

VOLUME 86

NUMBER 2

AUGUST 2020

The Alberta AUCTIONEER

Going Once
Going Twice
SOLD!

**IN THIS
ISSUE:**

2021 Convention News
President's Message
New Executive Director
"Wild Bill" and more...



2020 EXECUTIVE



Auctioneers' Association of Alberta



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TABLE OF CONTENTS

2 President's Message

3 Association Executives

4 Media Release Jacqueline Biollo

5 2021 Convention Agenda

6 Here, There and Everywhere with Wild Bill

7 Joe Perlich, *President – AA of Alberta*

10 Bobby Miller – *Eckville, AB*

13 John Russell – *Thrums, BC*

14 The Legacy of "Wild Bill" Henke

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Message from the President



Hello Members of the Auctioneers' Association of Alberta. The year of 2020 will be remembered for years to come. We are just over the halfway point and

have been on quite a rollercoaster ride. The weather has been from one extreme to the next, some locations are very favorable and some are more adverse. Everyone knows the word Covid, even though as I type this it is an unrecognized word. Things are changing rapidly in our world, with an uncertain future. In the auction industry there has been doors closed on many members. However, in this difficult time many opportunities have been created. Many auctioneers have figured out new ways to conduct their auctions, that may be focusing on health and safety protocols, or a more online approach. As one of the oldest professions, I believe we as auctioneers will be able to adapt and serve our communities. There will always be a need for an auctioneer.

Moving forward our association is growing stronger, with the addition of our new Executive Director Jacqueline Biollo. Jacqueline adds experience and expertise

in board governance, strategic planning and government relations that will benefit the Association. This addition will strengthen our ties and promote not only our membership but also our auction industry.

There are large shoes to fill as Lorraine Klepper has been our go to person for many years. Lorraine has always been a familiar and friendly face to our membership. She has a tremendous amount of knowledge and has put years of dedication and hard work towards our association.

We are extremely fortunate to have both these ladies work together as we transition into the future. Our Association will continue to be in good hands.

I hope everyone is in good health, and doing their part in these unprecedented times.

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 you and our membership.

Joe Perlich, *President*
Auctioneers' Association of Alberta



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2020 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	
EXECUTIVE DIRECTOR	Jacqueline Biollo	(780) 905-5200	
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

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, 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
Auction Competition & Bid Catching	..... Ross Annett, Justin Mayer, Shane Manzak & Darren Isaac

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

Jacqueline Biollo joins the Auctioneers' Association of Alberta

Seasoned consultant to oversee Association's strategic goals

Lethbridge, AB – Joe Perlich, President of the Auctioneers' Association of Alberta is thrilled to secure Jacqueline Biollo as a strategic consultant to complement the goals and objectives of the Board of Directors.

"Jacqueline adds experience and expertise in board governance, strategic planning, and government relations that will benefit the Auctioneers' Association, its members, and stakeholders," said Perlich. "Her well-rounded experience in the political arena and not-for-profit industry, as well as her exposure, as an auctioneer, to the issues that drive the mission and mandate of the Association will help better position us for the future."

"Ms. Biollo will guide the Association in their advocacy initiatives, mentor staff and Board of Directors in strategic planning and governance, and oversee the design and implementation of sustainability initiatives, including updated marketing and communication tools, finance management, and membership relations across Western Canada," Perlich went on to say.

"Overseeing the strategic goals of the Auctioneers' Association of Alberta allows me to use my experience as a government relations/public relations consultant and business strategist to help develop, implement, analyze, and evaluate the short- and long-term goals of the Association," Biollo stated.

"I am intrigued by the work in the auction industry and excited about the possibilities to lead the strategic direction of this organization."

Biollo's professional experience includes work for the Alberta Civil Trial Lawyers Association (ACTLA) where she is responsible for developing, supporting, and implementing direction for various advocacy initiatives, strengthening membership relations, and building stakeholder engagement. She is a member of the Municipal Government Board (MGB), serving as a Presiding Officer over various assessment review hearings, as well as being a member of the Sub-division and Development Appeal Board (SDAB) in Alberta.

Biollo holds an MBA in Executive Management with a focus on Economic Development from Royal Roads University. She also completed the Institute of Corporate Directors (ICD.D) program from the Rotman School of Management at the University of Toronto. Biollo is bilingual and of Ojibwe ancestry.

The Auctioneers' Association of Alberta (since 1934) is one of the oldest auctioneer associations in North America, serving over 450 members and growing. We are the association for all auctioneers, auctions, auction events and online auctions in Alberta and surrounding areas (Western Canada).

AAA CONVENTION JANUARY 28, 29, 30, 2021

THURSDAY

- 8:00 AM – Noon **Alberta Auctions 101**
Presenters: Ron Sekura & Don Montgomery
- Noon – 1:00 PM *Lunch*
- 1:00 PM – 4:00 PM **Alberta Auctions 201**
Presenters: Ron Sekura & Don Montgomery
- 5:00 PM **Registration**
- 6:30 PM – 7:30 PM **Welcoming Reception**
Cribbage Tournament, Music By Dustin

FRIDAY

- 7:30 AM – 8:30 AM *Breakfast*
- 8:45 AM – 9:00 AM **President's Welcome** *Joe Perlich*
- 9:00 AM – 10:30 AM **Bid Catching Competition**
- 9:00 AM – 10:30 AM **Key Note Address "Lessons Learned"**
with Presenter Cathy Steeves, Fort McMurray
(I Lived Through the Fort McMurray Fire of 2016)
- 10:30 AM – 10:45 AM *Coffee Break*
- 10:45 AM – 12:00 PM **Seminar Transitioning to Online Auctions**
(Live Via Big Screen) with By Chris & Erik Rasmus,
Ramus Auctions, Washington, DC
- 12:00 PM – 1:00 PM *Lunch*
- 1:00 PM – 2:30 PM **Seminar Collaboration, Joint Ventures, Partnering**
& Strategic Alliances *(Live Via Big Screen) with Chris*
& Erik Rasmus, Ramus Auctions, Washington DC
- 2:30 PM – 2:45 PM *Coffee Break*
- 2:45 PM – 4:30 PM **Seminar Auction Innovations 3.0 – A Look Into The**
Near Future of Our Expanding Industry *(Live Via Big*
Screen) with Chris & Erik Rasmus, Ramus Auctions
- 5:00 PM – 6:00 PM *Cocktail Hour*
- 6:00 PM – 7:30 PM *Dinner*
- 7:30 PM – 8:30 PM **Tyro Auction Contest** *Beginning Auctioneers*
with 2-Years or Less Experience

SATURDAY

- 7:30 AM – 8:30 AM *Breakfast*
- 8:30 AM – 11:00 AM **AGM**
- 11:00 AM – 4:00 PM **Auction Ring Man Contest**
Canadian All-Around Auctioneering Contest
- 5:00 PM – 6:00 PM **Presidents Ball – Cocktails**
- 7:00 PM – 7:30 PM *Dinner*
- 7:30 PM *Awards & Presentations*
- 8:30 PM – 12:00 AM *Dance by Country Travelers Band*

NOTE: Hotel yet to be chosen as the one we had booked closed due to reasons beyond anyone's control. Watch the AAA website for a location to be announced shortly. Covid rules could change all our plans.

AUCTIONEERS ASSOCIATION OF ALBERTA



Wild Bill - Doing what he does best for the Mining Suppliers Association of BC

HERE, THERE & EVERYWHEREwith Wild Bill

It's been a hectic time in our lives as the COVID-19 has received International attention. I have accepted the "New Rule of Survival" and wear a mask.

This edition will feature my many stories and highlights that reflect my involvement with the Auction Profession. My life became a promising adventure when I became an Auctioneer. It was filled with many challenges that I would encounter. The auction industry was very competitive and you had to improve your skills or you would not survive!

My success was achievable as surprisingly fellow auctioneers I employed gave me assurance that the auction industry needed a new "SPARKPLUG."

I am so grateful that I found a place with the Auctioneers Association of Alberta where I met so many Auctioneers and their families. This was my "SPARKPLUG."

Thanks for the memories.

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

Memories

- JOE PERLICH -
President - AA of Alberta
Lethbridge, AB



The 2020 AA of Alberta convention was held at Drayton Valley, AB. Joe Perlich of Lethbridge, AB was elected president. The Perlich family over the past 51 years have had four members of their family serve as president. In 2020 a youthful Perlich by the name of Joe (named after his grandfather) took over the reins of the AA of Alberta.

Joe has the personality to be a leader that will with the assistance of his directors address the needs that our auction profession is now encountering. The COVID-19 has affected the way many businesses and associations will alter their way of serving the public and representing their profession. Joe was not to be denied to become an auctioneer as his family were a strong force in representing the livestock auction industry throughout southern Alberta for over 5 decades.

Joe didn't require much coaxing in becoming an auctioneer as the family had a history of involvement with the auction profession.

Joe attended the Western College of Auctioneering, Billings MT and was a graduate in 2007. Perlich has been part of the family auction business which he excels in and plays a major role. Joe's dad, John, has always been a big influence in his auction career. John has always given Joe the best possible opportunity to have a successful auction career. John made sure there were many charity sales that Joe work and learn the ropes. As he grew as an auctioneer, John was incredibly supportive and allowed Joe some needed mic time. Joe appreciates all the guidance, support and motivation. Joe's lady Michelle always enlightened my moments when I required support and encouragement.

Joe's thoughts on a good auctioneer

In his opinion a good auctioneer has all the basics, chant, clarity and control of the auction. Understanding value is a major part of the

profession. He believes a standout auctioneer has the **ability** to, build **excitement, emotion**, and **urgency** in the auction. There is generally a price point the auctioneer is trying to reach. However, in the bigger picture Joe always try to provide the best service he can.

The highlight was when he understood what the impact of a good auctioneer can make on the performance of the sale. A concert is a great example of the professionalism needed to build the crowds momentum and enjoyment. A good auctioneer can create excitement, and emotions to build a better experience at the sale.

The **U2 Angus Dispersal sale** in November 2019 was a **highlight sale** Joe will never forget. It took months of preparation from many different people. The two-day sale brought buyers from many countries all over the world. To top it all off it was a **huge success**.

A **sale Joe will never forget** is the one he agreed to fresh out of auction school. It was held in the common area in the mall. There was no set time, no PA system, **No official buyers or even a crowd**. He stood up on **top of a bench** and sold, **one wool sweater** made that day from the sheep in front of him. **It was the most difficult sale** he has done to date.

Guide to success



Do not hesitate. Practice. Ask questions early. Ask for the mic time. Know your product and Value. Every sale has butterflies to start but the chant takes over. When Joe begins his chant and starts calling out the numbers it puts him at ease, he can then move forward with the sale.

Family time is a top priority

It is great to be able to work as closely as we do, as a family. There are always challenging times when a family is involved. Joe believes it is important to try and focus on loved ones, because it's easy to take friends and family for granted. **Many great memories** come from being around the **people you love**.

Joe couldn't ask for a better crew at home, his **wife Michelle**, and his **children, Walker and Rylee** are the highlights of my day. Joe cannot wait for his family to grow, and possibly continue the family business

with the rest of the cousins.

Being in the auction profession has given Joe the opportunity to support many of the local charities. Joe has conducted sales for local schools, sports teams, 4h, and many organizations and charities in need.

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

This may be difficult to answer as there are many top-notch auctioneers in Alberta.

Joes' **grandpa, Joe Perlich**, is the person Joe looks up to the most. He passed long before Joe was born, but the stories told by so many people **inspire me to the best person I can be**. He built the Perlich Bros Auction Market with his brother. He was able to help so many people by being an **honest, trustworthy, hard-working auctioneer**.

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

Absolutely!! The auction profession has been excellent to me and my family. There are always times when a person second guesses their choices. When another career looks more appealing with less work and more pay. However, we are taught that the auction profession is one of the oldest professions in the world. The practice of auctioning has stood the test of time. Many ways of marketing will always come and go, but I do believe **there will always be a need for a good Auctioneer**.

The AA of Alberta has had the fortunate opportunity in being blessed by their association having attracted hundreds of auctioneers in providing their support and knowledge in maintaining an active association. Many firms and individuals have been responsible for the success of the AA of Alberta.

The Perlich family is another example of their dedication to have to have and maintain an association that will continue to assure the success of the auction industry in Alberta.

Many thanks to Joe and the Perlich family for their active involvement over the past 6 decades.

- BOBBY MILLER - *Eckville, AB*



*Bobby Miller - 2019 Canadian All
Around Auctioneer Champion*

The 2020 AA of Alberta Convention was highlighted by Bobby Miller, the 2019 Canadian All Around Champion, rendering his expertise in various competition functions.

Miller's auctioneer presence during these events received high applause from all in attendance. The auction profession in Alberta are fortunate to have the industry represented by auctioneers who maintain a high level of respect from their clients, and the auction community.

Miller has over two decades of activity in the auction industry. His profile indicates his dedication and his respect of the auction industry.

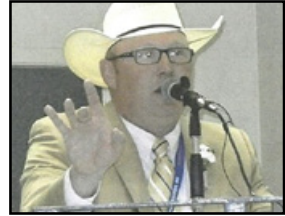
Read on.

Born and raised in Elm Creek, Manitoba on a purebred Polled Hereford/Angus cattle operation, where as a family we were very active in the show ring across North America. I reside in Eckville, Alberta where I am still involved in the cattle industry with a hobby herd of purebred Red Angus and commercially ranching with my wife Kalynn's family. I am currently heading into my 10th year as an auctioneer for Ritchie Bros. Auctioneers, primarily working the agriculture farm/ranch sales across Western Canada. I have been married 5 years to my wife Kalynn and have a 5 years old daughter Hadley. We are **heavily active in the roping & barrel racing circles** throughout Alberta, where we have the opportunity to train a few performance horses ourselves.

Growing up in the purebred livestock industry exposed me to many great auctioneers throughout North America as a youngster. Between attending female production sales, consignment sales, bull sales, and market sales across Canada and the US, I had the opportunity to consistently listen to some of the greats such as Don Raffan, Steve Dorran, Jerry Kenniwscher, John Blacklock, Gene Parks, and

Eddie Simms. These gentlemen created such an atmosphere at every sales that was almost hypnotizing. I thought, "I need to be a part of that!"

In 2007 I finally decided to go to auction school after playing around with a chant for a number of years prior, and doing a few fundraisers locally. I attended the **World Wide College of Auctioneering** in Denver, Colorado in September that year.



Bobby doing another sale with a high quality of expertise

After returning home from WWCA on a Sunday, I was selling pound cows by Wednesday in Ring 2 at Vold, Jones & Vold in Ponoka, Alberta under the watchful eye of Danny Skeels and Blair Vold. Having the opportunity to hone a craft beside guys like Danny Skeels, Chance Martin, and Dean Edge I had an amazing training ground every week between the markets in Ponoka, Stavley, and Dawson Creek, BC.

Starting my career on the VJV auction team was already a confidence booster, but if a person had to pick a certain moment, it would have to be going to the **Canadian Livestock Auctioneers Championships** (known today as the LMAC's) in Quebec City, QC in June 2008.

Attending that contest, my first half of a year as an auctioneer and winning the **Canadian "Rookie of the Year"** was a definite boost to the **"want to be better"** category. The following month, July, I was also pleased to be awarded the Calgary Stampede International Auctioneer Championships "Rookie of the Year", and top ten finalist.

In my opinion on what is a good auctioneer, it would be someone who can conduct themselves with a **great deal of integrity, honesty, and respect within their profession**. An individual who carries a certain amount of confidence and is able to control an auction while in possession of a microphone. Having a good voice with a decent chant and great rhythm doesn't hurt either!

If you don't set guidelines or goals for yourself in this profession, you will eventually be passed on by. It is all about self-improvement as an auctioneer in my book. I consider myself a student of the game, constantly watching and observing other great auctioneers and how they handle different situations. I thrive on trying to always be better.

If I had a good day at a sale where everything was flowing properly, and I was pleased on how the sale went, I **still want to be better at the next one**, which might be later that day, or the never, or a week. You could say I'm never done learning.

I am currently the only member of my family in the auction business. I feel I am a pretty lucky guy to have such a great support system with my family when I picked this profession.



Bobby and his wife Kalynn enter yearly cowboy competitions which include roping and barrel racing events.

My advice to the newer auctioneers starting into the business would be to campaign yourself the best you can and have a work ethic about it. Be willing to work ring for a couple different firms to learn the business properly. Get involved in the business with **good people** that are willing to help you **develop as an auctioneer. Practice, practice, practice...**and then practice some more! I find newer auctioneers are worried and focus on developing a good chant before learning the number scales. Learn the **number scales** until you are doing **them in your sleep** and the **chant will come!**

Being an auctioneer can be time consuming, especially if you have to travel a great deal. In 2019 I conducted sales from the Lower Mainland, BC to Corner Brook, NL. To say the least, I spent quite a bit of time on the road away from home. As I mentioned before, I am a lucky guy to have a great support system at home. When at home, we are busy with regular ranch duties as a family and also enjoy attending rodeos throughout Central Alberta in the summer months where I am an avid roper. **My wife Kalynn barrel races as well as my daughter Hadley.** We enjoy the western culture and lifestyle as do our network of friends and family that share in the same.

Closing Remarks

We have enjoyed the visit with Bobby and to share his story and thoughts that have enriched our lives. Bobby's presence in the auction profession has been very positive. **His message can influence the future success of a new generation of auctioneers.**

- JOHN RUSSELL - *Thrms, BC*



John & his wife Phylliss

The dream and desire to enter the auction profession was always a thought that John endured. The construction industry had Russell travel throughout Canada on various projects. The away from home and family were becoming an obstacle for his role as a father and husband. In 1976, John graduated from the Western College of Auctioneers in Billings, Montana. Russell was informed

that “less than three percent make it in the auction business. You really have to want it.”

Russell worked for various auction firms for seven years before he chose a country location in Tarrys, BC, where property taxes were much lower. The location could facilitate all the needs customers would require.

John Russell soon became a respected name in the auction community in the Kootenays. In 1983, he started doing regular auction sales with his wife, Phylliss, and five employees every two weeks.

Russell soon realized that his expertise as an auctioneer were appreciated. Russell Auctions was soon doing sales that had a large variety of inventory. He had to acquire knowledge in selling and marketing these items. He did this and soon his clients were not questioning his talents.

Over the years Russell was an active member of the AA of BC and, also served as the President. John inspired many in the years he was apart of the AA of BC. He assisted the AA of BC in many capacities including many community proceeds.

Russell has been fortunate to have his love, Phylliss, assist his in his many endeavors. In 2006, Russell was inducted in the AA of BC Hall of Fame.



Wild Bill visits John at his sale.



John working a sale

Russell has survived health problems and through that he's always maintained a very positive attitude. Due to his positivity he has overcome difficult business and family situations.

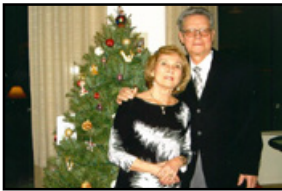
The AA of BC were rewarded with his membership and support of the various projects that the Association encountered. In 1984, **John was a Charter Member of the AA of BC.**

John proved that he overcame the 3% barrier and he has had a successful career. Way to go John! It was a pleasure to have the Russell's become an auction associate and friend.

The only difference between a good day and a bad day is your attitude!

The Legacy of "WILD BILL" HENKE THE SNAPSHOT VERSION

The following photos and remarks indicate the many experiences and adventures that "Wild Bill" has encountered!



Wild Bill and Claire celebrating Christmas in Arizona many years ago



The "HENKE FAMILY" had many happy moments over the years and still to today.



The Henke cabin on Kwakawa Lake in Hope, BC where Bill went to unwind with family.



Wild Bill & Claire visiting Bev & Don Montgomery on Auction Day in Kamloops, BC July 26 2006



*September 17, 2012— West Kelowna, BC
Group of 25 representing Auction Firms throughout BC
Future members of the AA of Alberta*



Alderman Henke with a live Eagle at the Opening Ceremony of Eagle Ridge Place Shopping Centre in Coquitlam, BC in 1983

Wild Bill strutting his singing talents with his brother Eric.

Wild Bill was the highest bidder of the multi colour AA of BC Quilt 1st convention in Kamloops in 1985. Joyce Butlerworth Zajes donated her talents. IT will always be a treasure to have and reflects the pioneer days of the AA of BC



Wild Bill takes care of having all auctioneers registered at the AA of BC Convention



Another Charity Auction



Wild Bill receiving his 25 Year Pin from AA of Alberta President John Perlich



AA of Alberta (BC Chapter) members enjoying the hospitality and all the convention activities Brenden, Charlene & Jerry Wowchuk, Charlotte & Gordon Dyck, Bill Henke, Jean Rowe & Bob Woodland



Wild Bill gets "thanks" from former Prime Minister - Stephen Harper



It was a hilarious Jean Rowe does a hilarious prank by having Wild Bill pay \$125 for a book "Selling To The Old Brain" Jean stuck up Bill's bid card while he was selling the book - it was a highlight and a surprise but Wild Bill paid!!



Wild Bill liked his 10 Gallon Hat!



BC Chapter members with Canadian Picker Sheldon Smithens



Wild Bill with the CPPAG Crew at a seminar in BC



The "HENKE FAMILY" had many happy moments over the years and still to today at Nick's Restaurant



Wild Bill with Dave Woodman at the AA of Alberta Convention



**HENKE WOWS
WITH HIS VOCALS!!**

**WINS AUCTIONEERS
HAVE TALENT
IN CALGARY**



No Charity whether BIG or SMALL, "Wild Bill" does them all!



Laura Cleveland, Development Officer, presenting Wild Bill with a Xmas Gift in recognition of his financial support.



Wild Bill doing his thing at the PUCKS Charity Auction



Former Barrhead star, Willie "KID" Henke, who is well known throughout Alberta rings. He has met the best in Western Canada during his six-year amateur career and has won his share of awards and championships. A boxing stylist with a clever left hand!

Going, going, gone !



COMPETITOR — Bill Henke of Coquitlam, B.C., demonstrates his style during this weekend's fourth annual World All-Around Auctioneering Championship which attracted 31 contestants to the Halifax Sheraton. See story page 21. WWW/Collis



“WILD BILL” HENKE

Since entering into the Auction Profession in BC in 1975, Henke has been involved in promoting and assisting the auction movement in Canada.

In 1982, Henke became a charter member of the Canadian Auctioneers Association, 1984 he became a charter member of the AA of BC and became their President and Executive Director for 16 years.

Henke has travelled from Victoria to Halifax and numerous other cities in promoting the auction industry at conventions and seminars.

Wild Bill has never lacked an enthusiasm and love of being an Auctioneer. He brings to the table an approach that invites new ideas that can make our industry thrive in the future.

Wild Bill was the only auctioneer from BC to receive the Institute of Canadian Certified Auctioneers from the University of Western Ontario in August 1994. Henke is also a graduate of the Canadian Personal Property Appraisers Group.

His auction business in BC was much diversified and his clients and bidders came to his sales from throughout the Province.

“Wild Bill” is very involved with fundraising and charity auctions where his personality as a entertainer has become a known crowd pleaser.

When you see something beautiful in someone...tell them. It may take a second to say, but for them it could last a lifetime.

To be INSPIRED is GREAT but to INSPIRE is an HONOUR!

Happiness starts with your relationships, not with your money, not with your circumstance, but with YOU!

A Proven Successful Background

City of Vancouver – handling their equipment, vehicles and surplus equipment.

City of Vancouver Police – handling their disposal of stolen property.

Province of British Columbia – disposal of vehicles, equipment and other inventory.

Canada Customs – conducted their sales for over several years

C.N.R – disposal of vehicles, equipment and trucks.

City of Port Coquitlam – disposal of vehicles, equipment, trucks, and machinery.

Official Administrator – County of Westminster – estate sales, including household antiques, furniture, vehicles, trailers, art, coin collections, and more.

Plus conducting over 300 regular sales which included acting on behalf of trustees in bankruptcies, business firms, rental firms, car dealerships, contractors, farmers and many others.



HIGHLIGHTS OF “WILD BILL’S” JOURNEY

- 1977** - Graduate – Western College of Auctioneers, Billings, Montana
- 1980-90s** - Member - National Association of Auctioneers of USA
- 1982** - Charter Member of Canadian Auctioneers Association
- 1983-84** - Alderman—District of Coquitlam, BC
- 1984** - Charter Member of Auctioneers Association of BC
- 1984-2008** – Served the AA of BC in various capacities including President Board of Directors, Executive Director of Publishers of “Let’s Talk Auction”
- 1988** - Member of the Auctioneers Association of Alberta
- 1994** - Outstanding Leadership as convention coordinator of AA of Canada, Harrison Hot Springs, BC
- 1994** - Graduate – Institute of Canadian certified Auctioneers University of Western Ontario
- 1995** - AA of Canada “Quality Award” Outstanding in Advertising & Promotion Competition
- 1997**- Outstanding Leadership as co-vice president AA of Canada,
- 1998** - AA of BC Auctioneering Championship 1st Runner-Up
- 1999** - Graduate – Canadian Personal Property Appraiser Group
- 2002** - AA of British Columbia Hall of Fame Inductee
- 2007** - AA of BC awarded “Wild Bill” with Honorary Lifetime Member
- 2012** - Graduate of Alberta Auctions 101 & 201, Kelowna, BC
- 2013** - Auctioneers Have Talent Competition Winner
- 2013** - Received 25-year AA of Alberta Certificate
- 2018** - AA of Alberta “Distinguished Service Award”
- 2020** - Finalist - AA of Alberta Canadian BidCatching Competiton

WILD BILL RECEIVES HIGH APPRAISE

Wild Bill has received high applause from various charities, fellow auctioneers and the general public. Henke exhibited his auction personality from Victoria, BC to Halifax, NS for over four decades.

Let the applause begin....



PUCKS, Connie Klimek, Executive Director

Wild Bill Henke is amazing. He is so much more than “just” an auctioneer. Bill is a hilarious entertainer and comic.

Wild Bill has the gift of the “auctioneer gab”. His quick-wit and spontaneous come-backs make him a significant part of the evening’s show. Bill effectively draws the audience together. Laughter and kibitzing fill the 450-seat room. The auction is truly “alive”. Bill makes the experience so enjoyable. It is fun and lighthearted.

His attire, body-language and voice elicit respect, trust and confidence in bidders. They are educated on each item, they feel in control of their bids, they do not feel pressured and the laughter is endless, your cheeks hurt after Bill’s 30-40 minute “show”. He has beads of sweat streaming down his face to prove it!



VICTORIA HOSPITAL, Liz Hallett, Manager

On behalf of the Victoria Hospital Foundation’s volunteer board of directors, I want to thank you for making the 2008 live auction such a wonderful experience and helping us raise over 390,000. Your no-nonsense approach, and your wonderful sense of humor, made planning the live auction all the more enjoyable. I have worked with several auctioneers in my career in fundraising and I must say that working with you was a real treat.

Our guests have come back to us with rave reviews about their experience at the auction. You managed to have them open their hearts and their wallets and give generously – that takes real talent. Looking forward to collaborating with you again soon.



**THE SALVATION ARMY, Gary Johnson, Envoy/
Executive Director**

I want to thank you for your wonderful and generous presentation of your professional and artistic talent at our Gateway of Hope Gala event. I have had so many wonderful comments and appreciative gestures from the people of Langley in regards to your entertaining and effective auctioneering. Your influence in the sale of the many items will make a significant difference in the lives of many people.



**MINING SUPPLIERS ASSOCIATION OF BC,
Terry Mulligan, President & CEO**

Bill Henke has been our auctioneer for several years at our annual fundraising event. Items range from “low-end” items to “high-end” travel packages. In each and every instance he has been able to “get blood out of a stone”. Funds raised go to various association projects such as “Mining for Miracles (B.C Children’s Hospital). Our normal evening schedule is a cocktail party and then sit-down dinner followed by an entertainer to “warm-up” the audience. Quite frankly, we have debated the need of the entertainer as “Wild” Bill Henke is an act unto himself.



**SEMAHMO VOLUNTEER COMMUNITY POLICE
SOCIETY, Steve Christian, Chairman**

For the past three years we have been fortunate to have Wild Bill Henke as our Auctioneer. Wild Bill is very entertaining and very successful in garnering the attention of the crowd and encouraging active bidding on the live auction items. He has added a lot of enthusiasm and fun to the bidding process which has increased the funds raised. Our organization would highly recommend “Wild Bill” Henke as the Auctioneer for any organizations fund raising venture.

***CREATE THE LIVE YOU CAN'T WAIT TO WAKE-UP
TO....***



Dianne with Wild Bill

A BIG THANK YOU!!

Wild Bill contributed his support and knowledge to score of auctioneers that chose the auction profession to be their career. Henke also acknowledged that the auction industry was a career that would attract the ladies and they would become competitors in serving the auction industry.

One such firm was Grand Auctions of North Vancouver who was led by Dianne Hubert and a staff of women employees. Wild Bill assisted the firm in their infant years and was a regular supporter.

A card was received by Wild Bill at the AA of BC Convention in 2008 with these remarks.

Dear Bill;

The girls at Grand Auctions want to **thank you**. **Thank you** for promoting us girls into the ol' boys auction industry. **Thank you** for encouraging us girls as auctioneers. **Thank you** for always auction calling on cue whenever we wanted to you show off to our friends and customers. **Thank you** for being such a sexy guy

Thank you, Thank you!!

You are probably the most memorable human being I have ever known, really.

Dianne Hubert "the Boss"

DELTON WOLFF, Past President, AA of Alberta

Bill, I'm glad you're finally going to enjoy full retirement. I have really enjoyed your friendship and all you have done for our association. Your impartiality and unbiased opinions have shone through in all the articles you have written in the magazine. You will be missed greatly by everyone involved in the AA of Alberta and know that all your hard work has not gone unnoticed. Now you can take time for yourself. Thank you. Until we meet again my friend.



RON SEKURA, Past President - AA of Alberta

From the beginning, when I first met Bill Henke, I had complete respect for the man, he is always upbeat, he is always full of energy and he tries to put a smile on every person's face that he meets. Bill is inventive, thinks outside the box and works hard at all challenges he faces. I always enjoyed his stories, he told me, and the stories other people told me about him.

Bill has a true passion and love for the auction industry and dedicated selfless, untold, time for the auction associations and the profession. As I'm sure, he did the same, for the other passions in his diversified life. Bill is very well known, and very respected throughout the auction community.

I wish I had known him a lot earlier in our lives. I have learned and could have learned a lot more from him. I believe it would have been fun to do business together. Thank you for being a good friend Bill.

TOM DE WAAL, Past President, AA of BC

What can I say about Wild Bill, after 40 years of friendship has made my world a very happy one. I served as president for 10 years with the AA of B.C, Wild Bill was executive director and publisher of the AA of B.C magazine "Let's Talk Auction". Henke is a tireless leader in the auction profession with an endless amount of energy. I have been inspired by his attitude and have done auctions with his firm where he treats you as part of his family. I might add Wild Bill and his late wife Claire raised a family of 4 and was a great husband, father and a friend to so many. The auction profession is seeing one of its "**great ambassadors**" stepping aside. Enjoy your time my friend, this industry **will miss you**.

LINDA HAYNES-BAGGALEY, Past President, AA of Alberta

Wild Bill what a character whom I have had the pleasure of knowing and seeing at all the AA of Alberta conventions for as long as I can remember. You **could never forget Wild Bill**, his talent as an auctioneer and ambassador for the auction industry, the many years of service and dedication are very admirable. **His infectious laugh and sense of humor, sharp wit, and hard work makes Wild Bill someone you will always remember.** Our family was thrilled with the articles he featured the "Haynes family" in. I personally want to thank Wild Bill for his **determination, patience's and perseverance** in getting me to write it, and all the **great laughs** we shared on that journey. No one has ever **made me laugh more in years. Thank you, Wild Bill.**

SHELDON SMITHENS, *Auctioneer/Appraiser*

Over the span of six decades in the auctioneering game, the Smithens family has had the great pleasure of knowing some incredible characters. With his energy and zest for life, Wild Bill ranks right up there amongst the champions. Just like any true champion, Bill has chosen to go out on top! Best of luck in the adventures yet to come, Wild Bill!

JOHN PERLICH, *Past President, AA of Alberta, CPPAG*

Through his auction career and contributions to the board of the AA of Alberta and fellow members in B.C, Wild Bill has brought vibrancy and colorfulness that is appreciated by many. His columns have been a real show case of the industry and includes history of members which will be appreciated for years to come. Thank you so much Bill for your commitment and years of service in the auction industry.

DAVE JOHNSON, *Former Director, AA of Alberta*

Well everyone has an opinion; some are a little more forward than others. I met Wild Bill at a conference in Red Deer, Alberta a few years back. I didn't know anything about him but just after a few minutes talking to him I knew that he was a guy with a great outlook on life. Listening to his stories of his career in the auction business I learned that this guy has seen it all, sold it all and did it all his way. Wild Bill is a man of knowledge and we become good friends over the years. We have more in common then I thought finding out he was involved with the sports of boxing as was I growing up.

He knew coaches that I knew, other boxers that I knew but we never crossed each other's path back then. I guess it was meant to be as years later we met at the convention. Years have passed and we have become good friends and chat often on the phone. I t was an honor to work with him on board of directors and he always goes above and beyond to support the auctioneer's association. Thanks Bill for been a great friend and a true inspiration .

ROBERT LIND, *Past President*

I met Wild Bill about 15 years ago when he came to some of our auctioneer meetings and he just had that friendly, wanting to meet your mannerism. He is a legend to the auction business as he can read the crowd to gather the most cash on sale day. Bill was a great promoter for the **Alberta Association** in getting all auctioneers to be **part of our profession** and did many interviews with auction companies for the auctioneer magazine. All the best on your retirement Bill!

JOHN MCKENZIE, CPPAG

Wild Bill Henke retiring, tell me it isn't so! Back around 1986, London Ontario was the host to the Canadian Auction or World Auction Championships. I met some awesome bid callers like Don Raffan. Then, **this guy with a cowboy hat on took the stage and we watched in disbelief as he pounded his foot into the stage and hollered, "Who will give me 5, 5, 5, 5, 5. I am going to sweep the room!"** Of course, **he blew the audience away** and was **the auctioneer on our evening news**. Years later I met him again after attending the Canadian Personal Property Appraisers Group Training seminar. Wild Bill Henke, an Auctioneer who you never forget. Bill and I have remained in touch ever since, and I always look forward to meeting up when our seminars are in British Columbia. It is always great to share a good meal, maybe a few cocktails, and some great laughs with Bill. Enjoy your retirement (which I will believe when I see it!)



STAN ZAJES, BC Hall of Fame Inductee

Your cards and concern were greatly appreciated. You are a **one-of-a-kind, considerate human being**. I have known you for many years. When I attended your auctions as a customer, you did not **know me personally** and even then I thought **you were someone special**. Today, I find that you are indispensable to the Auctioneers Association and **the finest man I know**.

JOE PERLICH, AA of Alberta Member

Wild Bill is the **most energetic, outgoing auctioneer I know**. His unique ways of conducting a sale create an atmosphere of energy which follows him wherever he goes, I have always watched with awe as he can take a quiet and dull crowd and bring it to life. I am **very privileged to have known someone with this much drive, charisma, positive energy and general zest for life and more importantly the auction industry**. His presence in a room is contagious, bringing smiles to many. Wild Bill's commitment and persistence to the auction industry is much appreciated. I feel privileged to not only consider him a fellow auctioneer and association member but **a friend and mentor**.

In a Society that has you counting money, pounds, steps and calories, be a 'REBEL' and count your blessings instead!

TRACY MCLAREN, *BC Hall of Fame Inductee 2003*

Well, time flies doesn't it? Many years ago, 37 in fact, I had the privilege to meet and work with one of the **most conscientious and hard-working** people I have ever met. Wild Bill Henke, you amaze me on what you do and have done for the auction industry. Thank god there are people like you to make me proud of my profession.

ROB BERGEVIN, *President, LMAC Foothills Auctioneers*

Bill Henke is a character for sure! On behalf of the livestock markets of Canada and all of our members we would like to wish you all the very best in your new endeavors, thank you so much for your entertaining stories over the last many years. Bill you have been an **inspiration to many**, and your stories are always very entertaining and informative. In your words **"all the best and god bless."**



NICOLE LONGACRE-OBRIEN, *The UPS Store*

I have known Bill for more than 10 years and he's truly one of the **BEST PEOPLE** I have ever had the pleasure of knowing. His contagious energy, his constant smile, **his upbeat attitude and his loving hugs**, make coming to work that **much more enjoyable**. Bill is not only my friend, I consider him the **Grandfather that I never had**. We have laughed together and cried together. We have shared our dreams, hopes and goals. He truly is one-of-a-kind and I feel lucky that I get to see him on a weekly basis. I have enjoyed working with Bill on the AA of Alberta newsletter for the past several years. **He's a great story teller** and I'm sure he will be **missed by you all**.



Doing profiles and articles for the AA of Alberta magazine "Alberta Auctioneer" involved deadlines. At times Lorraine would give "Wild Bill" a scolding as to where and when the profiles would arrive for the publication. Lorraine exercised her authority but always in a very friendly manner.



Lorraine receiving flowers

Lorraine has, in my opinion, the “do it all” factor in the success of managing, coordinating and overseeing the operational functions fo the AA of Alberta.

Her gifted personality always were respected as she gave assistance and also resolved problems with members. Klepper was a person that I got to know and after a few years realized that she

became “My Friend.”

I know Lorraine is leaving in the “New Year” and I’m sure her contribution to the auction industry will be remembered by the AA of Alberta.

Thank you Lorraine for all your assistance and advice I required over the years.

Your Friend

Wild Bill

Farewell

Wild Bill wishes to express his gratitude to all of the auctioneers and families he has met over the past decade or two or three or more.

My life has been enriched in being involved with the auction profession. It has given me the assurance that success is achievable, and we are benefit from the knowledge that we have received from fellow auctioneers.

I just want to say to you all... THANKS FOR THE MEMORIES. You have all made me one hell of a Happy Camper.



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A person with long brown hair, wearing a bright yellow rain jacket and a red and black life vest, is seen from behind, sitting in a tan canoe. They are holding a camera up to their eye, taking a picture of the landscape. The canoe is on a vibrant turquoise lake. In the background, there is a dense forest of evergreen trees, and beyond that, a massive, rugged mountain range with rocky peaks and patches of snow under a blue sky with scattered white clouds.

As one goes through life,
one learns that if you don't
paddle your own canoe,
you don't move.

– Katharine Hepburn



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.

Auctioneers' Association of Alberta

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