice to take to the bank.

By James Myers



Living on a variable income can be a trying experience. Contract auctioneers without a rock-steady schedule can attest to this. Regardless of how much a person is making or not making, investment professionals advise that the money you put toward savings is never “too little.” With some discipline, an established set of goals and some investment advice, contract auctioneers can save big time.

Brad White, an Accredited Investment Fiduciary with United Income, worked in the auction industry for 15 years before transitioning to the financial advisor industry. He understands the unique position of contract auctioneers. While many employees in other industries can take advantage of company-sponsored 401(k) programs, which serves as their main source of revenue in retirement, contract auctioneers don't have that option. Yet, there are other investment vehicles they can leverage.

Insight Into Spending

First and foremost, White recommends that auctioneers take stock of their income and spending.

“Really knowing your budget and expenses is important,” White said, adding that if you don't know where you're spending money, making fact-based adjustments on how to curb spending and put more toward savings can be difficult.

When a big paycheck comes along, it can be easy to overspend. When the work slows down, having leftover money from that sizable check can help cover expenses between jobs. To that point, White recommends establishing a “rainy day” fund for lean months. He said a minimum of three months (but preferably up to six months) in savings to cover expenses, can mitigate an emergency situation.

“The amount of padding you have there really depends on the level of variability in your compensation,” White said, adding that some auctioneers have a work schedule that runs like clockwork, which means they might not require as much of a cushion.

Sticking to a Schedule

Establishing a schedule of regular payments to a retirement fund is also recommended. This is money that won't be touched until retirement, which means it has the potential to

benefit through compound interest and long-term growth.

“Especially in situations with contract auctioneers, it's up to you to save,” White said. “It takes that discipline—that's why having a plan in place on how you're going to accomplish it and stick to it is important.”

Auctioneers are traders at heart. This is something White knows from experience. For instance, an auctioneer might see an opportunity to purchase a pallet of air conditioners and turn them around for a 25 percent profit at an equipment sale later. This is an example of the thought process that should complement investing for retirement.

“It's explaining this is in addition to the other irons they can add in the fire,” White said of approaching auctioneers about their investments, “and it adds another leg to their retirement stool.”

Most people have their own unique sense of risk tolerance, and it's an important factor to consider when investing money. Investing for retirement is a long-term situation and market volatility shouldn't lead to making emotional decisions on investments. White says it's about “weathering the storm.”

“You hear horror stories about losing 'x' amount of money in the market—times when the market pulled back and people lost half,” White said. “But most of the time, if you take a balanced approach with diversification and understanding risk/reward and take what the market gives you over a long term, it's overwhelmingly positive.”

Investment Vehicles for the Self-Employed

A Single(k) investment is similar to a 401(k), but it is designed for the self employed or employers with no full time employees. It's also referred to as a Solo 401(k). An investment professional can assist in choosing the right investments within the plan for a more diversified approach to long term investing.

“It works really well for contractors,” White said. “But it doesn't have quite the same administrative headaches as a full 401(k) and it doesn't cost as much to run.”

Yearly maximum contribution you can put into this account per year can change, but for 2019, the limit is \$19,000 for those under 50 and \$25,000 for those 50 and older.

While this is something contractors can set it up for themselves with a fair amount of

research, working with a fiduciary to manage the account is preferable. By definition, a fiduciary is someone who is bound ethically to act in their clients' best interests. White said that auctioneers, rather than attempt to set up and manage their own Single(k), would probably get more value working toward landing the next auction and focusing on things that can "really move the needle and engage somebody else who knows this piece of the puzzle."

"That piece of the puzzle is changing," White said of the landscape revolving around investments. "What may be the right mix today may change a year from now or two years from now. Staying on top of that, again it's not in an auctioneer's time interest when you can easily outsource that. It's not expensive to get that kind of advice."

There are also traditional Individual Retirement Accounts (IRAs) and Roth IRAs to consider, either on their own or in tandem with the Single(k) plan. The Roth IRA allows a person to set aside after-tax income up to \$6,000 for individuals under 50 and \$7,000 for those 50 and older. Because the money was invested after taxes, there will be no income tax paid on distributions (after age 59.5 and a minimum of five years after the fund was established).

For a traditional IRA, the limits are the same, but the investments are made tax-free, which can positively impact compound interest growth over time. However, distributions will be taxed.

"The importance on understanding the different options for saving and contribution strategy and what works for you is also one of efficiency," White noted. "There are a lot of times auctioneers that do really well financially don't recognize what they could be doing from a savings prospective"

Another thing to consider, White said, is that some contract auctioneers also own a side business, which means they can open investment accounts for that business alongside their Single(k) or IRA accounts.

"In those situations," White said of contractors, "they can actually have one type of retirement plan for their home business and another type of retirement plan for their contract business and use both to be able to contribute even more."

White notes than contributing to a retirement vehicle can be a solid way to reduce current tax exposure, because contributions and matching are often pre-tax, so they lower taxable income.

Furthermore, having traditional investments as part of the retirement picture, White noted, is

that a reasonable nest egg can be used to drive income as employment tapers off.

"Even for people who have other sources of income for retirement," White said, "such as passive business ownership, real estate rents, etc., having a nest egg that can either drive income or be dipped into as necessary and adds flexibility, stability and liquidity often not found in other investments."

White maintains that flexibility and balance can be key while in retirement, enabling individuals to be able to react to unforeseen situations, including an outside perspective such as changes to the global economy, and from personal perspective, which would include a change in health, change in opportunities or need to care for others, etc.

Again, White recommends discussing options with an investment professional who can help determine what is appropriate.

"It's also important when you're talking to a financial investment professional, that you're talking to a fiduciary," he said. "You're talking to someone who is focused on providing solutions and not selling products."

James Myers is a freelance writer in Oregon.

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Your logo, your identity

Logos are not required to run a business, but they can help your business grow faster and more successfully

By James Myers



YOUR NAME HERE

Auctioneers have a lot to manage when establishing a business of their own. Some aspects of entrepreneurship are more complex than others, but increasingly, marketing objectives are high on the list. This includes creating a logo. Jerry Jenkins, GPPA, CAGA, CMEA, a certified appraiser and president at Appraisal Wise Inc., knows the importance of a logo in auctioneering.

Jenkins goes as far to say that if you own an auction company, “you are first and foremost a marketing company ... an auction is a method of marketing, period.” Live bid calling or online auctions, he said, are merely the preferred platform to conduct the auction method of marketing.

Why do auctioneers need a logo?

“Being a marketing company,” Jenkins began, “it’s very important to build a solid brand and have a logo that communicates that brand’s message.”

He said a logo communicates identity to clients and customers, but it also conveys a sense of professionalism that separates the amateurs from the professionals. The logo is a first impression that a potential client sees, which matters because, “people judge a book by its cover, and they judge a wine by its label ... people expect to see your logo first, and if you don’t have a professional one, then you’ve missed an easy opportunity to make an impression.”

Jenkins said a logo is the visual mark that explains your brand in a moment. And as it becomes known to people, it will begin to invoke an emotion related to the brand.

“Consistency with your logo will foster trust and loyalty,” he said.

For auction companies that have gone without a logo for years, they might think it doesn’t matter. Jenkins counters that a well-designed logo can take that company to the next level, and quickly.

“If you want to build something special and be taken seriously,” he said, “then you definitely need to make the investment.”

Logos and selling multiple asset classes

For business owners selling multiple asset classes who want a logo that represents everything they do, Jenkins understands the dilemma. For example, Jenkins said he wears many hats—he sells real estate as well as equipment, household estates and antiques.

“Your logo does not always have to communicate exactly the asset classes that you specialize in,” he said. “The broader the specialty, the less ‘asset specific’ your logo should be.”

He said that ultimately, the logo should remain versatile, unless the business specialty is more specific and niche – then it would be wise to have a logo that reflects that specialty.

“This is important to understand,” he said. “Your logo derives its meaning from the market’s perception of the interaction with your brand. Without a doubt, your brand is way more important than your logo. Your logo is simply a visual symbol that triggers an emotion with your audience.”

Some of the most established logos don’t directly reflect the products they represent. Nike’s logo doesn’t contain shoes or clothing. The Apple logo doesn’t use computers or tech. And the Mercedes logo isn’t a luxury car. But over time they became associated with these items.

“These logos are instantly identifiable because they trigger a memory or emotion,” he said. “They’re unforgettable because of the brand expectations they’ve set.”

Solidifying the brand

Branding is more than just a logo, business cards, websites and brochures. These are critical elements, but it’s hardly what branding is, Jenkins said. Building a brand takes hard work that happens on a continual basis.

“Your logo starts off an empty vessel that takes meaning after your business and services interact with people,” he said. “It’s important to define your brand’s vision before creating or re-designing your logo.”

When defining a brand, Jenkins recommends asking a series of questions. What is your mission statement? What does your brand promise its users? Who is the target audience and what are their demographics? What makes your business better than the competition? How do you want your sellers and buyers to feel after they’ve done business with you?

Logo longevity

Some auction companies remain in the family and are passed down to the next generation, which is why a logo design needs to take into account the longevity of the business. Jenkins said owners should consider portraying the brand more widely so the company isn’t focused on a single person. “Joe Smith Auctioneer” should be changed to “Smith Auction Company,” as the next owner in the family might not be named Joe.

Getting the logo right the first time is

crucial for longevity, which is why Jenkins recommends hiring a professional with real-world business experience.

“Getting the logo design for \$50 is not likely going to have the thought and foresight that your brand deserves,” he said. “Make sure the designer asks the right questions, and not just your business name and what you do.”

Logo design tips

Jenkins noted that a great logo is timeless, versatile, and simple yet memorable. He recommended avoiding complex designs, which can be difficult to read on signage and marketing materials.

When working with a designer, auctioneers need to make sure the designer asks questions the auctioneer should ask of themselves as they establish the vision of their brand. Why do you do what you do? What five words do you want the public to associate with your business? The answers the designer gets will reveal insights that help them design more accurate logos.

While not always a conscious revelation, colors and font types trigger different emotions. For example, designers know the

psychology associated with colors, like how blue is associated with terms like “trustworthy, calming and maturity.” Brown is “rugged, masculine and serious.” Yellow represents “happy, cheerful and friendly.”

Similarly, font also matters. If you want to convey comfort, Jenkins said *Georgia Italic* might be a good choice. **Helvetica Bold** conveys stability. Elegance is associated with *Bickham Script*, while *Didot Italic* is used to convey stylishness. These are design elements that professionals will know how to work with. They will create a logo that is as unique as your auction business.

“A logo is a smart investment,” he said, “because once you’ve been a successful brand, the logo carries true monetary value. That symbol represent a recognized, established and trusted brand ... If you’re out there building and investing in your business without a logo, then you’re leaving money on the table. Just as you invest in all the other tools of the trade, like computers, software, speakers, vehicles, education, etc., your logo is no different.” ♦

James Myers is a freelance writer in Oregon.



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iSeries Recap: Benefit Auction Law

Bring pride to the auction industry and your clients by ensuring you're abiding by the law



When a client hires an auctioneer, they are putting trust in them to not only do their best to make the most money, but also to correctly handle the logistics of the running the auction (and everything that comes with it). One piece of logistics is making sure everything about the auction is legally up to snuff.

TiWanna Kenney, BAS, benefit auctioneer at Astounding Auctions & Fundraising Strategies, said that assuring you are abiding by the law, specifically when crossing state lines, helps bring pride to the

auction industry and to the client you are representing.

One of the ways to do that is by following state licensing requirements—especially if you work events in multiple states—so that you can give your clients the best advice, guidance and representation.

Meet the state licensing requirements

You have the burden of responsibility to be sure that your clients are being represented by a professional who is maintaining the state standards, Kenney said.

Many states have their own licensing requirements. Even if the state you live in may not have licensing requirements, it's important to follow the requirements of other states you may work in.

Some state requirements go a step further to include county and city licensing, business licensing and state tax license requirements. Escrow accounts are also needed occasionally, Kenney said.

You can find out if a state requires licensing by going to their website. Kenney said that Western College of Engineering website is

also a good resource to use when looking for an overview of states with licensing requirements for auctioneers.

However, Kenney said the best way to know you're in the right place is making sure that the website ends with .gov. These websites will give you the most current and up to date requirements.

Some states offer reciprocal licensing with other states, which can help save you time and money. When you're requesting reciprocity, Kenney said the first requirement is that you hold a license in a state that reciprocates with another. For example, Texas reciprocates with Illinois, so if you hold a license in Illinois, you could also get your license in Texas. However, reciprocity is not automatic. You must complete the application to qualify.

Heed to other area-specific laws

Following state licensing is only the first step. There's also regulations on gambling and games of chance that you may need to be familiar with, Kenney said. What are the liquor and firearm laws in that area? What are you doing to protect yourself and your contract?

You have a responsibility to protect yourself by making sure your contract is up to date and has language that protects you in the event that you're selling an item that should not be sold, Kenney said.

Kenney suggests looking online for these regulations but be aware of "internet attorneys."

"There's tons of people out there who have lots of information, but they may not be the authority. Watch out for those. Make sure that any site that you're searching on for official information," Kenney said. "If you can find the information elsewhere, always look again on the .gov (web)site."

Following all the rules and regulations with your auctions ensures that you are doing right by your client while also protecting yourself and your business. Use the resources, which are often free, that are at your fingertips to represent yourself, you client and the auction industry well. ❖



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Q & A

Joff Van Reenen



Joff Van Reenen is lead auctioneer and director of High Street Auctions in South Africa. He is also the NAA's only ambassador outside of the United States.

What sparked your interest in becoming an auction professional?

I blame my parents entirely. It was fate actually; I was involved in stage theater a lot and then saw an ad in the paper: "Have you considered being an auctioneer?"

What road did you take to get there?

Drama!

Were there any challenges you faced?

There were no auction schools in South Africa, so I applied for a scholarship through the NAA for CAI.

Why do you love what you do?

Being an auctioneer isn't a career; it's a lifestyle. You can change people's lives in the drop of a hammer. You can ascertain true market value for anything.

What do you think is the biggest thing (or things) auction professionals can do to stay relevant in the future?

Technology. Keep pushing the boundaries of what you think is possible and then push some more. Technology changes all the time, so stay current as much as you can.

How has the NAA helped you become a better auction professional?

The NAA and its members have literally changed my life. Getting the scholarship for CAI catapulted me into the stratosphere. The friendships I have made and kept are beyond comprehension. I have met auctioneers I literally treat as brothers and sisters. The education I have received and continue to receive is world class and has been instrumental in making me and the company I represent.

How many Marketing Competition awards have you won and what is your experience like competing from another country?

We've won a few over the years. We are always very humbled when we are recognized as a winner on any level, as we are literally on the other side of the world. Competing from another country is extremely difficult as the standards in the USA are very high. We always have to lift our game considerably to even begin to think we can compete on the world stage of auctions. This in itself has pushed us far beyond the limit of what we thought was possible. It's like chasing Usain Bolt, it really makes you give your best ... and then more.

What does it mean to you to be the first NAA Ambassador outside the U.S., and for an entire country?

I'm extremely humbled with the trust the NAA has shown in me. After the shock wore off, I then realized the responsibility I was given, and once again had to lift my game. It's a big responsibility and something I take very seriously.

How does the auction industry in Africa compare to the U.S.?

The industry here in South Africa is very old and has been around for some time. It is very competitive and healthy and there are numerous large players to stimulate good competition. Obviously, it's a lot smaller than our USA counterparts but it is very driven, and technology is used well to further our mission. The South African Institute of Auctioneers is also doing extremely good work to promote and benefit our industry and has strong ties to the NAA. South Africa's auction industry compares to the best in the world. ❖



Q&A

LiveAuctioneers

When and how did your business start?

LiveAuctioneers was founded in 2002, revolutionizing the industry from the start. A pioneer in bidding technology and innovation, Early on, LiveAuctioneers formed a marketing partnership with eBay, enabling auction houses worldwide to go online with their live sales—a development that changed the auction business forever.

In 2009, the debut of LiveAuctioneers' iPhone and Android apps, with live-bidding

capabilities, opened up a new mobile pipeline to bid anytime, from anywhere. Since then, LiveAuctioneers has been the first to engage bidders with live streaming video, easy online payments, personalized search alerts, dynamic timed auctions, seamless white-label bidding, and more.

Now in its second decade, LiveAuctioneers continues to be the world's leading online-bidding technology provider for live and timed auctions. With more than 3.5 million monthly visits and 70,000 new monthly

bidders, LiveAuctioneers connects a constant stream of new and returning buyers to more than 5,000 auction-house partners worldwide.

Was there a specific need you saw in the auction industry that prompted the business?

From its inception, helping auction-house partners reach more buyers through stable, cutting-edge technology and innovation has been LiveAuctioneers' mission.

liveauctioneers

What do you hope you do for your clients/customers?

Helping auction-house partners grow their businesses has always been the touchstone of LiveAuctioneers' success. LiveAuctioneers helps auction houses sell more items at higher prices by empowering them with unrivaled technology, best-in-class support, and the industry's most valuable and loyal bidders.

What do you love about working with your clients/customers?

From serving small, family-run businesses as their primary revenue channel to partnering with global enterprises as their preferred marketing and technology solution provider, LiveAuctioneers takes great pleasure in creating enduring value for auction-house partners of all sizes, from all corners of the world. LiveAuctioneers' award-winning client support team is always listening for ways to help auction houses operate better.

Is there anything new you're particularly excited about this year?

LiveAuctioneers recently launched a new program with eBay called Live-to-eBay. Combining the force of eBay's incomparable presence in the online retail marketplace with LiveAuctioneers' peerless technology and award-winning services, Live-to-eBay provides auction houses access to exclusive marketing promotions that connect their unsold auction items to eBay's network of 179 million active users in a fixed-price "Buy It Now" format.

The LiveAuctioneers team is also excited to make deeper investments in creative marketing and expanding technology solutions for auction-house partners. LiveAuctioneers

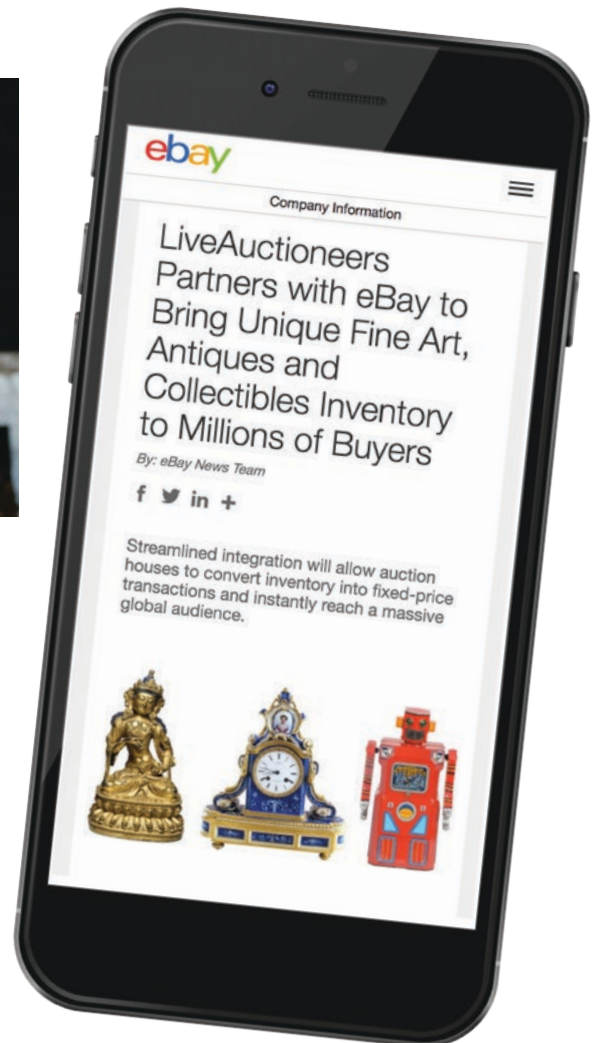


Phil Michaelson, president of LiveAuctioneers

recently announced a long-term investment from Cove Hill Partners, a private equity firm that manages over \$1 billion from its investors and founders. Cove Hill invests in only a few industries. They're unique in that they take a long-term approach, partnering with select companies for 10 to 15 years or more.

What's on the horizon for the next few years?

LiveAuctioneers will be making deeper investments in product innovation for auction houses, including mobile advertising, custom websites, inventory management, and after-sale processes. Building on the "Live-to-eBay" partnership that enables after-auction sales to instantly move venue from LiveAuctioneers.com to eBay.com, LiveAuctioneers will continue to innovate with creative marketing that reaches new buyers worldwide and helps auctioneers find quality consignors.



How has the NAA helped your business grow?

Through the National Auctioneers Association, LiveAuctioneers has been able to strengthen its connections with old friends in the trade and also meet auctioneers who are new to us. We value these partnerships very highly and take genuine pleasure in knowing that when we're able to introduce auctioneers to exciting innovations, they're going to benefit, as well. ❖

Moran's third *Studio Furniture & Decorative Art* auction of the year realized strong prices for silver and Modern furnishings



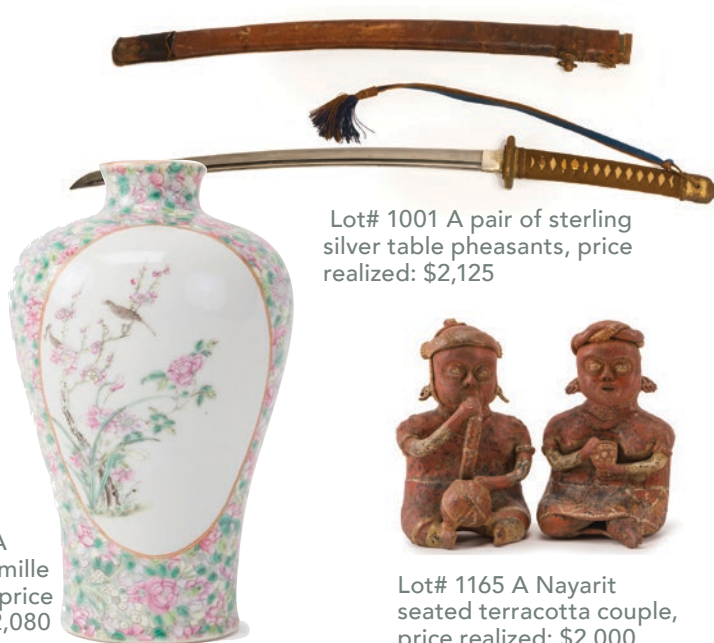
Lot# 1215 Two Tannoy "Monitor Gold" speakers, price realized: \$1,500



Lot#1239 A Telstar Predicta "Chalet" television set, price realized: \$2,000



Lot# 1001 A pair of sterling silver table pheasants, price realized: \$2,125



Lot# 1001 A pair of sterling silver table pheasants, price realized: \$2,125

Lot# 1076 A Chinese Famille Rose vase, price realized: \$2,080

Lot# 1165 A Nayarit seated terracotta couple, price realized: \$2,000

MONROVIA, CA – Moran's popular Studio Furniture & Decorative Art realized strong prices for fine silver and furnishings. Collectors vied for fine examples offered at approachable price points. Moran's will offer additional lots of fine furnishings and décor later this summer at their Studio Furniture & Decorative Art on August 25th.

Fresh from the success of their 20th Century Art + Design auction in May, mid-century décor continues to inspire strong bidding with Moran's audience. A pair of London-made speakers from coveted maker Tannoy created a bidding war between music aficionados when they hit the block, exceeding the \$500-800 estimate to sell for \$1,500 (all prices realized include Moran's 25% buyer's premium). A unique Telstar Predicta "Chalet" television set would make a statement in any room. A floor bidder beat a robust bidding field to bring the set home for \$2,000. A gorgeous "Goetz" sofa from Herman Miller with its warm walnut-wrapped back made an impact on buyers, and a floor bidder ultimately won the sofa for \$2,925.

Silver of every style caught the eye of bidders in person and online. A charming pair of silver table pheasants flew past their \$400-600 estimate to sell for \$2,125. A silver wine coaster in the coveted "Blossom" pattern from famed silversmith Georg Jensen went home with one collector for \$625. A statement-making set of "English King" flatware from Tiffany & Co. sold for \$2,080. Two sterling silver and cut crystal pitchers from Tiffany & Co. and Gorham ready for lemonade season and sold at the top of their estimate for \$500.

Chinese and Japanese art continue to make a splash at the sale. A beautifully made Japanese Katana sword was one of the most popular items on preview before the auction. The sword rose above its \$300-500 estimate to sell for \$2,125. A delicately painted Chinese Famille Rose vase caused a stir when it came up to the block. Adorned with flowers and friezes of birds on flowering branches, the vase soon exceeded its \$500-700 estimate to bring \$2,080. ❖

PAI's 78th Rare Posters Auction earns \$1.3M in sales

New York, NY – July 2, 2019— Poster Auctions International's second sale of the year finished at \$1,300,000 in sales. Auction LXXVIII on June 23 elicited enthusiasm for uncommon and little-known works by masters of Art Deco and Art Nouveau.

Charles Loupot sparked a frenzy of bidding for his never-before-seen designs. "Nicolas," from 1933, secured the highest bid at auction: \$72,000 (all figures include sales premiums). The Art Deco master's interpretation of Nectar, the wine deliveryman for the Nicolas firm, has appropriately become an advertising icon—but this particular poster is the only known copy of the design with letters. Loupot also stunned poster lovers with two of his earliest and previously unknown lithographs: "Parfums Naturels / Parrot" and "Parfums Naturels / Butterflies," both from 1916, sold for \$3,840 and \$5,520, respectively. The artist also caused a stir with the divine "Au Louvre" from 1923; this variant, without letters, was won for \$15,600.

This auction included a very notable Art Deco design: Guillermo Laborde's 1930 "1er Campeonato Mundial Football / Uruguay," which promoted the first ever FIFA World Cup in Montevideo. The charming design combined with the historical significance of this work made for a very desirable collector's item. The poster exceeded its estimate of \$2,500-\$3,000 with a winning bid of \$8,400.

Luciano Achille Mauzan inspired further ardor for uncommon works of the 1920s and 1930s. This auction featured two of his never-before-seen posters for French perfume—and his image of a flirtatious lady leaning over a dramatically oversized rose spurred competitive bidding. "Brixia / Crème et Poudre à la Rose," from ca. 1924, also surpassed its estimate of \$7,000-\$9,000 for a total of \$13,200.

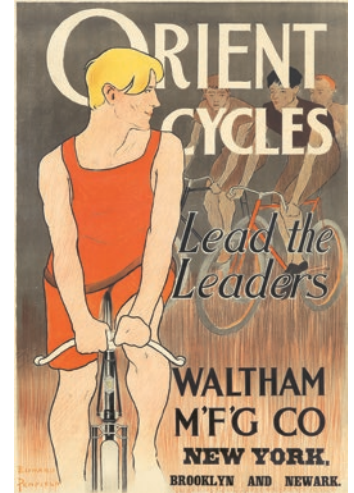
Similarly, Marcello Dudovich proved his prowess with early 20th century lithographs, especially his large-scale works. His theatrical still life, "Marca Zenit / G. B. Borsalino," from 1911, was swept away for \$14,400; the intoxicating "Cordial Campari," from 1914, earned a grand \$21,600.



Marcello Dudovich, Cordial Campari, 1914



Charles Loupot, Nicolas, 1933



Edward Penfield, Orient Cycles, ca. 1895

Of course, Art Nouveau posters continued to persuade bidders as well. In our bicycle section, William H. Bradley gained notable bids for his 1895 "Victor Bicycles," which topped out at \$9,600. Edward Penfield's "Orient Cycles," from ca. 1895, also inspired awe, and was won for \$16,800. Other impressive transportation sales include E. Schreiber's "Mercedes" from 1912 (\$22,800), George Picard's "Salon de l'Automobile" from 1906 (\$13,200), and Charles Léonce Brossé's "Meeting d'Aviation / Nice" from 1910 (\$16,800).

As always, Alphonse Mucha's lush decorative works were in high demand, and in particular, his impressive theatre designs for Sarah Bernhardt were quite coveted. His celestial "La Dame aux Camélias," from 1896, was won for \$28,800, followed closely by his 1899 "Hamlet" which fetched \$24,000. And his beloved "Moët & Chandon" from 1899 proved its lasting desirability with a winning bid of \$26,400.

The Belle Epoque prevailed with Henri de Toulouse-Lautrec, whose iconic 1896 design, "Troupe de Mille Églantine," can-canned away to the tune of \$31,200. The same amount was pledged to his sensitive 1895 portrait, "May Belfort"—and Belfort's partner, the English dancer May Milton, transfixed collectors in Toulouse-Lautrec's 1895 portrayal. This



Alphonse Mucha, La Dame aux Camélias, 1896



Guillermo Labrode, 1er Campeonato Mundial Football / Uruguay, 1930

variant of "May Milton" included a banjo-playing clown as a *remarque* and was signed and numbered from an edition of 25 copies, earning a \$48,000 winning bid.

Modern and contemporary posters also had their share of the limelight. A very rare French promotion for "King-Kong," from 1942, encouraged an \$18,000 win. The whimsy of Keith Haring delighted as ever; his 1985 poster, "New York is Book Country," sold for \$1,920, and the infectious energy of his 1984 "Keith Haring at Tony Shafrazi Gallery" earned \$1,440. ❖

Material Culture Auctions sets record prices for outsider art



Amos Ferguson (Bahamian, 1920-2009) "When Tourists Come to Town", Enamel painting on paperboard, signed. 36 x 30 ¼ in. Sold; \$11,875 (Auction record)



Jacques Enguerrand Gourgue (Haitian, 1930-1996) "Ritualistic Symbols", c. 1940-50, oil painting on cardboard, 25 ½ x 17 in., signed. Sold: \$37,500 (Auction record)



Jon Serl (American/California, 1894-1993) "Albatross", 1955, oil painting on board, signed. Unframed. Size: 35.5" x 30". Sold: \$11,875



Hector Hippolite (Haitian, 1894-1948) Une Maison de fleur, 1947, Oil on cardboard, 22.50" x 29.00" (57.15cm x 73.66cm) Sold: \$62,500



Mary Tillman Smith (American/Mississippi, 1904-1995) Painting on Gourgue: Found Metal. Size: 60" x 46" Sold: \$25,000 (Auction Record)



Prophet Royal Robertson (American/Louisiana, 1936-1997) Signed "Arch Bishop Royal Robertson". Lengthy messages. Mixed Media on paper, signed. Framed. Size: 21.5" x 27.5" Sold: \$6,985

PHILADELPHIA, PA - With fervent buyer participation through three online bidding platforms, telephone and floor bidding, Material Culture's June 10th Straight Up: American Outsider Art auction broke records as it brought to market an exceptional, unknown collection of this once-overlooked class of fine art. 327 of 339 lots sold for a total of \$439,575, the sale presenting opportunities for collectors at all level of the market.

The sale was most impressive for its breadth and assortment of works by 20th century Southern black artists, including: Purvis Young, James "Son Ford" Thomas, Mary Tillman Smith, David Butler, Mose Tolliver, Nelley Mae Brown, Bessie Harvey, Jimmy Lee Suddeth, Prophet Royal Robertson, Clementine Hunter and Willie White. Other Outsider works offered included a large group by Jon Serl, as well as works by Howard Finster and B.F. Perkins.

The highest price of the day, and a world record at auction, belonged to lot 46, a painting on metal by Mississippi-born Mary Tillman Smith, which sold for \$25,000 with premium. Other works by the artist reached \$15,000 and \$11,875. Another record was set for

artist James “Son Ford” Thomas with his skull sculpture, lot 24, which brought \$6,250 with premium. The sale was capped off by a large offering of unframed works on paper by self-taught Alabama artist Sybil Gibson, which were snapped up by Outsider Art collectors both new and established. All prices quoted include a 25 percent buyer’s premium.

Despite the ease of bidding long distance, several major collectors and dealers chose to travel to Material Culture’s Philadelphia gallery in order to bid in person. Southern collectors and New York gallerists competed with the internet and telephones driving the strong and record prices. Following on the success of their May 5th sale, which set auction records for works by renowned Haitian artists Jacques-Enguerrand Gourgue and Micius Stephane, as well as by Bahamian artist Amos Ferguson, Material Culture has emerged as a premier auction venue for Outsider Art. ❖



James “Son Ford” Thomas (American/Mississippi, 1926-1993) Skull Sculpture, unfired clay, teeth, aluminum foil, unsigned. Size: 6.5” x 3” x 4”, Sold: \$6,250 (Auction record)



Purvis Young (American, 1943-2010) 3 Angels. Painting on found wood assemblage. Unframed. Size: 49.75” x 45”, 126 x 114 cm (board). Sold: \$6,032

Ritchie Bros. sells \$93+ million of equipment in its largest-ever two-day auction

COLUMBUS, OH, July 1, 2019—Last week, Ritchie Bros., the global asset management and disposition company, held the pipeline construction event of the year in Columbus, OH, selling more than 5,000 items for US\$93+ million over two days. The big highlight of the event: 138 pipelayers sold for US\$45+ million in just two hours!

The June 27 – 28 Columbus auction attracted 5,000+ bidders from 56 countries, including 4,000+ online bidders. U.S. buyers purchased approximately 80 percent of the equipment in the auction, while international buyers from as far away as Australia, Taiwan, and Cameroon purchased 20 percent. Online buyers purchased 48 percent of the equipment.

“Bringing the global pipeline construction industry together and selling US\$93 million of assets, including \$45 million of pipelayers in just two hours, is quite the feat—it’s something only Ritchie Bros. could do,” said Jeff Jeter, President, Upstream & Emerging Businesses, Ritchie Bros. “Our events bring the equipment world together like no other. The auction may have been in Columbus—in fact, it was the site’s largest auction ever—but the equipment came from 372 owners around the United States and sold to buyers all over the world.”

Sales highlights in the two-day Columbus auction included 30 Caterpillar PL83 pipelayers that sold for a combined US\$18.5+ million and 12 Caterpillar PL87 pipelayers that sold for a combined US\$9 million—both models have never been sold at auction before—and 17 Caterpillar D8T dozers that sold for a combined US\$4.9+ million. All items in the auction were sold without minimum bids or reserve prices.

“Our network effects were on full display as we created strong demand, extended our global reach, and realized strong pricing,” said Ravi Saligram, Chief Executive Officer, Ritchie Bros. “Our at-risk deals, including our ‘joint venture’ deal with Gordon Brothers performed extremely well and we created significant value for our consignors. I am very proud of the team’s flawless execution, once again reinforcing Ritchie Bros.’ auction prowess, digital expertise, and customer service are unparalleled.”

Approximately 1,800 of the items in the auction were sold as part of a complete dispersal for Welded Construction LP, an Ohio-based company that recently closed after more than 50 years in business.

“This was a unique package of equipment—some of these assets have never been sold at

auction before, and still Ritchie Bros. was able to get the right buying audience there on auction day,” said Steve Hawkins, CEO of Welded Construction. “Ritchie Bros. and Gordon Brothers know how to market equipment and create the excitement needed to bring results.”

Ritchie Bros. sold the Welded Construction equipment package in partnership with Gordon Brothers, a global advisory, restructuring, and investment firm.

“This was a special sale for all of us who had the privilege to represent Welded as we brought its best-in-class fleet to the world market,” said Jim Burke, Managing Director, Gordon Brothers. “The results were outstanding.”

One of the buyers in the Columbus auction was Jim Prince of Prince Pipeline & Integrity, LLC.

“Ritchie Bros. always goes the extra mile and this auction was no exception—great selection and brilliantly organized,” said Jim Prince. “Welded Construction were well-known in the industry for taking great care of their equipment, so I’m not surprised by the strong prices on auction day. I love going to Ritchie Bros.’ sales—they always make you feel welcome and appreciated, like family, not just a customer.” ❖

Moran's *Studio Fine Art* auction realized strong prices for California and Post-War works of art



Lot# 2031 Luis Feito López (1929-* Spanish) "No. 117," 1959, price realized: \$68,750



Lot# 2063 Antonio Saura (1930-1998 Spanish) "Retrato #112," 1960, price realized: \$40,625



Lot# 2129 Alexandre Renoir (1974-* French) "Bouquet of Sunset Flowers," 2011, price realized: \$1,250



Lot# 2070 William Glen Crooks (1952-* American) "Cross Over," 1996, price realized: \$4,375



Lot# 2126 Jean Vollet (1935-* French) "Chateau de Sully (Loiret)," 2007, price realized: \$3,125



Lot# 2171 Lockwood de Forest (1850-1932 Santa Barbara, CA) "Full Moon Cove at Santa Barbara," 1909, price realized: \$6,250

MONROVIA, CA—Moran's Studio Fine Art auction continues to attract collectors from around the world. Post-War works realized the strongest prices of the night, showing the market remains strong as California and American fine art continue to inspire strong bidding. Moran's is pleased to bring another sale of fine works of art to market later in the summer at their August 25th Studio Fine Art auction.

Post-War and Contemporary works of art attracted the most robust bids of the day. A graphic print from Alexander Calder executed in 1967 soared past its \$300-500 to bring \$1,125 (all prices realized include Moran's 25% buyer's premium). "No. 117" painted in 1959 by famed Spanish artist Luis Feito López is a dramatic work in contrasting tones of black, gray, and white and was exhibited in 1959 at the inaugural Paris Biennale. The mixed media work created a bidding war when it hit the block, with one determined buyer surpassing the \$30,000-50,000 estimate to nab the painting for \$68,750. A

graphic acrylic on canvas from Antonio Saura created a similar stir when it hit the block. The work sold to an online bidder for \$40,625. "Watt Hour Icon" depicting an electric meter from American artist Bruce Everett realized \$3,900.

Collectors of California fine art found plenty of tempting options in the sale. A colorful work from Jean Mannheim of a sailing ship in a harbor sold for \$4,062. A more contemporary interpretation of California Plein Air paintings from William Glen Crooks stole the hearts of the audience, one of whom bought a stellar landscape for \$4,375. A gorgeous Lockwood de Forest beachscape "Full Moon Cove at Santa Barbara" was one of the most popular lots on preview. The blue-hued painting brought \$6,250.

European artists commanded attention at the auction. A beautifully serene Jean Vollet painting of "Chateau de Sully (Loiret)," caused a bidding war between two floor bidders when it hit the block, causing the work to soar past its \$400-600 to bring \$3,125. A snowy Paris was the subject of Armand Henri Leroux's painting "The City in Winter," and realized \$1,000 at the block. A vivid floral still life from Alexandre Renoir, great-grandson of the famed Impressionist Pierre-Auguste Renoir, brought \$1,250 at the auction. ❖

Ritchie Bros. sells \$42+ million of equipment in Houston

HOUSTON, June 20, 2019—Ritchie Bros. sold more than 4,100 equipment items over two days for US\$42+ million at its third Houston auction of the year.

More than 5,800 people registered to bid in the June 18 – 19 auction, including 4,500+ registering to participate online. U.S. buyers purchased approximately 88 percent of the equipment, including 46 percent purchased by Texas buyers, while international buyers from such countries as Egypt, Singapore, and the United Kingdom purchased 12 percent of the equipment. Online buyers purchased 62 percent of the assets.

“We had a great selection of assets and the market was steady for good, late-model construction equipment,” said Alan McVicker, Regional Sales Manager, Ritchie Bros. “There was a great lineup of aerial equipment that achieved solid prices as well. We’re already looking forward to our next Houston sale (Aug 20-21), featuring a complete dispersal for the construction division of Glenn Fuqua, Inc. The dispersal

package includes late-model construction and asphalt equipment, cranes and more. Consignments are already being added daily.”

June’s Houston auction also featured a special online Marketplace-E event, which runs June 10-21, providing buyers with even more equipment to choose from. With ‘Make Offer’ and ‘Buy Now’ formats, this event gave our sellers additional control over the selling price and process. More than 200 items are still available for purchase—visit ironplanet.com/mpe-houston for more info.

Equipment highlights in the June Houston auction included 440+ truck tractors, 350+ trailers, 100+ excavators, 50+ loader backhoes, 60+ skid steers, 30+ dozers, 50+ cranes, 80+ aerial work platforms and more. All items were sold without minimum bids or reserve prices.

Specific sales highlights:

- 2015 Mack MRU613 T/A w/ Putzmeister 40oz concrete pump truck sold for \$280,000
- 2015 Caterpillar 730C 6X6 articulated dump truck sold for \$222,500

- 2016 Caterpillar 730C 6X6 articulated dump truck sold for \$215,000
- 2010 Grove RT890 90-ton rough terrain crane sold for \$207,500
- 2009 Link-Belt RTC8090 90-ton 4x4x4 rough terrain crane sold for \$185,000
- 2015 Caterpillar D6T LGP crawler tractor sold for \$150,000
- 2012 Caterpillar D6T XW crawler tractor sold for \$132,500
- Roadtec RX600E crawler profiler sold for \$130,000 ❖

George Nakashima’s Walnut Freeform Table goes to the highestbidder from Germany for \$19,200 at Alderfer Auction Fine & Decorative Arts Auction

Hatfield, PA—Alderfer Auction showcased its Fine & Decorative Arts & Collector’s Auctions during its three-auction, two-day event June 5 and 6. The Fine & Decorative Arts Auction featured collector and muscle cars automobiles; diamond, gold and platinum jewelry and timepieces; art glass; silver; Asian arts; French and Austrian bronze collections; works from the Estates of Wayne Forbes and Joseph Greenberg; mid-century modern furniture including Knoll, Eames and McCobb; Persian carpets; tall case and shelf clock collections and more.

The estate-owned 2017 Ford LFP 727 Mustang GT, painted in Grabber blue, kicked-off the excitement of the Fine & Decorative Arts Auction selling for \$39,600. The energy

continued with a full inhouse crowd, online and app buyers, as well as, phone bidders. The Bucks County artist, George Nakashima’s walnut freeform coffee table, had international appeal as the phone bidder from Germany sealed-the-deal at \$19,200. The star of the Fine Jewelry portion of the Auction was the GIA certified 14K, 3.19Ct solitaire ring set in white gold that sold for \$22,800. Finally, a unique 22” high, Chinese carved signed table screen sold for \$12,000.

Our Collector’s Auction, one day prior, on June 5, was equally dynamic. This auction had a number of high selling highlights. A mahogany cellaret on stand sold for \$10,800. The jewelry portion of the auction featured a Gents 18k yellow gold Rolex wrist watch which sold for \$7,800. A pair of Queen

Anne walnut side chairs graced the furniture listings in the auction and sold for \$4,200. There was a fountain by the artist Gary Slater, that sold for \$3,300. There was much interest in the stunning Chinese bullion-embroidered silk dragon robe that went for \$2,700. An oil-on-Masonite painting from the artist Katherine Steele Renninger, titled “St. Lukes Church of Christ, Ottsville, PA,” sold for \$2,400. A bronze statue by the famous French sculptor Hippolyte Francois Moreau sold for \$1,920. ❖

Auction School Graduates



America's Auction Academy

The June 2019 graduating class from America's Auction Academy included students from 10 states and Ireland.

Front row (l-r): Conner Guinn, Jennings, LA; Aaron Levine, Phoenix; Sarah Fulton, Ardmore, OK; Barbara Bass, Tyler, TX; Kim Ross, Paris, TX; Kenisha Schuster, Austin, TX; Gina Aguilar, Richardson, TX; Jessica Buhidar, Corpus Christi, TX; Kasey Fuchs, Burton, TX; Melissa Voigt, Bastrop, TX; Ashlyn Tutor, Huntsville, TX; Suzi Hanks, Hitchcock, TX; Cheri Boots-Sutton, instructor, Frisco, TX; and Lori Jones, school administrator, Dallas.

Second row (l-r): Mike Jones, school director, Dallas; Jason Williams, Statesboro, GA; Michael Wilson, Dublin, GA; Michael Guinn, Jennings,

LA; Ross Kohler, Fernandina Beach, FL; Nick Maher, Ireland; Zach Looper, Fayetteville, AR; Jason Forehand, Sylvania, GA; David Beckendorff, Katy, TX; Hudson Sisk, George West, TX; Tom West, San Benito, TX; Tommy Jackson, Monroe, LA; Jefre Outlaw, Austin, TX; Ruairi McSorley, Ireland; Rick Bernstein, Vienna, VA; Jerry Kasinger, Spokane, WA; Michael Strunc, Paris, TX; and Scott Swenson, instructor, Austin, TX.

Third row (l-r): Cralon Hughes, Joaquin, TX; Michael Woodard, Brush Creek, TN; Willard Rayburn, Shreveport, LA; Preston Calhoun, Hutto, TX; Harold Eason, Alvarado, TX; Terry Doonan, Trophy Club, TX; Lane Marbach, Victoria, TX; Bruce Johnson, Carthage, TX; Wayne Harvey, Kountze, TX; Rob Gash, Cedaredge, CO; Jerrett Lamb, Pipe Creek, TX; Kenny Kyle, Lake Charles, LA; Artie McDaniel, Garland, TX; and Trent Bates, Lewisville, TX.



Western College of Auctioneering

The 248th class of graduates from Western College of Auctioneering included graduates from 15 states and England.

Front row (l-r): Ken Roosma, Bellingham, WA; Timothy Kivell, Devon, England; Dexton Lake, Brigham City, UT; Kurt Funston, Ennis, MT; Trevor King, Morgan Hill, CA; Cooper Selland, Berthoud, CO; Don Allard, Walden, CO; Colton Pickett, Caldwell, ID; and Ray Granmoe, WCA instructor.

Second row (l-r): Nick Bennett, WCA president; Grant Finkbeiner, Grass Range, MT; Logan Veo, Park Rapids, MN; Jack Goecke,

Marshalltown, IA; Payton Stuart, Roby, TX; Mike Prom, Harvey, ND; Galen Kretschman, Gillette, WY; Bo Bragg, Wynnewood, OK; and Kyle Shobe, WCA instructor.

Third row (l-r): Justin Graham, Wainwright, AB; Thomas Melton, Buckeye, AZ; Ivan Blume, Redfield, SD; Carl Roosma, Bellingham, WA; Clark O'Donnell, Alzada, MT; Sheldon Mudd, Battle Mountain, NV; and Bryton Oedekoven, Nisland, SD.



The third Intermediate & Advanced Bid Calling class included students from seven states.

Front row, left to right: Ross Daniels, Humboldt, KS; Cody Peterson, Avon, SD; Steven Steele, Rough and Ready, CA; and Jaxon Allen, WCA instructor.

Second row, left to right: Nick Bennett, WCA president; Jon Brown, Chickasha, OK; Sam

O'Rourke, Porcupine, SD; Kyle Shobe, WCA instructor.

Third row, left to right: Brent Kautz, WCA instructor; Drew Bray, Stuart, VA; Ben Crawford, Carthage, MS; Terry Moe, Watford City, ND.



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CORRECTION

Daniel D. Ellsworth's phone
number was incorrect in the
June/July issue. His correct
number is (913) 558-4378.



“I joined NAA to further act on my newly found passion for the auction business. I look to NAA to provide opportunities to enhance my auction skills, expand my current business thinking and help me connect with people who share the passion for the auction process.”

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In Memory



John “Jack” Reynolds, Jr.

John M. “Jack” Reynolds, Jr., 92, of Dodgeville, Wisconsin, died on Saturday, June 22, 2019, at Uplands Hills Hospital. Jack had been in good health and active until his house fire on May 31. Shortly after, he suffered two strokes.

In 1959, Jack graduated from Reich School of Auctioneering in Mason City, Iowa. He loved being an auctioneer. Jack sold household and antique auctions through Reynolds Auction Service. He auctioneered and managed three livestock markets, sold more than 7,000 sales over 42 years in the livestock business, even making the millionaires club by selling \$21 million worth of livestock in 1980 at markets in Fennimore and Shullsburg. Jack sold the first video livestock auction in 1985 garnering attention throughout the state and country for the innovative process. He was active in the Wisconsin Auctioneers Association and National Auctioneers Association, participated in the World Championship Auctioneers Contest in 1973, and served as a judge in the World Championship Auctioneers Contest in 1976 and 1980. Jack served as Director for the Wisconsin Competitive Livestock Marketing Association, and Director and President of

Southwest Beef Cattle Coop. He received the lifetime Achievement Award for the Iowa County Cattleman’s Association. After retiring from the livestock business, Jack owned Carousel Collectibles & Antiques with his wife Virginia from 1988 up until the time of her death in 1995, then with his daughter Cherie until 2002. He will be remembered as an innovative thinker with a twinkle in his eye, a great sense of humor and a man who loved his family.

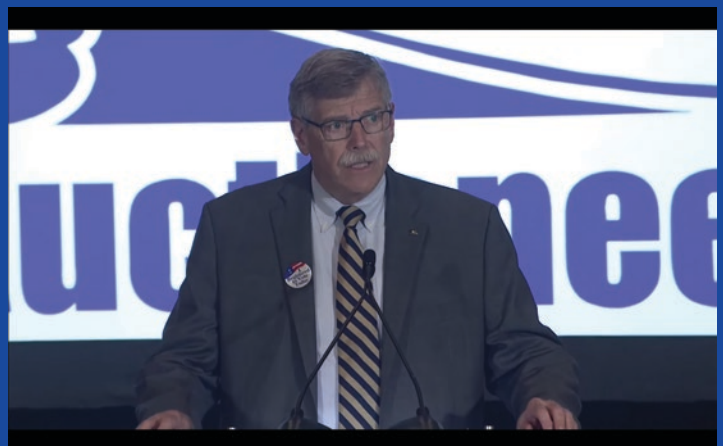
Memorials to the Dodgeville Public Library Foundation, Dodgeville Fire Department, Dodgeville Area Ambulance Services, or the Iowa County Cattlemen’s Association Scholarship fund would be greatly appreciated.

View the memorial portion of the Annual Business Meeting

Those we’ve lost in the past year were honored at the 2019 International Auctioneers Conference & Show in New Orleans during the Annual Business Meeting.

Tom Saturley, CAI, who read the names of those who passed, said this in his speech: “I want to speak to the first timer’s. What you have discovered, continue to learn and will always know is that this association is about the things we have in common: professionalism, caring, mutual goals, aspirations, family. As we look around this morning, we see members of all size, color and gender. From every corner of the country and from every edge of the planet. Focused on those things we share in common. My role this morning is to bring to your attention the memory of great members who similarly shared our mutual goals.”

This meeting was broadcast live and can be viewed here: bit.ly/CS2019Memorial



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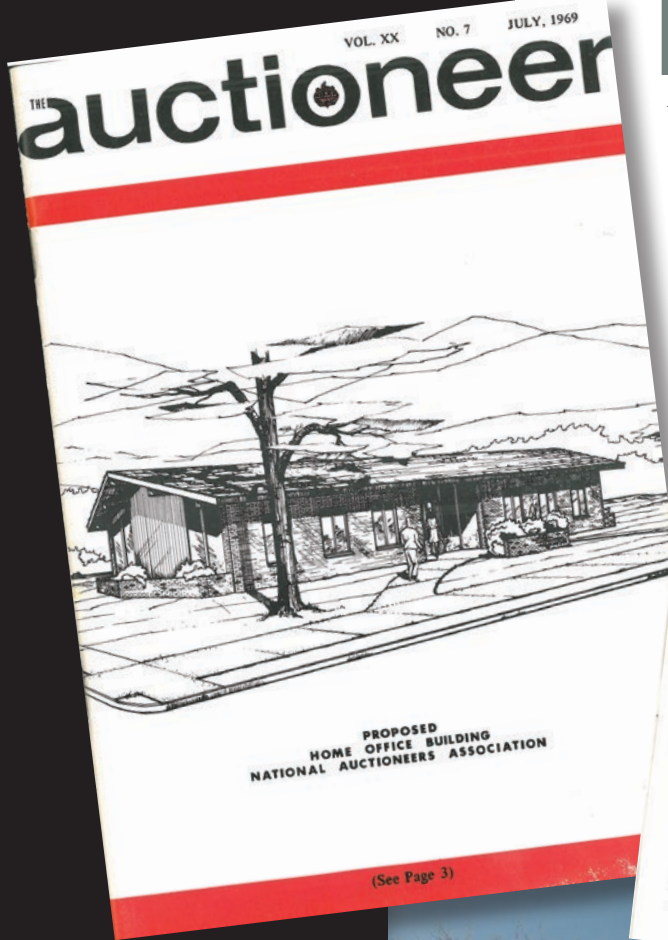
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50 years later

July 1969: Land for first headquarters



Fifty years ago, NAA's Site Committee purchased a building site in Lincoln, Nebraska, in order to build the association's first permanent headquarters. The concept drawing of the building was published on the cover of the July 1969 Auctioneer (shown at left).

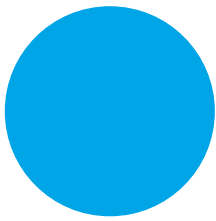
"Location of the building site is one of the nicest spots in the city. The lot has a gentle slope, upward from the front, making it an ideal spot for a building such as planned by the NAA," the article states.

The building went on to be completed with the help of generous donations from NAA members. The NAA headquarters remained in Lincoln until the construction of the current headquarters in Overland Park, Kansas, in 1983. ❖



Current NAA headquarters in Overland Park, Kansas.

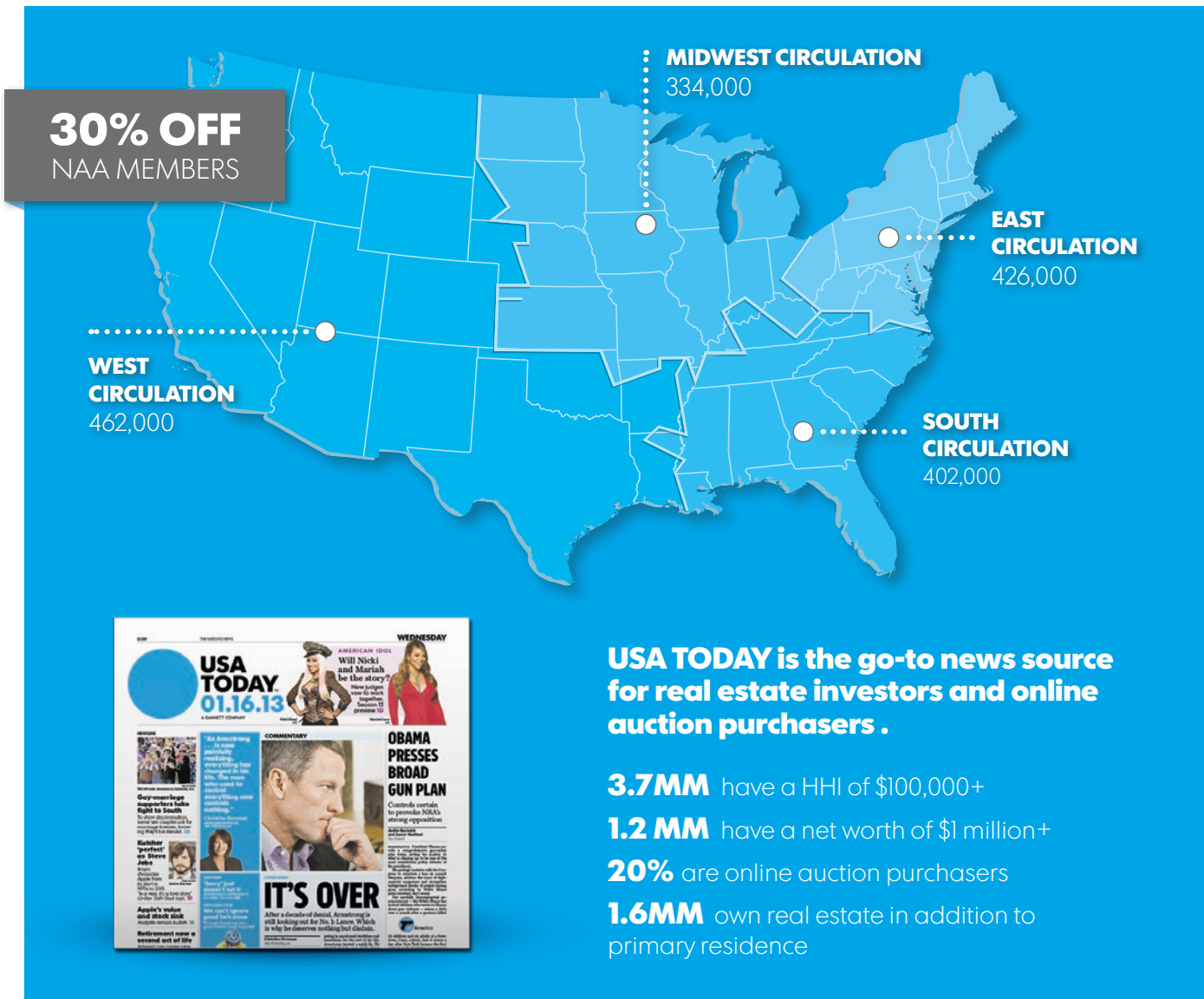




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