

The Ontario Auctioneer

Official Newsletter
of the
Auctioneers Association
of Ontario

In this issue...

President's Message	1
Board of Directors	2
Congrats Len Metcalfe	4
Promote Yourself	4
Changes to Firearms Laws	5
AAO Survey Results	5
Joint Bank Accounts	6
Sarah Willsey Appointment	7
The Auctioneers' Challenge	9
Canada's Top Auctioneer	11



Auctioneers Association of Ontario

A U T U M N 2 0 1 5

President's Message



Hello Fellow Auctioneers!

I hope everyone had a chance to enjoy the summer as Fall is here and the busy auction season is upon us. The Board of Directors has been working on the convention and competition coming up in February in Guelph, Ontario. We are setting up a great line of speakers with something for everyone.

The convention will be at the Holiday Inn in Guelph, Ontario, February 18th – 21st. So far we have confirmed social media expert Stacy Maynard and accountant Jeff Christian. We hope to see everyone there to learn some new industry tips and share some of their triumphs of the last year. My favourite part of convention time is the chance to speak to fellow auctioneers who share in the opportunities and obstacles of being an auctioneer.

I have the privilege to work with a great Board of Directors that comes with new ideas for each meeting. Our membership chair Diana Fuller continues to promote our membership with corporate and personal memberships. The board has also added a \$300 prize to the Women's Championship for our

Continued on page 4



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Len Metcalfe Celebrates!

On August 9th, friends, customers, family and staff of Len Metcalfe Auctions met to offer congratulations to Len on the 50th anniversary of his auction business. AAO is proud to have Len as a member and wishes him many more successful years in the business.



annual auctioneers' competition.

Kathie Carr has been working on our social media presence on Facebook with her entertaining posts. We have also joined Twitter and will retweet our member's sales bills when possible. You can follow or Like our pages to receive updates on the AAO.

We will continue to work for our membership and would encourage each of our members to participate in sharing their recent experiences in the industry.

I wish everyone a prosperous fall auction season!

*- Frances Fripp
AAO President*



Promote yourself Through YouTube!

As some of you may have noticed, there have been a couple of promotional videos posted to the profiles of a few of our members. These have been made and posted on YouTube and the link has been transferred to the members' profiles. Doug Mitchell, Jason McIntosh, Glen Finbow and Frances Fripp have had their images enhanced by this addition. The message can be short but should give the basic information of where you are located, and , what type of auctions you conduct. Other messages can be added to complete the image desired.

Please consider using this tool to advertise your business on our website. AAO also offers advertising space on our home page either by permanent ad or rotating ad. If you feel this exposure would help you, please contact the AAO office for details.

-Ken McGregor

Changes to Firearms Laws

Effective September 2, 2015, these changes to the Firearms Act will come into force:

- The elimination of the Possession Only Licence (POL) and conversion of all existing POLs to Possession and Acquisition Licences (PALs); and
- The Authorization to Transport (ATT) becoming a condition of a licence for certain routine and lawful activities.

The changes to the ATT provision mean that an ATT will be automatically attached as a condition on a licence. Therefore, licence holders will no longer have to apply separately in order to transport those firearms to certain routine activities such as target shooting; taking a firearm home after a transfer; going to a gunsmith, gun show, a Canadian port of exit or a peace officer or a CFO for verification, registration or disposal.

And the Survey Says...

Our goal is to meet the needs of members and increase both membership in the association and attendance at the conventions.

The board would like to thank all those who sent in a response to the survey. Your feedback will be used for planning and delivering quality content at conventions, events, and in our communications.

Highlights from the survey...

- Of the respondents 93% have attended the annual conference in the past!
- Everyone who responded says they read the newsletter!
- Items that people like to see in the newsletter from highest scoring to lowest:
 - Stories or articles from the field (stories, strange items, special auctions etc)
 - Member Profiles
 - Reports from the Board of Directors or committees
 - President's message
 - Advertisements (ads from our supporters)
- We also received great ideas around possible sessions at annual conventions.
- There was a good response to the idea of having some type of event such as a Summer BBQ or Fundraiser.

Next steps...

The board has reviewed all questions and answers and has started to
Continued on next page

Joint Bank Accounts

There are many good reasons for seniors to have one of their adult children go on a bank or investment account as joint owner. There are also many bad reasons. Convenience is generally the best reason, allowing for the operation of the account where the parent is a shut-in, or in Florida. Avoidance of Estate Administration Tax is another reason (although not nearly as big a deal as most people think, and often counterproductive.)

One of the main dangers is that it can lead to hard feelings and family rifts after the senior's death. Consider this scenario – Jennifer drops in to see Mom every day, helps make meals, supervises medications, keeps the place clean, drives Mom around to events, and in general is the perfect daughter. The rest of the kids, for lots of good reasons, aren't remotely as helpful. For years, Jennifer has been joint on her Mom's bank account. Mom dies, and Jennifer claims the \$139,824.34 in the joint bank account by right of survivorship. The other kids show up, looking for their share. They hire lawyers.

Or how about this case: While Mum is still alive, Jennifer's husband sues her for divorce, and claims that Jennifer's interest in the joint account be included in her Net Family Property. Or this one: Jennifer, a stockbroker, is successfully sued by a client for some bad advice. The client garnishes the joint account. Or even this one: Jennifer is a compulsive gambler, and you guess the rest.

A discussion of joint accounts is an important part of the will and estate planning process in your lawyer's office. One of our recommendations is that, wherever possible, the joint ownership situation be discussed openly within the family and that intentions be recorded.

- From Norm Bowley *Legal Newsletter* (Sept. 2011)

- incorporate changes and ideas into the
- upcoming convention. We have started
- working on increasing the communication
- we share on our Facebook page. Our
- newsletter will have opportunities to
- highlight stories submitted from the field
- and member profiles.

What can you do?

- Feel free to submit ideas, stories, or profiles to our office - we will work to get them into upcoming communications.
 - Like our Facebook page to ensure you are connected.
 - Watch for the February 2016 Convention information! Register early and be vocal.
 - Come to the Annual General Meeting and VOTE. We want you to be heard.
- The Board and the Association is here for you. We can't wait to hear from you.

Submitted by:

Kathie Carr,

Communications Committee

Sept 2015

Global Auction Guide Media Group Introduces Sarah Willsey

Winnipeg, MB

Global Auction Guide Media Group is pleased to announce Sarah Willsey has joined the company as the Sales and Marketing Representative for Ontario and Eastern United States.

Sarah Willsey brings Inside Sales and Marketing experience to Global Auction Guide Media Group from her previous position within the print media advertising industry. The relationships she has built within the Ontario Auctioneer community will be an asset to her new position with the Global Auction Guide Media Group team. From this, Sarah will be able to build upon her relationships with the Auctioneers as well as strengthen their relationship with Global Auction Guide Media Group.

Sarah joins Global Auction Guide Media Group as a Sales and Marketing Representative to continue and further develop Global Auction Guide Media Group's impeccable reputation as the leading online auction advertiser. Sarah comments, "I am looking forward to my continued work with Ontario Auctioneers, as well as beginning to build my relationship with Auctioneers within the rest of Canada and the United States. Joining the Global Auction Media Group team will be a great challenge I am more than able to take on. I am fortunate to begin working with a company completely invested in their clients interests, I am excited for what is to come."

Dwayne Leslie, President and Founder of Global Auction

Guide Media Group commented, "We are very excited to have Sarah join our team. She brings to us an impeccable reputation of putting auctioneers' needs first, which is something Global has been known for over the past 15 years. With the ever changing landscape of auction advertising continuing to move more and more online, Sarah will be able to help auctioneers continue this transition."

About Global Auction Guide Media Group

Global Auction Guide Media Group is Canada's largest auction advertising website with thousands of upcoming auctions listed from both traditional auction companies and online auctions. Millions of potential bidders use our network of sites at

**Global Auction Guide (globalauctionguide.com),
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to find sales all over North America.

With an ever increasing client base, Global Auction Guide Media Group provides cost effective Internet marketing with the use of efficient and modern websites, phone apps, and social media.

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The Auctioneer's Challenge – IPM & Rural Expo 2015

In 2013, the newly assembled Board of the Directors of IPM 2015, Finch, ON were brain storming for a signature event to add to the program that would make their IPM stand out, something fun, interactive with attendees, and true to rural roots.

It was all so clear to me... an AUCTION. Actually it surprised me that an auction had not been done before in the history of the IPM... but now was the time for S.D. & G. & Akwesasne IPM & Rural Expo to host, for the first time, the event coined "the Auctioneer's Challenge", chaired by local auctioneer, Flora Dumouchel, and her committee of volunteers.

Was it a success? Absolutely, with 17 competitors, 562 registered bidders, full house in the tent, chairs and bleachers full, plus ten deep around the perimeter, and great product to sell.

This is an auctioneer's dream event. Everyone that competed gave it all and there was much talent

demonstrated.

For those of you that have competed, you know the fear of pulling the first position. However, our first competitor gave the audience a real treat. Jason Martin of Clyde, N.Y., 16 years old, went on the block first, and a fine job he did. He set the standards high for those coming after him, and the audience showed their appreciation of his talent, with strong applause with each item he sold. He may not have made the finals, but talented he surely was.

Our competitors were local, regional, provincial and international. We had 15 gentlemen and 2 lady auctioneers, who auctioned one item they had brought and three items supplied by the IPM. Jennifer Blair Manley chose to bring a live billy goat as her item — now that got some attention! There was lots of humor, jokes, antidotes, and all around good fun, and much talent.

Also it was evident that auctions are a family affair with

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Jennifer Manley and Murray Blair - father and daughter; Chad Simmons and Terry Simmons – father and son; Jay Martin, son Jason Martin, and Keith Martin, Jay's nephew.

The judges (Theresa Taylor, Carrie Hands, MPP Jim McDonnell, Nancy Grant, and Patrick Meagher, the representative from *Ontario Farmer*) had their work cut out for them to score these auction professionals. Here are those that made the top five finalists:

Ab Carroll - Omemee, ON

Jason Martin - Clyde, N. Y.

Keith Martin - Clyde, N.Y.

Joe Botham - Brockville, ON

Chad Simmons - Finch, ON

Interesting note to mention is that three out of the five finalists were under 24 years of age. Looks like our industry is well and alive in our youth.

The next session was make up of two rounds and the results were:

- Winner of the "Auctioneers Challenge" was Ab Carroll, 20 years old
- 2nd place, JayMartin
- 3rd place, Chad Simmons, 19 years old.

These gentlemen definitely made our industry shine.

As the winner, Ab Carroll had the honour of auctioneering a 1948 Ford 8N Tractor, complete with plough, and donated by David Brown. The tractor had been restored

by students of the Transportation Technology class and teacher, Andrew Whitton of the North Dundas District High School in Chesterville. The winning bid was \$6,400.00.

I meet up with a Rotarian from Florida, USA at my meeting, who had attended many events at the IPM and Rural Expo 2015, and deemed that the auctioneer's challenge was by far the best event. Now I already knew that.

Thanks to go out to Flora Dumouchel and her team, all the bidders and back bidders, and all the contestants far and wide who competed, and yes, I invited them all to come to the Auctioneers Association of Ontario convention in February 2016 and strut their stuff in our competition.

- Theresa Taylor, Regional Director



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Making the Call as Canada's Top Auctioneer

by Whitney Neilson

Woolwich Observer, Elmira, ON (June 5, 2015)

Millbank's own Calvin Kuepfer was named Top Canadian Auctioneer last weekend after competing in the 18th annual Livestock Markets Association of Canada convention in Winnipeg.

While it's impressive enough to be named top dog in a pool of 30 of the best auctioneers from coast to coast, it's even more so because he's completely self-taught.

"Lots of people go to school. For me I just wanted to be an auctioneer. It came to me naturally I guess. I practiced a lot at home. Every minute that I was by myself I think I was selling something in the barn," Kuepfer says with a laugh.

This is the first time since 1999 someone from Ontario has won the national title. He's certainly earned his bragging rights, but he stays humble, noting the skill of his competitors. "The competition was very, very good,"

Kuepfer said. "It was actually a very tough competition. It was very close. I think there were three guys that were tied for second. It was a very tight competition."

This was the third time he's gone out West to compete. He says everyone is so hospitable and the Western guys took good care of him. His attendance at the event was sponsored by the Ontario Livestock Exchange, his employer. Winning the Ontario championship in February also made him eligible to go.

"They have six judges and they all score you on speed and clarity and rhythm, and professionalism is a big factor," Kuepfer said. "If they think that you're capable of running your own sale barn, running your own auction business and they score you and they add all the scores together and whoever has the highest

score is the winner."

He never planned to compete, but got into it when he saw the national competition held at OLEX in 2010. Not

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David Jacob presenting Calvin Kuepfer with the AAO Championship trophy at Competition '15

much of the competitive type, once he started he kept going back because he did so well. But winning has never been the goal for him.

"I went to meet all the old friends out there and make new friends," Kuepfer said. "It's not just about the competition. It's about everybody in Western Canada when they have the annual Livestock Markets Association of Canada convention. You people and learn a time you go. It winning. It's great won it but it's not It's about meeting having a lot of

At the competition cattle to real auction. Judges interacted with the could get the most animal.



David Jacob presenting Calvin Kuepfer with the Ontario Farmer trophy at Competition '15

just meet a lot of lot of stuff every really wasn't about to win. I'm glad I about winning. everybody and friends out there."

they had to sell buyers in an watched how they crowd and who money for the

It's been 10 years since he started auctioneering and started his own horse sale, Waterloo County Horse Sales, at OLEX. He's always known it's what he wanted to do.

"I went to a lot of auctions with my dad when I was young and I wanted to be an auctioneer," Kuepfer said. "I just started selling at farm sales and whatever around home and it wasn't long until OLEX started me here. Then I started selling cattle here. I didn't really grow up in the cattle business, but I got selling cattle and I really enjoy it. I don't want to do anything else now."

ed.note: Calvin was Ontario Champion Auctioneer at the AAO Convention 2015.

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- Ludwig Erhard

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