

2020 CONVENTION ISSUE

COMPETITION | EDUCATION | ENTERTAINMENT

**REGISTER
NOW!**

This year featuring...

**3 Auction Competitions
& 1 Bid Catching
Competition**

The **Alberta**
AUCTIONEER

VOLUME 85

NUMBER 3

DECEMBER 2019

2019-2020 EXECUTIVE



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

Auctioneers' Association of Alberta



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2020 CONVENTION

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Message from the President



Hello from Vegreville:

Well, it's been quite the year. Winter has arrived setting harvest into another challenging

year. Harvest is still not complete in many areas due to the wet, cold conditions since July. Summer seems to have skipped us this year and now we have snow.

It's hard to believe Christmas is a little over a month away, and another year will be gone. And then it's CONVENTION time. February 6 - 8, 2020 are the convention dates in Drayton Valley. Team Sekura and the convention committee have a packed agenda for all participants.

Please remember to register early for the convention. Keep in mind the Ringman, All-Around Auctioneer Championship and new this year Grand Championship competitions. For those planning on competing, please remember to register early.

It will once again be great to see and reconnect with old friends and make some new ones in our industry. Great way to become involved in the industry and have your voice heard, join the executive team.

Wishing you and your families a very Merry Christmas and the Very Best in 2020, 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



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

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

2019 Executive

			Term Expires:
PRESIDENT	Dale Menzak, Vegreville	(780) 632-9851	2022
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	Michael Jennings, Condor	(403) 318-9998	2020
	Darrell Domes, Calgary	(403) 276-3375	2020
	Bill Henke, Langley, B.C.	(604) 888-9536	
	Dale Menzak, Vegreville	(780) 632-9851	2022
	Wade Michener, Calgary	(403) 226-0405	2020
	Joe Perlich, Lethbridge	(403) 635-0310	2021
	Mickey Spencer, Fort Sask.	(780) 499-0779	2021
	Tracy Pollard, Edmonton	(780) 940-2175	2021
	Jason Philp, Didsbury	(403) 910-0623	2022
	Justin Mayer, Drayton Valley	(403) 598-1165	2020

COMMITTEES:

Surety & Discipline Committee	Ron Sekura
AMVIC	Wade Michener
Archives	Wade Michener
BC	Bill Henke
Canadian Liaison	Jason Philp
Charity	Tracy Pollard
Education	Justin Mayer, Joe Perlich
Legislative	John Arnold, Dale Menzak
Membership	Tracy Pollard, Jason Philp
Nominations & Elections	Darrell Domes
Web Page	Ron Sekura
Tyro	Tracy Pollard & Michael Jennings
Auction Competition & Bid Catching	Joe Perlich, Mickey Spencer & Justin Mayer
Convention 2020	Gina Matski, Justin Mayer & Andrew Reeleder
Convention 2021	Michael Jennings, Andrew Reeleder & Don Montgomery

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 Zajcs	1957	J.C. Robertson
1998-1999	Ron Sekura	1976	Joe Perlich	1955-1956	Ted Newby
1996-1997	Edgar Paras	1975	Bud Haynes	1953	Alec Sim
1994-1995	Linda Baggaley	1974	Les Handley	1952	Don Ball
1992-1993	Larry Graham	1973	Larry Irvine	1948	Archie Boyce
1990-1991	Delton Wolff	1971-1972	John Allen	1947	C.S.Smith
1989	Catherine Clausen	1970	Roy Campbell	1946	Joseph H.Reed
1987-1988	Wes Spencer	1969	Tony Perlich	1942	Clarence Damron
1986	Frank Hall	1968	Mike Lawrence	1935	Arthur Mitchell



2020 CONVENTION

FEBRUARY 6 – 8, 2020 DRAYTON VALLEY, ALBERTA

AGENDA

THURSDAY, February 6th

Everything on Thursday will be held at the Mackenzie Center

- 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 *Las Vegas Charity Casino*

FRIDAY, February 7th

All Competitions will be held at TEAM Sekura Auctions

- 7:00 AM – 8:00 AM *Breakfast*
- 8:15 AM – 8:45 AM *President's Welcome*
- 9:00 AM – 10:30 AM *Bid Catching Competition*
- 10:30 AM – Noon *All Around 1st Round*
- 12:00 PM – 12:30 PM *Lunch*
- 12:30 PM – 2:00 PM *Tyro Competition*
- 2:00 PM – 3:30 PM *All Around Top 5*
- 3:30 PM – 5:00 PM *Grand Championship*
- 5:30 PM *Cocktails*
- 6:00 PM *Dinner*
- 7:30 PM *Entertainment*

SATURDAY, February 8th

All activities will be held at the Mackenzie Center

- 7:00 AM – 8:00 AM *Breakfast*
- 9:00 AM – 12:30 AM *Curling Bonspiel*
- 12:30 PM – 1:30 PM *Lunch*
- 1:30 PM – 2:00 PM *Speaker #1 Scott Hood,
Director of Fair Trading (as delegated)*
- 2:00 PM – 2:30 PM *Speaker #2 AIM*
- 2:30 PM – 3:30 PM *Special Speaker To be determined*
- 3:30 PM – 5:00 PM *AGM*
- 5:00 PM *Directors Meeting*
- 6:00 PM *President's Ball*
- 6:30 PM *Dinner*
- 7:30 PM *Awards & Presentations*
- 8:00 PM *Surprise Entertainment*

2020 CONVENTION CENTRE & ACCOMMODATIONS



All activities will be held at the Mackenzie Center
5737 45 Ave, Drayton Valley, AB



Best Western Plus
2252 50th Street Drayton Valley, AB
Reservations call (780) 621-2378



Ramada by Wyndham
2051 50 St, Drayton Valley, Alberta
Reservations call (780) 514-7861

PINS & PLAQUES

25

Brent Cheung
Dwayne Dunkle
Rick Koftinoff
Sherry Koftinoff
Robin Lovelace

YEARS

40

Darwin Balog
Clayton Cole
Ron Sekura
Sheldon Smithens
Gerald Zimmerman

YEARS

50

Tom Kean
Dot Haynes

YEARS

60

Julian Lubianisky

YEARS

JOIN US IN 2020 TO HONOUR THESE LONG TIME MEMBERS

2020 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.





AUCTIONEERS' ASSOCIATION OF ALBERTA

2020 CONVENTION

FEBRUARY 6 – 8, 2020 DRAYTON VALLEY, ALBERTA

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

Mackenzie Centre, Drayton Valley • Thursday, February 6, 2020

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, 2020

Mackenzie Centre
5737 45 Avenue
Drayton Valley, Alberta



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



AUCTIONEERS' ASSOCIATION OF ALBERTA

2020 CONVENTION

FEBRUARY 6 – 8, 2020 DRAYTON VALLEY, ALBERTA

3rd Annual Canadian Bid Catching Championship

Friday, February 7th, 2020 • 9:00 a.m.

Canadian Bid Catching Championship will be held in Drayton Valley at TEAM Sekura Auctions, in conjunction with our Annual Convention, February 6th to 8th. Competition will be on Friday, February 7th in combination with the 2020 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, 2020.** *All Contestants MUST forward a short bio of themselves to Joe Perlich, Justin Mayer or Mickey Spencer 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.

3rd 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, 2020**

OR EMAIL TO: info@albertaauctioneers.com Registration Fee after the deadline will be \$150.

2020 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 TEAM Sekura Auctions, Drayton Valley. The competition will begin on Friday, February 7th, at 9:00 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. Champion – \$1000 cash prize.
19. Winner 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.



AUCTIONEERS' ASSOCIATION OF ALBERTA

2020 CONVENTION

FEBRUARY 6 – 8, 2020 DRAYTON VALLEY, ALBERTA

10th Annual All Around Auctioneers' Championship Friday, February 7th, 2020 • 10:30 A.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, 2020.** *All Contestants MUST forward a short bio of themselves to Joe Perlich, Justin Mayer, or Mickey Spencer 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.

10th 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, 2020

Registration Fee after the deadline will be \$225

10th 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 TEAM Sekura Auctions, Drayton Valley on Friday, February 7th at 10:30 AM.
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: • 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.



AUCTIONEERS' ASSOCIATION OF ALBERTA

2020 CONVENTION

FEBRUARY 6 – 8, 2020 DRAYTON VALLEY, ALBERTA

Grand Championship Competition

Friday, February 7th, 2020 • 3:30 P.M.

Limited contestants will compete for \$10,000 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, 2020.** *All Contestants MUST forward a short bio of themselves to Joe Perlich, Justin Mayer or Mickey Spencer 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.

Grand Championship Competition

CONTESTANT REGISTRATION

Name: _____

Company: _____

Address: _____

Phone: _____ Cellular: _____

Email: _____

Name of title won: _____

Year of title won: _____

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, 2020

Registration Fee after the deadline will be \$225

2020 Grand Championship Competition

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 TEAM Sekura Auctions, Drayton Valley on Friday, February 7th at 3:30 AM.
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. Champion – \$10,000 cash prize.
18. Contestants will have access to scorecards and his or her own scores at the conclusion of the competition.



AUCTIONEERS' ASSOCIATION OF ALBERTA

2020 CONVENTION

FEBRUARY 6 – 8, 2020 DRAYTON VALLEY, ALBERTA

Vern Scown Memorial Tyro Contest

REGISTRATION • Friday, February 7TH, 2020 • 12:30 P.M.

Regulation: This is a contest for any auctioneer 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



John Arnold presenting Corey French with a Scholarship cheque.

Are Your Appraisal Reports Up To Standard?



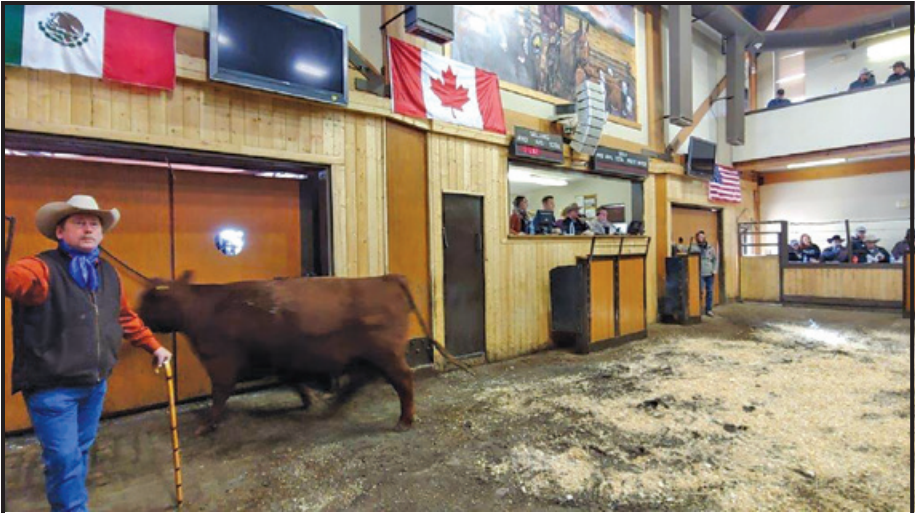
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Black Angus Cow brings \$140,000

The U2 Ranch Complete Dispersal Sale held at the Perlich Bros Auction Market Ltd. on November 11th and 12th was an historical event having sold 1200 Purebred Angus Cattle. This was an honour for our family and our company to be a part of the Unger's special day.

In Perlich Bros 52 year history, never have we been involved in such a momentous event. We had buyers from Canada, The United States and Mexico.

The first day of the sale, November 11th featured the Red Angus Breed and a Red

Angus Cow brought \$65,000.00. Then on day two, November 12th the Black Angus Breed was featured, and that day a Black Angus Cow brought \$140,000.00 with the auctioneer being Brent Carey from Stavely.

This wasn't just a sale. It was an occasion that we got to be a part of. We met people from all over North America, and handled some of the top cattle in their breed. But most of all, we had the honor to work for the Unger family on their special day.

Maureen Perlich Kasko

AUCTION BUSINESS FOR SALE

47 YEAR AUCTION BUSINESS FOR SALE Second owners are retiring after several very good years. **The building, 5 lots, tables for set up, plenty of seating, fenced compound, office space with equipment, commercial kitchen with cooking supplies, 2 fridges and 2 freezers is all available.** We have built up a solid customer base – both buyer's and consignors. There is plenty of room for a motivated auctioneer to grow the business even more. **Please contact us at 780-206-0193**

AUCTIONEERS ASSOCIATION OF ALBERTA



HERE, THERE & EVERYWHEREwith Wild Bill

The festive season is once again upon us-It's the time of year that we reflect with the "Spirit of Christ-

mas"- It's a season that we enjoy and celebrate with family, relatives and friends. It's also a time we share our success with the less fortunate.

The recent Federal Election has given **no mandate to any one party** to be the choice to **govern our country**. It appears that the **prairie provinces** have chosen to be united in **supporting a party** that represents their region and economic future. Let's hope that the **new coalition** government will be able to address these matters.

The reality that "Climate Change" has sparked the attention of all nations that our future is in peril. The voices of **our youth** are expressing a serious concern and hopefully all nations throughout the world will **adopt a vigorous program** to address "Global Warming".

The year 2019 will become another memory for us all to reflect on. The year 2020 will be a year that is faced with many adversities however I am optimistic that our **pioneer instincts** will once again be a **leader in resolving these concerns**.

-That's the Good News-

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

*Merry
Christmas*
& **HAPPY NEW YEAR**

P.S See you – 2020 A.A of Alberta Convention Feb 6-8



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

The A.A of Alberta has provided a service to all our members for over 86 years. It has been an association that has received applauds from the auction profession throughout North America.

Our Mission:

We serve as a provincial advocate for Auctioneers and Auction Companies in the pursuit of excellence, fairness, and ethics within the industry, utilizing state of the art methods and technology while respecting the culture and traditions that have built our industry.

We serve an educational hub for the betterment of our members and our customers, teaching the most effective methods of capitalizing the competitive bid marketing model.

We serve all levels of government and the public by providing insight into the roles of the auction companies concerning legislation and the effects it has on our industry.

We serve as a provincial network system to enhance the professional growth and the upward mobility of auctioneers by providing competition to showcase their talents to the industry and the public.

We serve as a national leader, setting the standard regarding ethics, charitable fundraising and community service within our profession and within all the regulation holding our membership to the highest standards of our professional conduct, competence and ethics.



Happiness is not determined by what is happening around you but rather what is happening within you.

- **DELTON WOLFF** - *Retired - Dapp, AB*



*Kathy & Delton enjoying the
"Retirement Years"*

I had the privilege to share a breakfast and converse with an auctioneer that illustrated that life can be a success regardless of the misfortune he may encounter

Delton Wolff with the support and inspiration that his wife Kathy gave was a blessing that Delton will cherish forever

Delton was born on a farm in Dapp, AB where his father Bud Wolff was one of the early settlers. The Wolff family was active in farming where Delton experienced an upbringing that included discipline and at times working sunrise to sunset.

Delton has a story that highlights his family and his dedication to the auction profession. His journey in the auction industry has received high applause and his talent as an auctioneer is stupendous.

DELTON'S TALE

On November 3, 1975, the day our youngest son Brad turned one year old, I was diagnosed with an illness called Guillain Barre Syndrome, a virus which attacked my central nervous system and completely paralyzed me. After five months in hospital



*The Voices of
"Wolff Auctioneers"
Chad, Delton, Brad*

and about a year in a wheelchair I was eventually able to walk with the assistance of a cane which I still use today. Unable to resume much physical labor I needed to find something to support our family. **On August 7, 1978** I attended the Western Canadian School of Auctioneering in Lacombe, Alberta. I was farming at the time and hoped to supplement our income. Upon graduating Auction School, my wife Kathy and I **started Wolff Auction Services** and I also worked for **various auction companies** selling **livestock and industrial equipment** across western Canada.



Delton performing his skills at their final sale on August 8, 2009

I was very fortunate to be **blessed** with a **good voice** and soon found myself working **4 - 5 auctions per week** so was able to refine my auction chant through lots of practice and listening to other auctioneers who I admired. No particular sale stands out **as the biggest or best**, we just tried to **give the best service** we could **every time** we did an auction.

Both of our sons, Chad and Brad became auctioneers and worked with us in our business which was very gratifying. Many people remarked that they didn't know when Brad or I switched off because we sounded so much alike. Our daughter Tanya also worked with us as well as our son-in-law Rod and both daughters-in-law Brandi and Vangie.

In my opinion a **good auctioneer** must be knowledgeable, have **good people skills** and have a good **clear chant** which is easily **understood by the public**.

Our motto in our business was "**Treat everyone the way we want to be treated**". I believe to be a successful auctioneer, one must always be enthusiastic and have full confidence in your own ability to do the best job you were hired to do. If you **are not confident** in your own ability you should let **someone else do the job**. We only **hurt ourselves** and the **auction industry** as a **whole** if we **do less than a professional job**.

My advice to young auctioneers is to **practice, practice, practice** and attend many different auction sales and **listen to the auctioneers**. You will always **learn something that you should or shouldn't do**.

There are many auctioneers I admire, some for their chant and some for their personality so it is hard to say who I would admire most. I have made many friends in the auction industry whom I respect, and I value their friendship.

I have been an auctioneer for **over forty years**, **thirty-one** of which **we had our own business**, which I **truly loved**, and **seven years** travelling **across Canada** with **Ritchie Brothers Auctioneers**, which was a



Delton and Kathy with father, Bud at their farewell auction in 2009

good transition to retirement for me.

I have been retired for three years and it is the best job I ever had. I **even get along real well with my "boss"** with whom I'll be celebrating fifty years in 2020.



The Wolff Auction Team - Their reputation created a large following in the Alberta Market: Highly Recommended

I would do it all over again in a heartbeat. Delton received the 40-year pin at the 2019 AA of Alberta convention.



What if Mexico decided to build a staircase on their side of the wall.

When you can't find the sunshine, be the sunshine.



The soul develops by giving; not by accumulating.

- SHELDON SMITHENS - **Calgary, AB**



*Sheldon Smithens
Versatile Auctioneer & Appraiser*

The life of Sheldon Smithens has encompassed a variety of opportunities that were pertaining to the auction and appraisal profession. Sheldon's father Bob was a prominent fixture in the auction industry in Alberta especially Calgary where his firm Smithens Auction Galleries had a large following.

Sheldon's profile shares his experience and contributions that pertain to a career that he has served with a passion. The year 2020 will have Smithens receive his 40-year plaque & pin from the AA of Alberta. Congratulations. **READ ON READ ON**



*A fore runner in serving the Antique and Art Industry in Alberta
1979 AA of Alberta President*

I worked at my first auction sale as a 'runner' in 1963 at the age of 8 years old. Many years later, I still love the thrill of the marketplace in action !

I joined the family auction sales business, **Smithens Auction Galleries** in 1980 upon completing my university education at UBC. We conducted weekly auction sales and the pace was fast and furious. In addition, Smithens

Auction was doing additional specialty *Antiques , Canadiana, Eskimo Art , Jewellery, Bankruptcy* auction sales, and others. Clients included Canada Customs' seized goods, the Government of Alberta Office of the Public Trustee, the City of Calgary, Royal City Antiques (Canada's largest antiques importer), and a variety of others. We conducted over 60 auction sales annually.

When my parents entered the auction business in 1961 they partnered with Larry Irvine and his wife to form Smithens & Irvine Auction. **Larry Irvine (AA of A President 1973)** later became the CPR auctioneer, and operated in downtown Calgary for many years. Larry had a lot of 'horse sense' – both literally and figuratively ! Larry and I had a lifelong friendship which also included hunting and fishing together. Larry passed away several years ago, but I still consider him a mentor, and often contemplate ' *what would Larry do*' when confronted with a difficult decision.

In the early 1990's I transitioned from full-time auctioneer to operating an antiques shop in downtown Calgary, as well as conducting 'Estate Auctions' when the opportunity presented itself. I had the privilege of selling some fantastic collections of antiques and art. I was also importing shipments of antiques from the U.K., Denmark, eastern Canada and the U.S. Midwest states.

As a retailer of antiques and art, I found that I had much more time on my hands, and I proceeded to acquire a far more in depth knowledge in my chosen field. I assembled a formidable reference library and studied furniture styles and periods, silver, porcelain, pottery, art glass, jewellery and timepieces, and more. Knowledge is

power, and an in depth education in antiques and art has made me a better buyer, appraiser and auctioneer.

I was asked to teach a course in the Continuing Education Faculty at The University of Calgary. For ten years I taught both fall and spring semesters of **Antiques, Art and Auctions** and it was a joy to convey my knowledge to adult students eager to gain knowledge in a field I loved. To this day, I see former students attending auction sales.

The CBC produced a version of the popular British 'Antiques Roadshow' and I was fortunate to be asked to be an expert appraiser for the three seasons of **The Canadian Antiques Roadshow**. Travelling across Canada to film the roadshow was fun, and I made some incredible contacts, many in the auction industry from coast to coast.



I am fortunate that my interest in the world of antiques and art and auction sales has allowed me to have an a very satisfying, and multi-faceted career. The biggest influence to my career would be my parents. My late Father, **Bob Smithens (AA of A President 1979)** taught me about bid calling, dealing with consignors and buyers and the intricacies of the world of antiques. Very important skills in the running of a successful auction sale company! One of his many skills was to go beyond bid calling – he was **thinking** as he was calling those bids, and that is an asset that not every auctioneer possesses.

On the other side of the coin, I worked hand in hand with my late Mother, **Rae Smithens**.

'Mrs. S' had an expertise in displaying a sale, catalogue preparation, and of course that all important task of collecting for sales and making sure that consignors were promptly and efficiently paid for consignments. These clerical duties are of utmost importance, and often hidden in the shadows of the '*High Profile Auctioneer*'. This was a world prior to computers – and she would clerk and cashier both – while the auction sale was in progress!! Her work was exacting, and in her words "there is no room for error", especially in a well run auction sales business. My Mother was one of many 'unsung heroes' working **behind the scenes** in the auction world!!

I had the opportunity to work with and study the auctioneering techniques of my father Bob, and **Bud Haynes (AA of A President 1975)** for many years. Our families, including Bob, Bud, Rae and **Dot Haynes (AA of A - 50 year member!)** jointly conducted three day antiques auctions for Royal City Antiques, eight sales a year for almost two decades. When I look back, the amount of antiques distributed through auctions in Western Canada is staggering

As a young auctioneer, the experience and education observing the 'behind the scenes' coordination and execution of distributing vast quantities of quality antiques by public auction was the equivalent of a graduate degree in auctioneering! That knowledge has served me well.

In 2010 the unique opportunity to co-host the nationally televised **Canadian Pickers** presented itself. For four seasons (52 episodes) my partner Scott Cozens and I travelled the country thoroughly, and purchased a tremendous quantity of antiques and collectables. Much of our accumulated bounty was ultimately sold at auction, a good deal of that with the cameras rolling and was included in several episodes of the show. It was profitable, and I took great pride in showing the auction method of selling in a most favourable light.

Today, I concentrate on appraising for a variety of interests, including a host of Museums across western Canada, as well as for Executors of Estates, the Legal community, the Insurance industry and the public. I concentrate my auctioneering services on primarily the sales of Antiques and Art, and anything else interesting that may come my way. I also enjoy doing some public speaking, and the notoriety of Canadian Pickers has opened many doors for speaking engagements across Canada.

Picker partner Scott Cozens and I delivered a memorable presentation at the **2013 Auctioneers Association of Alberta Convention** in Calgary. And, just like most auctioneers, I take pride in providing professional auctioneering services to a variety of charitable causes.

The auction industry has been good to my family, and especially to me!

- JOHN & HAZEL ISLEY - Barrhead, AB



John & Hazel - June 2019

The auction opportunities for John was discussed when his brother Jim talked about going to auction school in 1960. In the late 60's a friend mentioned that there was an auction school at Lacombe, AB which conducted regular auctioneer courses.

John had aspirations to **become an auctioneer** and in August of 1972, he enrolled in the **Western Canada School of Auctioneering** at Lacombe, AB.

Isley rented a cabin at Gull Lake for his wife Hazel and his four sons while he attended the auction school.

John got the "auction bug" and in short order begun doing sales for Triple J in Westlock, Sekura Auctions at Drayton Valley and Mor-den Livestock at Clyde.

Isley's status in auctioneering circles was receiving a lot of attention. In **1978** John & Hazel bought the **Barrhead Auction Mart (1978) LTD** and operated the business **for 29 years**.

His firm served the **agriculture community** in the **Barrhead area**. Barrhead Auction mart sold a variety of inventory on a regular weekly basis which included sheep, goats, horses, pigs, groceries, cattle, household furniture and the list goes on.

Isley became a much-respected auction firm who also specialized in farm sales and Quarter Horse auctions plus plus. It was exciting time for the Isley family.

John's success was influenced by the knowledge and support received from **Triple J, Sekura Auctions** and **Bill Neilsen**. Isley was fortunate that his love Hazel was a **guiding influence** with the **business** and the task of **mothering four boys**.



John & Hazel at Barrhead Auction Mart in 1980



John receiving A.P Mitchell Trophy in 1976 for raising funds for 1976 AA of Alberta Charity Auction on behalf of mentally handicapped children.

Isley respected his consigners and every sale received the best effort in selling their inventory.

Farm sales were a highlight and in days gone by his firm sold a few over **\$500,000.00** which in the **80's & 90's** was a **lot of money**.

To be the best "Every sale Isley conducted was with **enthusiasm, knowledge** and a **personality** that attracted the **buyer's attention**."

Family is important and Isley had the support of wife Hazel and his four sons.

All auctioneers strive to achieve success, but it is a profession that requires **talent in many sectors**. A most important one is **'Know the value of what you are selling'**.

Isley's career included doing many many charity auctions one of his specialties was doing the **Alberta Auctioneers Charity Auction** that the **AA of Alberta sponsored in past years**. Isley had the biggest sale in Alberta in 1976 and was presented with the A.P Mitchell Memorial Trophy. Over the years **his efforts raised over one hundred thousand dollars**.

Isley has had the privilege associating with scores of auctioneers in Alberta and he **highlights Wendel Sekura** as the **best in his book**.

Isley sold his auction mart in June of 2007. He has been very active in the Quarter Horse business and this venture is ongoing. The district of Barrhead was fortunate to have the **auction talents of John & Hazel** plus staff who attracted buyers from afar to attend his various auctions. His firm was supportive of many **community projects** and his personality along with his dedication to the auction industry has **received high applauds**.

Isley has no regrets in becoming an auctioneer and recalls **he should of started in 1960**. A great person who **was a credit to the auction profession** and an active member of the AA of Alberta and member for 47 years



Red, Hazel & John at Barrhead Auction Mart in June 2007

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



Gonna go lay under the Christmas tree - to remind my family that I am a Gift!!

A rich life has nothing to do with money.

Be happy with what you have. Be excited about what you want.

- COL. TOM & MERRILL KEAN - Cherry Hill Auction Penhold, AB



Col Tom & Merrill Kean sharing their auction experiences with Wild Bill

I've had the privilege over the last decade to interview and meet scores of auctioneers. Their efforts resulted in having an auction profession that was capable of rendering a professional service to the auction industry.

Col. Tom Kean was attracted to the auction profession when in 1969 he heard Bob Balog of Lethbridge, AB strut his talents at

the OLDS College.

Col. Tom has had an auctioneer career that has serviced a variety of clients including Alberta, Yukon and NWT.

Read on Read On

In 1970 Kean graduated from the **Fort Smith Auction School** in **Arkansas USA**. Fort Smith was known for the famous **Hanging Judge Isaac Parker**.

Kean was eager and excited after his graduation and worked with the late Larry Irvine and also Calgary Stock Yards where he gained valuable knowledge.

Col Tom while gaining more confidence was influenced by the **late Bud Haynes**. The road **was rocky** but knowing Bud and **getting advice** was an **important time in his career**.

Kean had the confidence in becoming a good auctioneer. To achieve his goal was the word Fear- FEAR OF FAILURE-this he overcame.

Fate played a role in Kean's life when a friend advised Col. Tom that the Yukon territorial Gov't **was accepting proposals** to conduct their liquidation of assets auctions. In short order Kean **submitted his tender** and was **successful**. This all happened in the early nineties. The success of his sales was realized when the **NWT gov't** also contracted **Kean to conduct** their auctions.

Over a **period of five years** Kean conducted **over 10 sales** that crossed over million-dollar auctions. Wow---. Wow.

Col. Tom recalls that at a "Rankin Bay" auction in the East Artic-they were selling refrigerators to Eskimos-



Oh! Oh! To be young again - Col. Tom Kean on "Moonlight Glow" at Sundre Rodeo in 1980



Col. Tom required Cessna to service his clients in the NWT and Yukon in the 90s!

To service these clients Kean flew a Cessna, so he was capable in having all sales properly conducted for his clients.

I applaud his efforts and when the door **to success opened Kean didn't stutter**. To go to the "Far North" and succeed was a challenge that most would decline. **His fear of failure was not to be.**

To be a good auctioneer-**clean cut-confident-clear-honest.**

Col. Tom always maintains and possess a high level of enthusiasm at his auctions. Kean and his crew react with the bidders and this resulted in moments of fun while the sale is ongoing.

Kean added **much spark** to his life fifteen years ago when **he eloped with Merrill** to Las Vegas and **celebrated their marriage**.

There are **highs** and **lows** in the auction profession **and to all new auctioneers-don't quit- At time's** success has its struggles- **don't quit**. Family time is important and getting involved with their activities is a priority.

Charities receive my support and I enjoy the opportunity to help and assist worthwhile projects.

I have been privileged to work with and hear the talents of so many auctioneers. On my list I will mention the **late Bud Haynes**, Rick Horn, Richard Hartly and **Linda Baggaly** who have assisted me in my auction journey. Col. Tom recognizes that the auction profession in



Cherry Hill Auctions highlights Surrey Carriage with the Fringe on Top!

Alberta has a vast number of auctioneers that **have achieved high goals** and that all **auctioneers excel to do the best**.

In 1980 Kean started Cherry Hill Auction and has never looked back. He said good bye to riding bronco's as he wasn't making money at it anyhow.

Col. Tom in **1987** formed the **International School of Auctioneering** and over the years has graduated **scores of auctioneers**. At present he does have auctioneer correspondence courses.

Col. Tom Kean has had a career that has been filled with a **history of many challenges** including some **good**, and some **bad**.

Always having a **positive attitude** and being involved with the **auction profession** has **enriched his life in many ways**.

Would he do again-**You Betcha**.



Col. Tom hits the hammer which includes vehicles, trucks, construction equipment, graders, forklifts and the list goes on & on.



BRAVO **GOOD** **HIGHS**
HAIL **WORK** **YAY**
GREAT **HEAR** **YOU DID IT**
JOB **HEAR** **CONGRATULATIONS!**
WELL DONE

A single word of encouragement during a failure is worth more than an hour of praise after success.

- **DARRELL JOHNSTON** - *Blackfalds, AB*



*Darrell & Theresa Johnston
A hard working team*

The auction profession in Alberta has been a career that hundreds have succeeded in. The **Johnston** legacy began with **Ray Johnston**, a 50-year member of the AA of Alberta. His **son Darrell continued** and is presently active in the auction business in Alberta with his wife Theresa who manages the operation. Their family includes their son Sheldon and daughter Caitlin.

The following profile includes the **many observations and influences** that **Darrell** has encountered in his **lustrous career**.

Darrell at an early age would accompany his father who did sales in Alberta and British Columbia where he would assist doing various chores in conducting a successful sale. It was **tedious work** however Darrell got a **first glimpse** as to **how successful** auctions are **conducted**.

READ ON READ ON

“I grew up going to auctions with my father and loved every moment. So, I would say my dad started me in the industry”.

He attended Western Canadian School of Auctioning at Calgary in 1995 with Larry Graham

Darrell and his wife **Theresa** operate **5-star Auctions** west of Blackfalds. Johnston also does auction sales for Adesa, Impact Auto and Graham Auctions on a weekly basis. He is very thankful for all the auction companies he has worked with.

Johnston’s achievements have been influenced by so many great people that **have helped him** along the way especially **his father Ray**.

Darrell has conducted thousands of auctions and every sale is a highlight. Getting to work many different types of sales has increased his ability to satisfy his clients. It is very rewarding when con-signers say **“Thanks”** for working **hard for them**. It is always **great to hear**.



Johnston in Western apparel with dark shades is doing what he loves and doing it well.

“My auction career has been highlighted by doing many sales that have been conducted by a variety of auction firms including: Robert & Carol Lind with Timberland Auctions, Danny Hooper for some fundraising sales, also Mackee Auctions Classic Car Sale. **Every sale is a highlight** for me whether on the mic or on the floor. **I love it. Worst sale, every sale for me is a good sale.**”

Getting established or recognized was a challenge and at the beginning it was hard. Darrell kept practicing and then **worked a lot of sales for free.** “To me I was not working, **my talents were exposed** and that **paid off for me.**”

“To attain Success a good auctioneer should be clear, easy to understand as well as personable.

Every sale I approach with **100 percent attitude** that the consigners will **respect the efforts** that on auction day they had an auctioneer **“that excelled in selling their inventory.”**

Darrell has experienced a Career that has been his love for over 24 years. Following his fathers’ footsteps has been a challenge but his love and enthusiasm is always high when conducting sales. Whether working the **floor as a ring man** or **on the mic** he is on **“Cloud Nine”.**



Another rodeo the Johnston team provides a superb coverage on all the competitions.

Johnston has a family that has excelled in the auction profession in Alberta. His father Ray a 50-year member of the AA of Alberta, his son Sheldon an auctioneer, and many friends and clients have contributed to his success.

Darrell’s advise to newcomers- “Practice and **don’t give up on your dream.** Whether you are working the floor as a ring man or on the mic it is worth it. **Find a mentor** that is willing to **work with you,** answer questions or help with your chant.”



Another charity auction that Johnston provides his services to.

“Family is important, and I always make time for my family. **They keep you going** and give you **that extra burst to succeed**.

Charities have my support and I love to **support local charities**. A special one is ‘**Aspire Special Needs**’ (Children with Disabilities).

There are so many great Auctioneers that inspire me, love to talk to and get advice from. Growing up I found great guys to listen to like **Delton Wolff and Del Jordan**, to a name a few. There are so many great auctioneers that are willing to give pointers to you. It has been a great ride for me.

I have been fortunate to have a “**Mom and Dad**” that were **instrumental in my journey** and **supported me** in becoming an auctioneer. I have benefited immensely and have been rewarded with so many great friends in the industry that it also included **fun, laughter and at times, tears**. I love this business, I **love my wife Theresa**, for **her guidance and being a wonderful mother.**”



Placing 3rd at the 2015 Canadian Auctioneers Competition. A belt buckle he cherishes.

Yes-yes Auctioneering is my game.



Kindness is not an act it's a lifestyle.

Trust your instincts they are messages from the soul.

- STEVE (TRACY) BREDLOW - TBS AUCTION - Wetaskiwin, AB



Steve Bredlow
TBS Auction Boss

The rural area of Alberta has seen a decline of auctioneers that were once a major factor in their community. We still have an active number of auctioneers that maintains an auction presence in their region.

Steve Bredlow has a story to tell and share with you his involvement in the auction profession.

Read on

Read On

My uncle was an auctioneer, so my parents, and I went to his auctions at an early age in my life.

The chant and rhythm of the auctioneer inspired me, and I had vision that I could one day become an auctioneer.

My wife Tracy and I were regular buyers at Zimmerman Auctions. The owner Gerald soon approached me, and I started as a bid spotter and I loved it.

Steve came home with a lot of unique treasures and my wife Tracy suggested I become an auctioneer hoping that I wouldn't come home with as much merchandise.

The "**auction bug**" was a daily thought and in 2008 Bredlow graduated from the Western College of Auctioneering at Billings, Montana.

Bredlow formed **TBS Auction** and ran the operation for **four years**. Steve stopped selling for a while, but his followers were phoning as to when he would have his next sale. This **prompted** him to **get back** and conduct sales on a **regular basis**.

My uncle Norman Bredlow, an auctioneer was **my inspiration**. He liked my **personality, friendliness** and the **desire to learn** how successful auctioneers **achieve their goals**.

One of Steve's highlights was in the fall of 2014 when he sold a **1967 Ford Mustang**. His consignor wanted **\$12,000** but on sale day with an audience of over **600 people** the sale **realized \$23,000**. The crowd was encouraging the final three **bidders** and finally a **local resident**



Steve Bredlow has a special guest at his side.

purchased the vehicle outbidding a USA buyer. Proper advertising and word of mouth were a chief factor. The **cosignor** was **thrilled** at the **result** and **so was I**.

An outdoor thrift store sale was a day that pouring rain prevailed and only a few attended. It was bad- bad, but tomorrow will be a brighter day. Stay strong.

Large auction firms service a clientele that attract bidders that require inventory that my sales do not service. Our sales are small in comparison, but we have **fun selling** and meeting **new cosigners**. We don't make the "Big Buck", but our buyers are happy and we appreciate their support.

A good auctioneer: **Do your research** so that on **sale day** you **have a positive attitude** and **knowledge**. The buyers will **establish value** and **your client will appreciate** your services.

Every sale is important- Bredlow works with his staff to provide a service that gives satisfaction to all our customers.

Steve enjoys having humor at his sale. On sale day he is **serious** and **professional**. He likes his audience to be involved.



Steve's at the Mic and looking for action!

My family **contributes their talents** at auctions. My wife is the cashier, my son and daughter became ring man and woman.

If you love people, numbers and to be involved "**Then Go for It**". Every sale is a learning experience.

Practice-Practice-Clarity-Rhythm and Chant-Don't Quit.

Steve shares his auction career with his involvement in the transportation business. It can be very hectic at times but working long hours can maintain giving good service to both occupations.

Family time comes first however **he supports local charities** especially auctioneering of **“Pies”** on behalf of **“Reynolds Museum of Alberta”**.

Yes-Yes, I would do it again. A big thank-you to the Auctioneer’s Association. I would like to **see refresher courses** for 101,102 that would enlighten auctioneers on **new laws and regulations**. The annual AA of Alberta Convention is informative, rewarding and FUN!



*Wild Bill and The UPS Store owner,
“Lady Nicole”*

“Wild Bill” shares his thoughts before he says “Goodbye”

It’s a time in my life that I have to make a decision as to my future activity in the auction profession.

Do I have the physical and mental ability to continue to contribute my services at a professional level? I must admit that **“mother time”** is taking a toll and as I reach the mid eighties, my body and mind are signaling it’s time to **“retire.”** I’ll be eighty-five in July of 2020 and at that time I will continue to partake in the August edition of the **“Alberta Auctioneer.”**

The Auction industry has been a passion that I have encountered and has enriched my life for over four decades. In the August edition, I **will do a profile on “Wild Bill”** and his many adventures that he has experienced over his lifetime.

The many editions that I have done, received the help and assistance of my staff in BC. The quality and presentation of **“Here, There & Everywhere”** was highlighted by the skills of **“Lady Nicole”**, owner of The UPS Store. Her ability to add graphics gave the readers a pleasant surprise and enriched each edition.

May your troubles be less and your blessings be more, and nothing but happiness comes through your door. **Merry Christmas from my family to yours!**

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Wishing you a



MERRY



CHRISTMAS



and a very



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

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