

# AUCTION NEWS

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## OUR GRADS AT WORK . . .

GENE CAPUTO, Palatka, Aug.'01 grad, assisted by BILL SCAVUZZO, Clermont, also an Aug.'01 grad, did his first auction in early November, a benefit that raised \$7000. They had to make do without Gene's wife, JUDY CAPUTO, November '01 grad, who was in Orlando getting her auctioneer diploma.

JOYCE KUSCHINSKY, Homestead, RingMaster certified, not an Academy grad but we're proud of her anyway, e-mails: "I'm doing a charity auction for NY. This thing has gotten so big it's out of control! We have everything from clowns to Mayors (did I repeat myself twice?). It's Survivors helping Survivors, Hurricane Andrew victims help NY. The cities of Florida City and Homestead are even picking up the tab!"

LARRY HERSOWITZ, Fort Lauderdale, June '00 grad, e-mails: "Thanks again for all your help on my numerous calls to you. I did finally sign a lease on a 6000 sq. ft. warehouse in N. Miami Beach. My partner and I have been working long and hard to convert it into an auction house, the end product is slowly becoming visible. I am planning on having my first auction over the second weekend in October. Cross your fingers!"

JIM SKEEN, Academy Instructor, has been busy with on-site auctions in November: Gary Yeoman's Ford, Daytona, a liquidation of equipment and office furniture at the former location; Rollins Rent-all, Orlando, liquidation of remaining inventory; Katie's Wekiva River Landing, Sanford, sell-out of canoe launch and campground business; the property will be converted to a state- and county-run nature preserve. Thanks to Marcie Webb and Paul Lewis for their help at Katie's; with close to 200 registered, along with families and friends, a bunch of folks were there. Todd's T-Tops & Towers, Orlando, a liquidation of a metal fabrication business is scheduled for December 8.

GARY SMITH, Academy Instructor, called at the annual Dorsey Family Reunion, with a smaller than usual crowd this year, met and exceeded all but one minimum; the first item sold had a reserve of \$15 and sold for \$75.

TOM HICKS, Brandon, Nov. '94 grad e-mails SYLVIA HOLLADAY HICKS (Nov.'00 grad) has completed her first large sale of \$18,000. She sold a sports store along with another one of your students FRED DOWDY (Tampa, 'Aug. '95 grad). She did a great job; with the knowledge she gained from the school and also working in our business, she came out with flying colors. So thanks again for your help and teachings. She is getting ready to sign a contract with the state of Florida for over \$90,000 estimated, this will be sold all the way to the ground, windows, wiring, A/C units, building for demo, office furnishings and lots more. It will be a total of 8 floors. We will have this posted on our website at <http://premierauctions.net> Thanks again."

## THE NUMBERS

**CLASS DATE:** Jan 18 - 27 10 days 90 hrs (2 weekends)  
**Hours:** 8:am-6:pm  
(8:am-5:pm RingMaster Sunday)

## AUCTIONEER PROGRAM cost:

Registration fee \$ 50 due at least 3 days before class  
Tuition \$525 due at start of class  
Total \$575 (includes books and 1 lunch)  
We take VISA, MasterCard, American Express, cash, check  
RINGMASTER Jan 20 8am-5pm lunch included in class

**Over a dozen HOTELS are 2-5 Miles from the Academy  
Call us for details 800/422-9155**

## NEXT CLASS JANUARY 18 - 27

It's not just coincidence. When the economy slows, auctioneers gear up. It's just the way things go, at least that's what we heard during the past two years when auctioneers were languishing while the .coms were getting rich.

RIGHT NOW is the time for you to get into the auctioneer game. We just happen to have a January class scheduled, ready to provide the knowledge you must have to be competitive with experienced auctioneers, as well as pass a licensing exam if your state law requires it.

Aceing a state exam is only a small part of being a successful auctioneer. The Academy has always been a "nuts and bolts" school, producing graduates who walk out of the classroom and into an auction business.

We cover the laws that affect auctioneers and auction businesses; you will need to know them when you deal with sellers to list an auction; you must know your rights and obligations when you are conducting the auction; settling the auction accurately and timely can trip you up fast and hard if you don't do it by the book.

Our classes generally have about 18-20 students, a good number for interaction in school and after graduation, and many grads work with each other.

To register, mail or fax your application, or sign up at [www.f-a-a.com](http://www.f-a-a.com). Registration is \$50.00, with the balance of \$525 due on the first day of class. Our fee didn't go up this year; we're doing our part to keep America rolling. Take advantage of this opportunity to attend a professional auction school at a bargain price.

## CALENDAR 2001 / 2002 Schedule

Auctioneer Classes	RingMaster	Continuing Education
January 18-27	January 20	Dec 15 -16 January 27
April 5-14	April 7	April 14
June 7-16	June 9	June 16
August 16-25	August 18	August 25
Oct 25-Nov 3	October 27	November 3

## SAFETY AT AUCTIONS

While you are setting up an auction sale, it's easy to overlook potential problems that can lead to an accident. The crew is hurried and stressed and the whole operation probably is in disorganization mode.

Although a problem during setup may range from minor incident to major catastrophe, it's nothing compared to an accident that involves a customer at the auction. In either case of course the auction business should be covered by liability insurance but the fact is that many auctioneers are "self-insured," which usually means they take their chances and pray a lot.

Just as the auctioneer can plan ahead to handle problems relating to the conduct of the auction, there are ways to keep your customers (and your crew) safe before, during and after the auction.

The secret is to look with a super-critical eye at the entire area and the way you plan to use it for the auction, identify any potential hazards and take steps to make them go away. Something you have worked around for years may be the downfall of one of your bidders who didn't notice the tricky step at the edge of the auction ring. The frayed electrical cord you taped up five years ago may pick this time to burn through. Your exit sign that no longer lights up could be a problem exacerbated by the folding chairs blocking the aisles.

Your local fire department is doing you a favor with their periodic inspections. It's easy to let maintenance dates on fire extinguishers slip by. Empty boxes, packing material and miscellaneous stuff pile up around the exit. Customers loading their purchases may not realize they are blocking fire lanes.

On-site auctions often present safety concerns. From the beginning of the sale setup, the auctioneer should be sure the area is safe for crew and bidders. The old house where you plan to conduct an estate auction may harbor heavy mildew, insects, rotten flooring, rickety stairs; you've seen these and other potential dangers. Your crew should wear gloves, even masks if necessary; who needs a respiratory infection just before a big sale. At an auction under a tent, mark the stakes and ropes so people won't trip (surveyors tape works fine). Be aware that wind and heavy rain can bring down a tent; get people out quickly if bad weather threatens.

Don't be lulled into a false sense of security if you are planning to conduct an auction in a classy hotel ballroom; maintenance problems are common. Take the critical look (above) and insist on compliance with safety regulations.

In any legal action against an auctioneer involving an accident, the customer or crew member usually wins. A well-thought-out program of prevention can save you lots of time and money.

〰〰〰 RMI UPDATE: Please check your listing and make corrections. The list is on the Internet at f-a-a.com and is published 5 times a year in AUCTIONEWS. 〰〰〰

## RINGMASTERS INTERNATIONAL DIRECTORY

Most people on this list are auctioneers, some are Academy graduates, all are RingMaster trained, expert in all kinds of auctions: coins to aircraft, residential and commercial real estate, liquidations, antiques.

Use the list below for a professional RingMaster at your next auction or call RMI at 800/422-9155.

### REAL ESTATE & Merchandise

BAKER, Rick Vero Beach, FL (561)562-6017	BERTINI, Joseph N. Lauderdale, FL (305)722-8757	BURBAGE, Will Lake Worth, FL (561)965-7767	BURTON, Stephen F. Quitman, GA (912)263-9202	CAMPBELL, Phil Largo, FL (813)581-7740	CILLIERS, Martin Tampa, FL (813)969-2755	CRABTREE, J Stephen Naples, FL (941)403-0406	DICKINSON, T.R. Vero Beach, FL (561)569-0597	EDMONDSON, Frank Plantation, FL (954)587-4133	FLANNERY, F.D. Pompano Beach, FL (305)781-6314	FRENCH, Steven O. Denver, CO (303)740-6665	GILMORE Dave Kenner, LA (504)468-6800	GILMORE, W. Frank Orlando, FL (407)870-5484	HELTON, Delmas Fort Pierce, FL (407)466-2596	HERNANDEZ, Calixto Greenville, SC (800)535-1670	KAZOR, Chris Sarasota, FL (941)362-3459	KLEINBERG, Jerry Longwood, FL (407)774-2777	LAWES, Thomas A. Cocoa, FL (407)636-1834	LOVE, Stewart J Pensacola, FL (850)435-7737	MacINTYRE, John R. Dedham, MA (617)329-3882	McNEECE, Jack Titusville, FL (407)383-8766	MITCHAM, James A. Wheeling, WV (304)547-5721	NORRIS, W.P. Orange Park, FL (904)269-3347	PEDOWITZ, Arthur Boynton Bch, FL (954)870-8950	RICHMOND, Howard Longwood, FL (407)831-1111	ROGERS, D. Steve, Sr. Duncan, SC (803)49-0635	ROHNE, M. Ray Orlando, FL (407)24-5494	SARGENT, Wayne A Sanford, FL (407)653-0548	SCHUMMER, Neil J. Lauderdale, FL (954)475-2639	Shaw, Jim Orlando, FL (800)422-9155	Smith, Gary M. Orlando, FL (800)422-9155	STORMENT, Jim Huntington Beach, CA (714)541-7011	WALTERS, J. C. Ft. Pierce, FL (888)333-3333	WILLIAMS, Robert Millville, PA (717)458-1111	*MERCHANTS ONLY ALLEGRO, Denise Lake Wales, FL (813)676-1567	AUD, Jim Port Charlotte, FL (813)743-5356	BAMBRICK, Bruce Sarasota, FL (941)355-0030	BAVLS, Gary Stuart, FL (561)349-4905	BECKER, Dale 'Charlie' Elkorado, WI (920)672-2752	BELCHER, Sam Panama City, FL (904)851-6515	BLAKE-BOLTON, Donna, Lake Ridge, VA (703)494-5062	BOKHART, Mark Orlando, FL (407)648-4582	BOOZER, Lemuel F. Elmore, AL (334)262-4717	BRENNER, Gordon Staten Island, NY (718)761-6291	BREWER, Clarence DeLeon Spgs, FL (904)985-6170	BROOKS, Ed Palatka, FL (904)329-0361	CAPUTO, Gene Fairfax, FL (386)329-9669	COHAN, Lisa Sunrise, FL (954)99-2667	DHLKE, PER, Mark E. Punta Gorda, FL (354)633-8882	DeSARNO, ORALYS SANCHEZ Caracas Venezuela Miami, FL (582)979-5242	DOBOSH, Edward Ovideo, FL (407)366-8406	DORELLI, John DeBary, FL (407)332-0098	DORRIS, George W. Miami, FL (305)233-4464	EATON, Erik Epsom, VT (802)333-3466	ESTERSON, John Sarasota, FL (941)553-3384	EVANS, Robert Orlando, FL (407)752-5412	EVANS, Robert Sarasota, FL (941)553-6370	EVANS, Robert Sarasota, FL (941)553-6370	Schroon Lake, NY (518)332-9156	GOLDSMITH, James E. Vero Beach, FL (561)770-2093	GOLDSTEIN, Mark E. Boca Raton, FL (561)271-4790	GOOD, Paul W. Seminole, FL (334)946-2216	HAMILTON, Alexander W. Fairfax, VA (202)713-1201	HAYES, Bill Birmingham, AL (205)646-3391	HINKS, Ed, Rob Tampa, FL (813)626-2341	HIATT, Gary D. Tusculum, AL (205)652-6527	HINMAN, Harry BelAir, MD (410)879-7578	HODGE, Donald Ruskin, FL (813)645-7385	JACOBS, Col John W. Tallahassee, FL (904)942-5406	KATZ, "Tiny" Col. NY, FL (800)331-0492	KING, Edward G. (Ed) Fowlerville, MI (517)223-7184	LAMON, Paul Kissimmee, FL (407)390-1986	LEWIS, Paul Cocoa, FL 32926 (800)550-6292	McCOLM, Aaron Girard, KS (316)231-3353	McGEHEE, Rex Hughes, AR (501)735-8871	MAYNARD, Randolph Columbus, OH (614)475-2210	MILIC, Robert Tampa, FL (813)960-4900	MORROW, Don E New Port Richey, FL (727)856-1534	PALMER, Col. Gordon L. Dunbar, WV (304)766-8632	PATTERSON Doreen Plant City, FL (813)757-9633	PEPPER, Gerald E. Lake City, FL (904)961-9852	PICA, Kathleen M. Naples, FL (941)262-7333	RIISSANEN, Ilkka Lake Worth, FL (407)586-2031	RIZZO, Clara Largo, FL (813)586-4996	RUDOLPH, Raymond Winter Park, FL (407)677-1435	SCAVUZZO, William R. Clermont, FL (352)243-0212	SCHLOTTERBACK, Tom L. Sarasota, FL (941)379-0707	SMOOT, Sam Winter Springs, FL (407)695-0772	TWEED, Joel C. Orlando, FL (407)855-2590	WALKER Robert E Belvidere, TN (931)962-4343	WILLIAMS, George Daytona Bch, FL (904)255-8077	WILLIAMS, Phyllis Ft Myers, FL (813)463-6173	WILLIAMS, Robert J, MPA, GG Ft Myers, FL (813)481-5003	WOOD, Jerry Apopka, FL (407)886-1189
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**Class November 4, 2001**

**OCTOBER 26-NOVEMBER AUCTIONEER CLASS**

Seventeen auctioneers in this class, with sixteen graduates: Judy Caputo, Palatka; Guy D'Amico, Winter Springs; C. Douglas Fonville, Orlando; Bob Gallagher, Westwood, MA; Irving Goldenberg, Miami; Richard Hughes, Fort Lauderdale; Garrett Isitt, Deltona; Paul Lewis, Longwood; W.D. Parker, Plant City; Donald A. Phillips, S. Daytona; Joe Pritchett, West Melbourne; Michael Vickers, Port St. Lucie; Marcie Webb, Clermont; Lex Williams, Melbourne; Scott Wimmer, Palm Bay; Gary Yost, Salisbury, NC. Fred W. Holland, Brooksville will be back in January to complete the hours he missed.

RingMaster Sunday additions were Analisa Lewis, Longwood; Ray Randleman, Sandy Randleman, NC; Robert Wimmer, Palm Bay, Rodney Wimmer, Palm Bay.

The Friday Auction featured a mix of collectibles, Christmas decorations, jewelry, equipment and fine art. Including the 5% buyer premium the students voted to charge as a donation, the auction produced \$177 for the Kids at St. Jude Children's Research Hospital.

**FLORIDA LICENSING INFO**

Applications must be approved by the Florida Board of Auctioneers which meets about every 2 months; their last meeting was December 3. You may apply BEFORE you attend or finish auction school, just note on the application the date you expect to graduate. The cost to take the state examination is \$300; \$287 to the DBPR with your application, \$13 payable to the testing service when you take the exam. The computer-based testing is given daily; you schedule the date and location where you want to test and you will know immediately that you passed. After you take the exam, you will be notified to send payment for your license. Call us at 800/422-9155 or DBPR at 850/488-5189 for an application and a copy of the law (required reading for the application).

*This newsletter reaches approximately 1500 active or prospective auctioneers by postal mail, who knows how many see it on our website. For absolutely free publicity, send us info on your auctions. The price is right!*

**NOTE NOTE NOTE NOTE  
CONTINUING EDUCATION**

Several licensees have requested that we add a CE session in December so we did; it's Saturday and Sunday, Dec. 15 and 16. Call to sign up and get the details.

The 12 hour program includes 8 hours of license laws, laws at auctions, appraisals, antiques and fine art, auto auctions, and 4 hours Internet and ringwork. The cost is \$50 to certify all your CE state license renewals and includes paperwork and reporting. Seminars are held at the Academy Orlando location. Or call for info on a seminar for your group, 800/422-9155.

**FLORIDA EXAM REVIEW**

The Florida Auctioneer Academy Exam Review is on the Internet (f-a-a.com for a sample test). Cost is \$35 for 200 multiple-choice questions, plus law, math and UCC tests. When you have been approved for the Florida state exam, call us for your password for the Review.

**WE WILL REMEMBER 2001 for the tragedies and the continuing unsettled, uneasy feelings. But WE MUST NOT LET IT GET US DOWN!**

**We wish all our friends, prospective students and graduates happy holidays and a great year in 2002.**

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FLORIDA AUCTIONEER ACADEMY INC.  
10376 East Colonial Drive #110  
Orlando, FL 32817  
(407) 382-6699 (800) 422-9155  
Nextel (407) 466-2269 Fax (407)382-6326



emails:  
gary@f-a-a.com rose@f-a-a.com jim@f-a-a.com  
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**Next Class**  
**Jan 18 - 27**

Next 8 hr CE Dec 15 -16  
see front page for 2002 dates

**2002 catalogs are here!**  
**Get yours now!**

#### CONTINUING EDUCATION REQUIREMENTS:

Alabama 8 hours by 9/30/01  
Arkansas 6 hours by 6/30/01  
Georgia 8 hours by 12/31/01  
Illinois 12 hours by 12/31/03  
Indiana 12 hours by 2/28/02  
Kentucky 6 hours by 6/30/01  
Louisiana 6 hours by 11/01/01  
(reciprocal 9/10/01)  
North Carolina 4 hours by 5/15/01  
South Carolina 4 hours by 6/30/01  
Tennessee 6 hours by renewal date  
West Virginia 3 hours by 12/31/01

#### CLASSIFIEDS

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*e-mail from Mike Capaldo,  
Daytona*

"Please accept my thanks for the purchase on the wireless half mile hailer deluxe kit. It works great. By the way, the Ford dealer sale today looked like it did well. Sorry about the yup. I couldn't resist <grin> Mike C, Daytona (FAA class of August 2001) AU2836"

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