

Auctioneer's route takes twist from boats to medical equipment

Hall of Famer now plans to expand business into Kentucky

By Andy Nelson
Special to Auctioneer

When Randy Kincaid thinks of career highlights, selling the Great Wall of China ranks near the top.

Kincaid, CAI, GPPA, CCIM, president of Lakeland, Fla.-based Randy Kincaid Auction Co., has auctioned many things in his two decades as an Auctioneer. Among the assets he has sold are medical equipment, vehicles, industrial real estate, antiques and collectibles.

But theme parks? Specifically, it was a park devoted to Chinese culture and located right across the street from Disney World.

Always up for a challenge, Kincaid took a look at the 90-acre property and guessed he could sell everything on it for about \$200,000. The owner was delighted to hear it. Give Kincaid high marks for diplomacy — his client was the Chinese government.

By the end of auction day, Kincaid had netted the Chinese \$600,000. And there was more left to sell, including a four-foot high, half-mile-long replica of the Great Wall.

And sold it Kincaid did, for \$2,400, to a guy with notions of chopping it into backyard fence-sized sections. (He has yet to move it from its home near Mickey.)

Second career

Auctioneering is a second career for Kincaid, who sold boats for a quarter century before that industry hit the skids in the late 1980s. On a fishing trip, a friend who worked part time as an Auctioneer suggested he give it a try.

With an eye toward auctions focused on the industry he knew best — boats — Kincaid enrolled in the Missouri Auction School in Kansas City. While there, though, he was persuaded to try something else.

“They talked about how real estate is where all the action is,” he says.

Real estate did indeed become a big part of Kincaid's business. He even earned a real estate license. But his Auctioneer career quickly diversified.



The Florida Auctioneers Association inducted Randy Kincaid, CAI, GPPA, CCIM, president of Lakeland, Fla.-based Randy Kincaid Auction Co., into its Hall of Fame last fall. Submitted photo

Medical equipment became another specialty. He was convinced of the opportunities in that field when he sold a Lasik surgery machine at auction for \$400,000.

Kincaid, a past president of the Florida Auctioneers Association, was inducted into its Hall of Fame this fall. It's a crowning achievement, but it doesn't mean he's about to throw in the towel.

In fact, the beginning of 2011 will find him busier than ever and off in a new direction.

Randy Kincaid Auction Co. expects to open an office in Kentucky, and Kincaid has already obtained an Auctioneer license in the state.

The Kentucky office will be the hub of the company's newest venture: selling medical equipment via online auction. Kincaid already has agents lined up throughout the South and Midwest, and he hopes to expand nationwide.

“We think there's a lot of change in the medical field, and we want to be in a position to take advantage of it,” he says.

The President of the Florida Auctioneers Association, Stan Crooks, says Kincaid is known for helping out with deals or giving referrals to any Auctioneer, in or out of Florida, who needs it.

“He's always been very supportive of new Auctioneers, helping them learn what they need to get started in the business,” Crooks says. “He's just a real nice guy.” □