

VOLUME 86

NUMBER 1

APRIL 2020

The Alberta AUCTIONEER

Going Once
Going Twice
SOLD!

**IN THIS
ISSUE:**

2020 Convention Highlights
Committee Reports
New Charity Picture
"Wild Bill" and more...



2019-2020 EXECUTIVE



Auctioneers' Association of Alberta



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Message from the President



Hello Members of the Auctioneers' Association of Alberta. The weather is generally a topic for discussion,

however the novel coronavirus COVID 19 has taken the whole world by storm. I hope everyone is well and healthy, but also doing their part in this worldwide pandemic. As auctioneers, people look to us for advice and direction of economic decisions, many of which affect their livelihood. We play a major leadership role in our communities, and the public is always watching. Of everything that is happening I am excited to see how communities, provinces, and countries will join together.

The convention in Drayton Valley was an excellent time. You have no idea what you missed. Competitions were extremely close. Food was exceptional, and the time to discuss industry issues was time well spent. Lots of laughs and competitive nature in the curling bonspiel as well. A special thanks to the

Sekura Family and Team Auctions for hosting the convention.

I would like to thank all the sponsors for your generous donations and dollars that allow are conventions to be so wonderful. A big thank you to the people who help out behind the scenes and don't get mentioned you know who you are, and you are appreciated just the same.

The 2021 convention will be held in Red Deer at the Black Knight will be one not to miss. Its in a central location, sure to bring many members out. Educational seminars, competitions, entertainment as always, and most importantly bringing auctioneers from not only Alberta but all over to meet, socialize, network and discuss our industry we love.

It is a great honor, and responsibility to be the president of this association. With this board of directors and past presidents we are a strong membership full of both experience and new ideas. This is a long-standing association and something to be proud of. So please share your ideas and concerns so that we can continue to help are membership and the customers you all serve.

Joe Perlich, *President*
Auctioneers' Association of Alberta

ATTENTION MEMBERS:
Have you paid your Dues?
They were due March 31st.

2021 CONVENTION will be held
January 28, 29 & 30, 2021 in Red Deer, Alberta.

2019 Executive

			Term Expires:
PRESIDENT	Joe Perlich, Lethbridge	(403) 635-0310	2021
VICE-PRESIDENT	Wade Michener, Calgary	(403) 226-0405	2023
PAST PRESIDENT	Dale Menzak, Vegreville	(780) 632-9851	
SECRETARY/TREASURER	Lorraine Klepper, Red Deer	(403) 340-2070	
DIRECTORS	Shane Menzak	(780) 233-6804	2023
	Justin Mayer	(780) 898-1165	2023
	Darrell Domes	(403) 276-3375	2022
	Justin Janke	(780) 515-0888	2022
	Darren Issac	(780) 679-8634	2021
	Tracy Pollard	(780) 940-2175	2021
	Mickey Spencer	(780) 499-0779	2021
	Jason Philp	(403) 910-0623	2022
	Michael Jennings	(403) 318-9998	2022
	Ross Annett	(403) 362-6030	2021
	Gordon Musgrove	(403) 363-1729	2021
	Jacqueline Biollo	(780) 905-5200	2021
COMMITTEES:	Surety & Discipline Committee	..... Ron Sekura	
	AMVIC:	..... Wade Michener	
	Archives:	..... Wade Michener	
	Canadian Liaison:	..... Jason Philp, Gordon Musgrove	
	Charity:	..... Tracy Pollard, Darren Isaac	
	Education:	..... Justin Mayer, Tracy Pollard	
	Finance & Investment:	..... John Arnold	
	Legislative:	..... Joe Perlich, John Arnold, Jacqueline Biollo, Ron Sekura, Don Montgomery	
	Membership:	..... Shane Menzak, Michael Jennings	
	Nominations & Elections:	..... Darrell Domes	
	Web Page:	..... Mickey Spencer, Justin Mayer	
	Tyro:	..... Tracy Pollard, Darren Isaac	
	Convention 2021:	..... Michael Jennings, Justin Janke, Don Montgomery	
	Convention 2022:	..... Justin Janke, Jacqueline Biollo	
	Auction Competition & Bid Catching:	..... Ross Annett, Justin Mayer, Shane Menzak	
		..... & Darren Isaac	

PAST PRESIDENTS

1987–1988	Wes Spencer	1968	Mike Lawrence
1986	Frank Hall	1967	Garfield Ogilvie
1985	Ron Sim	1966	Don H.Hutton
1984	Frank McInenby	1965	Earl Galvin
1983	Bob Balog	1964	Walter Kitt
1982	Jim Schlenker	1962–1963	Vern Scown
1981	Norm Moore	1960–1961	Earl Lanyon
1980	Keith Erdmann	1959	Keith Sim
1979	Bob Smithens	1958	Frank Gwartney
1978	Scott Hunter	1957	J.C. Robertson
1977	Karl Zajes	1955–1956	Ted Newby
1976	Joe Perlich	1953	Alec Sim
1975	Bud Haynes	1952	Don Ball
1974	Les Handley	1948	Archie Boyce
1973	Larry Irvine	1947	C.S.Smith
1971–1972	John Allen	1946	Joseph H.Reed
1970	Roy Campbell	1942	Clarence Damron
1969	Tony Perlich	1935	Arthur Mitchell
2018–2019	Dale Menzak		
2016–2017	John Arnold		
2014–2015	Don Montgomery		
2012–2013	John Perlich		
2010–2011	Robert Lind		
2008–2009	Brad Neal		
2006–2007	Wayne Orsten		
2004–2005	Ron Victor		
2002–2003	Colin Spencer		
2000–2001	Dave Sharp		
1998–1999	Ron Sekura		
1996–1997	Edgar Paras		
1994–1995	Linda Baggaley		
1992–1993	Larry Graham		
1990–1991	Delton Wolff		
1989	Catherine Clausen		

Media Release 2020

The Auctioneers Association of Alberta held its '86th Annual Convention at Drayton Valley February 6-8th 2020. There were approximately 110 people in attendance.

Joe Perlich, Lethbridge elected President. Wade Michener is from Calgary is our 2nd Vice President. Dale Menzak of Vegreville is our Past President.

There was six positions open for directors.

Elected for three years were Wade Michener, Calgary, Shane Menzak, Eckville, Justin Mayer, Drayton Valley.

Darrell Domes, Calgary & Justin Janke, Breton were elected for 2 years.

Darren Isaac from Meeting Creek for a one year term.

We also elected 3 alternate directors. Ross Annett, from Brooks, Gordon Musgrove from Patricia, and Jacqueline Biollo from Beaumont.

This year we held our third Bid Catching Competition. 13 members participated. Justin Mayer was the winner.

We held our tenth annual All Around Canadian Auctioneer Championship. We had 21 auctioneers registered for the competition. Champion was John Baier from Provost. Jordan Smith from Ponoka placed second. Jesse Campbell from Brandon, MB placed third. Justin Perlich, Lethbridge, placed fourth Dave Johnson from Norglenwold was fifth.

The Vern Scown Memorial Tyro Contest was won by Cory Glenn of Rimbey.

The Tyro Contest is an auction contest for auctioneers who have graduated from an auction school within the last two years. There were 8 auctioneers in the competition.

Darren Isaac won the Best Business Card trophy.

Best Webpage trophy went to Rick Wattie

We had a 60 year pin and plaque recipient this year Julian Lubiansky. Congratulations.

50-year plaques and pins were presented to Dot Haynes-Marsh & Tom Kean both from Red Deer.

In attendance to receive their 40-year pins and plaques were Ron Sekura, Drayton Valley and Gerald Zimmerman, Wetaskiwin.

Robin Lovelace received his 25 year pin and plaque.

There were people in attendance from BC, AB, SK, MB.

As you know we had changed our Charity. We are now selling pictures for the Stollery in Edmonton and the Children's Hospital in Calgary. We need everyone to work at selling these pictures, rather than leaving it to the same members every year.

Another new and exciting project we as an association are going to have is two \$500. Scholarships each year. We had one last year.

Next year's Convention will be held in Red Deer. Watch our webpage for details.

For more information call 403-340-2070.

2021 CONVENTION will be held
January 28, 29 & 30, 2021 in Red Deer, Alberta.

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

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2020 General Meeting Minutes

President Dale Menzak called the meeting to order at 4:00, February 8, 2020. In attendance were 50 people

Lorraine Klepper read the minutes from the last General Meeting. Tracy Pollard/Rick Wattie moved minutes be adopted as read. Carried.

Dale Menzak gave his report. John Baier/Bernard Florkow moved report carried:

PRESIDENT'S REPORT

Welcome everyone. Our board held four meetings this year – three were held by zoom and one was held in Red Deer. The zoom meetings went over quite well and were a learning curve for some of us.

We had two directors quit the board this year – one was for health reasons and the other for personal ones. We will be looking at some new directors with new ideas and are interested in seeing our industry move forward with the constantly changing times.

Our website is constantly facing challenges and is trying to keep info current. Thank you to Ron Sekura, who stepped in the fill this spot when it became vacant.

This will be my last year as President, I would like to thank the board and Lorraine for helping me out.

Wishing the new executive and board all the best.

The Treasurers report. Report moved by Steve Bredlow/John Perlich. Carried.

Ron Sekura gave the Surety report. 96 companies with 25000.00 surety coverage 16 companies with 15000.00

surety coverage. No outstanding claims. One membership and surety coverage was cancelled. Darrell Domes/Shane Menzak moved report. Carried.

Committee Reports

AMVIC: Wade Michener. Report attached:

AMVIC REPORT

Most of the activity for AMVIC for the past few months has been focused on the change in Government. Now that AMVIC is a Government Agency it has to follow the policies set forth by the UCP such as wage freezes. In the last AMVIC board meeting we were excited to welcome the Minister of Service Alberta the Honourable Nate Glubish. He was very open and talked in detail about the UCP's number one objective "red tape reduction". The Administration within AMVIC have done a great job in the past couple of years considering the challenging times we have been going through in the Automotive industry. AMVIC as you may or may not know is industry funded most of the revenue for the operation and compensation fund comes from the \$6.25 levy on the retail sale of vehicles. With the decline in sales for the past few years it has been a challenge to keep the books in the black but they have been able to accomplish that and AMVIC is in relatively good financial shape. The new CEO Malcolm Knox has been a fabulous find and there seems to be a complete about face in the attitude of the staff of AMVIC.

I have been asked by Malcolm to do a report on the issues the Auction industry faces with vehicle

registrations Liens and proof of ownership particularly with respect to the problems arising from the Privacy Act. Of course I have my own opinion on these issues but if any of you have something you would like me include in this report please send me an email wade@michenerallen.com

Archives: Wade Michener. He has received the archives from Cochrane and is scanning them.

BC Liaison: Bill Henke reported. Membership has been steady for the last 5 years. A member of their government is working on getting legislation in BC. He is an auctioneer. Bill is retiring.

Canadian Liaison: Jason Philp not in attendance. Saskatchewan Auctioneers Association is struggling. We will be in contact with them.

Charity Committee: Tracy Pollard report attached:

CHARITY

The Alberta Auctioneer's Association has continued to raise funds for the Stollery Children's Hospital in Edmonton and the Alberta Children's Hospital in Calgary.

Although we had a delay in receiving a new picture and having it framed, they will be in the Association office this week and can be ordered by all members. Please take the time to order this new print so that we can make 2020 a record year!

Thank you to all convention attendees that supported the fun casino night and the auctioning of dinner tables Friday evening to raise more money for these two amazing facilities.

Legislative report: John Arnold and Dale Menzak. Dale and Ron Sekura met with Scott Hood regarding on line auctions.

Education: Justin Mayer: Report attached:

EDUCATION

With 2019 wrapped up another year gone we look upward and onward to a new year.

Auction 101 & 201 were a success with 20 new students attending, thank you to everyone who helped out with that.

With the new year ahead of us I would like the members to come up with some ideas on what they would like to see in education, if that means more out of convention classes I am very happy to make them happen as long as the attendance will be there too.

We are looking at making multiple videos for our website regarding answers to frequently asked questions as well as 101 & 201 curriculums.

Please feel free to get in touch in touch with me with all ideas.

Membership: Tracy Pollard: Report attached:

MEMBERSHIP REPORT

The Alberta Auctioneers Association currently has 426 members. The distribution is as follows:

- British Columbia = 24
- Saskatchewan = 12
- Manitoba = 3
- Ontario = 4
- Quebec = 1
- Northwest Territories = 1
- United States = 2
- Alberta = 367

Welcome to all the new members and to the returning members thank you for your continued support.

Congratulations to thirteen of our members who are receiving recognition this weekend

2020 General Meeting Minutes cont.

for their service and dedication to the Association. This is a true testament to the commitment that our members have to our Association and we thank you!

Auction Managers, School Instructors and Members, please encourage any new auctioneers, employees and family to become members of our Association.

Please accept this report as presented.

Finance & Investment: John Arnold not in attendance.

Convention 2020: John Mayer Report attached:

CONVENTION 2020

It's coming to an end now. However I believe it was a success. Thank you to all the participating members this year.

Thursday's 101 & 201

Charity casino

Friday all day competitions and a wonderful evening of entertainment.

Saturday (today) with a successful curling event and some speakers. And a great evening coming ahead of us.

Thank you to everyone who has helped me with everything happening and what has happened already.

Convention 2021: Don Montgomery has the Black Knight Inn booked January 28, 29 & 30.

Vern Scown Memorial: Tyro Tracy Pollard Report attached:

2020 VERN SCOWN TYRO COMPETITION

Eight contestants participated in the Vern Scown Tyro Competition yesterday at Team Sekura Auctions. The competition was very close and we will be announcing

the winner tonight at the President's Ball. We hope that all School Instructors, Association Members and Auction Managers will continue to encourage new graduates to enter this competition in 2021.

Championship Bid Calling & Bid Catching competition: Joe Perlich report attached:

COMPETITION REPORT

The 10th Annual All Around Auctioneer's Competition was held at TEAM Sekura Auctions, in Drayton Valley, Alberta on February 7th 2020. This year the prize money consisted of \$6800, as well as trophies and buckles. Contestants came from all over Western Canada to compete. There was a total of 21 Contestants in the competition. Corey Sekura did an excellent job keeping the crowd entertained as the Master of Ceremonies.

Champion: **John Baier**
2nd: **Jordan Smith**
3rd: **Jesse Campbell**
4th: **Justin Perlich**
5th: **Dave Johnson**

Canadian Bid Catching Competition was very entertaining, with Wild Bill Henke and Justin Mayer in a tie breaker. This year's Competition consisted of 13 contestants. The contestants competed head to head to showcase their abilities. The Champion received \$1000 and Champion Buckle or Ring. Past champion Bobby Miller auctioned the Bid Catching Competition Champion - **Justin Mayer**

Thank you to all the people that helped with the event, especially our Competition Sponsor, Farm Press Group.

Also special thanks to all judges for your unbiased expertise. Bobby Miller, Dean Edge, John Perlich, Gordon Musgrove, Steve Bredlow, Dave Johnson.

PROPOSED STAFFING CHANGES

After 33 years of outstanding service and dedication, Lorraine Klepper has indicated to the board that she would like to begin a transition to retirement from the Auctioneers Association. In all recent discussions with Lorraine she stated that she would never leave the association high and dry so to speak. After many discussions with Lorraine it was agreed that she will stay on for at least one year to teach and mentor whoever it is we decide on to take the lead.

Having said that, the board has decided to make this a full time position as well as expand the job description to be more of a CEO. It is a changing business world and the auction industry is not immune to the effects of these changes. This new position will deal with issues such as internet sales, social media, Government communications, public complaints and many more. It is

the board's intent to find someone who is familiar with the auction industry in order to flatten out the learning curve and make a smoother transition. We plan to move forward on this with caution, which is why we have asked Lorraine to stay with us for at least one more year, so I am sure you will see her at next year's convention in Red Deer.

Rick Wattie/Justin Janke moved we keep same auditor. Carried.

2022 Convention will be at Spruce Grove.

Nominations & Elections: John Baier/Rick Wattie moved nominations cease. Carried.

Elected: Wade Michener, Shane Menzak, Justin Mayer, Darrell Domes, Justin Janke, Darren Isaac.

Alternates elected: Ross Annett, Gordon Musgrove, Jacqueline Biollo.

Justin Janke/Ron Sekura moved ballots be destroyed, Carried.

Rick Wattie/Julian Lubinsky moved meeting be adjourned at 6:10 pm.

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With Deepest Sympathy



Gordon MURISON

July 28, 1942 -
January 26, 2020



Mr. Robert "Gordon"
Harvey Murison of
Hilton, AB, beloved

husband of Maxine, passed away suddenly surrounded by family on Sunday, January 26, 2020 at the age of 77 years.

Gordon was a natural salesman and his sales career took him and his family across three provinces before finally settling in Hinton in 1971 to work for Hinton Lumber Co. Ltd. After awhile venturing in to his own business of a Retail Carpet store. He also worked at the pulp mill as a lab technician for

9 years. During this time he became a Graduate Auctioneer and Appraiser. Being a man of many hats he also spent time as a realtor, Sheriff's Officer, had a retail tack store and Snap On Tools business. Gordon loved the excitement of business as some of these ventures overlapped. He took great pride in being a Fundraising Auctioneer raising money for many organizations and causes.

Gordon will be lovingly remembered by his wife Maxine; children Robert (Carol Anne) and Melanie (Nick); grandchildren Carl (Erika), Tyler (Samantha), Corrie (Greg), Keith (Carmen), Josey; great-grandchildren Logan, Jason, Kixtyn, Kade and Summer; sister-in-law Kathie Kushnir; as well as numerous nieces, nephews and their families.

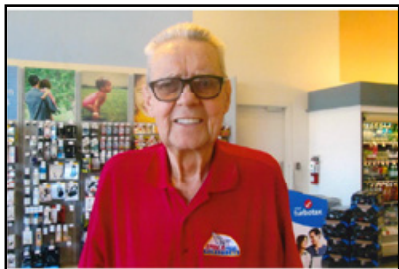
Charity Prints Now Available



We are in the process of having these pictures printed and framed. It is easy to start helping out....call Tracy (780-940-2175) to request this new picture for your upcoming Charity Auctions and it will be shipped to you directly. All proceeds are donated to the Stollery Children's Hospital in Edmonton and the Alberta Children's Hospital in Calgary. Remember most charities will be happy to let you include a picture in their auction as they will be happy to have the opportunity to support the Children's hospitals.

Let's make this a record year!

AUCTIONEERS ASSOCIATION OF ALBERTA



*Wild Bill - 2020 Finalist
Canadian Bid Catching Championship*

HERE, THERE & EVERYWHEREwith Wild Bill

The AA of Alberta's 86 Convention held at Drayton Valley, AB had a variety of Events that were well received by all in attendance.

The 2020 AA of Board of Directors will be represented by an influx of new directors. They include a number of young auctioneers that have the "GETUP" and "GO" to face many new challenges that our profession will encounter.

The **coronavirus pandemic** has become a world wide problem It has and will continue to effect the **economy of all nations** and the **health of millions**.

We, as a community of auctioneers, will illustrate leadership in assisting our **fellow members, citizens and charities** that we can "STAND TALL" and overcome the "PANDEMIC".

Our pioneers came to Canada unaware that a **depression** was to happen. It was a very **serious financial set back** and did not include a "PANDEMIC"



My fellow auctioneers are aware of this "WORLD WIDE CRISIS." Assist our families, community and our country wherever possible. "WE HAVE A BATTLE ON OUR HANDS"

Don't forget your **love of family** – "That Smile, Hug and Kiss can really make a change. **Try it.**"

God Bless You All,

Wild Bill

2020 AA OF ALBERTA 86TH ANNUAL CONVENTION HIGHLIGHTING

Various Award Winners, Competition Champs, Runner-ups, Awards; 2020 AA of Alberta New Board of Directors and much more!!



Darren Issac received "Best Business Card" Trophy



Rose Bardoeel of AG Dealer with Sponsorship Plaque



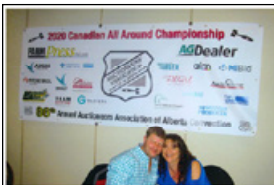
Rick Waitte of Auctioneering College of Canada with Pres. Dale



Happy Times as Ron Sekura receives his 40 Year Plaque



2020 AA of Alberta Board of Directors
L/R Pres Joe Perlich, Tracy Pollard, Justin Mayer, Darrell Domes, Doreen Issac, Shane Menzak, Justin Janke and Gordon Musgrove
Missing: Jason Philp, Michael Jennings, Wade Michener, Mickey Spencer



Corey & Lorena Sekura are all smiles as the 2020 Convention comes to an end. They hosted a great convention! A BIG THANK YOU!



2020 all Canadian Auctioneer Champ - John Baier struts his expertise with Joe Perlich spotting bids.



New President Joe Perlich is presenting the AA of A Gavel to Dale Menzak. A big THANK YOU to Dale for his leadership over the past two years.



AA of A Secretary, Lorraine Klepper is presented with a bouquet of flowers for her dedication to the AA of Alberta.



A special moment - Gerald Zimmerman receives his 40 year plaque and attending the presentation is Don Montgomery, Gerald, Pres Dale and Linda Baggaley



2019 Champion Bobby Miller provided his talents in all of the competitions.

2020 AA OF ALBERTA 86TH ANNUAL CONVENTION HIGHLIGHTING



Two Happy 50 Year members - Col Tom Kean and Dot Haynes with daughter Linda Baggaley



"The Good Old Boys" Ron and Corey Sekura provided their many talents in hosting the 2020 AA of Alberta 86th Convention



Veteran Alberta Auctioneers have a chit chat and recall their experiences L/R John Perlich, Rick Wattie and Julian Lubianisky, a 60 year member.



Ron Sekura receives congrats from Justin Mayer and NEW President Joe Perlich on the winning of the West Jet Gift Card for \$2,000.00



Robin Lovelace accepting 25 Year Pin and Plaque



Julian Lubianisky receives 60 Year Pin & Plaque with President Dale Menzak and friend Rick Waitte



Lauren Ja receives Sponsorship Plaque on behalf of Global Auction Guide



Sekura Auctions hosted all the 2020 AA of Alberta Canadian Championships - Thank You Corey, Ron and all your staff!



Corey Sekura receives Sponsorship Plaque from President Dale

PINS & PLAQUES

60 YEARS - Julian Lubianisky **50 YEARS** - Tom Kean, Dot Haynes-Walsh

40 YEARS - Darwin Balog, Blayton Cole, Ron Sekura, Sheldon Smithens, Gerald Zimmerman

25 YEARS - Brent Cheung, Dwayne Dunkle, Rick Koftinoff, Sherry Koftinoff, Robin Lovelace

2020 CANADIAN BID CATCHING CHAMPIONSHIP



Once again the Canadian Bid Catching Championship attracted a group of “Bid Catchers” that ranged in ages from the 20’s to the 80’s.

They all displayed a variety of talent that would involve buyers to continue bidding on the merchandise that was being sold. The

2019 All Around Auctioneer Champion, **Bobby Miller**, gave his auctioneering skills in assisting all the competitors.

The competition was very close as the final score **had a tie with veteran Wild Bill Henke** and Team Auction's Justin Mayer. The final run-off for the championship was crowd pleasing and exhibited their talents and knowledge in getting that last bid and hearing the auctioneer state loud and clear **“SOLD.”**

The winner Justin Mayer of Drayton Valley, AB was the 2020 Champion. Wild Bill congratulated Justin as they shook hands and gave each other a friendly hug!



President Dale presents Justin Mayer with trophy, plaque and cheque for \$1,000



Wild Bill and Justin Mayer did an excellent performance and received many compliments

Dream, Believe, Imagine, Achieve

Life is short, spend it with people who make you laugh and feel loved.

*We only live once Snoopy.... Wrong we only die once.
We live everyday!*

2020 ALL AROUND AUCTIONEER CHAMPIONSHIP



THE BEST OF THE BEST!



L/r Jordan Smith 1st, Justin Perlich 3rd, Jesse Campbell 2nd, 2020 Champion, John Baier, Dave Johnson 4th



All Around Auctioneer's Champion John Baier is all smiles as he receives all the hardware and a cheque for \$3,000 from President Dale



2nd Runner-Up Jesse Campbell receives Belt Buckle and a cheque for \$1,000 from Present Dale



1st Runner-Up Jordan Smith receives Belt Buckle and a cheque for \$2,000 from President Dale

Isn't it scary that doctors call what they do...practice?!

You want to change you life? Change the way you think!

The secret of living well and longer is....eat half, walk double, laugh triple and love without measure!!

2020 VERN SCOWN MEMORIAL TYRO CONTEST CORY GLENN - Rimbey, AB



Tracy Pollard presented all the hardware to 2020 Tyro Champion, Cory Glenn

The decision to become an auctioneer was in 2018 when he received his diploma from the International School of Auctioneers. Prior to 2018 he freelanced and realized that to be successful and in demand his skills and knowledge needed upgrading. The following profile of Cory Glenn relates to his ambition to succeed in the Auction profession.

READ ON....READ ON...

I remember going to horse sales and farm auctions with my Dad as a kid and hearing the auctioneers and thinking it **sounded pretty cool** and thought it would be the **best job ever**.

My wife Stacey and I have been running C&S Auction Service since 2012, We have two select ranch horse sales every year. I also work as a contract auctioneer. Watching Dean Edge each week at the sale barns and charity auctions as well as our sales, has been a big influence. Dean came over one night and we were able to sit and talk about the industry and auction schools and Dean commented, "You can go the best school, it won't matter if you don't use it, **it's what you do with it after that counts.**" With that advice, I've tried to get as much mic time as possible, selling anything and everything I could and that has helped me **improve and succeed** as an auctioneer.

Confidence - picking up the mic at a horse sale for VJV in Rimbey was a good test as the sale barn was full of people I've known for a long time and the positive feedback I got from them was a confidence boost, also **competing against my peers** and **winning the Tyro** this year has given me the confidence that **I'm on the right path**.



Cory and his lady Stacey are packed and ready for one of their many trips to the mountains.

Biggest and Worst Sales - Biggest: has been working for Allen B Olsen **Worst:** First charity auction I did by myself. (I was so alone up there my knees were knocking)

Good Auctioneer - Someone that is clear, can work the crowd and get the money. I always want to have a bigger and better sale than the last time. I always try to maintain a **high level of enthusiasm** with every item I sell big or small but have come across a few items that I was not very confident in selling due to lack of knowledge.



The Glenn Family at the Yaha Tinda Federal Gait Ranch near Sundre, AB L/R Dylan, Cory, Stacey and Dustin

My wife, Stacey, is active in our auction company. She is very **supportive in my career** and stands behind me in all of my endeavors, **I could not be successful without her support.**



The Lantin Ranch operated by the Glenn Family 2.5 miles NW of Rimbey, AB

Work on your chant every chance you can get, getting as much mic time as you can and don't be too proud to work the small sales. **Every sale you work, good or bad you learn from it.**

I'm very involved with my kids and the family ranch. I support my local community and the charities in anyway I can.

With so many GREAT Auctioneers in Alberta it is hard to pick just one but if I must narrow it down to one, I have to say **Dean Edge.**

I'm getting started in the Auction profession and have every intention to participate in the activity of the AA of Alberta. I've had the opportunity to work and communicate with so many veteran auctioneers that have given me confidence in achieving a successful career.



Cory and his horse "REBA" have experienced many mountain rides, rodeos and cowboy competitions.

Never let a stumble in the road, be the end of your journey!

JULIAN LUBIANISKY

60 Year Pin Holder

Andrew, AB



A 60 Year member Julian Lubianisky, a pioneer auctioneer well known in Alberta & Saskatchewan attending 2020 AA of A 86th Annual Convention

Over the years the auction profession has been fortunate to attract a versatile field of auctioneers, that excelled in serving their clients to the best of their ability.

Julian had attended farm auctions and was known to have a good knowledge in evaluating the value of what was sold on auction

day. At a local auction his friend, an auctioneer, asked for his **help in doing the sale**. Lubianisky **was surprised when he was asked to take the “mike”** and do some selling. Julian gave

it his best, and after the auction was completed, he **received many remarks** that he should become an auctioneer.



Relaxing in Whitehorse, Yukon

Julian had displayed the personality that had the makings of a future star in the auction industry. Lubianisky rose to the challenge of becoming an auctioneer when, in **1959, graduated from the RIESCH American School of Auctioneering** in Masonville, Iowa. Prior to 1959, Julian was conducting sales at Luseland, Saskatchewan where he resided and continued doing auctions for several decades. Julian commuted from Luseland, SK to Willingdon, AB to conduct regular sales. His sales **attracted bidders** as his firm Lakeland Auction Service Ltd **had consignments from scores of sellers**. Each sale had a large variety of inventory that would appeal to his bidders. The auctions were in the 50's to 90's and early 2000's...a place to visit with friends, buy and enjoy the concessions which had hot dogs, chips, hamburgers, pop, and coffee. A day that had **bidders excited about their purchases** and buyers that **missed their opportunity** to hear the auctioneer chant **“SOLD”**.



Julian applying his expertise at his auction site at Willingdon, AB

The sale that was the “**spark plug**” in having Julian become a **major factor was the Mike Gruman Farm Sale** in Luseland, SK which realized over \$200,000 and farmers, ranchers, equipment deals, suddenly realized that a **local auctioneer could service their needs**. The future was promising; Julian and his staff were up to the challenge of being a **firm that could, and would, compete with the ‘BEST’**. The sun was shining and for many years there were few clouds. **“Way to go, Julian!”**

In 1994, Julian required a property to conduct regular sales in Willingdon, AB. By tender in 1994 he purchased 11 acres and all buildings of the Willingdon School District. Lubienisky resided at this location and converted the buildings to be used in his operations as an auctioneer. Julian became a very busy auction firm where he serviced the needs of buyers and consigners from Alberta and Saskatchewan.

Julian suffered a heart attack in 2014 which resulted in effecting his ability to be active in the auction profession.



Meeting with a bull fighter in Cancun, Mexico in 2009

Reviewing his career included being a cattle buyer, plus farm tractors and equipment for his many auctions in AB & SK. Julian acquired a plane and a pilot’s licence so that he would be able to **contact sellers throughout his region**.

Lubianisky was a hustler and go-getter and had a reputation of being fair and honest with all customers. His firm Lakeland Auction Service Ltd would conduct sales throughout the central Northern region of Alberta and Saskatchewan.

Remarks from a 60 year old legend...Julian says:


1. **Know your inventory**, research the market, control the sale, respect all bidders, **be a “people person”**

2. Appearance...Dress...A1
3. Confidence...smile
4. Clarity...chant...cadence
5. Practice, practice, practice



Lubianisky expresses his views in a serious and relaxed manner. **Over 6 decades of auctioneering**, Julian experienced the privilege he has had in **becoming a “friend” to thousands of clients throughout his career** in SK and AB. He has left a legacy for all young and old auctioneers to follow.

Julian has no regrets and if the opportunity to become an auctioneer, he would most definitely do it again. **It’s a journey and passion he won’t forget.**

Love you all, Julian 

Your greatness is not what you have...but what you give!

ANDREW BRASH

International Mountain Climber



*Andrew Brash,
Guest Speaker at
2020 Convention*

After years of mountain climbing throughout the world a very relaxed **Andrew Brash had a very inspiring and motivating tale to tell of his adventures that included his climbing friends.**

The obsession to successfully climb various mountains encompassed a team of climbers that would share the tremendous task encountered in having a successful climb.

Andrew had 3 rules for climbing:

1. **Come back alive** - train, preparation, study, and accountability. Prepare for destination and the capability to assist others and survive.

2. Come back friends

3. Climb the mountain - achieve your goal.

The many obstacles to obtain success included:

1. Thin air (50%)
2. Heavy wind and rain
3. Battle of food poverty
4. Fluid attention
5. Beware of possible mountain slides
6. Develop a bond with fellow climbers (one for all, all for one)



Thoughts that climbers encounter:

i) **the danger** (why am I here?)

ii) **what's important in life**

iii) **sometimes good things fall apart so better things can be achieved**

iv) **we are achievers, that's why I am here**

These are observations and opinions that most climbers have experienced. Andrew's tale is very descriptive of what we in our auction profession have encountered. We may have not suffered from physical or mental pain but have overcome obstacles in pursuing our success.

Best people give us memories, bad people give us lessons!

Life is way too short to leave the key to happiness in someone else's pocket!

Sometimes I just look up, smile and say...I know that was you!! THANK YOU!

THE LEGACY OF THE HAYNES FAMILY

I've enjoyed the opportunity to meet so many auction families over the past six years. To hear and share their stories have impacted my life as they related their experiences. They had cherished the adventure that the auction profession brought to their business. **To receive a hug and a firm handshake shows that your efforts were appreciated in the manner that you provided a service that was of the highest quality.**

In this edition I highlight the **"Legacy of the Haynes Family"** who have **strived and devoted their careers to the auction industry** in Alberta.

The following profiles are and were a joy for me to be a part of. So read on and partake in **moments of joy, happiness and how auctioneers have reacted and encountered the many situations that became a success for them to remember.**

THE LATE BUD HAYNES



The start of the "Haynes Legacy" with his love Dot and daughters Rae and Linda in 1968

I am very proud to write this article for my late father, Bud Haynes who truly spent his entire auction career attending decades of conventions, director's meetings and **believed in the Auctioneer's Association of Alberta**, still attending director's meetings until just a few months before his sudden passing.

My father always believed if you were serious about **succeeding in the auction business**, then you better **be a member of the association and get involved**, as "It's your occupation, you better know what's going on and coming down the pike so to speak". Good **words of advice** and still are and to **be professional, get involved with other professionals**. So off we went as a family (I was eight years old, my sister six years) and there we met other long time auction families, Sekuras, of course to name one, and so many others.

My father Bud was introduced to auctions at a very young age, by his late Mother Elizabeth Haynes, and as it was the 1930's, my



The premise's of Bud's dream became a reality. The inspiration to become an auctioneer was achieved. Bud left no doubt that his future and his family would contribute to his success in the auction industry.

grandmother recently widowed went to auctions to buy and sell to make some extra money, and the love of auctions was born. Seeing the late **Arthur Cload** sell (who was given a **medal from Queen Elizabeth** for holding milk auctions to raise money during the war years) Dad was so thrilled to get to know him at the conventions as a fellow auctioneer.

Attending his first convention in Calgary, Dad could not afford to stay at the hotel, but stayed with his late sister Gladys Clay and her husband Tom, who became instrumental in Mom and Dad's auction journey. **Uncle Vern Scown** (Dad's cousin) was in attendance, and Dad told him **"I don't want to ride on your coat tails, so don't tell anyone we are related.** Uncle Vern was the top cattle auctioneer in Canada, worked at the Calgary Stockyards, and was humble even though he was the **King of the cattle auctioneers.** Uncle Vern suggested at the director's meeting at that convention, that perhaps they should elect "the young guy from Red Deer" to finish off a one year term as a Director, what harm would it do? Well Dad was on the board from then on the rest of his life, never forgetting **Uncle Vern's advice to get involved.** And there was no one who loved the association than Uncle Vern, who was also involved til he passed.



Bud Haynes Gun Auctions - The firm became internationally famous in contributing gun auctions across Canada. L/R Vern Scown, Dot Haynes, Linda Baggaley, Bud Haynes

I am mentioning the **late Vern Scown, as the Tyro is now named after him,** and I feel it's important to **remember him and his decades of service to this association,** as many others did also. Dad also was doing **announcing at local rodeos, and pony chariot races,** so every weekend brought an adventure, and having his chance to hold the microphone and entertain a crowd I believe fueled the desire to become an Auctioneer.

There are **so many stories,** and when Bill Henke asked me to write down a couple, I was pleased, and **I hope it encourages someone to keep to the path, and not give up.** This can be a hard profession,

and as in life, just a **pat on the back** and **words of encouragement** can make all the difference in the trip.

Mom and Dad together established the largest, oldest Firearms auction business in Canada, now fifty four years strong, and amalgamated with **Ward's Auctions of Edmonton**, (founded by the late Ethel Ward, Mom taught in auction school, and now owned by her son Brad Ward, whom I taught in auction school) with a merger six years ago.



Bud Haynes, a fore runner in establishing Gun Auctions throughout Canada

Dad proudly received many awards over the years, President of the Association, Life Achievement Award, First Auctioneer (along with Linda) from **North America to sell at Christie's of London, and the only guest auctioneers to sell**, except Prince Charles, and perhaps the one he was most proud of , **Voted Most Valuable Instructor at the Western Canada School of Auctioneering**. Dad and Barry Sim came up with the concept of the Tyro Competition for new auctioneers, hoping to encourage them to attend and feel welcome.

Dad was **always encouraging new auctioneers**, and gave every graduate a dollar bill to keep, to say they had the first dollar they earned as an auctioneer, and when receiving his fifty year pin four years ago at the convention, he was speechless with emotion, but he did ask how many people still had their first dollars he had given them and was so happy to see so many hands go up in the crowd !

I know my Dad would be so thrilled to see my Mother Dot, **receive her fifty year pin this year**, and I know he's watching, and also Tom Kean who was a great friend to my Dad, even driving him to doctor appointments during the last year. Dad always believed in giving a helping hand to fellow auctioneers and when anyone asked why he was educating his competition working at auction schools, he simply replied "**every well run auction is a good advertisement for the auction business**" and believe me he loved the business, and always conducted himself with dignity. He was also proud of Rick Horn who sold for the first time in public at our firm, Red Deer Auction and went on to sell all over the world. Frank Hall, with his wonderful English

accent, and common **love of antiques**, also taught by Mom and Dad in auction school, **Dad was so proud of all of his students and followed their careers, so happy for their successes.** And finally to Lorraine Klepper, Dad always thought you were the best and so do I.

There are so many great auctioneers who were in his life, and they all know who they are, I don't want to miss anyone, so just all of you know how important you all were to him and thanks for the memories.

Proud Daughter, Linda (Haynes) Baggaley

DOROTHY (DOT) HAYNES - 50 YEAR PIN



Bud Haynes Gun Auctions were a very popular event from the 60's to the 2020's. Bud and his Lady "Dot" at a gun show in Burnaby, BC in the 90's.

My late husband Bud Haynes, after starting our first auction company, Red Deer Auction, told me he would **teach me to become an auctioneer**, as he needed a back up for emergencies, and we were doing three household auctions a week, in the evenings, the first of it's kind in central Alberta.

I later said I became an auctioneer by sleeping with my instructor! This was true as **Bud made me do number drills when we were in bed trying to get some sleep!**

I did not attend a formal auction school, but did become the **first female instructor at the Western Canada School of Auctioneering** in 1974, and later instructed with Tom Kean at his school, The International School of Auctioneering in Red Deer.

We ran our own business, Red Deer Auction, then became Bud Haynes & Co. Auctioneers Ltd, and we are in our **54th year of business**, worked with many other auction companies over the years : Richard Hartley was a good friend, and fellow auctioneer who worked with us, the late **Carl Zigler** of Drumheller, the later **Bob Smithens** of Smithens Auctions of Calgary, the late **Vern Scown** (Cousin of Bud's), the late **Floyd Nasby** of Nasby's Auctioneering, **Tom Kean** of Cherry Hill Auctions, the late **Norm Moore** of Moore's Auctioneering of Alder Flats, there are so many great ones, and of course my late husband of fifty eight years, Bud Haynes.



Dot Haynes next to the gavel post at the opening of the "Haynes Auction Gallery" in Red Deer in 1999

And all the above influenced my life and helped with my success.

Becoming the first woman to win the Tyro Contest as it was called then, now the Vern Scown Memorial, and when Bud turned the mike over and made me sell the expensive items like the new chesterfields in 1968 it was a big boost to my confidence, and later being asked to instruct at Western Canada School of Auctioneering.

There have been many great auctions in our family's auction business, **The Tom Bongalis Estate Firearms Auction one of our biggest, put us on the international circuit**, and become known in the industry. And I don't recall the worst, as the late Bob Smithens said "only you really know if it was a bad auction, the rest of the world assumes it was great, keep it that way" or words to that effect, but ones that remained a very important piece of advice.

Never felt I was not recognised, but just knew going in **it was a man's world Bud said so you will have to be that much better to compete, Bud was a true person who pushed for women's success in everything. And when receiving my Life Time Achievement Award from the Auctioneer's Assoc of Alberta I was truly thrilled beyond words.**



Dot Haynes displays one of the many highlights at their gun sales held throughout Canada

My opinion of a **good auctioneer is first to be honest if all your dealings, treat people with respect, when selling be clear in calling numbers, and have nice chant, and don't hang on if you have the item sold, know when to say Sold!**

Guidelines & Bench Mark – Well organized and run auction, nicely displayed clean merchandise, good staff who do enjoy working an auction and like the business, and treat clients how they would like to be treated.

Yes I **have lots of enthusiasm for all types of auctions**, having sold on estate and antiques, firearms, farm sales, and of course many charity and fundraiser auctions over the past years.



Dot Haynes with her family, Jim & Linda Baggaley and Kenn Walsh

My family has been totally supportive over the years, and all of us are auctioneers, (Bud, Dot, Linda, Rae, Jim Baggaley (Linda's Husband) you really do have to talk fast at the dinner table.

My advice to auctioneers starting is to always look professional and tidy in your personal appearance, and don't worry

about how much your pay cheque is, if you get a chance, and get better the rest will follow. My late husband Bud Haynes sold for free, and hauled miscellaneous to Carl Zigler's auction in Drumheller, and was first paid as an Auctioneer at Daine's Auction Mart in Innisfail a year later.

I have always made time when possible, to attend my family's functions, sporting events, school events, concerts, tournaments, and church functions with them.

Our family has **always supported many local charities** over the past fifty four years of business, and continue to when possible.

I am **inspired by so many great auctioneers**, and upcoming auctioneers that I can't pick a favorite, but my late husband Bud Haynes was my true inspiration and partner in business and life!

And looking back YES I WOULD DO IT ALL OVER AGAIN! I have met so many great people and lived a life I could not have ever imagined, and had never even been to an auction til I married Bud, and the rest is history.

LINDA (HAYNES) BAGGALEY

My decision to become an Auctioneer was like being Italian, I was the oldest of two girls, of two Auctioneering parents, and as they both instructed at the **Western Canada School of Auctioneering** in Lacombe, off I went the summer of 1976, right after high school grad. Who said I wanted to go? With a lisp and stutter, off I went, with no prior bid calling experience to give me any bad habits Dad said. As he had never been able to attend auction school he was certain some one was and that was me, **a decision that would change my life forever.**



Linda with her sister Rae helping Dad at one of his early auction sales

I have worked in our family business since I was eight years old, but began selling as an Auctioneer at the age of seventeen. I worked full time in the office, booked in auctions, cleaned, did some books, and anything that was required. My late father, Bud Haynes believed that you should give someone a job, and let

them do it, and as Mom and Dad were on the road 50,000 miles a year selling for Royal City Antiques, with the late Bob Smithens, I pretty much had free rein, but held on tight ! My husband Jim and I bought the company from Mom and Dad in 1995, and they both continued to work full time with us, to ensure the successful transition, and the four of us worked together til the passing of my late father Bud in 2016. My Mother Dot , still helps with books and sold recently at our Bud Haynes & Ward's firearm auction this spring.

My parents were the main influence on my auctioneer's career, and were absolutely totally supportive no matter what was ever needed. The auction business was a total family affair, with the addition of my younger sister, Rae Carswell attending auction school in 1978 (I told her it was so much fun ! and it truly was) Selling for the first time in public at our Student's Auction, as part of the course, I



The many talents of Bud included being a rodeo announcer with his daughter Linda at a Red Deer Rodeo in the 60's

was so nervous I couldn't see anything. After selling I remember like yesterday that the late Joe Perlich of Lethbridge (who had been our instructor that day in school and was attending the auction, watching from the side lines) came over to me and told me " I was going to be a great auctioneer", words I clung to many times in many situations, so even if he was just making me feel good, it worked. When competing in the Tyro competition (and not winning as Mom had) the late Bob Smithens of Calgary, told me " I would hire you anytime to sell for me", was another true gem I held onto in rough times, and cherished both those two men for



Linda Baggaley and her mother Dot Haynes enjoying family time

words of encouragement. The **late John Pomerleau (the greatest bid calling teacher I ever met)** made us all do just the numbers, no fillers and get the chant, the late Les Bishop and the late Uncle Vern Scown, there were so many.

One of the Highlights that gave me confidence was Dad letting me sell an antique dining room suite for \$ 2,000.00 in the 1970's. I

was over the moon, and when he let me sell the Victoria Cross (during a large military medal collection auction) and **I set three World Records in 1987** it was truly life changing, as that **ended up with us being invited to auction at Christie's of London, England in 1999**, and many invitations at other auctions in North America.

One of the largest and best auctions was the Medal auction with the Victoria Cross, Christie's of course and there have been many, and as mentioned in Mom's article, we don't discuss (only in private when we can finally have a good laugh) the worst ones, so only remember the good ones !

As in Mom's article, **my late Father, Bud Haynes always said don't expect life to be fair, and your in a man's world in this occupation, so you are going to have be the best you can be, and work harder to compete.** And as I was elected President of the Auctioneer's Assoc. of Alberta, becoming the first child of a past President to take office **I was very thrilled and being awarded the Life Time Achievement Award** (Mom and Dad received it also) I proudly hung those three awards in our office. My peers have been great to me I feel.



Tom Kean and Dot Haynes celebrate their 50 Year Membership with daughter Linda Baggaley

What I feel makes a good auctioneer is pretty much what my Mother Dot Haynes said, honesty, appearance, clarity and respect to crowd, never knocking your competition, and fairness to all of course are all givens. And being humble, don't get the big head attitude, but again I feel life and people skills are the key to any business.

Again I echo my mother's thoughts on benchmarks of a great auction, organization, professional conduct, clean merchandise, good staff, and always respect to buyers and sellers. Character is what you do when no is looking is one of my favorites to aspire to.

I feel high level of enthusiasm during most auctions, of course more comfortable in our own premises, and most Auctioneers always have some butterflies, it keeps you sharp. And confidence comes when you truly believe in your product and how you present it.

My family is active in auction business, and very supportive, even my business partner and husband Jim Baggaley, who has had to man the office and family during many of my business trips is supportive. And well we all know family businesses aren't always easy, our children decided no auction talk at the dinner table (a wise move) so that helps.

My advice to auctioneers starting out echoes Mom's again, (and yes I helped write it) **So be humble, offer to help at auctions and don't expect big pay cheque, be glad to sell or park cars, whatever it takes.**

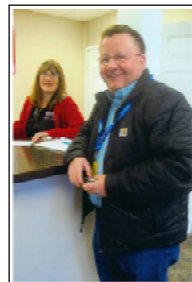
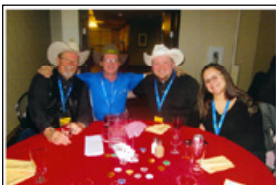
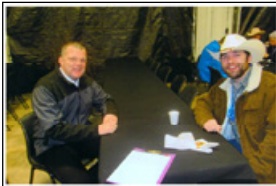
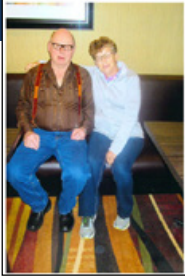
I always tried my best to allow time in my schedule for family, and both my husband Jim and I attended our children's event from school, sports, band, archery, Lacrosse, Hockey and of course volunteered, field trips, etc. And when a hockey or lacrosse game was on Grandpa Haynes made sure we were done the sale in gig time, or he left early! True Story, and even practices he rarely missed, family is most important!

Our family has always supported charities, fundraisers, etc. and have enjoyed and still do enjoy helping others who are donating time and money to help others.

And yes I would do it all over again, I was truly blessed to have had this incredible journey with two amazing parents, husband and children (Thomas and Alayne), **and my sister Rae Carswell** and her family have been there thru the journey also and it has been a journey, **WHAT A RIDE**

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- Helen Keller



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