



THE VOICE OF THE
South Dakota
Auctioneers
Association

APRIL 2022

www.sdaa.net



Welcome Spring!

A letter from the SDAA President

Greetings Fellow Auctioneers,

It's hard to believe that spring is here and before we know it the convention will be upon us. I'd like to say thank you to all that competed or helped in any way at the 2022 Black Hills Stock Show Auction Contest. We had 27 contestants and a great crowd of buyers. Congratulations to our champion, Zach Ballard!

I hope you are all making plans to attend our 2022 convention at the Holiday Inn Express in Brandon June 9, 10, and 11. If you know any local auctioneers that are new or haven't attended lately, invite them to join us. Natalie and I are trying to plan a fun few days that will include a few minor changes to the schedule. We will be starting the classes Thursday morning at 9am, but as always, if you don't need the full 12 hours you are welcome to attend

the sessions of your choosing. The instructors this year will be George Michak and John Schultz. We will also be having a session from the ATF on some do's and don'ts of selling firearms at auction.

We look forward to seeing all of you in Brandon and best of luck in all your upcoming auctions.

Best Regards,

Scott Moore
2021-2022 SDAA President



SCOTT MOORE, CENTERVILLE, SD
2021-2022 SDAA PRESIDENT

UPCOMING EVENTS:

May 8, 2022

Convention deadline for rooms
Holiday Inn Express
Brandon, SD
605-582-2901 Booking now
Ask for the SDAA rate

June 9, 10, 11, 2022

SD Auctioneers Association
State Convention, Brandon, SD
Scott Moore, President

July 26 - 30, 2022

International Auctioneers
Conference
San Diego, CA

September 4, 2022

SD Auctioneers Association
Bid Calling Contest, Huron, SD

AS OF APRIL 1, WE ARE SITTING WITH 134 MEMBERS
AND 21 HALL OF FAME (OR SPOUSES)

Welcome these new members:

Luke Schubert, Brainerd, MN

Greg Balfany, Kemah TX

Quest Flesner, Hannibal, MN

Fredrick Bodnarus, Saskatoon, SK

Andrew Jossund, Gary, MN

Lee Wittmeier, Tyndall, SD

John Stekly, Platte, SD

Elle Pieper, Gary, SD

Curt Westland, Belle Fourche, SD

LOUD and CLEAR

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SDAA Members Support Kids Through Shriner Service and Support of St. Jude



We have many members who are either Shriners or big sponsors of the Shriners circus around the state. NAA and many members are also big promoters of St. Jude Hospital.

If you have never had to use their services, count yourself lucky. So if you're not a supporter, becoming a donor of one or both is great for our upcoming kids.

Pictured is one of our SDAA members and Shriners, John Fischer of Long Valley, SD at the Aberdeen, SD circus this past weekend.



Happy Spring SDAA members!

I'm sure we are all happy to welcome Spring and all the new opportunities it will present.

I am looking forward to meeting all of you who can attend the 2022 SDAA Annual Convention being held June 9-11 at the Holiday Inn Express in Brandon, SD.

I wanted to take a moment to congratulate all the winners of the 2022 Black Hills Stock Show Bid Calling Contest! What a great contest and All Auction Sales is happy to have the opportunity to sponsor the plaques. Nearly 30 members competed, such talent in this group for sure!

I recently came across an interesting article on the online sale of firearms. The article caught my attention as we, at All Auction Sales, work with several auctioneers who sell



firearms. I occasionally get asked questions about whether we can advertise the sale if it mentions firearms or has a photo of firearms. The article stated, "The ATF is often asked if there is an internet loophole for the sale of firearms?" Basically, the answer is that it all comes down to proper licensing, following Federal laws, whether the sale is initiated in person or online. We post sales that mention firearms as well as show photos both on our platform and on Facebook. Our posts reach over 40,000 followers and we have had no issues at all. In fact, these sales perform extremely well.

On another note, by the beginning of 2021, ecommerce sales hit \$4.891 Billion. In 2024, experts say we'll have jumped to around \$6.388 Billion per year. This means, it's now more important than ever to have online advertising working for you, whether an online-only auction or in-person auction, the reach you get with online advertising drives more traffic to you. We truly appreciate the Association and are thankful for all who have given us the opportunity to be your trusted online advertising partner.

We look forward to helping your business grow!

Rita Adams

605-206-9997

rita@allauctionsales.com



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Black Hills Stock Show Bid Calling Contest



**Rapid City, SD
January 30,
2022**

Wow! For the eighth year we had a great turn out — twenty-five contestants and a super large crowd and strong bidders. First and foremost, I want to thank Carissa Alloway for clerking all eight years with me. Her Dad, SDAA member Bill Eckert, and Val Luckett has been there all eight years. I always appreciate all the help I get. This year Hannah Schaak jumped right in to help register bidders and collect money. Thanks to the Judges: SDAA member Gary Messner (all eight years too) Rapid City, Bill Wellar, SDAA member Riley Waltman, Mason Dietterle, Cam Doughtry. Also thank you AllAuctionSales.com for sponsoring the plaques this year.

We work with the Central States Fair Foundation who supply the final round of items which that money goes to their foundation, this year bringing in \$2559. The South Dakota Auctioneers Association get the proceeds from the contestant and that brought in \$6215.50. The Black Hills Stock Show was a full building. We would like to thank all that helped with the auction in any way and to the contestants, you all are winners. The next big



Top five shown l to r: Brad Veurink of Corisca, SD; Zach Ballard of Presho, SD; Jon Millar of Sturgis, SD; Terry Moe of Watford City, ND; Quest Flesner of Hannibal, MO.

event for the South Dakota Auctioneer Association will be their annual convention held June 9, 10, 11, 2022 in Brandon, SD with President Scott and Natalie Moore as your host and hostess. Then feel free to start signing up for the South Dakota Bid Calling Contest that is held in Huron, SD during the South Dakota State Fair September 4, 2022. If you want to judge, help or be a sponsor, please get a hold of a member and let them know.

See you at the State Convention or at the bid calling contest in September. And again, thank you.



2022 Champion Zach Ballard of Presho, SD and 2021 Champion Wyatt Schaak of Wall, SD.

Black Hills Stock Show Bid Calling Contest



Lewis Reuer of Bowdle, SD



John Costello of Sundance, WY



Elle Pieper of Gary, SD



JD Steen of Billings, MT



Curt Westland of Belle Fourche, SD

Dylan Kellemeyn of St.
James MN

Eli Pieper of Gary, SD



Clay Schaardt of Steinauer, NE



Bryton Oedekoven of Nisland, SD



Clayton Keck of St. Lawrence SD



Alec Whipple of Parmelee, SD



Andrew Jossund of Gary, MN



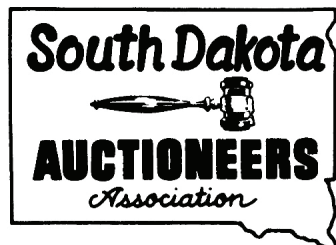
Brad Veurink of Corisca, SD



Carissa Alloway of Rapid City, SD has clerked all eight years of the BHSS contest; Emcee 2021 Champion Wyatt Schaak of Wall SD; SDAA President Scott Moore of Centerville SD.



Carrissa Alloway of Rapid City, SD; Wyatt Schaak of Wall, SD. Front: SDAA President Scott Moore presenting Dawn and Val Luckett gifts of gratitude for all eight years at the BHSS contest.



2022 SDAACONVENTIONAGENDA

Thursday June 9, 2022

• Ladies are free to enjoy the sights and shopping of the Brandon/Sioux Falls area

9-12 Class by George Michek

11-12 SDAAC Board Meeting

12-1 Lunch

1-4 Class by George Michek

4:00 Hospitality Room Opens

5:30 Fun Auction Social Hour Begins

6:15 Fun Auction Supper

7:00 Fun Auction

• During supper and the fun auction, Carmen (Girard) Giles will be set up outside with their ice cream trailer, Family Treats. Enjoy!

Friday June 10, 2022

9-11 Do's and Don'ts of Selling Firearms at Auction presented by Bureau of ATF

10:30-1 Ladies Event, Cultivated in Love, at the Hotel

11-1:30 SDAAC General Meeting with dinner

1:30-4:30 Class by John Schultz

4:30 Hospitality Room Opens

6:00 Banquet Social Hour Begins, music sponsored by The Auction Pages/SDAuctions

7:00 SDAAC Banquet

• Following the banquet there will be music to enjoy and dance to sponsored by The Auction Pages/SDAuctions

Saturday June 11, 2022

8:30-11:30 Class by John Schultz

Meet SDAAC Convention Speaker John Schultz



As a 20-year marketing veteran, John has experienced firsthand the impact of changing consumer trends. John leverages this experience daily as the Chief Marketing and Technology Officer for Grafe Auction, a nationwide Minnesota based commercial and industrial auction company. In this role, he specializes in maximizing prices using data-driven, predictive marketing campaigns that appeal to a wide range of consumers.

Also, John is one of the lead instructors for the National Auctioneers Association of the Auction Marketing Management (AMM) designation.

John's service to the auction industry includes serving as a current Director of the National Auctioneers Association, Past President of the Minnesota State Auctioneers Association, and Past President of the Minnesota State Auctioneers Foundation. He is also a recipient of the Golden Gavel Award for outstanding service to the auction industry in Minnesota.

Convention deadline for rooms: May 8, 2022

**Holiday Inn Express
Brandon, SD**

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Ask for the SDAAC rate

Meet SDAA Convention Speaker George Michak



George Michak has been practicing law for more than thirty years. His areas of practice include: auction law; general corporate and business matters; commercial transactions;

administrative law; professional licensing; economic development financing and incentives; commercial and appellate litigation; oil and gas; real estate; and land use.

George has a dedicated auction law practice, regularly representing auctioneers and auction companies on all legal aspects affecting the auction industry, including: contracts; litigation; administrative law; licensing and disciplinary matters; online auctions; intellectual property; business purchases and sales; land use; real estate; environmental issues; oil, gas, and mineral rights; federal and state restrictions on the sale of certain property (including taxidermy and firearms); sales tax; Uniform Commercial Code; succession planning; ethics; best practices; and risk management. Recognizing the significant impact of technology on the auction industry (and on the law as it relates to the auction industry) George monitors technological and legal developments affecting the industry. George also helps auctioneers and auction companies identify, manage, and reduce risk while educating sellers and buyers and protecting commissions, premiums, and fees. Among the specific matters he has handled, George:

- Prepared the contract package and bidder terms and conditions, and addressed licensing issues, for a significant intellectual property brokerage and auction company selling patents throughout the United States
- Revised the bidder terms and conditions for an online auction company selling residential and commercial real estate throughout the United States
- Prepared auction contracts and bidder terms and conditions for various companies conducting both live and online auctions

- Advised a multi-national auction company on alternatives for the passage of title (as well as possession and risk of loss) with respect to machinery and equipment sold at auction
- Successfully defended a large regional real estate auction in litigation commenced by a bidder for a block of income producing properties
- Successfully defended numerous auctioneers wrongly cited for alleged violations of the Pennsylvania Auctioneer Licensing and Trading Assistant Registration Act (63 P.S. § 734.1 et seq.), resulting in major changes to the identification and treatment of auction companies and auction houses in Pennsylvania
- Prepared a friend of the court brief in a landmark case addressing real estate disclosure requirements affecting both auctioneers and brokers
- Was a principal draftsman for amendments to the Pennsylvania Auctioneer Licensing and Trading Assistant Registration Act (63 P.S. § 734.1 et seq.)

George regularly speaks before industry groups about developments in auction law, as well as best practices, contracts, ethics, and risk management for auctioneers. George has also been a frequent guest on Andy Imholte's Fast Talking Podcast, addressing various auction law issues. During speaking engagements, George addresses the changing (and challenging) legal environment faced by auctioneers, with a focus on major legal issues, developing case law, and the importance of appropriate contract language, including bidder terms and conditions.

George also has a strong background in corporate and business law, economic development financing, commercial litigation, administrative law and professional licensing, oil and gas, and real estate and land use. In these areas, George provides counsel on:

- Business formation
- Shareholder agreements
- Limited liability company operating agreements
- Buy-sell agreements
- Corporate governance, care-taking, and compliance
- Banking and financial transactions
- Debtor and creditor matters

- Economic development incentives
- Risk management and commercial litigation
- Contract litigation
- Bad faith insurance litigation
- Property disputes, including actions to abate nuisances
- Administrative law
- Professional licensing and disciplinary matters

Representative matters include:

Successful representation of a junior lien holder in a dispute involving Islamic banking and conventional finance – resulting in the client taking title to (and liquidating) property valued at \$2,000,000 on a \$400,000 subordinate mortgage

Successful representation of a client in a bad faith insurance coverage matter against a major title insurance company – resulting in the insurer satisfying the client's mortgage and issuing a significant settlement payment

Successful representation of a client in obtaining an injunction to stop the operations of a scrap metal recycling company intruding on a residential neighborhood

Representation of a high profile state judge in judicial disciplinary proceedings

George graduated, magna cum laude, from Vermont Law School, and holds a Master's degree in Public Administration from Penn State University where he was awarded a University Fellowship. He received his Bachelor of Arts degree in Government from King's College. After law school, George served a judicial clerkship with the Honorable John A. Dooley III at the Vermont Supreme Court. George also served as Chief Counsel with the Pennsylvania Department of Community and Economic Development, which is the Commonwealth's principal economic development financing agency. As Chief Counsel for DCED, George also represented the Pennsylvania Industrial Development Authority, the Pennsylvania Economic Development Financing Authority, the Pennsylvania Minority Business Development Authority, and the Governor's Center for Local Government Services. Previously, George was a partner in a major Pittsburgh-based law firm, and, earlier, was associated with national law firms based in Washington, D.C. and Pittsburgh.

Black Hills Stock Show Bid Calling Contest



2022 1st runner up Brad Veurink of Corisca, SD and 2021 Champion Wyatt Schaak of Wall, SD



2022 2nd runner up Quest Flesner of Hannibal, MO and 2021 Champion Wyatt Schaak of Wall, SD



Jr. Miss Black Hill Roundup Rachel Stranberg of Newell, SD; 2022 Champion Zach Ballard of Prescho, SD; 1st Runner up Brad Veurink of Corisca, SD; 2nd Runner Up Quest Flesner of Hannibal MO and 2021 Champion and EmCee Wyatt Schaak of Wall, SD.



Zach Ballard of Prescho, SD



Tyler Woods of Sturgis, SD



Ted Souvignier Canton, SD



Terry Moe of Watford City, ND



Tyler Meyers of New Underwood, SD



Travis Van Duysen of Wagner, SD



Sam McCloud of Hoven, SD



Quest Flesner of Hannibal, MO



Tristan Hunter of Ardmore, SD



Rowdy Moore of Winner, SD



Luke Schubert of Brainerd, MN



Jon Millar of Sturgis, SD

Black Hills Stock Show Bid Calling Contest



2022 Black Hills Stock Show 25 contestants. Allauctionsales.com sponsored our plaques this year.



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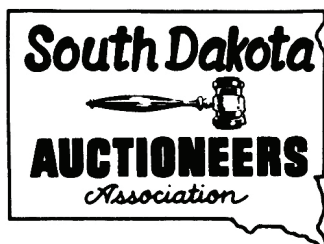
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