

VOLUME 84

NUMBER 3

DECEMBER 2018

The Alberta AUCTIONEER

Going Once
Going Twice
SOLD!

**IN THIS
ISSUE:**

2019 Convention Info
EG Charity Car Auction
Reserve Bids
"Wild Bill" and more...



2018-2019 EXECUTIVE



Left to Right, Back: Tracy Pollard, Pete Conway, Mickey Spencer, Rod Burnett, Jason Philp, Darrell Domes *Front:* Wade Michener, Lorraine Klepper, Dale Menzak *Missing:* Bill Henke, Jason Mayer, Joe Perlich, Andrew Reeleder

Auctioneers' Association of Alberta



OFFICE ADDRESS:

131 Poplar Ridge Road
Red Deer County, AB T4S 0K6

Phone: (403) 340-2070

Fax: (403) 340-2019

www.albertaauctioneers.com

Editor: Lorraine Klepper



TABLE OF CONTENTS

2 President's Message

3 Association Executives

4 EG Classic Car Auction

6 Reserve Bids

7 – 20 2019 Convention Information & Registrations

21 AAA Scholarship Program

23 Here, There & Everywhere with Wild Bill

24 Foothill Auctioneers Inc., *Stavley, AB*

28 James Carlson, *Okotoks, AB*

31 Tracy Pollard, *Edmonton, AB*

34 Gerald Zimmerman, *Wetaskiwin, AB*

36 Stockmans Trading, *Tees, AB*

Message from the President



Hello from Vegreville:

Well winter has arrived with our third snowfall of the season. Harvest proved to be quite a challenge with rain and snow in

September and October throughout the province. Hopefully most farmers have their harvest safely in the bins.

This year has been relatively quiet as far as the Association goes. Still trying hard to get the website up and running. Hopefully soon!!!

Hard to believe Christmas is only a month away, another year will be over. And it will be convention time once again. January 31, February 1 & 2, 2019 are the convention dates in Calgary. The committees have quite a great line-up of

presenters and speakers. I am quite excited to hear our key note speaker, Catriona LeMay Doan. "Wild" Bill's "Auctioneers Have Talent" is back this year for our Thursday night entertainment.

Please remember to register early for the convention. Keep in mind the Ringman and All-Around Auctioneer Championship, once again. For those planning on competing, please remember to register early.

It will once again be great to see and reconnect with many old friends and make new ones in the industry.

Wishing you and your families a **Very Merry Christmas and the Very Best in 2019**, as you celebrate with family and friends. Be safe.

See you at convention.

Dale Menzak, *President*
Auctioneers' Association of Alberta

98 Deluxe Guest Rooms • Executive & Jacuzzi Suites • JB's Lounge & Remington's Grill
Meeting & Convention Facilities • Indoor Pool & Whirlpool • Free Wireless • Free Parking



blackknightinn.ca
email: frontoffice@blackknightinn.ca
Reservations: 1-800-661-8793 or 403-343-6666

Black Knight Inn
2929 50th Avenue
Red Deer, AB T4R 1H1

2018 Executive

			Term Expires:
PRESIDENT	Dale Menzak, Vegreville	(780) 632-9851	2019
VICE-PRESIDENT	Wade Michener, Calgary	(403) 226-0405	2020
PAST PRESIDENT	John Arnold, Lethbridge	(403) 393-8832	
SECRETARY/TREASURER	Lorraine Klepper, Red Deer	(403) 340-2070	
DIRECTORS	Pete Conway, Innisfree	(780) 592-2360	2019
	Darrell Domes, Calgary	(403) 276-3375	2020
	Bill Henke, Langley, B.C.	(604) 888-9536	
	Dale Menzak, Vegreville	(780) 632-9851	2019
	Wade Michener, Calgary	(403) 226-0405	2020
	Joe Perlich, Lethbridge	(403) 635-0310	2021
	Andrew Reeleder, Bentley	(403) 848-1260	2021
	Mickey Spencer, Fort Sask.	(780) 556-1831	2021
	Tracy Pollard, Edmonton	(780) 459-5875	2021
	Jason Philp, Didsbury	(403) 910-0623	2019
	Rod Burnett, West Kelowna	(250) 308-8185	2019
	Justin Mayer, Drayton Valley	(780) 898-5603	2020

COMMITTEES:

AMVIC:	Wade Michener
Archives:	Andrew Reeleder
BC:	Bill Henke
Canadian Liaison:	Pete Conway
Charity:	Wayne Orsten
Education:	Justin Mayer, Joe Perlich
Legislative:	John Arnold, Dale Menzak
Membership:	Tracy Pollard, Jason Philp
Nominations & Elections:	Rod Burnett
Web Page:	Darrell Domes, Jason Philp
Tyro:	Pete Conway, Rod Burnett & Tracy Pollard
Auction Competition & Bid Catching:	Joe Perlich, Mickey Spencer
Convention 2019:	Joe Perlich & Wayne Orsten
Convention 2020:	Justin Mayer

PAST PRESIDENTS

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

Generosity at EG Classic Car Auction



EG Auction held its 11th annual Fall Finale in Red Deer Sept. 7,8 & 9 for their classic car auction circuit they do on a yearly basis. A few days prior, Todd and Lyndsay were approached by Ben and Marilyn Keryluke who had a car to sell. Upon talking to the couple Lyndsay heard the heart wrenching story about the terrible accident the Keryluke's son Brent, and daughter in law, Nicole, were involved in on their motorcycle just east of Innisfail with neither of them surviving.

More to the story is Brent and Nicole left behind their two young children Liam and Arielle whom both have serious hearing impairments and require extra medical attention and that cost now falls onto Ben and Marilyn the kids grandparents. Lyndsay told the Keryluke's that EG Auction would do a prime time spot for their car at 3:45 to sell and of course take no commission, and charge zero fees to purchase and give 100 percent of the proceeds back to the family to help with some costs the Keryluke's now have. The car for sale was the car Brent restored for his family to use until his son Liam turned 18 and the car would have been given to him but at this point in the family's path the medical cost's superseded

Everyone in the house was in tears, buyers, sellers, onlookers, staff and myself included.

keeping the car and with little choice it was going to the auction.

Saturday, we as EG Auctions auction crew along with Lyndsay came up with a bit of a game plan on how this was going to go but as we all know it always doesn't go as planned. Concerns were that this may take the energy out of the classic car auction and hurt our actual day of business along with the auction crew trying to keep to a time schedule. Prior to 3:45 Brett Gardiner

who is EG Auctions car announcer and myself had our own game plan drafted out as he was going to do

the introduction of the family and tell the story and I was to sell the car and get back to business however this is one of those ones that grew its own legs and nothing stuck to the script. Brett Gardiner did an absolutely amazing job with the road he took the entire auction crowd down, his timing and delivery were unbelievable as he had the crowd filled with emotion, then Ben Keryluke took the mic and spoke with Marilyn and their grandkids on stage which drove home the cause to everyone in attendance. Everyone in the house was in tears, buyers, sellers, onlookers, staff and myself included. Brett wrapped up the on stage interview with

EG Classic Car Auction continued

the family and handed it back to me to start selling, not an easy task in tears.

As I started my chant the crowd was still in tears and I was recovering but my voice was shaking and the bidding started at \$10,000 and caught fire up to \$29,000 with the crowd on their feet and cheering from \$20,000 on. It sold for \$29,000 to Rod McWilliams owner of Red Deer Motors and he looked at me and gave me the signal to sell it again!!! I caught the fever and had more adrenaline then I can remember for a long time and the crowd just kept getting louder, sold it again for \$30,000 to Danny Fayad owner of Precision Remarketing in Edmonton and yet again he gave me the signal to sell it again and the building was literally electric at this point. The third time we sold it for \$20,000 to Bull Dog Metals in Red Deer and they donated the car back to

the family. So the play it cool charity car took over 10 minutes to sell and did the opposite of cooling off our classic sale but it brought a second wind to the crowd and truly gave us some momentum to carry on with the day.

EG Auction raised roughly \$100,000 by the time all the generous cash donations came in after the car was off the block, EG Auction took zero commission and charged zero fees to do so. I think Todd and Lyndsay took a chance but felt they had to help the family. The rest is the result of the power an auction can have and also shows the amount of heart Alberta has to support a family they have never met and this time the two parts were put together in the right venue and a very special moment was created. Good on the entire EG Auction family and crew.

Rod Burnett

Auction Equipment for Sale

Fifth Wheel Auction Trailer

~ 25' body, roomy lobby & office, bathroom, storage, sound booth, custom built & self-contained

19' Bathroom Trailer c/w ramps

~ 2 restrooms, room for quad & people mover, ample add'l storage (sealed & open)

8' Truck Topper/Sound Booth

For photos & add'l info call:

(403)793-9988

Reserve Bids

No auction sales business may advertise that a sale of goods by public auction is holding is unreserved if there will be any goods subject to a reserve bid at the sale.

If some or all of the goods to be sold at the sale by public auction are subject to a reserve bid, the auction sales business holding the sale must:

- (a) ensure that the auctioneer indicates immediately before the start of the auction that some or all, as the case may be, of the goods to be sold are subject to a reserve bid, and
- (b) ensure that any written material available to bidders at the auction that describes the goods to be sold indicates that some or all, as the case may be, of the goods are subject to a reserve bid.

Removing Liens on Vehicles

You may have seen the Alberta Government October 25 media release about amendments to the Automotive Business Regulation that said “remove any outstanding liens on a vehicle within seven days of the sale.” <https://www.alberta.ca/release.cfm?xID=60881B5B1E4BE-9382-38D7-56C1A0EEC0C623F4>

Auction sales aren't impacted by amendments to the Automotive Business Regulation and auction sales businesses must still comply with the lien requirements set out in the Public Auctions Regulation for public auctions, not the ones that apply to automotive dealers.

These requirements include:

- If subject to a lien, this must be disclosed on the statutory declaration. S. 7 of the Public Auctions Regulation
- Section 17 of the Regulation: Within 21 days after the sale, if the business has knowledge that the goods are subject to a lien
 - o issue a cheque from the trust account for the amount owing under such lien payable to the consignor and the lienholder and take reasonable steps to ensure that the lienholder receives the amount owing, and
 - o issue a cheque from the trust account payable to the consignor for the consignor's share of the purchase price, being the purchase price less the amount payable to the lienholders, applicable taxes and the auction sales business's fees and commissions,
- Section 18 of the Regulation: An auction sales business must, within 21 days after the date of a sale of goods by public auction, provide the consignor of the goods and, if the business has knowledge that the goods are subject to a lien, provide the lienholder with a statement setting out the amount received for each of the goods.

Scott Hood

Director of Fair Trading (as delegated)
Service Alberta

CHECK OUT OUR NEW WEBSITE!

Check your information online. Send in corrections.

www.albertaauctioneers.com



January 31st, February 1st & 2nd, 2019

2019 CONVENTION

The Best Western Premier Calgary Plaza Hotel & Conference Centre

Thank You to our 2019 CONVENTION SPONSORS

AGDealer

**THE WESTERN
PRODUCER**

GLOBALAMS
AUCTION MARKETING SOLUTIONS

FARM *Press* Ltd.com

GLACIER **farm**media

There will be more sponsors at a later date.

If you know of anyone who would be interested in having a booth at the TRADE FAIR let Lorraine know.

REMINDER:

We have prints to sell to raise money for the Edmonton Stollery and Calgary Children's Hospitals.

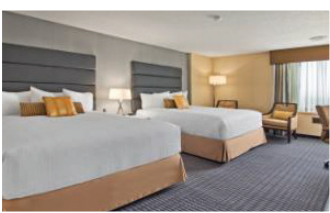


2019 AAA CONVENTION HOTEL



PREMIER | BEST WESTERN.

Formerly the Coast Plaza Hotel



RATES (taxes are not included):

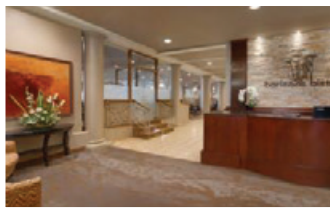
Comfort Room (two queen beds) \$119.00

Superior Room (one king bed) \$144.00

When booking your guestroom, please follow one of the following options:

CALL: the hotel directly at 1.403.248.8888
or toll free at 1.800.661.1464

EMAIL: your reservation request to
res@calgaryplaza.com



Please make sure to have your credit card ready and quote one of the following:

Group Name: Auctioneers Association of Alberta

Reservation Number: CPC-GFC24960



HOTEL INFORMATION:

- Check In Time: 3:00 PM, Check Out Time: 11:00 AM
- Complimentary scheduled shuttle service to and from the airport. Please call the hotel directly to book
- Complimentary internet in all guestrooms
- Onsite Restaurant and Lounge, 24 Hour Room Service

1316 – 33rd Street NE Calgary, Alberta, Canada T2A 6B6

Phone 403.248.8888 Toll Free: 1.800.661.1464 Fax 403.235.4548



January 31st, February 1st & 2nd, 2019 **2019 CONVENTION**

The Best Western Premier Calgary Plaza Hotel & Conference Centre

Agenda

THURSDAY, January 31st

- 7:30 AM – 8:00 AM *Registration & Coffee*
8:00 AM – Noon *Alberta Auctions 101*
Noon – 1:00 PM *Lunch*
1:00 PM – 4:00 PM *Alberta Auctions 201*
5:00 PM *Registration and Directors Meeting*
6:30 – 7:30 PM *Welcoming Reception*
7:30 PM – Midnight *Midnight Wild Bills Auctioneers
Have Talent Competition*

FRIDAY, February 1st

- 7:00 AM – 8:45 AM *Breakfast*
8:45 AM – 9:00 AM *President's Welcome*
9:00 AM – 10:30 AM *Licensed Appraisals: Jim Snider*
10:30 AM – 10:45 AM *Coffee*
10:45 AM – Noon *AGM*
12:00 PM – 1:00 PM *Lunch*
1:00 PM – 2:30 PM *Mental Health for All: Bob Kerr*
2:30 AM – 2:45 AM *Coffee*
2:45 PM – 5:00 PM *Internet Auctions: Patrick Anderes*
5:30 PM *Cocktails*
6:00 PM – 7:00 PM *Dinner*
7:00 PM – 7:45 PM *Will Reeb Tribute to Elvis Part one*
7:45 PM – 9:00 PM *Vern Scowen Memorial Tyro Contest*
9:00 PM – 9:45 PM *Will Reeb Tribute to Elvis Part two*

SATURDAY, February 2nd

- 7:00 AM – 8:15 AM *Breakfast*
8:15 AM – 9:15 AM *Ron Sekura Good Ideas Seminar*
9:15 AM – 9:30 AM *Coffee*
9:30 AM – 11:00 AM *Key Note Speaker: Catriona LeMay Doan*
11:00 AM – Noon *Canadian Ringman Championship*
12:00 PM – 1:00 PM *Lunch*
1:00 PM – 4:00 PM *Canadian All Around Auctioneering Championship*
5:30 PM *Cocktails*
6:00 PM *Dinner*
7:00 PM *Awards & Presentations*
9:00 PM *President's Ball, Featuring Black Gold Revival*



January 31st, February 1st & 2ND, 2019
2019 CONVENTION

The Best Western Premier Calgary Plaza Hotel & Conference Centre

REGISTRATION FORM *(please print clearly)*

Included in this Registration is:

Welcoming Reception • 2 Breakfasts • 2 Lunches • 2 Dinners

Name of Auctioneer: _____

Name of Spouse / Partner: _____

No. of people in your party _____ x \$200 = \$ _____

After December 31st _____ x \$250 = \$ _____

Guest Dinner Ticket Friday _____ x \$60 = \$ _____

Guest Dinner Ticket Saturday _____ x \$60 = \$ _____

Total Owing \$ _____

Name: _____

Address: _____

Postal Code: _____ Email: _____

Phone: _____ Cell: _____

Signature: _____

Credit Card (please mark one) VISA  MasterCard 

Account Number: _____

Expiry Date: _____ / _____ 3 Digit Security No: _____
(located on the back of card)



Please make **Auctioneers' Association of Alberta**
Cheques 131 Poplar Ridge Road, Red Deer, AB T4S 0K6
Payable to: Phone: 403-340-2070 • Fax: 403-340-2019
OR EMAIL TO: info@albertaauctioneers.com

ALBERTA AUCTIONS 101 & 201

Compulsory Courses for Auctioneers & Auction Administrators

The Best Western Premier Calgary Plaza Hotel & Conference Centre • January 31, 2019

Alberta Auctions 101

8 AM to Noon (Includes Exam)

Fee: \$100.00 (includes lunch)

This is a mandatory course for all new applications for membership in the Auctioneers Association of Alberta AND is a prerequisite for Alberta Auctions 201

Topics Covered

- (a) Fair Trade Act and Regulations
- (b) Code of Ethics of Alberta Association and others.
- (c) The Law of Agency & Contract Law
- (d) An awareness of Acts and Regulations that apply to specific products.
- (e) Public relations, conflict resolution, etiquette.

Alberta Auctions 201

1 PM to 5 PM (Includes Exam)

Fee: \$50.00

You must complete Auctions 101 before you can take this course. Alberta Auctions 201 is mandatory for all persons who have signing authority on trust accounts for Auction Sales Businesses that are bonded by the Association.

Topics Covered

- (a) Trust Accounts.
- (b) Listing Agreement.
- (c) Procedure for taking Statutory Declarations.
- (d) Terms of Sale.
- (e) Requirements to maintain records of sales.
- (f) Components of a statement to sellers.
- (g) GST requirements.
- (h) Unreserved vs reserved.
- (i) Title searches

REGISTRATION FORM (please print clearly)

Name: _____

Address: _____

Postal Code: _____ Email: _____

Phone: _____ Cell: _____

Signature: _____

Register for: _____ Alberta Auctions 101 Fee: \$100.00

_____ Alberta Auctions 201 Fee: \$50.00

Credit Card (please mark one) VISA  MasterCard 

Account Number: _____

Expiry Date: _____ / _____ 3 Digit Security No: _____

(located on the back of card)

Fee is payable prior to Jan. 15, 2019

The Best Western Premier Calgary
Plaza Hotel & Conference Centre
January 31, 2019



Auctioneers' Association of Alberta

131 Poplar Ridge Road, Red Deer, AB T4S 0K6

Phone: 403-340-2070 • Fax: 403-340-2019

OR EMAIL TO: info@albertaauctioneers.com



January 31st, February 1st & 2ND, 2019 **2019 CONVENTION**

The Best Western Premier Calgary Plaza Hotel & Conference Centre

2nd Annual Canadian Bid Catching Championship

Saturday, February 2nd, 2019 • 11:00 a.m.

Canadian Bid Catching Championship will be held in Calgary, at The Best Western Premier Calgary Plaza Hotel & Conference Centre, in conjunction with our Annual Convention, January 31st to February 2nd. Competition will be on Saturday, February 2nd in combination with the 2018 All Around Championship. Limited contestants will compete for a buckle and \$1000 cash. They will catch bids on 4 items. **Contestants will have to supply 1 of those items.** The items must sell for a minimum of \$50 in the competition. We are receiving more interest from out-of-province competitors and new sponsors. **Number of contestants allowed to compete is limited, so register early. This year the cut-off date for Registration is January 15, 2019.** All Contestants **MUST** forward a short bio of themselves to Joe Perlich or Lorraine and give permission to the committee to use such information in the auction catalogue. Bio to be typed not hand written. **The registration fee is \$100. Late Registration will be \$150.**

2nd Annual Canadian Bid Catching Championship

CONTESTANT REGISTRATION

Name: _____

Address: _____

Postal Code: _____ Email: _____

Phone: _____ Cell: _____

Signature: _____

Credit Card (please mark one) VISA  MasterCard 

Account Number: _____

Expiry Date: _____ / _____ 3 Digit Security No: _____

(located on the back of card)

MAIL YOUR REGISTRATION TO:

131 Poplar Ridge Road,
Red Deer, AB T4S 0K6

REGISTRATION FEE: **\$100**

CUT-OFF DATE: **Jan. 15, 2019**

OR EMAIL TO: info@albertaauctioneers.com

Registration Fee after the deadline will be \$150.

2019 Canadian Bid Catching Championship

RULES & GUIDELINES

1. Dress appropriately for a professional presentation.
3. Entry fee of \$100 must be paid and received by the association before contest deadline. Late entries are \$150.
4. Competing order will be determined prior to the event by a drawing conducted by Competition Committee.
5. Competing order will be announced at the mandatory Orientation Meeting the morning of the competition.
6. All contestants must attend the mandatory Orientation Meeting scheduled 1 hour prior to the competition at the competition facility. In the event a contestant is not present during the initial roll-call, their name will be called two additional times at 15 - minute intervals. In the event a contestant is not present when their name is called a third and final time, they will be disqualified from the contest, without return of entry fees.
7. The competition will be located at The Best Western Premier Calgary Plaza Hotel & Conference Centre in Calgary, Alberta. The competition will begin on Saturday, February 2nd, at 11:00 am.
8. There will be 5 judges.
9. In the event a judge cannot complete his or her duties during, all scores submitted by this judge will be thrown out.
10. Past champions are eligible to judge future competitions.
11. Contestants shall be introduced. If the contestant is not present when called to the podium, he or she will be disqualified.
12. Contestants will supply 1 of the preliminary items to sell. The items must sell for a minimum of \$50 each or judges will remove points from your final score.
- All remaining items will be provided by the Association, its members or third party donors with an equal value to other contestants' items. If a contestant is a late entry into the competition, they must supply all 4 auction items.
13. On the scorecard used for the bid-calling segments, the total possible points in each category will be as follows:
Presentation – 25 points, Salesmanship – 35 Points, Effective Bid Catching – 50 Points.
14. The lowest scores will be eliminated and the remaining scores will be averaged for the contestants' final scores.
15. If a tie score occurs in the preliminary portion of the competition, scores will be recalculated to include the contestant's low score. In the event there is still a tie, the contestant with the highest score in the Salesmanship category will be selected. If necessary, the third tie-breaker would go to the contestant with the highest score in the Effective Bid Catching category.
18. The prizes will be awarded at the conclusion of the competition:
 - Champion – \$1000 cash prize.
19. Winners will serve as an Alberta ambassador (when appropriate) which may include opportunities with professionally produced television spots, media interviews, public appearances, and seminar presentations at Provincial and/or State Auctioneer Association Conventions (based on requests and acceptable scheduling of champion) and act as a judge in future Competitions.
20. Contestants will have access to scorecards and his or her own scores at the conclusion of the competition.



January 31st, February 1st & 2nd, 2019 **2019 CONVENTION**

The Best Western Premier Calgary Plaza Hotel & Conference Centre

9th Annual All Around Auctioneers' Championship Saturday, February 2nd, 2019 • 1:00 P.M.

Limited contestants will compete for the trophy, buckle, and \$6300 in prize money.

They will sell a minimum of 4 items in the preliminary round. Contestants will have to supply 2 of those items to sell. They must sell for a minimum of \$50 in the competition. We are receiving more interest from out-of-province competitors and new sponsors. Number of contestants allowed to compete is limited, so register early. This year the cut-off date for Registration is January 15, 2019. All Contestants **MUST** forward a short bio of themselves to Joe Perlich or Lorraine and give permission to the committee to use such information in the auction catalogue.

The registration fee is \$125 and all contestants will receive entry gift.

9th Annual All Around Auctioneers' Championship CONTESTANT REGISTRATION

Name: _____

Company: _____

Address: _____

Phone: _____ Cellular: _____

Email: _____

Graduation Auction School: _____

Year of Graduation: _____ Jacket Size: **S M L XL XXL**

Signature: _____

Credit Card (please mark one) VISA  MasterCard 

Account Number: _____

Expiry Date: _____ / _____ 3 Digit Security No: _____
(located on the back of card)

MAIL YOUR REGISTRATION TO:

131 Poplar Ridge Road,
Red Deer, AB T4S 0K6

OR EMAIL TO: info@albertaauctioneers.com

REGISTRATION FEE: **\$125**

CUT-OFF DATE: **Jan. 15, 2019**

Registration Fee after the deadline will be \$225

9th Annual All Around Auctioneers' Championship RULES & GUIDELINES

1. Dress appropriately for a professional presentation.
2. Contestants shall be of 18 years or older and must be a current, active (paid) member of the Auctioneers' Association of Alberta at the time of the entry deadline.
3. Entry fee of \$125 must be paid and received by the Association before contest deadline. Late entries are \$225.
4. Competing order will be determined prior to the event by a drawing conducted by Competition Committee.
5. Competing order will be announced at the mandatory Orientation Meeting the morning of the competition.
6. All contestants must attend the mandatory Orientation Meeting scheduled 1 hour prior to the competition at the competition facility. In the event a contestant is not present during the initial roll-call, their name will be called two additional times at 15-minute intervals. In the event a contestant is not present when their name is called a third and final time, they will be disqualified from the contest, without return of entry fees.
7. The competition will be at The Best Western Premier Calgary Plaza Hotel & Conference Centre, Calgary Alberta on Saturday, February 2nd at 1:00 PM.
8. There will be 5 judges in which a minimum of 3 will be Auctioneers.
9. In the event a judge cannot complete his or her duties during the preliminary competition, all scores submitted by this judge will be thrown out. An alternate judge will be named to replace the judge during the final competition. In the event a judge is unable to complete his/her duties in the final competition, all scores submitted by this judge will be thrown out and no alternate judge will be appointed.
10. Past champions are eligible to judge future competitions.
11. Contestants shall be introduced in both the preliminaries and finals. If the contestant is not present when called to the podium, he or she will be disqualified.
12. Each contestant will sell a minimum of 4 items in the preliminary round and another 4 items in the final round. Contestants will supply 2 of the preliminary items to sell. The items must sell for a minimum of \$50 each or judges will remove points from your final score. All remaining items will be provided by the Association, its members or third party donors with an equal value to other contestants' items. If a contestant is a late entry into the competition, they must supply all 4 auction items.
13. On the scorecard used for the bid-calling segments, the total possible points in each category will be as follows: Presentation – 20 points, Chant/Voice – 45 Points, Effective Auctioneering – 35 Points.
14. The lowest scores will be eliminated and the remaining scores will be averaged for the contestants' final scores.
15. If a tie score occurs in the preliminary portion of the competition, scores will be recalculated to include the contestant's low score. In the event there is still a tie, the contestant with the highest score in the Chant/Voice category will be selected. If necessary, the third tie-breaker would go to the contestant with the highest score in the Effective Auctioneering category.
16. The scores for the preliminary round will NOT be added to the scores in the final round.
17. Finalists will be announced immediately after the preliminary round is completed and scores have been tabulated.
18. The following prizes will be awarded at the conclusion of the competition:
 - Champion – \$3000 cash prize, Championship Trophy and Belt Buckle.
 - First Runner Up – \$2000 cash prize, Belt Buckle.
 - Second Runner Up – \$1000 cash prize, Belt Buckle.
 - 4th Place – \$500
 - 5th Place – \$300
 - Top Female Auctioneer will receive Trophy.
19. Winners will serve as an Alberta ambassador (when appropriate) which may include opportunities with professionally produced television spots, media interviews, public appearances, and seminar presentations at Provincial and/or State Auctioneer Association Conventions (based on requests and acceptable scheduling of champion). Also auction at following year Bid Catching Championship, and act as a judge in future Competitions.
20. Contestants will have access to scorecards and his or her own scores at the conclusion of the competition.



January 31st, February 1st & 2nd, 2019

2019 CONVENTION

The Best Western Premier Calgary Plaza Hotel & Conference Centre

Vern Scown Memorial Tyro Contest

REGISTRATION • Friday, February 1st, 2019

Regulation: This is a contest for any autioneer that has graduated from a recognized auction school in the last two (2) years. Must be a member in good standing of Auctioneers' Association of Alberta

Free Convention Registration for all Tyro Contestants!

Date: _____

Name: _____

Address: _____

School Attended: _____

Date Graduated from Auction School: _____

Are you a member of the Auctioneers' Association of Alberta? YES NO

Signature: _____

FAX OR MAIL YOUR REGISTRATION TO:

Fax: 403-340-2019 • 131 POPLAR RIDGE ROAD, RED DEER, AB T4S 0K6

OR EMAIL TO: info@albertaauctioneers.com

Will Reeb's Tribute to **ELVIS**



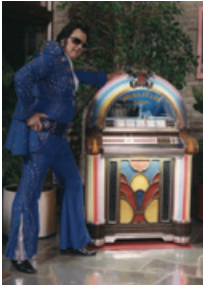
The Beginning:

I never thought I'd wind up performing Elvis Shows when I was younger. I enjoyed his music and sang along with his songs in my room as I built model kits. It used to drive me Dad nuts! Little did we realize I was laying the groundwork for a future career.

I belonged to a church group as a teenager that had an annual convention at the Jubilee Auditorium in Calgary where I live. Some member knew I could sing Elvis songs and they talked me into performing at the convention.

I'd never sang in front of any group bigger than a campfire singalong! I was scared to death! We rehearsed 2 songs, Blue Suede Shoes and All Shook Up if I remember correctly. We faked our way through Hound Dog as an encore. I repeated my stint at the convention the following 2 years, improving my costuming and gaining more confidence.

For years after that I played the occasional show and even got paid once in a while. I remember going to Hollywood in 1978 and auditioning for the *Gong Show*, I managed to get an audition but couldn't hang around for 6 weeks to be on the show. Still, it was a fun experience.



Rebirth:

In the late 80's, the first of the karaoke tracks arrived, on 8 track no less, up to this point I'd worked with a few bands now and then but nothing permanent or steady. Bought up every 8 track and cassette karaoke track I could find! With them I wound up performing more and got a good weekend thing going.

One day I was I was approached by a guy with a local travel agency who wanted to sponsor me to go to Memphis and enter the Bad Bob's Vapors club annual Elvis contest during Elvis week in the summer of 89.



Memphis:

At the time it was ironic, I was working for Federal Express in Calgary, a Memphis based company. One weekend not long after I was hired, Fred Smith the CEO was flying entire stations of employees to Memphis for a weekend and I had to stay home and run the weekend operations. Graceland seemed such a mystical and faraway place to me at the time.

Well I got Memphis and entered the contest! I had a great time, and wound up taking 4th place and I was the first Canadian who'd entered up to that point. It was a springboard that helped me gain some confidence to pursue more chances to perform and up my game!

In the beginning of 1991 I decided to perform full time and toured much of western Canada, I've enjoyed my career ever since and I've had a chance to perform many wonderful audiences, as long as it's still fun I plan on doing it for a while to come!

Thanks Elvis for a fun and wonderful experience!





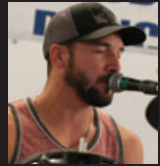
Black Gold Revival

An amazing corporate show band with many years of professional music experience. Current Country Music, Classic Country Music, 50s-80s rock. Specializing in large corporate shows, all 5 members of Black Gold Revival are vocalists which gives the group incredible vocal depth and phenomenal harmonies.



Cal Gazdag

Keyboards, lead and harmony vocals



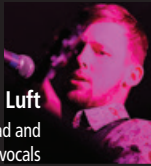
Kyle Luft

Drums, lead and harmony vocals



Rod Orsten

Lead Guitar, lead and harmony vocals



Evan Luft

Lead Guitar, lead and harmony vocals

Jordan Allard

Bass Guitar, lead and harmony vocals



Auctioneering College of Canada

www.auctioncollege.ca

For more information, contact: **Phone: (780) 453-6964**

RICK WATTIE Fax: (780) 447-7307

Auctioneer/Instructor Toll Free: 1-888-453-6964

Email: auction@compusmart.ab.ca

2019 CONVENTION SPEAKER



Catriona Le May Doan

Two Time Olympic Gold Medalist & Keynote Speaker

Catriona Le May Doan's career has taken her from standing on top of the Olympic podium, being a broadcaster, promoting community sport, and an athlete mentor. Catriona brings the strategies and tactics that she applied to her sport, and how they can be applied universally. She shares her insights on achieving goals and the process during which one experiences trials and triumphs. It is only with characteristics like passion, a winning attitude, commitment, and teamwork that you can achieve your potential. Twenty-three years in the sport of speed skating taught Catriona a great deal. She learned to deal not only with obstacles, but also with success. Catriona's journey included numer-

ous obstacles, yet with the help of her team, she learned to overcome anything. She has seen first hand what can be achieved when a team works together and appreciates each other's strengths and weaknesses. That the potential is limitless when a team unites and rises to face challenges together. Catriona realized her dream of winning an Olympic gold medal, and further realized that remaining at the top was even harder. She will leave her audience with a clear understanding of what it takes to get to the top and stay there in a competitive environment. Catriona highlights the role of leadership and the need to continually raise the bar to stay on top and overcome obstacles. The journey of Catriona Le May Doan will inspire you to reach farther than you thought possible. The Auctioneers Association of Alberta is excited to have Catriona Le May Doan give the Keynote at the 2019 Annual Convention.

2019 CONVENTION SPEAKER



"Mental Health For All."

Bob Kerr

Workplace Training Coordinator for CMHA AB Division

Bob Kerr has 20 years of experience in steel construction and more recently in hospital chaplaincy.

Bob draws from his experience and wants to help build healthy workplace environments. He resides in Spruce Grove with his family and loves riding his bike through Edmonton's River Valley.

Work has become a second home for many. We often spend more time with our coworkers than we do with our families. Our jobs can provide meaning, purpose and a source of income but they can also be stressful places that can negatively impact our mental health. With the recent

economic downturn in Alberta, many are facing challenges like never before. This affects our relationships, productivity and ultimately the bottom line. Mental Health Works gives a brief overview of what mental health is and promotes the benefits of having a healthy workplace culture. We discuss some of the barriers that keep us from talking about our mental health at work and how we can better respond to find solutions. The MHW Spectrum looks at Depression and Anxiety, what are the signs and symptoms to look for and how to have a conversation that best supports our coworkers who maybe in crisis.



Canadian Mental
Health Association
Mental health for all

Association canadienne
pour la santé mentale
La santé mentale pour tous

2019 CONVENTION SPEAKER



Jim Snider CAI, CPPA



Jim is a second-generation Ontario based auctioneer/appraiser and owner of Snider's Sydenham Auction & Appraisal Services and the Rockford Auction Centre, a full service general auction and appraisal practice. He has experience in all aspects of the industries since 1978.

His areas of auction and appraisal practice include: agricultural, industrial and commercial, estate and special collections, real estate and general merchandise. Jim has 3 sons who are

also auctioneers and involved in various sectors of the auction industry.

Jim is a co-founder, graduate and member of the Canadian Personal Property Appraisers Group since 1995. He graduated from Indiana University in the NAA Auction Marketing Institute program and is a graduate and member of the Certified Auctioneers Institute (CAI) since 1998.

Jim is President of the Canadian Personal Property Appraisers Group and over the past 23 years has been an instructor at 72 seminars across Canada to over 1750 graduates.

Jim will be discussing the advantages of offering professional appraisal services in conjunction with your already established auction services and knowledge base derived from your own auction experience.

2019 CONVENTION PINS & PLAQUES

Join us in 2019 to honour these long time members.

50 YEARS

Ray Johnston
Jim Juris
Laurie Lindstrand

40 YEARS

Wally Couey
Frank Hall
Eldon Kobberstad
John Perlich
Delton Wolff

25 YEARS

Robert Bergevin
Alex Blahun
Don Deputan
Mervin Grunow
Douglas Kennedy

Michael Kosick
Neil Kramer
Mike Lakusta
David Lyons
Chance Martin
Peter Raffan

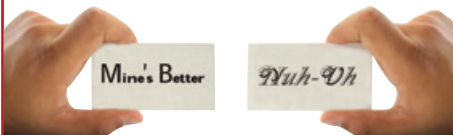
2019 CONVENTION COMPETITION

Bring your entries to the Convention!

Best Business Card



Must have AAA logo on it.



Best Webpage



Must have
AAA logo
on it.



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

Are Your Appraisal Reports Up To Standard?



CPPA™
*The mark of
Excellence for
personal property
appraisal standards.*

Join nearly 800 Auctioneers and Appraisers from across Canada in the **CANADIAN PERSONAL PROPERTY APPRAISERS GROUP**. Membership is your link to our diverse network of knowledge and expertise.

**FOR UPCOMING COURSE DATES
CALL 1-800-891-0516**

Limited enrolment. Call today to reserve or for more information or visit our web site at www.cppag.com

Canada's largest personal property appraisal organization

THE WORLD IS MINE – Author Unknown

Today, upon a bus, I saw a very beautiful woman
and wished I were as beautiful.

When suddenly she rose to leave,
I saw her hobble down the aisle.
She had one leg and used a crutch.
But as she passed, she passed a smile.
Oh, God, forgive me when I whine.

I have two legs; the world is mine.
I stopped to buy some candy.
The lad who sold it had such charm.
I talked with him, he seemed so glad.
If I were late, it'd do no harm.

And as I left, he said to me,
"I thank you, you've been so kind.
It's nice to talk with folks like you.
You see," he said, "I'm blind."
Oh, God, forgive me when I whine.
I have two eyes; the world is mine.

Later while walking down the street,
I saw a child that I knew.
He stood and watched the others play,
but he did not know what to do.
I stopped a moment and then I said,
"Why don't you join them dear?"
He looked ahead without a word.
I forgot, he couldn't hear.
Oh, God, forgive me when I whine.
I have two ears; the world is mine.

With feet to take me where I'd go.
With eyes to see the sunset's glow.
With ears to hear what I should know.
Oh, God, forgive me when I whine.
I've been blessed indeed, the world is mine.

If this poem makes you feel thankful,
just forward it to your friends.
After all, it's just a simple reminder that
we have so much to be thankful for!
Give the gift of love. It never comes back empty!
I have been truly blessed with AWESOME FRIENDS.

AUCTIONEERS ASSOCIATION OF ALBERTA



***HERE, THERE &
EVERYWHERE
....with Wild Bill***

*Wild Bill and Santa are wishing you all a Merry Christmas
and the "Best" in 2019!*

The year **2018** will be a year that has become **another memory**. There will be thoughts of **joy, success, family, happiness** and of course **some regrets, misunderstandings and forgiveness**.

We continue in our various ways to be a **leading light** for our family and in the **profession of auctioneering** that has been our career.

The A.A. of Alberta has been a guiding force in assisting all auctioneers over the **past 85+ years**. The association has been a success because of the **input and knowledge** that our association has received **from its membership**. They have given our association the **leadership necessary** in dealing with **provincial governments** when it affects our **auction profession**.

Christmas is the time of year we enjoy and celebrate the **"Birth of Christ"** and share our success with **the less fortunate**. May Christmas 2018 bring **much joy** to all families and **that 2019** may enlighten your **future** with **good health, happiness and prosperity** to all.

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

God Bless You All,

A handwritten signature in blue ink, appearing to read "Wild Bill".

Wild Bill



HIGHLIGHTS OF THE 85TH AA OF ALBERTA 2019 CONVENTION



Hear Yea...Hear Yea...Hear Yea

The very popular “**Auctioneers Have Talent**” competition will be the entertainment at the 85th A.A. of Alberta Convention opening night festivities.

Thursday, January 31st, 2019

So, let's enjoy the variety of talent that auctioneers will present and perform their skills. All entertainment will be accepted including guitar, violin, comedians, male and female singers, story tellers and surprise acts...

Let's kick off the 85th A.A. of Alberta Convention with a night of friendship and laughs!



Prizes are awarded for the “Top Three”

Contact “**Wild Bill**” at 604-888-9536 for more details.

- FOOTHILL AUCTIONEERS INC - **Rob Bergevin - Stavley, AB**



*Rob Bergevin - Auctioneer,
Cowboy, Rodeo Announcer,
Entrepreneur, Family Man!!*

The highs and lows of a career that were inspired by **dedication, determination** and **enthusiasm** which overcame **all obstacles** that Rob encountered on his quest to succeed.

The path to success started early and Bergevin was involved in many endeavors which included being a paper boy at the Calgary Herald, a butcher for a slaughter house, a cowboy and pick up man for rodeos over the course of 2 decades, a movie extra, giving trail rides and the list goes on and on.

The many years that Bergevin participated in rodeos and stampedes from Oliver, BC to Morris, MB **were taking a toll on the “Big Guy”.**



Sales Ring at Foothills Auctioneers

In May of 1986, he made a **very important and right decision** when he married his sweetheart **Sharon**. In time, they had a daughter, **Stephanie** and a son, **Dustin** who have always been very important to them.

Rob was frequently in awe when he was involved in auctions and he was impressed with auctioneers and their ability to conduct sales. The time had come and in March of 1990, Bergevin made a **career change for the better** when he enrolled with the **World-Wide College of Auctioneering in Mason City, Iowa**.

There were hurdles to overcome as he established himself in the auction profession in Alberta. It gave Rob the opportunity to showcase his talents, and from 1991 to 2005, he rendered his **expertise to three auto and wholesale auctions**; where he, not only, was an **auctioneer** but also became **involved in Senior Management**.

2005 was a year that Rob made a major career change when he **partnered up** with **Blair Vold** and purchased **Foothills Livestock Auctions at Stavley, AB**. **Vold was an unbelievable mentor** who also had a vast knowledge of the cattle industry within **Alberta and Canada**. Bergevin had the opportunity to excel in the cattle industry and within a short term was involved with the **Alberta Auction Market Association** – President 2016 to 2018 and the **Livestock Market Association of Canada (LMAC)** – President **2017 to 2019**.

This opportunity **changed the lifestyle** of **Rob and Sharon** who were now involved with the cattle industry. They were impressed with Stavley, and in 2005, **purchased a ranch 5 miles west of Stavley** where they had all the facilities – lovely home, 10 stall barn, riding arena, maintenance of 5-10 horses and lots of cattle on the ranch.

They were impressed with Stavley, and in 2005, **purchased a ranch 5 miles west of Stavley** where they had all the facilities – lovely home, 10 stall barn, riding arena, maintenance of 5-10 horses and lots of cattle on the ranch.



Doug McDonald - Yard Manager at Foothills Auctioneering. A main component of the Foothills operation

Highlights from the Bergevin Journey

Key Auctioneer at the Calgary Stampede including:

2003 to 2018 – Conducted the annual tarp sales.

Highest sale to date **realized \$4.2 Million**

2012 – Hosted Canadian Livestock Auctioneers Championship, Stavley, AB.

2016 – Hosted International Livestock Auctioneers Championship, Stavley, AB.

2013 – Chuckwagon Competition – sold **Lead Wagon Horse \$92,000** plus wagons, horses & harness.

- Western Art Auction at Calgary Stampede – 100 pieces of Western art, featuring artists from all over North America.

- **Original Calgary Stampede poster sold for \$135,000** signed

by original artist.

- Bergevin has consistently placed in the top ten in major livestock competitions and in 2017 was runner-up at the Calgary Stampede.

The career that Rob has accomplished is most heartwarming. His personality is so warm, and his smile and laughter are so abundant that your visit with him leaves you with many fond memories

His love of family, wife Sharon, daughter Stephanie and son Dustin are a main reason that he has achieved success

Yes, Rob has hobbies and enjoys his down time riding motorcycles, team roping, watersports, golfing and having get away trips with his wife Sharon.



The unsung heroes - The Foothills Yard Crew - that makes the sale a success - Hats off to the ladies: Melody, Candi, Sydney, dog Ringo, Vicky and Penny



Bergevin family - Devyn, Dustin, Stephanie, Sharon and Rob

The many, many stories that I have done within the auction profession have always been an inspiration. Rob and Sharon are another example that will inspire us all to reach our goals and enjoy a lifestyle of happiness.

Rob's family includes brothers, Richard – Commissioner with RCMP, Marc – Career Auctioneer with Adesa, Vancouver and Dennis who excels in the car industry.

Bergevin has been an advocate of the cattle industry throughout Alberta and Canada. Rob has maintained a high profile within the cattle profession and has served and continues to be a voice for the industry.

Rob conducts regular cattle auctions at his Stavley location. Foothills Livestock Auctions does a variety of auctions that represent the needs of his many clients. The "Sales Barn" showcased all the best in cattle and the best in auctioneers when the 2016 International Livestock Auctioneer Championships were held in Stavley, AB.



Rob at 2006 Ponoka Stampede

Bergevin treasures his ability to be "one of the boys" in the auction industry. We are very fortunate to have Rob as a member of the A.A. of Alberta and realize his sincere dedication to the cattle profession. Rob receives his A.A. of Alberta 25 Year pin in 2019.

More Highlights from Rob's Activities in the Auctioneering and Cattle Industries:

- President - Livestock Market Association of Canada
- Past President- Alberta Auction Markets Association

- Director of Stavely Indoor Pro Rodeo
- Area director of Heritage Ranch Rodeo
- TV host for the Canadian Finals Rodeo
- Announcer Bar U Ranch Rodeo
- Past Executive Director and Vice President of the Canadian Professional Rodeo Hall of Fame
- Past Chairman of the Millarville Rodeo Committee
- Past President of the Millarville Racing and Agricultural Society



Rob and Sharon enjoying a night out from their hectic schedule



Rob Bergevin with Ralph Vold at 2007 Stavely Parade

- Past Director and Member of the Foothills Cowboys Association
- Member of the Canadian Professional Cowboys Association
- Foothills Cowboys Association 1993, "Cowboy of the Year"
- Member of Alberta Auctioneers Association for 25 years



Rob with former Prime Minister Stephen Harper

- Executive Committee of Calgary Stampede
- Convention Chairman L.M.A.C. and Canadian Livestock Auctioneer Championships

Another Story...Another Friend...Life is Good



I asked my wife what she wanted for Christmas. She told me, "Nothing would make her happier than a diamond necklace." So, I bought her nothing.

A beautiful face **will** age, and a perfect body **will** change; but a **beautiful soul...will always be a beautiful soul.**

STRESSED is just DESSERTS spelled backward.

- JAMES CARLSON - Okotoks, AB



The Carlson Clan Family Christmas

B.C. born bid caller, has a profile filled with many achievements. James' story has many moments where he overcame the challenges that would have given others the opportunity to leave this very competitive profession.

James was born in Keremeos, BC and relocated to Alberta at an early age.

His father did auctioneering as a hobby which included fundraising events and James found them very entertaining and exciting. His acknowledge-

ment was "pretty cool".

In 1990, he enrolled with **140** other students at the **Missouri Auction School** in Kansas City, Missouri. The experience and knowledge he **gained was "awesome"**. Some of the courses were held at the Kansas City Stockyards, which is a major player in the cattle industry in USA.

His opportunity to strut his talents and gain experience was extended by Harvey Elsinheimer of Certified Auctioneering in Edmonton.

In 1992, he upgraded his expertise and became part of Bill Wigley auctions in Calgary. At a large tool and equipment auction in Edmonton, **Wigley** had brought in **BC ring-man, "Wild Bill"**. He performed his duties using a ***piece of cable like a hammer*** which had the **buyer's attention** throughout the sale. **It was different, very different**, but also **effective**. It was the day I met the **"Wild One"**.



James Carlson struts his talents at Century Service Stampeded Party & Fundraiser

Carlson had the opportunity to expand his knowledge with Wigley Auctions and also excelled in the trade of being an **'appraiser'** which in later years has become a **"big plus"** in his role within the **auction profession**.

James has become a **"career success"** with Century Services and also had a four-year stint with Century in California. He has had **22 years** with Century which has been a career with many challenges and opportunities.

There have been many people that have influenced me in becoming a better auctioneer: I have to **especially mention** my **mom and dad** who were not only strong role models but also raised me to always **remember where I came from** and that family **was always first**.



James & Cheryl-Lyn - A Great Couple taking in the Country Hospice in Okotoks, AB

My wife, Cheryl-Lyn, "**Wow**", when we first met we didn't have a....to....in, or a window to throw it out; if you **know what I mean**. Cheryl-Lyn **not only supported** my dream but **helped it become a reality** and survived all **those years in the minors, thank you!**

Lastly, one of my instructors at auction School; an old southern gentleman named Bing. As we all know, us auctioneers can be rather boisterous, and we think we have seen it all. **This old gentleman told me** that the day **you think you have learned all** there is to know about the auction business is the **day you admit how little you have learned**.

Carlson has a variety of talents that assist him in the auction and appraisal industry. His expertise has him become a key factor when Century Services becomes involved in major appraisals which are an important guideline when a firm is submitting proposals with substantial guarantees. James has a diversified background where he can make a decision that his firm will not enter a proposal when certain factors do not meet the standards that Century Services wish to participate in.

I was working for **Bill Wigley** and we **had a large 3-ring, 3-day** auction. While I was on a break from my ring I walked over **to the ring Bill was selling** in. I listened for a few minutes and then **turned to leave** when Bill **gave the mic over to Delton Wolff**. I **stopped** in my **tracks, turned around, listened, and was amazed**.

Since joining Century, we have done high-profile auctions; selling assets from **Bre-X** and **Enron**, only to name a couple.

The worst auction I have ever had was an equipment auction on September 13th, 2001. Century did okay, but...everyone was so solemn and **emotional from the events of September 11th**, we weren't **really focused** on the auction, **just the heaviness of the tragedy** that had **just taken place**.

It is a competitive business, yet so many of us have long-standing friendships. I **don't usually worry** a lot about what **other people think**, but the people **that matter** to me have **always had my deepest respect**, whether they **know it or not**.

A good auctioneer is one who has **product knowledge, professionalism and control**. The auctioneer could be the **best sounding** you have **ever heard** but if they lack these **3 key elements** all they **will ever be** is an **auctioneer who has a good chant**.

Back to product knowledge, if you don't know what you're selling or its value, you're probably **the wrong auctioneer for the job**.



The Hunter - It's time for James yearly duck hunt with his dog "Boo" at Frank Lake, AB in 2017



*Every auctioneers dream! Graduation Day!
Receiving diploma from President Dick
Deween at Missouri Auction School in 1990.*

Like all **occupations** there are highs and lows. I tried to **give 100% every time I take the mic**, but I have **pulled myself** without question or regret **when I knew I wasn't on my game**; thanks again to **Bing**.

My wife and all three of our children have worked for me over the years. I even remember being stuck for a clerk and my wife **taking the day off her job to help me out**. Our kids have also always **been there** for me and **have never let me down**. I am so **proud of them**.

Advice to Auctioneers

The **chant** is the **easy part**; you need to **learn the business** and be **respectful** to the **industry**. It takes **years to build** and **maintain a good reputation**.



The type of auction business I am in has been very rewarding, but unfortunately my family has paid the price. Especially when we lived in California. I have been on the road quite a bit and this has caused me to miss some important family moments. **During my career**, I did however, **manage to stay involved** with our **children's activities**; baseball, music, drama, track and field, and cheerleading to name a few.

I do get involved in charity auctions, however I am selective. I **do not charge** for **my services**, this is **my choice**; at **times even returning monies offered** to me back to the charity.

There are **no great auctioneers, just great people**, some of **whom happened to be auctioneers**.

Would you do it again?

In a heartbeat. This occupation has done more **for me and my family** than I **ever imagined**. I am **proud** to be an **auctioneer** and would like to **thank the industry** for **everything it has provided**.

Another Story.....Another Friend.....Life is Good.



Just remember – the things you do for yourself are **gone** when **you are gone**, but **all things you do for others** remain your **legacy**.

What's the difference between the Christmas alphabet and the ordinary alphabet? The Christmas alphabet has Noel.

- TRACY POLLARD - Edmonton, AB



Tracy Pollard - one step at a time as she reaches for the Top!

Enjoy Life - Be the Best - Every Sale is your Best Sale

Having the privilege of meeting with Tracy and getting her input **about her involvement** in the auction profession has been a **most rewarding experience**.

Pollard, since her graduation in **2010** from the **Auctioneering College of Canada** in Edmonton, has had a **career filled with challenges**. Her **first challenge** was to become a member of the **A.A. of Alberta**.

Tracy has attained her Bachelor of Science at the University of Alberta and also Business Degree in Accounting. Her story exhibits **her confidence** and **enthusiasm** in becoming an auctioneer who will represent the **profession** in an **honorable manner**. Pollard has **joined other ladies** that have **succeeded** in the **auction industry**, a **profession** that has **welcomed female contribution**.

Pollard has, over the **past 8 years**, provided her services to a variety of auction firms which represented various markets and inventory. **Tracy assisted these firms** in various capacities: **auctioneer, clerk, cashier, ring man/woman, accounting, and marketing** - always **available to learn** all aspects.

Read on.....Read on.....

What prompted you to become an auctioneer or to be active in the auction industry?

- **Attending sales of all kinds** (antique, estate, farm...) with my parents as a child in search of a deal.
- Loved the excitement.
- No two sales are ever the same.
- I find **each sale** is a learning experience...**auction values, personalities of buyers, how to read bidders**.

In your auction career, was there a person that influenced your desire to be a success?

- My instructors, **Rick Wattie** and **Ken Jordan** - they both continue to **encourage, guide** and support me in my career and are always pushing the **bar higher** for me to continue to **strive to improve**.



Tracy with her pet Rascal and Rick Wattie, owner of Auctioneering College of Canada who instructed Tracy in 2010.

Do you recall a highlight that gave you the confidence to really want to be a good auctioneer?

- **Wisdom, encouragement and opportunities** that I have received from the **vet-erans of this industry** have helped me to never give up and continue to strive to learn, improve and grow in this industry. **Bud Haynes, Dot Haynes, Peter Stasiuk, Ed Prodanik, Wild Bill Henke, Ethal Ward, Wes Spencer, and Wendal Sekura** to name a few.

What was the biggest and best sale you were involved in as an auctioneer? What was the worst?

- I have had **many amazing opportunities** to work a number of large sales and each one is a **fantastic experience** and an **honor** to be a part of.
- I have **never experienced** a **'worst' sale**, every sale is **good** and I **always give my all to provide the best sale** for the clients.

What in your opinion is a good auctioneer?

- A good auctioneer must have **clarity, enthusiasm, product knowledge, honesty, ethics, respect, salesmanship, and know their auction values**. They believe that every sale is a good sale and are **adaptable to change selling style** based on the **crowd** they are **selling** to and the **commodity** they are **selling**.

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

- Honesty, integrity, **doing my best (200% effort)** and striving to continue to learn.
- For each sale that **someone comes to me** and **inquiries about being an auc-tioneer**, or tells me how **much they enjoyed listening to me**, or is interested in being an **auctioneer** means that I have spread a **positive message** about this **amazing industry**.

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

- I **always maintain enthusiasm** for each sale by **researching the products**.
- I ensure that I am **prepared for the sale** which **increases my level of confi-dence**.

Is your family active in the auction business and do they support your endeavors?

- **My parents** have helped in **many sales** and have **been great supporters** as they have **always loved auctions**.

What is your advice to auctioneers that are just starting their careers?

- **Start at the ground level**.
- **Never stop practicing, learning and striving to improve**.

Do you allow your schedule to have time and get involved with their activities?

- **Prioritize - Family is first and work is second...I always make time for what is important**.

Do you support and are you active in local charities?

- I am very active in charities and do over 12 per year at no cost.

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

- Absolutely... I have never regretted a day in this industry, I believe you only regret the chances that you don't take.



Tracy in 2018, became a board member of the A.A. of Alberta and will contribute to the success of the association. Pollard has never been shy in engaging in auctioneer competitions and her gifts at "bid calling" is raising her activity as a freelance auctioneer. Her personality and smile were very prevalent as she related her story. It was most refreshing - She's a "Winner".

Her hobbies include music where she has perfected playing the accordion and violin. Hope to see her at the 2019 "Auctioneers Have Talent" competition.

Another Story.....Another Friend.....Life is Good.



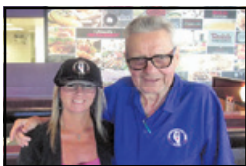
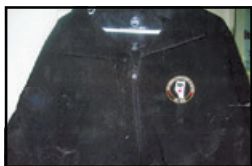
I don't want a Prince on a white horse, I want a weirdo who makes me LAUGH!

The Three Wise Men sound very generous, but you've got to remember those gifts were joint Christmas and birthday presents.

To the world you may be one person...but to one person you may be the world.

The worst thing about the office Christmas party is looking for a new job the next day.

AA OF ALBERTA LOGO GEAR



- An opportunity to support your association!
- Order your garments today, so that you can pick up your stock at the Convention.
- Buy for your staff, clients, auctioneers, family members and others!

INQUIRIES: LORRAINE
403.340.2070

- GERALD ZIMMERMAN - Wetaskiwin, AB



*Gerald has a large farm sale at
Beaumont, AB in 2013*

The auction profession has attracted **hundreds of men and women** who wanted to achieve a career in auctioneering. For some it was **immediate success** as the opportunity was **achievable** because of a **family business** or **having contacts** that could assist a new career in seeing or **having an interview** with an **established firm** in the **auction industry**.

Gerald had the **support of his father** at an early age: he realized his son had the desire to be an auctioneer.

Local Camrose auctioneer, **Otto Streberg**, who also was an instructor at the Western College of Auctioneering was **impressed** with Zimmerman and realized his **potential as an auctioneer**.

At the age of 18, Zimmerman graduated from his high school and graduated from the **Western College of Auctioneering** at **Billings, MT** in March of **1980**.

Gerald didn't hesitate in obtaining a job and became employed with **Herb & Jim Sept of Leduc, AB** where they operated a successful auction firm. He also **made an impression** with the Edmonton Stockyards who, at that time, were the #1 cattle auction firm in Canada. This "gig" lasted for 18 years. At that time, they ran 3 rings - **employed 4 auctioneers** with **40-minute shifts** and **20-minute breaks**.

Zimmerman **had a strong conviction** that his auction career would be a success. Gerald was influenced by **his father** and the **Sept brothers Herb & Jim** where he commenced his **auction employment**. Their **knowledge, experience** and **success** were strong **guidelines** that **Zimmerman** adopted in his **quest to be an auctioneer**.

One of his auctions that he fondly remembers was in 1998. It was a **2-day dairy farm auction** in **Thorsby, AB** which included the sale of **100 dairy cattle, dairy quota** and **farm equipment**. The dairy quota portion of the auction **sold for \$2 Million Dollars** in **4 minutes**. The purchaser was a local buyer and raised the eyebrows of the dairy community. Another highlight was the sale of all the **movie equipment** from "**Jake the Kid**" at **Leduc, AB** which **required 2 rings to complete the sale in one day**.



*Zimmerman doing a farm sale at
Wizard Lake, AB in 2002*

A good auctioneer **in his opinion**, should **possess honesty, clarity** and on **sale day** be able to **sell to their crowd**.

It is important to complete all sales in a **timely manner: research their inventory - know their value**.

Gerald's three children have actively supported his profession.

To new auctioneers: **Learn - Watch - Listen.**

Charities have had the support of Zimmerman:

- **Pumpkin ball for 27 years** (disabled decorate approximately 60 pumpkins) realizing \$45 - \$50,000 at each sale
- **4-H sales for 25 years**, plus many local charities.
- **Stolley Children's Hospital Dash – 2017 - \$80,000** at **Millet Fish and Game** fundraiser - **Gerald's son, Adam** was **diagnosed** with a **brain tumor** at the **age of 4** and was a patient at **Stolley** prior to his **passing**.



A dear friend and retired auctioneer Ed Karlo gives Gerald a hand at a Mosher Farm Auction

Zimmerman's career as an auctioneer **had many highlights**. However, he also has a **successful mixed farming operation**. At present, he has over **400 bred heifers** which he maintains **each year**. Zimmerman has become a **legend in his community** for his **auctioneering talents**. The farm boy has always **possessed a personality** that was **highly respected** by his **peers**. He does not want to **overlook the influence** that **auctioneer Ed Carlo** contributed to his **maturity** in so **many facets** of being an auctioneer. **With a grin** and a **positive vocal response** Gerald would **never regret** his decision to **become an auctioneer**. **Yes, Yes!** He would do it **again and again**.

Another Story.....Another Friend.....Life is Good.

A LITTLE THIS...A LITTLE THAT...

No matter how you feel, get up, dress up, show up and never give up.

Why did Santa bring 22 reindeers to WalMart with him? Because what he wanted to buy cost around 20 bucks and just in case it cost more he brought some extra doe.

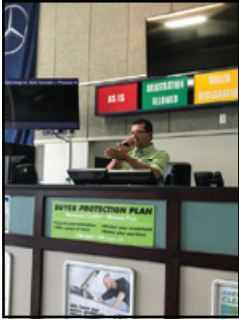
As you get older, you'll realize that a **\$300 watch** and a **\$30 watch** tell the exact **same time**; a **Ford** will also drive as far as a **Bentley**. Stay Humble...

What do you call an elf wearing ear muffs? Anything you want. He can't hear you...



It's hard to beat a person – who never gives up. -Babe Ruth

- STOCKMANS TRADING - Rod Snopek - Tees, AB



*Rod doing his shift at an Adesa
Auto Auction in Vancouver*

It's time to have Rod express his thoughts and experiences in his involvement with the auction profession. It's very informative.

READ ON...READ ON...

The thought of getting into the auction industry was a top priority for Rod at the early age of 5. His uncle Joe Snopek was an auctioneer out of Creston, BC and Rod wanted to follow in his footsteps. In his early youth, he would spend a few Saturdays every month at the Picture Butte Auction Mart where his dad and uncle worked. He listened to veteran auctioneers, Jim Juris and Ted Newby sell a variety of livestock. Snopek would go home and try to auction the calves they were feeding in their barn. That's enthusiasm!

To continue on his goal, he graduated from the Western College of Auctioneering at Billings, MT in June 1991, which was the same school his uncle Joe graduated from.

After his graduation in 1991, he worked at Burnt Lake Livestock Mart in Red Deer, AB, where he gained much knowledge about the auction business. Rod was ever so eager to serve as an auctioneer in other markets. In 1995, he opened the door and became a professional wholesale auto auctioneer in Edmonton working for Edmonton Auto Auctions, which is now Adesa Canada.

At present, he sells 3 sales a week for Adesa. In 1994, Snopek started selling for Montgomery Auctions in Blackfalds, AB and in 2015, Thorsby Auctions.

Rod applauds his late uncle Joe Snopek for influencing him to achieve his dream in becoming an auctioneer. Ron Sim was also a large influence on him. Rod worked as a field man at Burnt Lake Livestock Mart. Sim sent him to Billings in 1991 and taught him so much more after he returned. Ron is and was a great auctioneer and had strong ideas on how Rod could become a TOP NOTCH auctioneer and be a great success. Sim is truly one of the best auctioneers I've heard of and a highly respected legend in the cattle industry.

A good auctioneer to me is one who is:

- Clear with his/her chant.
- Knows the product they're selling.
- Shows enthusiasm throughout the sale.
- Keeps bidders engaged – carries out a well-paced sale.
- Knows when to say sold and knows when to push harder.
- Knows the buyers they're selling to.
- Show command of the sale and don't get rattled when things go awry.

My family has supported me through the years as an auctioneer

My love of life, Brenda is my greatest supporter. She has helped me with my chant in making it clearer and has been there through good and bad. Brenda has helped me be the auctioneer that I am today. I'm very blessed to have a solid family with Brenda and four great kids. They are active in our farm operation and also been active in school sports.



Family enjoying the outdoors with a waterfall background

Snopek's advice to young auctioneers:

- Practice, practice, practice.
- Listen to different styles of auctioneers.
- Don't expect to be great overnight.
- Know what you're selling and the values.
- Preview the auction – be friendly to everyone.
- You are (as the auctioneer) the Boss, don't let buyers/sellers dictate how your sale goes.
- Listen to good auctioneers (successful ones).
- Keep your feet on the ground.
- Enjoy what you do!



The Snopek's are Blue Jays fans visting Monument Park in 2016 at Yankee Stadium in New York.

Ron Sim is my idea of a great auctioneer and was also the Best Livestock Auctioneer in Canada. He operated a successful cattle operation. He provided new ideas in Livestock Marketing and most of those ideas are commonplace now.

Rod's success has much admiration from his family, friends and clients

I'm very blessed to have a wonderful family. I'm able to do something I've always wanted to do and make a career of it. I have met so many great people and have remained friends with a lot of them. The success of cattle-raising and auctioneering has been a major undertaking. I have been able to make time to be involved with other activities; they include coaching baseball, 4H clubs, charity auctions and my love of fishing.



STRIKE! Snopek family enjoys the comforts of a baseball glove. Enjoying their "Annual Baseball Trip"

It will be a great memory that I will recall in looking back at the conversations I had with Rod. Snopek has set high goals to achieve in his determination to serve and represent the auction profession, like his late Uncle Joe Snopek and Ron Sim who were his role models.

Another Story...Another Friend....Life is Good.





Team Auction staff Tiffany LaRose and Tina Matalski are excited about hosting the 2020 AA of Alberta 86th Convention at Drayton Valley, AB



Lorraine Klepper - sec/treasurer - Never a dull moment as she administers the various functions of the AA of Alberta. Thank you! Thank you!



Leo & Kay Shultz of Mosside, AB - Always an open door when "Wild Bill" visits Alberta. Kay's cooking and Leo's homemade BEER is SUPERB! Leo is a true friend.



The "Team Auctions" and Sekura staff of Wyatt, Corey, Wendell and Justin are excited about holding the 2020 AA of Alberta 86th Convention.



BC Hot Rod Club raised a record amount at the 2017 Charity Auction. Pres. Keith Biddlecombe with "Wild Bill" Henke after a night of entertainment by "Wild Bill"



Rod Burnett a versatile professional auctioneer with his father Mike Burnett, a legend in the auto auction profession in BC at a recent thoroughbred auction in BC



Co-chairs Joe Perlich and Wayne Orsten are all smiles as to countdown to 2019 AA of Alberta 85th Convention is on target to be a "Great Event: -Don't Miss it!

H
E
R
E
T
H
E
R
E
A
N
D
E
V
E
R
Y
W
H
E
R
E



MILLIONS Of Visitors

HIGHLY RANKED IN SEARCH ENGINES

UNLIMITED LISTINGS

UNLIMITED TEXT & PHOTOS

NO LINKING RESTRICTIONS

GLOBALAUCTIONGUIDE.COM
AS LITTLE AS \$1 PER DAY

AUCTIONGUY.COM
100% FREE LISTINGS

SHARE YOUR DATA

FREE WEBSITE HOSTING

FREE CALENDAR WIDGET

100% FREE LISTINGS!

COMPLETE CATALOGS



For ALL your Auction Print Needs!



TRANSGLOBAL
communications

16112 – 114 Avenue NW, Edmonton, Alberta
Tel. 780.292.2024 e: steve.prescott@transglobal.ca

A child wearing a grey knit hat with pom-poms, a dark textured winter jacket, and dark pants stands in a snowy field. The child is looking upwards, and snow is falling around them. Evergreen trees are visible in the background and foreground. The overall scene is a serene winter landscape.

Wishing You a
Merry Christmas &
Happy New Year!



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

131 Poplar Ridge Road, Red Deer County, AB T4S 0K6

Phone: (403) 340-2070 • Fax: (403) 340-2019

www.albertaauctioneers.com