

VOLUME 83

NUMBER 1

APRIL 2017

The Alberta AUCTIONEER

Going Once
Going Twice
SOLD!

**IN THIS
ISSUE:**

2017 Convention Highlights
Committee Reports
Trust Accounts
"Wild Bill" and more...



2017-2018 EXECUTIVE



Left to Right very back row Pete Conway, Joe Perlich, Jeff Van Wert, Dave Johnson, Darrell Domes, Andrew Reeleder
middle row Tyler Ruttan, Wade Michener ***On chairs*** Dale Menzak, Lorraine Klepper, John Arnold, ***not present in picture*** Justin Mayer

Auctioneers' Association of Alberta



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NEW

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Message from the President



Greetings from sunny and snowy Lethbridge. Old man winter just does not want to let go this year and spring sales are

starting up in a week or so. Oh well, all we can do is hope for some warm weather to get rid of the snow and dry things out a bit.

The Association held a very successful convention in Red Deer the last week of January. Thanks to Don Montgomery and his committee for an excellent job in organizing the event. There was a good registration for Auctions 101 and 201 on Thursday. Thanks to Cody Hayes, Ron Sekura and Don Montgomery for presenting the course. We had some great speakers at the convention including our keynote address from Brenda Schoepp and a highlight was Sam Grasso from Maryland and his ringman presentation. Sam stayed around for the entire conference and made a lot of new friends in Alberta.

The room was packed on Friday night for the Tyro competition. We were treated to 12 new auctioneers showing their stuff in front of an appreciative audience. Congratulations

to the winner, Ryan Konynenbelt of Nobleford, AB.

In the Canadian Open Competition on Saturday afternoon we saw 15 great competitors with the winner being Corey Lawrence of Thorsby. Congratulations, Corey.

As far as association news goes, the AMVIC review has been completed and subsequently, the CEO resigned. A search is under way to fill that position. It is hoped that the organization will take a new direction wherein education and collaboration are balanced with enforcement.

On a positive note the Association has established 2 scholarships. One is for those attending auction school or having graduated within the past year. The other is for children or grandchildren of Association members who are pursuing any form of higher education. For information and application forms please contact Lorraine at the Association office.

This Association exists to serve the needs of its members. If you have questions, concerns or suggestions please get in touch with me or Lorraine in the office.

Have a great spring and I hope to see you at a sale or two down the road.

John Arnold, *President*
Auctioneers' Association of Alberta

MEMBERS: Please check all your information on the web page "www.albertaauctioneers.com" and correct anything that is wrong.

Please send me your email address. A lot of mine are incorrect.

We're always looking to add to our **AUCTION ARCHIVES** in Cochrane. Please contact us if you have old archives to add to the collection.

2017 Executive

| | | Term Expires: |
|-----------------------------------|---|---------------|
| PRESIDENT | John Arnold, Lethbridge (403) 393-8832 | 2019 |
| VICE-PRESIDENT | Dale Menzak, Vegreville (780) 632-9851 | 2019 |
| PAST PRESIDENT | Don Montgomery, Blackfalds . . (403) 350-0523 | |
| SECRETARY/TREASURER | Lorraine Klepper, Red Deer . . . (403) 340-2070 | |
| DIRECTORS | Pete Conway, Innisfree (780) 592-2360 | 2019 |
| | Darrell Domes, Calgary (403) 276-3375 | 2020 |
| | Bill Henke, Langley, B.C. (604) 888-9536 | |
| | Dave Johnson, Sylvan Lake (403) 630-5256 | 2018 |
| | Justin Mayer, Drayton Valley . . . (780) 898-5603 | 2020 |
| | Wade Michener, Calgary (403) 226-0405 | 2020 |
| | Joe Perlich, Lethbridge. (403) 635-0310 | 2018 |
| | Andrew Reeleder, Bentley (403) 848-1260 | 2018 |
| | Tyler Ruttan, Sexsmith (780) 512-1449 | 2019 |
| | Jeff Van Wert, Tilley (403) 377-2658 | 2018 |
| COMMITTEES: | | |
| AMVIC & Automotive | Wade Michener | |
| Archives | Joe Perlich | |
| BC Representative | Bill Henke | |
| Canadian Liaison | Pete Conway | |
| Charity | Wayne Orsten | |
| Finance & Investment | John Arnold | |
| Education | Justin Mayer & Don Montgomery | |
| Web Page | Darrell Domes | |
| Legislative | John Arnold & Dale Menzak | |
| Membership & Nominating | Dave Johnson | |
| Surety | Ron Sekura | |
| Tyro | Jeff Van Wert | |
| 2018 Convention | Andrew Reedleder & Tyler Ruttan | |
| All Around Canadian Championships | Ron Victor & Joe Perlich | |

PAST PRESIDENTS

| | | | | | |
|-----------|-------------------|-----------|------------------|-----------|-----------------|
| 2014-2015 | Don Montgomery | 1984 | Frank McInenly | 1966 | Don H.Hutton |
| 2012-2013 | John Perlich | 1983 | Bob Balog | 1965 | Earl Galvin |
| 2010-2011 | Robert Lind | 1982 | Jim Schlenker | 1964 | Walter Kitt |
| 2008-2009 | Brad Neal | 1981 | Norm Moore | 1962-1963 | Vern Scown |
| 2006-2007 | Wayne Orsten | 1980 | Keith Erdmann | 1960-1961 | Earl Lanyon |
| 2004-2005 | Ron Victor | 1979 | Bob Smithens | 1959 | Keith Sim |
| 2002-2003 | Colin Spencer | 1978 | Scott Hunter | 1958 | Frank Gwartney |
| 2000-2001 | Dave Sharp | 1977 | Karl Zajcs | 1957 | J.C. Robertson |
| 1998-1999 | Ron Sekura | 1976 | Joe Perlich | 1955-1956 | Ted Newby |
| 1996-1997 | Edgar Paras | 1975 | Bud Haynes | 1953 | Alec Sim |
| 1994-1995 | Linda Baggaley | 1974 | Les Handley | 1952 | Don Ball |
| 1992-1993 | Larry Graham | 1973 | Larry Irvine | 1948 | Archie Boyce |
| 1990-1991 | Delton Wolff | 1971-1972 | John Allen | 1947 | C.S.Smith |
| 1989 | Catherine Clausen | 1970 | Roy Campbell | 1946 | Joseph H.Reed |
| 1987-1988 | Wes Spencer | 1969 | Tony Perlich | 1942 | Clarence Damron |
| 1986 | Frank Hall | 1968 | Mike Lawrence | 1935 | Arthur Mitchell |
| 1985 | Ron Sim | 1967 | Garfield Ogilvie | | |

Media Release

The Auctioneers Association of Alberta held its '83rd **Annual Convention** at the Black Knight Inn in Red Deer, AB on January 26, 27 & 28, 2017. There were approximately 125 people in attendance.

John Arnold of Lethbridge was re-elected President. Dale Menzak of Vegreville was re-elected as Vice President for a second term.

Darrell Domes and Wade Michener both from Calgary were re-elected for a three year term. The newly elected director is Justin Mayer from Drayton Valley. Other re-elected directors are Tyler Ruttan, Sexsmith, Andrew Reeleder, Bentley, John Arnold, Lethbridge, Dale Menzak, Vegreville, and Pete Conway of Innisfree.

The other directors in good standing are Dave Johnson, Sylvan Lake, Joe Perlich, Lethbridge, Jeff Van Wert, Tilley and Bill Henke our BC Liaison. Lorraine Klepper is Secretary-treasurer

We held our seventh annual **All-Around Canadian Auctioneer Championship**.

We had 15 auctioneers compete in the competition. First place and champion was Corey Lawrence of Warburg, AB. Travis Rogers, Westlock placed second, and Bobby Miller, Eckville placed third.

The **Vern Scown Memorial Tyro Contest** was won by Ryan Konynenbelt, Nobleford, AB. The Tyro Contest is an auction contest for auctioneers who have graduated from an accredited auction school within the last two years.

Darren Issac won the best **Business Card contest**.

Best web page trophy went to Rod Burnett for his Global College Auctioneering web page.

The **60 year plaques and pins** were for Peter Pich and John Charlton. Neither were in attendance. Jeff Van Wert accepted on Johns' behalf.

The **50 year plaques and pins** were given to Frank McInenly and Fred McDiarmid. Fred was in attendance and Frank had family accept the award.

The **40 year plaques and pins** were awarded to Brent Carey & Grant McNab. Neither were in attendance.

The **25 year plaques and pins** recipients were Rod Snopek, Andre Jubinville, Keith Wagner, all being in attendance. The other 25 year recipients were, but not in attendance, Alvin Miller, Mike Hays, Calvin Herder, Mike Kryzanowski and Doug Levis.

The **Distinguished Service Award** was given to Robert Lind of Buck Creek

Presidents Choice Award was presented by President John Arnold to Lorraine Klepper for her 30 years as Secretary-treasurer of the auctioneers association. She was given a beautiful plaque and travel gift certificate.

The Stollery Hospital in Edmonton and the Children's Hospital in Calgary are now the AAA's new choice of a charity. Both hospitals will be receiving a donation each year derived from the sale of selected pictures being sold at fund raisers across the province.

The AAA has also endorsed the implementation two \$500 Further Education Scholarships to be awarded annually. We are very excited about this endeavor.

Next years Convention will be held in Leduc. For more information please contact the association office at 403-340-2070.

Auctioneers Association of Alberta Raises \$300,000.00 for Canadian Cancer Society

It took us a few years but our Association has been able to raise a total of \$300,000 for the Canadian Cancer Society.

After reaching this milestone it was decided that it was time to start helping another worthy organization so going forward we will be raising funds for both the Stollery Childrens Hospital in Edmonton and the Alberta Childrens Hospital in Calgary.

Just by adding one item to your Charity Sales we can make a huge difference in the lives of so many.

This would not have worked without your participation and thanks to all of you that sold one of our pictures. A few of you went above and beyond raising thousands of dollars every year so a special thanks goes out to Danny Hooper, Dale Menzak, Larry Dmytriw, Don Oberg and Gerald Zimmerman and all who helped on an ongoing basis.

Let's keep the ball rolling and support Children's Wellness.

Wayne Orsten,
Past President

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2018 Convention will be held in Leduc
Best Western Denham Inn & Suites on Feb. 1 – 3, 2018.

Mark your calendars!

General Meeting Minutes Jan. 27, 2017

President John Arnold called the meeting to order at 3:00 pm.

In attendance were 50 people.

Gordon Musgrove/Wayne Orsten moved approval of agenda. Carried

Lorraine Klepper read the minutes from the last general meeting. Tracy Pollard/Bernard Florkow moved minutes be adopted as read. Carried.

REPORTS OF OFFICERS

John Arnold gave the President's report. Colin Spencer/Bob Perlich moved report. Carried.

Treasurers Report: John Arnold. Robert Lind/Ian Dunn moved report. Carried.

Surety/Discipline Committee:

Ron Sekura We have 104 with 25000.00 surety and 24 with 15000.00 surety. No outstanding issues. Cody Hayes/Don Montgomery moved report. Carried.

COMMITTEE REPORTS

AMVIC: Wade Michener report attached

Archives: Joe Perlich report attached

Canadian Liaison: Pete Conway report attached.

Education Committee: Cody Hayes report attached.

Legislative Committee: John Arnold & Dale Menzak. There have been no major legislative or regulatory changes that effect the auction industry over the last year. There are still 2 ongoing issues; 1) prohibition of public buyers at wholesale vehicle auctions and 2) length of time that shops have to place liens on vehicles (30 days). We continue to work on these issues.

Membership Committee: Dave Johnson report attached.

Web Page: Darrell Domes reported he had sent out mass emails. Have a new advertiser on our home page.

Finance & Investments: John Arnold. \$523,576.00 @ 1.35% was invested in CWB.

2017 Convention: Don Montgomery everything going well. Best trade show ever. Great entertainment and seminar plus a good turnout.

2018 Convention: Cody Hayes It will be at Leduc Best Western Denham Inn & Suites Feb 1, 2, & 3 2018.

Auction Competition: Cody Hayes. There will be 15 contestants.

Tyro Contest: Jeff Van Wert There were 12 auctioneers.

BC Liaison Bill Henke updated us in what is going on with BC auctioneers.

UNFINISHED BUSINESS

1. John has been working on Stat Decs with Scott Hood. Perpetual Stat Dec.
2. **Magazine:** Cost a lot less this year. John asked for members to send in articles. They are being mailed out and are on line on our web page

NEW BUSINESS

1. **Scholarships:** John explained them in detail. All details are attached.
2. **New Charity:** We will be selling pictures for the Stollery and the Childrens Hospitals.
3. Ron Sekura/ Wayne Orsten moved we keep BDO as accountants. Carried.
4. Days Inn will give a discount to members of the association. Information attached.

NOMINATIONS AND ELECTIONS

Wade Michener and Darrell Domes will let their name stand again. Cody Hayes resigned from the board.

Bernard Florkow nominated Tracy Pollard

Ron Sekura nominated Justin Mayer

Pete Conway, Joe Perlich and Dave Johnson were appointed scrutinizers.

Elected were Wade Michener, Darrell Domes, and Justin Mayer.

Bill Henke/Justin Mayer moved ballots be destroyed. Carried.

2019 Convention will be held in Calgary

Robert Lind moved meeting be adjourned at 4:35 pm.

Written Reports from Directors

President's

The association had a relatively uneventful year in 2016. We started the year soliciting feedback on the Statutory Declaration. It became evident from the feedback received that the majority of the membership was in favour of retaining some form of the document. We continue to work toward a solution that will fit in today's digital age and global economy while retain the intention and validity of the document. At the same time, we are proceeding cautiously given the political realities in the province.

There have been no major legislative or regulatory changes that effect the auction industry over the last year. There are still 2 ongoing issues: 1) prohibition of public buyers at wholesale vehicle auctions and 2) length of time that shops have to place liens on vehicles (30 days). We continue to work on these issues. There have been some major changes at the Alberta Motor Vehicle Industry Council (AMVIC) of which the AAA is a member (Wade to cover).

The association had a successful year financially with a profit of \$40M, thanks mainly to a very successful convention last year in Calgary.

We held 4 directors' meetings over the past year. I would like to thank the directors and the past presidents for all their hard work on their respective committees. In addition to the directors' meetings I attended 2 meetings in Edmonton. One was the annual meeting on the AMVIC society and the other was a meeting with the Deputy Minister of Service Alberta, again primarily revolving around AMVIC.

At our last full board meeting in early January the board passed a motion to establish 2, \$500 scholarships. One is for individuals that have attended an auction school within the past year or plan on attending on auction school within the up coming year. This will be known as the Bud Haynes Memorial Scholarship. The other is for the child or grandchild of an Association member who is pursuing higher education of any type. Application forms and qualifying criteria are available through the AAA office.

Thank you for continued support of your industry and the association.

John Arnold, *President*

Auctioneers' Association of Alberta

AMVIC

As of Monday Dec. 5th 2016, the board of Directors for AMVIC decided not to renew John Bachinski's CEO employment contract. An interim CEO, Doug Lagore has been hired. It is expected that it will take 6 to 9 months to find a permanent replacement.

The Service Alberta sanctioned report done by Mr. George Cuff is now available and while it does indicate that there are some issues with AMVIC that need to be, and are being addressed, it by no means suggests that the organization

needs to be completely overhauled.

Public awareness is one of the main focusses so the suggestion of town hall meetings around the province was very well received by the AMVIC board and subsequently these meetings will most likely commence in the near future.

Financially AMVIC is sound and all but one senior management staff (who was planning to retire) have chosen to stay with the organization.

Wade Michener

Archives

The Auctioneers' Association of Alberta archives are located at the Ranch House in Cochrane, just west of Calgary. The archives consist of four file boxes in the Stockmen's Library. I took some time to look through the archives. My task was initially to reduce items that were of no need to the Association. However, the history filled in those boxes was very interesting. There are pictures of Past Presidents, Membership Lists, Auction Sale Bills, Advertising, the list

goes on. Some papers dating back to the beginning of the Association. I have spoke with the Librarian Jana Wilson, and they will continue to store our archives, and may display some of the items for public display. If there are any pictures or other Auctioneers' Association of Alberta archives, please let us know. Please feel free to visit the library to see any of the pictures and information.

Joe Perlich

Canadian Liaison

As Canadian Liaison for our association I have maintained contact with the Auctioneers Associations of Saskatchewan, Manitoba, and Ontario. In the role I have provided auction industry information from Alberta and collected information from the mentioned associations. Most Associations have completed the year without too many complications.

The big news from Saskatchewan was the purchase of the sixty seven year old and third generation auction company Kramer Auctions by Ritchie Bros. Auctions. Jo-Ann Ganzert of the Saskatchewan Auctioneers Association invites our association to their Convention which will be held February 9th, 2017 at Estevan Sask. At the convention discussions will be held with the Consumer protection Branch of Sask

Canadian Liaison cont.

Justice their auction licensing department. Following will be a presentation by Dennis Beliske of North Dakota Beliske Auctions. There will also be a presentation by Bill Durr of Durr Photography.

Nicole Smallwood of the Manitoba Auctioneers Association reported the election of Wayne Kauenhofen as the new president of the Manitoba Auctioneers Association. Bill Klassen of Bill Klassen Auctions from Winkler Manitoba lived out his dream by taking part along with family members and a tractor which has been in the family since 1964 in a threshing bee.

This gigantic threshing bee involved 139 antique threshing machines harvesting a grain crop at Austin, Manitoba.

If interested in attending the Manitoba Auctioneers Association convention it will be held Feb. 24 to 25 in Portage la Prairie, Manitoba.

Ken McGregor of the Auctioneers Association of Ontario reported changes to the estate laws in Ontario required estate trustees to obtain accurate

information proving an estate's value. The province therefore suggests executors should use professional appraisers. An Auctioneer can be sure of dealing with the trustee by seeing the paperwork associated with the estate.

A competition held at the 2016 Auctioneers Association of Ontario was won by Fredrick Bodnarus a member of Alberta and Saskatchewan Auctioneers Associations. The Livestock Markets Association of Canada Championships was held this year at the Brussels Livestock market in Brussels, Ontario. This competition brought competitors together from Alberta to Quebec. The competition was won by Ryan Hurlburt of Saskatchewan. Second place went to Kirk Goldsmith and third to Ryan Konynenbelt both of Alberta.

For any interested the 2017 Auctioneers Association of Ontario Convention will be held Feb. 18 to 21 in Cambridge, Ontario. Presentations will be made by the Ontario Motor Vehicle Industry Council; social media and auctions; as well as Real Estate Auctions.

Pete Conway

Election

President John Arnold has put in his first term as President and has done a fantastic job within his roll by keeping all of us Board members fully informed and involved with all aspects of any business or issues that have arisen within the last year. Thank you President Arnold.

This year we have 3 Board positions that have come to term and need to be filled. These 3 gentlemen have done a great job in each roll that they have taken on. They have been an asset in helping us

move forward on a lot of issues that have come up over the past year. Thank you to each and every one of them for the time they have contributed and all their ideas and hard work. You are truly an asset to the board. We as a Board would be happy to leave your names on the Re-election ballot for the terms available.

Wade Michener (*AMVIC & Automotive*)

Cody Hayes (*Education*)

Darrell Domes (*Web Page*)

Dave Johnson

Education

This was an exciting year for the Education committee. We were able to implement updates to our existing educational programs and move forward with many exciting ideas that will begin in 2017.

AUCTION 101 & 201

We were able to update the curriculum for Auction 101 and 201, as well as re-write the exams to reflect our new changes. In addition, we were also able to add a guide to selling firearms legally in Alberta to the course. (This can be viewed by all our membership on our website, if anyone is interested in learning more).

SCHOLARSHIP PROGRAMS

A great idea that came from Andrew Reeleder, was to use some of our savings to start two annual scholarships. With help from John Arnold, and input from the board, we are extremely proud to introduce the Bud Haynes Educational Scholarship, a \$500 endowment towards tuition costs of any licensed auction

school. Applicants must be attending or have completed auction school in the past calendar year and will submit an essay outlining why they would be a worthy candidate for the scholarship. A panel from the board, as well as Dot Haynes/Linda Baggaley will select the winning candidate each year and present the scholarship at our annual convention.

The second scholarship is an annual \$500 award given to Association members or family members who are pursuing postsecondary education. This scholarship can be applied to any licensed post-secondary institute and will follow a similar application process. Applicants will have to write about how the auction industry has impacted their lives and a selected panel of judges will award this at each annual convention.

Overall, it has been a busy year that has produced some exciting advancements and laid the groundworks for continued growth of our Education committee.

Cody Hayes, Tyler Ruttan

Membership

Thank you to all our members who have been part of our association for so many years, we as a family and as an association within the auction industry have a strong will to make this association stronger every year, by bringing in new members. In 2015 we had 371 members from Alberta and in 2016 we had 378 members from Alberta, and this year our total membership has grown to:

| | |
|---------------|-------------------------|
| 389 Alberta | 32 B.C. |
| 5 Ontario | 3 Manitoba |
| 1 Nova Scotia | 1 Northwest Territories |
| 2 U.S.A. | 1 Africa |

With a total 448 members strong. I'm sure that after this outstanding convention these membership numbers will continue to rise with the great turn out for the Auction 101 and 201 and the New Auctioneers in the Tyro Competition. Please help educate all Auction Industry people to get involved with the courses that are offered and to get involved with the Auctioneers Association of Alberta

Dave Johnson

AAA Scholarship Program

The Auctioneers Association of Alberta awards up to 2 scholarships of \$500 each year. One to a member of the Association who has recently attended or will be attending an auction school and the other to a child or grandchild of an association member pursuing post secondary education.

For auctioneers, if you are planning on attending an accredited auction school, you may apply for a scholarship and the scholarship will be awarded upon completion of the qualifying criteria. The qualifying criteria for the scholarship are:

- 1) Graduated from an accredited auctioneering school within 1 year of the application date.
- 2) A member of the Auctioneers Association of Alberta.
- 3) Have competed in Tyro competition.

- 4) Have completed Alberta Auctions 101 and 201 professional development courses.
- 5) Have attended at least one annual convention and annual general meeting of the Association.

For those applying for the general scholarship you must have a parent or grandparent that is a member of the Association and be enrolled at post secondary institution. You must be nominated by the association member.

To receive an application please call (403) 340-2070 or email: ab_auct@telus.net. Complete and forward the application to:

Auctioneers Association of Alberta
131 Poplar Ridge Road
Red Deer County, AB T4S 0K6
Fax: (403) 340-2019



Tyro Contestants



January 26 – 28, 2017

2017 CONVENTION

Highlights



50 Years – Frank's Family



Meet & Greet



Nashville Winner



Hit Man



The Wardens



Jimmy the Janitor



Auction 101 and 201 Participants

Auction Trust Accounts

Please be advised that the Public Auctions Regulation under the *Fair Trading Act* requires auction sales businesses to maintain a trust account for the deposit of money received from the sale of goods sold by public auctions that it holds. The auction sales business must maintain the trust account in a bank, loan corporation, trust corporation, credit union or treasury branch in Alberta.

The relevant sections of the regulation are posted below:

Trust established

15 (1) An auction sales business is the trustee of any money received from the sale of goods by public auction that it holds, and the business holds the money in trust to be paid out in accordance with this Regulation.

(2) The auction sales business must deposit all of the money received from the sale of goods, without making any deduction, into a trust account described in section 16

- (a) with respect to money received during the sale by public auction,

within 3 days after the end of the sale, and

- (b) with respect to money received after the end of the sale by public auction, within 3 days of receiving the money.

Trust account

16 (1) An auction sales business must maintain a trust account for the deposit of money received from the sale of goods sold by public auctions that it holds.

(2) An auction sales business must maintain the trust account in a bank, loan corporation, trust corporation, credit union or treasury branch in Alberta.

(3) No auction sales business may deposit any money into a trust account under subsection (1) except for money received from the sale of goods by public auctions that it holds.

If you have any questions regarding the trust account, I can be reached at (780) 422-8166.

Scott Hood

Director of Fair Trading (as delegated)
Service Alberta



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you to stay
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Hotel Listings By City

ALBERTA



CALGARY



2799 Sunridge Way NE
403.250.3297
daysinncalgary.ca

RED DEER



#900 5001 19th St
403.340.1749
motel6rd.ca



#1000 5001 19th St
403.340.3297
daysinnreddeer.ca

EDMONTON



10333 University Ave NW
780.430.0011
daysinnedmonton.ca

MEDICINE HAT

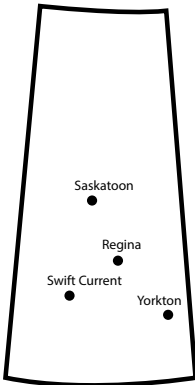


24 Strachan Court SE
403.580.3297
daysinnmedicinehat.ca



20 Strachan Court SE
844.466.3642
homeinnexpressmh.ca

SASKATCHEWAN



SWIFT CURRENT



1411 Battleford Trail
306.778.7788
homeinnswiftcurrent.ca

SASKATOON



253 Willis Crescent
306.657.4663
homeinnsaskatoonsouth.ca

YORKTON



506 Broadway St W
306.782.7829
homeinnyorkton.ca

REGINA



3875 Eastgate Dr E
306.522.3297
daysinnregina.ca



4899 Harbour Landing Dr.
306.584.3297
daysinnreginaairportwest.ca



3841 Eastgate Dr E
306.522.4434
homesuites.ca



4809 Harbour Landing Dr.
306.546.4663
homeinnreginaairport.ca

2018 Convention will be held in Leduc
Best Western Denham Inn & Suites on Feb. 1 – 3, 2018.

Mark your calendars!

we want
you to stay with us!

d³h hotels

PRODUCT

SALES PRICE

| | | |
|-------------------|--|----------|
| Days Inn | Calgary Airport: Business Class | \$109.00 |
| Days Inn | Calgary Airport: Classic Two Queen | \$109.00 |
| Days Inn | Edmonton South: Business Class King | \$115.00 |
| Days Inn | Edmonton South: Classic Two Queen Beds | \$115.00 |
| Days Inn | Medicine Hat: Classic Two Queen Beds | \$109.00 |
| Days Inn | Medicine Hat: Business Class King | \$109.00 |
| Days Inn | Red Deer: Business Class King | \$95.00 |
| Days Inn | Red Deer: Classic Two Queen Beds | \$95.00 |
| Days Inn | Regina Airport West: Classic Two Queen Beds . . . | \$119.00 |
| Days Inn | Regina: Business Class King | \$122.00 |
| Days Inn | Regina: Classic Two Queen Beds | \$114.00 |
| Home Inn & Suites | Regina Airport: Business Class King | \$127.00 |
| Home Inn & Suites | Regina Airport: Classic Two Queen Beds | \$127.00 |
| Home Inn & Suites | Saskatoon South: Business Class King | \$124.00 |
| Home Inn & Suites | Saskatoon South: Classic Two Queen Beds | \$124.00 |
| Home Inn & Suites | Swift Current: Business Class King | \$122.00 |
| Home Inn & Suites | Swift Current: Classic Two Queen Beds | \$114.00 |
| Home Inn & Suites | Yorkton: Business Class King | \$117.00 |
| Home Inn & Suites | Yorkton: Classic Two Queen Beds | \$111.00 |
| Home Inn Express | Medicine Hat: Family Room | \$94.00 |
| Home Inn Express | Medicine Hat: Guest Room | \$84.00 |
| Home Inn Express | Medicine Hat: Master Bedroom | \$94.00 |
| HomeSuites | Regina: 2 Queen Dream Suite | \$129.00 |

Auction
SALES.CA 

All Good Things Come to an End



Dear Friends:

After fifty-five years on this ride, I have decided it's time to close the book on The Auction Company Ltd. We've seen a few name changes over the years, Fort Macleod Auction Ltd, Fort Macleod Auction 1974 Ltd, and Fort Macleod - Highwood Auction Co. Ltd, and each name formed a memorable chapter in the book.

The recent sale of Highwood to Canadian Public Auction (CPA), has brought me to realize that the need for the Auction Company has diminished, and my efforts in the auction field in the future will be channeled through them.

My endeavors in Real Estate and Land Brokering in affiliation with Shawn Hansen, and our broker Allison Lively will continue, and our communication will be via the web site www.hansenlandco.com.

To all the many friends that I have made over the last six decades, I thank you for the support you gave me and wish you and your families an abundance of health, happiness and prosperity.

Looking forward to seeing you all on the trail.

Bob Dyck, *Associate Broker*
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Remember him with a smile today
He was not one for tears
Reflect instead on memories
Of all the happy years.

Recall to mind the way he spoke
And all the things he said
His strength, his stance, the way he walked
Remember these instead.

The good advice he'd give us
His eyes that shone with laughter
So much of him will never die
But live on ever after.

As we loved you, so we miss you
In our memory you are near
Loved, remembered, longed for always
Bringing many a silent tear.



**Lester Arnold
BISHOP**

BORN
February 28, 1935
Westlock, Alberta

PASSED AWAY
January 8, 2017
Innisfail, Alberta

 **55 YEAR
Member**

A Tribute to a Special Man

A beautiful life came
to a sudden end.
He died as he lived
everyone's friend.
He was always thoughtful
loving and kind.
What a precious memory
he left behind.
He left us suddenly
his thoughts unknown,
But he left us memories
we are proud to own.
Treasure him, God,
in Your Garden of Rest,
For in our world,
he was one of the best.



**Walter William
SKOLARCHUK**

BORN
February 12, 1946
Lindbergh, Alberta

PASSED AWAY
September 2, 2016
Lindbergh, Alberta

 **45 YEAR
Member**



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Mechanics Liens

When taking vehicles or farm equipment on consignment as an auction company you should be aware of mechanic's liens. In Alberta mechanics liens are administered under the Garage Keepers Lien Act.

This act is one of the shortest pieces of legislation in the Province of Alberta at just 12 pages and is available by googling "Alberta mechanics liens"

The Act states that a business that stores, repairs or maintains motor vehicles and farm equipment has up to 21 days after completion of the work or when the owner picks up the vehicle to register a financing statement under PPSA providing the owner of the vehicle or equipment or their agent signed the invoice or statement of account. If they do not register a financing statement with the 21 day period, the right to do so expires and they become an unsecured creditor.

This means that the shop where the work was done has an unregistered lien on the vehicle or equipment for up to 21 days after completing the work or releasing to the owner. What are the ramifications for an auction business? If you take a vehicle or

piece of farm equipment on consignment and do a lien search it could come back clean. Subsequently a repair business could register a lien for work done on the vehicle within the past 21 days. You sell the vehicle assuming it is free and clear only to have the lien show up after the sale.

How can you reduce the risk of this happening? When taking a vehicle or farm equipment on consignment ask the consignor if they have taken the vehicle out of storage, had any repairs done to it or accessories added within the last 21 days. If they answer yes, ask to see the paid invoice. For auction businesses that have their own consignor contracts you may want to add a clause to your contract, under advice from legal council, to cover this if you do not already have it in your contract.

For those businesses that do not have a consignor contract, you may want to consider using one that includes mechanics liens. As with all legal matters, you should consult your own attorney in regards to this issue. This article is for information purposes only and is not to be interpreted as legal advice.



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AUCTIONEERS ASSOCIATION OF ALBERTA



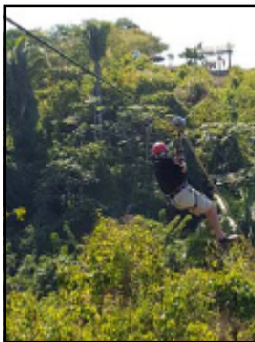
Wild Bill and his son Dirk. Having holiday time in Mexico

HERE, THERE & EVERYWHEREwith Wild Bill

It was a great atmosphere that was present at the 2017 AA of Alberta Convention. It provided a vast array of seminars, great speakers, sponsors, live entertainment that engulfed comedy with humour, country with folklore overtures and hits from the fifties to the nineties. A most

popular menu that had the appeal to satisfy everyone's taste buds.

To present the various members with their Pin and Plaques for their years of support was an indication that **auctioneers truly support and believe they have benefited** from the Association and fellow auctioneers.



Wild Bill riding Sky High in Mexico

This edition will highlight the 2017 83rd AA of Alberta Convention. The registration for the Tyro Contest and the 7th Annual All Around Auctioneers Championship signifies the **high interest from the novice to the open categories.**

The host Black Knight Inn provided a superb menu for all the meals, a staff that supplied our needs, the accommodations and their ever presence to assist when a call was made. A special mention to **Don Montgomery and crew for chairing the 2017 Convention. A job well done.**

To meet and mingle with the scores of auctioneers and their families reminds me that the **"Spirit of Alberta"** since the earliest arrival of the pioneers still with us. I have been very fortunate to have chosen a profession that **openly shares their kindness and love to one and all.**

Don't forget to share your love of family with **"That smile, hug and kiss can really make a change. Try it."**

God Bless You All,

Wild Bill



Another day on a "Sayulita Beach"

2017 AA OF ALBERTA HIGHLIGHTS OF 83RD ANNUAL CONVENTION

The vast array of events that were presented at the 2017 convention had topics that would be of interest and benefit for the many auctioneers in attendance. It is very gratifying the support that the sponsors provide along with the tradeshow exhibitors that travelled thousands of miles to be present.

The many firms and members of the AA of Alberta that gave **so graciously** by way of donations and it would result in “**A GREAT CONVENTION.**” In the following pages I will acknowledge the many attractions that made the 83rd AA of Alberta Convention a **SUCCESS.**



*A job well done for 2017 Tyro and All
Around Championship Chairs—
Jeff Van Wert and Ron Victor*



*Set up—Tyler Ruttan, Pete Conway & Robert Lind
2017 Convention*



*Joe Perlich, Dave Johnson & Cody Hayes
Set up - 2017 Convention*



*Convention Cashiers - Sheryl Van Wert & Kara Wood
Many hours of great service.*

**FOR ALL THOSE OTHERS THAT
HAVE HELPED - THANK YOU!**

2017 ALL CANADIAN ALL AROUND CHAMPIONSHIP



Missing: Frederick Bodnarus and Jarvis Johnson

FIFTEEN Contestants gave the audience and judges a superb afternoon of bid calling. The 7th Annual Competition was very, very close. **All competitors deserve a large applause.**

TOP FIVE TO ENTER THE FINAL ROUND WERE:

- **Bobby Miller - Eckville, AB**
- **Travis Rogers - Westlock, AB**
- **Corey Lawrence - Warburg, AB**
- **Frederick Bodnarus - Saskatoon, SK**
- **Ross Annett - Brooks, AB**



Corey Lawrence - Thorsby, AB

THE 2017 CHAMPION - COREY LAWRENCE

Corey holds the Canadian Livestock Market Auctioneer Champion, 2000 Reserve Champion and 2016 Grand Champion International Livestock Auctioneer titles. In 2002, Core had his Lawrence Auctioneering business incorporated and continues to operate a successful auction company. He conducts a variety of auction sales including farm/acreage, livestock and car auctions. In 2015 Corey entered into a partnership and started the Thorsby Stockyards Inc., an individually owned and operated auction mart.

2017 ALL CANADIAN ALL AROUND CHAMPIONSHIP



TOP THREE WITH ALL THE HARDWARE:

**1st Runner Up: Travis Rogers, Champion:
Corey Lawrence and 2nd Runner Up: Bobby
Miller**



Ross Annett, Former Canadian Champ shows the skills of a veteran



Frederick Bodnarus, a never say die competitor as he has been so very close, very often.



Corey Lawrence, 2017 All Around Canadian Champ with all the marbles, 2 trophies, belt buckle and \$2,000 cash.



VERN SCOWN MEMORIAL TYRO CONTEST WINNER - Ryan Konynewbelt

receiving Tyro Award for 2017 from Jeff Van Wert. Ryan displayed a talent of auctioneering that far exceeded the rest of the field. The future has a lot of potential for Ryan—Congrats!

***Hold fast to dreams, for if dreams die...life is a
broken winged bird, that cannot fly!***

***Keep opening doors - stay curious
Miracles are everywhere - keep moving forward
Keep trying new things...Enjoy Life!***

2017 AA OF ALBERTA AWARD WINNERS



President John Arnold presents 30 year Service Award and a \$5,000 travel certificate to our Secretary & Treasurer Lorraine Klepper



All smiles are an order as Fred McDiarmid of Veteran, AB receives his 50 Year Pin from President John Arnold



Robert Lind receives 2017 Distinguished Service Award by our President John Arnold



President John with Keynote Speaker Brenda Schoepp



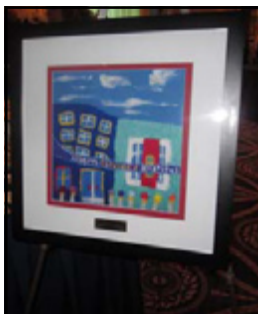
Cody Hayes presents auction gavel to Colin Spencer for his knowledge and experiences as a Professional Buyer at auctions throughout North America



Sam "The Hitman" Grasso giving a very informative session on "Ringmen"



60 Year Pin for John Charlton



Original painting by a eight year old artist from Children's Hospital



Wade Michener - Topped all bidders and gets the 1st painting

All your Auction family is sending their Best Wishes "A Great Competitor"

JOHN CHARLTON'S VIEWS, MEMORIES AND STORIES OF SUCCESS



John Charlton celebrates receiving his 60 Year Pin with his wife, Denise

After being a member of the AA of Alberta and **receiving his 60th Year pin and plaque in 2017**; his **legacy and achievements deserve recognition**. We have been fortunate to receive his comments which I am sure will benefit all auctioneers. His message is one of motivation that if “one” of us want to succeed in life his attitude and success will be part of our future.

What, in your opinion is a good auctioneer?

It's not just about your ability to “auction” - it's more that just having a smooth voice or talking fast. First and foremost, a good auctioneer has to be honest - without that, there is no trust. And in this business, an auctioneer has to be trusted. Along with that, he or she has to be a people person; somebody who can have a conversation about anything, anywhere. You have to be able to visit with folks and get to know them, so that you develop good relationships. As well, you have to be able to remember faces and names when building those relationships - that goes a long way! Sure, you have to work hard, and have dedication to want to succeed, **but having a good sense of humour and giving back to the community is really important too!**

Do you set guidelines and/or benchmarks that you wish to achieve in performing or conducting an auction or auctions?

You know, I never really set any special targets, I just always wanted to do my best to make sure that customers got the best price for their goods or products. Even though I always set the bar high, I never wanted to be too over-aggressive nor have people feel that I took advantage of them or their situation as buyers or sellers. I took pride in making people feel good about their decisions to buy or sell. So, I guess my guidelines were actually just simple values in treating **people fairly and doing the right thing**. My auction team and I worked hard to get things done the right way, no matter how long it took.

Have you maintained a high level of enthusiasm in conduction sales or at times feel that you may lack confidence when selling certain inventory?

I've always said that I loved what I did and when **it didn't become fun anymore, I would need to quit**. Not that it wasn't fun, **it just became too much for us. Getting old isn't easy!** Of course I made it my goal to do my best at everything I sold, but my **main passion was selling livestock**. But I was pretty happy selling anything!

Who in the Alberta auction profession inspires you and is your idea of a great auctioneer?

I know many auctioneers that have directly or indirectly assisted my success. To name a few would not be fair to so many other that have contributed to the auction profession. They have supported their communities in so many ways. That makes them all “**Top Notch Auctioneers**”

Looking back at your success in the auction profession, would you do it again?

Damn right I would! I got to meet a lot of different kinds of folks, made some great friends, and love what I did! I got to carry on the **business for 5 generations**...doesn't get much better than that, does it?

In closing, **John Charlton** has had severe health issues in recent years but that has not **deterred his personality**. IT has been a privilege to do this story and share **his love of the auction profession** with all his **auctioneer brothers in Alberta**.

Another story...another friend...Life is good.

CHILDREN'S HOSPITAL FOUNDATION



WADE MICHENER - First buyer of original painting by a eight year old artist from **Children's Hospital for \$3,250**. Future prints will be sold by auction firms with proceeds to Children's Hospitals in Calgary and Edmonton. All auction firms are invited to sell these prints at their auctions and fundraisers.



MELANIE DEKKER - spokesperson for Alberta Children's Hospital Foundation in Calgary and Stollery Children's Hospital Foundation in Edmonton. Melanie gave a very informative talk as Children's Hospital celebrated their 10th Anniversary. A video was part of her presentation which highlighted the many services and benefits that Albertans receive from these two facilities. A very worth while cause that the AA of Alberta are supporting.

TABLE HOPPING WITH WILD BILL



The "King" James relaxes with his lady Cheryl-Lyn and charming Lorrie Spencer



25 Year Pin Rod Snopek recipient recalled that 25 years ago he was a Tyro Contestant



Sweet and petite Michelle Perlich with help from Joe won or outbid all competitors in having a beautiful and authentic set of pearls.



It's fun and Happy times with the convention crowd



Ron Sekura sharing happy times at 1st night get together with Wild Bill



Alberta Weekly Newspapers Association Advertising Director Patrick Lessard & Andrea Carreau



Lorraine visits with Charlene Musgrove and Fred & Jan McDiarmid



Robert Lind shares thoughts with the very popular Ringman Sam "The Hitman" Grasso who conducted a superb seminar for all auctioneers



CPPAG's Jim Snider & John McKenzie with Wild Bill 1999 Graduate - Great to visit with old friends.



President John and Wendy Arnold with Sheryl Van Wert



Friends enjoying the Saturday Wind up



WHERE ARE YOU?



IT'S RELAXING TIME!

A CONVENTION HIGHLIGHT



*JUSTIN MAYER
"A Flair to Succeed" 2017 - Elected
to AA of Alberta Board of Directors*

JUSTIN MAYER The 2017 AA of Alberta Annual meeting was highlighted by the election of members to the Board of Directors.

It's very pleasing that the general membership elected a board that will continue to give the AA of Alberta sound leadership. It was refreshing to see auctioneers have their names stand for election to this important position as a director.

Justin Mayer is young and enthusiastic auctioneer who has a mature personality and is capable and ready to serve. It is important that our association has a **Board of Directors that include young and old.**

Congratulations Justin from your fellow auctioneers. At present **the 21 year old is employed with Team Sekura Auctions** where his auction talents are appreciated. Mayer is also Territory Manager for the Central North West AB/BC Territory for Team Auctions.

MCDIARMID AUCTIONS

Veteran, AB



It's October 13th, 2012 as Fred McDiarmid conducts his last farm sale near Castor, AB with longtime faithful clerk Glen Welsh. "Life has been good to Fred and Janet and there will be many more happy trails"

Talking with Fred and getting his profile has been a most interesting and informative discussion. Fred and Janet have had an exciting career in serving the auction community in the Eastern Central area of Alberta.

Fred was born on a dairy farm in the Ottawa Valley. In high school, he became involved clerking for an older auctioneer selling dairy cattle. He was **intrigued by the chant and this was the inspiration that would lead him into the auction profession in Alberta.**

After graduating from high school, he was employed at Bell telephone installing telephones. This was an occupation that had no appeal and McDiarmid decided to go to Alberta in 1966. An opportunity was available to work at the Dean Olseth Ranch, 6 miles South of Veteran, AB.

Fred took his new occupation with much vigor and he soon was calving cows along with general ranch and farm duties. This venture lasted for 12 years and give McDiarmid a thorough understanding of the cattle industry which would assist him in his auctioneering career.

After graduation from Western College from Auctioneering in 1967, Fred had a desire to be active with local auction marts. McDiarmid realized to get experience he worked without pay. He was only involved with miscellaneous items and general auction set up but it was a start.

He laboured long and hard and after many months he had the confidence to approach Veteran local auctioneer, **Wm. Checkel** to help him at his sales. This was Fred's big break and within a **short time was asked to help him on all his sales.**



Summertime with Grand "Ma and Pa" McDiarmid at their ranch

Checkel was impressed with the talent that Fred demonstrated and the satisfaction his customers were receiving from his new auctioneer. Checkel proposed that they form a partnership which Fred gladly accepted and this was the start of **Checkel and McDiarmid Auctions for the next 25 years.** His partner Checkel at the age of 60 had voice failure and Fred with his help of his wife Janet, and good staff, carried on as McDiarmid Auctions.

Gaining confidence is a transition that all auctioneers in their careers have to achieve if they want to be successful. It becomes **part of your personality and McDiarmid reached that milestone.** Fred recalls in his early days that to receive a comment or endorsement that you will make it as an auctioneer is a real booster. Ron Haglund, a cattle auctioneer was impressed and took the



Fred's No Evil Knieval but he loves riding his 2003 Anniversary Special Harley Davidson motorcycle. Just another hobby

time to chat with Fred.

During the ensuing years of the **80's and 90's farm sales were fast and plenty**. The need for used farm and ranch equipment was high and their sales ranged from \$50,000 to \$300,000 plus. His firm over 20 years has done over **120 sales** which did include estate and general consignment sales plus cattle mart sales. It was busy busy.

Fred and Janet did numerous charity auctions for local clubs, churches, Duck's Unlimited, local school, 4H clubs and more. **McDiarmid for the past 24 years** has given his services to the **Wild Rose Draft Horse Association at Olds, AB** where each **May he hits the hammer**.

Fred has had tremendous support from his wife, Janet who he married in 1974 and have a family of two - Lesley and Leigh with grandchildren that keeps Ma & Pa busy.

In **1975, he arranged to purchase a 2400 acre ranch**, 8 miles North of Veteran, AB. There was a house and a set of corrals. It was a vast undertaking but that young married couple had a vision that **this ranch could facilitate all their dreams**.

The auction profession was very rewarding however, the **McDiarmid's took the time to enjoy their hobbies - one being raising Avonlea Percherons** (draft horses) which perform at community parades, sleigh rides, weddings, field days and wagon treks.



Jingle Bells, Jingle Bells

McDiarmid, a **50 year member of the AA of Alberta** has respected the Auction Association and believes **that honesty and integrity will be a sign of success for all auctioneers**. Fred has seen the best of the best however has his opinion and advice to all - which are - **BE CLEAR, SMOOTH CHANT, KNOW VALUES, PRACTICE PRACTICE**. Every Auctioneer has his own style, perfect yours!

In the **early 80's**, Fred and his partner Bill Checkel, **conducted a mammoth 23.5 hour non stop sale of 4200 head of cattle at Hanna Stockyards**. It started Thursday 11am and ended Friday 10:30am. They did 1 hour shifts and the buyers did not leave the barn.

McDiarmid never regrets the scores of years that he has been an Auctioneer and Appraiser and he would do it again and again. Fred has **worked hard at auctioneering but farming has also been part of his family's life**. Fred and Janet retired in **2014 to enjoy the "roses"** but with a big smile says..."I still get phone calls."

In closing, Fred remarks "It is a skill that you have for life and can use anywhere anytime if called on, like a sour cream pie at a church supper."

TRANSGLOBAL COMMUNICATIONS



President - Steve Prescott

I was interested in meeting Steve and visiting first hand his place of business; over the past year, Trans Global has become the printer of the AA of Alberta publication "The Alberta Auctioneer."

His firm has a high appeal to many many auction firms in Alberta. Prescott has adopted his business to giving the auction industry, a professional product in market-ing their sales, whether it be flyers, posters, bid cards, auction catalogues, and the list goes on and on.

Steve realizes that auction firms work on a time table that to service their clients, a printer has be explicit in meeting deadlines. This process at times can become hectic but its a big

part of his business.

TransGlobal has the latest in equipment to serve your needs and if there happens to be a breakdown - equipment is on site to take over and finish the job.

TransGlobal diversify into other areas that keep them abreast of their client's needs. Steve has gained a **high respect from numerous clients** in the Alberta Auction business.

If you have a situation that requires the need for marketing your sale then TransGlobal may be a choice to go to.

Steve 1.780.292.2024.



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A little this....A little that

I've learned that people will forgive what you said. People forget what you did, but people will NEVER FORGET how you made them feel.

The difference between who you are and who you want to be is what you do! Build your own dreams or someone will hire you to build theirs!

May you have enough happiness to make you swell; enough trials to make you strong; enough sorrow to keep you human and enough hope to make you happy!

15 minutes of laughter gives you the same health benefit as 2 hours of sleep. You're welcome - Now you can stay up late tonight.



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The Auctioneers' Association of Alberta is one of the oldest auctioneer associations in North America. For eighty-two years, the Auctioneers' Association of Alberta has worked hard on developing a high standard of professionalism and business ethics as well as consistently creating goodwill with the people of Alberta.

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