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JUNE/JULY 2019

The official publication of the National Auctioneers Association



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## It's election time at NAA!

It is hard for me to believe that this will be my last president's column for Auctioneer. Serving as your president for the past year has been one of the most fulfilling experiences of my professional life. I consider myself a very fortunate man to have a career in an industry that I love and a family who doesn't just support me but joins me in my work. This past year has shown me that our industry is strong and the people in it are awesome.

Thank you to the NAA membership for everything you do and the support you provided me during this past year. As a Board member and officer, I have had the opportunity to visit 14 state associations. This has allowed me to see the auction industry in action all over the United States. I've met thousands of auction professionals and seen what you do and the professionalism you display.

I've had the opportunity to visit with various Congressional representatives and U.S. Senators, including Senate Majority Leader Mitch McConnell. I've attended NAA's Day on the Hill, been a part of filing an amicus brief at the Supreme Court of the United States, we have worked to get legislation introduced in the U.S. House of Representatives and fought for our industry with a letter to the editor at USA TODAY. We have also been working with Zillow and Trulia on your behalf to make sure that auctions can be promoted more accurately on those sites.

The Board has made the Council on Future Practices a permanent part of our committee structure so that we can have an ongoing conversation about issues relative to the future of our industry. By doing this, we hope to never be behind the eight ball and always be more proactive in shaping our future. Chairman of the Board Scott Shuman led us through a project we are conducting with FFA in introducing our industry to young people. We are almost complete with these curriculum guides for students and teachers and will be introducing them at our Conference & Show.

We have taken care of the business end at NAA, ensuring that NAA will be stable for years to come—so that when hundreds of students want to join the NAA from the FFA program, we will be ready for them.

And the work won't stop here—in August your new NAA Board of Directors will gather for a new strategic

planning session to talk about shaping the future of NAA's programs. I think we will be seeing new projects coming up—like online education and increased educational opportunities; ensuring we continue to promote our members as much as we can and advocating for you on issues that touch your business.

Perhaps the thing I am most pleased with is that you have helped shape our future. We've almost doubled the number of volunteers who worked with us this year. We still don't have a perfect system, but it is vastly improved and will get better each year. If you are not currently involved, we want you—please be sure to complete your volunteer form at [auctioneers.org/volunteer](http://auctioneers.org/volunteer).

As I leave as president, the thing I know is that our team—the Board and the Executive Committee—will continue doing what they believe is right and best for NAA and the auction industry. NAA is ready to continue doing what it does best—advocating and promoting the industry and educating all of us as auction professionals! And it is all because of you—your support and vision makes this happen!

Thanks for a wonderful year, and I look forward to serving as your Chairman of the Board for 2019-2020.



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

Tim W. Mast is executive vice president at Tranzon Asset Advisors. He has served as NAA Ambassador for Tennessee and was elected to the NAA Board in 2014.



“  
**Fund-a-need events should not be fact-based; people do not give based on facts. They give based on feelings.**  
”

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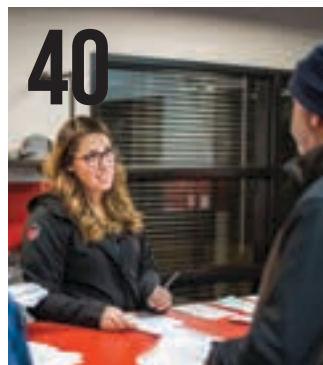
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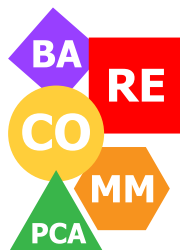


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December 4, 2019	Online Auction Marketing	MM
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# Your Association at Work

## Letter to the editor

President Tim Mast, CAI, AARE, and NAA CEO Hannes Combest, FASAE, CAE, advocated for NAA members in a recent letter to the editor. USA TODAY printed an editorial cartoon that misrepresented auction professionals.

The letter stated: "Our members are professionals who solve problems every day for the American public, from the U.S. government to rural farmers. The idea that they would delight in a farmer's distress is a significant misrepresentation and disappointing."



Mike Jones, CAI, BAS, GPPA; Joani Mangold, CAI, CES, GPPA; and O.C. Mangold, CAI, AARE, CES.

## Past President Mike Jones purchases Joani Mangold's "Unsung Heroes" painting

On May 17, Mike Jones and O.C. and Joani Mangold (and pup, Ike) visited NAA headquarters to transfer ownership of Joani's "Unsung Heroes" painting. Prints of this painting by have gone to support the NAA Auxiliary

scholarships and other programs for many years. Mike recently purchased the original at the Mangolds' retirement auction, with half of the proceeds going to support Auction For Hope and St. Jude Children's Research Hospital.

“We are excited to have purchased the original “Unsung Heroes” painting by Joani C. Mangold. I hope to build upon the tens of thousands of dollars already raised in scholarships to educate our NAA members’ children.”

Mike Jones  
CAI, BAS, GPPA

## Real Estate iSeries

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

## New CAI leaders

Certified Auctioneers Institute has a new advisor and recruiter. Jack Christy, Jr., CAI, ATS, BAS, GPPA, was named CAI advisor; and, Jennifer Gableman, CAI, ATS, was named CAI recruiter.

## Values Statement

The New and Emerging Markets Task Force recently recommended an NAA Values Statement to the Board of Directors. The Board approved the statement at their April 9-10, 2019, meeting. The statement reads as follows:

“We intentionally welcome all auction professionals. We do this without adherence to any social, religious and/or political affiliation or creed. We endeavor to foster a climate of purposeful inclusion, an environment where all can feel safe, valued, cared for, and given an opportunity to form meaningful connections with each other.”



From left to right: Anne Nouri, CAI, AARE, BAS, GPPA; Daniel Gutierrez, AMM; CEO Hannes Combest, FASAE, CAE; Yi “Meggie” Mei, BAS; John Nicholls, CAI, AARE, AMM; Naomi Lewis, BAS; Daniel Newman, BAS; President Tim Mast, CAI, AARE; TiWanna “TK” Kenney, BAS; Amy Assiter, CAI; and Paul C. Behr, CAI, BAS.





# 2019 Education Events

**July 7-9, 13**

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**July 9-13**

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## NAA member Cody Shelley wins WAAC title

**M**ay 10, 2019, the annual World Automobile

Auctioneers Championship (WAAC) was held in Moncks Corner, NC. This contest brings together auto auctioneers from around to world to compete for the title of World Champion, and this year that title was won by National Auctioneers Association member Cody Shelley of Okmulgee, OK.

Though Shelley's family was never in the auction business, he grew up around auctions, as his parents were in the horse business and his grandfather was in the horse racing business. Since a young age, Shelley said he had found auctioneering intriguing and began pursuing the profession around age 12. He has been auctioneering professionally for the past seven years and works six auto auctions per week. He also works purebred cattle, quarter horse and heavy equipment auctions, and recently started working benefit auctions.

Shelley has attended the WAAC six years in a row, competing each year. Before this year, the highest he had ever placed was fourth.

"I went in with a little different mindset this year," Shelley said. "I was just going to enjoy my time there. I was going to see the friends I'd made over the years and the content was a bonus for me. If I was fortunate enough to win it, great. If not, I still knew I was going to get the camaraderie."



Other than the WAAC, Shelley competed in state association contests and won the Mile-High Auction Contest hosted by the Colorado Auctioneers Association in January 2019. Shelley said he was encouraged to compete in this championship by other members.

"Initially, (I) went for the benefit of getting to meet people and hopefully a job would come from it," Shelley said. "In later years, [competing] is more to just getting to see and visit with other people that I really only get to see once a year."

Shelley has always wanted to be a world champion in the world of auto auctions, and had made it a goal to go to the WAAC every year until he won. He said that walking into the competition is overwhelming, as there is so much talent and fierce competition throughout the national, all with the same goal of winning the World Championship.

After winning, Shelley said it was a great feeling to be recognized as an elite auctioneer and have the platform to make have an influence in the industry. He said the win is validation that the hard work he had put into

this industry has been noticed.

"They give the trophy that day, and you win, but it was so surreal," Shelley said. "It took some time to actually set in that I was the World Champion Auctioneer. That was a goal I had set out and I achieved that."

As a member of the NAA, Shelley said it was his goal to be more involved in the industry, and the win gives him the opportunity to help and give back after all the help he has received from the NAA and its members. He said the NAA, state associations and contests all provide an opportunity for networking, building friendships and learning within the industry.

"There are so many people who are willing to teach, and the NAA offers so many courses and the opportunity to meet more people that have an answer to any question that I may ask—whether it be in the in the auto business or the purebred cattle business," Shelley said. "There's such a large pool of successful people that are so willing to help, it's only intelligent to be in the NAA if this is something you want to do for a living."

## Education, advocacy and technical content from the NAA

Shelley said it was the people in the NAA who influenced him to compete, and he saw the presidents and members as examples of auctioneer elites.

“I think looking at the NAA, looking at the presidents and looking at the people who’ve been very successful in the NAA—looking at them as an example and how they carry themselves, how they conduct business—they’re the elite of the NAA and that’s what I’ve tried to transform into,” Shelley said. “I can’t say thank you enough to the people who’ve helped me. I just want to say thank you for the help, for the opportunity to compete, for the opportunities and doors that this championship has already opened and will open for me.” ♦

Finalists in the 2019 World Automobile Auctioneers Championship included many NAA members! Out of the top 15 finalists for Champion, 11 were NAA members. In the team division, nine NAA members made up the top eight teams. And half of the top eight Ringmen were NAA members.

### Auctioneering Competition Top 15

Michael Chambers, CAI, CAS  
Eli Detweiler, Jr., CAI  
Josh Hickey  
Mitch Jordan, CAS  
Josh Mayhugh  
Angie Meier  
Joshua Puffenbarger  
Cody Shelley  
Jonathan Temme  
JJ Wise  
Woody Woodruff

### Team Competition Top 8

Devon Chin  
Shawn Hagler  
Marty Hill  
Angie Meier  
David Roberts, Sr.  
Mike Shackelton  
Cody Shelley  
Wayne Wheat  
Woody Woodruff

### Ringman Competition Top 8

Matt Hart  
Josh Hickey  
Chip Jones, CAI  
David Roberts, Sr.

*\*Non-member finalists not listed*



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# State Watch

## Kansas

The Kansas Auctioneers Association (KAA) hosted its annual Kansas Legislative Auction to raise money and awareness for the Kansas Special Olympics. Kansas Agriculture Secretary Mike Beam helped form this non-partisan event.

“Mike and I have done the auction for years, and now we have members of the Kansas Auctioneers Association come and assist with the auction,” said David Webb, AMM, BAS, GPPA, past KAA president and owner of Webb & Associates Auctions & Appraisals. “This keeps the association active in working with the Kansas legislators, while offering a service for a great



Kansas Auctioneers Association members Titus Yutzky; Braden McCurdy, CAI, AARE, AMM; Daniel Gutierrez, AMM; Jeff Ruckert; Dave Webb, AMM, BAS, GPPA; and Lenny Mullin, BAS.

group of Kansas kids,” Webb said.

This was the 37th year for the auction, and KAA has a goal to hit \$1M donated by the 40th event.

## Alabama

The Alabama Auctioneers Association held its annual convention June 2-3, 2019, with 45 in attendance.

The association also held a bid calling contest with eight participants. Chad Williams was named champion.

### Election results

- Gregory “Shaun” Dalton - President
- Nathaniel Frederick, Vice President
- Ron Young, Director

## Pennsylvania

Wehrly Auction Service, Inc., and members from the Central Chapter of Pennsylvania Auctioneers held their St. Jude benefit auction Tuesday, April 2. Donations helped raise \$17,628.66 for St. Jude.



## Nebraska

Miles Marshall of Kearney, NE, was presented the Auctioneer of the Year award at the annual convention of the Nebraska Auctioneers Association in Omaha. Marshall is a past president of the Nebraska Auctioneers Association. He operates Marshall Land Brokers & Auctioneers in Kearney and has sold more than 1,000 farms and ranches throughout his career.

From left to right: Robin Marshall, Miles Marshall, Luke Huddleston and Jeff Marshall

### Submit your news

Do you have state news to share with the NAA's auction professional community? Send it to [eshipps@auctioneers.org](mailto:eshipps@auctioneers.org).

## Tennessee

NAA member Jay Cash was named Grand Champion at the 2nd Annual Tennessee Auctioneers Association Volunteer Open Auctioneer Championship held during the Summer Convention, June 1 in Nashville. Fifteen auctioneers from six states traveled to compete before a panel of judges that included Bryan Knox, CAI, GPPA; Terri Walker, CAI, BAS, CES; Tim Mast, CAI, AARE; Shane McCarrell; and Darrel Ailshie.

“My expectations going in were to just make it to the finals and use this experience as preparation for the main event later this summer in New Orleans,” Cash said referring to the NAA IAC Contest. “It sounds cliché, but every time you compete in a contest it makes you a better auctioneer.”

NAA member Stephen LaRaviere placed 3rd Runner Up in the championship.

NAA President Tim Mast, CAI, AARE with Grand Champion Jay Cash.





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**Kurt Bachman**  
Attorney and licensed  
auctioneer from  
LaGrange, IN

## Business Practices

# Terms and conditions

**Question:** How should auctioneers establish the terms and conditions of an auction? How important is it to establish the terms and conditions of each auction?

**A**uctioneers must be very careful to establish the applicable terms and conditions of each auction. The best practice for auctioneers is to have the terms and conditions of the auction clearly stated in a bidder registration agreement. During the registration process, each bidder should sign and acknowledge the terms and conditions of the auction. In addition, all advertisements and announcements made prior to the auction, which should be recorded or videoed, should be consistent with the bidder registration agreement and refer back to it.

To show how important it is to clearly establish the terms and conditions of each auction, it is helpful to review a lawsuit that took place in Kansas a few years ago. In this case, the sellers hired an auctioneer to sell five tracts of land. Prior to the auction, it was advertised extensively. The problem with the advertisements, however, as noted by the Court of Appeals of Kansas is that “[t]hese public notices were not consistent as to the terms of the auction.” The Court then explained what the testimony was at the trial:

“On the day of the auction, the Auctioneer made announcements regarding the terms of each sale, but the evidence is conflicting as to the content of such announcements. Four witnesses and the Auctioneer testified that the announcements mentioned that bids or contracts were subject to final approval by the sellers, whereas seven other witnesses testified that there was no mention of minimums or conditional contract”

One bidder submitted the highest bid on tracts 3 and 4. Following the auction, that bidder was told he could not buy tract 3 because his bid was below the reserve, but that he could proceed with the purchase of tract 4. The bidder responded by saying that he did not want tract 4 without tract 3. The bidder continued to demand that he purchased both tracts and eventually filed a lawsuit against the sellers seeking specific performance of both purported contract on both tracts at the bid prices.

After a bench trial, the trial court found that the “auction was intended to be a sale with reserve

because the sellers communicated the minimums of the tracts to the Auctioneer.” The trial court said that the auctioneer “failed to clearly communicate with prospective purchasers information they would want to know and deserved to know, simply whether there were minimums on the tracts.” The court said the language was unclear and open to interpretation. The trial court granted specific performance for tract 4, but found that there was no contract for the sale of tract 3. The trial court said that there was “no meeting of the minds” because the parties did not agree on the price term.

The Court of Appeals of Kansas agreed and affirmed the trial court. It explained that the “general rule regarding terms and conditions of the auction sale is that the seller of the property at auction has the right to prescribe, within reasonable limits, the manner, conditions, and terms of the sale.” It continued: “Usually the Auctioneer, at the time and place appointed for the auction, announces those terms and conditions that, when so announced, are generally deemed to supersede all others and to bind the purchaser even though he or she did not hear or understand the announcement or was not present at the time of the announcement and such terms were not brought to his or her actual attention.” In this case, there was no registration agreement and no video or audio of the announcement. Plus, there was conflicting testimony over what was said in the announcement. The auctioneer failed to use best practices. If the auctioneer had used a written registration agreement, it would have stated the terms and conditions of the auction. Also, if the auctioneer had recorded the announcement (either video or audio), assuming everything worked properly, it would have resolved the dispute over what was said during the announcement. These steps would have likely avoided the dispute and years of costly litigation.

In conclusion, auctioneers should exercise caution and make the terms and conditions of each auction clear. The terms and conditions should be clearly stated in a bidder registration agreement, announcements

**Have a legal  
question?**

Submit it to [eshipps@  
auctioneers.org](mailto:eshipps@auctioneers.org)





before the auction, and any advertisements. It is important that the terms be consistent to avoid any ambiguity and confusion. ❖

---

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

Kurt R. Bachman and Beers Mallers Backs & Salin LLP appreciate the opportunity to review and answer legal questions that will be of interest to auctioneers. The answers to these questions are designed to provide information of general interest

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

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# NAA MARKETING COMPETITION

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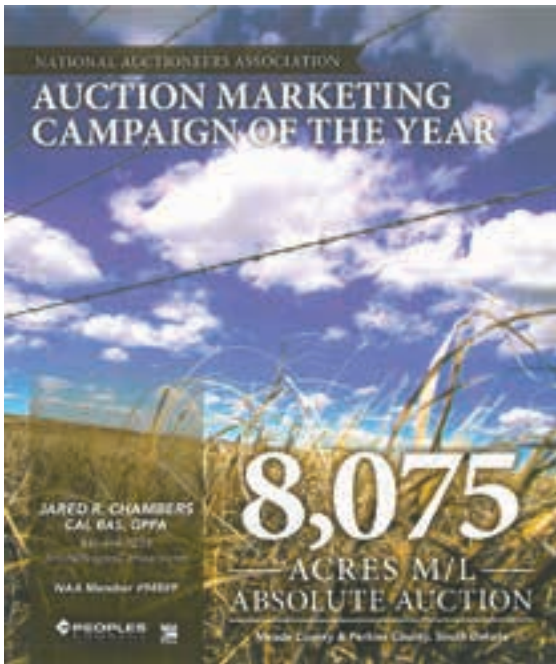
# 2019

**T**his year's Marketing Competition, an NAA partnership with USA TODAY, saw 950 entries, with four remarkable pieces taking home coveted Best in Show and Auction Marketing Campaign of the Year awards.

All award recipients will be formally recognized during the NAA Marketing Competition Awards Reception in New Orleans at Conference & Show. Recipients will be presented with their awards at that time.

These award-winning marketing materials will be on display for a closer look at Conference & Show. Congratulations to all the winners and finalists!

# AUCTION MARKETING CAMPAIGN OF THE YEAR ★



## Winner

**Peoples Company**  
 Jared Chambers, CAI, BAS, GPPA  
 "8,075 Acres South Dakota Ranches"

## Runner-Up

**The High Street Auction Company**  
 Joff Van Reenen  
 "The Mandela Auction"

# BEST IN SHOW HONORS ★



## Digital & Social Media

**J.P. King Auction Company**  
 Craig King, CAI, AARE  
 "jpkking.com"

## Advertising & Public Relations

**Aumann Auctions, Inc.**  
 Kurt Aumann, CAI, ATS, CES  
 "The Pre-'30s"



## Photography

**Jeff Martin Auctioneers, Inc.**  
 Kellie Martin  
 "I AM IN!"



# PRINT & DIGITAL DIVISION



## CATEGORY 1: POSTCARDS

### AUTOMOBILES & TRUCKS

#### Winner

**Jack Nitz & Associates**  
Courtney A. Nitz-Mensik, CAI  
"Nov. Classic Car Auction"

#### Runner-up

**Jeff Martin Auctioneers, Inc.**  
Jennifer Upton, AARE  
"Absolute Public Auction"

### Business Liquidation

#### Winner

**McCurdy Auctions, LLC**  
Megan McCurdy Niedens, CAI, BAS  
"Building a Buyer Pool"

#### Runner-up

**McCurdy Auction, LLC**  
Lonny R. McCurdy, AARE  
"Everything and the Kitchen Sink"

### Commercial/Farm/ Industrial Real Estate

#### Winner – Tie

**Peoples Company**  
Steve Bruere  
"Monroe County, IL, Farmland Auction"

### United Country Heard Auction & Real Estate

Missy Heard, AMM  
"There's No Bull About It"

#### Runner-up

**Schrader Real Estate & Auction Co.**  
Brent Wellings  
"Harrison"

### Development Land Real Estate

#### Winner

**Pamela Rose Auction Company, LLC**  
Pamela Rose, CAI, AARE  
"Bank Owned Golf Course Auction"

#### Runner-up

**For Sale At Auction**  
Paul "Dan" Pegelow  
"CVAS"

### General Household & Estates

#### Winner

**Weeks Auction Group**  
Ethan Vick, AMM  
"Millere Estate"

#### Runner-up

**Sheridan Realty & Auction Co**  
Bill Sheridan, CAI, AARE, GPPA  
"West Estate"





**Machinery & Equipment**

**Winner**

**Purple Wave Auction**  
 Suzy McKee  
 "Asphalt Equipment Auction 181030"

**Runner-up**

**Aumann Auctions, Inc.**  
 Tyson Reed, AMM  
 "The Pre-'30s Auction"

**Multi-Property Real Estate Auction**

**Winner**

**United Country Heard Auction & Real Estate**  
 Missy Heard, AMM  
 "Smith Hunting Ranch & Lake View"

**Runner-up**

**Weeks Auction Group**  
 Sheri Manley, CAI, AMM  
 "McLean Rentals"



**Personal Property (Antiques, Collectibles, etc.)**

**Winner**

**Sheridan Realty & Auction Co**  
 Jason Buher, CAI, GPPA  
 "Koyle Trust"

**Runner-up**

**Baldini Auction Co. LLC**  
 Patti Baldini, CAI, CES  
 "Conway Twitty Collection"

**Recreational Real Estate**

**Winner**

**Beth Rose Real Estate & Auctions**  
 Beth Rose, CAI, AARE, AMM  
 "Tri-Way Golf Course"

**Runner-up**

**McLemore Auction Co.**  
 Will McLemore, CAI  
 "306-Cole Estate"



**Residential Real Estate: Luxury**

**Winner**

**Beth Rose Real Estate & Auctions**  
 Beth Rose, CAI, AARE, AMM  
 "Lakefront Home"

**Runner-up**

**Tranzon Auction Properties**  
 Samantha Kelley  
 "Nyack, NY"

**Residential Real Estate: Traditional**

**Winner**

**Pamela Rose Auction Company, LLC**  
 Pamela Rose, CAI, AARE  
 "Stunning Contemporary in Stone Oak"

**Runner-up**

**JJManning Auctioneers**  
 Justin Manning, CAI, AARE  
 "Auburn Cottage"



## CATEGORY 2: BROCHURES & CATALOGS

### Automobiles & Trucks

#### Winner

Pamela Rose Auction Company, LLC  
Michael Murray  
"Online Only Absolute Auction -  
2005 Ford GT"

#### Runner-up

Ritchason Auctioneers, Inc.  
Daniel Pruitt, CAI  
"Let's get it sold"

#### Benefit

#### Winner

The High Street Auction Company  
Joff Van Reenen  
"ICM Hong Kong Auction"

#### Runner-up

Mega Events Auctions  
Michael Namoff, BAS  
"One Small Change Can Have  
an Enormous Impact"



### Business Liquidation

#### Winner

Pamela Rose Auction Company, LLC  
Pamela Rose, CAI, AARE  
"Bank Owned Golf Course Auction"

#### Runner-up

Schrader Real Estate & Auction Co.  
Andrew M. Walther  
"Beechwood Golf Course Equipment"

### Commercial/Farm/ Industrial Real Estate

#### Winner

Peoples Company  
Steve Bruere  
"Monroe County, IL Farmland Auction"

#### Runner-up

Schrader Real Estate & Auction Co  
Brent Wellings  
"Harrison"

### Development Land Real Estate

#### Winner

Albert Burney, Inc.  
Warren A. Ward, CAI, AARE  
"Dog River"

#### Runner-up

Fine & Co.  
Michael Fine, CAI, AARE  
"The Cascades"



### General Household & Estates

#### Winner

James R. Cash II Auction  
Jay Cash  
"Fairview Ave"

#### Runner-up

Mountain Valley Auction Group  
Linford Berry, AMM, CAS  
"Windmill"

### Machinery & Equipment

#### Winner

Aumann Auctions, Inc.  
Kurt Aumann, CAI, ATS, CES  
"The Pre-'30 Auction Catalog (hard cover)"

#### Runner-up

Schrader Real Estate & Auction Co.  
Kevin R. Jordan, CAI  
"Anderson"







**Multi-Property Real Estate Auction**

**Winner**  
**United Country Heard Auction & Real Estate**  
 Missy Heard, AMM  
*"Smith Hunting Ranch & Lake View"*

**Runner-up**  
**McCurdy Auction**  
 Braden McCurdy, CAI, AARE, AMM  
*"Greetings from Wichita!"*

**Personal Property (Antiques, Collectibles, etc.)**

**Winner**  
**Aumann Auctions**  
 Kurt Aumann, CAI, ATS, CES  
*"The Pre-30s Auction Catalog (soft cover)"*

**Runner-up**  
**United Country Heard Auction & Real Estate**  
 Missy Heard, AMM  
*"Phillips Personal Property"*

**Recreational Real Estate**

**Winner**  
**United Country Heard Auction & Real Estate**  
 Missy Heard, AMM  
*"Smith Hunting Land"*

**Runner-up**  
**Max Spann Real Estate & Auction Co.**  
 Robert L. Dann, CAI  
*"Building Lots Rehoboth Beach Delaware"*



**Residential Real Estate: Luxury**

**Winner**  
**Beth Rose Real Estate & Auctions**  
 Beth Rose, CAI, AARE, AMM  
*"Lakefront Home Auction Brochure"*

**Runner-up**  
**Max Spann Real Estate & Auction Co.**  
 Robert L. Dann, CAI  
*"Elegant and Private Estate Scarsdale, NY"*

**Residential Real Estate - Traditional**

**Winner**  
**Max Spann Real Estate & Auction Co.**  
 Robert L. Dann, CAI  
*"Rocking Horse Ranch Arizona"*

**Runner-up**  
**Tranzon Auction Properties**  
 Sophia Rosendo, CAI, AARE  
*"Belgrade Lakes Brochure"*

**CATEGORY 3: NEWSPAPER/MAGAZINE PRINT ADVERTISING**

**Half-page or smaller**

**Winner**  
**J.P. King Auction Company**  
 Craig King, CAI, AARE  
*"7K Farms Ad"*

**Runner-up**  
**Schrader Real Estate & Auction Co.**  
 Eugene D. Klingaman, CAI  
*"Muskingum"*

**Larger than Half-page**

**Winner**  
**Cates Auction & Realty Co., Inc.**  
 Jeffrey Cates, CAI, AARE, CES  
*"Upcoming Auctions Kansas City Business Journal"*

**Runner-up**  
**Purple Wave Auction**  
 Aaron McKee, CAI, AARE, AMM  
*"Construction Auction AD 190328"*

**CATEGORY 4: PUBLIC RELATIONS & MARKETING**

**Auction Promotion: Signage, Vehicle, Outdoor Advertising**

**Winner**  
**H.K. Keller**  
 Tim Keller, CAI, AMM, BAS, CES  
*"Signed to Sell"*

**Runner-up**  
**Motleys Asset Disposition Group**  
 Mark Motley, CAI, AARE  
*"Industrial Auction Truck Billboard"*



**Bidder Card**

**Winner**

**Aumann Auctions, Inc.**  
Kurt Aumann, CAI, ATS, CES  
"The Pre-'30 Auction"

**Runner-up**

**Ritchason Auctioneers, Inc.**  
Daniel Pruitt, CAI  
"Get your number"

**Company Brochure**

**Winner**

**Hostetter Auctioneers**  
Matt Hostetter, CAI, CAS, CES  
"No title"

**Runner-up**

**Whitaker Marketing Group**  
David Whitaker, CAI  
"Ready To Sell?"

**Company Newsletter**

**Winner**

**McCurdy Auction, LLC**  
Lonny R. McCurdy, AARE  
"A Year for the Books"

**Runner-up**

**Motley's Asset Disposition Group**  
Mark Motley, CAI, AARE  
"Motleys Market Report - Summer 2018"



**Company Promotion: Signage, Vehicle, Outdoor Advertising**

**Winner**

**Metzger Property Services, LLC**  
Chad Metzger, CAI  
"Metzger Auction Trailer"

**Runner-up**

**Schrader Real Estate & Auction Co.**  
Rex D. Schrader, II, CAI  
"Van"

**Company Promotional/ Give-Away Item**

**Winner**

**Schrader Real Estate & Auction Co.**  
Rex Dr. Schrader, II, CAI  
"75 Years Red & Black Mug"

**Runner-up**

**McCurdy Auction, LLC**  
Lonny R. McCurdy, AARE  
"April Showers Bring Spring Buyers"

**News Release**

**Winner**

**Motleys Asset Disposition Group**  
Mark Motley, CAI, AARE  
"Virginia Ferry Auction"

**Runner-up**

**McCurdy Auction, LLC**  
Braden McCurdy, CAI, AARE, AMM  
"The Final Ride of Joyland"



**Non-Traditional Marketing**

**Winner**

**Weeks Auction Group**  
Sheri Manley, CAI, AMM  
"WAG Portfolio"

**Runner-up**

**Greater Giving**  
Debby Roth-Bush, AMM, BAS  
"Non-traditional - Benefit Auction"

**CATEGORY 5: DIGITAL & SOCIAL MEDIA**

**Banner Advertisement**

**Winner**

**Cates Auction & Realty Co., Inc.**  
Jeffrey Cates, CAI, AARE, CES  
"Lakefront Luxury Auction - April 11"

**Runner-up**

**Ritchason Auctioneers, Inc.**  
Daniel Pruitt, CAI  
"Reaching the world"





**Company e-Newsletter**

**Winner**

Tranzon, LLC  
Liz Wood, AMM  
"Team Tranzon"

**Runner-up**

McCurdy Auction, LLC  
Lonny R. McCurdy, AARE  
"Record Highs"

**Company Website**

**Winner**

J.P. King Auction Company  
Craig King, CAI, AARE  
"jpkking.com"

**Runner-up**

Motleys Asset Disposition Group  
Mark Motley, CAI, AARE  
"motleys.com"



**Promotional Email**

**Winner – Tie**

McCurdy Auction, LLC  
Lonny R. McCurdy, AARE  
"Now Open!"

**Purple Wave Auction**

Suzy McKee  
"Nevada Forklift Auction  
181206 Promo Email"

**Runner-up**

Tranzon Diggers  
David M. Bradshaw, CAI, AARE, AMM  
"Jacksonville FL River Estate"

**Radio – Auction Promotional**

**Winner**

Schrader Real Estate & Auction Co.  
Doug Walker  
"Zeeb Radio"

**Runner-up**

Purple Wave Auction  
Aaron Traffas, CAI, ATS, CES  
"Lebeda Retirement Auction 190320"

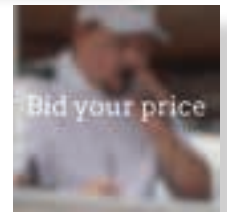
**Social Media**

**Winner**

Cates Auction & Realty Co., Inc.  
Jeffrey Cates, CAI, AARE, CES  
"Kearney Auction"

**Runner-up**

McCurdy Auction, LLC  
Megan McCurdy Niedens, CAI, BAS  
"Bidder Up!"



**Video (inc. TV & web format) – Auction Promotional**

**Winner – Tie**

Cates Auction & Realty Co., Inc  
Jeffrey Cates, CAI, AARE, CES  
"Lakefront Luxury Auction – April 11"

**Ritchason Auctioneers, Inc.**

Daniel Pruitt, CAI  
"Heavy Equipment Spring Auction"

**Runner-up**

Weeks Auction Group, Inc.  
Ethan Vick, AMM  
"Mossy Dell Lodge"

**Video (inc. TV & web format) – Company Promotional**

**Winner**

Hostetter Auctioneers  
Sherman Hostetter, CAI, AARE, BAS, CES, GPPA  
"No title"

**Runner-up**

H.K. Keller  
Tim Keller, CAI, AMM, BAS, CES  
"Professional Fundraising"





# PHOTOGRAPHY DIVISION



## Auction Crowd

### Winner

**Jeff Martin Auctioneers, Inc.**  
Kellie Martin  
"Going Once"

### Runner-up

**Jeff Martin Auctioneers, Inc.**  
Kellie Martin  
"Will You Give Me Forty"

## Auction Team

### Winner

**Jeff Martin Auctioneers, Inc.**  
Kellie Martin  
"I AM IN!"

### Runner-up

**Jeff Martin Auctioneers, Inc.**  
Kellie Martin  
"Six?"



## Auctioneer in Action

### Winner

**Jeff Martin Auctioneers, Inc.**  
Kellie Martin  
"What Will You Give?"

### Runner-up

**C King Benefit Auctions, LLC**  
Christie King Ray, CAI, AMM, BAS  
"Passion in Action"

## Benefit Auction

### Winner

**C King Benefit Auctions, LLC**  
Christie King Ray, CAI, AMM, BAS  
"Benefit Auction Raffle Drawing"

### Runner-up

**Scott Robertson Auctioneers**  
Scott Robertson, CAI, BAS  
"SRA Magic"

## Buyer Excited About Purchase

### Winner

**Motleys Asset Disposition Group**  
Mark Motley, CAI, AARE  
"Found a Winner - Richmond Auto Auction"

### Runner-up

**Mega Events Auctions**  
Michael Namoff, BAS  
"Having a Blast"



## Creative Photography

### Winner

**Whitaker Marketing Group**  
David Whitaker, CAI  
"Reflection"

### Runner-up

**Jeff Martin Auctioneers, Inc.**  
Kellie Martin  
"Test Drive"





### Equipment Auction

**Winner**

**Jeff Martin Auctioneers, Inc.**  
Kellie Martin  
"Two"

**Runner-up**

**Jeff Martin Auctioneers, Inc.**  
Kellie Martin  
"A Great Day for an Auction"

### Estates & Personal Property

**Winner**

**United Country Heard Auction & Real Estate**  
Missy Heard, AMM  
"Phillips Native American"

**Runner-up**

**Whitaker Marketing Group**  
David Whitaker, CAI  
"High Prices"



### Farm Auction

**Winner**

**Schrader Real Estate and Auction Company**  
Matthew Wiseman  
"Rows and rows of soybeans"

**Runner-up**

**Schrader Real Estate and Auction Company**  
Brent Wellings  
"Harrison - 2"

### Real Estate Auction

**Winner**

**Schrader Real Estate and Auction Company**  
Eugene D. Klingaman, CAI  
"Lonely Cabin"

**Runner-up**

**Schrader Real Estate & Auction Co.**  
Jerry W. Ehle  
"Baltes Photo"

### Technology in Use at Auction

**Winner**

**Jeff Martin Auctioneers, Inc.**  
Kellie Martin  
"Say Cheese!"

**Runner-up**

**McCurdy Auction, LLC**  
Casey Stoneman Roberson, AMM  
"Getting the Perfect Shot"







### Wild Card – Professional Photography

#### Winner

**Jeff Martin Auctioneers, Inc.**  
Kellie Martin  
“Big Dog”

#### Runner-up

**Schrader Real Estate and Auction Company**  
Eugene D Klingaman, CAI  
“Serene Lake”

### Wild Card – Novice Photography

#### Winner

**Schrader Real Estate and Auction Company**  
Matthew Wiseman  
“Rows and Rows of Soybeans”

#### Runner-up

**Schrader Real Estate and Auction Company**  
Eugene D Klingaman, CAI  
“Frick-1”



# Congratulations



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World Champion  
Auctioneer



**BARRETT BRAY**

International  
Champion Auctioneer



**LANDON WADDLE \***

World Champion  
Ringman

\*Both were crowned  
at Charleston Auto  
Auction during the  
2019 World Automobile  
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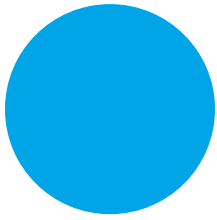
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CONFERENCE & SHOW  
*New Orleans*  
JULY 9-13, 2019

# PREVIEW

Everyone loves a good vacation. And, while this Conference & Show preview includes vital information—like a reminder about important events to be sure not to miss, and details about a special auction during the International Auctioneer Championship—it's mostly about all the fun New Orleans has to offer! We're talking what to pack, travel tips, sights to explore, lots of links and checklists galore. It's your comprehensive guide to the best vacation—ahem—business trip this year!

We've also got a special sponsor shout out, because without their help, many things about Conference & Show wouldn't be possible.

Thus concludes the #NAACS19 preview. See you in NOLA!

## in this issue

WHAT TO  
KNOW BEFORE  
YOU GO

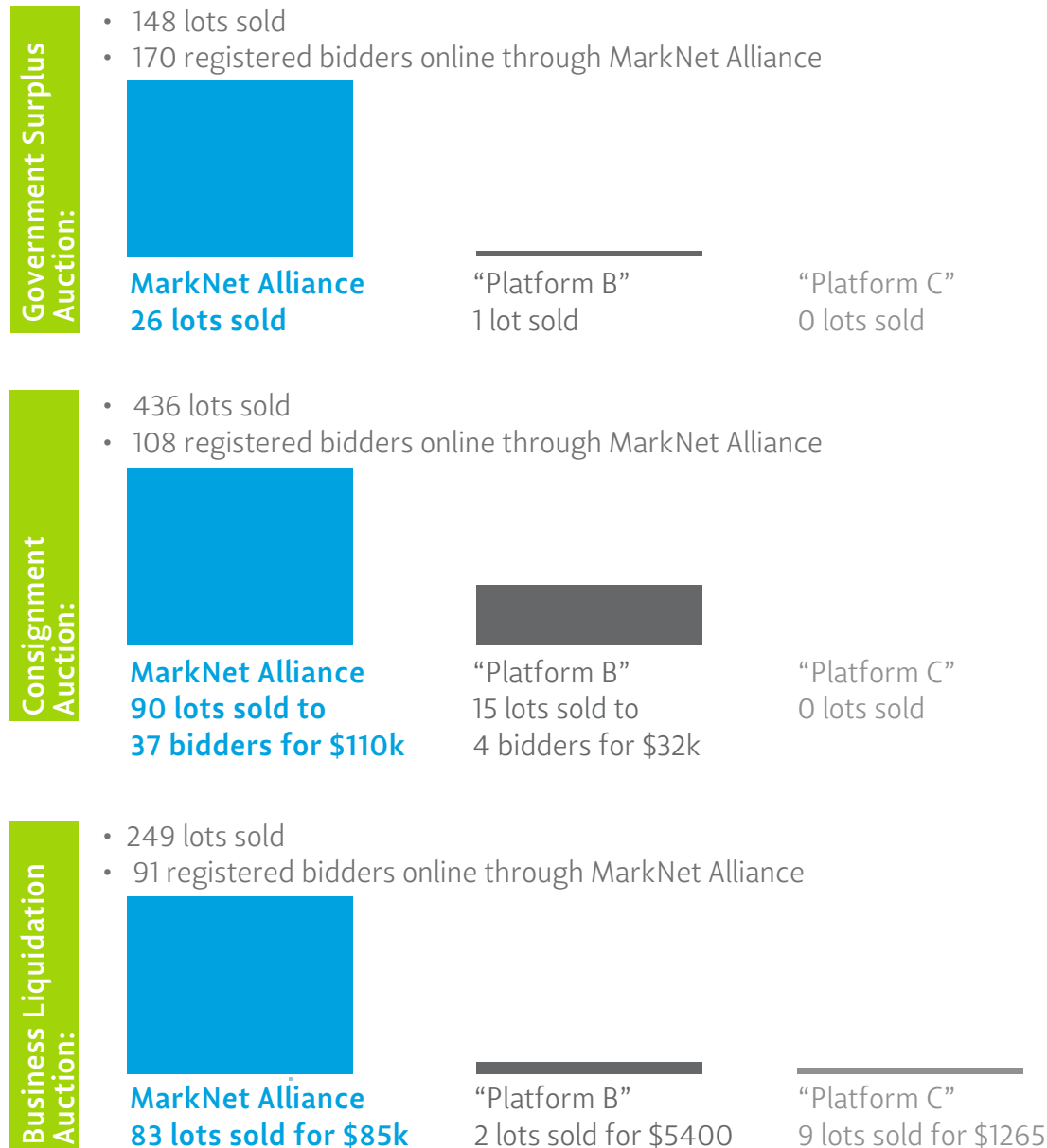
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EVENTS



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Stop by our booth at Conference and Show in New Orleans!!



# *What to know before you go*



# What to pack

## CLOTHING

- Conference attire is business casual
- Welcome Party attire is casual (but bring a mask!)
- The President's Gala attire is formal/business professional
- Bring layers: The hotel could be cold, but July in New Orleans will be hot and muggy

## DOCUMENTS

- Hotel reservation confirmation
- Conference registration confirmation
- Business cards—you'll need a lot of those with all the networking you'll be doing!

## MISCELLANEOUS

- Cash—bring cash to the Welcome Party, Auction & Appetizers, President's Gala and IAC dinner to purchase beverages not provided by the NAA
- Donations for Auction & Appetizers

# Travel tips

## AIRPORT

- Check flight information into and out of Louis Armstrong New Orleans International Airport at [flymsy.com](http://flymsy.com).
- Airport Shuttle service is available to and from downtown and uptown New Orleans. Shuttles run every day, departing every 30 minutes (except between 2 and 3:30 a.m.). Purchase tickets at [airportshuttleneworleans.com](http://airportshuttleneworleans.com) or in person at the Airport Shuttle Ticket Desk across from baggage claim.
- The airport is approximately 16 miles from the Hilton New Orleans Riverside hotel.

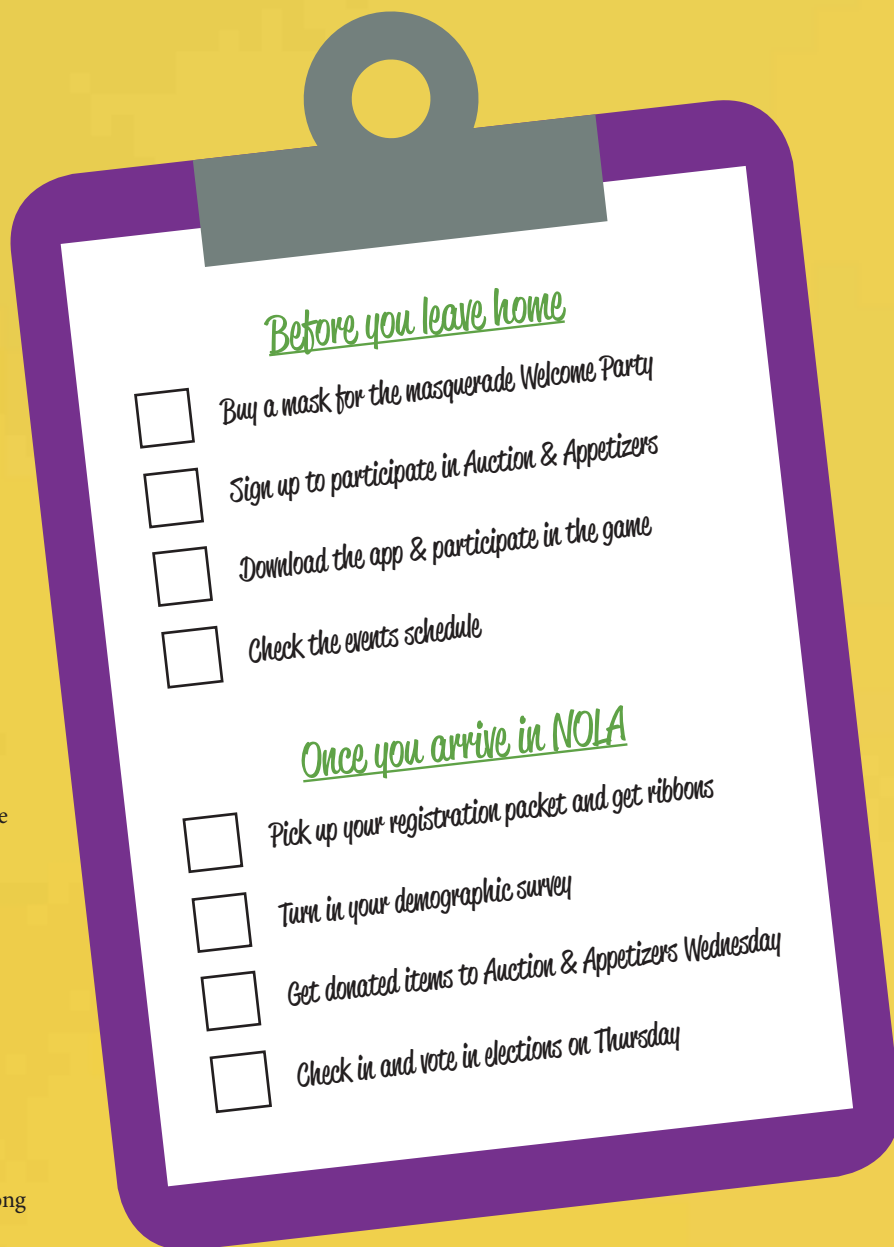
## TRANSPORTATION

- New Orleans is an extremely walkable city and you will not need a car to get around, unless you are going outside the city.
- Streetcars are a charming and convenient way to experience New Orleans. Four distinct lines, each originating downtown, will take you through the French Quarter and beyond. Streetcar fare is \$1.25 and must be paid with exact change when you board. One, three and 31-day unlimited ride "Jazzy Passes" are also available for \$3, \$9 and \$55, respectively. Check the Regional Transit Authority's (RTA) website at [norta.com](http://norta.com) or a list of places to purchase passes, as well as information about wheelchair accessibility. You can also download the RTA gomobile app and pay your fare instantly from your phone.

- Parking at the Hilton Riverside is very high. The NAA negotiated rate is \$25/night for self-parking. You may want to consider alternative options such as parking at the airport and taking an UBER or Lyft into the city (costs range from \$25-\$40).

## HOTEL

- The Hilton New Orleans Riverside Hotel is located at 2 Poydras Street, New Orleans, LA.
- Once you are checked-in, mosey around the hotel, get acclimated to where the NAA meeting rooms are located, and locate the emergency exits.



### Before you leave home

- Buy a mask for the masquerade Welcome Party
- Sign up to participate in Auction & Appetizers
- Download the app & participate in the game
- Check the events schedule

### Once you arrive in NOLA

- Pick up your registration packet and get ribbons
- Turn in your demographic survey
- Get donated items to Auction & Appetizers Wednesday
- Check in and vote in elections on Thursday

## Helpful Links

[neworleans.com](http://neworleans.com)  
[flymsy.com](http://flymsy.com) (airport)  
[norta.com](http://norta.com) (RTA)  
[airportshuttleneworleans.com](http://airportshuttleneworleans.com)

## Explore



### AUDUBON AQUARIUM OF THE AMERICAS

Located on the Mississippi River adjacent to the French Quarter, Audubon Aquarium of the Americas immerses you in an underwater world. The colors of the Great Maya Reef come alive in our walk-through tunnel, while our penguins and Southern sea otters are visitor favorites. Touch a sting ray, feed a parakeet, and marvel at our gigantic sharks and rays in the 400,000-gallon Gulf of Mexico Exhibit. Watch for sea turtles throughout the Aquarium as coordinator of the Louisiana Marine Mammal and Sea Turtle Rescue Program, we prepare many of them for release to the wild.

*Information and photo courtesy of Audubon Nature Institute.*



### THE FRENCH QUARTER

Millions of visitors each year explore the time and foot worn streets of the Vieux Carre. They shop, eat, drink, dance and delight in the sights and sounds of a historic old Quarter in a port city that is all at once European, Caribbean, African, American and wholly unique. To plan your visit to the French Quarter, visit [frenchquarter.com](http://frenchquarter.com)

*Information courtesy of frenchquarter.com. CC image courtesy of FrozenChipmunk on Flickr.*



### THE NATIONAL WWII MUSEUM

Offering a compelling blend of sweeping narrative and poignant personal detail, The National WWII Museum features immersive exhibits, multimedia experiences, and an expansive collection of artifacts and first-person oral histories, taking visitors inside the story of the war that changed the world. Beyond the galleries, the Museum's online collections, virtual field trips, webinars, educational travel programs, and renowned International Conference on World War II offer patrons new ways to connect to history and honor the generation that sacrificed so much to secure our freedom.

*Information and photo courtesy of The National WWII Museum*



### FRENCH MARKET

For over 200 years, the historic French Market has been an enduring symbol of pride and progress for the people of New Orleans. While the Market has existed on the same site since 1791, each new decade and governing flag has brought dramatic changes to the Market and helped to secure its special place in the hearts of the people of New Orleans.

What began as a Native American trading post on the banks of the mighty, muddy Mississippi River on the site chosen for the City by the French, has become a cultural, commercial and entertainment treasure which the Crescent City proudly shares with the world.

Find out more about this six-block shopping experience at [frenchmarket.org](http://frenchmarket.org).

*Information courtesy of frenchmarket.org. CC image courtesy of Jim Nix on Flickr.*





### MARDI GRAS WORLD

Historic tours, ghost tours, swamp tours – there are plenty of tours in New Orleans. But for a real, behind-the-scenes look at New Orleans Mardi Gras, there's only one definitive experience: the Mardi Gras World tour. The tour allows you to see firsthand what it takes to bring Mardi Gras to life year after year. Walk through the hard work and extensive planning that goes into this grand event when you tour Blaine Kern Studios, an operating workshop that has created breathtaking floats for Mardi Gras and other parades around the world since 1947.

*Information courtesy of [mardigrasworld.com](http://mardigrasworld.com). CC image courtesy of Viewminder on Flickr.*



### CAFE DU MONDE

The Original Cafe Du Monde is a traditional coffee shop. Its menu consists of dark roasted Coffee and Chicory, Beignets, White and Chocolate Milk, and fresh squeezed Orange Juice. The coffee is served Black or Au Lait. Au Lait means that it is mixed half and half with hot milk. Beignets are square French-style doughnuts, lavishly covered with powdered sugar. In 1988 Iced Coffee was introduced to the cafe. Soft drinks also made their debut that year.

*Information courtesy of [cafedumonde.com](http://cafedumonde.com). CC image courtesy of Viewminder on Flickr.*

## City tours

According to TripAdvisor rankings, these are the top 10 tours to take in New Orleans. From the St. Louis Cemetery, to the Garden District, French Quarter, Family Tours and more, there's a tour for everyone in NOLA.

1. **New Orleans Secrets Tours**  
[nosecretstours.com](http://nosecretstours.com)
2. **Lucky Bean Tours**  
[luckybeantours.com](http://luckybeantours.com)
3. **Buzz Nola Bike Tours and Rentals**  
[buzznola.com](http://buzznola.com)
4. **Tours by Steven**  
[toursbysteven.com](http://toursbysteven.com)
5. **Canoe & Trail Adventures**  
[canoeandtrail.com](http://canoeandtrail.com)
6. **Flambeaux Bicycle Tours**  
[flambeauxtours.com](http://flambeauxtours.com)
7. **Nola Gondola**  
[nolagondola.com](http://nolagondola.com)
8. **Confederacy of Cruisers Bike Tours**  
[confederacyofcruisers.com](http://confederacyofcruisers.com)
9. **New Orleans Architecture Tours**  
[nolatours.com](http://nolatours.com)
10. **New Orleans Urban Adventures**  
[neworleansurbanadventures.com](http://neworleansurbanadventures.com)

## Helpful Links

[frenchquarter.com](http://frenchquarter.com)  
[nationalww2museum.org](http://nationalww2museum.org)  
[audubonnatureinstitute.org](http://audubonnatureinstitute.org)  
[cafedumonde.com](http://cafedumonde.com)  
[mardigrasworld.com](http://mardigrasworld.com)  
[frenchmarket.org](http://frenchmarket.org)

# At Conference & Show

**TUESDAY**

- Pick up your registration packet.....Level 1, Registration
- Pick up your ribbons..... Level 1, Info Booth
- Turn in your demographic survey..... Level 1, Info Booth
- Welcome Party\*\* ..... Riverboat Louis Armstrong  
*Don't miss the boat! Dockside from 5:30-7, cruising begins at 7*

**WEDNESDAY**

- First-Timers Breakfast\*\* ..... Churchill B1
- Opening Session .....Grand Ballroom A-C
- Trade Show Official Opening.....Grand Salon 7-18
- Town Hall Meeting..... Churchill A
- Get your donated items to Auction & Appetizers between 11 am and 3 pm.....Grand Ballroom D
- Auxiliary Luncheon/Fun Auction\*\* .....Churchill C1
- International Junior Auctioneer Championship Prelims.....  
.....Grand Ballroom A-C
- Auction & Appetizers.....Grand Ballroom A-C

**THURSDAY**

- CAI Celebration Breakfast\*\* ..... Churchill B
- Check in, pick up your ballot and vote ..... Chemin Royale
- EI Trustees Luncheon\* .....Chequers
- Women Auction Professionals Lunch\* ..... Churchill B1
- Auction Schools Luncheon\* .....Cambridge
- Get your state association group photo taken ....Churchill A2  
*Sign up is required*
- Get a headshot or portrait taken .....Churchill A2
- President's Gala .....Grand Ballroom A-C  
*Don't miss the Hall of Fame Inductees!*

**FRIDAY**

- International Junior Auctioneer Championship Finals.....  
.....Grand Ballroom A-C
- International Auctioneer Championship .....  
.....Grand Ballroom A-C
- Take a photo at the Info Booth Selfie Station
- Presidents Luncheon\* ..... Eglinton Winton
- Auxiliary HOF/Past Presidents Luncheon\* ...  
..... Chequers
- Volunteer Reception..... Churchill A1
- IAC Dinner .....Grand Ballroom A-C

**SATURDAY**

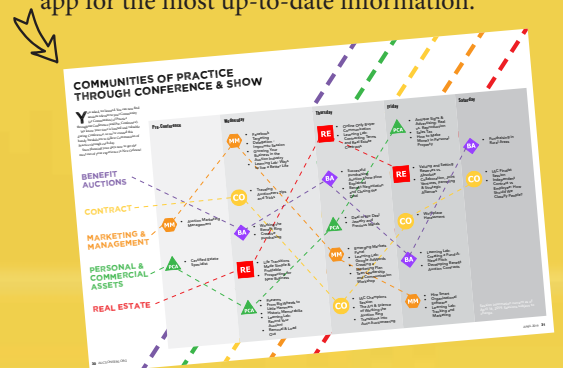
- The Foundation's Children's Auction .....  
..... Churchill B

**ANY TIME**

- Visit the NAA Cafe
- Check out the Trade Show
- View the Marketing Competition Winners

**EDUCATION**

If you're looking for more information on educational offerings at Conference & Show, there's a great reference in the April issue of *Auctioneer*. However, classes are subject to change, so check [conferenceandshow.com](http://conferenceandshow.com) or the app for the most up-to-date information.



\*Private events \*\*Events require tickets

**VOTE John Schultz, AMM FOR NAA DIRECTOR**

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- Past President, Minnesota State Auctioneers Foundation
- Member of numerous NAA committees and task forces

**Education**

- Frequent speaker across the country at national, state, and organization conferences
- Co-author of the Auction Marketing Management designation
- Instructor of the Auction Marketing Management designation

**Advocacy**

- Frequent Lobbyist of National and State legislators
- Instrumental in South Dakota v. Wayfair sales tax advocacy
- Member of the Sales Tax Task Force

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At the State of the Union, President Trump announced that his administration would ask Congress for \$500 million over the next 10 years to fund research on childhood cancers. After that address, NAA member and Congressman Billy Long asked the President to sign his tie, which had been designed by the patients at St. Jude Children's Research Hospital in Memphis, TN. This tie will be sold at auction at Conference & Show, with all proceeds benefitting St. Jude.

The auction will take place during the International Auctioneer Championship, just before the IAC winners are announced. The auction will be broadcast over IAC Live! and interested bidders may bid through multiple bidding platforms.

For video showing authenticity, visit [conferenceandshow.com](http://conferenceandshow.com).



# President Trump Signed Tie Auction

**VOTE**

**Peter D. Gehres, CAI, CES, CAS**  
FOR **NAA DIRECTOR**

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- Treasurer



- President & Treasurer
- Foundation President
- Ohio Junior & Senior Champion



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- Michigan Auctioneer & Ringman Champion

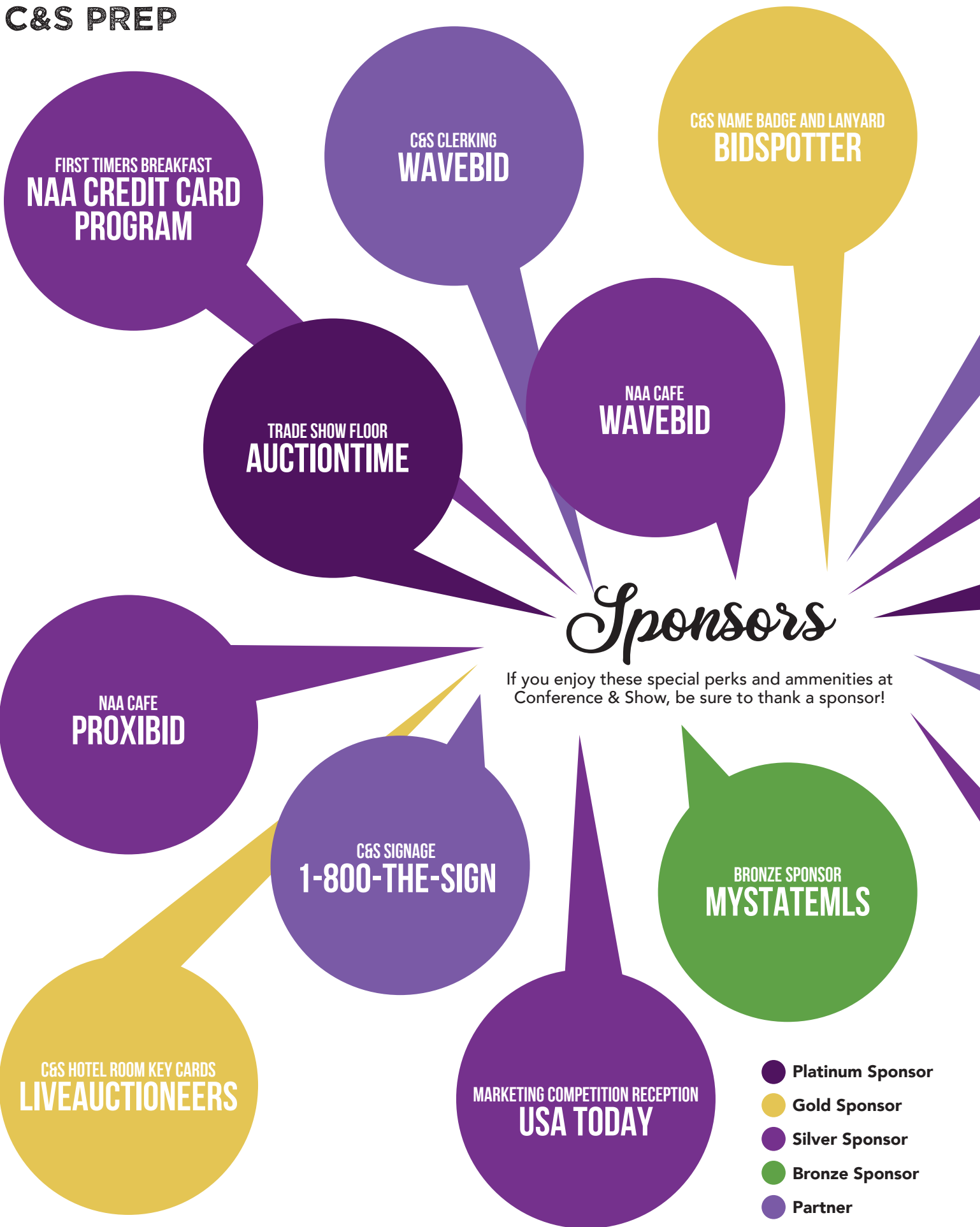


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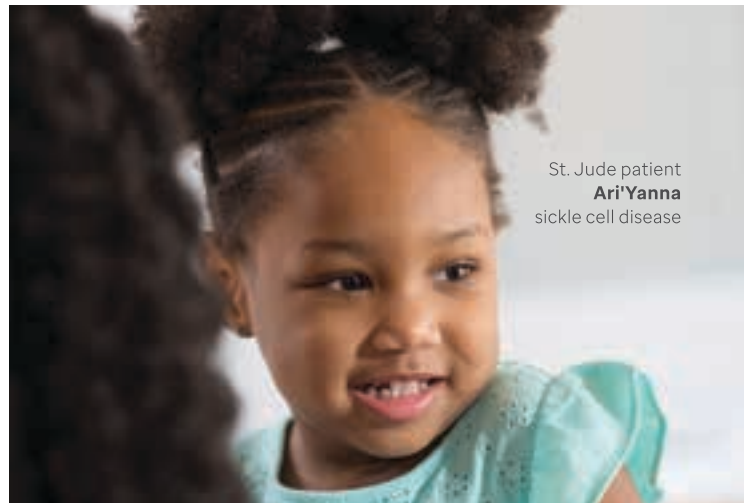
## Please join our mission: Finding cures. Saving children.®

Ari'Yanna became a patient of St. Jude Children's Research Hospital® shortly after birth when she was diagnosed with sickle cell disease, an inherited blood disorder that can cause painful and sometimes life-threatening side effects. St. Jude is leading the way the world understands, treats and defeats life-threatening diseases; we have been researching and treating sickle cell disease since 1962.

Vigilance and daily medication are critical to maintaining Ari'Yanna's health. In addition to daily doses of penicillin and hydroxyurea, she has monthly medical appointments.

"I was scared when she was diagnosed," said her mom. "But St. Jude is wonderful. They relieve stress for the parents and the children."

[stjude.org/naa](http://stjude.org/naa)



St. Jude patient  
**Ari'Yanna**  
sickle cell disease



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# Contracting for cars

New Truck & Auto Auction facility proves public live auto auctions are still a great opportunity for contract auctioneers

By James Myers



While some auto auctioneers have decreased their live public selling components in favor of online auctions, a new facility in Pasco, WA, is drawing regular crowds drawn to the entertainment and prospect of purchasing a vehicle in person.

The idea to bring live public auto auctions back to Pasco was on the mind of Scott Musser, CAI, AMM, 25 years ago, but after discussing the issue with local car dealers, the founder of Musser Bros. Auctions and Real Estate said the feedback he received dissuaded him. But that was a quarter century ago, and the community of Pasco—which is part of an area known as the Tri-Cities, as it is closely tied to the cities of

Kennewick and Richland in the southeastern portion of the state on the Columbia River—has grown, and Musser saw an opportunity.

The idea really started to take form in April 2017 when Scott sent an early morning text to his son, Jake Musser, who was running the company's Boise, ID, location. He proposed bringing Jake back to the community where he was raised to oversee the new operation (Scott's son, Josh, is also involved in operating the new facility), which is called Musser Bros. Truck and Auto Auction. They sketched out plans for a public auction facility where they could process vehicles, store them, have office space and an arena for bidders.

"We spent a lot of time putting pen to paper drawing it out," Jake said.

They hired an architect and cemented the plans, which resulted in the construction of a 7,000-square foot facility with seating for 185 and room for another 50 standing bidders. The first live auction was held in August 2018. They drew a crowd of 1,000 over Memorial Day weekend with a classic car auction. They host two auctions per month right now, but anticipate weekly live auctions in the future.

"People like to have the opportunity to come out, look at and touch (the cars)," Scott said. "There is still some excitement to that. It's



still a little bit more of an event—have a hot dog and watch the cars run.”

Jake agrees, offering that live public auto auctions are a “production.” He said that as an auctioneering family, they’re huge advocates of the live auction process. And because a majority of Musser Bros. auctions are online only, he said the new facility and live auto auctions “allow us the opportunity to maintain our portion of what we enjoy about the live auction.”

### New hope for contract auctioneers

A live public auto auction requires the skills of contract auctioneers, and Musser Bros. doesn’t skimp on that aspect of the auction. Scott said they hire bid assistants and auctioneers who fly halfway across the country to Pasco.

“It takes a good team,” Scott said. “It takes a good front person to be out there kissing babies and shaking hands and talking to consigners.”

It also takes a “great operations guy” on the backside that knows how to move the cars around, getting them in order for the

auction. Office staff is also an important part of the team, as they are each responsible for processing more paperwork than is common in a traditional asset sale.

“We believe in what they do,” Scott said of contractors. “I still think there is room in the industry for that craft. There is still a whisper of hope out there with the entertainment event-based type of auction—there will always be a need for professionals to fill those seats.”

Scott explained that the live auction is the best introduction for buyers who aren’t familiar with the auction process, including online auctions. Aside from the entertainment factor of a live auction, first-time attendees are impressed by the amount of information conveyed by the auctioneer about the cars.

“First timers are more comfortable participating in the live auction where they touch and feel and experience it,” he said. “Then they become more comfortable participating with us later on with the online-only auction.”

Scott offered that contract auctioneers need to continue to hone their craft, as they

are a vital “component that continues to drive participation at that level. And we’re excited to be a part of it and keep the live auction flag still flying.”

### Location, location, location

Is the Pacific Northwest unique in some way that would attract a large audience for a live auto auction? According to statistics from the Bureau of Economic Analysis, Washington has one of the nine fastest growing state economies. Coupled with the fact that there isn’t a similar opportunity for a live public auto auction within two-plus hours of the Tri-Cities, the answer was a resounding “yes.”

Furthermore, the Mussers, having established their brand in the Tri-Cities since 1982, had a lot of confidence it would work, especially given that the population of the community continues to grow, inching closer and closer to 300,000.

“The state is showing the most success for economic growth,” Jake said. “We saw a real direct need.” ♦

*James Myers is a freelance writer in Oregon.*

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## 7 best practices for fund-a-need events

Next time you find yourself asking a room full of people for money with no lots, consider these tips

**A**n auctioneer without an item to sell may sound odd, but for benefit auctioneers working fund-a-need (FAN) events, this can sometimes be the best way to raise money for an organization.

Fund-a-need events (also called special appeals) are fundraising events where the audience is asked to directly support an organization in a financial capacity without receiving anything tangible in return.

So, what are the best ways to conduct these events? Trisha Brauer, owner and head auctioneer at Taking Bids Benefit Auctions, LLC, shared her best practices for fund-a-need events.

### 1. Be involved in the framing of the fund-a-need with your client.

Guide your client to create an emotional and compelling story. Fund-a-need events should not be fact-based; people do not give based on facts. They give based on feelings.

Brauer said it is also important to know who your audience is so you will know best how to engage them in the story. Don't focus too much on the details if they're not relevant to the importance of the story as a whole.

**2. If the client has elected to have a speaker for their fund-a-need, get connected to that speaker to be involved in coaching them.**

Speakers should never “wing it” or “say whatever comes to mind” when setting up the fund-a-need. Your job is to help them craft the best way to convey their emotion so the audience can pick up on it. Encourage them to tell their story in a way that is understandable, but also in a way that resonates.

**3. Keep fund-a-need speeches and/or videos under four minutes.**

Keep your videos and speeches short and sweet. Get rid of unnecessary information. Most people’s attention spans are short, and engagement with your video or speech will start to drop off after the four-minute mark.

**4. Keep the FAN moving when asking for donations.**

Try not to leave dead air time while on stage. If you’re sensing that the audience is ready to move on, it’s time to go on to the next thing on the agenda.

Fund-a-needs often include time when you as the auctioneer ask the audience to commit to specific levels of donation. Brauer said once you feel everyone has participated in that level, move on to the next one without creating awkward silence. Plus, keeping the event moving keeps the energy and excitement high.

**5. Express gratitude to your donors.**

Brauer said she considers gratitude to be of utmost importance at these events. She said simply saying “thank you” goes a long way with donors who are supporting the cause you’re representing.

**6. Have fun, smile and believe in the cause.**

It’s easier to sell something if you know about it, right? You’re asking people to emotionally connect with the cause you represent, so connecting with it yourself can help incite passion to create a pitch that will truly resonate with your audience.

**7. If possible, spend time volunteering so you see first-hand the organization’s impact.**

A great way to connect personally with the cause or organization is get involved and volunteer. Get to know who and what the cause impacts. Having firsthand knowledge of the importance of the cause is the first step to reflecting that importance on stage. Plus, it’s an opportunity to help the organization even more than you already are. ❖

*If you’d like to learn more about fun-a-need events, check out the Benefit Auction Summit August 25-27, 2019, in Palm Beach, CA. Among the education will be a panel on appeals/fund-a-needs where you’ll hear from some of the experts in the industry on how they’ve found success with fund-a-need events. Visit [auctioneers.org/events](http://auctioneers.org/events) to learn more.*



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# Downsizing is out

Baby Boomers are staying in their homes longer.  
How does this affect the auction industry?

By Nancy Hull Rigdon



One recent work day, Barry Gordon described his newest clients: A couple in their mid-80s. Moved from a big city to a house in the country when they retired nearly 30 years ago. Now, due to health-related reasons including no longer being able to drive, they need to downsize to a significantly smaller place back in the city.

The couple represents a pretty typical client for his downsizing and estate sales business, MaxSold. These people are also representative of a national trend: Baby Boomers—generally those in their mid-50s to early 70s—are bucking the trend of downsizing by their 60s.

A USA Today story on the trend included: “We’re just not seeing that much downsizing (with Baby Boomers),” says Alexandra Lee, a housing data analyst at Trulia, a real estate research firm.

While many older Americans are still stepping down to smaller homes, they’re doing so later in life. The trend is contributing to a housing supply shortage across much of the country.

Gordon detailed what he’s seeing behind the trend.

“We’ve always known our clients are and will continue to be 85-year-olds, not people in their 50s or 60s. Although the demographers maybe weren’t forecasting that,” he said.

On what factors into the result, he said: “People like the house that they are in, and they want to stay there as long as they can.”

He points to that example couple’s situation to explain.

“It’s often declining health that leads people to finally give in to downsizing,” he said.

He’s also noticed the variety of factors that research shows influence the trend. Those factors include people working longer in life and, thus, retiring later; the lengthening of the average life span and people staying active longer in life; younger generations living with their parents; and resistance to conformity.

For the real estate market, USA Today reports that “there’s a dire shortage of less expensive entry-level houses across the country, pushing up prices in that category and making the trade-off less appealing.”

With MaxSold focusing solely on clients who are downsizing, the trend influences the

age of Gordon’s typical client, although the shift doesn’t have a significant impact on the business overall.

MaxSold handles all aspects of downsizing, with a focus on estate sales, relocation sales and business liquidations.

“While a lot of auctioneers are working with the people who have the highest value asset collections, 95 percent of the people that downsize have average stuff that is worth less with each year that passes. So that all those belongings don’t go to the landfill, we pick up the slack by finding a way to get a home for those items,” Gordon said. “Our goal is for people to retire into the sunset while their belonging go to someone that wants and needs them.”

What does Gordon see in the future when it comes to retirement and downsizing?

“I think we’re going to continue to see people retiring on their own terms,” he says. ♦

*Nancy Hull Rigdon is a freelance writer in Colorado.*

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## A wise investment

Auction company leaders find value in funding team members' professional memberships and education

By Nancy Hull Rigdon

**M**ark Manley's experience with continuing education influenced his decision to cover not only his employees' educational costs, but his company also funds education for its independent auction agents.

"I attribute a tremendous amount of the success I've achieved in the auction industry to the education I received from the NAA. So now I encourage our people to gain that same education," said Manley, CAI, AARE, MMM, CES, President of Weeks Auction Group in Pavo, GA.

Manley isn't alone. Other auction company leaders echo Manley—they invest in their people's industry membership and education because of the value they see in return.

Misty Marquam, BAS, requires all benefit auctioneers at her company, Marquam Auction Agency in Portland, OR, to be NAA members, graduates of accredited auction colleges, and NAA Benefit Auctioneer Specialist (BAS) designees.

"As Oregon is a non-license state, I had to develop a sure-fire way to weed out all the yahoos claiming to be real benefit auctioneers and trying to compete with us as if it were apples to apples," Marquam said. "My goal has always been to differentiate our professional staff and services by elevating and demonstrating our commitment to the craft of auctioneering, the auction industry and continued education while, at the same time, delivering serious results for our partners."

She added, "Having professional affiliation as NAA members, with other NAA members, and access to continual education through the NAA is one way we do just this."

At Weeks Auction Group, the company pays employees' way to National Auctioneers Association (NAA) educational events. And for auction agents (independent contractors), if they contribute two percent of their income to education through auction school, the NAA or elsewhere, the company matches that two percent.



# My goal has always been to differentiate our professional staff and services by elevating and demonstrating our commitment to the craft of auctioneering.”

Misty Marquam, BAS

“We were realizing that while a lot of our people wanted more education, they were hesitating based on cost—so we decided to cover the costs for them,” Manley said.

He considers NAA designations as high priorities for his team. This year, two employees attended CAI (Certified Auctioneers Institute), for example. Plus, five employees attended the AMM (Auction Marketing Management) course, and at least five team members will attend Conference & Show. He hopes to grow those numbers in future years.

“The relationship-building that happens as a result of the designation classes can be game-changing. I easily recouped the cost of CAI through the deals I ended up doing with auctioneers I met at CAI,” Manley said.

While there’s no guarantee his team members will have the same experience, he knows it’s important to give them the opportunity.

“All I can do is expose them to it, and then what they do with what they learn is up to them,” he said.

He added: “Education is not a magic pill. It’s like exercise. The more you use what you learn, the stronger you are going to be.”

Barbara Bonnette, CAI, AARE, GPPA, owner of Bonnette Auction Company in Alexandria, LA, also funds her employees’ NAA memberships and education.

She considers the NAA’s marketing education essential for her team’s success.

“With technology and industry trends changing so fast, we have to stay on top of the evolving best practices in auction marketing. If we don’t stay educated and current, then we’re not getting the most money we can for our clients’ properties,” Bonnette said. “The bottom line is that investing in my team’s education means investing in our clients.” ❖

# “The bottom line is that investing in my team’s education means investing in our clients.”

Barbara Bonnette, CAI, AARE, GPPA



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# Q&A

**Shayne Fili,  
CAI, BAS**



## What sparked your interest in becoming an auction professional?

Though I was not lucky enough to attend his auctions, my grandfather was an auctioneer in the 1940s and early 1950s. My husband was an executive in telecom and had asked me to get involved in the benefit and foundation community, so I started and operated Nothing But Solutions, executive search for the telecommunications industry. I went to auction school with the concept of giving by raising the bid. While in auction school, my husband was diagnosed with stage four lung cancer. He passed 14 months later in 2001. I had two children to raise, so I opened Auction Solutions, Inc., in November 1999, and still operate it today.

## What road did you take to get there?

When I finished auction school, I was one of 23 auction companies in the Omaha metro area, and one of two owned by a woman. They were mostly male-owned and operated, and most allowed me to work and learn from them. Whether it was calling bids or being a ringman, there was a lot to learn.

## Were there any challenges you faced?

After three years, my name and signage was

recognized, and it grew from that time. In 2001, I attended Certified Appraisal Guild of America classes, and stopped in at a Nebraska convention in Omaha the following year. Jack Nitz greeted us at the door and gave me the job of pinning corsages on the head table. I joined soon after. I had help and sent Mark Beacom to auction school.

I work with other auctioneers to accomplish my goals, whether it is in Nebraska or another state.

## Has your perception of the auction industry changed since you started? If so, how?

In 1999, during the week you could draw enough crowd to sell a whole estate. Today, they bid online. Years ago, the surviving kids took a couple things they wanted, now they try to sell the premium items themselves, then call an auctioneer.

## Why do you love what you do?

I love helping people. Whether it is just a bit of time to hear their story or clerking a complete liquidation for a competitor, if we have done a good job, it makes me feel great and I have made a friend.

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

The most important thing I can do as an auctioneer is stay relevant. I call bids, but the marketing expertise, the creation of a market to sell the merchandise and competitive bidding are what is important. Keeping my trade in front of others, joining service clubs, saying what I do before I say my name, having integrity, and trying not to over promise and under produce, are all vital. Keeping in mind who my customer is, and who they aren't will also keep me relevant.

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

The NAA offers seminars, boot camps, classes and summits that I can and do attend to stay relevant. The more you know, the trends coming up, what the client looks like now, are integral to continued success in our industry. And, I appreciate the Board of Directors who continue to listen and pass on what is important for our future. ❖

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# Mecum Indianapolis 2019 Exceeds \$70.4 Million in Overall Sales

**D**ana Mecum's 32nd Original Spring Classic auction was another pronounced success with overall sales totals reaching an all-time Indy-auction high at more than \$70.4 million. With a consignment list steeped in headline-worthy cars, the auction saw a total of 1,189 vehicles hammer sold May 14-19 at the Indiana State Fairgrounds in Indianapolis. Sales were topped by two Shelby Cobra Roadsters from the Steven Juliano Estate Collection that sold for \$2.86 million and \$2.42 million, respectively, with the top-six-selling vehicles at the auction all exceeding the million-dollar mark and five of the top 10 cars boasting ties to the Juliano legacy.

The celebrated collection of the late Steven Juliano undeniably dominated the Indianapolis auction with both his car and his Road Art collections highlighting the six-day event. His 1967 Shelby 427 S/C Cobra Roadster (Lot F128) took top sales honors followed closely by his 1966 Shelby 427 Cobra Roadster (Lot F136), and the 1964 Shelby 289 Cobra Roadster (Lot F132), 1971 Plymouth Cuda Convertible (Lot F142) and 1970 Dodge Hemi Challenger R/T Sunroof (Lot F143) in the top 10 were all previously owned by Juliano as well. The selection of Rapid Transit Caravan vehicles in the Juliano collection proved extremely desirable with the 1971 Plymouth Road Runner (Lot F130) bringing \$236,500, the 1970 Plymouth Duster (Lot F141) selling for \$264,000 and the '70 Hemi Road Runner (Lot F134) demanding a total of \$341,000. A unique 1969 Plymouth Barracuda "Mod Top" (Lot F133) was another from the Juliano estate that sold well, bringing a whopping \$440,000. Even Juliano's display engines sold for hearty sums with prices for the two Hemi engines and the 440 6 BBL engine ranging from \$159,300 to \$218,500. In total, the more than 1,000 vehicles that sold in Indianapolis reached \$66.7 million overall.

Similar to his cars, Juliano's more than 2,500 lots of Road Art seemed to take over the Indy event in scope while inducing an almost tangible wave of excitement among collectors.



Featuring mainly '60s- and '70s-era Mopar promotional materials as well as Shelby and Ford collectibles, the massive assemblage was offered both live at the Indianapolis auction and online via Mecum's all-new timed web-based auction platform, Mecum On Time. A 1950s Ford Dealer Crest (Lot K99) that hung at the historic Floyd Rice Ford Dealership located in downtown Detroit before joining Juliano's private collection sold for an impressive \$55,460, and a full-size outdoor billboard (Lot K77) featuring the 1970 Dodge Challenger brought an amazing \$44,840. Between live-auction Road Art offerings and Mecum On Time sales, Indianapolis Road Art totals reached \$3.73 million overall.

The complete top 10 collector-car sales at the Mecum Indy 2019 auction include:

1. 1967 Shelby 427 S/C Cobra Roadster

- (Lot F128) at \$2,860,000
2. 1966 Shelby 427 Cobra Roadster (Lot F136) at \$2,420,000
  3. 2015 Porsche 918 Spyder Weissach (Lot S155) at \$1,980,000
  4. 1970 Plymouth Hemi Cuda Convertible (Lot F120) at \$1,980,000
  5. 1964 Shelby 289 Cobra Roadster (Lot F132) at \$1,760,000
  6. 1971 Plymouth Cuda Convertible (Lot F142) at \$1,155,000
  7. 1970 Dodge Hemi Challenger R/T Sunroof (Lot F143) at \$660,000
  8. 1969 Dodge Hemi Daytona (Lot F177) at \$577,500
  9. 1940 Crocker 'Big Tank' Big Twin (Lot S124.1) at \$550,000
  10. 2016 Norwood 330 P4 Replica (Lot S252) at \$467,500 ❖

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# John Moran Auctioneers' Spring jewelry auction bloomed with strong prices for bespoke jewels to come



\$6,875



\$12,500



\$4,687

Moran's first Fine Jewelry & Timepieces and Studio Jewelry auctions of the year realized strong prices. Antique and signed jewels from the world's leading makers once again made a splash at the auction, as did a selection of pieces from the personal collection of Loni Anderson and Burt Reynolds.

Moran's was honored to offer the special collection of jewelry from actress and icon Loni Anderson. Ms. Anderson is best known for her groundbreaking role as Jennifer Marlowe on the hit series "WKRP in

Cincinnati," for which she received multiple Emmy and Golden Globe nominations.

Ms. Anderson has shown a passionate lifetime commitment to raising awareness for COPD with the

National Lung Health Education Program, as well as The Race to Erase MS, Us Against Alzheimer's, and the American Cancer Society. Ms. Anderson's diamond line bracelet inspired a bidding war among floor bidders and ultimately went home with an eager collector for \$12,500 (prices realized include Moran's 25% buyer's premium) (PHOTO 1). A skeletonized pocket watch from famed maker Daniel Aubert, a gift from Ms. Anderson to Burt Reynolds on the

occasion of their first anniversary, brought \$6,875 (PHOTO 2). A "Sophistication" necklace from famed artist Erté sold for \$2,812.

Luxury watches and jewels from famed makers continue to woo collectors. A classic Rolex "Presidential" watch in an unusual white gold case sold for \$12,500 at the block (PHOTO 3). A diamond and white gold wristwatch from Audemars Piguet was one of the more popular lots on preview before the sale. After a short bidding war, the watch was won by an eager phone bidder for \$4,687 (PHOTO 4). A pair of lovely flower earclips from famed jeweler Van Cleef & Arpels brought \$7,500 (PHOTO 5). A pair of timeless Tiffany & Co. diamond ear studs were among the most popular lots at the auction, selling for \$5000.





\$12,500



\$6,000



\$50,000

Eclectic jewelry appealed to collectors at all price points during the auction. An unusual Art Deco carved jadeite, diamond, and onyx ring was a favorite amongst the staff prior to the auction. The ring soared above its high estimate of \$1,200 to sell for \$3,125. An exceptional Victorian muff chain fashioned with hand-wrought links sold for

\$2,000. An uncommon fancy intense yellow diamond ring stole the heart of one floor bidder who walked away with the jewel for \$50,000 (PHOTO 6).

Moran's is heating up the summer auction season with Studio Fine Art and Studio Decorative Art auctions slated for June 23rd. Their July 21st Traditional Collector auction

will feature important decorative and fine art from the worlds leading artists. A second Studio Fine Art and Studio Decorative Art is scheduled for August 25th. Art of the American West and Turn of the Century Design will close out the summer auction season on September 8th. ❖

## Auction of firearms for noted outdoorsman's estate draws over 1,000 bidders

**C**OLUMBIA CITY, Ind., May 1, 2019— For decades, Dwight “Boob” Goble was widely known as a legendary marksman, trapshooter and collector of fine firearms. So when Schrader Real Estate and Auction Company offered more than 375 firearms from the Goble estate's collection, the response was beyond enthusiastic.

“Mr. Goble, who died in January, was well known and loved among shooters, outdoorsmen and collectors throughout the area, and we had a huge inventory, including rare guns and vintage ammunition, with more than 1,000 bidders in all for each of the two days,” said Schrader agent

Phil Wolfe, who managed the event near Columbia City.

“We had 765 registered bidders online for the simulcast bidding, and the online bidders purchased 38 percent of the inventory. We had buyers in at least 25 different states, as well as one in Netherlands, who bought a Winchester 1890 12-gauge pump. Everything sold, and believe it or not, there is a lot more to come as we continue to take this collection to auction,” said Wolfe.

One highlight didn't even involve the sale of a firearm, but rather a rare Daisy BB gun. “A double barrel Daisy with the original box

went for \$800, which is just remarkable. We also had a very rare 4-gauge shotgun, and others from L.C. Smith, Parker Brothers and others,” said Wolfe. ❖

# John Moran Auctioneers realizes strong prices and sets two auction records at their 20th Century Art + Design auction



Lot# 75 Doyle Lane (1925-2002 Los Angeles, CA), clay painting, 1969, price realized: \$53,125



Lot# 82 Gertrud and Otto Natzler (1908-1971 and 1908-2007 Los Angeles, CA), vase 1951, price realized: \$31,250



Lot# 81 Richard Bunkall (1953-1999 American) Reliquary, 1995, price realized: \$37,500

**M**oran's 20th Century Art + Design auction was a resounding success, boasting a high sell-through rate and two auction records. Works from the well-curated collection of Mrs. Donald M. Jones were some of the top lots of the night while mainstays of mid-century design and important works of fine art performed exceptionally well. Moran's is already collecting property for their November 20th Century Art + Design and Prints & Multiples auctions and seeking strong examples of fine art and modern design.

Works from American artists achieved some of the highest prices of the day. The market for the work of artist Doyle Lane, simmering for years, boiled over at the auction. A rare Clay Painting, perhaps the only large-scale work to come to auction, inspired a bidding war between two phone bidders who drove the price up from its \$4000-6000 estimate to sell for \$53,125, a new record for the artist (all prices realized include buyer's premium) (PHOTO 1). A large-scale work from artist Richard Bunkall also set an auction record when it climbed above its \$10,000-15,000 estimate to sell for \$37,500 (PHOTO 2).

Moran's had the pleasure of handling an important collection of ceramics, prints, and fine art from the estate of Mrs. Donald M. Jones. Chief among the offerings was a rare



large vase from husband and wife team Gertrud and Otto Natzler. Two phone bidders battled for the piece and drove it over its \$15,000-20,000 estimate to sell for \$31,250, among the highest prices realized for a Natzler work at auction (PHOTO 3). Mrs. Jones had several collages by American artist William Dole in her collection, including “Crypto” which sold over its \$1000-1500 estimate for \$5625. A superb Francis Picabia drawing consigned from the same collection opened strongly and soared past its \$15,000-20,000 estimate to sell for \$81,250 (PHOTO 4).

Modernist furnishings and graphic art continue to draw collectors to Moran’s 20th Century Art + Design sale. A rocking chair from master woodworker Sam Maloof sold above its high estimate for \$40,625 (estimate: \$20,000-30,000) (PHOTO 5). Two Brutalist light fixtures sold well above their \$600-800 estimate for \$2250. A pair of beautifully designed “Z” lounge chairs by Poul Jensen for Selig achieved \$3900 at auction (estimate: \$1000-1500). An immaculate Roy Lichtenstein “Water Lily” color screenprint sold within its \$15,000-25,000 estimate for \$22,500 (PHOTO 6).

Later this month Moran’s will host their bi-annual Fine Jewelry & Timepieces and Studio Jewelry auctions filled with hundreds of glittering jewels to suit every taste including pieces from the collection of icon Loni Anderson. Moran’s will then head into the summer auction season with the Studio Fine Art and Studio Decorative Art auctions on June 23rd. The July 21st Traditional Collector auction is filled with fine European art and furnishings. The second set of Studio Fine Art and Studio Decorative Art auctions is scheduled for August 25th. Moran’s is pleased to offer their Art of the American West and Turn of the Century Design auctions on September 8th.

For upcoming highlights, online catalogues, and more information on these sales, visit Moran’s website: [www.johnmoran.com](http://www.johnmoran.com). Bidding is available online via Moran’s mobile app Moran Mobile, available on both iOS and Android operating systems. Live bidding on a desktop is available through [bid.johnmoran.com](http://bid.johnmoran.com); bidding is also supported by telephone, absentee, or in person. ❖



Lot# 122, Francis Picabia (1879-1953 French), Composition, circa 1924, price realized: \$81,250



Lot# 74 Sam Maloof (1916-2009 Alta Loma, CA) spindle-back rocking chair, 2002, price realized: \$40,625



Lot# 233 Roy Lichtenstein (1923-1997 American) “Water Lily,” 1993, price realized: \$22,500



## Ritchie Bros. sells CA\$46+ million of equipment at its largest-ever Toronto, ON, auction

**R**itchie Bros. set a new record in Toronto, ON this week, selling 3,750+ equipment items and trucks over two days for CA\$46+ million (US\$34+ million).

The May 7 – 8, 2019 auction attracted 5,800+ people from 53 countries, including 4,100+ online bidders. Approximately 88 percent of the equipment in the auction was sold to Canadian buyers, with buyers from Ontario purchasing 71 percent, while international buyers from countries such as Pakistan, Singapore, and the United Kingdom purchased 12 percent of the equipment. Online bidders purchased approximately 55 percent of the equipment.

“This was the highest GTV (gross transactional value) we’ve ever achieved in Eastern Canada,” said Anna Sgro, SVP, Canada East Sales, Ritchie Bros. “It was

also the most equipment we’ve ever sold in Toronto, consisting of large packages of gear from several of our longtime, loyal customers; as well as a great lineup of transportation, construction, and utility consignments from new customers. On top of this week’s live onsite event, we also recently sold a 2008 Grove GMK7450 550-ton all-terrain crane located in Toronto through our online Marketplace-E sales channel for \$1.2 million!”

More than 800 owners sold equipment in the Toronto auction, including the Newmarket, ON-based tunnel contractor Technicore Underground Inc.

“Ritchie Bros. are always great to work with,” said Tony DiMillo, President of Technicore Underground. “Their customer service is excellent, they offer a variety of contract options, and have an expansive

market reach. We sold just over 25 surplus items this week and were pleased with the results. We look forward to working with them again in the future.”

Toronto sales highlights included:

- A 2012 Caterpillar D8T dozer sold for CA\$355,000
- A 2013 Peterbilt 367 T/A w/ National NBT 30H 30-ton boom truck sold for CA\$270,000
- A 2002 Caterpillar 627G motor scraper sold for CA\$260,000
- A 2012 Western Star 4900 tri-drive hydro vacuum truck sold for CA\$200,000
- A 2017 Western Star 4900SB Tri/A dump truck sold for CA\$180,000
- A 2019 Peterbilt 389 T/A sleeper heavy haul truck sold for CA\$157,500 ❖

## US\$51+ million of equipment sold in Ritchie Bros.’ latest Fort Worth, TX, auction

**M**ore than 3,900 equipment items and trucks were sold for US\$51+ million in Ritchie Bros.’ latest Fort Worth, TX auction, held this week.

More than 5,900 people from 56 countries registered to bid in the May 14 – 15, 2019 auction. Approximately 89 percent of the items in the auction were purchased by U.S. buyers, including 43 percent purchased by buyers from Texas. International buyers from such countries as Fiji, Japan, and the Ukraine purchased 11 percent of the equipment. Online buyers purchased 64 percent of the assets.

“We continue to see strong attendance for our live auctions in Texas, with 23 percent more bidders this week compared to the same auction last May,” said Neal Black, Regional Sales Manager, Ritchie Bros. “We sold a real diverse lineup of equipment this week for more than 630 owners, including a

great crane package from Sullivan’s Crane & Rigging that sold particularly well.”

Mr. Black continued, “For anyone unable to get the equipment they need in our Fort Worth event this week, we have an online IronPlanet auction today (Thursday), featuring 100 items located in Texas, as well as multiple upcoming live events: in Houston on June 18 & 19; Fort Worth on July 16 & 17, and a two-day joint auction with Ritchie Bros. Auctioneers and Kruse Energy in Midland, TX on July 23 & 24. Check out our websites [rbauction.com](http://rbauction.com) and [IronPlanet.com](http://IronPlanet.com) for up-to-date information.”

Equipment highlights in the Fort Worth auction included 375+ truck tractors, 160+ aerial work platforms, 85+ excavators, 65 loader backhoes, 60+ skid steers, 60+ flatbed trucks, 50 wheel loaders, 40+ dump trucks, 25+ dozers, and more. All items were sold without minimum bids or reserve prices.

Specific sales highlights:

- A 2014 Link-Belt ATC3210 210-ton 10x6x10 all-terrain crane sold for US\$870,000
- A 2011 Terex Demag AC250-1 300-ton 12x8x10 all-terrain crane sold for US\$740,000
- A 2007 Caterpillar 623G elevating motor scraper sold for US\$335,000
- A 2014 Caterpillar D8T dozer sold for US\$210,000
- A 2012 Caterpillar 966K wheel loader sold for US\$205,000
- A 2013 Peterbilt 367 T/A w/ Manitex 35124S 35-ton boom truck sold for US\$177,500
- A 2012 Caterpillar 349E hydraulic excavator sold for US\$165,000 ❖



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**“I joined NAA because of the great educational opportunities NAA offers. I look forward to developing my general marketing background into specific auction marketing abilities so I can be of better service to Woody Auction.”**

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## New NAA Designations Earned

*Congratulations*

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### Earn your designation

The NAA provides its members with a diverse range of professional designation courses specifically built to help auctioneers specialize while expanding their professional knowledge.

Check out the Education Calendar on page 55 for upcoming NAA education opportunities.

You can also visit the full education calendar on the NAA website at: [auctioneers.org](http://auctioneers.org) > Education > Upcoming Events.



Requires 32 classroom hours, a detailed written auction summary report, proof of at least 10 real estate auctions, and 24 hours of continuing education every three years.



Requires 24 classroom hours, completion of a custom auction summary report based on knowledge from the designation course, and 24 hours of continuing education every three years.



Requires 21 classroom hours, a detailed written auction summary report, proof of at least six benefit auctions and 24 hours of continuing education every three years.



Must have been practicing full-time auctioneers for at least two years (prior to attending the institute), attend all three years of CAI with more than 120 classroom hours, complete all special projects and complete 24 hours of continuing education every three years.



Must pass the prerequisite exam or hold another NAA Designation, complete the course in its entirety, and submit four evaluations from a contract auction.



Requires 21 classroom hours and completion of 24 hours of continuing education every three years.



Requires completion of 35 classroom hours, a detailed written appraisal report and proof of at least two affidavits of appraisals.



MPPA designees specialize in one or more of the following areas: antiques & estates, plant machinery & equipment, construction & agricultural equipment or small business valuation. Must already be credentialed with the GPPA.



While USPAP is not an NAA designation, it is offered at Designation Academy and Conference & Show, and USPAP compliancy is a part of the GPPA.

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## BECOME A VOLUNTEER!

NAA's goal is to engage our members in as many ways as possible in order to provide them better products, programs, experiences and services. Volunteers are the core of a successful organization and it is critical that the selection of volunteers is based on the competencies needed by the committee, task group or other specified volunteer activity.

### WHY VOLUNTEER?

- Peer-to-peer networking opportunities
- Enhance leadership and communication skills
- Help build and participate in strong educational opportunities and programs
- Assist the NAA in making strategic association decisions, positions and policies
- Shape positive change in the auction industry

### VOLUNTEER OPPORTUNITIES

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Visit [auctioneers.org/volunteers](http://auctioneers.org/volunteers)  
or  
Contact Membership Manager Brandi McGrath  
Kong at [bmcgrath@auctioneers.org](mailto:bmcgrath@auctioneers.org).

## *In Memory*

### Martin “Barney” Barnhart



Martin Joseph “Barney” Barnhart, one of Hillsdale County’s most colorful characters for nearly a century, passed away

surrounded by family on June 11, 2019, at the age of 98.

Recognized by the Michigan State Auctioneers Association as a Hall of Fame Member and with a Lifetime Achievement Award, he was known as “America’s Oldest Practicing Auctioneer.” Through the grace of God and the Saturday Hillsdale Auction, he was a familiar figure at the “Sale Barn” for decades auctioning everything from hay to livestock. Auctioneering gave him the greatest pleasure and he proudly worked until a few weeks before his passing. In his heyday, he traveled throughout the Midwest

conducting farm and estate auctions and always sought to get the most value for the farmers and families who needed his services.

His big break occurred in 1939, when his father hired legendary auctioneer, Andy Adams, to sell his registered short horned cattle herd. Seizing an opportunity, Barney asked Mr. Adams if he could sell a wagon full of miscellaneous items. Adams saw something in Barney and soon after hired him to work future auctions.

Barney met his wife, Ruby Amelia Kleinau, at a 4-H event in Chicago, Illinois. They were married on February 8, 1947 and worked together on the farm and the auction business until her death in 2008.

Martin leaves behind his five children: Penny (Robert) Carothers, Patric (Sherry) Barnhart, F. Troy (Gail) Barnhart, Anita (Mark Christie) Barnhart and Andrew Barnhart; as well as 10 grandchildren and great grandchildren.

In lieu of flowers, please consider a donation to the Michigan Auctioneers Association Scholarship Fund, The Reading High School Band or the Hillsdale County Fair Restoration Fund.

### Lawrence DuMouchelle

Renowned auctioneer-appraiser Lawrence F. DuMouchelle died May 16, 2019, after a courageous battle with cancer. He was 84 years old.

Larry was introduced to his family’s business, DuMouchelle Art Galleries, as an apprentice at 11 years old. His first experience as an auctioneer was at the age of sixteen when his father had him stand on a crate at an estate sale selling floor lamps.

In March of 1957, Joseph DuMouchelle passed away. Larry, then 22, took over the family business. Over the next several years, Larry worked diligently to maintain the confidence and clientele that had been associated with his father.

Major art collections drew record auction prices and an international clientele developed. But local customer support was always key to DuMouchelle’s sustainability. True expansion and recognition began in the early 1970s when the firm began to handle many prominent auto and lumber estates, as well as those of international political and business figures.

Larry, who was described by many as the “Gentlemanly Auctioneer” also enjoyed his many trips around the country as an appraiser for The Antiques Roadshow.

In his line of work, he was able to raise funds for thousands of charitable organizations and was instrumental in developing the Action Auction for the Grosse Pointe Academy.

Larry was preceded in death by his wife of

58 years, Mary Jo McCarthy DuMouchelle. He is survived by his loving siblings (brother Norman DuMouchelle), sister-in-law, children (Robert DuMouchelle), grandchildren and great grandchildren.

In lieu of flowers, contributions may be made to the Capuchin Soup Kitchen; St. Paul Educational Trust, Grosse Pointe; University of Detroit Jesuit High School Scholarship Fund; or Beaumont Hospital Foundation, Grosse Pointe.



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*50 years later*

# June 1969: KC Stockyards evolve over time

**F**ifty years ago, the Auctioneer reported that plans were announced to construct a new “ultra-modern facility for stocker and feeder cattle and calves at the Kansas City stockyards.”

According to the article, the climate-controlled arena would seat around 500 people and would be equipped with close circuit TV and electronically operated gates. The format of the facility would also be designed to provide “the most convenient and efficient sale with the minimum handling and driving of cattle.”

The demand for the facility came out of a growing cattle market

in Kansas City, especially with the auction method of selling.

Due to rising costs and changing agricultural marketing patterns, the yards held their last cattle auction Sept. 26, 1991, according to an article from the *Kansas City Star*.

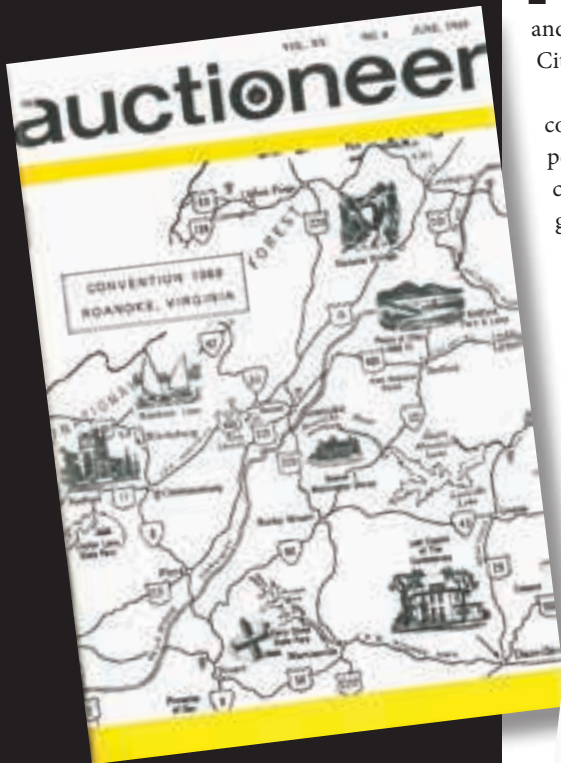
“The Kansas City stockyards opened in 1871,” the article states. “During its 120-year history, it endured a damaging fire in 1917, devastating floods in 1903 and, especially, 1951. And there were good days, too; for example, a record run of cattle — 57,642 head — in 1943.”

Today the Kansas City Stockyards has developed from a “cattle epicenter” to a “cultural destination,” according to the KC Stockyards district website.

The stockyards district is now home to 145 businesses and entrepreneurs as well as families looking for a stylish, artistic and multicultural community.

The area is home to many antique and vintage stores, as well as NAA member-owned company, Peak Auctioneering. ❖

Learn more about the West Bottoms at [kcstockyardsdistrict.com](http://kcstockyardsdistrict.com).





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