

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 8



AAO Annual General Meeting

Please be advised that the Annual General Meeting of the Auctioneers Association of Ontario will be held in Ontario Ballroom of the Holiday Inn, 30 Fairway Road, S., Kitchener, ON on Friday, February 23rd, 2018 starting at 3:30 pm. All resolutions must be in the hands of the Secretary before February 15th, 2018 to be dealt with at this meeting.



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President's Message

Greetings Fellow Auctioneers,

I hope this message finds you all well and getting into the Christmas spirit. I had a reminder of another busy year when I started to hand out 2018 calendars and realized that I had not finished my plowing for the year. With snow in the forecast, I would suggest that you have your snowblowers ready or at least have a good handle in your shovel.

It is time to get geared up for another educational convention. This year we will be at the Holiday Inn, Fairway Road, Kitchener, from Thursday, February 22nd to Sunday, February 25th. This newsletter has all the details. I am looking forward to seeing you again and hope that all of you will try to attend this year. This is one of the highlights of my year because I have learned so much by talking to the auctioneers of so many types of auctions. The contacts and the networking are priceless.

We have had a good year and a great time working with a fantastic Board of Directors who know the value of serving in spite of giving up

time from their busy schedules. On their behalf, I, as your President, invite you to see the fruits of their labours at Convention '18.

I want to wish you and yours a good Christmas Season. Thanks to each of you, AAO has continued for another prosperous year.

See you soon?

Gerald Bowman
AAO President



HST - Part 3 - *To Tax or not to Tax?*

In 2010 the Canadian Government took a leap forward in efforts to simplify the tax schedule in Ontario resulting in what we all know today as the Harmonized Sales Tax (HST). We have discussed the basics of charging HST for services and products sold.

"As auctioneers and business owners in Ontario, the Canadian Government along with the Canadian Revenue Agency (CRA) has granted us immunity to this HST as long as we do not generate more than \$30,000 in gross revenue annually. CRA website "GI-010-Auctioneers", also available on the AAO website.

We have also discussed one exemption to the rule, Ontario First Nations Point-of-Sale Exemption. *"Effective September 1, 2010, Status Indians, Indian bands and councils of an Indian band are entitled to an exemption from paying the eight per cent Ontario component of the HST on qualifying property or services at point of sale."*

Now that we have outlined if we have to collect taxes and to whom we can charge them, it leaves the question, is there any

item(s) out there that we do not charge taxes on? Of course there is, these items are classified as "Zero-rated" (0% HST).

One example of this is something we all buy, food! All fresh produce at the grocery store, fruits and vegetables, meats, dairy, eggs and anything from the bakery is all purchased tax free. Coincidentally the equipment used to produce our food, farm equipment, is classified as zero-rated at point of sale.

Farmers typically do not collect tax on their sales, but they still pay the HST on their taxable purchases. In recognition of potential cash flow problems, certain agricultural equipment is specifically identified as being zero-rated. The list of selected agricultural equipment is generally limited to major equipment of a type purchased exclusively by farmers. Farm equipment supplied by way of sale is zero-rated where the equipment meets certain design criteria or specifications (e.g., size, capacity or power). Where the criteria or specifications are not

Continued on next page



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met, the equipment is subject to HST.

Listed below is a brief overview, the full detailed info sheet can be found on the Government of Canada's website under "GI-051 Zero-Rated Farm Equipment".

For convenience, zero-rated farm equipment is grouped into seven categories. These types of farm equipment will be zero-rated where the design criteria and specifications listed below are met.

Tractors; designed for farm use and rating of at least 60 PTO h.p.

Harvesting equipment; self-propelled, pull-type or tractor-mounted combines, forage harvesters, fruit or vegetable pickers, including headers and pickups. swathers and wind-rowers.

Tillage equipment; mouldboard and disc plows with three furrows or more, field cultivators, discers, subsoilers, pulverisers, harrows and packers with an operational width of at least 2.44 m (8 feet). Rototillers of at least 1.83 m (6 feet);

A farm equipment dealer sells two separate 4.5 foot harrow sections. The sale of the two separate 4.5 foot harrow sections is taxable. If, before the sale, these two separate harrow sections are attached to a drawbar, harrow cart or other apparatus to create a complete unit with an operational width that measures at least 2.44 m (8 feet), then the complete unit will be zero-rated.

Seeders and planters; airflow seeders, grain or seed drills of at least 2.44 m (8 feet) and row-crop or toolbar seeders or

planters designed to seed two or more rows.

Haying equipment; mower-conditioners; rakes; tedders; conditioners; wind-row turners; balers; throwers, elevators or conveyors; silage baggers and round bale wrapping machines

Grain handling or processing equipment; grain bins not more than 5,000 bushels. Stationary or transportable grain augers, conveyors and elevators. Self-propelled or farm tractor-powered feed mills, mixers or carts.

Miscellaneous property; Mechanical rock or stone pickers; forage blowers; silo unloaders; self-propelled, tractor-mounted or pull-type agricultural wagons or trailers designed for off-road handling and transporting of grain, forage, livestock feed or fertilizer, and use at speeds not exceeding 40 km per hour. Fully operational milking systems consisting of a receiver group, vacuum supplier, pulsators and related equipment including a bulk milk cooler. Automated and computerized farm livestock or poultry feeding systems. Self-propelled, tractor-mounted, cultivator-mounted or pull-type field sprayers at least 300 L (66 gallons); pesticide applicators, fertilizer and liquid or dry manure spreaders.

As with everything, there are exceptions to the rules; Farm Equipment Accessories! Some examples include loader tractor attachments such as buckets; bale forks; pallet forks. Wagon undercarriages or running gear and tool boxes.

When zero-rated farm equipment is sold together with any other accessories or equipment that is normally taxable, the supply of such accessories or equipment will be zero-rated, provided they

Continued on page 8



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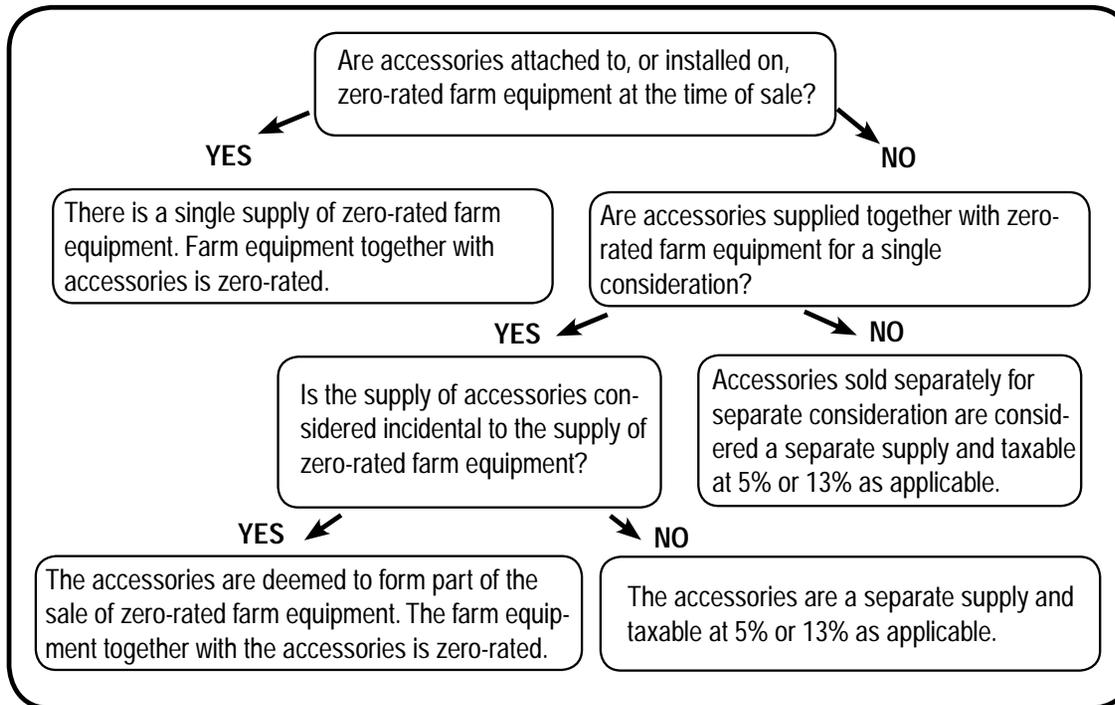


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are attached to or installed on the zero-rated farm equipment at the time of sale and form part of the unit. When accessories are not sold together with zero-rated farm equipment, such accessories will not be treated as part of the zero-rated equipment. They will be taxable in the normal manner.

Below is a simple yes/no chart to clarify if an accessory is zero-rated or not.



There is a lot of information out there and the Government of Canada and the Canadian Revenue Agencies websites are great resources to help. We welcome and encourage your feedback for future discussions.

Have a Merry Christmas and a Happy New Year and enjoy the holiday season surrounded by family and friends. As always, happy auctioneering and see you all in February at the convention.

Your Legal and Legislative committee,
- Jon Wilson

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- John Steinbeck



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AAO Director Named one of London's "Top 20 Under 40"

On November 9th, Christina St. Clair was honoured as one of London's "Top 20 Under 40", an annual award presented by *London Inc.* magazine. As well as being a busy mother and partner in Haymach Canada Inc, a thriving restaurant supply service, auction house and appraisal company, Christina is also a director for the Auctioneers Association of Ontario. Congratulations Christina!

Reprinted from London Inc. magazine. For full size article visit: http://www.myvirtualpaper.com/doc/london-magazine/linc_november_2017_vp/2017102601/#74



Your AAO directors have been hard at work planning the 2018 AAO Convention, coming up February 22 to 25 in Kitchener, Ontario. This year's convention theme is "Dedicated to your Success" and you'll be sure to find lots of information, ideas and events to help you make your business more successful.

Christina St Clair
Owner and Appraiser,
Haymach Canada Inc. | 33

WHY SHE'S TOP 20
After spending years helping to build a family firm, St Clair boldly stepped out to quickly and successfully build her own business, while maintaining a commitment to community-building.

GUILTY PLEASURE
"Drinking wine and watching *The Bachelor*"

SAY YOU HAVE a great idea for a restaurant. You've got staff, a solid menu and a great location. The last piece of the puzzle? A perfect kitchen. Where do you go for that? If you ask Christina St Clair, she'll tell you that Haymach Canada, which she owns with her husband, Kevin, should be your first stop. The company, launched in 2016, is a restaurant supply store, auction house and appraisal service.

"My husband has the biggest passion for restaurant equipment you've ever seen. It's crazy," she says, adding that while other equipment stores are often just "order takers," Haymach customers work with people who have an outsized passion for kitchens.

"We're both foodies. Everyone on my staff has a passion for food," she says. "We will help you figure out what you need, and if we don't know, then we're going to figure it out."

For foodies like St. Clair and her husband, London is a great location for their business. "There's so many new restaurants opening up," she says. "Our customers love coming in here. It's like a candy store to them."

Growing up in a family auction business, and with a background as a personal property appraiser and auctioneer, the entrepreneurial drive has been present in St. Clair's life for just about as long as she can remember. "Two years ago, we said to ourselves, 'Should we get jobs or should we keep going with the self-employment thing?'"

The answer, to her, was obvious. If they wanted the freedom to travel, to take control of their own schedule and to be there for their kids (the business is named after their three young children, Hayden, Max and Zach), running their own business was the way to do it.

Always learning and always seeking new and better operational efficiencies, St. Clair says the demands of growing a young business have offered up an unexpected personal lesson or two, including the importance of not neglecting mind and body.

"I've learned that I just need to listen to my body," she says. "If my body says sit down, you just sit down."



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 2018 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, 2017. 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

**REMEMBER: SUBMISSION DEADLINE
IS DECEMBER 31, 2017.**

AAO Convention 2018 - *Dedicated to your Success*

Trade Show

Our 2018 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 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." Thom McLauchlin.

These and many more will be available at your finger tips to help you in any way they can. Please remember that we are "Dedicated To Your Success"

2017 Member of the Year

Each year, AAO affords the opportunity for its members to select a person who has given outstanding service to the Association over the past year(s). **Nominations should be made to the AAO secretary before January 1st, 2018.** Documentation should accompany this nomination.

Fun Auction

Once again the fun auction will be held on the Friday night of the AAO auctioneers' convention. It is always an entertaining evening when you can watch anybody who is interested, sell in preparation for the competition on Saturday, or just for fun. There are so many good items offered for sale including gift baskets of local produce from all over Ontario, a CPPAG course, some delicious home baking, and that rare item that you can't live without.

We hope to see all your smiling faces at the convention!

-Gerald Cryderman Memorial Award-

Each year, AAO is pleased to offer this perpetual plaque to the member submitting the best "Sales Bill" with the AAO logo on it. This year, it has been determined that the best website shall be also considered as a submission for this award. The AAO logo must appear on the home page of the website or sales bill for consideration of the winner.

Nomination and submissions for this award are due by January 5th, 2018 and should be sent to the secretary with complete documentation.

Perhaps YOUR business will be recognized for excellence in advertising this year!

Gerald Cryderman was a past-president of AAO and knew the importance of quality advertising.

AAO Convention 2018 - *Dedicated to your Success*

About the Presenters:

Matthew Flagler - February 22, 7:00 pm

Matthew is presently a Loss Prevention Representative for a Farm Mutual Insurance Company located in Central Ontario, a position that he has held for the past 16 years. In addition to conducting site inspections of residential, agricultural, agri-business, and commercial risks, he is a WETT-Certified Inspector and possesses a Site Basic Inspection certificate from the Canadian Oil Heating Association (COHA). Matthew recently completed a rigorous study of the curriculum required to be considered as a Chartered Insurance Professional (CIP) and is awaiting his induction into that Society. He holds a B.Sc. degree in Business Operations. Previously, Matthew was a proud member of the Fire Service in Ontario. He grew up around agriculture and is an avid attendee of auctions in and near his home town of Peterborough, Ontario.

Tammy Kimmell - February 22, 7:00 pm

Tammy Kimmell began her career 10 years ago in Commercial Lines Claims at a large national brokerage and joined Pearson Dunn Insurance Inc. in 2012 as a Commercial Account Manager, working with small- and medium-sized commercial risks. She has managed the AAO Insurance Program since April 2014.

Frances Fripp - February 23, 9:00 am

Frances will be speaking on benefit auctions and the many reasons for becoming involved.

Brent Shackleton - February 23, 10:30 am

Brent will be speaking on "branding", its importance to your business, and how create and maintain your brand.

Michel "Hoss" Bertrand - February 23, 1:00 pm

Michel "Hoss" Bertrand has been an auctioneer since 1993. Hoss has owned The Toronto Great Nostalgia and Vintage Toy Expo show for the last 7 years. He is an avid collector of all things nostalgia, vintage toys and general store advertising. He has seen many changes in the industry over his career and would like to share some of his insight into the world of nostalgia and vintage toys.

Jerry Ruth - February 23, 1:00 pm

Jerry will be speaking on the characteristics of various woods found in items commonly offered for auction.

Stephen Penney - February 23, 2:00 pm

Stephen Penney is a partner at Lennox & Penney LLP in Cambridge, Ontario. Prior to joining John in 2013 Stephen articulated with a large Atlantic Canada law firm and practised with a mid-size law firm in St. John's. Stephen serves both individual and business clients in a variety of matters including residential and commercial real estate transactions, commercial leasing, and corporate and commercial law matters. Stephen is a member of the Shades' Mill (Cambridge) and Waterloo Law Associations, as well as the Ontario and Canadian Bar Associations.

AAO Convention 2018 Program – "Dedicated to your Success"

Holiday Inn, 30 Fairway Road, Kitchener, ON

DATE	TIME	EVENT DESCRIPTION	NOTES
Thursday Feb. 22	3:00 pm - 9:00 pm	Registration desk opens & guest check-in	Ontario Ballroom
	4:00 pm	Board of Directors Meeting	Erie Rook
		Dinner on your own	
	7:00 pm - 8:30 pm	Insurance needs for Auctioneers Michael Flagler & Tammy Kimmell	Ontario Ballroom
	9:00 pm- 11:00 pm	Meet & Greet	Michigan Room
Friday Feb. 23	8:00 am	Breakfast on your own	
	8:45 am	Welcome, Greetings President Gerald Bowman	Ontario Ballroom
	9:00 am	Benefit Auctions, Frances Fripp	Ontario Ballroom
	10:15 am - 10:30 am	Coffee Break	
	10:30 am	Branding, Brent Shackleton & Company	Ontario Ballroom
	11:45 am	Trade Show Reps	Ontario Ballroom
	12:00 pm	Buffet Lunch	Ontario Ballroom
	1:00 pm	Product knowledge Panel - woods, toys, customs broker	Ontario Ballroom
	2:00 pm	Legal Issues with Auctioneers Steven Penny	Ontario Ballroom
	3:15 pm	Coffee Break	
	3:30 pm	AAO Annual Meeting	Ontario Ballroom
	5:30 pm - 7:30 pm	Dinner on your own	
	8:00 pm - 1:00 am	AAO Fun Auction	Ontario Ballroom

DATE	TIME	EVENT DESCRIPTION	NOTES
Saturday Feb. 24	7:00 am - 8:30 am	Breakfast on your own	
	9:00 am	Auctioneers Competition - Registration Begins	Bowman's Auctions
	10:00 am	Auctioneers Competition - Briefing	Bowman's Auctions
	10:00 am	Auction Begins	Bowman's Auctions
	10:30 am	Competition Begins	Bowman's Auctions
	5:00 pm - 6:00 pm	Cocktail Hour	Waterloo Rotunda
	6:00 pm - 7:30 pm	President's Banquet	Waterloo Salon AB
	8:00 pm	Entertainment	Waterloo Salon AB
	9:00 pm - 10:00 pm	AAO Awards Ceremony	Waterloo Salon AB
Sunday Feb. 25	8:00 am- 10:00 am	Good Ideas Breakfast	Ontario Ballroom A
	10:00 am	Fond Farewells	

About our Convention Hotel

The 2018 edition of the AAO Convention will be held at the Holiday Inn, 30 Fairway Road, S., Kitchener, ON. It is easy to find and there is lots of parking onsite.

You may reserve your rooms in the AAO block by calling 1-877-660-8550 or 519-893-1211.

Directions to Bowman Auctions will be available at the convention registration desk. Come and enjoy the show!!!

Auctioneers' Competition Rules & Registration and Convention Registration on pages 15/16.



Auctioneers Association of Ontario

2018 ONTARIO AUCTIONEERS CHAMPIONSHIP

Presented by: ADESA Canada



Ontario Farmer
The Woodbridge Advertiser
Canadian Auction College

Saturday, February 24, 2018 at 10:00AM

Please have entries submitted by Wednesday, February 21, 2018.

First Name: _____ Last Name: _____

Address: _____

City: _____ Postal Code: _____

Telephone: _____ Email: _____

Entries and Payment (please check one):

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

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

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Card Number: _____ Expiry: _____

Name on Card: _____

Signature: _____

I have read and agree to the rules.

Entrant's Signature

RULES: 2018 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.

Rules:

- All contestants must be present at 9:00a.m. on Saturday, Feb. 24, 2018 at BOWMAN AUCTIONS, Wallenstein, 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 President's 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**

Phillips Makes History, Selling
Paul Newman's Rolex
The timepiece sold for a staggering \$17.8 million.

by Taylor Dafoe, October 27, 2017
Reprinted, in part, from ArtNet News

Observers knew that Paul Newman's Rolex watch, estimated to sell in excess of \$1 million, would be the highlight of Phillips's first ever U.S. watch auction yesterday. But no one expected the hand-crafted Daytona watch—which the late actor wore in movies, magazine shoots, and at parties—to sell for \$17.8 million, going to an unidentified buyer after 12 minutes of heated bidding.

The "Paul Newman" has won legendary status in the watch community, both because it is considered to be one of the most coveted timepieces in the world—the New York Times compared it to the Mona Lisa for the watch collecting world—and because, until the sale's announcement in June, few people outside of the Newman family knew where it was. It was first given to Newman by his wife, actress Joanne Woodward, who inscribed it with the message "DRIVE CAREFULLY ME."

Phillips had high expectations for their first New York watch auction. In 2014, the company brought on a world-renowned watch specialist, Aurel Bacs, who previously ran the watch department at Christie's before leaving to found his own consulting firm. "The watch market has been an extraordinary success story, and an extraordinary growth story," Phillips CEO Edward Dolman told ArtNet News earlier this year. It's the perfect example of a category that has benefited hugely from global wealth and global recognition."

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