

VOLUME 82

NUMBER 2

JUNE 2016

The Alberta AUCTIONEER

Going Once
Going Twice
SOLD!

**IN THIS
ISSUE:**

2017 Convention
Internet Bidding
With Deepest Sympathy
"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.

Auctioneers' Association of Alberta



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Message from the President



After a dry to start to the spring we have had some good rains over the last month and things are greening up nicely.

Our thoughts are with the residents of Ft. McMurray as they have a long road ahead of them to rebuild their community.

Thanks to those that replied to the letter regarding Statutory Declarations. After reviewing the feedback and speaking with Service Alberta it was decided that best course of action at this time would be to make it possible for Stat Dec's to be submitted electronically. We still need some clarification around what "submitted electronically" means and we will keep you posted.

Our Education Committee, led by Cody Hayes has done a lot of work in updating the 101 and 201 courses as well as looking

at other educational options for members. Thanks to Cody and Tyler Ruttan for all their work on education.

Things are relatively quiet with AMVIC at the current time. The main issue we are dealing with is the ability of automobile wholesalers to be able to sell by public auction.

It has been a very busy spring for auction businesses throughout the province. On the commercial and industrial side prices have been holding up well so far with continued interest from U.S. and other foreign buyers. The farm auction and consignment business has been steady with well maintained, clean equipment selling well.

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.

Have a great summer everyone!

John Arnold, President
Auctioneers' Association of Alberta



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2016 Executive

Term Expires:

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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	
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	Cody Hayes, Strathmore.	(403) 669-1109	2017
	Bill Henke, Langley, B.C.	(604) 888-9536	
	Dave Johnson, Innisfail	(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:

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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		

Internet Auctions

I get asked frequently if Internet auctions are governed under Alberta's Public Auctions Regulation under the Fair Trading Act. Goods sold at Internet auctions are not covered by the Public Auctions Regulation

There were at least four points that make online auctions outside of the scope of the Public Auctions Regulation:

- A public auction must include an assembly of members of the public in one location, all in each other's presence.
- The auctioneer applies his or her skills in an atmosphere where the buyers are stimulated by the fever of the moment and of the urgency of having the final bid in before the auctioneer's hammer falls concluding the sale.
- The physical removal of the goods bought by buyers upon full payments of bid price or other arrangements, as an integral part of conduction and concluding the auction.
- The ability of the public attending the sale to verify during the bidding who else is bidding, that a contrary bid was actually made, the psychological state of the opposing bidder and so

on (which you would not see in an electronic setup).

The regulation came into effect in 1999 and since that time the reality is that technology has overtaken the law by significant strides. However, there are many difficulties associated with Government trying to regulate or police auctions over the Internet, especially when they are based outside of Canada. We have consulted with our colleagues in other jurisdictions in Canada. Most don't even regulate public auctions, let alone those conducted over the Internet.

There are protections for Alberta consumers who purchase goods or services over the Internet. The Internet Sales Contract Regulation applies to residents of Alberta or to people purchasing goods or services from Alberta businesses that sell online. Only goods or services that are bought or sold for personal, family or household use and have a value of more than \$50 are affected by this regulation.

More information on this regulation can be found at: http://www.servicealberta.ca/pdf/tipsheets/Internet_shopping.pdf

Scott Hood

Director of Fair Trading (as delegated)

Service Alberta

Last cattle sale at Valley Auctions

It is a sad day for both the LMAC and the marketing sector to see another cattle auction market close. Jim Raffan was a pioneer and a leader in the livestock marketing business. He was one of the first members of the LMAC board of directors. His sons Donald and Peter

have carried on the business and are very respected across Canada for their contributions and professionalism in the cattle industry.

Rick R. Wright

Executive Secretary

Livestock Markets Assoc. of Canada

End of an era for north Okanagan auction



Valley Auction held its last cattle sale at the Spallumcheen auction house on Thursday.

SPALLUMCHEEN – After more than five decades of selling livestock in the north Okanagan, Valley Auction held its last cattle sale at the Spallumcheen auction house on Thursday.

Valley Auction made the choice to end cattle sales because their business has been dwindling along with the number of cattle in the Okanagan.

Thursday's final sale was a family affair. Just days after graduating from an auctioneering course, Brody Raffan, 27, was behind the microphone as a seller at the auction for the first time.

His family has owned Valley Auction in Spallumcheen since 1963.

Brody is launching his auction career just as his family closes the doors on a big part of their business at their north Okanagan auction house.

"It was a tough decision to make," auction co-owner Peter Raffan told the crowd at Valley Auction before announcing Thursday's cattle sale would be their last.

Co-owner Don Raffan says they made the decision for business reasons. He ties the end of the cattle auction to mad cow disease.

"It pretty well wiped out a lot of the small producers that were our backbone of our business. They quit. We lost probably three-quarters of the business that we used to have before that," said Don Raffan.

The end of cattle sales at Valley Auction the end of an era for the Raffan and also their long time customers.

"It is a sad day for the community because this is a community industry and a community business," said Mark Canart who has been buying cattle at the auction for three decades. "It is a sign of the times and the changing industry."

The buyers will head to other auctions in places like Vanderhoof, Williams Lake and Kamloops.

"It is a lot nicer to drive five minutes to a sale than it is to drive five hours so it will certainly change that dynamic and all the cattle are going to have to be hauled further," said local feedlot operator Mike Nikolaisen.

Valley Auction is expected to continue to hold other types of sales at their north Okanagan location.

Megan Turcato, Reporter, Global News



Just days after graduating from an auctioneering course, Brody Raffan, 27, was behind the microphone as a seller at the auction for the first time.

History of Couey Auction

Eldon and Kathleen Couey started Couey Auction Service in the spring of 1961 after Eldon completed his course in Billings, Montana. Eldon was proud to sell with and learn from mentors/ characters in the business like J. Allan Bar U Baker. He sold... primarily selling household and farm auctions.

The early year saw auctioneers Bruce Flewelling and Frank Noble selling with Eldon. In 1978 Eldon and Kathleen's son Wally joined the company after completing the Auctioneers course in Lacombe, Alberta. Family friend Dave Smith joined the Company in 1987 after taking the course in Billings, Montana. Dave & Wally continue to sell along with Eldon.

The family continued to join the company in many capacities: Kathleen cashiered until she was 75, when daughter Pat took over. Son in law Len, daughter Cathy and the grandsons all assist in the ring and good family friend Sharon keeping everyone on track with the clerking. Eldon is very proud of this family business.

In 2006 our company took the plunge into the world of technology and introduced a

computer system. It was quite a learning curve for everyone, in particular those not so computer savvy or ready to give up the paper and pen ways. But in the end it is a very efficient way to manage our sales.

Couey Auction has supported/participated in countless charity auctions in the Foothills since its inception raising hundreds of thousands of dollars for many non-profits and individuals in need of a helping hand. If there is one thing that Eldon ensured his family learned was that it is important to give back to the community you live in.

There are many laughs at a Couey Auction sale between staff and customers, we are proud to know many of our customers and see them attend sales on a regular basis.

Eldon was honored to receive his 50 year pin at the Alberta Auctioneers Convention in 2011. Eldon continues to say that he has handed things over to the boys but there is rarely a sale he does not attend and grab the mike at some point, he still helps list the sales and oversees the advertising. He looks forward to celebrating another milestone and keeping active so that he can receive his 55 year pin.



(L) Wally Couey, Eldon Couey and Dave Smith



Vulcan, Alta - April 16, 2016 - Founder of Couey Auctions Ltd, Eldon Couey, 85, who started the company in 1961 with his wife Kathleen. takes in the activity during an auction at Jake Den Tuinder's farm near Vulcan, Alta. (Mike Sturk photo)

Please review these two sections of the Public Auctions Regulations:

Bidding by consignor

10 (1) In this section, “agent of the consignor” does not include an auction sales business, or an employee or agent of the business, that is holding a sale by public auction of a consignor’s goods.

(2) No auctioneer who is conducting the bidding at a sale by public auction may accept a bid on goods from a consignor of the goods or an agent of the consignor if the auctioneer knows or should know that the bidder is the consignor or the agent of the consignor.

(3) Every auction sales business must ensure that its auctioneers comply with this section.

Reserve bids

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

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

(a) ensure that the auctioneer indicates immediately before the start of the auction that some or all, as the case may be, of the goods to be sold are subject to a reserve bid, and

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

Any questions, feel free to call me. — Lorraine

**NO CONSIGNOR OR
THEIR AGENT MAY BID
ON THEIR OWN ITEMS
AT AN AUCTION SALE
WHETHER IT IS RESERVED OR UNRESERVED**



Fair Trading Act Regulation



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**

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

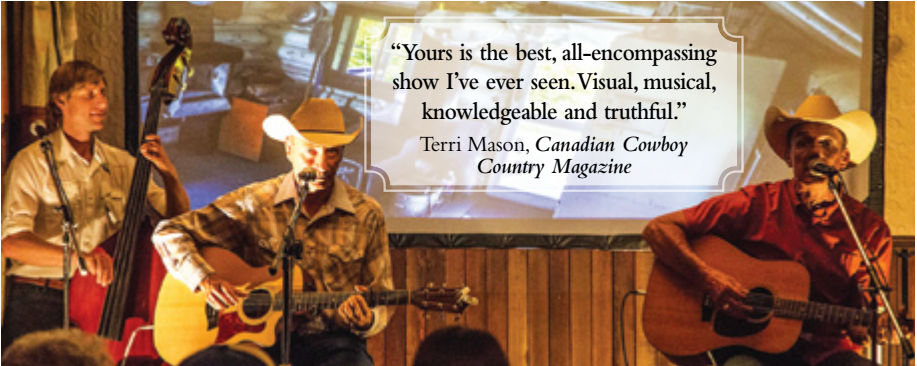
- 7:00 AM – 8:45 AM *Breakfast*
8:45 AM – 9:00 AM **President's Announcements for the Day**
9:00 AM – 10:30 AM **Sam "The Hitman" Grasso – Texas - Ringman Course**
10:30 AM – 10:45 AM *Coffee Break*
10:45 AM – 12:00 PM **Sam "The Hitman" Grasso – Texas - Ringman Course**
12 Noon *Lunch Break*
1:00 PM – 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

Entertainment



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Terri Mason, *Canadian Cowboy Country Magazine*

The Wardens

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The Wardens are: Scott Ward, Bradley Bischoff & Ray Schmidt

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The BossHoss Band

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.

BossHoss has had standing annual gigs including being the main band for the Doggie Do rodeo in Calgary which typically draws crowds of 2500+ people.

With Deepest Sympathy ❁



Kenneth (Ken) KNIGHT

October 18, 1940 -
March 9, 2016

Ken completed his
journey through life on

Wednesday, March 9, 2016. He was born in Stettler, Alberta to Thomas and Jean Knight, but had lived in Winnipeg for most of his adult life.

Ken lived a very colourful and flamboyant life. He was predeceased by his long-time partner Claire Murphy (2016) and his parrot Peppi.

He leaves behind his two children: Cheryl (Michael) and Ian (Janet); stepchildren: Don, Dale (1988), Doug and Raymond; grandchildren: Desiree, Brittney, Alicia, Spencer and numerous stepgrandchildren and family. Ken was previously married to Kathy Jorgenson (1973 to 1992) and Marilyn Hadlow (1963 to 1969), both who passed away before him. He was predeceased by his father Tom Knight in 2005 and his mother Jean Knight in 2008.

Ken was larger than life, from his red sports jacket, to the trademark Stetson and boots. He will be missed by his many friends in the Auction Community. Ken spent his life on the center stage and was 1987 All Around World Auctioneering Champion. He affected many people's lives, especially his life-long friend Bob Stanbury. His auction business and lifestyle crossed paths with too many good friends to mention.

A Celebration of Life was held at the Alix Community Hall on Saturday, June 11, 2016. Donations may be made to the Heart and Stroke Foundation or Canadian Diabetes.



Andy NOWOSAD passed away on March 30, 2016 from complications from his stroke. His daughter, Kristin, said he was so excited about getting back in auctions.

Andy came and took our course *Alberta Auctions 101 & 201* at the last convention so he would be ready to start his auctions.



George A. YATES

On May 29, 2016 Mr. George A. Yates of Sherwood Park, Alberta passed away suddenly at the age of 66.

He is survived by his wife Shirley Yates; son David Yates; daughters Angela Yates and Jennifer Yates; and his mother, Helena Yates.

He will be remembered by his four grandchildren Alecia Butzelaar, Ben Butzelaar, Audrey Smith, and Marlowe Smith; his three brothers Tony Yates, Robert Yates, and Art Yates; and two sisters Cathy Johnson and Caroline Johnston. He was predeceased by his father Arthur Yates.

A Memorial Service was held on June 8, 2016 at Park Place Funeral Home.

Auction

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AUCTIONEERS ASSOCIATION OF ALBERTA

HERE, THERE & EVERYWHERE ...with Wild Bill

Spring has gone and summer is once again the Season for farmers to complete their seeding and get on with haying so that the cattle will have a winter supply.

But No! Oh No! – The early spring heat and wind have once again started a disastrous fire season in Western Canada.

The major area originally targeted was Fort McMurray, AB which suffered loss of thousands of homes and numerous businesses. What a shame and what a surprise to those **thousands of inhabitants who were forced to flee with only their personal effects.**

Fortunately the call for assistance was provided by thousands of residents and businesses throughout Canada and also foreign countries. This was and is gratefully received, however much more has to be undertaken.

I am sure fellow auctioneers in Western Canada will play an important role in doing charities, food and clothing donations, and working along with service clubs, businesses, farmers, church and other organizations. The Red Cross (as always) has been instrumental in organizing national relief funds for the needy.

When disaster like this that affects over 80,000 people it is imperative that we as Canadians do not hesitate in our efforts to assist these unfortunate residents – **Make a donation, and whatever it is it will be greatly appreciated.**

Today I'm donating \$100.00 to the Canadian Red Cross – Fort McMurray Fund, and if possible send what you can, if you can.

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



When the sun shines, Wild Bill takes his "Lady Claire" for a wheelchair ride to Fort Langley. She enjoys a treat of fruits, popcorn & nuts.

- LARRY GRAHAM -

AA of Alberta Distinguished Service Award 2016



Larry Graham - "A very deserving acknowledgement of many years in assisting and contributing to maintain a vibrant AA of Alberta organization."

With the support of his wife Linda, and a depressed real estate market that penetrated the economy in the 1980's Graham made a decision to become an auctioneer.

Larry had a yen for auctions and from the age of 10 he worked at auction sales and he became very involved in observing the many chores that had to be done prior to the day of the auction.

So in 1982 and at the age of 35 he enrolled at the Western College of Auctioneering at Billing, Montana. Larry quickly liked the vast knowledge that the Western College prepared **for the class of 45 and was selected the 1982 Class President.**

If there was an ingredient that Graham lacked in his pursuit of becoming a success, it was definitely not in Larry and Linda's plans. The auction industry did not hire **inexperienced auctioneers so he started his own company and then could hire experienced help.**

In 1995, Graham Auctions commenced business on a 7 acre site and relocated to a 31 acre fenced and secured yard. **Graham Auctions have become one of the largest and diverse independent auction firms** in Western Canada and attracts a **large following of buyers from the USA.**

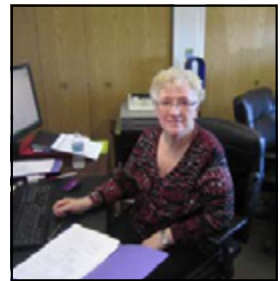
Graham Auctions worked very long days to be successful and strived to be "number one in the industry". **Their firm was the first 2-day a week auction (one being an evening sale.)**

The wheels for success were in place and very soon their reputation of providing their consignors and buyers with a variety of inventory that attracted hundreds at their auction. Every auction has a plan and their staff are qualified in providing quality service.

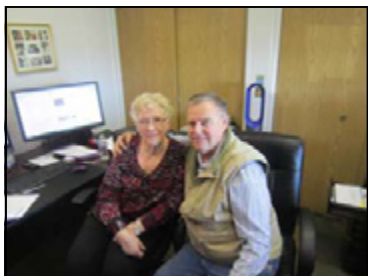
In sharing his knowledge **Graham possesses a high level of confidence.** This is our job and our living and we love it. **He has no time to think negatively.**

Graham has had many many sales that at the time were a highlight. Larry does rate the **Oil and Gas Well Auction, which topped over \$20,000,000.00 as one to remember. He cannot recall a "worst sale".**

His talents are much diversified as he also conducted a successful auction school for over 10 years. **He trained over 400 auctioneers and he empathized that each of them had something unique to offer the industry.**



Linda Graham - Office Manager



Linda & Larry Graham - owners

It's a wonderful industry and his advice to **new auctioneers is work hard, treat staff and customers well and with respect.**

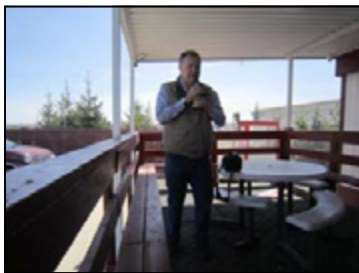
Graham auctions do charity auctions every week and have never charged to do these auctions. **Now that "Deserves A Big Thank You".**

It was a most informative and pleasurable experience as I did this story

over a few interviews.

His love of the auction industry that he so dearly embraces is very evident. Larry stated he didn't go to auction school **until he was 35 years old.** Knowing what I know now, I would have **loved to start when I was 20 and enjoyed another 15 years in the industry.**

Hats off to a Great Auctioneer, Gentleman, Family Man, Business Man, and from all of us in the AA of Alberta Auction Family "YOU'RE A CLASS ACT"



Larry doing a "warm up" before he hits the "Hammer!"

A little of this....a little of that!

The Gift

Bennet Cerf relates this touching story about a bus that was bumping along a back road in the South.

In one seat a wispy old man sat holding a bunch of fresh flowers. Across the aisle was a young girl whose eyes came back again and again to the man's flowers. The time came for the old man to get off. Impulsively he thrust the flowers into the girl's lap. "I can see you love the flowers" he explained, "and I think my wife would like for you to have them. I'll tell her I gave them to you." The girl accepted the flowers, then watched the old man get **off the bus and walk through the gate of a small cemetery.**

The Magic of Believing

I'm not old enough to play baseball or football. I'm not eight yet. My mom told me when you start baseball, you **aren't going to be able to run that fast because you had an operation.** I told Mom I **wouldn't need to run that fast. When I play baseball, I'll just hit them out of the park. Then I'll be able to walk.** - Edward J. McGrath Jr. "An Exceptional View of Life"

"Men always want to be a woman's first love...Women like to be a man's last romance"

- Oscar Wilde

- SCOTT HOOD -

Stature Administrator - Consumer Programs: SERVICE ALBERTA



Scott Hood

Scott Hood has been part of the AA of Alberta family when the Fair Trading Act was enacted in 1999.

Hood commenced his career with the Alberta Government in 1989. Scott possessed the personality and work ethic which was a major decision in having Scott involved with overseeing the FAIR TRADING ACT in September 1999.

This Act replaced various previous Acts which included Charitable Fund Raising Act, Franchises Act, Public Auctions Act and others.

His office throughout the years has handled a number of complaints which were lodged by consumers that dealt with auctioneers and auction firms. **Hood stated that very few were from members of the AA of Alberta.** Scott noted the AA of Alberta would handle grievances a consumer would have in dealing with their membership and didn't require his involvement. Non-members were responsible for most of the complaints.

Hood had attended many of the AA of Alberta Conventions where he has conducted seminars and also has been a judge at the Canadian Auctioneers Championship.

At times throughout his career his department dealt with situations that required decisions which at the time were not always popular with the various agencies his department oversaw.

Scott was born and raised in Edmonton and he purchased his parents' home where he presently resides.

Hood graduated from the Northern Alberta Institute of Technology where he majored in Finance and Accounting.

Scott has been an **aviation enthusiast and at 16 obtained his Glider License and at 17 he had his Private Pilot's License.** Hood enjoys and participates at a social level with tennis and golf.



*"There's a lot of love." Scott with
Carling & Connor*

Hood married the love of his life Twila on December 28, 1989. They became the proud parents of Carling and Connor who presently reside with their father Scott.

In 1998 his wife Twila passed away suddenly from an asthma attack. Scott took on the **role of a single parent and raised his son and daughter who were aged 2 and 3 at the time of their mothers passing.** To this date Hood has never relented in his role as a parent and experiences the joy of the love and admiration his family. Carling, Connor and Scott endured throughout their upbringing.



Connor with father Scott,

Hood is very thankful that his career has been most rewarding and his role as Statute Administrator Consumer Programs for Service Alberta has been a success.

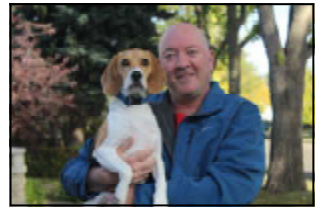
His inspiration, or who inspired Scott, was his family Connor and Carling. We applaud his life and the way he has achieved the happiness he so dearly deserves.

Past President, **Ron Sekura has worked with Scott** in resolving AA of Alberta issues for 17 years. Sekura stated, "But when the time or opportunity arises.... **We are very lucky to have somebody like Scott Hood to talk with Converse with Deal with Negotiate with**"

"He is very confident in his job and, although as business people of Alberta we may not always agree, **we can always be assured we are dealing with a fair person...**" **Scott Hood.**

"**He's always been professional – up front – helpful.**"

Members have expressed satisfaction on the way the "Fair Trading Act" has been administered.



"A man's Best Friend", Bently with Master Scott

Stories from the late Bill Rand

I was selling one time and a rancher friend was standing in front of the ring. He had a tiny little blue gray dog in the front of his heavy coat and all you could see was the dogs head. The fellows name was Harold Cripps, so I said, "Cripps, what the heck have you got there?". He said, "Bill, this I'll have you know is my bear dog." Of course everybody laughed, so he said, "wait a minute, this is the best bear dog in Prince George!" Harold had a ranch on the road from Quesnel to Prince George, so when I finished my turn and Bud took over, he said to come here.

So he told me the story about his bear dog. He said he was swathing hay and wherever he was, the dog would be too, so he kept the dog in the truck. This day he was at the far end of the field and it had started to rain. He had left the swather and gone home. After a day or so, it was dry enough to swath so he and the dog drove down to the swather and they got out of the truck and walked over a knoll to where the swather was and there was a black bear close to the swather. **When the dog saw the bear,** he said, "Bill, you never seen anything like it, **that son of a gun took off and I yelled for him to get back but he headed for the bear** and I'll tell you he gave that bear the **damnedest lick**en you ever did see!"

He went right under the bear and bit the hell out of his legs, the bear had no chance and boy he took off for the bush. And **that fool dog chased him into the bush for a hundred yards.** I said, "**Cripps, do I look stupid or something?**" and he said, "**I don't give a dam how you look,** I tell you **he's my bear dog!**" Now I tell you, **who am I not to believe the man?**

DISPERSAL OF LOGGING EQUIPMENT, TRUCKS AND OTHER INVENTORY At BG HEAVY AUCTION, Parksville, BC

In late January of 2016 I received a call from Geoff Brown who was in the process of dispersing all the logging inventory that his family had acquired. Geoff and his father were active in the logging industry on Vancouver Island for a number of decades.

Geoff's intention originally was to sell all the inventory to the local firms on Vancouver Island. **It wasn't an easy solution as he soon realized that to liquidate the assets of the company was more time consuming than he expected.**



87 JD 850 Dozer

Brown had attended many auctions and he thought that the inventory his firm had would be sufficient in attracting the local logging firms from Vancouver Island. He then created a brochure for doing a sale and proceeded to contact the majority of logging firms that would require equipment and possibly consign to his sale.



Owner Geoff Brown with office manager Dallas Noble at Auction site.

Geoff is very knowledgeable and highly respected in the logging industry on Vancouver Island. His next step was to secure an Auctioneer that could handle the sale of equipment on sale day.



96 JD 748E Grapple Skidder

I was excited about the opportunity to do his sale and proceeded to **Vancouver Island on two occasions** to establish a **repoire and assist in having the Auction conducted on a professional basis.** It also gave me the time to get more knowledge **as to the value of the inventory** I would be selling. Geoff gave me all of his expertise in establishing the values that could be attained on auction day. Brown wanted to attract outside bidders and **used the services of "Bid Spotter" who participated in the bidding on sale day.**

It wasn't a long sale and there wasn't a large number of bidders, but the ones who attended came with "money."

In **less than two hours**, and with the help of **former Canadian runner-up Champion Gordon Dyck**, our mission was accomplished. Our client didn't have to wait for **a year or more to sell his inventory** and that made him a **"Happy Camper"**.



Auctioneer Wild Bill Henke with Ringman Gordon Dyck go over the inventory on Preview Day.

Another auction experience which resulted in making new friends and proving the "auction method" is still Number One.

ELGAR PARAS - Peace River, AB

The intent to get started in the auction industry by many who accomplished success was not pre-planned or arranged.

Elgar owned a trucking business and in the **spring months “road bans” came into effect.** The “Spring Auction Season” began for auctioneers and Paras got on the Band Wagon to begin an auction career.



In the spring of **1982 Elgar Paras graduated from the Western Canadian School of Auctioneering in Lacombe, AB.** The same year he formed a partnership with auctioneer **Albert Dallaire** and started **Dallaire-Paras Auction Services.**

Paras had attended a few auctions and always enjoyed the “sales atmosphere”. At times he would say to himself:” **I think I would like to try that someday,**” and that day came in 1982.

Elgar possessed a high degree of confidence as an auctioneer which he attributed to **“as children we were always taught if you are going to do something, do it well and to the best of your ability”.**

The **biggest auction sale** we had was when we sold **101 quarters of land for the Alberta Government.** We also had some sales that were **tough sledding** and you just had to dig down deep and work harder for the seller.

So what constitutes a good sale? In my book it is **one where everything sells and the seller is satisfied with his return for goods sold.**

The sale I think was our **best sale was a sale for Dorthea Farms at Pigeon Lake.** It was a receivership sale conducted for the Royal Bank. Our **President John Arnold told me that he was working for RBC at the time,** and this is where we first met. This sale was the start of many good sales in the Calmar, Warburg area.

I can say from **my personal experience in the auction business** is that if you were **honest and respected others, listened and worked with buyers and sellers and worked hard at providing better service and innovation you were respected among your peers.**

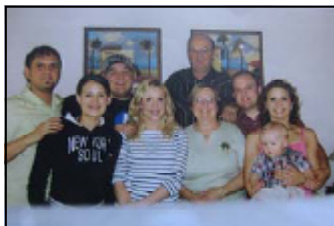
The **Auction business** is an **enthusiastic and high energy business.**

“Kick off your sale with energy”

WELCOME, GLAD YOU'RE HERE, it's going to be a **GREAT SALE!** You need to **create that atmosphere no matter what the sale,** Charity, big or small. **MAKE EVERY SALE YOUR BEST SALE.**



*It was held in 3 locations:
Fort Vermilion, Peace River & Falher.*



Paras Family - Florida bound 1/r Rod, Veronica, Douglas, Krista, Elgar & Fran, Jami & Lise with 1st grandchild Andrew.

My wife Fran did most of the clerking and was excellent at **catching bids close** to the truck. There were **many sales where people would only bid to her**. Fran and I also did the catering at most of our sales. On Saturdays or evening sales the **kids from both family's came along and helped out**.

TO ALL YOU UPSTARTS: Learn the business side, work for others, learn from others. Bid calling is important but is only about 10% of the actual business. **Practice your bid calling, but**

you don't need to be the fastest just the clearest. I have attended many sales and invariably hear the same comment, **where's he at, what's he asking for. Sadly these were not beginners.**

We always go to church Sunday morning. The rest of the day we do something as a family or try to rest and relax.

Paras has over the years excelled as a pilot and is qualified to fly six different planes. Elgar in 1975 **soloed at 13.8hr where most people are 20 plus hr. Elgar never lacks energy as he also excels in the "Sign Industry."**

As with most auctioneers my services were called upon for various fund raisers, minor hockey, figure skating, Ducks Unlimited, church auctions, pie auctions, and the list goes on.

People who inspired me in the auction business **are those who work hard to keep the auction business one of the best way to sell there is. People who are honest, sincere and treat others with respect.**

The auction business has been very good to me and my family. I have met many wonderful people, buyers, sellers and fellow auctioneers, many who I call friend.

Elgar recalls past memories of his auction family:

A funny story: At one of our conventions in Las Vegas, **Jack Daines volunteered** to take everyone downstairs and **teach them how to play craps. I didn't go but I heard he craped out!**

In 1996 I became President and Ron Sekura became Vice President, **I admire Ron's commitment to the association** in so many ways, **the same as Norm Moore.**

Then the **two pranksters Collin Spencer and Ron Victor**, board members Past Presidents and dedicated to the association.

Dave Sharp, if you asked to close my eyes and you said **the name Dave Sharp, the first thing that would come to mind are these words "Now hold on just a minute"**.

Wayne Orsten loyal behind the scene Guy (**I get err done**).

Don Montgomery appreciate his **dedication to details and the education program started for the association** and willingness to help out. I was asked

by a mutual friend did I know of someone who could be a horse wrangler at our Peace Country Pioneer Wilderness camp, my answer was yes, I promptly called Don and Bev and their answer was yes.

To the above you say good people, I say very good people.

Elgar and Fran represent the image that all auction families wish to achieve. Speaking with Elgar has enriched my personality and given me a new concept of enjoying your family and friends.

REMEMBERING FARM SALES



In my early years as a farm boy, I recall the many auctions I would attend with my father, the late Les Parsons, auctioneer out of Barrhead, AB was the main "bid caller" and his skills would generate much participation from the neighbouring famers.

It was a day that many farmers would attend and have the opportunity to have a visit with their farmer friends. A time for a hot dog or two, a fresh donut and some hot coffee.



The Spring and Summer were a busy time for auctioneers. The auctioneers would have to have a strong and powerful voice as P.A. Systems were a luxury to own.



Today's sales draws bidders from many regions as the inventory has a large variety of farm equipment that has a demand. The market value of equipment at a farm sale today ranges as low as \$100,000 and can go over \$800,000 plus. If the auctioneer gets the opportunity to sell acreage then it becomes a multi-million plus auction.



Bidders are always in search of a "GEM" that may have not been advertised or over looked prior to the auction.

In most cases the "Auction Sale" represents the assets of the farmer and in most instances is a big part of their "Retirement Income."

May all sales be successful this year. The "Smile" that penetrates from your customer indicates that it was a "super sale." Let's hope all you auctioneers receive a lot of "smiles this year."

Farm Dispersal Sale of Vintage Tractors, Fly Wheels, JD Power Units and a variety of Horse drawn farm equipment. Auctioneer Delton Wolff of Dapp, AP conducted the sale and it drew buyers from all areas of Alberta.

STOP 'N' SHOP - Enderby, BC



Take time on your BC Holiday to enjoy the progressive efforts that the “Splatshin” Native Band of Enderby, BC have accomplished in their community.



Quilakwa Center

Over the past few years (or more) the planning and

development of projects such as Stop N' Shop and the Quilakwa Center have brought much economic benefits to their Band and surrounding community. The various opportunities of employment have ignited a spark in their Band.



A Great Stop on your BC Holiday

The two structures which encompass the Band property are “Stop N' Shop” with the Tim Horton's and Esso franchise's and the “Quilakwa Centre” which hosts the various functions of the “Splatshin Band”.



Stop 'n Shop, Enderby, BC

The “Quilakwa Centre” is open to having various other events such as weddings, community functions, and live entertainment. **The premises can accommodate conventions and public seminars to a capacity of 2000 people.**

Peter Sperlich and his crew from Enderby, BC were the Log Home Builders for both structures. The log style post and beam will leave a **legacy landmark and will be admired for generations to come.**

The interior also reflects the culture of the Splatshin Band with its Native carvings and art which are a highlight for all to enjoy.

GM Les Skaalid stated the Splatshin Development Corporation are involved in a variety of investments throughout their region which will stimulate the economy.

Their enthusiasm in their various projects is setting a benchmark that the Splatshin Native Band will be enjoying their efforts for years to come.

SO STOP THE CAR and treat yourself and family to a superb break. This visit could well be a time that your knowledge will be enlarged as you speak with the local Band members.



Totem poles custom carved by local First Nations

Remember Highway 7A – Enderby, BC. A must on your next BC visit.



Wishing you all a wonderful Father's Day!

I received a Happy Father's Day message from my daughter Sheryl!

To My Dad:

Who always sees the positives in the negatives,
Who always sees the silver lining.
Who always sees the sunshine when it's pouring rain
Your optimism is one of your greatest gifts.
Thank you for the gift of being you.

All my love, Sheryl

To all Dad's – It's so refreshing to have family express their admiration of Dad's on Father's Day!



A Belated Mother's Day thought!

All that I am
Or Hope to be
I owe to my Angel
"MOTHER"
- Abraham Lincoln

A time to share the strength of "Faith is." It's a great guideline for success & Happiness

Faith is...

Faith is risking what is for what is yet to be.

It is taking small steps knowing they lead to bigger ones.

Faith is holding on when you want to let go.

Faith is letting go when you want to hold on.

Faith is saying yes when everything else says no.

It is believing all things are possible in the midst of impossibilities.

Faith is looking beyond what is and trusting what will be.

It is the presence of light in darkness, the presence of God in all.

WANTED

ALIVE – 130,000 pesos

Ring Leader for El Chapo, frequently visits drinking facilities with undesirables



BELIEVED TO HAVE FLED TO ALBERTA!!

A little of more this....a little more of that!

Just completed a great Alberta and BC trip where I had the privilege of meeting a fantastic group of auctioneers and their families.

They all had a story to tell and their tales and their careers will be featured in the next three editions of the "Alberta Auctioneer" commencing in September.

I attended the AA of Alberta Director's meeting in Red Deer on June 6th, 2016. It had a jam packed agenda and much was accomplished after some serious deliberation.

I would like to express my thoughts in respects to the AA of Alberta. To all the members of your association, I must applaud the dedication of all the directors.

To be present at the meeting was an eye opener that the future of the AA of Alberta is in good hands. On Tuesday, June 7th, was the start of a whirlwind trip that would last six days and meet some veteran auctioneers and their families covering parts of Southern Alberta and BC.

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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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