

www.TexasLoneStarOpen.com



JANUARY 30, 2022

4:30PM

**FORT WORTH
STOCK SHOW
& RODEO**

**Amon G. Carter, Jr.
Exhibits Building**

Round Up Inn

Will Rogers Memorial Complex
3400 Burnett-Tandy Dr.
Fort Worth, TX 76107

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Texas Lone Star Open

**BID CALLING
CONTEST**



SCHEDULE

January 30, 2022

Amon G. Carter, Jr. Exhibits Building
Round Up Inn
Will Rogers Memorial Complex
Fort Worth Stock Show & Rodeo

3:15PM

**Contestant Items MUST be
checked in with TLSO Clerk at
Round Up Room**

3:30PM

Mandatory Contestants Meeting
Cactus Room (behind stage)

3:30PM

Doors Open to the Public
Preview Items/Get Bidder Numbers

4:30PM-7:30PM

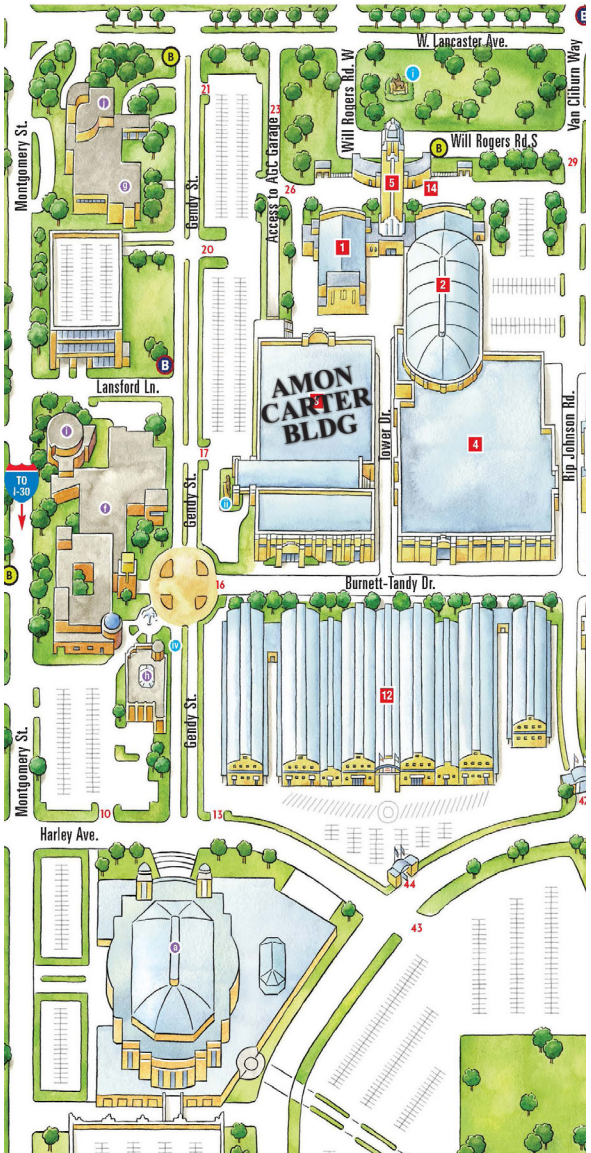
TLSO Bid Calling Contest

**TLSO/TAA/FWSSR/WILL ROGERS MEMORIAL
CTR. ARE NOT LIABLE FOR ANY ITEMS
UNCLAIMED BY END OF EVENT.**

*All items and bids are final.
TAA not liable for any misrepresentation.*



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JUDGES



*Russ
Conklin*

Mecum Auctions
Hallsville, MO
Conklinauction@aol.com

Russ is auctioneer with Mecum Auctions, the world leader of collector car, vintage and antique motorcycle, and Road Art sales, Mecum is #1 in the world since 2011 in collector cars offered and sold at auction. Russ also is involved in agricultural and fundraising auctions. Graduated from World Wide College of Auctioneering in 85. Sells 3 wholesale car auction every week along with monthly horse auctions. I have been full time with Mecum collector car auctions the last 12 years. I live in Hallsville MO with my wife and one daughter.



*Jeff
Hazaleus*

Durant Stockyards
Durant, OK
Jhazaleus@gmail.com

Upon graduation from Oklahoma State University in 2001, I went to work as a cattle order buyer making 6 sales a week for Austin Cattle Co. in Ringling, OK. In 2006 I was approached by the Livestock Marketing Association to become one of their Regional Executive Officers. After accepting the position, I was given the challenge of a 6 state territory in Missouri, Iowa, Illinois, Indiana, Wisconsin, and Minnesota. My duties consisted of lobbying on behalf of and providing insurance for the livestock auction markets in these states. In 2013 my wife and I purchased the cattle auction in Durant, OK from Billy and Anne Perrin. It was a natural fit for us allowing me to come back to the part of the country where I had cut my teeth in the cattle marketing business working for Austin Cattle Co. Since purchasing the Durant Stockyards we have grown it from selling 20,000 cattle annually to being able to consistently market 45-50,000 cattle a year through our facility. My STRONG belief in the auction method of marketing cattle has provided me the opportunity to listen to and buy cattle from some of the best auctioneers in the world.

JUDGES



*Doak
Lambert*

Lambert Auction Co., Inc.
Decatur, TX
Doak@doaklambert.com

Doak Lambert of Decatur, Texas owns and operates Lambert Auction Co., Inc., a full service auction company that specializes in the marketing of purebred livestock, farm, and ranch real estate, equipment, western art, and automobiles. Doak's experience in the auction business has spanned a period of over 30 years as he has conducted auctions across the United States. A 1985 graduate of Texas A&M, with a B.S. in Animal Science, Doak brings a vast knowledge of agriculture and marketing to his clients and to several other community service organizations with which he is involved. Doak has served on several boards and committees for the Texas Auctioneers Association, the National Auctioneers Association, Decatur FFA Alumni, The Live Big Foundation, active in his church, FFA & 4H youth development as well as youth sports in his local community.



*Justin
Ochs*

Real Look
Hendersonville, TN
Justin.ochs@reallook.com

Justin makes his home in Hendersonville, TN with his wife Kelly and their three children Weston, Ava & Lawson. Justin is a past International Champion Auctioneer, Tennessee State Champion & Mule Day Champion. Presently, Justin is the VP of National Development for Real Look, a company specialized in providing management and disposition services for government owned assets. Current clients include the Dept of Justice, US Marshals Service, & FDIC. Ochs also serves as a contract auctioneer for Manheim, ADESA & DAA. He is the managing auctioneer for Music City Auto Auction and serves on the board of his home church Cornerstone Nashville.

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Carnival Midway

Closes at 10 p.m. Sunday through Thursday
11 p.m. Friday and Saturday



JUDGES



*James
Benton
Pendleton*

James Benton Pendleton Auctioneer
Salt Lick, KY
Jamesbentonpendleton@yahoo.com

James Benton Pendleton, wife Lauren, Salt Lick, Kentucky, 2003 Graduate of World Wide College of Auctioneering, 2008-2012 WAAC (World Automobile Auctioneering Championships) Auctioneer Finalist, 2012 WAAC (World Automobile Auctioneering Championships) Team Champion Auctioneer. Currently work 4 auto auctions weekly, in the Cincinnati, OH, Indianapolis, IN and Charleston, WV markets. Lauren & I, own a RV Campground & Kayak/Canoe Rental/Shuttle Service "The Ole Cornfield" located on the Licking River/Cave Run Lake, Salt Lick, KY. Deer hunting is my hobby, I love to host deer camp and all things it entails.

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will start at 9:30am

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Contestants



Doug Bradford, CAI, TCAP

2730 Oak Tree Dr #1507, Carrollton, TX
214-395-2281
dancingdug@tx.rr.com

Doug is a licensed Texas auctioneer known for his high energy and captivating smile that crowds love. A Texas state champion ringman, he is sought out by clients and auctioneers alike for his enthusiasm, professionalism, and dedication to the auction profession. Doug has experience working personal property, storage, auto, and business liquidation auctions. His passion though, is working with nonprofits in the benefit/fundraising sector to help raise much needed funds to impact lives and change communities. Doug holds the prestigious Certified Auctioneer Institute designation and the Texas Certified Auction Professional certification. He has also served on the board of directors of the Texas Auctioneers Association since 2015.



Dustin Bradford

41 CR 1865, Arab, AL
256-298-1298
twobcattleco@gmail.com

Dustin is a contract auctioneer who works weekly automobile auctions as well as livestock and equipment auctions. 2021 World Automobile Auctioneer Championship Finalist, 2020 Alabama State Champion Auctioneer, 2019 Rising Star Award Recipient (WAAC), 2018 Alabama Reserve Champion Auctioneer.



Russell Commander

1303 AN CR 1200, Elkhart, TX
979-777-1131
petecommander@yahoo.com

A 2016 Graduate from MCC Auctioneer Academy in Waco, Tx. Sales weekly horse auctions in Elkhart, Tx. Works quarterly farm equipment sales & works full time restoring & rebuilding heavy equipment.



Gary Crawley

6262 S Brewer Rd, Kiowa, OK
580-239-2749
garygcrawley@yahoo.com

I have been an auctioneer for 20+ years and have enjoyed each and every auction I have been a part of. I am a 2012 graduate from Wide Wide College of Auctioneering. I am a contract auctioneer for several different companies, I also sale cattle at Atoka Livestock auction in Atoka, Oklahoma.



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Contestants



Trinity Crow

1340 W SH 29, Bertram, TX
512-734-3584
trinitycrow_05@hotmail.com

Mannheim Dallas – Ringman, 2006, Texas Auctioneer Academy, 2007, Insurance Auto Auction – Ringman, 2007-2010, Texas Licensed Auctioneer, 2010, Insurance Auto Auction – Auctioneer, 2010-2020, Cowboy Auctioneer Team, 2013, Lonestar Auto Auction – Auctioneer, 2016-2019, Alliance Auto Auctions – Auctioneer, 2017-2021, World Auto Auction Championship -- Team, Reserve Champion with my brother, Paden Crow, 2017, Mannheim – Auctioneer, 2019-Present



Blake Davis

2402 Morgan, Coffeyville, KS
620-515-3896
blake@designsunlimitedgraphics.com

His love and passion for the auction business started when he was 12 years old. At age 16 he attended auction school. Soon after he went right to work. Blake competed in the IJAC in 2011 and was awarded 3rd place. He then went back to try his luck at competing in the WAAC in 2021 and was awarded the rising star award.



Timothy Dietz, PRI

6241 Spoon Bill St, Katy, TX
713-449-4440
tim@getabidauctions.com

Tim Dietz is a 6th generation Texan living in Hallettsville, TX with his wife Natalie and two children. Tim began his career in the auction industry in 2017 by attending America's Auction Academy. He is also a 2018 graduate of the Professional Ringman's Institute. Tim and his wife, Natalie, founded Get A Bid Auctions, a full service auction company that specializes in Benefit and Charity Auctions. They offer auctioneer and ringman services as well as a custom online auction platform catered to their clients' needs. Tim has a passion for being on stage raising money for his clients. His vast array of experiences from cattle ranching to working in the oil and gas industry has given him the ability to adapt to any situation and put forth the professionalism and hard work that is expected.

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S3 One Goal is the software creation combining our passions for the auction world and philanthropy. With over 30 years experience in the auction industry, and over 15 years of fundraising, event planning, and volunteer management.

Contestants



Kyle Dykes

PO Box 470921, Fort Worth, TX
254-371-9388
kyledykesauctions@gmail.com

Kyle Dykes was born and raised in Killeen, TX. In 2011, just after his freshman year at Texas A&M, Kyle graduated from the Texas Auction Academy in Dallas, TX. After graduating from Texas A&M University in December of 2013, Kyle was able to combine his love for both the cattle business and the auction industry by working as the Commercial Marketing Coordinator for the International Brangus Breeders Association. Kyle became a full-time auctioneer in October of 2016, and he currently works weekly auto auctions across the State of Texas. He also enjoys working and conducting a wide variety of sales, including estate sales, livestock auctions, benefits, and consignment sales, to name a few. Kyle is also a licensed REALTOR. Kyle is the 2017 Texas State Champion Auctioneer. He currently resides in Fort Worth, TX with his wife, Emily and son, Leo.



Trey Gallaway

PO Box 1775, Belton, TX
254-493-9126
trey@centraltexasauctions.com

Trey makes 100% of his living in the Auction and Real Estate Business. He works 6 car auctions per week in the Dallas and Ft Worth area's for America's Auto Auction, CarMax Auctions, Manheim, and Metro Auto Auction, and owns his own auction and Real Estate Company in Belton, TX. Trey is the 2010 Texas State Champion Auctioneer and 2013 World Automobile Auctioneer Champion.



Scotty D. Gibbs, BAS, PRI, TCAP

158 Roseheart, San Antonio, TX
210-213-7092
scotty.gibbs@att.net

Scotty has faithfully served the U.S. Department of Defense for 29 years, and he provides that same level of commitment as a Contract Auctioneer and Ringman specializing in Automobile, Personal Property, Livestock, Horse & Tack, and Benefit & Fundraising Auctions. He has been an active member of the Texas Auctioneers Association (TAA) and the National Auctioneers Association (NAA) since 2017, he was the 2019 Texas Reserve State Champion Auctioneer and he is the 2021 Texas State Champion Auctioneer!



www.TexasAuctioneers.org

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Contestants



Shawn Hagler

34911 N 7th Ave, Phoenix, AZ
303-709-3725
auctioneer@shawnhagler.com

Shawn has been a full-time auctioneer since 2001 and has worked thousands of auctions from coast to coast. He has sold in front of crowds as large as 55,000 people (Stagecoach Festival Indio, CA) and has sold everything from black tie galas, real estate, farm and ranch liquidations, auto auctions, classic car auctions, large equipment and livestock. Shawn is the President of the Colorado Auctioneers Association, Vice President of the Arizona Auctioneers Association and a member of the Texas Auctioneers Association. Shawn is a partner at World Champion Ringman College and is an advocate for Professional Ringmen. He has won numerous championships including Mule Days Champion Auctioneer 2021, Colorado State Champion Auctioneer 2008, Colorado Rookie State Champion 2003, Colorado Champion of Champions winner 2017, WAAC World Champion Ringman 2009, WAAC Reserve World Champion Team 2019 and Battle of the Bluegrass Champion Ringman 2021.



Jarod Hamm

797 N Anthony Rd, Ennis, TX
972-935-4136
jarodhamm@yahoo.com

Jarod Hamm is an auctioneer and owner of M&M Auctioneering in Ennis, Texas. Jarod is known for providing auction services since 2010 as a contract auctioneer for various auto auctions and non-profit organizations across the state. Jarod has a true passion for the auction industry, serves on the board for the state association, and considers it the highest honor and privilege to be considered a Texas state licensed auctioneer.



Preston Hardee

3210 SE 24th Terrace, Ocala, FL
843-251-3266
preston.hardee@yahoo.com

Preston graduated from the World Wide College of Auctioneering in 2010. He currently works multiple sales throughout the week in the Northeast. He resides in the Sunshine State with his wife, Courtney, and their two children, Morgan and Jack.



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Check in starts
at 10am
Used Tack
1st Saturday
at 1 pm

Auctioneer
Donna Thomas
License # 18051



Live Bidding on YouTube

Contestants



Megan Herrington

274 Old Austin Trail, Elgin, TX

903-922-6707

thelandladytx@gmail.com

Megan Herrington is a first-generation auctioneer from a long line of cattle producers in East Texas that graduated from America's Auction Academy in September 2021. In her first year of auctioneering, she raised thousands of dollars for various charitable causes and organizations in Texas working benefit auctions. Known as "The Land Lady" she also owns a land & ranch real estate firm and auction company with focuses in Texas, Mexico, & Costa Rica. When she isn't selling ranches or raising money, Megan spends her time riding horses, traveling internationally, fishing of all kinds, hunting, cooking, and volunteering with the local 4-H groups and equine therapy programs.



Austin Jet Jones

3839 Mckinney Ave Ste 155-701, Dallas, TX

480-282-3319

jetjonesauctions@gmail.com

Austin Jet Jones is a 2015 graduate of Texas Auction Academy Jet was Awarded the 2020 Rookie Texas State Champion Auctioneer by the Texas Auctioneers Association. In 2015 Jet Jones Auctions was founded in which Markets Heavy Equipment, Classic and Wholesale Automobiles, Aircraft & General Consignments.



Heather Kaspar, CAI, GRI, BAS, SRES

PO Box 113, Carmine, TX

979-421-0325

heather@buckupauctions.com

Heather Schoenst Kaspar has been a licensed Auctioneer since 2011 and a licensed Realtor® since 2014, earning her real estate broker license in 2020. Heather owns and operates Buck Up Auctions & Realty, an all-inclusive auction company and real estate brokerage, experienced with traditional, auction and mixed marketing campaigns to liquidate any asset or fundraise for any cause. She serves rural markets across the state. Heather loves Jesus Christ, Kyle – husband of 13 years, daughter - Kylee Jo (12), and sons: Heath (9) and Hunter (3). She is currently serving her 6th year on the Texas Auctioneer Association Board of Directors, is a member of the National Auctioneer Association, and is a member of several other associations. Heather is passionate about her faith in The Holy Trinity, her family, the auction industry, the sales profession and sharing it with others. Heather is our 2021 Texas State Reserve Champion Auctioneer.



Next Session

March 25-April 1, 2022
Des Moines, IA

World Wide College of Auctioneering will give a bonus \$500 to the Champion if they are a graduate of the College!!



Contestants



Paul McCartan

920 Bucknel Blvd SE, Stewartville, MN
515-320-7600
paul@grafeauction.com

Paul is a First-Generation Auctioneer who will celebrate his 35th Anniversary this summer since entering the profession. Paul is part owner of Grafe Auction Company, a nationwide commercial equipment marketing company based in Minnesota. In 2021 Grafe conducted 385 auctions in 50 states. He is a 10 time finalist in NAA International Auctioneers Championship and a former three time state bid calling Champion. Auctions are his life, second only in line to his lovely wife of 31 years and 3 awesome kids.



Jayme Moore

1920 CR 105, Plainview, TX
505-239-5913
hogboy72@hotmail.com

I have worked in the auction industry for years, even prior to graduating from World Wide College of auctioneering in 2004. For the last 16 years, I have owned and operated an Agricultural Equipment auction company, beginning in New Mexico, and then moving the business to Texas. These days I work with my team every week at Lone Star auto auction as a ringman. I enjoy an exciting position as the lead auctioneer for Gold Standard Auctions, which is one of the country's leading coin sales and for Dallas gold and gun which has begun creating quite a name for themselves. I am also privileged to work at Brinkley Auctions in Idabel, Ok and 5 Star Auctioneers in Plainview, TX. In 2021 my son and I were the 3rd high team in the Auctioneer/ringman contest at the Texas Auctioneer Convention. I bleed blue and gold and since 1999, I have been an Ag teacher and FFA advisor on and off, when I wasn't pursuing other career paths. Since I have a few days a week that I wasn't busy at an auction, I also currently teach Ag Science at Patton Springs ISD, in a little town of Afton Texas, which is conveniently located just a few miles from my deer blind.



Sixto Paiz

2203 S Ave A, Portales, NM
806-473-9245
sterlyn.paiz@live.com

Sixto Paiz resides in Portales New Mexico with his wife Kourtney and two kids Beaux and Lilli. Sixto sells Cattle, Cars, and heavy machinery averaging 4-5 sales a week. He was a 2019 WLAC qualifier as well as a TSLO top 5 finisher. In 2021 he placed in the Top 10 at the WLAC finals and was named Rookie of the year. In September of 2021 he also qualified for the 2022 WLAC finals being named Runner-up champion.



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Contestants



Josh Phelps

15608 Rosedown Dr, Oklahoma City, OK
865-548-2835
c.josh.phelps@gmail.com

Josh Phelps is a professional contract and competitive auctioneer based in Oklahoma City, OK. Mr. Phelps has held a life-long passion for the auction industry and the live auction method of marketing. He attended the Mendenhall School of Auctioneering in High Point, North Carolina, and was at that time the youngest graduate to date in August of 1998. Outside the auction industry, Mr. Phelps has enjoyed a fruitful career in music performance and music ministry. Mr. Phelps enjoys a steady schedule in a wide variety auction formats including Farm and Construction Equipment Auctions, Estate Auctions, Business and Restaurant Liquidations, as well as local, regional, national, and international Benefit Auctions. Mr. Phelps is married to Oklahoma native and internationally celebrated trumpeter, Lacey Redfield Phelps.



Matthew Sandmann

7553 S Research Rd, Atoka, OK
580-775-3539
sandmannauction@gmail.com

Matthew is a first-generation auctioneer. He is the lead auctioneer and owner of Sandmann Auction LLC. He is Vice President of the Oklahoma State Auctioneer Association. He is also the 2021 Champion auctioneer and ringman for the Arkansas Auctioneers Association. Matthew handles the marketing strategies for auctions, as well as, managing all aspects of producing auctions.



Cody Shelley

2921 CR 919, Burleson, TX
580-467-7887
shelleyauctionservices@yahoo.com

Cody Shelley is a first generation auctioneer in his 12th year in the auction business. He travels the nation serving clients as a contract auctioneer marketing Automobiles, Purebred Cattle, Quarter Horses and Heavy Equipment. He is also the owner of Platinum Horse Sales, marketing horses globally. In 2019 he was named the World Champion Automobile Auctioneer Champion and in 2020 received the title of both the Oklahoma and Texas State Champion Auctioneer. While not conducting auctions Cody enjoys spending time at his home in Burleson, TX with his wife Ashley and their two children Jakup(11) and Bexley(5).



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**James Benton
Pendleton**
Auctioneer

615-874-0443
jamesbentonpendleton@yahoo.com

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JUSTIN OCHS, M.S., CAI

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Contestants



Clint Sherman

5331 CR 7560, Lubbock, TX
806-548-2702
lraesherman44@yahoo.com

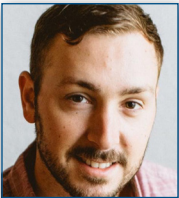
Clint Sherman graduated from World Wide College of Auctioneering in 1993. He has been involved in the auction industry for over 30 years. Clint has been married to Leslie for 27 years. They have four children, two of which are also involved in the auction industry. They are expecting their first grandchild in May. Clint's primary focus is in the auto industry, but does many livestock and benefit auctions as well.



Dustin Taylor

9800 AL Hwy 75, Horton, AL
256-302-2153
dustin237@gmail.com

I live in Douglas AL, just outside of my hometown of Albertville AL. I have been married to my wife Amy since 1997 and we have lived in the same area our whole life and raised our family here. We have four children, two natural and 2 adopted plus several "extra" children as we have been foster parents for many years. My dad was a car dealer and a horse enthusiasts, so I was raised in auto auctions and trader barns, this is where I fell in love with the auction method and wanted to be an auctioneer. I first stepped on the block at 14 years old and I have been hooked ever since. I now work multiple auto auctions per week plus many specialty auctions each year including "high end" Western Art, livestock, farm and equipment auctions and many others. I consider it a great privilege to provide for my family as a professional auctioneer and to compete in auction contests!



Cameron Whitehead

214 W. Sierra Cir, San Marcos, TX
512-800-3230
cwauctioneers@gmail.com

Cameron has worked in the auction industry since he was a young boy, and his family has owned several auto auctions throughout Texas. Cameron, a San Marcos Baptist Academy graduate, decided to follow in his family's footsteps and attended Missouri Auction School and he became a 3rd Generation Auctioneer. Since 2011 Cameron has been working auto and benefit auctions across the Great State of Texas.

BIDDER DISCLOSURE

For all Contest & Auction Items, you **MUST** have a bidder number. Get your bidder number at the TAA registration desk.

ALL bidders **MUST** collect and **PAY** for items by 7:45pm on January 30, 2022. All items are sold "as is", no warranty or guarantees. Preview and inspection prior to auction is encouraged.

Payment accepted by credit card, valid check, or cash. A buyer's premium of 10% on top of the winning bid will be added for each item sold.

TAA is NOT liable for ANY items that are unclaimed. Shipping arrangements can be made for an additional fee.

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Catalog of Items

PRELIMINARY ITEMS:

Contestants are assigned lot numbers below and will draw for order to compete. Lot numbers will be announced as they compete.

#10

BRADFORD, DOUG
WHISKEY DECANTER
AND GLASS SET:

Decanter that holds
up to 24 oz. and four
double Old Fash-
ioned glasses.



#11

BRADFORD, DOUG
SONY WHCH710N
NOISE CANCELLING
HEADPHONES:

High-quality
Bluetooth over the
ear headphones with a USB Type C charging
cable and 3.5mm audio cable.



#12

BRADFORD, DUSTIN
ALTEC "STORM
CHASER" RADIO:

Bluetooth capability
and solar rechargeable.
Receive weather
alerts and use the high powered LED lights
to light any room.



*All items and bids are final.
TAA not liable for any misrepresentation.*

Catalog of Items

#13

BRADFORD, DUSTIN

CIRCLE H BRAND
"BULL CUTTER"

KNIFE : All handmade
with a Ram Horn
handle and Damascus

blade. Comes with a custom made and hand
tooled sheath by Circle H.



#14

COMMANDER

CARI JEWELRY CHEST:

Hives & Honey antiqued-
like finish, antiqued brass
drawer pulls, and rounded
design. Open the top
hinged lid to reveal seven

ring rolls and four divided compartments.
Features five spacious felt-lined drawers and
two side doors that open out to display all
your necklaces.



#15

COMMANDER

WESTERN TABLE LAMP:

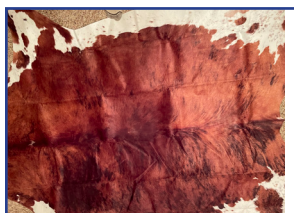
Add the classic cowboy
style lamp to any room.
Featuring spurs with a
barb-wire wrap, a center
star, and laced shade. Easy
pull turn on and off.



#16

CRAWLEY

WHITE BELLY FAUX
COWHIDE RUG: 5'
X6.5'



All items and bids are final.

TAA not liable for any misrepresentation.

Catalog of Items

#17

CRAWLEY

SET OF 3 CASE AQUA COLOR POCKET KNIVES:
Case aqua kirinite sparxx peanut, Case aqua kirinite sparxx medium stockman, Case aqua kirinite sparxx slimline trapper.



#18

CROW

DALLAS COWBOY
THROWBACK
REPLICA HELMET:



#19

CROW

HOOEY POCKET
KNIFE: Satin finished
blade. Closed length
4 1/4".



#20

DAVIS

DEWALT DRILL
WITH BAG: includes
drill/driver, batteries,
compact charger and
contractor bag.



#21

DAVIS

AIRPODS



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Catalog of Items

#22

DIETZ

JBL FLIP 5, WATER-PROOF PORTABLE BLUETOOTH SPEAKER



#23

DIETZ

RYOBI ONE+ 18V IMPACT DRIVER AND RYOBI ONE+ 4AH 18V LITHIUM-ION STARTER KIT



#24

DYKES

SOLO STOVE RANGER FIRE PIT: Stainless Steel build with minimized smoke technology.



#25

DYKES

THE VAQUERO CHAIR BY CHAMA: CHAMA's Vaquero chair is a wildly comfortable, folding, easy to travel with chair that will make a statement on the range or in the home office.



#26

GALLAWAY

CHAPPARAL BOOTS: Custom sized boots - full quill ostrich.



All items and bids are final.

30 *TAA not liable for any misrepresentation.*

Catalog of Items

#27

GALLAWAY

CHARCUTERIE BOARD/SERVING TRAY: Higdon Hand-crafted, one of a kind, walnut fractal design charcuterie board/serving tray and coasters with surprise gift.



#28

GIBBS

TEXAS HILL COUNTRY DISPLAY CHEST: made of genuine cowhide, deer antler handles, antique style upholstery tacks and a hand distressed wooden frame.



#29

GIBBS

AMERICAN WEST CONCEALED CARRY PURSE: made of genuine leather, hand-tooled on the front, back, and sides, and accented with decorative antiqued conchos.



#30

HAGLER

TRAVELING AUCTIONEER: Phone charging business padfolio and a travel size garment steamer.



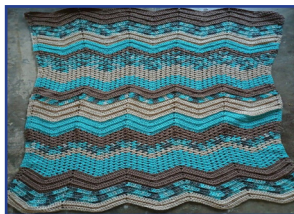
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Catalog of Items

#31

HAGLER

HANDMADE AFGHAN:
57x40 with with
turquoise and earth
tones.



#32

HAMM

CUSTOM
CORNHOLE
BOARDS



#33

HAMM

JAMES AVERY
NECKLACE: Sterling
Silver and turquoise.



#34

HARDEE

FULL GRAIN
BUFFALO LEATHER
TRAVEL DUFFEL
BAG



#35

HARDEE

STATE OF TEXAS
OUTLINE PENDANT:
Sterling Silver with
Diamond Accents



*All items and bids are final.
TAA not liable for any misrepresentation.*

Catalog of Items

#36

HERRINGTON

HOT AIR BALLON
RIDE: 2 with Rohr
Balloons, North
Texas.



#37

HERRINGTON

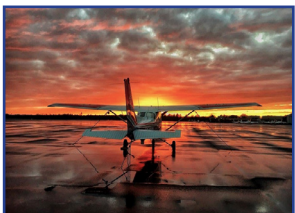
TICKETS FOR 2 TO
BILLY BOB'S TEXAS:
Ft. Worth, TX



#38

JONES

DINNER AND
SCENIC FLIGHT FOR
TWO: at Delta
Charlie's at Dallas
Executive Airport
Deal is valid through March 31st 2022.



#39

JONES

IMOUNTEK
UNIVERSAL GUN
CLEANING KIT: with
Aluminium Carrying
Case (126 piece)



*All items and bids are final.
TAA not liable for any misrepresentation.*

Catalog of Items

#40

KASPAR

GENUINE LEATHER
LARGE OVERNIGHT
BAG: with South-
west canvas detail,
hand-tooled leather
accents with handles and shoulder strap.



#41

KASPAR

GENUINE LEATHER CON-
CEALED CARRY CROSS-
BODY: This bag boasts a
hint of cowhide, soft leath-
er, hand-tooled leather &
full fringe



#42

MCCARTAN

HALO Z1100 LASER
RANGEFINDER



#43

MCCARTAN

VORTEX DIAMOND-
BACK 10 X 42 BIN-
OCULARS



*All items and bids are final.
TAA not liable for any misrepresentation.*

Catalog of Items

#44

MOORE

1886 MORGAN SILVER
DOLLAR MS-65



#45

MOORE

1776-1976
BICENTENNIAL
COMMEMORATIVE
SILVER PROOF COIN
SET



#46

PIAZ

MONEY CLIP: from
Montana Silver-
smiths is plated in
99.9% pure silver
and features a fully
engraved design.



#47

PIAZ

MEATER PLUS:
WIRELESS BLUE-
TOOTH SMART
THERMOMETER:
165ft Long Range
Model: 100% WIRE-FREE that's perfect for
outdoor cooking.



*All items and bids are final.
TAA not liable for any misrepresentation.*

Catalog of Items

#48

PHELPS

CUSTOM DAMASCUS KNIFE: with Lone Star Handle and Hand-Made Leather Sheath.



#49

PHELPS

CUSTOM DAMASCUS KNIFE: with Multicolored Resin Handle and Hand-Made Leather Sheath.



#50

SANDMAN

PORTABLE AIR COMPRESSOR:
Portable Cable 6 gallon



#51

SANDMAN

CHICKEN LOVER BASKET:
includes two hot plates, candle, chicken apron, coffee mug woven basket, and metal chick statue.



#52

SHELLEY

SADDLEBACK LEATHER PORTFOLIO



All items and bids are final.

36 *TAA not liable for any misrepresentation.*

Catalog of Items

#53

SHELLEY

APPLE AIRPODS
PRO



#54

SHERMAN

AUTHENTIC UPCYCLED LV
HATBAND: This band offers a
leather tie strap to secure this
band on any hat that offers a
removable band.



#55

SHERMAN

WOMEN'S
DESIGNER COWBOY
BOOTS

**picture
not
available**

#56

TAYLOR

POWERED BELT
SHARPENER: for
knives and tools.
Comes with 6 belts.



#57

TAYLOR

HANDMADE GENUINE
LEATHER BRIEFCASE
/MESSENGER BAG



*All items and bids are final.
TAA not liable for any misrepresentation.*

Catalog of Items

#58

WHITEHEAD

34-INCH NATURAL
STONE FIRE PIT:
with Copper Accents



#59

WHITEHEAD

FIREWOOD LOG
RACK: 2-Foot, In-
door/Outdoor Black
Powder-Coated Steel
Heavy Duty Decorative
Fireplace Wood



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auction clerking
company!

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979.383.2423
Lance Swigert

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Catalog of Items

FINALS ITEMS:

*Finalists will draw for order and items to sell.
Lot number will be announced as contestant competes.*

#70 - #74

**JAMES AVERY
SILVER
NECKLACE:**

James Avery
silver necklace
with 2 James Avery 'Texas themed' charms.



#75 - #79

**PENDLETON
YOGA MAT:**

Made in the USA.
Lightweight. 24w
x 72L 5mm thick.



#80 - #84

**DEWALT
4-TOOL 20-VOLT
MAX POWER
TOOL COMBO
KIT: with Soft**

Case (2-Batteries and charger Included)



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*Congrats
2022 Champion!*



GRAND CHAMPION BUCKLE

SPONSORED BY:



JOEL LEMLEY, AUCTIONEER

State Licensed Auctioneer • TX 15204 • Member Texas Auctioneer Association and National Auctioneer Association

CREATED BY:



HYO SILVER

**GRAND CHAMPION
CUSTOM JEFF SMITH SADDLE**

SPONSORED BY:



Tony Langdon

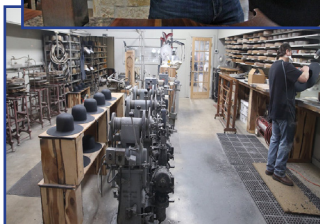
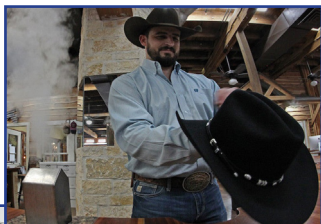
AUCTION PROPERTIES

Catalog of Items

CHAMPION ITEM:

#85

CUSTOM
MADE 50X
FELT COWBOY
HAT: by world class
hatter, Catalena
Hatters based in
Bryan, TX



CHAMPION ITEM PARTNER



We make our hats the old
fashioned way.
By Hand. One At A Time.

*World class quality & restoration based
in Bryan, Texas*

www.catalenahatters.com

*All items and bids are final.
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Thank you
TISO
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Myers Jackson
PHOTOGRAPHER

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Texas Lone Star Open

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Texas Lone Star Open

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Texas Lone Star Open

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as of January 5, 2022*

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AUCTION RESOURCE GUIDE

AUCTION LINGO

GLOSSARY OF AUCTION TERMS

- **ABSENTEE BIDDER:** A person (or entity) who does not attend the sale but submits, in advance, a written or oral bid that is the top price he/she will pay for a given property.
- **ABSOLUTE AUCTION:** An auction where the property is sold to the highest qualified bidder with no limiting conditions or amount. The seller may not bid personally or through an agent. Also known as an “Auction Without Reserve”.
- **AGENT:** A person who acts for or in the place of another individual or entity by authority from them.
- **APPRAISAL:** The act or process of estimating value.
- **APPRENTICE AUCTIONEER:** An auctioneer who is in training, operating under the supervision of a licensed or experienced auctioneer.
- **“AS IS”:** Selling the property without warranties as to the condition and/or the fitness of the property for a particular use. Buyers are solely responsible for examining and judging the property for their own protection. Otherwise known as “As Is, Where Is” and “In Its Present Condition”.
- **AUCTION:** A method of selling real and personal property and real estate in a public forum through open and competitive bidding. Also referred to as “Public Auction”, “Auction Sale” or “Sale”.
- **AUCTION BLOCK:** The podium or raised platform where the Auctioneer stands while conducting the auction. “Placing (an item) on the auction block” means to sell something at auction.
- **AUCTION LISTING AGREEMENT:** A contract executed by the auctioneer and the seller which authorizes the auctioneer to conduct the auction and sets out the terms of the agreement and the rights and responsibilities of each party.

AUCTION RESOURCE GUIDE

- **AUCTION WITH RESERVE:** Also known as “Reserve Auction” and “Auction Subject to Confirmation”. An auction in which the seller reserves the right to establish a reserve price, to accept or decline any and all bids, or to withdraw the property at any time prior to the announcement of the completion of the sale by the Auctioneer.
- **AUCTIONEER or BID CALLER:** The person whom the seller engages to direct, conduct, or be responsible for a sale by auction. This person may or may not actually “call” or “cry” the auction.
- **BANK LETTER OF CREDIT:** A letter from a bank certifying that a named person is worthy of a given level of credit. Often requested from prospective bidders or buyer who are not paying with currency at auction.
- **BID:** A prospective buyer’s indication or offer of a price he/she will pay to purchase property at auction. Bids are usually in standardized increments established by the Auctioneer.
- **BIDDER NUMBER:** The number issued to each person to registered at an auction.
- **BIDDER’S CHOICE:** A method of sale whereby the successful high bidder wins the right to choose a property or properties from a grouping of similar or like-kind properties/items. After the high bidder’s selection, the property/item is deleted from the group, and the second round of bidding commences, with the high bidder in round two selecting a property/item. That property/item is then deleted from the group, and the 3rd round begins, continuing until all properties/items are sold.
- **BUYER’S PREMIUM:** An advertised percentage of the high bid or flat fee added to the high bid to determine the total contract price to be paid by the buyer.
- **CATALOG or BROCHURE:** A publication advertising and describing the property available for sale at public auction, often including photographs, descriptions, & the terms & conditions of sale.
- **CAVEAT EMPTOR:** A Latin term meaning “Let the Buyer Beware!” A legal maxim stating that the buyer takes the risk regarding the quality or condition of the property purchased.

AUCTION RESOURCE GUIDE

Sometimes the property may be protected by warranty, but this is a rare occasion.

- **CLERK:** The person employed by the principal auctioneer or auction firm to record what is sold and to whom and for what price.
- **COMMISSION:** The fee charged to the seller by the auctioneer for providing services, usually a percentage of the gross selling price of the property established by contract prior to the auction.
- **CONDITIONS OF SALE:** The legal terms that govern the conduct of an auction, including acceptable methods of payment, terms, buyer's premiums, possession, reserves, and any other limiting factors of an auction. Usually included in published advertisements or announced by the auctioneer prior to the start of the auction.
- **CONTRACT:** An agreement between two or more persons or entities which creates or modifies a legal relationship.
- **CONSIGNEE:** The auctioneer or auction house operator to whom goods are entrusted by another (consignor) for sale at auction.
- **CONSIGNOR:** The person or authorized agent or entity that consigns goods to an auctioneer. The consignor is usually the seller.
- **ESCROW:** Money held in trust by a third party until the seller makes delivery of merchandise to the buyer.
- **DUE DILIGENCE:** The process of gathering information about the condition and legal status of assets to be sold.
- **ESTATE SALE:** The sale of property left by a person at his or her death. An estate auction can involve the sale of personal and/or real property. NOTE: There sometimes are "LIVING ESTATE AUCTIONS", where the seller is alive, but wishes to liquidate personal belongings and has hired the Auctioneer to do so.
- **INSPECTION:** Specified date, time and place property is available for prospective buyer viewing and evaluation. Also known as a PRE-VIEW.
- **LOT:** An item or set of items for sale in an auction, lots are normally denoted by a "lot" number.

AUCTION RESOURCE GUIDE

- **MARKET VALUE:** The highest price in terms of money which a property will bring in a competitive; and open market under all conditions requisite to a fair sale, the buyer and seller, each acting prudently, knowledgeably and assuming the price is not affected by undue stimulus.
- **MINIMUM BID AUCTION:** An auction in which the Auctioneer will accept bids at or above a disclosed price. The minimum price is always stated in the brochure and advertisements and is announced at the auctions.
- **MINIMUM OPENING BID:** The lowest acceptable amount at which the bidding must commence.
- **OPENING BID:** The first bid offered by a bidder at an auction.
- **ONLINE/VIRTUAL AUCTION:** An auction that is for online bidders only and is not conducted in front of a traditional live audience. These auction types may have reserve items in which the auctioneers bid in order to protect the reserve.
- **ON-SITE AUCTION:** An auction conducted on the premises of the property being sold.
- **PREVIEW:** Specified date, time; and place property is available for prospective buyer viewing and evaluation. Also known as an INSPECTION.
- **RESERVE:** The minimum price that a seller is willing to accept for a property to be sold at auction. Also known as RESERVE PRICE.
- **RINGMAN:** A Ringman is a part of the live auction team, who is responsible for interpretation of buyer interest and effective communication of buyer participation to the auctioneer.
- **SEALED BID:** A method of sale utilized where confidential bids are submitted to be opened at a predetermined place, date, and time. Many government auctions occur in this manner, as they accept bids from around the country (and probably the world!).
- **SELLER:** Entity that has legal possession and ownership of any interests, benefits or right inherent to the real or personal property.
- **TERMS AND CONDITIONS:** The printed rules of the auction and certain aspects of the Purchase & Sale Agreement that are read and/or distributed to potential bidders prior to an auction sale.

AUCTION RESOURCE GUIDE

HOW TO BECOME AN AUCTIONEER

Being an auction professional involves hard work and countless hours of practice and training. You can consider attending auction school. There are auction schools and programs throughout the U.S. and abroad that can provide you with the training and education you need to start your career in the auction industry. In addition to learning the art of bid calling, auction schools provide students with training on marketing their services and sales, as well as provide students with training on starting and operating an auction business in their state. Some states require licensure and continuing education to work as an auctioneer.

In Texas, you are required to be a licensed auctioneer. To confirm requirements, go to the Texas Department of Licensing web page at www.tdlr.texas.gov. In Texas, there are also optional licenses for Associate Auctioneers and the requirements are regulated by the TDLR.

[What are the requirements for an auctioneer license in Texas? \(www.tdlr.texas.gov\)](http://www.tdlr.texas.gov)

To be eligible for an auctioneer's license you must:

- Be at least 18 years of age;
- Be a citizen of the United States or a legal alien;
- Hold a high school diploma or a high school equivalency certificate;
- Not have been convicted of a felony within five years of the application date;
- Have completed 80 hours of classroom instruction at an Auction school approved by TDLR; and
- Pass an Auctioneer licensing examination OR
- You may be exempt from taking the Auctioneer examination by providing proof of being employed by an Auctioneer for two (2) years and have participated in at least ten (10) auctions during that employment period. However, you will still need to meet all requirements listed above, including going to a TDLR approved auction school.

AUCTION RESOURCE GUIDE

Auction schools in Texas and surrounding states:

TEXAS

America's Auction Academy

P.O. Box 803503

Dallas, TX 75380-3503

Phone: (972) 387-4200

info@texasauctionacademy.com

**Approved for auction license education by some state licensing agencies – Contact school directly for complete details.*

McLennan Community College Auctioneer Academy

1400 College Drive

Waco, TX 76708

(254) 299-8126

www.mclennan.edu/cortraining/academy

IOWA

Auction School of Real Estate & Continental Auctioneers School

Northwood, Iowa

Phone: (800) 373-2255

www.auctioneerschool.com

**Approved for auction license education by some state licensing agencies – Contact school directly for complete details.*

World Wide College of Auctioneering

PO Box 949

Mason City, IA 50402-0949

(641) 423-5242

Fax (641) 423-3067

www.worldwidecollegeofauctioneering.com

KENTUCKY

Kentucky Auction Academy

2435 Fitzgerald Industrial Dr.

Bowling Green, KY 42104

Phone: (270) 780-9513

stevehenry@kentuckyauctionacademy.com

**Approved for auction license education by some state licensing agencies – Contact school directly for complete details.*

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LOUISIANA

Burk Baker School - Auctioneering Program

2834 S. Sherwood Forest Blvd., #B14

Baton Rouge, LA 70816

Toll Free: (800) 222-3295

Phone: (225) 293-6000

Fax: (225) 291-7582

**Approved for auction license education by some state licensing agencies – Contact school directly for complete details.*

MISSOURI

Missouri Auction School

1503 Main Street #371

Grandview, MO 64030

(816) 974-8875

info@auctionschool.com

**Approved for auction license education by some state licensing agencies – Contact school directly for complete details.*

**Approved for auction license education by some states.*

Professional Ringmen's Institute

959 S. Mill St.

Rogersville, MO 65742

800-582-1206

Fax: 417-753-7654

**PRI provides education for the professional ringman and does not offer education toward new auctioneer licensing. Classes may apply toward continuing education in some states. Check with PRI and your local licensing entity for complete details.*

AUCTION RESOURCE GUIDE

FINDING A PROFESSIONAL AUCTIONEER IN TEXAS

- 1) Do they hold a Texas Auctioneer license?
- 2) Are they knowledgeable about what they will be selling?
- 3) Do they thoroughly explain auction terms & auction methods to be used?
- 4) Can they tell you about any continuing education they have taken recently?
- 5) Are they able to provide references when asked? Did they give you any upon meeting?
- 6) Do they have a website or examples of other marketing pieces they have developed?
- 7) Can they tell you about the kind of buyers that typically come to their auctions?
- 8) Can they thoroughly explain their typical auction process?
- 9) Do they have an agreement for you to sign clearly laying out the responsibilities of the seller & the responsibilities of the auctioneer/auction company?
- 10) Can they clearly explain to you how they plan to market your auction & past experience in marketing auctions similar to yours?
- 11) Are they focused on your needs and your timeline?

**FOR MORE INFORMATION
OR TO LOCATE A PROFESSIONAL
AUCTIONEER IN YOUR AREA,
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AUCTION RESOURCE GUIDE

ESTATE AUCTIONS: PROTECT YOUR INTEREST

Estate auction and sales used to be considered glorified garage sales, but now they are a entire business niche. However, because estate auctions normally occur at times under duress, many people DO NOT take the time to protect their interest and research options.

KNOW THE BENEFITS OF ESTATE AUCTIONS:

- Texas auctioneers are licensed and regulated by the Texas Department of Licensing & Regulation.
- Auctioneers use an escrow account which means money is held in trust by a third party to handle sellers funds and provide accountability
- Inventory can be sold in lots, which avoids having buyers only buy big items and reduces the amount of small leftover items.

HERE ARE SOME TIPS FOR ESTATE AUCTIONS BELOW.

1. Interview More Than Two

Look over the complete list of companies in your area. Call as many as possible for information about services they offer.

2. What Do They Charge?

Don't let the percentage charged be the only criteria when choosing a company. A lower percentage does not necessarily mean you will make more money. For example, if a company with more experience knows that you have a collection worth a lot of money, they could possibly make you more money even while charging a higher percentage. Confirm if you need items moved to sell at another location or sell on your property.

3. Interview In Person

Once you have narrowed it down to a few companies ask them to come and meet with you. They will want to see what you want liquidated.

4. Do NOT Throw Anything Away

Do not throw anything away before meeting with the companies. Every company will tell you this and there is a reason. That "pile of junk" or "that trash" might be worth big money. Seriously...don't throw anything away until you have an expert look at it.

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5. Removing Items After An Interview

Realize that most companies work on a percentage so the more they make for you the more they make. Also, realize they may make a bid to you based on what you represent will be for sale. Many will charge a commission once they have started working on the sale and something is removed. If you intend to take items let the companies know on the front end and have it in the contract.

6. Taxes

Everybody loves to hate them. Different states/counties have different requirements for estate sales. Find out whether sales tax is supposed to be charged or not and then ask each company whether they do.

7. Research, Research, Research

Make sure you feel comfortable with the company before signing a contract. Check with your local better business bureau to be sure there aren't outstanding issues with the company you have chosen. If there are, ask the company about it. Are they licensed in Texas? Visit www.TDLR.texas.gov to verify.

8. Visit an Auction

The best way to get a feel for a company is to watch them in action. Go to an auction and don't let them know who you are. Look and see how it is set up. Interact with their staff at the checkout. Do they treat people with respect? Are they efficient? Look for what is important to you.

9. Ask for References

Ask the company for letters of reference and contact information for recent clients. Contact those clients and find out what they liked and what they didn't like. Ask them specifically "What do you wish would have been done better?"

10. Get a Contract

A contract is extremely important. It should detail out when the event will be held, how much the company is charging, when you will get paid, etc. Do not hire a company without a contract. You should both have a copy of the contract after signing it. A good contract details out what is expected of each party. BE SURE you address what happens to items that DO NOT SELL and how to handle any dispute and in what county.

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11. Ask The Same Questions of each potential company

Make a list of questions to ask each company. That way you are comparing apples to apples. They may have a brochure or website with general information. Here are some questions you may want to consider asking:

- How many days do you think it will take to set up?
- What is your commission?
- Are you licensed?
- Are you a member of the Texas Auctioneer Association?
- Are there fees besides your commission?
- Do you have insurance? What types?
- How long after the auction will I be paid?
- Do you have an appraiser on staff or access to one?
- What is your field of expertise? Antiques, Art, Furniture, etc?
- How many people do you generally have staff a sale like mine?
- How will my home be left? Broom Clean, Empty, etc?
- Do you or your employees buy items?
- Do you have a store or warehouse?
- Do you have a contract? Can I take a copy home with me to look over?
- Do you pre-sell or allow people early entry?
- Do you charge sales tax?
- Do you have any auctions coming up that I could visit to see how your sales are conducted?
- When would you be able to do the auction (dates and times)?

Reprinted in part from estatesales.net.

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REAL ESTATE AUCTION OVERVIEW

Unfortunately for many out-of-luck homeowners, many homes are being auctioned on courthouse steps these days. But those are not the whole auction story, and consumers ought to consider auctions as a viable means of buying a home, says Chicago auctioneer Rick Levin.

Though so-called “distressed properties” — foreclosures — may be the popular image of auctions, sales by private auction firms run the gamut from builder closeouts, to banks disposing of seized assets, to individual homeowners who just want a quick and clean sale.

Residential real estate auctions grew by nearly 48 percent between 2003 and 2008, the most recent data available, according to the National Auctioneers Association in Overland, Kan. They may be becoming more mainstream, though some consumer education is still needed for broader acceptance, Levin said.

“You know, the normal, traditional way to sell a farm is at auction,” he said. “Now, more (residential) consumers are starting to think outside the box.” “Auctions are the standard method (of home buying) in Australia and parts of Europe,” said Chris Longly, deputy executive director of the auctioneers’ trade group, who said auctions here are on the upswing. “Today’s consumers want things now and they want to pay the price they want now.”

FIVE THINGS FOR HOMEBUYERS TO KNOW ABOUT REAL ESTATE AUCTIONS:

1. Buyers need to distinguish between “sheriff’s auctions” for foreclosures, and professional, privately conducted auctions of homes being sold for various reasons.

“The sheriff’s sale, that’s a legal proceeding,” Levin explains. In these sales, the lenders are foreclosing on delinquent mortgages, but they’re not the legal

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owners of the property; the properties are usually bought by the lender for the value of the loan.

2. In those “courthouse steps” foreclosure sales, the buyers usually haven’t been able to get inside to see the properties — the lender who is foreclosing on the mortgage isn’t the legal owner and doesn’t have the right to let people into the home, he said. But in regular auctions, usually the auction company will advertise the home for several weeks and will conduct open houses, Levin said.

“(Interested buyers) should want to come see them with a home inspector,” Levin said. “If they don’t, they certainly have to know what they’re looking at, because in an auction, there are no contingencies.” That is, the homes are sold “as is.” It’s becoming increasingly common for auction companies to partner with mortgage lenders who will be present at the open houses for buyers who need financing. “It’s a myth that auctions are cash-only sales,” he said.

3. Most auction houses permit buyers to involve their real estate agents, who will receive a commission on the sale. “They can help (buyers) determine the value of the property, they can tell you what’s going on in the neighborhood, they might be able to tell how the house compares to other properties,” Levin said.

The auction company also should provide a packet of information at the open house that would include the required legal disclosures on the condition of the house and a blank contract the high bidder would be required to sign. Have it reviewed by an attorney, Levin said.

4. At the auction, of course, the best advice for the buyer is to decide how much he’s willing to pay, and stick with that.

Before the sale begins, auction firms will require bidders to present certified or cashier’s checks for a designated amount, usually several thousand

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dollars, he said. “The seller is willing to give the buyer a good value, but the buyer has to give the seller something,” he said. “The way we insure that the buyer is making a real offer is to bring a little bit of real money.”

5. The sale price may not be the whole price, however. The auctioneer also will collect all the fees and taxes that go along with a conventional property sale. Commissions and fees paid to the auction company and/or real estate agents who are involved typically are premiums added to the amount of the auction price.

The sale typically will close in 30 to 45 days after the auction, Levin said. Thus, in this environment of tougher lending standards, it’s important for buyers to get a mortgage preapproval before the auction in order to meet the deadline, he said.

Provided by: Mary Umberger, real estate writer in Chicago.



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