

The Ontario Auctioneer

Official Newsletter
of the
Auctioneers Association
of Ontario

President's Message	1
Board of Directors	2
Online Auction Results	4
Exotic Animal Sales	5
HST Guidelines	6
What Customers Want	8
AAO Summer Fun Day	11

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COMING UP... AAO AGM and Convention 2018

Waterloo, ON
Thursday, February 22
to
Sunday, February 25



Auctioneers Association of Ontario

S U M M E R 2 0 1 7

President's Message

Greetings All,

Another very busy year is getting away on us again. We've had a good spring with farm equipment sales being fairly strong. Household furniture was very strong this spring. Every year it seems, from about June through August, household contents are more difficult to sell, with all the garage sales and people heading to their cottages. As well, lots of people are taking their summer vacations.

Summer is here now, hopefully, finding many of you prepping to enjoy some down time with your families and friends, or just planning on taking some time to have to yourself. Whatever you have planned, enjoy it!

Also, I want to invite you all to our 2nd annual AAO summer BBQ get together. It will be a great way to connect with our members in between our annual conventions. We welcome your industry ideas and your appetite!

Your board is working hard for you trying to find new ways of better communicating with our membership. Also, we are working hard on renewing delinquent memberships and trying to recruit new members, as we realize

Continued on page 4



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Maud Lewis painting found in thrift shop sold online for \$45,000

Do you know the story of Maud Lewis? It's a fascinating part of Canada's cultural history. In March of this year, one of Maud's paintings, *Portrait of Eddie Barnes and Ed Murphy, Lobster Fisherman, Bay View, N.S.*, was discovered in a thrift shop donation bin in New Hamburg, NS. A volunteer at the store recognized the work and had it appraised - at a value of \$16,000. The painting was offered for sale through an online auction and ultimately fetched \$45,000. Although bidding at one point reached \$125,000, that bid was deemed to be in bad faith so bidding was stopped and restarted.

Maud (1903-1970) was seriously crippled by juvenile rheumatoid arthritis. Her childhood was relatively prosperous and she was encouraged in art and music by her family. Following her parents' deaths, the family home was sold but Maud received nothing from the proceeds. She went to live with an aunt but soon responded to an ad for a housekeeper for a local fish monger, John Lewis. Despite Maud's handicaps, she was hired and not long afterwards, John and Maud married. John took responsibility for all household chores while Maud painted folk art. Her small cards and paintings were sold on John's sales route, usually for 25¢. Later in her career, her work sold for a dollar or two. The Lewis lived in poverty, in a tiny cabin which Maud covered with her artwork. To learn more about Maud, visit: www.artgalleryofnovascotia.ca/maud-lewis

there is strength in numbers.

We are also currently working on planning and organizing our 34th Annual Meeting and Conference of the Auctioneers Association of Ontario which will be held in Waterloo, ON from Thursday to Sunday, February 22nd-25th, 2018. We will be hosting the auctioneers competition at the Bowman Auction Centre in Wallenstein, ON. If you have any ideas or interests on topics or speakers for the upcoming convention, I would be happy to hear from you. I am looking forward to seeing you all at our summer event and the convention.

See you soon,

Gerald Bowman
AAO President

2nd Annual AAO Family Fun Day August 13

See the invitation on page 11 of this issue and RSVP to Ken McGregor ASAP.

Hope to see you there!

Exotics Could Face Limits

Province takes first step toward limiting sale, ownership of exotic animals

Reprinted from the London Free Press, Tuesday, May 23, 2017

Monkeys, kangaroos and camels are brought into the ring as the auctioneer bellows into his microphone, sharing interesting tidbits to drum up interest among the few hundred people gathered at a venue northwest of Toronto.

Bids come fast and furious from potential buyers, who include owners of small private zoos as well as individuals looking for an exotic pet.

At one point, two baby alligators measuring about 30 centimetres long and held in separate plastic containers, become the centre of attention. "These will grow to 1000 pounds (453 kgms.) and they will be 13 feet (3.9 m.). OK, so they might not fit into your bathtub at home anymore at some point," the auctioneer tells the crowd.

Tim Height, the organizer of the semi-annual Tiger Paw Odd and Unusual Auction, then grabs the microphone. "Something I didn't do, and I slipped up at the start of this auction, but you need to know whether you can keep this stuff in your area," he says. "You need to know your bylaws. A lot of places have bylaws against some exotic animals, so pay attention to the bylaws."

Height's warning underscores the shifting landscape of regulations on exotics in Ontario, where buying and selling exotics -- wild animals taken from their natural habitat or bred in captivity and not native to Canada -- is legal.

The province now says it is considering new exotic animal laws. The government took the first tangible steps towards that goal this month, when bureaucrats

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met with academics to discuss the state of animal welfare laws in the province.

A spokesperson for Community Safety and Correctional services minister Marie-France Lalonde called the two-day meeting “an important milestone.”

“[It] has provided the ministry with important insights that will inform its work with key partners in the coming months to determine the appropriate course of action related to exotic animals,” Dorijan Najdovski said in an email.

The province is looking at regulating the sale, trade and ownership of exotic animals, he said.

Some meeting participants said there was much discussion about Ontario moving to a so-called positive list, where only a small number of animals are allowed -- usually domestic animals such as cats and dogs. Many jurisdictions have prohibited certain animals, but activists argue those are hard to enforce.

HST

There are only two guarantees in life, death and taxes! And we can neither defer nor escape either one of them!

We have had recent correspondence about Harmonized Sales Tax (HST), how it applies and to whom it applies. In this three part series, we would like to explore the basics of HST and a couple exemptions to the rule.

In the province of Ontario, if your business makes over \$30,000 annually, you have to register for and charge HST. Basically, if you sell goods and services in Canada, you must charge, collect and remit the HST.

Ever since Harmonized Sales Tax was introduced in 2010, there has been many discussion and debates on who, and what services, Auctioneers apply it to. In 2005, the Government of Ontario and the Canadian Revenue Agency (CRA) updated policies regarding the application of HST by auctioneers. A PDF copy of this fact sheet can be found on the CRA website under GI-010-Auctioneers. It can also be found on the AAO website under Latest News.

This is a great sheet to review and have on file for reference. It provides a few different examples of what "Goods Sold and Services Provided by Auctioneers" you should be collecting tax on.

In Part Two, we will take a look at one of the few exemptions to HST that you may run into and how to deal with special rated clients.

Happy Auctioneering,
Your Legal and Legislative Committee



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Starburst "All Pink" Packs Show Importance of Giving Customers What They Want

A recent online article brought home something that we ourselves have also taken notice of during auctioneer conventions the past few years:

<https://smallbiztrends.com/2017/03/giving-customers-what-they-want.html>

We usually buy a couple pounds of assorted starburst candy to lure auctioneers to our booth during these events. Few people can resist a quick shot of sweet sugar to perk themselves up before another riveting session on Auction Law (sorry, Mike Brandly and George Michalek). But with hours of time to study the choices auctioneers make, we have noticed the pink and red ones are always gone first, leaving the yellow ones to last. So how does that relate back to online marketing services?

Over the 17 years we have been working with auctioneers, we have always been asked for extra services. But in the past couple years the question,

"Can you do ____ for me?" has become nearly deafening.

In mid 2016 we took a long hard look at our company and the services we provide, and decided it was time to shift

our focus and direction to provide a much more diverse offering of marketing services. Global Auction Guide was to become a digital marketing agency. This is how Global Auction Marketing Solutions, known as Global AMS for short was born.

Rather than working diligently to increase

on the 1,000 plus auctioneers using our website advertising platforms, we would now concentrate on helping auctioneers wanting more services and to do their online marketing for them. With four of our staff attending the NAA AMM course in the past year, we felt it was time to take the experience and skills we had marketing our own business online and share

Continued on next page



that with auctioneers.

While Facebook marketing may be the pink starburst of 2017, there are also many other online options for advertising that you may be unaware of or simply don't have the time or skill sets to take full advantage of. This is where Global AMS comes in.

We are able to give you a custom quote on single event packages tailored to your advertising budget, or monthly branding packages that review your current online marketing and then help you get the most exposure for your company and attract new sellers. Global AMS staff have a diverse advertising background, both online and offline (remember newspapers?) and are tasked with getting you the most exposure and ultimately, click-throughs back to your company and events.

While we have done a very quiet soft roll out of these new services, there are already auction companies who have added Global AMS as part of their marketing team rather than hiring yet another staff member. Small growing auction companies have been utilizing Global AMS for individual events when the need arises.

While GlobalAuctionGuide.com will continue to attract millions of visitors to your sales, Global AMS is here to help you with all your online marketing, including the pink starbursts.

Dwayne Leslie
President and CEO
Global Auction Guide Media Group



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