



Chairman Schaffer, Vice-Chair Landis, Ranking Member Hicks-Hudson and members

of the Agriculture and Natural Resources Committee:



My name is Susan Johnson. I am a First Generation Auctioneer from the Cincinnati, Ohio area.  
Proponent Testimony before the Senate Agriculture and Natural Resources Committee

I have been licensed as an auctioneer for 23 years and am the owner of Susan's Auction Service  
and Co-Owner of Johnson Auctioneers, LLC with my husband. I also serve as the current  
Chairman Tim Schaffer  
in support CE Auctioneer Amendment to HB 33  
president on the Ohio Auctioneers Association. I am here today to provide testimony in support

of an amendment we are seeking on auctioneer Continuing Education on behalf of my businesses  
and the Ohio Auctioneers Association (OAA).  
May 10, 2023  
By: Susan Johnson, Susan's Auction Service and Johnson Auctioneers

A little background on me: I never knew what an auction was when I attended my first auction in 1994 on a blind date. I was star struck by the Auctioneer's chat and how everything was being sold. I knew right then I wanted to do that but did not know how or what to do next. I started attending auctions while working fulltime for Procter & Gamble. After about 4 years of trying to find a sponsor, I finally found an Auctioneer that would apprentice me which allowed me to go to school for the required training.

I was not permitted to go on Sales Calls or see the "Back Office." I was working as a common laborer. After I went to school and passed the required training, nothing changed during my apprenticeship with the exception that I could also "Call Bids."

I was before this committee just about a year ago. Thank you for your help and support with the passage of a new auctioneer licensing law, HB 321, that just went into effect in September.

House Bill 321 was the result of many years of work by this body, the Ohio Auctioneers Association and the Ohio Department of Agriculture. It removed the apprenticeship program which was proven to be ineffective and which delayed a new auctioneer from being employed as an auctioneer from the current 2 months to up to 14 months.

As a careful compromise for those new auctioneers who are not part of an apprenticeship program and for more seasoned auctioneers who may not be trained on the new licensing law and/or on the important updates in technology, the OAA came together and agreed that a limited number of continuing education hours (8 hours every two (2) years) is important to protect Ohio consumers.

Removing the requirement of the apprenticeship, as proposed by HB 321, would enable all individuals the ability to become an Auctioneer more easily. Adding a minimal Continuing

exclusively online only, an Apprentice would never have an opportunity to “Call” a live auction bid as required.

I love the Auction Industry and how it allows me to help our clients through both good and hard times they are facing. I ask your support in making these changes. To not only encourage ALL INDIVIDUALS, but more importantly, those that may not have had the advantage of growing up in an “Auction Family” like myself.

Thank you for the opportunity to testify in support on Amended HB 321. I urge your favorable vote.