



Proponent Testimony before the Senate Agriculture and Natural Resources Committee

Chairman Tim Schaffer

in support of Amended House Bill 321 – Auctioneer Law

March 15, 2022

By: Susan Johnson, Susan's Auction Service and Johnson Auctioneers

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Chairman Schaffer, Vice-Chair Huffman, Ranking Member Fedor and members of the Senate Agriculture and Natural Resources Committee:

My name is Susan Johnson. I am a First Generation Auctioneer from the Cincinnati, Ohio area. I have been licensed as an auctioneer for 22 years and am the owner of Susan's Auction Service and Co-Owner of Johnson Auctioneers, LLC with my husband. I am here today to provide testimony in support of HB 321 regarding changes to ORC Chapter 470, the auctioneer law, on behalf of my businesses and the Ohio Auctioneers Association (OAA).

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."

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 Education requirement in addition to improving the Pre-Licensing Education is where we should best spend our time to teach new and aspiring Auctioneers our craft. The 12-month mandatory apprenticeship serves as a barrier. In addition to the fact that so many auctions being held

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.