

VOLUME 82

NUMBER 4

DECEMBER 2016

The Alberta AUCTIONEER

Going Once
Going Twice
SOLD!

**IN THIS
ISSUE:**

2017 Convention
Business Trust Accounts
Selling Firearms by Auction
"Wild Bill" and more...



2016-2017 EXECUTIVE



Left to Right very back row Pete Conway, Joe Perlich, Jeff Van Wert, Dave Johnson, Darrell Domes, Andrew Reeleder
middle row Tyler Ruttan, Wade Michener, Cody Hayes
On chairs Dale Menzak, Lorraine Klepper, John Arnold

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

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

Auctioneers' Association of Alberta



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Editor: Lorraine Klepper

Table of Contents

President's Message	2
Association Executives	3
Auction Business Trust Accounts – <i>Scott Hood</i>	4 - 5
Selling Firearms by Auction – <i>Cody Hayes</i>	6 - 7
2017 Convention Sponsors.....	8
2017 Convention Events.....	10 - 23
2017 Convention Registration.....	11
Alberta Auctions 101 & 201 Course Registration.....	16
Vern Scown Tyro Registration	17
7th Annual All Around Auctioneers' Championship.....	19 - 21
Pins & Plaques.....	22
Here, There & Everywhere with "Wild Bill"	24 - 35
Ross Annett – Annett Auction Center.....	25 - 29
John Henry Charlton	31 - 33



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Message from the President



Here we are, as I write this it a month before Christmas and another year is just about over. It has been an interesting year of change for myself.

I retired from my career with the Royal Bank after 35 years. They did hire me back on a contract to do some work in agriculture banking but the change has given the opportunity to do more auctioneering and that has been a welcome change.

Overall it has been a good year despite the economic headwinds in the province. Oil prices have increased somewhat. It looks like drilling activity will pick up next year. Farmers throughout the province had challenges getting the crop off but thanks to great weather in November significant progress was made. People generally seem to be adjusting to the new reality and we continue to move forward.

As far association news goes, there is no word to date on the results of the AMVIC review initiated by the Minister of Service Alberta. We should hear something in January. The education committee has

revamped Auctions 101 and 201 courses. These will be presented on January 26 just before the convention.

Speaking of the convention, the committee is hard at work putting the finishing touches on the 2017 event. The convention is January 26 to 28, 2017 at the Black Knight Inn, Red Deer. It is great opportunity to learn and improve your knowledge, socialize and have some fun. One of the highlights of this year will be Sam “the Hitman” Grasso. Sam is auctioneer and ringman from Maryland and will presenting a ringman seminar. Having had the opportunity to speak to him on the phone, it should be a very interesting presentation. The convention is also a way of getting involved in the industry and having a say in what happens with the association. We hope to see you all there!

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

Wishing you and your loved ones a wonderful holiday season and all the very best for 2017.

John Arnold, President
Auctioneers' Association of Alberta

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2016 Executive

Term Expires:

PRESIDENT	John Arnold, Lethbridge	(403) 393-8832	2019
VICE-PRESIDENT	Dale Menzak, Vegreville	(780) 632-9851	2019
PAST PRESIDENT	Don Montgomery, Blackfalds . . .	(403) 350-0523	
SECRETARY/TREASURER	Lorraine Klepper, Red Deer	(403) 340-2070	
DIRECTORS	Pete Conway, Innisfree	(780) 592-2360	2019
	Darrell Domes, Calgary	(403) 276-3375	2017
	Cody Hayes, Strathmore.	(403) 669-1109	2017
	Bill Henke, Langley, B.C.	(604) 888-9536	
	Dave Johnson, Sylvan Lake	(403) 630-5256	2018
	Wade Michener, Calgary	(403) 226-0405	2017
	Joe Perlich, Lethbridge.	(403) 635-0310	2018
	Andrew Reeleder, Bentley	(403) 848-1260	2018
	Tyler Ruttan, Sexsmith	(780)-512-1449	2019
	Jeff Van Wert, Tilley	(403)-377-2658	2018

COMMITTEES:

AMVIC & Automotive	Wade Michener
Archives	Joe Perlich
BC Representative	Bill Henke
Canadian Liaison	Pete Conway
Finance & Investment	John Arnold
Education	Cody Hayes, Tyler Ruttan
Web Page	Darrell Domes & Andrew Reeleder
Legislative	John Arnold, Dale Menzak
Membership & Nominating	Dave Johnson
Surety	Ron Sekura
Tyro	Jeff Van Wert , Andrew Reeleder
2017 Convention	Don Montgomery
All Around Canadian Championships	Ron Victor
2018 Convention	Cody Hayes

PAST PRESIDENTS

2014-2015	Don Montgomery	1984	Frank McInenly	1966	Don H.Hutton
2012-2013	John Perlich	1983	Bob Balog	1965	Earl Galvin
2010-2011	Robert Lind	1982	Jim Schlenker	1964	Walter Kitt
2008-2009	Brad Neal	1981	Norm Moore	1962-1963	Vern Scown
2006-2007	Wayne Orsten	1980	Keith Erdmann	1960-1961	Earl Lanyon
2004-2005	Ron Victor	1979	Bob Smithens	1959	Keith Sim
2002-2003	Colin Spencer	1978	Scott Hunter	1958	Frank Gwartney
2000-2001	Dave Sharp	1977	Karl 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
1985	Ron Sim	1967	Garfield Ogilvie		

Auction Business Trust Accounts

Service Alberta has developed an information sheet for auction businesses – this was the first one specifically developed for businesses.

It answers some frequently asked questions about trust accounts and gives practical examples of how the trust account process works. Here is an excerpt:

What responsibility does an auction business have for the money it receives at an auction sale?

An auction business is responsible for all money it receives for goods sold by public auction. An auction business must deposit all money received from the sale of these goods into a trust account.

If a consignor intended to sell goods by public auction, but the goods were sold by another method, money from the sale of those goods must also go into the business's trust account.

These deposits must be made within three days after the end of the sale. If an auction business receives money after the sale is over, that money must be deposited within three days after the business gets the money.

An auction business operating in Alberta must keep the trust account in a financial institution operating in this province. The financial institution can be a chartered bank, a trust company, a credit union or an Alberta Treasury Branch.

How does an auction business calculate what money goes to the business and what money goes to the consigner?

To calculate the consigner's share, first add up the business' out-of-pocket

expenses (e.g. title searches, fuel, cleaning, transport done on behalf of the consigner) plus the business' commission for selling the goods. Then subtract this total from the purchase price. The remaining amount goes to the consigner. Fees and commissions should be described in the consignment contract.

Example:

A consigned travel trailer sells at a purchase price of \$15,000.

- The auction business collects \$15,750 from the bidder. This represents the purchase price of \$15,000 plus GST of \$750 (five per cent).
- The auction business puts the \$15,750 into its trust account within three days after the sale.
- The auction business calculates 10 per cent of the purchase price – i.e. \$1500 – as its commission.
- The auction business conducted a title search on behalf of the consigner to make sure there were no liens against the travel trailer. That search cost \$50.

On or before day 21, the auction business writes the following cheques:

- \$13,450 to the consigner (purchase price of \$15,000 less \$1,500 commission and \$50 expense).
- \$750, deposited to the business's tax account. (Eventually, this money will be paid, along with other GST owing, to Canada Revenue Agency).
- \$1550 to transfer the remaining amount to the business's general account.

The balance in the trust account from this auction sale would now be zero.

The Infosheet gives examples of how to manage the trust account if there is a lien on the goods sold at auction, or if an auction business charges a buyer's premium. It also answers questions about where the trust account can be held, and what information must be kept in the business's records.

The Infosheet was introduced at the 75th Annual Convention of the Auctioneer's Association in February 2009. Auction businesses can get copies of the Infosheet

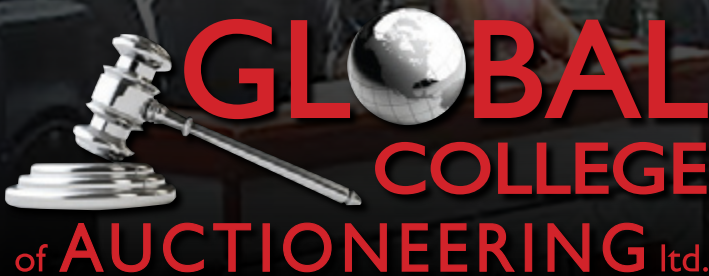
by phoning the Consumer Contact Centre. In Edmonton and area, call 780-427-4088, or call toll-free from other places in Alberta at 1-877-427-4088

The Infosheet is also available on the Service Alberta website:
http://www.servicealberta.ca/pdf/tipsheets/Auction_trust_accounts.pdf.

Scott Hood

Director of Fair Trading (as delegated)
Service Alberta

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Selling Firearms By Auction in Alberta

One of our primary mandates for the Auctioneers Association of Alberta in 2016 (and beyond) is to really focus on professionalism and what that looks like in the day to day operations of our businesses. It has been brought to my attention that there may be some confusion as to what the proper regulations are for selling firearms by auction in Alberta. As an attempt to hold our Association to the highest level of professionalism and accountability, I spoke with the Chief Firearms Office (CFO) to find out exactly what is required of our members in order to be considered legal selling firearms by auction. The following is the result of said conversation and should act as a blueprint for any auction company that wishes to sell firearms in Alberta.

Qualifications

- 1) In order to sell firearms in the province of Alberta, whether they are Non-Restricted, Restricted, or Prohibited, the auction company **MUST** possess a valid Business Firearms License. This process, while not difficult, is extensive and does require businesses to satisfy many conditions. Examples of these conditions are:
 - a. All employees who handle firearms must have a valid Possession and Acquisition License (PAL). If the business is licensed to handle Restricted or Prohibited firearms, then the employees are required to hold the same valid PAL in order to handle them.
 - b. The business must pass inspection for safe storage of firearms and ammo that includes, but is not limited to; a separate Electronic Security System, locks on all cabinets and windows, separate storage for Ammo and more, depending on the scope of the business license.
 - c. There is a fee required with the application that varies depending on the scope of the business license.
 - d. And other requirements such as sending in copies of your business license, etc.
- 2) When the auction company is conducting the firearm auction, all firearms must be sold in accordance to proper storage, display and handling regulations of firearms, ammo and other weapons.
- 3) Auction companies that sell firearms in the province of Alberta must verify that the buyers are in possession of both a valid and appropriate PAL.
 - a. For Non-Restricted firearms, simply verifying the PAL is enough; though recording the buyer's PAL is something that is recommended as part of best business practices.
 - b. For Restricted or Prohibited firearms, the auction company must initiate the Transfer Notification process with the CFO (Chief Firearms Office in Mirimichi, NB). The auction company cannot release the firearm until the Transfer Notification process is completed and the buyer is able to show their copy of the Transfer Notification. (Note: this process may take 1 day or upwards of 8 weeks depending on the buyer and whether they have all

the requirements in order to own and possess the firearm.)

b.i. Each Restricted or Prohibited transaction must be recorded in the Firearm Register for Businesses Log Book. At any time, the auction company should be able to produce the information contained within the log book (IE. Serial Number, Model, Calibre, Buyer's PAL number, Firearm Registration Certificate Number, etc.)

b.ii. As with all customer information, any recorded or photocopied PAL information must be kept in strict accordance with current FOIP Act Regulations.

c. When the buyer of a firearm comes to pick up the firearm they purchased,

they must adhere to the rules and regulations of properly handling and transporting firearms (IE. Needing a locked box for restricted or prohibited firearms, trigger locks, etc.)

Again, this is just an overview of the main points on selling firearms in Alberta. As the Association continues to advocate for the highest levels of professionalism within its membership, it is important to understand the steps that are required by law to sell firearms so that we all may adhere to the same rules and regulations that not only the law requires, but also of what our customers expect. Wishing a prosperous and exciting 2017 to each of you!

Cody Hayes

If you have any questions or comments regarding this article, do not hesitate to contact me directly at 403.669.1109.

-
- 1 It is important to note here that these are highlights of the process a business must go through to be approved for a Business Firearms License. There are additional requirements that must be satisfied before a business is licensed and these can be found on the Business Firearms License Application, which may be obtained by contacting the CFO directly at 1.800.731.4000.
 - 2 This information can be found on the government website: <http://www.rcmp-grc.gc.ca/cfp-pcaf/fs-fd/storage-entreposage-eng.htm>. This information may also be obtained by calling the CFO at 1.800.731.4000.
 - 3 Freedom of Information Protection of Privacy.
 - 4 This information may also be explained in further detail by contacting the CFO directly at 1.800.731.4000.



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January 26 – 28, 2017
2017 CONVENTION

Sponsors

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January 26 – 28, 2017

2017 CONVENTION

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Red Deer, AB T4R 1H1



January 26 – 28, 2017

2017 CONVENTION

Schedule of Events

THURSDAY JANUARY 26

- 7:30 AM – 8:00 AM *Registration & Coffee*
8:00 AM – 12 Noon *Alberta Auctions 101*
12 Noon *Lunch*
1:00 PM – 4:00 PM *Alberta Auctions 201*
5:00 PM *2017 Convention Registration*
5:00 PM *Directors Meeting*
6:00 PM *Convention Meet & Greet*
8:00 PM – 11:00 PM *Jimmy the Janitor Show*



"Jimmy the Janitor was non-stop funny...with good clean humour throughout...the "Deer Jimmy" sketch involving the audience kept all on the edge of their seats."
Toyota Canada Inc.

FRIDAY, JANUARY 27

- 7:00 AM – 8:45 AM *Breakfast*
8:45 AM – 9:00 AM *President's Welcome*
9:00 AM – 10:30 AM *Key Note Speaker – Brenda Schoepp*
10:30 AM – 10:45 AM *Coffee Break*
10:45 AM – 12:00 PM *Dan Whiteside – Business Letter Writing for the Auctioneer*
12 Noon *Lunch Break*
1:00 PM – 2:30 PM *Colin Spencer – The Stupid Things Auctioneers Do From The Stand Point of a Professional Buyer and Past International Auctioneer*
2:30 PM – 5:00 PM *AAA Annual AGM*
5:30 PM *Cocktails*
6:00 PM *Dinner*
7:00 PM *Tyro Contest & Auction*
9:00 PM *The Banff Wardens Show*

SATURDAY, JANUARY 28

- 7:00 AM – 8:45 AM *Breakfast*
8:45 AM – 9:00 AM *President's Announcements for the Day*
9:00 AM – 10:30 AM *Sam "The Hitman" Grasso – Texas - Ringman Course*
10:30 AM – 10:45 AM *Coffee Break*
10:45 AM – 12:00 PM *Sam "The Hitman" Grasso – Texas - Ringman Course*
12 Noon *Lunch Break*
1:00 PM – 4:00 PM *AAA Annual Auctioneering Championship Contest*
5:30 PM *Presidents' Ball - Cocktails*
6:00 PM *Dinner*
7:00 PM *Awards & Presentations*
9:00 PM *Music & Dance by The Boss Hoss Band*



January 26 – 28, 2017

2017 CONVENTION

Registration Form

Held at the Black Knight Inn in Red Deer, Alberta

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: _____
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*Please make
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January 26 – 28, 2017
2017 CONVENTION

Entertainment

www.banffwardens.com • www.facebook.com/wardensongs • banffwardens@outlook.com

“Yours is the best, all-encompassing show I’ve ever seen. Visual, musical, knowledgeable and truthful.”

Terri Mason, *Canadian Cowboy Country Magazine*

“The quintessential mountain-culture concert experience.”

Jamie Bliss, *Kootenay Mountain Culture Magazine*

“The Wardens are much more than just a great, entertaining band (and make no mistake, they are great!)—the breathtaking slides, fabulous humour and storytelling that accompanies their original music creates a unique, memorable and authentic Rocky Mountain experience.”

Michael Kerr, *Canadian Speakers’ Hall of Fame*

THE WARDENS

MUSIC FROM THE MOUNTAINS



PLAYING FRIDAY 9:00 P.M.

Superb musicianship, haunting harmonies and chilling tales from three men who spent their lives in the most rugged of all places — the wilderness of Canada’s Mountain National Parks. The Wardens are: Scott Ward, Bradley Bischoff & Ray Schmidt



January 26 – 28, 2017

2017 CONVENTION

Entertainment

The BossHoss band has been together for more than 10 years, specializing in playing for large country music events. These very seasoned musicians love country music and their sets will take you from classic country right up to the current popular country music.

PLAYING SATURDAY 9:00 P.M.



Current Country Music • Classic Country Music • 50s-80s Rock



Cal Gazdag
Keyboards, lead
& harmony vocals



Evan Luft
Lead Guitar, lead
& harmony vocals



Jordan Allard
Bass Guitar, lead
& harmony vocals



Rod Orsten
Lead Guitar, lead
& harmony vocals



Steven Whitley
Drums, lead &
harmony vocals





January 26 – 28, 2017

2017 CONVENTION

Key Note Speaker



Brenda Schoepp

Brenda offers a window to the world as told in her engaging story of travel, trial and triumph. As an independent marketing professional she took a unique approach to commodities by looking at the story behind the numbers – which resulted in an engaging way for her clients to understand critical markets. Today her global humanitarian and mentorship work takes that formative marketing curiosity to create programs that focus on individual growth and economic prosperity. She is a strong advocate for growing rural communities, gender equality and children. As a published author Brenda's work appears in 36 languages and in film. She ranches and runs a horse rescue in Alberta.



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Live Auction Group *Spenser* – Internet Online Software Provider

Next Lot Inc. USA – Online Software Provider

Global Auction Group *Shirley* – Internet Auction Hub

Indy Graphics Group *Donna* – Pens, Caps, Merchandising

Minute Man Press Red Deer – *Dan*

Mary Kay *April* – 403-396-4021

Transglobal *Steven Prescott* – 780-292-2024 Auction Printing

Auction Flex Florida – *Chris* – Computer Program

Western Producer

You are welcome to nominate someone for 2017

Criteria for Distinguished Service Award

Must be a member of the Association or was a member in good standing with the Association when the distinguished service was provided.

All other criteria is not a rule but a guideline only!

- Length of service or membership
- Special duty performed
- Individual interest in the Association
- Individual interest in the industry
- Ambassador for the industry and the Association

The following are the members that have received the Distinguished Service Award.

1997 Arthur Cloud
& Roy Campbell

1998 Harry Haynes
& Wes Spencer

1999 Earl Galvin & Les Handley

2000 Norm Moore
& Frank McInenly

2001 Les Bishop & Tony Perlich

2002 Ron Sim & Wendell Sekura

2003 Delton Wolff

2004 Karl Zajes & Jack Daines

2006 Jim Schlenker,
Frank Hall & Ron Sekura

2007 Laurie Lindstrand

2008 Linda Baggaley
& Elgar Paras

2009 Dot Haynes

2010 Colin Spencer

2011 Dave Sharp

2012 Ron Victor

2013 Wayne Orsten

2014 Brad Neal

2015 Rick Horn

2016 Larry Graham

COMPULSORY COURSES

For Auctioneers & Auction Administrators

Black Knight Inn in Red Deer, AB • January 26, 2017

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. 10, 2017

Black Knight Inn in Red Deer, AB

January 26, 2017



Auctioneers' Association of Alberta

R.R. #1, Red Deer, AB T4N 5E1

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



January 26 – 28, 2017

2017 CONVENTION

Vern Scown Memorial Tyro Contest

REGISTRATION • FRIDAY, JANUARY 27TH, 2017

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 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:

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January 26 – 28, 2017

2017 CONVENTION

7th Annual

All Around Auctioneers' Championship

The 7th Annual All Around Auctioneers' Championship will be held in Red Deer in conjunction with our **Annual Convention, January 26 to 28**. Limited contestants will compete for the trophy and cash. They will sell 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 19, 2017.** All Contestants *MUST* forward a short bio of themselves to myself 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 jackets.

Committee Chair, Cody Hayes and Ron Victor, ASA

7th 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**

MAIL YOUR REGISTRATION TO: REGISTRATION FEE: **\$125.00**

R.R. #1, Red Deer, AB T4N 5E1 CUT-OFF DATE: Jan. 19, 2017

Registration Fee after the deadline will be \$225.00.



January 26 – 28, 2017

2017 CONVENTION

7th 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 Alberta Auctioneers Association 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 \$200.
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 Black Knight Inn in Red Deer on Saturday, January 28 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 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.



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7th Annual All Around Auctioneers' Championship RULES & GUIDELINES CONT.

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 - \$2000 cash prize, Championship Trophy and Belt Buckle. • First Runner Up - \$500 cash prize, Runner-up Trophy. • Second Runner Up - \$300 cash prize, 2nd Runner-up 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 championship).
20. Contestants will have access to scorecards and his or her own scores at the conclusion of the competition.

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*Rod Snopek • Alvin Miller
Mike Hayes • Andre Jubinville
Calvin Herder • Keith Wagner
Mike Kryzanowski • Doug Levi*





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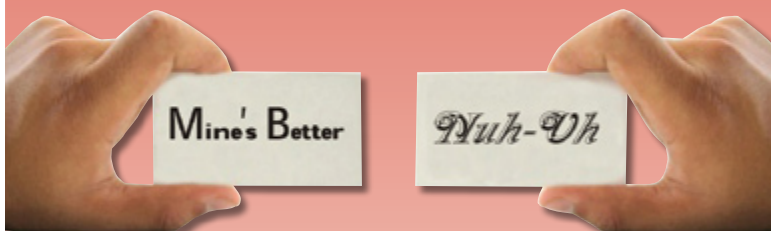
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AUCTIONEERS ASSOCIATION OF ALBERTA



HERE, THERE & EVERYWHERE ...with Wild Bill

Christmas is a time when we cherish the atmosphere that prevails as we celebrate the **birth of Jesus**. It's a time when families share their "**Love**" with their community. The story of the birth of Jesus in a manger

ger **still resonates with strong emotions**.

I remember the wonderful celebration that communities would have as Christmas concerts would see their children participate in the carols and plays that would recreate the "**Birth of Jesus**." The countless hours that the "**Ma's**" would do in sewing and making garments that depicted the **era Christmas Season brought**. The excitement of all the students to do their best as they displayed their talents to their family and friends.

The memories of my youth will always be highlighted with Christmas the way it was so many decades ago.

My idea of Christmas whether old fashion or modern, is very simple...loving others. Come to think of it, why do we have to wait for Christmas to do that.

On behalf of my family, I extend **Christmas and New Years greetings** to you all and may 2017 be filled with success, health and happiness.

Don't forget to share your love of family with "**THAT SMILE, HUG AND KISS CAN REALLY MAKE A CHANGE. TRY IT.**"

God Bless You All, **Wild Bill**



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ROSS ANNETT

Annett Auction Center - Brooks, AB



Ross Annett - 44 year member of AA of Alberta. A most remarkable person that has achieved the respect of his peers, customers and the thousands of buyers that attended his sales. Ross travelled the plains, farm and ranchland of Central and Southern Alberta in serving the cattle industry.

Born in Ontario in 1952, where his father Ralph was a packer and feeder buyer in Southwestern Ontario. At 3 years old Annett attended his first cattle auction with his father and thus began his inspiration to get into the cattle auction industry.

Go West, Go West was the call as Annett travelled to Alberta in 1971 for a vacation and came to realize that this was his new home. At **nineteen years**, he was enthused of the potential that was available in the West. The quest and desire for **success was to be in Alberta.**

In 1972, with fellow Albertans, Bob Dyck and Brant Hurlburt, attended the Western College of Auctioneers in June which was to be the commencement of an auctioneer career. Ross had **high expectations** and the **grit to achieve success** and was **prepared to sacrifice to gain status in the auction profession.**

The cattle auction business has been good to Annett and over the past 3 decades he invested in the cattle industry in Alberta. **Ross owns and operates a 450-acre irrigated ranch 7 miles west of Brooks.**

Annett is **enriched with energy** and in **2007 started a trailer sales** company along with **Annett Auction** which **sells farm and oil field machinery** and has **monthly consignments, plus doing weekly cattle auctions.**

His career has experienced the **highs and lows in the cattle industry, farm failures and successes.** Ross takes pride that he has sold cattle to families over a forty-year period. The younger cattle rancher has **taken the knowledge of the past** and have **improved their herds genetically better.**

Annett has been a **strong influence to many auctioneers** and a **symbol to all auctioneers to represent their profession with integrity.**

It's time to sit back and visit with Ross –

The journey to achieve his dream as an auctioneer began with two firms – Fort MacLeod Auction and Hurlburt Auction in Lethbridge. Ross was eager to prove his auctioneer bid calling and in **1974 he began a career with Bow Slope Shipping Association** where he was manager for **6 years and auctioneer for 42 years.** To be involved with Bow Slope gave him the opportunity to become **a superb auctioneer and to gain knowledge of the cattle industry.** John Perlich, my friend and great auctioneer out of Lethbridge asked **who was my mentor.** The question as to who influenced my success in my auction **career had many mentors.** My father **Ralph** and **Uncle Harold** taught me the **true value of honesty and the importance of a good reputation.** I had the good fortune to work with the likes of **Ken Hurlburt, Harvey Bourassa, Bob Dyck, Ted Newby, Keith Endman and John Milne** who empathized how to **promote**



and treat people right. The hundreds of bidders that I would sell cattle to each week and the many, many ranchers and farmers that would entrust me to be their auctioneer. That was most gratifying and to this day I am so **thankful that my journey in life was to be an "Auctioneer"**.

An instance that, to my recollection, was the **turning point in my career** was at **Bow Slope on 1975**. I remember it well. The sale was full of Beasley Ranch cows. I was about to start selling when **Big Augie barked out that he wanted "1 out"**. I began and the cattle sold 2 cents over the market for that day and Augie was the buyer. He yelled out that **the 3-year-old was the one he wanted out and that would be the one he would buy**. I was angry but I kept my cool, we squared off and I **told him that he being a seasoned buyer knew full well that he was buying the load and that the ring men would take out the 3-year-old and where did he want the cows**. The barn went deathly quiet; everyone knew his temper. **His reply came, "New Pen."** **From that day on, Augie was my biggest ally. He was testing me, I passed and the rest is history.**

My career has had me involved with hundreds of sales which have many fond memories. The biggest sale I was involved in would have to be the **Gather of 1996 at Bow Slope, and Cereal** where we **sold 14,000 head of live yearlings through the 2 rings in 5 days**. Next, we would have been with Fort MacLeod Auction in the late 70's when they dispersed the assets of the Burns Ranch at Calgary. **The toughest sale was in 1973 at Nemiscan, AB with Hurlburt Auction, when we sold an entire day of 1-2 and 5 dollar items, but we got it done of course.**



Annett with Ken Hurlburt at Ken's induction at LMAC - Livestock Hall of Fame at Calgary in 2012

The question if your efforts as an auctioneer were not recognized by your peers? **OF COURSE**, but that's mostly in the **immature mind of a young inexperienced auctioneer. We have all been there.**

A good auctioneer is one who is clear, concise in his call and practices consistently no matter what his experience. He must know how to treat customers with respect, be respectable and understands that he is **working for the consignor – not the buyer.**

Do I set bench marks? **Yes**, to an extent, but I **try to set a good tempo for a sale** and work out a healthy average for the day. Too often I have **seen auctioneers focus on that one high point in a sale and then let the rest of the sale slide away**. To me, the **last draft is just as important as the first** and that is how you build a successful sale.

Every sale requires research, whether you sell livestock, equipment or whatever inventory comes to your sale. **Knowing what it is that you are selling is key. Research spells success** and this will **attain your status in the auction community.**



Annett with his daughters Katie and Ellie at his ranch West of Brooks. Both daughters are school teachers which makes for a very proud Papa.

Ross has three wonderful children Katie, Robby and Ellie and two granddaughters, Bridget and Maggie plus two new arrivals late in June 2016.

The best thing that a young auctioneer can do is to **get into a position behind a great auctioneer** and then learn from him. **Practice everyday**, and know how to practice. **Take good care of yourself physically** and treat your profession as a gift,

because that's what it is.

I do know, **one of my greatest regrets is that I spent most of my life working to build a business and pay for a ranch at the expense of my home life. Find the balance. "Family is first, work is second."**



A visit from their first granddaughter Bridget Graham at the Annett's cattle ranch in 2016

Brooks, AB has been fortunate to have a high-profile auctioneer in Ross Annett whose business does many, **many benefits for local charities**, agricultural societies and 4 H Clubs – giving his expertise to local causes is **highly appreciated by the community**.

Annett Highlights His Career, Thoughts, Business Ethics, Fellow Auctioneers and Lastly His Love for Being An Auctioneer



Ready to hit the hammer!

I have been involved in auction competitions in Canada and the USA and I believe them to be invaluable learning tools for auctioneers of all levels. I believe that as individuals we can **never reach our full potential unless we place ourselves against an ever-rising bar**. I was fortunate to **win the Canadian Livestock Championship Auctioneer in 2004** in Kitchener Ont. and the **Jim Raffan Memorial Buckle in Ottawa in 1999**.

We work for the consignor. He places his trust in us as auctioneers to do the very best we can. In many cases, the sale day represents a full year's income to a ranch family or the close out of a lifetime of work and dedication. **These people believe in the "Auction"** and we as auctioneers **owe them the very best performance that we can provide every time, every day.**

When you ask about top auctioneers, people that come to my mind are guys like the **Raffan Brothers**, Don and Peter from Armstrong, BC. **Danny Skeels** of Rimby, AB. And **Mike Fleury** at SLS Saskatoon, Sask. These are auctioneers **who not only are fine bid callers and champions** but more importantly, **they regularly give back to their industry** as well by helping **young auctioneers** develop their skills. To me, **that says the industry is growing and healthy.**

I love being an auctioneer. I love it when a stranger asks me what I do for a living. You would think that after 44 years this would begin to fade but it isn't. I guess there is a few more years left in me.

I like the saying, "Men would live a lot longer if they didn't spend the first half of their lives doing things to shorten the second half."

His Thoughts on "Success"

– You don't chase success, stay at home and it will come to you.

A Little History

The "old school" was a terminology the pioneer auctioneers and cattle dealers maintained as it represented "Respect" within the cattle buying and selling profession.

Thank you

I wish to thank Lee Gunderson of Alberta Beef Magazine who supplied pictures and other material which we could use or refer to in doing our profile on Ross Annett.

Lastly, I would extend my gratitude and appreciation that I received from Ross Annett in preparing his profile along with his immense knowledge that he shared in respects to the cattle and auction profession. **Another story, another friend, LIFE IS GOOD.**



Ross with Harvey Bourassa, one of his mentors at Fort McLeod Auction



Ross with Garry Klassens, Owner of Top Hat Livestock from Nanton, AB who had the knowledge to buy any and all livestock.



Annett with ranchers Alice and Willie Bell of Brooks taking in the Bow Slope 75th Anniversary Sale in 2015.



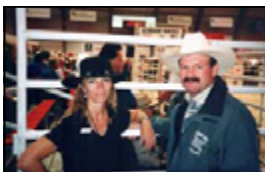
"THE OLD CREW" from Fort McLeod Auction get together to celebrate Harvey Bourassa's 85th Birthday at the KF Hall in 2014 L/R Bob Dyck, Ross Annett, Harvey Bourassa, George Bourassa and Harvey Donahue



The late B.W. Murray of Murray Ranch, (a large cattle operation in the Brooks area) with Don Wilfer and Annett at Old Bow Slope sale.



The late Leonard Friessen prominent cattle buyer having a get together at the 1994 Calgary Stampede.



Ross Annett and Tamie Eastman at 2003 Calgary Stampede Auctioneer Competition.



ANNETT AUCTION CENTER

“A variety of inventory to by sold, wall plaques with humour and more” SUPER CLEAN AND WELL DISPLAYED. The operation is staffed by three ladies who each perform certain duties in running a successful auction business. They are Ella Endersby, Gail Volek and Paulette Anderson.



Annett Auction Center Sign



Ross Annett, Owner, Auctioneer, Member of AA of Alberta for 44 years



Ella Endersby, Auction Set-up "Jack of all Trades"



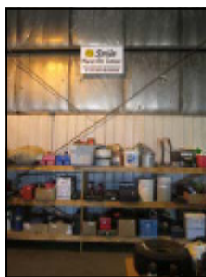
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A Little This....A Little That.. For Christmas and New Years



Dear Santa

My wish for next year is a BIG FAT BANK account and a THIN BODY. Please do not MIX THESE TWO UP LIKE YOU DID LAST YEAR!

Set a goal that is big enough so that in the process of achieving it, you will become, someone worth becoming!!

A NEW YEAR'S RESOLUTION - JUST FOR TODAY

by Kathy Mitchell & Marcy Sugar

Just for today, I will live through the next 12 hours and not tackle my entire life's problems at once.

Just for today, I will improve my mind. I will learn something useful. I will read something that requires effort, thought and concentration.

Just for today, I will be agreeable, I will look my best, I will speak in a well-modulated voice and I will be courteous and considerate.

Just for today, I will not find fault with friend, relative or college, I will not try to change or improve anyone but myself.

Just for today, I will have a program, I might not follow it exactly, but I will have it. I will save myself from two enemies – hurry and indecision.

Just for today, I will exercise my character in three ways. I will do a good turn and keep it a secret. If anyone finds out, it won't count.

Just for today, I will do two things I don't want to do, just for the discipline.

Just for today, I will be unafraid. Especially I will be unafraid to enjoy what is beautiful and believe that as I give to the world, the world will give to me.



To all the good people in my life (many of whom are reading this now) who add hope, joy, laughter and inspiration in my world, I send you my gratitude and love wishing you sweet dreams and peaceful nights...

JOHN HENRY CHARLTON

Brooks, AB



John Charlton - conducted over 95 Ducks Unlimited Charity Auctions which raised over million \$\$

“The Charlton Family served the Cattle Industry in Southern Alberta for over 60 years.” 2017 – AA of Alberta – 60 year Pin “John Charlton”

Doing profiles and interviews with scores of auctioneers has been an inspiration to my outlook and lifestyle. Their **tales of their success and struggles** have given me the opinion that **the auctioneer families have been a very strong influence within their locality**. Their contributions to the community and numerous charities have assisted families and service clubs that are consistently doing local projects.

John followed in the footsteps of his father, **Hank Charlton**, who in 1946 opened Charlton's Auction Yard at Brooks, and then expanded his services to Empress and Vauxhall. In 2001, their auction market in **Brooks was sold to Bow Slope Shipping**.

During these years Johnny had established his own farm auction business which serviced his clients in Alberta and B.C. In 2011, Charlton sold his business to Jeff Van Wert of Tilley who he had mentored when Jeff started his career in auctioneering.



John Charlton wins 1980 Canadian Auctioneer Championship

Now let's get into the career of Johnny Charlton – Auctioneer. As a young teen he worked at his father's sale yard doing **vast chores** which **included practice selling for 4 years** before he went to **Reisch College of Auctioneering in Mason City, Iowa and graduated in 1957**. At the age of 16 he was **the youngest auctioneer in Alberta**.

He was taught and influenced immensely by his Dad, a pioneer auctioneer, who laid down a series of Do's to be successful. **The top “do” was, “You can't be successful without hard work.”** Auctioneering became a lifestyle and John realized that he had to **hustle, take chances** and **count** on that things would work out.

His career flourished and at an early age was a seasoned **“Pro”**. Charlton sold livestock for numerous auction market owners in Southern Alberta and continued to help his Dad at the Brook's operation. **He lived and breathed the auction business** and during this time he had his own farm auction – Charlton's Auction Service.

The **keen to participate in Auctioneer Championship Competitions** was prompted by Herb Christie who encouraged him to be with the best and shoot for the World Championship. Charlton had **worked his butt off to perfect his auctioneer skills – HE WAS READY**.



John Charlton - 1979 placed 2nd at the New Canadian Auctioneer Championship; during Round Up 79 in Calgary. Johnny was presented with the \$1000 award and banner by Stampede Agriculture Director Harold Thornton.

In 1977, he entered the World Livestock Auctioneer Championship and was crowned the “**World Reserve Grand Champion**”. His goal of being with the “**Best**” was achieved. In 1979, a new Canadian Auctioneer Championship competition was held in Calgary where he placed “**SECOND**”. In 1980, he entered again and **WON** the Canadian Championship.

“**My family was always involved** in the auction business. My **first wife Bea** assisted in farm auctions and was **office manager at the auction market**. My **girls Deb, Carrie and Shelley** along with my **son Jeff** participated in many ways over the years in the successful operation of **Charlton Auction Services**. We pretty much lived and breathed the auction life. Most recently my wife **Denise**, supported me in the farm auction business until I sold it in 2011.”

Johnny did take time to pursue other activities and was an **accomplished baseball player** and an **excellent shot at the Brook’s Gun Club**. Baseball attracted a large gathering and there were numerous teams throughout Alberta. The **Brook’s Intermediate “B” Team** won the provincial title and several baseball tournaments while Charlton excelled as an **outfielder and pitcher**.



John Charlton with Manager, Mike Fry, accepting the trophy for the Intermediate “B” Alberta Baseball Championship won by Brooks during his career.

Throughout his career he worked with **scores of auctioneers** and he took the time to mentor a few including **Hubie Kellen, Dave Goodheart, Gordie Cameron, Jeff Van Wert and Cliff Pahl**. Pahl had a tape of Charlton auctioneering and at the age of 12 would practice his bid calling as he did chores.

When asked if Charlton would do it again and be in the auction profession, his reply was – “**Darn right I would!** I got to meet a lot of different kinds of folks, made some great friends and loved what I did. **I got to carry on the business for 5 generations...doesn’t get much better than that, does it?”**

Hats off to a fine gentleman and a Great Auctioneer, who has been and still is a most admired businessman in the auction profession.

Another story, another friend...LIFE IS GOOD.

Thank you to **Jay Bartsch**, and **Lee Gunderson** who provided material and pictures which were used for this profile

***Friendship isn’t about who you’ve known the longest.
It’s about who come...stayed by your side, and never
left you when you needed someone the most!!***

***THE WORLD IS FULL OF GOOD PEOPLE.
IF YOU CAN’T FIND ONE...BE ONE!***

***A Most Dedicated Auctioneer
that gave of his unselfish volunteering of time and talent to
countless charities throughout Southern Alberta.***

- Over 95 Ducks Unlimited charity dinner auctions
- Over a million dollars raised to fund wetland conservation projects
- Volunteered his talents to Gun and Golf Club Calcutta auctions
- Events announcer at hockey, baseball and rodeos in Southern Alberta
- Active member at the Brooks Gun Club and an excellent shot
- Raised thousands of dollars to support the Club's youth program
- His son Jeff became an outstanding youth and adult shooter in Alberta
- In 1990, received the Brooks Chamber of Commerce "Citizen of the Year" award for his time and talent in supporting community and charitable organizations throughout the surrounding area



Charlton with loyal customers



Johnny & Bea Charlton



Charlton doing what he loves...He's hit the hammer thousands of times!

Charlton Shares His Views, Memories and Success

Auctioneering became a lifestyle – my Dad taught me the most about knowing good cattle, good marketing and good management.

I've worked some very big sales where we put in 20 hour days and made some folks a lot of money.

Two sales that I recollect were the Henry Dahl at Duchess with my Dad and a two-day Wells Ranching Company sale at Scandia, AB. I've put in hundreds of thousands of kilometers travelling to either look at or sell cattle or farm equipment.

I can't recall ever having a bad sale – there were sales you had to work hard to make a buck but it just meant we had to push HARD. One of the funniest sales was for the Sherriff in Brooks to sell over 5000 pairs of shoes. The highest bidder was Mae Dangel from Grindrod, BC. I was contacted by Dangel to resell them over again in Grindrod – that was quite a sale – one I will never forget.

My efforts as an auctioneer have always received support from my clients. I believe that along the way, you always get what you give; so, if you give 100% you will always get it back in the end. Folks have trusted me with their most prized possessions and in return, I tried to get them the best prices. It's always been a win/win for me. I've made many close friends in this business.

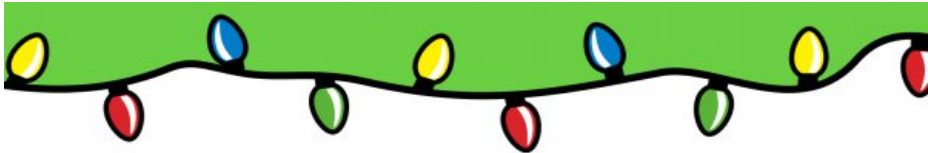


CHRISTMAS LIST

I have a list of folks I know all written in a book,
And every year at Christmas time I go and take a look.
And that is when I realize that these names are a part -
Not of the book they're written in — but of my very heart.
For each name stands for someone who has crossed my path sometime,
And in that meeting they've become the Rhythm of the Rhyme.
And while it sounds fantastic for me to make this claim,
I really feel I am composed of each remembered name.
And while you may not be aware of any special link,
Just meeting you has shaped my life more than you can think.
For once you've met somebody the years cannot erase
The memories of a pleasant word or of a friendly face.
So never think my Christmas greeting is just a mere routine
Of names upon a Christmas list forgotten in between.
For when I send a Christmas greeting that is addressed to you,
Its because you're on that list of folks I am indebted to.
For I am but a total of the many folks I've met,
And you are one of those I prefer not to forget.
And whether I have known you for many days or few,
In some way you had a part in shaping things I do.
And every year when Christmas comes, I realize anew,
The biggest gift life can give is meeting folks like you.
And may the Spirit of Christmas that forever and ever endures,
Leave its richest blessings in the heart of you and yours.

...anonymous





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*Merry Christmas
& Happy New Year*



*“Peace on earth will come to stay,
when we live Christmas every day.”*

— Helen Steiner Rice



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

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