

# The Ontario Auctioneer

Official Newsletter  
of the  
Auctioneers Association  
of Ontario

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Auctioneers Association of Ontario

W I N T E R 2 0 1 7



## AAO Annual General Meeting

Please be advised that the Annual General Meeting of the Auctioneers Association of Ontario will be held in Ballroom B of the Cobourg Inn & Conference Centre, 930 Burnham St, Cobourg, ON on Fri, Feb. 17, 2017 starting at 3:30 pm. All resolutions must be in the hands of the Secretary before Feb. 15, 2017 to be dealt with at this meeting.



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Dear Fellow Members,

We are happy to present our Convention Newsletter! The Board of Directors has lined up quite the show for our members coming up around the corner. Convention 2017 will be on February 16th – 19th, 2017 at the Best Western Plus Cobourg Inn & Convention Centre, 930 Burnham St, Cobourg, ON K9A 2X9. Our focus this year is to bring our members informative and useful seminars, as well as new ways to bring members together.

The convention kicks off Thursday, February 16th with OMVIC speaking about selling vehicles by public auction, followed by a hospitality to catch up with fellow members. Friday, we have a full day including Kelly Bateson on Facebook Marketing for Auctioneers and specifically on how to find direct buyers for your auction online. We also have Manson Slik; motivational speaker, Gail Scott; and the auction software giant, Auction Flex. The Trade Show will be open throughout the convention with new ways and connections to help your business.

The Ontario Auctioneer's Championship will be at

Stapleton's Auctions in Newtonville, ON, hosted by Frank Stapleton. We have some new changes to the Competition — the prize money to the Women's Championship has been raised to \$500.00 as well as there is the new Intermediate class for competitors. Another feature for all the competitors is a discounted ticket to our AAO banquet in Cobourg on February 18th, with fantastic entertainment taking place.

I invite all of you to participate in the upcoming Convention and network with fellow auctioneers. Whether you are a new graduate or a veteran auctioneer, there is something for everyone.

Wishing everyone a happy holiday season, and I look forward to seeing you at Convention 2017!

- Frances Fripp  
AAO President

## AAO Annual General Meeting

Please be advised that the Annual General Meeting of the Auctioneers Association of Ontario will be held in Ballroom B Cobourg Inn & Conference Centre 930 Burnham Street, Cobourg, ON Friday, February 17th, 2017 starting at 3:30 pm.

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*All resolutions must be in the hands of the Secretary before Feb. 15, 2017 to be dealt with at this meeting.*

Rules and Registration for the AAO 2017 Auctioneers Competition appear on page 16 of this issue.  
Registration for the AAO 2017 Convention is on page 15.

## 2017 Gerald Cryderman Award

Every year the Gerald Cryderman Award for excellence in Advertising is available to be awarded to an AAO member who uses the official logo in their advertising or on their website.

The Board of Directors is pleased to announce that Nominations and Submissions for this Annual Award are open until the beginning of January.

Gerald Cryderman was a past-president of AAO and knew the importance of quality advertising. With the digital age came changes in how we advertise but it is an important component of a successful auction. This perpetual plaque is presented to the member submitting the best sales bill, advertising or website with the AAO logo on it.

The AAO logo must appear on the home page of the website or on the main sales bill/ad for consideration as the winner.

Nomination and submissions for this award should be sent to the AAO office with complete documentation. Email submissions are accepted.

Let YOUR business will be recognized for excellence in advertising this year by using the AAO logo and submitting your website home page or advertising copy today.

Award will be announced and plaque will be given out at the Annual Convention in February 2017.

# Auction Administrator

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## **Why a Program for Auction Administrators?**

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Professional Auction Administrator Program

Earn the designation of PAA

Location: **Best Western, Cobourg**

Date: **Wed. Feb 15, 2017 to Thurs. Feb 16, 2017**

Cost: **\$200 for members of the AAO, \$250 for non-members of the AAO**

## **What will I learn?**

This training will provide all the skills and knowledge that any Professional Auction Administration department requires for auction success. Opportunities to interact and share experiences with others working in this area of the auction industry will be an exciting portion of the program.

## **What are some of the areas covered in the curriculum?**

- Management, administration and area of responsibilities within the auction company
- What is your role?
- What skills, experience and education is required to perform all areas within your department?
- What 'soft skills' are required?
- What are all the areas of responsibility?
- Who is responsible for different tasks?
- How do I work with different kinds of bosses?
- How do I deal with difficult people?

## **Other areas include:**

- Customer service
- Communication
- Delegation
- Organizational skills
- Professionalism – business and personal
- Confidentiality
- Auction Laws
- Work Life Balance
- Tools of the Trade – phone – email – computer – software – cameras
- On-site and On-Line Auctions
- Dependability, Conscientiousness, Trustworthiness

## Educational Opportunities

Submitted by Jason McIntosh

As the 2016 recipient of the Ruth Hart Memorial Scholarship, I chose to attend the Canadian Personal Property Appraisers (CPPA) course that was held in Mississauga from November 3-6, 2016. Our class learned about the different areas in which people might require Appraisals, including divorce, estates, high end art, antiques, insurance and financial, just to name a few.

There was a ton of information given to the class from the fantastic instructors. They were able to share with us some of the knowledge and experiences that they have had while working in the field.

During the course the instructors provided us with some real life case studies, examples of appraisals that they have done, and ones that they have seen done for us to be able to learn from. We were shown the correct way to complete a proper appraisal according to the guidelines that are set by Uniform Standard Professional Appraisal Practices (USPAP).

It was a great educational opportunity and I am glad that I had the opportunity to take this course. I would highly recommend it to anyone who is looking to diversify their auction career.

Thanks again to the AAO for providing the Ruth Hart Memorial Scholarship of \$1000 to allow auctioneers the opportunity to build on to their education. For more information on how to apply for the Ruth Hart Memorial Scholarship, please check out the article on the next page of this newsletter.

- Jason McIntosh

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*"Anyone who stops learning is old, whether at twenty or eighty. Anyone who keeps learning stays young."*  
- Henry Ford

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## Opportunities for Auctioneer Education

### *Apply for the Ruth Hart-Stephens Educational Bursary*

In 2003, the AAO founded an educational bursary aimed at promoting advanced professional development and continuing education for established auctioneers. The bursary was renamed in 2008, to honour the late Ruth Hart-Stephens. Ruth's untimely demise in December 2007, after 43 years in the auction business, left a gap in the auto auction world and the auction industry in general. Under the leadership of Ruth and her son Brad Hart, Manheim's Toronto Auto Auctions have been staunch supporters of the AAO. Ruth believed 100% in the auction method of marketing, the need for constant upgrading of professional knowledge and skills, and maximum effort in the auction ring.

In 2008, Alex Szczomak of Thunder Bay was awarded the bursary and chose to attend the Certified Estate Specialist (CES) program offered by the Education Institute of the NAA. In 2009, Shawn Gannaw was the bursary recipient and has commenced the three year program of studies for

the Accredited Auctioneer Real Estate (AARE) program with the NAA. Just ask these two recent recipients about their positive educational experiences when you meet them at the 2017 convention.

The Ruth Hart-Stephens Educational Bursary is presented annually to a deserving member in good standing who has applied for continuing education and professional development in an auction or auction-related field. The Bursary is for higher-level, academic knowledge and/or skill based education. The recipient of the Bursary is announced at the close of the convention at the President's Banquet. The Bursary award shall not exceed \$1000.

Applicants must be members in good standing and active in the auction industry. The Educational Bursary application form must be completed in full – incomplete applications will not be accepted. All funding from other sources must be declared on the application. The Bursary is not retroactive and cannot be applied against courses already completed. The application, all written reports,

submissions and supporting documents become the property of the AAO.

The deadline for submissions is December 31, 2016. Applications shall be received by the Secretary/Treasurer and screened for completeness. At the annual convention, applications will be judged by a panel made up of the President, the Past President and two current Directors.

If you would like to apply for the Ruth Hart-Stephens Educational Bursary for 2017, you may obtain an application form from the Secretary/Treasurer at:

**Secretary Treasurer AAO**  
**30959 Wyatt Road, RR # 6,**  
**Strathroy, ON N7G 3H7**  
**519-232-4138**

**Fax: 519-232-9166.**

[execdir@auctioneersassociation.com](mailto:execdir@auctioneersassociation.com)

**REMEMBER!**  
**SUBMISSION DEADLINE IS**  
**DECEMBER 31, 2016.**

*Be sure to read how winning this award helped Jason McIntosh in his career. See page 7 of this issue.*





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## Ferrari to auction off final LaFerrari for earthquake victims in Italy

Reprinted from *The Globe and Mail*  
by Jordan Chittley

Ferrari has built one final LaFerrari and will auction it off with proceeds going to help victims of earthquakes that devastated central Italy in August.

RM Sotheby's will auction the car during Ferrari Finali Mondiali weekend at the Daytona International Speedway in Florida to benefit the National Italian American Foundation's Earthquake Relief Fund.

This particular version was made as a gift to Italy and features a one-of-a-kind livery and interior with a plaque to commemorate the occasion.

The auction announcement – made by Ferrari chairman and CEO Sergio Marchionne – came shortly after a 6.2-magnitude earthquake on Aug. 24 hit Amatrice, a town about 100 kilometres northeast of Rome, killing 292 people and leaving thousands homeless. Since then, a number of other quakes have hit the region.

## 2017 Trade Show

Our 2017 Convention is just around the corner and where better to educate and network with our many service providers than the Trade Show! This year the Trade Show will open at 8:30am to allow a little mingling before the President's welcome at 8:45am.

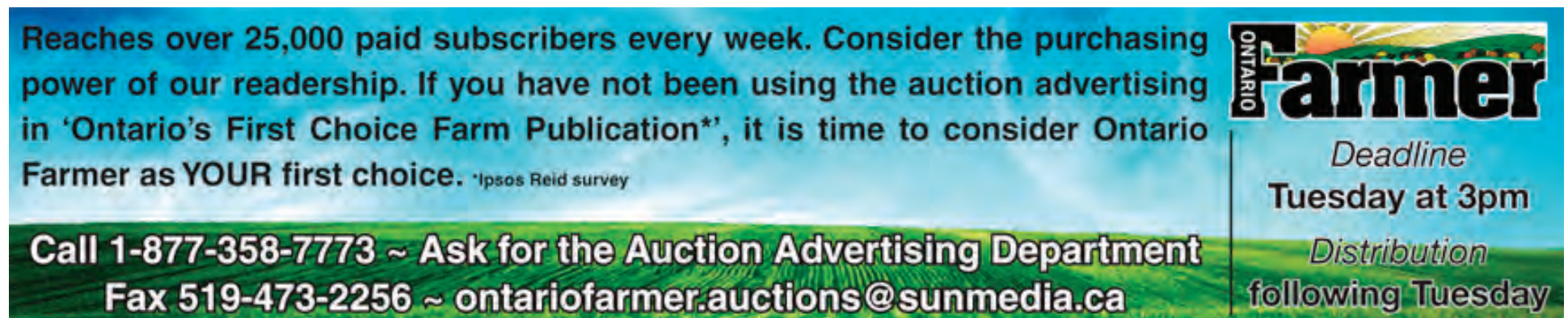
A few of our participants include:

Global Auction Guide. Launched in 2001, Global has been advertising auctions all across North America. Sarah Willsey will be on hand again this year to answer all your questions.

The Auction Advertiser. Thom McLauchlin started advertising Ontario auctions online in 1995. Since then he has grown to promoting more than 90 auctioneers with more than 20,000 weekly visitors. "We offer fast broad exposure of your ads and an unsurpassed level of trusted service."

Auction Flex. Kris Kennedy will be with us this year and will be speaking about Auction Flex and all its benefits to your auction business.

*These and many more will be available at your finger tips to help you in any way they can in Expanding our Horizons.*



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## 2017 Convention Speakers *Expand our Horiozns!*

*This year's AAO Convention presents five speakers to inspire, inform and motivate*

Thursday, February 16 at 7:00 pm  
Farah Mohammed  
OMVIC (Ontario Motor Vehicle  
Industry Council)



*In her role as Education Officer with the Ontario Motor Vehicle Industry Council, Ms Mohammed works towards meeting the organization's mandate: To maintain a fair and informed marketplace by protecting the rights of consumers, enhancing industry professionalism and ensuring fair, honest and open competition for registered motor vehicle dealers.*

Seminar attendees will learn about  
OMVIC

- Registration Requirements
- Registration Exemptions; estates
- Curbsiders and how to avoid doing business with them
- Consignment agreements and trust accounts
- Code of Ethics (Regulation 332/08)

Friday, February 17 at 9:00 am  
Kelly Batesman  
Social Media

*Social media — there's no avoiding it. And do you really want to anyway?*

Learn more about the popular forms of social media, how to avoid some pitfalls and how to use it to enhance your business.



*Social media is the ultimate equalizer. It gives a voice and a platform to anyone willing to engage. Amy Jo Martin*

Friday, February 17 at 10:30 am  
Manson Slik  
Real Estate Auction



*Manson Slik, CAI, AARE, CES, CPPAG, CRTS, SRES, Broker/Partner/Consultant, Gordon's Estate Services Ltd. / MaxSold.com. A Real Estate Broker and Auctioneer, Manson has sold over 3000 properties, is the lead course instructor for the National Auctioneers Association "Accredited Auctioneer of Real Estate" designation program and sits on the NAA-AARE committee. The lead instructor and Canadian Course Manager for the CRTS Certification Program, Manson has taught, spoken and consulted in 20 US states and 4 Canadian provinces.*

Manson is a Partner at Gordon's Estate Services Ltd. Gordon's Estate Services operates as an integrated real estate and downsizing company that serves about 250 families per year across Ontario. In 2009 Manson and his 2 business partners founded MaxSold.com. MaxSold conducted over 3000 personal property auctions in 2016 and currently operates in 3 provinces and 12 US states.

Manson is a Past President of the Auctioneers Association of Ontario.

*More speakers on next page*



# AAO Convention 2017 Program – "Expanding Our Horizons"

## *Cobourg Inn & Conference Centre, 930 Burnham Street, Cobourg, ON*

DATE	TIME	EVENT DESCRIPTION	NOTES
Thursday Feb. 16	3:00 pm - 9:00 pm	Registration desk opens & guest check-in	Northumberland Room
	4:00 pm	Board of Directors Meeting	Boardroom
		Dinner on your own	
	7:00 pm - 8:30 pm	OMVIC, Farah Mohammed	Northumberland Room
	9:00 pm- 11:00 pm	Meet & Greet	Hospitality Room
Friday Feb. 17	8:00 am	Breakfast on your own	
	8:45 am	Welcome, Greetings President Frances Fripp	Ballroom B
	9:00 am	Kelly Batesman, Social Media	Ballroom B
	10:15 am - 10:30 am	Coffee Break	
	10:30 am	Manson Slik	Ballroom B
	11:45 am	Trade Show Reps	Ballroom B
	12:00 pm	Buffet Lunch	Arthur's
	1:00 pm	Gail Scott, Motivational Speaker	Ballroom B
	2:00 pm	Auction Flex	Ballroom B
	3:15 pm	Coffee Break	
	3:30 pm	AAO Annual Meeting	Ballroom B
	5:30 pm - 7:30 pm	Dinner on your own	
	7:30 pm - 1:00 am	AAO Fun Auction	Ballroom B

DATE	TIME	EVENT DESCRIPTION	NOTES
Saturday Feb. 18	7:00 am - 8:30 am	Breakfast on your own	
	9:00 am	Auctioneers Competition - Registration	Stapleton's Auctions
	10:00 am	Auctioneers Competition - Briefing	Stapleton's Auctions
	10:00 am	Auction Begins	Stapleton's Auctions
	10:30 am	Competition Begins	Stapleton's Auctions
	5:00 pm - 6:00 pm	Cocktail Hour	Ballroom B
	6:00 pm - 7:30 pm	President's Banquet	Ballroom B
	8:00 pm	Entertainment	Ballroom B
	9:00 pm - 10:00 pm	AAO Awards Ceremony	Ballroom B
Sunday Feb. 19	8:00 am- 10:00 am	Good Ideas Breakfast	Arthur's
	10:00 am	Fond Farewells	



Convention 2017 registration and Auctioneers' Competition registration are on page 15/16.

## About our Convention Hotel

The 2017 edition of the AAO Convention will be held at the Cobourg Inn & Convention Centre (Best Western), 930 Burnham Street, Cobourg, ON K9A 2X9. It is easy to find and there is lots of parking on site.

You may reserve your rooms in the AAO block by calling (866)COBOURG.  
(905-372-2105 or FAX 905-372-5905)

Directions to Stapleton Auctions will be available at the convention registration desk.

*Come and enjoy the show!!!*

## Nikon Camera Sold at Auction - \$406,000

*Reprinted from Tech Crunch*

A piece of photographic history just sold at auction for \$406,000. The Nikon One was the third production camera — as in the third actual camera it built — from the now-famous company, and it's the oldest one known to still be around today.

Nikon began as a optics company, Nippon Kogaku K.K., in 1917, and made a few lenses and even worked on a Canon body in the 1930s. But 1948 was the first year it made its own cameras, starting with the One or I, of which less than a thousand were made. It's an interchangeable-lens rangefinder, and the lens included is also an old one: the 11th Nikon ever made, a 50mm f/2 that collapses back into the body. Engraved on the bottom, rather prominently, is "MADE IN OCCUPIED JAPAN," a rather chilling reminder of the times in which this camera was made.

The starting price for this historic camera was €90,000, and it was estimated to go as high as €180,000; it eventually sold for €384,000, (approximately the aforementioned \$406,000), inclusive of the fees and premiums.

## Register for Convention 2017 - Feb. 16 – 19 "Expanding Our Horizons"

There are four options available for participation in the convention.

**1. The Weekend Plan (WP)** covers convention meals (excluding breakfasts) and events, including the banquet and special Sunday breakfast. Feb. 16 - 19

Weekend: (WP) No. of A.A.O. Members/Guests \_\_\_\_ @ \$165.00 / Person = \$ \_\_\_\_

**2. The Friday Only Plan (FP)** covers lunch and events on Friday only. Feb. 17

Friday Only: (FP) No. of People \_\_\_\_ @ \$100.00 / Person = \$ \_\_\_\_

**3. The Banquet Only Plan (BP)** covers dinner on Saturday evening only. Feb. 18

Banquet Only: (BP) No. of People \_\_\_\_ @ \$70.00 / Person = \$ \_\_\_\_

Competitors FREE

**4. Spousal plan (SP)**

Spousal (Full package) (SP) @ \$125.00 = \$ \_\_\_\_

**FINAL TOTAL:** \$ \_\_\_\_

Payment by: Visa \_\_\_\_ Mastercard \_\_\_\_ Cheque \_\_\_\_

Make cheque payable to the Auctioneers Association of Ontario.

Card No. \_\_\_\_\_ Expiry Date \_\_\_\_\_

Name on Card: \_\_\_\_\_ Signature \_\_\_\_\_

Bring a GUEST! Please fill out the information below and indicate beside each name which plan applies to that person,

Your Name: \_\_\_\_\_

Guest Names: \_\_\_\_\_

Address: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Please submit your registration form ASAP by email or mail to:

Auctioneers Association of Ontario

R. R. 6, 30959 Wyatt Rd. Strathroy, ON N7G 3H7



Auctioneers Association of Ontario

# 2017 ONTARIO AUCTIONEERS CHAMPIONSHIP

Presented by: ADESA Canada



Ontario Farmer  
The Woodbridge Advertiser  
Canadian Auction College

Saturday, February 18, 2017 at 10:00AM

Please have entries submitted by Wednesday, February 15, 2017.

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ Postal Code: \_\_\_\_\_

Telephone: \_\_\_\_\_ Email: \_\_\_\_\_

Entries and Payment (please check one):

\_\_\_ Experienced - Non-members: \$300    \_\_\_ Experienced - Members: \$150

\_\_\_ Intermediate -Members: \$100    \_\_\_ Non-members: \$250

\_\_\_ Novice - Non-members: \$100    \_\_\_ Novice - Members: FREE

Payment:

Cheque ( )    Visa ( )    Mastercard ( )

Cheques to:

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RR#6, 30959 Wyatt Road  
Strathroy, ON N7G 3H7

Card Number: \_\_\_\_\_ Expiry: \_\_\_\_\_

Name on Card: \_\_\_\_\_

Signature: \_\_\_\_\_

I've read and agree to the rules as stated beside this entry form. \_\_\_\_\_ Entrant's Signature

## RULES: 2017 ONTARIO AUCTIONEERS CHAMPIONSHIP

- There will be a "People's Choice" award judged by the audience at the Competition.
- The Top 3 Winners in the Experienced Division will be awarded with a cash prize. The Champion will receive a Gold Ring donated by the *Woodbridge Advertiser*, along with a trophy donated by the *Ontario Farmer*. Cash prizes will be: \$1000 for Champion, \$500 for reserve, \$300 for first runner-up. Prize money has been donated by ADESA Canada.
- The Top Novice ( two years or less experience) will receive a trophy donated by the Canadian Auction College and an additional year membership to the Auctioneers Association of Ontario. The Runner-up will receive a plaque.
- If there are 5 competing Women, a Women's Championship will be awarded. The Women's Champion will receive a trophy plus \$500, Reserve will receive \$250. This award is sponsored by the Canadian Auction College.
- If there are 5 competing Intermediates (2-6 years experience) the Top Intermediate will receive a trophy plus \$300, Reserve will receive \$150.

### Rules:

- All contestants must be present at 9:00a.m. on Saturday, Feb. 18, 2017 at STAPLETON AUCTIONS, 4532 Hwy 2, Newtonville, ON to complete registration and draw for positions.
- All contestants must bring with them two (2) donated articles with a perceived value of \$25 each. Failure to bring items will result in an additional \$50 fee.
- Contest will be overseen by a panel of 5 judges.
- Each contestant will sell an equal number of items in the first go-round.
- The top 5 contestants in the Novice, and the top 8 contestants in the Experienced achieving the highest scores will be selected to go on to the short-go round.
- The Olympic Average will be used in scoring with the highest and lowest scores being excused, and then the remaining three being used in the average.
- Former Champions in any given category are not eligible to compete in divisions they have already won for five years.
- ALL Prize winners MUST attend Presidents Banquet to collect prizes. (Note: Competitors are FREE)
- Contest open to Canadian Auctioneers who currently reside in Canada.

**For more information or further questions,  
please contact the AAO office at 519-232-4138**



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