

TAA QUARTERLY

Volume III, Issue I

February 2016

TENNESSEE AUCTIONEERS ASSOCIATION



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Upcoming Events

Summer Convention

June 5-6, 2016
Gatlinburg, TN

NAA Convention

July 19-23, 2016
Grand Rapids, MI

This newsletter is published by the Tennessee Auctioneers Association as a service to its members and supporters in the auctioneering industry. Suggestions are welcome for articles in future editions.

Message From The President...

Fellow Members,

2016 is already shaping up to be an outstanding year in the auction business! As you are well aware, the real estate market is the hottest it's been since 2006/2007, equipment prices are up, and bidder registrations for all auctions seems to be on the increase.

As the spring approaches we may well see record sales prices in all categories. I encourage you now to take a detailed look at your marketing strategies to make sure you are ready to take full advantage of the market. TAA Board Members and myself are currently reviewing plans to take TAA to the next level for you.

We are beginning with the TAA website. We have received proposals for designing a new site that will more effectively promote you, the member. We want a fully mobile responsive site where sellers and buyers can easily find a TAA Auctioneer to help them buy and/or market their assets. I hope to begin re-designing the site within the next 30-45 days.

We are also working to identify quality CE speakers for the Summer Convention in Gatlinburg based on the expressed needs of the membership. Currently, we are seeking professional instructors to educate us on the new TRID closing regulations involving real estate and liability insurance coverages to protect our members.

I plan to carry this momentum all the way through December so that TAA will continue to add member benefits and increase membership as a whole. If there is anything I can do for you, don't hesitate to contact me with questions or concerns. I hope to see you in Gatlinburg in June!

Serving you,

Justin Ochs, President

SUMMER CONVENTION

June 5 - 6, 2016

Westgate Smoky Mountain Resort and Spa

915 Westgate Resort Road

Gatlinburg, TN 37738

865-430-4800

\$99 Rate/Reserve by April 27, 2016

STATEMENT OF PUBLISHER

The TAA QUARTERLY is the official publication of the Tennessee Auctioneers Association. Readers are invited to submit manuscripts, which preferably would be limited to 2,000 words or less in length. The TAA QUARTERLY'S advertising policy attempts to conform its advertising to business endeavors. Products or services advertised in the TAA QUARTERLY are not directly or impliedly endorsed by the TAA. The views and opinions implied or expressed herein by authors and advertisers are not necessarily those of TAA, the editor or the publisher, and no responsibility for such views will be assumed. This magazine is provided with the understanding that opinions, instructions and advice provided by contributing authors and editors are those of such authors and editors and not of this publication. Neither the publisher nor the editor is engaged in providing professional opinions of any nature. If technical or professional advice is required in any aspect of your business, we encourage our readers to seek professional services. The SECURITY TAA QUARTERLY publication may refuse to accept any and all advertising it believes to be false, fictitious or misleading.

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PUBLICATION DATES

Articles and ad deadlines:
FEBRUARY 1 APRIL 1
AUGUST 1 NOV. 1

Any and all TAA members are encouraged to send information on past or coming events they have conducted or news articles that would be of interest to other members. Please send profiles of members that you feel deserve to be highlighted in our publication.

TAA MEMBER PASSES AWAY

Mr. William "Bill" M. Colson was born on August 23, 1942, and passed away on September 20, 2015.



Bill graduated from Peabody Demonstration School in 1960 and worked for the Tennessean and Nashville Banner papers for 20 years. He has been an Auctioneer and Realtor for 40 years and began Bill Colson Auction and Realty Company in 1974. Bill started Nashville's first public Auto Auction and has sold everything from real estate and autos to fighting chickens. He served on the Tennessee Auctioneer Commission, the Tennessee Auctioneers Association, National Auctioneers Association, and Middle Tennessee Auctioneers Group. Bill was inducted into Tennessee Auctioneers Association Hall of Fame in 2000. He was a member of McWhitersville Masonic Lodge #375, York Rite, 32nd Degree Scottish Rite, and of Al Menah Shriners.

Bill is survived by wife of 53 years Katherine Little Colson; sons, Walter (Susan) Colson and Marc (Nikki) Colson; daughter, Kimberly K. Colson; brother, Bobby Colson; grandchildren, Kate Colson, Abbie (Austin) Knobloch, Jet (Kayla) Colson, Austin Colson, Riley Colson, Jillian Colson, Grant Colson; and great-granddaughter, Thea Colson and last, but not least his faithful four-legged companion, Ella.

Our thoughts and prayers go out to the family of Mr. Colson.

TAA Salutes Members of Hall of Fame

- | | | |
|------------------------------|--------------------------------|------------------------|
| 2015 Patti Baldini | 2002 Kenneth Dreaden | 1992 Thelma Cartwright |
| 2015 Jana Ringemann | 2001 Lloyd Nevels | 1990 C B McCarter |
| 2014 Ed Stallings | 2001 James Gary | 1990 Charles Rainwater |
| 2013 David Fall | 2000 Bill Colson | 1990 Clive Anderson Jr |
| 2013 Tim Mast | 2000 Jack Holbrook * | 1990 C B Arnette |
| 2013 Van Massey | 1999 William "Bear" Stephenson | 1990 Fulton Beasley |
| 2012 Marc Colson | 1999 Bobby Colson | 1990 Clyde White |
| 2012 David Cole | 1998 Ray Parham | 1990 G S Gordan |
| 2010 Tommy Anderson | 1998 Feller Brown | 1989 Jasper Jones |
| 2009 Rick Hinson | 1996 Max Puckett | 1986 Jim Stevens |
| 2008 Jerry E. Gregory | 1995 Frank Walden | 1985 Ottis Kemp |
| 2008 Ken Gravitt | 1995 Raymond Taggart | 1984 Buford Evans |
| 2007 Amon Ringemann | 1994 Tom Shepard * | 1983 Hoyt Walker |
| 2006 Earl Lamb | 1994 Ben Gary | 1982 Bill Collier |
| 2005 J.J. Dower | 1994 J B Stiner | 1982 Hubert Songer |
| 2005 Robbie Franklin | 1993 Harvey Boles | 1981 Beeler Thompson |
| 2004 John "Skeets" Eskridge* | 1993 Marvin Alexander | 1981 G W Clark |
| 2004 Charles Woodard | 1993 Dean Howard | 1980 Billy Howard |
| 2004 Comas Montgomery | 1993 John Cook | 1980 Ralph Massengill |
| 2003 Don King | 1993 Red Jesse | 1978 Clive Anderson Sr |
| 2003 Scott McCarter | 1992 Hack Ayers | 1978 Fred Ramsey |
| 2002 Hugh Howell | 1992 Bill Hall | 1978 EB Fulkerson |

HUBNER CLAIMS 2016 STATE BID CALLING CHAMPIONSHIP TITLE FOR THE TAA

Auctioneers from all over the state gathered to compete for the coveted title during the annual Tennessee Auctioneers Association state meeting held on December 6th at the Inn at Opryland. Hubner was chosen as the winner based on his bid calling ability and a personal interview. Judges included business professionals in the automobile, real estate, and personal property auction industry.

“It is truly an honor and a humbling experience to have been selected as the state champion,” stated Hubner. “The competition included some of the best auctioneers across the state, and I feel blessed to be able to share the stage with them.”

This past June, Hubner was named the Tennessee Rookie Bid Calling Champion making this Hubner’s second state auctioneer title in 2015. A graduate of Nashville Auction School, Ray places his license with Compass Auctions & Real Estate. This spring, Hubner will complete his designation with the Certified Auctioneers Institute (CAI), the most prestigious professional designation achieved by auctioneers that emphasizes the importance of continued education, excellence, and outstanding service.

Hubner makes the 4th auctioneer from Compass to claim the Tennessee State Championship. Justin Ochs, Vice President of National Development for Compass claimed the title in 2010 along with the 2012 International Auctioneer Championship. Steven Holt, Vice President of Compass earned the Tennessee Title in 2012, as well as the World Champion Automobile Team Championship in 1995. They are also joined by Justin “Doc” Rhinehart, Director of Data Analysis for Compass who won Tennessee State Champion in 2014.



HACK AYERS RELEASE BOOK “HILLS, DEALS AND STILLS”

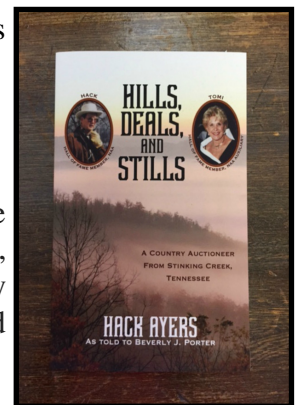
TAA is excited to announce the release of Hack Ayer's Autobiography, "Hills, Deals and Stills". Hack is a long time TAA member and TAA Hall of Famer.

Foreword written by John Rice Irwin, founder, Museum of Appalachia, Norris, TN:

"Hack Ayers' remarkable story as a fatherless child from Stinking Creek to one of the most successful businessmen of the region, and his contribution to the citizens, state, and local government are to be highly commended. But I am even more impressed by Hack Ayers, the man. He is the son of the Appalachian Mountains and he loves and cherishes his kith and kin with a passion."

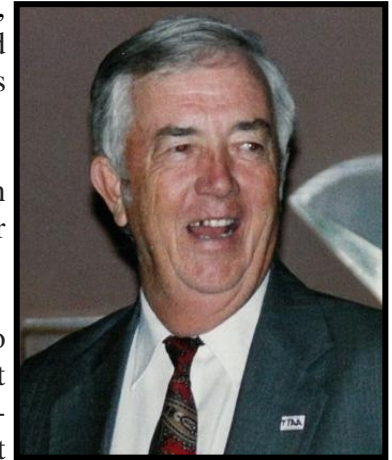
Book is \$11 at our LaFollette & Oneida offices (that includes sales tax) and \$15 to ship. You may call our office at 423-562-4941 and give credit card info or mail a check to Ayers LP, PO Box 1467, LaFollette, TN 37766.

Thank you,
Traci Ayers Dower, CAI, AARE



TAA PAYS TRIBUTE

Mr. Ben Walter Gary, well known auctioneer, age 83, of Spring Hill, TN passed away November 26, 2015. Having been one of the first licensed auctioneers in the state of Tennessee, Ben's license number was # 27. His auction career was his passion and spanned over 50 years.



Mr. Gary was inducted into the TN Auctioneers Association Hall of Fame in 1994. He attended Spring Hill United Methodist Church and was a Charter member of Spring Hill Lion's Club and Spring Hill FFA Alumni.

"As a first generation auctioneer, it has been important for me to look to those for whom I could model my own career, individuals who did it the right way, because that is what you are *supposed* to do. I could find no better example than Ben Gary, and with him, his son, James, for whom I owe a debt that I can never hope to repay. My thoughts are with the entire Gary family on this Thanksgiving, which if you think about it, is somewhat prophetic. *Thanks Ben (and James), for giving so much to so many.*"

-- David Allen

"I'd never been to an auction until I went to one at the Spring Hill Auction Barn in about 1995. I was and am a doll collector. Ben took me under his wing, I guess. He didn't fuss at me when I couldn't find my number, he was patient when I was trying to figure out how to get my bid in. Over the years I came to know him and James and the rest of the family. One night I bought so many dolls I had to drive home at 11 pm in the cool evening with my convertible's top down. The boxes were piled so high there was no other way. About 7 or 8 years ago, I became the charity auctioneer at the National Barbie convention. I tried to channel Ben with every designer doll I sold. In the following years, I've gotten better at it, and am proud that we've raised hundreds of thousands of dollars for various children's charities over the years, with the help from what I learned at the Spring Hill Auction Barn.

Ben, we'll miss you."

-- Sidney Bennett



**Next TAA magazine deadline
April 1, 2016**

Send items to:

TAA, PO Box 41368, Raleigh, NC 27629

or

Email: elaine@execman.net

2016 MULE DAY AUCTIONEER CONTEST

The 2016 Mule Day Auctioneer Contest hosted by the Columbia Breakfast Rotary Club will be Friday, April 16 starting at 9:30 AM (CST). The event will be held at the Tennessee Livestock Producers Sale Barn located on Industrial Park Drive in Columbia, TN.

The contest funds the Columbia Breakfast Rotary Club's college scholarship program and community fund program. As a result of the Mule Day Auctioneer Contest and other fund raisers the Club funds four (4) \$1,000 scholarships and a \$1,500 scholarship to Columbia State Community College. The Club completed a \$30,000 playground in March of 2014 at Ridley Sports Complex and in 2015 built a "Splash Pad" at the River Walk in Columbia.

The judges for the 2016 Mule Day Auctioneer contest are:

1. Scott Stuart, CEO of National Livestock Producers Association in Colorado Springs, Colorado
2. Justin Ochs, 2012 Mule Day Grand Champion Auctioneer and President of the Tennessee Auctioneers Association
3. Jeff Aiken, President of the Tennessee Farm Bureau Federation
4. Enoch George, Retired Sheriff of Maury County, TN (20 years)

2015 Grand Champion David Whitaker, Ames, Iowa will be returning to take the auction block to sale a couple of special items.

The following prizes will be awarded:

Grand Champion: \$500.00 plus Grand Champion Belt Buckle

Reserve Champion: \$200.00 plus Reserve Champion Belt Buckle

3rd place: \$100.00 + plaque

4th place: \$75.00 + plaque

5th place \$50.00 + plaque

(Prize money could be adjusted with amounts being higher)

Entry fee is \$30.00 plus 3 items with a value of \$25.00 or higher all monies going to the Columbia Breakfast Rotary Club. Five (5) auctioneers will make up the final round with each auctioneer selling three (3) items (Rotary Club will supply items. This year it will not be the same three(3) items as in the past). There are no questions to be answered by the auctioneers in any round.

The 2016 contest is full. We have 24 auctioneers entered in the contest, with a waiting list.

Past Champions:

Justin Ochs – 2012

Jacob Massey -2013

Trey Morris – 2014

David Whitaker – 2015

Auctioneers need to be at the Tennessee Livestock Producers Sale Barn at 8:30 AM for draw, rules and questions.

Eddie Ables, Contest Chairman

Cell Phone: (931)698-2220

E-Mail: biddernow@gmail.com

Eddie Allred – Contest Committee (931) 212-8150

Facebook: Columbia Breakfast Rotary Club Mule Day

Auctioneer Contest

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COMPASS AUCTION TEAMS WITH AZ BIKE WEEK FOR LEGENDS AUCTION

Compass is excited to announce their partnership with AZ Bike Week for the inaugural Legends Classic & Vintage Motorcycle Auction powered by Compass Auctions. AZ Bike Week will be celebrating their 20th anniversary April 6th-10th at WestWorld in Scottsdale, AZ with a weekend full of action packed events.

A few of the events will include FMX motocross extreme stunt shows, The Hamsters “Dry Heat” Run, Flat Track Racing, and Baddest Bagger Show. You will also enjoy nightly concerts provided by Buckcherry, Warrant and Reverend Horton Heat to name a few.

“AZ Bike Week is a heavily sought after event by motorcycle enthusiasts nationwide,” commented Steven Holt, VP of Compass Auctions & Real Estate. ”The event combines the perfect elements to set the tone for a very successful auction for all parties involved, and we are very excited to partner in the event.”

Submitted by: Justin Ochs

TAA 2015 WINTER CONVENTION



Top Left: Members enjoy a banquet dinner
 Bottom Left: TAA Bid Calling 2nd Runner Up, Jon Graves, with TAA president, Justin Ochs and Justin Rhinehart

Top Right: TAA Bid Calling Runner Up, David Roberts, with TAA president, Justin Ochs and Justin Rhinehart
 Bottom Right: Auction Sale Item from the Garys

All in, All done?



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