

THE AUCTION BLOCK

Tennessee Auctioneers Association E-Newsletter | TnAuctioneers.com

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PRESIDENT'S MESSAGE

By Patti Baldini

I am a first generation auctioneer and have been in the auction industry since 1993, pre online auctions. I absolutely love this industry and when discussing my business platform, I often boast on the fact that I respect tradition and embrace technology. I think you will agree the auction industry has seen dramatic change over the past 10 years, and like it or not, that change continues to evolve.

We know this past year has proved to be quite challenging with some outside influences that have interrupted the way some auctioneers are used to doing business. No matter what side of the fence you're on, we all agreed the auction law needed some updates.

In 2018, a Task Force of thirteen professionals from other industries, as well as the auction industry, was formed to study our current auction law and then the Task Force was asked to make recommendations to "modernize" the current auction law. They did. In the end, the suggested updates to the law were supported overwhelmingly by the House and the Senate and the new law was signed by the Governor in the Spring of 2019.

Just when we thought everyone was in agreement to these updates in our auction law, we were met with a Temporary Restraining Order which was filed on June 28, 2019, just a few days before the new law was to take affect. The State of Tennessee did a good job in responding to the Restraining Order immediately. However, the Judge granted the Injunction, which blocked one of those important new recommended updates regarding "electronic" exchanges. So, now a new challenge has been presented to all licensed auctioneers in the State of Tennessee. The case will be heard in October of 2020.

There are many new updates to our auction law that have made it easier to enter this profession. Some of these updates to the law may seem confusing because some are vastly different from the previous law. At our TAA Winter Convention, we addressed some of these concerns. **Continued on Pg. 2**

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Suggestions are welcome for articles in future editions.

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President's Message Continued...

As an Association, we are trying to listen to you, the members. In order to do that, you must speak up. If you are not a TAA member, there has never been a better time to join so your voice can be heard. Remember, if you have never been a member, your first year is free, so let your colleagues know.

We have a strong Board of Directors, who are investing much of their time to try to improve the quality of life for our licensees, while promoting a high standard of value. However, they cannot do this alone. As a professional auctioneer you must be better informed. Learn the new law and know the law. Call one of the Board members or call me anytime. Our contact information is on the website: Tnauctioneers.com.

NEWEST HALL OF FAME RECIPIENT

On November 17-18, 2019, the Tennessee Auctioneer Association (TAA) held their annual convention in Nashville, a gathering of members and guests alike. On Sunday evening, Auctioneer and TAA Hall of Fame member James Gary presented the newest inductee to the Hall of Fame, Auctioneer David Allen, owner and founder of Nashville-based Music City Auction.

I think most people who know David Allen would say it's hard to catch him off guard. However, the Association managed to do just that! As David stated, "I was completely surprised". As the induction ceremony began, he was by his wife Lissa, daughter Cate, (son Jack was unable to attend), and his mother, Grace Allen, which was another surprise. When asked to comment on receiving our industry's most prestigious honor, David, replied he felt "overwhelmed and humbled."

In 1983, David received his college degree in Political Science from Rhodes College in Memphis, TN. After college, he eventually joined his father's business, acquiring décor for the international chain restaurant, TGI Fridays, traveling around the country, buying unique items at antique malls, flea markets and auctions. It was here that David got his first real exposure to live auctions and the auction process. In 2002 he attended the Nashville Auction School. He apprenticed under Auctioneer Wendell Hanson and received his license under the state of Tennessee in 2004. Additionally, he received his firm license and formed Music City Auction. He joined the



state's professional organization, the TAA and served as an at-large member two different terms, as Vice-President, and eventually serving as President of the TAA in 2018.

It was during this period that David became involved in the ongoing efforts to review, examine, and update the auction industry law in Tennessee. He attended regular committee meetings of the Tennessee State legislature, when those meetings were concerned with the auction industry.

In the summer of 2018, he served on the Legislative Task Force, created as a compromise for opposing factions within the auction industry. He ultimately helped craft the legislation that overwhelmingly passed the Tennessee legislature in the spring of 2019 and was signed by the Governor into law. Additionally, David, along with several other Tennessee auctioneers, assisted in the review of current auction questions and the creation of new questions for the state licensing exams for the various auctioneer designations.

So, let's welcome David Allen as our newest inductee into the TAA Hall of Fame.

At our Winter Convention Board of Directors meeting in November, the TAA Board, under the direction of Board Member Eddie Ables of Columbia, voted to roll out a Scholarship Program as a part of our service to the auctioneering profession and in support of education and youth.

The TAA believes scholarships are an important part of our services to our members.

Currently, we are offering one Scholarship for \$500 and our first scholarship will be awarded at our Winter Convention in 2020. The number of these scholarships will hopefully grow so we can offer multiple opportunities for our youth. Eddie has been working on this initiative for quite some time and we appreciate his efforts.

The scholarship is open to any graduating senior, who is either a child and/or grandchild of a TAA member in good standing, and who plans to enroll in the freshman

class of an institution of higher learning or vocational training institution in any state. The deadline for applications is March 31, 2020. More information will be made available on our website tnauctioneers.com.

In addition, Susan Hinson, Vice Chair of the NAA Auxiliary, has announced that the Auxiliary will become a committee under the National Auctioneer Foundation (NAF) in June 2020. The new name will be Legacy Youth Scholarship Committee.

The mission is to provide scholarships to well deserving students and networking opportunity to our supporters and their families. The committee has always given three or more scholarships valued at \$2500. Any child or grandchild of an NAA member will be eligible for the scholarship under this new design. The scholarships are given to a graduating senior or a candidate of a current college, university or school of technology.

SCHOLARSHIP OPPORTUNITIES NOW AVAILABLE

TAA CONVENTION A SUCCESS!

The TAA held it's Winter Convention on November 17th and 18th at the Embassy Suites in Nashville and we had a great turnout!

Sunday morning was filled with meetings for the Board of Directors, Foundation, Past Presidents and Hall of Fame. Then, our membership meeting was held on Sunday afternoon. The TAA's lobbyist, Addison Russell, provided a synopsis of the new auction law, the current lawsuit and plans for moving forward. Eddie Ables announced the creation of our new scholarship program, which will, for the first time in the TAA's history, provide financial assistance for higher education goals in the form of a scholarship to qualified applicants. In addition, elections were held. Ritchie Broyles from Morristown and Eddie Ables from Columbia were elected to the Board of Directors. Jay White from Lebanon will be the new Vice President and Patti Baldini of Hendersonville will be the new TAA President.

This convention would not have been as successful had it not been for our sponsors; particularly our Title Level sponsors AuctionFlex, AuctionTime and HiBid. Diamond level sponsors were Manheim Nashville and Platinum level was Auction Profession Foundation and Middle Tn. Association of Realtors. "Thank You" to all of our Silver level sponsors as well! Also, thanks to all of the vendors who were in attendance and stayed even through Monday's continuing education sessions. We hope you'll be back next year and hope you were able to secure some new business from your participation in our convention.

During the banquet, David Allen was inducted as the TAA newest member of the Hall of Fame! Needless to

say, he was quite surprised. Soon after, the TAA conducted the Tennessee Bid Calling Championship Competition, which was open to any auctioneer who held a Tennessee license. There were 10 competitors and they were from Tennessee, Arkansas, Florida and Kentucky. Drew Williams won the title as Champion and took home 1st place and \$2,500, Tristan Fuller was the runner-up and took home \$1,500 and Jeff Gerald was 2nd runner-up and took home \$1,000.



Left to Right: Tristan Fuller, Drew Williams, and Jeff Gerald

TAA Convention A Success Continued...

We also had two very dynamic and engaging speakers for our continuing education sessions: Peter Gehres, CAI, CAS, CES, of Columbus, Ohio, current National Auctioneer's Association Board member and Trey Morris, CAI, BAS, CAS of Mayfield, Kentucky and current Men's International Auctioneer Champion. They both did such a great job presenting!

It's always good to re-connect with other auctioneers from across the State and it's equally as nice to feel like you belong to a professional organization, who support its members. Our next official convention will be held November 15th and 16th 2020, but look for some new events coming this Spring.

The next TAA Board meeting will be held on Monday, February 17th and remember all are welcome to attend. Also, you are welcome to attend the next Tennessee Auction Commission meeting, which will be held on Monday, February 24th in Nashville. Thanks to all those who attended!

*Trey Morris of
Mayfield, Kentucky*



*Peter Gebres of
Columbus, Ohio*



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