

VOLUME 84

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MAY 2018

The Alberta AUCTIONEER

Going Once
Going Twice
SOLD!

**IN THIS
ISSUE:**

2018 Convention Highlights
Committee Reports
Selling Firearms
"Wild Bill" and more...



2018-2019 EXECUTIVE



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

Auctioneers' Association of Alberta



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TABLE OF CONTENTS

2	President's Message
3	Association Executives
4	Media Release
6	General Minutes
7 – 11	Member Reports
12	Stollery Fundraiser
14 – 15	Stollery Story: <i>Kynley Hope Kristinnson</i>
16 – 18	Auctioneers Who Sell Firearms
19	Public Auction Regulations
20 – 21	Stollery Story
21	Convention Speaker: <i>Catriona Le May Doan</i>
22	Here, There & Everywhere with Wild Bill
23 – 30	84th Annual Convention Highlights
24	Membership Awards
25	Tyro Competition Champion
26	Bid Catching Champion
27	All Around Auctioneers Championship
28 – 29	Top Five Auctioneers
29	Keynote Speaker: <i>Brett Gardiner</i>
31 – 32	Wayne Orsten
33 – 34	Aron & Gertrude Fehr – Rhythm Auctions
36 – 37	More Convention Highlights

Message from the President



Greetings from Vegreville!!!

It's been a long, snowy, cold winter and everyone is looking forward to spring.

The Association held a very successful convention in Leduc the first weekend in February. It's always great to see and reconnect with many old friends and make new ones in the industry. Thanks to Tyler Ruttan, Cody Hayes, and Andrew Reeleder for taking the lead on this year's convention. What a wonderful job of organizing and keeping everything in order. A BIG thank-you to the Ritchie Brothers office staff for all your work during the competitions, it was greatly appreciated.

The Canadian open and 1st time ringman competitions were held at the Ritchie Brothers facility in Nisku, with a great turnout and a very exciting, entertaining, successful afternoon. Congratulations to Dave Irvine of Calgary on winning the

Ringman competition and Shawn Gist of Fort Saskatchewan on winning the Canadian open competition. All competitors did a fantastic job.

The Association Auction courses 101 and 201 were very well attended once again this year. Thanks to Ron Sekura, Cody Hayes and Justin Mayer on presenting these courses on Thursday.

On Friday night, the Tyro competition had 11 new auctioneers entertain the audience with their chants. This year, Jesse Campbell from Manitoba took home the trophy. Jesse did a wonderful job in his first competition.

The Board of Directors held its first meeting in March; everything appears to be going smoothly. Watch for the new association website coming soon.

If you have any questions, concerns or suggestions, please call Lorraine or myself. We are here for the membership of the association.

Have a GREAT and busy spring. Hope to see you at an auction down the road.

Dale Menzak, *President*
Auctioneers' Association of Alberta

MEMBERS:

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

Please send me your email address. A lot of mine are incorrect.

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.

2018 Executive

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

COMMITTEES:

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

PAST PRESIDENTS

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

Media Release

The Auctioneers Association of Alberta held its 84th Annual Convention at the Denham Inn, Leduc on February 1st, 2nd and 3rd, 2018. There were approximately 135 people in attendance.

Dale Menzak of Vegreville was elected President. Wade Michener from Calgary was elected Vice President. John Arnold, Lethbridge is our Past President.

There was six positions open for directors. Re-elected for three years were Joe Perlich, Lethbridge, Andrew Reeleder, Bentley. Newly elected for three years were Tracey Pollard, Edmonton, Mickey Spencer, Fort Saskatchewan, Jason Philp, Didsbury. Rod Burnett, West Kelowna was elected for one year. The remaining directors are Dale Menzak, Pete Conway, Darrell Domes, Justin Mayer and Wade Michener. Bill Henke is liaison for BC auctioneers. Lorraine Klepper is Secretary-treasurer.

This year we held our first Bid Catching Competition. 18 members participated. Dave Irvine from Calgary took away the belt buckle.

We held our eighth annual All Around Canadian Auctioneer Championship. We had 23 auctioneers registered for the competition. Champion was Shawn Gist from Fort Saskatchewan, Bobby Miller from Eckville placed second, and Rod Snopek from Tees placed third. Ryan Konynenbelt, Nobleford was fourth and Tyler Ruttan, Sexsmith was fifth.

The Vern Scown Memorial Tyro Contest was won by Jesse Campbell, Brandon, Manitoba. The Tyro Contest is an auction contest for auctioneers who have graduated from an auction school

within the last two years. There were 11 auctioneers in the competition.

Bernard Florkow won the best Business Card.

Best web page trophy went to Team-Sekura Auctions

50 year plaque and pin was presented to Art Scott, Stavely. Peter Kowalchuk and Ed Walker were 50 year members but not able to be present.

40 year plaque and pin went to Brent Nixon, Peace River.

James Crawford, Frank Noble and Tim Sekura were the other 40 year members but not in attendance.

25 year plaque and pin recipients in attendance were Corey Lawrence, Warburg, Nick Kowarchuk, Lamont and Hubert Kallen from Tilley. Not in attendance the other 25 year members were Robert Bruun, Ron Henschell, John Wayne Johnson, Gerald Matzner and Don Oberg

Distinguished Service Award went to Bill Henke, BC. A very deserving honor.

There were people in attendance from BC, AB, SK, MB, ON and the US.

We had changed our Charity last year. We are now selling pictures for the Stollery in Edmonton and the Children's Hospital in Calgary. We did well this year but need all to work at selling these pictures, rather than leaving it to the same members every year.

Another new and exciting project we as an association are going to have two \$500 Scholarships a year.

Next year's Convention will be held in Calgary January 31st, February 1st & 2nd 2019 (Mark your Calendar).

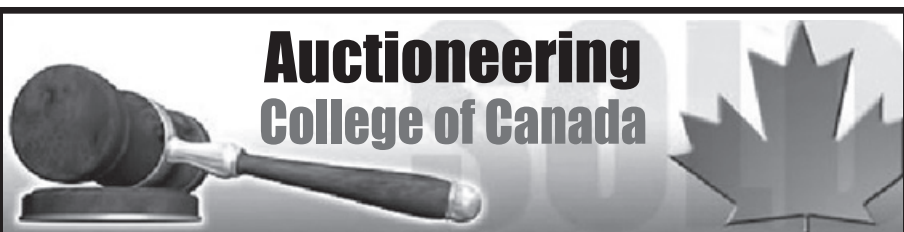
For more information call 403-340-2070.



Joe Perlich holding a print that was auctioned off at the Alberta Beef Industry Conference in Red Deer on February 22, 2018.

Dean Edge was the auctioneer that evening. This print reached \$7000.00 by auction, then Danny Hooper the MC for the Conference said he would donate \$1000.00 to the Children's & Stollery Hospitals and asked who else would. The total reached was \$42,000.00.

Thanks to Danny Hooper



www.auctioncollege.ca

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

RICK WATTIE Fax: (780) 447-7307

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

Email: auction@compusmart.ab.ca

General Meeting Minutes Feb. 3, 2018

President John Arnold called the meeting to order at 10:30 am.

In attendance were 54 people.

Lorraine Klepper read the minutes from the last general meeting. Tracy Pollard/John Baird moved minutes be accepted as read. Carried.

REPORTS OF OFFICERS

John Arnold gave the President's report (attached).

Treasurers Report: John Arnold gave report. Bernie Florkow/Justin Janke

Surety: We have 104 members with \$25,000 surety coverage and 21 with \$15000.00 surety coverage. Ron thanked the people on the Surety/Discipline Committee for all their help and wisdom.

COMMITTEE REPORTS

AMVIC: Wade Michener (report attached)

Archives: They are at Cochrane. (report attached)

Charity Committee: Wayne Orsten. We raised over \$32,000.00 last year selling pictures for the Childrens and Stollery Hospitals.

Education Report: Justin Mayer (Report attached)

Membership Committee: Dave Johnson (see report)

Canadian Liaison: Pete Conway (see report)

Web page & Global: Darrell Domes We have a mandate to move ahead at updating our web page.

Legislation Report: Nothing right now. Worked on the Stat declarations.

Finance and Investment: Invested \$530,000.00 @ 2.5% for two years.

2019 Convention: Joe Perlich & Wayne Orsten January 29 to Feb 2 Coast Plaza in Calgary

Bid catching competition: Joe Perlich we had 18 members compete. (see attachment)

Auction Competition: Joe Perlich reported we had 23 members compete. (see attachment)

Tyro Contest: Jeff Van Wert reported we had 11 members compete. Thanked everyone for their help in getting it ready.

NOMINATIONS AND ELECTIONS

Dave Johnson

Nominated were: Joe Perlich, Andrew Reeleder, Tracy Pollard, Mickey Spencer, James Carlson, Rod Burnett, Don Patterson, Gordon Musgrove, Jason Philp. Bernie Florkow/Rick Wattie moved nominations cease.

Elected were Joe Perlich, Mickey Spencer, Tracy Pollard, Andrew Reeleder for 3 years and Rod Burnett and Jason Philp for 1 year term.

Rick Wattie/Mathew Melynk moved ballots be destroyed.

NEW BUSINESS

Robert Lind/Mickey Spencer moved we appoint BDO as accountant. Carried.

2020 Convention will be at Drayton Valley

Jeff VanWert moved meeting be adjourned at 1:05 pm

Written Reports from Directors

President's

This past year has been one of relative quiet for the association.

There has been no major issues arise. We continue to work with Service Alberta and the Minister's Office to modernize the administraiton of the statutory declaration. We have made small steps. Stat Dec's can be accepted by electronic means and we have it in writing that it is acceptable to take a blanket declaration from repeat consignors.

The Public Auctions act regulations are up for review in 2020 and we will be working on proposals to modernize the way our business is done at that time.

AMVIC continues to be a major consumer of time. Thanks to Wade Michener for the time and effort that he puts into representing our interests with this organization. This past

year saw a major review of the organization. This past year saw a major review of the organization as a result several significant changes were made, resulting in an increase in the operational budget for AMVIC. Various funding models are currently being reviewed.

Governance of the organization has also changed. The AMVIC Society had been dissolved and it is now controlled directly by Service Alberta and the number of public board members had been increased.

I would like to thank Lorraine Klepper and the Board of Directors for all their hard work over the past 2 years. It has been an honour and a pleasure to serve as your President. Congratulations and best wishes to Dale Menzak as he takes over the role.

John Arnold

Election

A new year has come and we welcome in 2018. This year we are electing a new president, as John's term has come to an end. With that said, we would like to thank John Arnold for the past 2 years. John you have done well as our president, and we on the board thank you.

Furthermore there are currently 4 positions available on the board that we as a group will nominate and fill today. Our board members have been a great

help in keeping the association strong and moving us forward.

The board members whose terms are up are Jeff VanWert, Andrew Reeleder, Joe Perlich, and myself Dave Johnson.

Thank you for contributing and bringing new ideas to the boardroom. The board would be happy to leave your names up for Re-election if you are interested in keeping your chair.

Dave Johnson

2019 CONVENTION will be held at the Coast Plaza Inn & Convention Center in Calgary, AB Jan. 31st, Feb. 1st & 2nd, 2019.

Mark your calendars!

AMVIC

Scheduled to take place in the fall of 2018, AMVIC will no longer be governed by the Societies Act. It will be a Public Agency controlled by the Minister of Service Alberta under the newly created Consumer Protections Act. As a result of this change, the Minister now will appoint 7 of the 13 AMVIC board members including the chair. The 5 member Society that consists of the Motor Dealers, RV Dealers, Recyclers, Service and Repair and the Auctioneers Associations will still get to appoint one members each to the board of AMVIC, but no longer will they have a say in the government or have a vote at the AGM with respect to things like Bylaws or new AMVIC board members.

Financially AMVIC had a decent year but with the added staff that the Minister watered and the additions based on the CUFF report, it will be difficult to

replenish the Compensation Fund as current claims will probably be well over \$500,000.

As of January 2019 AMVIC has a new CEO, Malcolm Knox, who will replace the interim CEO Doug Lagore. I will say that the cooperation and relationship between Service Alberta and AMVIC improved considerably while Mr. Lagore was in palce as has the co-operation between AMVIC and most of the public auto auctions.

On a different note, for clarification as a public auction, you are not required to be licensed with AMVIC to sell automobile as long as the vehicle is sold at your auction and not before or after. In order to obtain a Dealer/Transport license plate you must have an AMVIC license.

Wade Michener



Alberta Auctions 102 & 201, February 1, 2018 at Leduc

Education

In 2017 we finished another year of educating members of the auction industry.

In order to further education we have partnered with/offered to auction schools and implemented auction 101 & 201 into their curriculum. By doing this throughout the year we have educated an additional 18 people at auctioneering colleges. We have offered this to multiple schools and it has been requested by several, however only one school has made it happen. In 2017 at the convention we had 15 people attend 101 & 201, plus the additional 18 from schools brings us to a total of 33 people last year. If the other auction schools who wanted to offer these courses can make it happen we would be educating that many more people. In 2018, we are already ahead of the game; on Thursday we had a total of 27 attend 101 & 201. With the courses being offered at schools, I believe we will continue to educate more and more people each year.

SCHOLARSHIPS

The scholarships are still here, make sure that you get people who plan to attend or have attended within a year to apply

Archives

The Auctioneers' Association of Alberta archives are located at the Ranch House in Cochrane, just west of Calgary. There are pictures of Past Presidents, Membership Lists, Auction Sale Bills, and Advertising. Also, every magazine is sent to the Archives. I received only one addition to the archives, this year. The Library will continue to store our archives, and may display some of the

for them. We would like to help new auctioneers where we can as they are the future.

NEW EDUCATION

With 2018 here and the industry expanding in so many ways, education must expand and evolve as well. We are working on ideas on how to update and expand our education platform and that includes hosting 3 (or more) 1 day seminars. Current suggestions:

- Updated clerking education
- Contract law and legal contracts
- Online and timed auctions
- Sales education (company and individual)
- Protecting your company against the various ways of fraud.
- More in-depth accounting and bookkeeping
- Customer relations

We are looking for ideas on how to update or improve our education platform to meet the demands for the auction world today. Please feel free to talk to me about your ideas on what you think we need to add into our curriculum.

Justin Mayer, Joe Perlich

items for public display. It would be great if we could add to the archives, as the auction industry has a long-lasting history. If there are any pictures or other Auctioneers' Association of Alberta archives, please let us know. Please feel free to visit the library to see any of the pictures and information.

Joe Perlich

Competition Report

The 8th Annual All Around Auctioneer's Competition was held in Nisku, Alberta on February 2nd. This year the prize money was increased to \$6300, as well as trophies and buckles. Contestants came from all over Canada. There was a total of 23 Contestants in this year's competition.

Champion – *Shawn Gist*

2nd – *Bobby Miller*

3rd – *Rod Snopek*

4th – *Ryan Konyonenbelt*

5th – *Tyler Ruttan*

Top Ladies Award – *Tracy Pollard*

The First Annual Canadian Bid Catching Competition was a great success. This years Competition consisted of 18 contestants. The contestants competed head to head to showcase their abilities. The Champion received \$1000 and Champion Buckle.

Champion – *Dave Irvine*

Congratulations to all winners and contestants.

Thank you to all the people that helped with the event and especially our major sponsor, Farm Press Group. Also, a special thanks to Ritchie Bros. for the use of the facility. Cody Hayes deserves recognition, for the enormous amount of behind the scenes work that went into all the Competitions.

Also special thanks to all judges for your unbiased expertise.

Committee consisted of Cody Hayes, Andrew Reeleder, Ron Victor, Tyler Ruttan, Joe Perlich

It has been suggested that we continue to host the Competitions at Member Auction Facilities. Allows us to keep growing a recognised Competition.

Joe Perlich

Membership

Thank you to all our members that have been a part of the association for so many years. Every year we are adding more members as more graduates from the various auction schools sign up to be a part of the association. The addition of the bid spotters competition this year has also increased enrolment in our association.

To our auction family: welcome to all. As of the end of December 2017 we are at 459 total members. Looking back to 2015 we had 371 members, while in 2016 our association stood at 378. This

shows a very healthy growth trend that we can be proud of. The out of province members include.

Saskatchewan – 13	B.C. – 29
Ontario – 4	Quebec – 1
Manitoba – 3	N.W.T. – 3
Africa – 1	

Encompassing 29 affiliate, 3 Associate and 22 Honorary Members.

I'm sure that after this convention and competition, the membership numbers will rise.

Dave Johnson

Canadian Liaison

As Canadian Liaison for our association I maintained contact, provided, and received news and information from the Auctioneer Associations of Saskatchewan, Manitoba, and Ontario.

Jo-Ann Ganzert of the Saskatchewan association reported their convention will be held on January 31st in North Battleford, Saskatchewan. They will honor M Elwood Nelson of Viscount, Sask and Dale Breiman of Battleford, Sask at 2018 Industeers in their Auction Era Hall of Honour.

Nicole Smallwood of the Manitoba Auctioneers Association reported their AGM and convention will be held Feburary 26th 2018 in Portage la Prairie. Speakers will include a photography workshop, with Jon Gilles and voice coaching with Lisa Highmoor a speech-language pathologist.

The MAA was sad to announce that a long time Manitoba Auctioneer Andrew Stephen Kay passed away Nov. 10, 2017.

The Manitoba Auctioneers Association partnered with Agriculture in the Classroom in Brandon and Winnipeg. Students had the opportunity to get involved by using fun money at a cookie auction. This exposed fourteen hundred

grade 4 and 5 students to the auctioneer industry and other facets of agriculture.

Ken McGregor of the Auctioneers Association of Ontario reported their AGM and Convention will be held February 22nd to 25th in Kitchener, Ontario. Their theme this year is "Dedicated to your Success". Some of their many topics will include insurance needs for auctioneers, benefit auctions, branding, a product knowledge panel, and legal issues with auctioneers. An Auctioneers competition will be held as well at Bowman Auctioners.

A Ruth Hart-Stevens Educational Bursary is available for AAO established auctioneers to promote advanced professional development.

Congratulations went out to AAO's past president Frances Fripp BAS of Mississauga, Ontario. in receiving the Bob Steffes Rising Star Award at the NAA Convention in Ohio this past July.

The AAO office received several enquiries regarding the licensing of online auctions. It was determined the bylaws of the municipality in which the base site of the auction, govern the type of license required.

Pete Conway

Mark your calendars!

2019 CONVENTION will be held at the
COAST PLAZA INN & CONVENTION CENTER
Calgary, Alberta Jan. 31st, Feb. 1st & 2nd, 2019.

Millet Fish and Game, Friends of Adam raise 70K in Stollery fundraiser



Millet Fish and Game president Teesha Tourett (center) and Gerald Zimmerman of Zimmerman Auctions Ltd. (right) present Ryan Drury, senior development officer from the Stollery Children's Hospital, with a cheque for \$70,000. The money was raised as a part of the Millet Fish and Game's 30th anniversary banquet.

In the fall, Millet Fish and Game, alongside of Gerald Zimmerman, had a vision to raise \$30,000 for our 30th Annual Anniversary Awards Banquet to be donated to the Stollery Children's Hospital. Gerald Zimmerman is a part of the Auctioneers Association of Alberta (AAA). The AAA donated a print to be auctioned off at our Annual Awards Banquet on Jan. 20, 2018.

The Stollery, for many, has somehow been a part of our lives. Gerald's story is what created "Friends of Adam." Adam was diagnosed with a cancerous brain tumor when he was four years old, spending 16 years in the Stollery before passing away at age 20. From then forward Gerald has always set out to fundraise wholeheartedly to the Stollery. Words cannot describe how honored I was when Gerald approached us to take on this challenge.

The auction started and ending bid was \$36,000. This is when Gerald decided to change things up. He did what he called the "Stollery Children's Hospital Shuffle." This gave everyone in attendance an opportunity to donate and add to our already amazing total. The first couple to come forward was Troy and Holly Monea with an outstanding donation of \$12,000.

The Stollery is very near and dear to this family's heart, as recently their five year old son Grayson spent four weeks being treated for severe Hemolytic Uremic Syndrome. Ironically in April 2000 Holly helped Gerald with a fundraiser for the Stollery through Lakedell 4-H Beef, raising enough money to create the Lakedell 4-H Beef Club room. During Grayson's stay the family often visited this room to collect themselves, think, and reflect on the

unconditional support from their friends, family and the extensive care the Stollery was providing them. It just shows you how life is an absolutely beautiful thing and it works in mysterious ways.

Many other people stood up to donate; \$500 here, \$1,000 there, and we ended up with \$70,000 and growing because Maple Leaf Charlois and the Vikse family have each donated a purebred heifer to be sold at their bull sales in February with all funds being donated to the Stollery.

It was an absolute privilege to have two past presidents, Don Montgomery and

Wayne Orsten from the AAA, and Ryan Drury, senior development officer from the Stollery Children's Hospital, in attendance.

I felt absolutely honored to present Ryan with a cheque on behalf of everyone involved for \$70,000 to such an amazing cause.

On behalf of Millet Fish and Game, Friends of Adam and Ryan Drury of the Stollery we would like to thank everyone who was part of this heartwarming fundraiser that is so special to many of us. It takes a lot of small pieces to make a big puzzle.

Submitted by Teesha Tourett
Millet Fish and Game President

HELP Merrill Kean is in dire need of a Living Donor Kidney. Blood type A+, Kidney function is only 10%.

Anyone interested, please call the Living Donor Clinic at 1-866-253-6833 or myself 403-347-8988. Thanks for any help.

Tom & Merrill Kean
Cherry Hill Auction

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Kynley Hope's Heart Journey



Kynley Hope Kristinnson was born August 23, 2013, to her parents Blair and Jody (nee Schweitzer) Kristinnson of Virden, MB. (Jody is the middle child to Larry Schweitzer, owner of Hamiota Feedlot in Hamiota, MB and Past Chair of the National Cattle Feeders' Association.)

Jody's water broke at home, at 36 weeks, and she was rushed to Brandon, MB where Kynley was born, weighing 5 lbs. 14 oz. and 19" long. Kynley was then life-flighted to Winnipeg, MB where they confirmed her prenatal diagnosis of an unbalanced AVSD, small left heart, a narrowed aortic arch, and later developed pulmonary vein stenosis on the left side. Essentially, this meant Kynley was born with only one half of her heart functioning.

When Kynley was one (1) month old, she was life-flighted to the Stollery Children's Hospital in Edmonton, AB, where she underwent her first open heart surgery. This was called the Norwood, and she had a sano shunt placed between the right ventricle to her pulmonary artery. She did quite well and they were sent home a few weeks later to recover and await her next surgery.

Just after Kynley's first Christmas, the family was sent back to the Stollery in Edmonton for her second open-heart surgery on Jan 9,

2014. The surgery was a success, but it was just too much for her little heart to handle. Kynley went into cardiac arrest once she was back into the ICU; the doctors did heart compressions on her open chest for 19 minutes as they prepared her body to be put on ECMO (a life support machine that would do the work of her heart and lungs). Her body did not balance the blood thinner she was required to be on, and so she had two (2) more surgeries while on ECMO (right in the ICU) — to stop her from bleeding out.

Once off the ECMO machine, her oxygen was very low and she had her third open heart surgery at almost five (5) months old. It was at this time when they placed in two (2) stents, to attempt to get better blood flow to her heart and lungs. Her recovery was going well until she developed a pneumothorax, resulting in another round of CPR and re-intubation.

In addition to all of her agonizing heart surgeries, Kynley has suffered many other complications. She had a blood clot in her leg that threatened her limb, a paralyzed diaphragm, and a severe oral aversion that has left her not wanting to eat. Because of this, she had another surgery in Winnipeg on February 17, 2015, to place a feeding tube directly into her stomach through which she receives all of her calories and medications. She also has a paralyzed left vocal chord, which she will have for her lifetime. (Recently, however, on November 16, 2017, she had surgery to attempt to reverse some of its effects.)

All told, Kynley has endured 10 surgeries and nine (9) heart catheterizations, to date. Her projected course of path was to have yet another open heart surgery known as the Fontan. However, it was identified in November of 2016, that she was no longer a candidate for this surgery due to the issues she has with her pulmonary veins. It was at this time when the word 'transplant' was first mentioned as a serious option.

The transplant 'work-up' was performed both in Toronto and Edmonton. Both centres came to the same conclusion: a heart transplant would be the best option for Kynley, as they had exhausted all surgical routes available. As of October 16, 2017, Kynley has been listed as a Status 2 recipient on the heart transplant waiting list, out of the Stollery Children's Hospital in Edmonton, AB.

A few reflective words from Kynley's Grandpa – Papa Larry: It cannot be overstated how truly grateful we are for the excellent care Kynley continues to receive through the tremendous medical team of professionals assigned to her care. We will never be able to thank you enough. The monies raised during this auction (which took place this past February, 2018, at the Alberta Beef Industry Conference, which are to go toward the Edmonton Stollery and the Children's Hospital, obviously meant a great deal to us personally. We have witnessed first-hand what this remarkable medical facility and staff provide, not only in the world-class treatment and care of our sick children, but also to their families.



They all work tirelessly to give our kids another chance to live their best lives. I cannot think of a greater recipient of our financial support. We were deeply moved, and wish to thank each and every one who participated for their generosity.

In spite of everything she has been through, Kynley is a very vibrant, intelligent, outgoing and fun little girl who naturally desires to live her life to the fullest every day! Whatever energy she possesses (relative to what she is experiencing health-wise), she gives it her all! She is a delight to her family and extended

family of doctors, specialists, nurses and friends. She seems to have been blessed with a special gift for touching the hearts of everyone she meets. Even in her earliest days, while her family navigated through the precariousness, fear and torment of the pervasively shifting 'unknowns', and witnessed her tiny little spirit and body fight so hard to stay alive, she reflected a resilience in her smile, and a keen awareness

and wisdom in her eyes. Without a doubt, she possesses a warrior's heart.

Those early memories serve as precursors to the characteristics Kynley ultimately would develop. She is resilient, kind, determined, intuitive, busy, positive, always smiling and very loving. Kynley is currently enjoying pre-school, and loves playing with her little brother Ayden at home. We are thankful, that as long as Kynley remains stable, my equally courageous daughter and her family can wait at home in Manitoba for the phone call we all pray for every night. God hear our prayer.

Auctioneers Who Sell Firearms



*Reprinted with Permission
from the Royal Canadian
Mounted Police website.*

Business Licence Requirements

Businesses, including auctioneers that sell firearms, are required to have a Firearms Licence for Businesses valid for all the classes (non-restricted, restricted and prohibited) of firearms they sell.

An *Application for a Firearms Licence for Businesses (Including Museums)* (form RCMP 5486), can be obtained by contacting the Canadian Firearms Program (CFP). All activities that apply to the business must be included on the application, and the licence will be limited to those activities.

Fee

The fee for a business licence to sell firearms at auction can vary, depending on the firearm-related activities included. The overall cost of the licence is determined by the activity with the highest fee, although all activities will be noted on the licence. Fee information can be obtained by contacting the CFP.

Employee Firearms Licence Requirements

Every employee who handles firearms as part of their employment with an auctioneer licensed as a firearms business is required to have a Possession and Acquisition Licence (PAL). If the auctioneer handles only non-restricted firearms, the employees are required to have PALs for non-restricted firearms only. If the auctioneer handles restricted or prohibited firearms, the employees are required to have PALs that allow them to possess and acquire restricted firearms.

Employees must renew their PAL every five years and inform the Canadian Firearms Program (CFP) of any address change.

Safe Storage and Display

Firearms must be stored and displayed safely at all times to deter loss, theft and accidents. Firearms displayed for auction must be unloaded, and ammunition cannot be displayed with the firearms.

If firearms are stored and displayed on the auctioneer's premises, the *Storage, Display and Transportation of Firearms and Other Weapons by Businesses Regulations* apply. If the seller is an individual and the auction will be held on the seller's property, the *Storage, Display, Transportation and Handling of Firearms by Individuals Regulations* apply.

Buyers who want to examine a firearm before bidding on it can handle a firearm only if they are licensed to possess that class of firearm or they remain under the direct and immediate supervision of a properly licensed person while they handle the firearm.

Transferring a Restricted or Prohibited Firearm to a Buyer

Buyers need either a PAL or a business licence, with the appropriate privileges for the class of firearm they are acquiring. It is recommended that auctioneers remind potential buyers of the licence requirements before bidding begins.

Restricted or prohibited firearms must be registered to the buyer before the buyer can take possession of them. It is recommended that auctioneers contact the Chief Firearms Officer of their province or territory in advance to confirm the transfer process, particularly if the auction

is taking place on a weekend or outside regular business hours.

Any restricted or prohibited firearms being transferred to the buyer will need to be verified by an approved verifier unless they have already been verified, their description has not changed, and the CFP is satisfied that the description and classification of the firearm are accurate. If selling firearms, auctioneers will need to have an approved verifier on staff to verify inventory. Auctioneers can arrange to have an employee trained and approved as a verifier, or get help to verify a firearm by contacting the CFP.

With a firearms business licence, an auctioneer can initiate a transfer of a restricted or prohibited firearm on the seller's behalf. If the seller is still in possession of the firearm and the auctioneer is simply taking bids on their behalf, the seller must initiate the transfer. The buyer must be involved in the transfer process as well.

Options for Transferring a Restricted or Prohibited Firearm

Online

A transfer application can be submitted using the online application if either the buyer or the seller has a firearms business licence and, in the case of restricted firearms, the firearms have previously been registered. The licensed business will need to start the transfer process. Auctioneers who have a firearms business licence and are transferring firearms to or from their own inventory may use the online process. Consignment sales of firearms cannot be done online, but can be done by phone or paper application.

By Phone

An auctioneer who is licensed as a firearms business and initiates the transfer on the seller's behalf may call the CFP business hotline Monday to Friday, from 9 a.m. to 5 p.m. nationwide, at 1-800-396-3466. If the transfer is being initiated by an individual rather than a licensed business, the individual must call the CFP's general toll-free information line at 1-800-731-4000.

The person who calls should have the following information ready:

- the buyer's full name, address, firearms licence number and telephone number;
- the seller's full name, address, firearms licence number and telephone number;
- the registration certificate number and the firearms identification number (as shown on the registration certificate); and,
- the Firearms Reference Table number and verifier identification information (unless the firearm was verified previously).

An auctioneer who is licensed as a firearms business acting on the seller's behalf will also need to provide the name, address, Firearms Licence for Businesses number and Business Identification Number.

By Fax

This option is available only to auctioneers who are licensed as firearms businesses that are initiating a transfer. A special fax version of form RCMP 5492 is required and can be obtained by contacting the CFP. The completed form must be faxed to 1-888-449-7911.

Selling Firearms cont.

By Paper Application

This process takes the longest because forms need to be mailed in. A buyer and seller who prefer to use this option must fill out the standard version of form RCMP 5492. The form can be obtained by contacting the CFP. It has two parts – one for the seller, the other for the buyer. The completed form must be mailed to:

RCMP Canadian Firearms Program
Central Processing Site
Box 1200
Miramichi, New Brunswick
E1N 5Z3

Transfer Notice

Once a transfer has been completed, a notice will be sent to both the buyer and seller. If immediate notification is required, as is usually the case at auctions, the CFP transfer agent must be informed when the transfer process is initiated.

Information

For more information, contact the CFP

This fact sheet is intended to provide general information only. For legal references, please refer to the Criminal Code and the Firearms Act and their corresponding regulations. Provincial, territorial and municipal laws, regulations and policies may also apply.



Cheque presentation to Calgary's Children's Hospital by Wayne Orsten and Wade Michener.

PUBLIC AUCTION REGULATIONS

Bidding by employees of business

9(1) No employee or agent of an auction sales business may bid on goods at a sale by public auction that is held by the business if the person has no intention of buying the goods.

(2) Subsection (1) does not apply to an employee or agent of an auction sales business who makes a bid on behalf of a bidder who is not present at a sale by public auction that is held by the business.

(3) No auction sales business may permit an employee or agent to contravene subsection (1).

(4) When an employee or agent of an auction sales business proposes to bid on an item at a sale by public auction on the employee's or agent's own behalf, the auctioneer must make an announcement of that fact prior to the commencement of the sale or recommencement of the sale, if it is adjourned.
AR 196/99 s9;82/2010

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.

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2019 Convention Speaker



Catriona Le May Doan, O.C. *Two Time Olympic Gold Medalist*

In any endeavour, crossing the finish line first — and repeatedly — takes incredible determination, dedication and talent. Catriona

Le May Doan knows all about it. Canada's Athlete of the year in 2002, Catriona Le May Doan is the speed skater whose world record-setting wins captivated and inspired millions of Canadians. The fastest woman on ice and the Canadian flag bearer at the 2002 Olympic Winter Games opening ceremonies, she won the Gold medal in the 500 metre event at those very Games, defending her 1998 Olympic 500m Gold and became Canada's

first individual to defend a Gold medal at any Olympic Games. She broke the world record 8 times, and at the 2002 Olympic Games, set an Olympic record time of 37.30 seconds. She was also a 5-time World Champion. No speed skater before or since has held as many world records at the 500 metre distance. Her achievements have landed her in the Canadian Sports Hall of Fame, the Canadian Olympic Committee Sports Hall of Fame, and was appointed an Officer of the Order of Canada. Whenever Catriona speaks, she conveys in a clear and compelling way why she is -- and always will be -- a champion. The Auctioneers Association of Alberta is excited to announce that Catriona Le May Doan will give the Keynote at the 2019 Annual Convention.

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HAS MANY TREASURES—START NOW—OK—
ENJOY THE THRILL—I HAVE!*

A Bit of Farming History

Spring is here and the farm auctions will once again be busy, busy time for auctioneers. It is a time of year when auctioneers project a large income with a lot of those funds set aside for downturn time.

Their clients, in most cases, are retiring and want to enjoy their fruits of labor. They have experienced the many years where there were prayers for rain, sunshine and lack of drought hail or frost. To be successful they also purchased more land so that they could buy better machinery to till and harvest their crops. Small farmers that lacked financial sources or income from their operation were forced to sell or to be subject to possible failure. Whether farmers were grain, dairy, cattle, poultry or mixed farming they were not 9-5 operations...many, many days were sunrise to sunset.

I was born in a log house in Bloomsbury, AB. My oldest brother Steve and Dad would go to their neighbours in the community and do clearing. Five days a week they would leave before 6AM and return at 5PM, have dinner and then go on their homestead and work until dark. Steve recalls one early morning Dad was on a stump praying. He was asking God if there would be a time that life in the promised land would become a home where he could raise and feed his family of nine with his wife Julia. As he finished his prayer, he thanked God and said, **“The sun has risen and another day is here and hope is eternal.”**

My Dad and Mom eventually sold their section of land to my brother Art who, in time, retired and had an auction at the original homestead.

I am sure there are hundreds of farmers that have similar stories.

God Bless You All

Wild Bill



2018 84th AA of Alberta Auction

The 2018 A.A. of Alberta 84th Convention held at Leduc, AB was a success. In order to achieve this required the efforts of a “Convention Team” hosted by Andrew Reeleder, Joe Perlich, Tyler Ruttan and Ritchie Bros staff, especially Judy Eatmand and Emma Albright. In the **background was Cody Hayes** who was tireless in his efforts that the “team” was working in harmony. We give **“thanks” to Ritchie Bros** for their hospitality in hosting the auctioneering and bid catching championships – all the entrants can now say to their families and friends that they showed their talents at **Ritchie Bros!**

In closing, we would be amiss in not recognizing the many, many firms, sponsors, members and supporters of the auction profession that continually support our convention and association.

THANK YOU – THANK YOU



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

It was a most rewarding convention as it included a variety of entertainment, seminars and competitions for auctioneers, bid catchers and tyro contestants. It was highlighted by **key note speaker, Brett Gardiner**, 7-time winner of the Canadian Professional Rodeo Association's “Announcer of the Year”.

Each evening was highlighted by entertainment and an opportunity to meet and greet new friends and participate in a charity poker tournament which resulted in a “knock-out” competition and had several key moments before a final winner was acclaimed. As the evenings progressed the gathering of auctioneers, sponsors and friends were entertained by BC's Veteran Canadian artist, **Dirk Henke** and Stettler's country group, **“Renegade Station”**.

The final day on Feb 3rd, was highlighted by the 2017 General Meeting and the election of members to the Board of Directors.

The President's Ball featured presentations of pins and plaques to 50, 40 and 25 year members. There were awards for the Best Auction Photo, Best Business Card, Best Webpage and a Distinguished Service Award. These were all well received and were highly applauded by fellow auctioneers. The evening was highlighted when new president, Dale Menzak or Vegreville, received the

gavel from past president, John Arnold of Lethbridge. The evening was entertained by the band, "Renegade Station",

who provided a selection of music and vocals that had many in attendance take to the dance floor and exhibit their dancing skills. The convention crowd had a special treat when "Renegade Station" had **Tyro Competitor, Grady Brown**, display his talents by performing a country hit which everyone loved. Way to go Grady!

READ ON...READ ON...

2018 AA of Alberta Membership Awards



Art Scott of Stanley, AB receiving 50 year plaque from President Dale Menzak.

50 Year Plaque: Art Scott, Stavley, AB receiving 50 year plaque from President Dale Menzak Absent: Peter Kowalchuk and Ed Walker

40 Year Plaque: Brent Nixon, Peace River, AB receiving 40 year plaque from President Dale Menzak Absent: James Crawford, Frank Noble and Tim Sekura



Brent Nixon of Peace River, AB receiving 40 year plaque from President Dale Menzak



25 Year plaques: L/R Nick Kowerchuk, President Dale Menzak, Corey Lawrence and Huby Kallen

25 Year Plaque: Nick Kowerchuk, Corey Lawrence and Huby Kallen receiving their plaques. Absent: Robert J Brun, Ron Henschell, John Wayne Johnson and Barry Kashal

2018 Business Card – Bernie Forkow, Vegreville, AB

2018 Website – Team Auctions, Drayton Valley, AB

2018 Distinguished Service Award – Wild Bill Henke, Langley, BC

Wild Bill expressed deep gratitude for this award. The former farm boy from Bloomsbury, AB entered into the auction profession at the age of 42 in the province of BC. Henke's involvement with the A.A. of Alberta has been a very rewarding chapter in his career. It was a surprise and one he will cherish for years to come.



2018 Distinguished Service Award - "Wild" Bill Henke L/R President Dale Menzak, Wild Bill and past President John Arnold

Passing of the Gavel



Past President, John Arnold hands the gavel and leadership over to New President, **Dale Menzak** of Vegreville, AB. The A.A. of Alberta needs continued guidance and Dale has the support of the 2018 Board of Directors. We thank John Arnold for his tenure and his dedication in serving as president. A job well done and we know your expertise will be needed as the Association fulfills its commitment to represent the auction profession in all its endeavors, that is to be a **strong voice for the auction profession** in Alberta.

HIGHLIGHTS..HIGHLIGHTS..HIGHLIGHTS

Auctioneers had competitors in three categories which had participation from all levels and ages.



Incoming President, Dale Menzak, has the privilege to hand all the hardware to Tyro Champion, 19 year old, Jesse Campbell of Brandon, MB

Jesse Campbell, Brandon, MB 2018 Vern Scown Memorial Tyro Champion

WOW – WOW – Each year the Tyro Competition features new faces wanting to get into the auction profession. The auction community is encouraged to see the interest and dedication these competitors bring to these competitions.

The year 2018 had eleven contestants battle for the “Tyro Competition Winner”. It was exciting and heart warming to see and hear their performances. The future and success of these competitors remains to be seen. All 11 contestants did their best and their road to “auctioneer fame” may require more practice. The important fact is that they took their 1st step. It was a most

entertaining event and to be **on stage was a sign of success.**

The winner **Jesse Campbell** had to do his “Best” as the competition was very, very close. Hats off to Jesse for **his excellent bid calling.**

I had the privilege to chat with Jesse and get his background in the auction business.

Jesse with Wild Bill

I grew up in the auction business as both my Mom and Dad (Scott and Lori) own Fraser Auction Service out of Brandon, MB. I grew up knowing every Saturday in the spring was going to be an auction day.



Scott, Lori, Jesse and Kade Campbell

Jesse attended the First Class of Global College of Auctioneering in High River, AB and graduated February 27, 2017. It was a great school and he learned a lot by attending.

Jesse works for Fraser Auction Service out of Brandon, MB.

My Parents have definitely been huge role models in my life, as well **as the drive to be better every day.** They have definitely been huge supporters in my career.

I think a huge highlight that drove me to become an Auctioneer was my love to be a ringman and my fascination of all auctioneers and their different chants.

The biggest sale seems to change every year as the Farm Sale industry seems to grow in size every year. So in saying that, I can't really say if there's a favorite or biggest. When someone asks, “good or bad sale?”, I can't say anything; a **rough auction is still a good day and that's all that matters.**

To me, a good auctioneer is a person that can show up to a sale no matter the conditions of weather and even life, and they put a smile on and get to work. Also having a clear, easy to listen to chant that gets the money the item is worth, and

knowledge of your items is huge.

I think the only goal I have at the start of the auction is to make everyone's day as enjoyable and successful as possible.

I think that both confidence and enthusiasm are very important in selling anything from a "combine" to a "tea cup", and are needed during the conduction of an auction sale at any level.

My family owns and runs an auction business and are huge supporters in my auction career.

Advice from one beginner to another **is practice, practice, practice** and take any or as much mic time as possible.

I love my job and enjoy the business a lot, but family will always come first. Always have to **make time for family and friends as life is too short not to.**

There are very few auctioneers from the Brandon area so my Dad and I are usually at a charity or benefit auction once a month.

I think that having one favorite auctioneer would be far too difficult as I find I've been inspired by so many auctioneers with different talents.

I haven't been an auctioneer long enough to really look back at my success.

At the age of 19, Jesse has a mature and knowledgeable desire in becoming a success. Jesse has a personality that will make you immediately realize that he will become your friend. **The future is a quest that Jesse will conquer.**

Another story...Another Friend...Life is Good



President John, presents a cheque for \$1000.00 to "Bid Catching Champ," Dave "Pee Wee" Irvine.

Dave "Pee Wee" Irvine, Calgary, AB **2018 Canadian Bid Catching Champion**

It was the 1st Annual Canadian Competition for the Bid Catching aka "Ringman" Champion. It was sponsored by the A.A. of Alberta at their 84th Annual Convention held at the Ritchie Bros auction facilities in Leduc, AB on February 2nd, 2018.

The competition attracted 18 contestants from provinces throughout Canada. They displayed their talents in obtaining bids as 2017 All Around Auction Champion **Corey Lawrence conducted the auction.** It was a very close competition and the judges final selection was applauded by all in attendance.

"Pee Wee" Irvine at the age of 69 **demonstrated and excelled in his ability to connect with his buyers and communicate their bids to the auctioneer.** Irvine's appearance and dress were very professional and the buyers realized that he was there solely to assist them in having their bid relayed to the auctioneer.

"Pee Wee" became involved with the world of auctions at the age of 12 where he was a general handyman with McLean's Auction aka "World's Fair" in Calgary, AB. Over the years he developed a relationship with various auction firms that did a variety of sales which sold cattle, cars, equipment, antiques and specialty sales. Irvine worked as a meat cutter with packing plants Safeway, Co-Op and others,

to assist him when the auction income was nominal.

Throughout his career he begins to master the art of being a "bid catcher". "Pee Wee" began to get calls from various auction firms to be part of their teams. These contacts had Irvine do sales in the U.S. and Western Canada.

"Pee Wee" enjoys the excitement and his longevity as a bid catcher, he "loves the job". He has done sales where he has **worked 10 hours and gets a ½ hour lunch break**. He recalls an "Oil Well" sale in the early nineties in Montana which grossed over 1.5 million. Irvine has worked with some of the best auctioneers in the industry. Every sale he talks with the auctioneers, goes over the inventory and he stresses ***be positive***. "Pee Wee" at present does **150 sales a year** and with a smile says, "It pays good!"



More awards to "Pee Wee" from President John for his fine efforts.

"Pee Wee" resides in Calgary, AB with his wife Jolanda and they have two sons and a daughter. A most important highlight was Irvine received a cheque for \$1000.00, a belt buckle and a trophy for his fine performance at the 2018 competition.

Another story...Another friend...Life is Good

2018 8th Annual All Around Auctioneers Championship



THE TOP FIVE!! L/R Bobby Miller, Tylar Ruttan, Shawn Gist, Ryan Konybert, Rod Snopek

It was showtime as 23 auctioneers from across Canada came to Ritchie Bros at Leduc, AB to strut their talents. It was highlighted by veterans, newcomers and for some it would be their last kick at the can. Lone female auctioneer, Tracy Pollard of Edmonton, was the first competitor to exhibit her auction talents. Pollard set the bar at a high level which created more butterflies for other contestants as they realized they had to be at their best.

Brett Gardiner, 7 time Canadian Professional Rodeo Association Announcer of the Year, was MC and did an exceptional performance in introducing all the auctioneers. The competition had an influx of auctioneers from various professions that projected various chants, rhythm and clarity in selling their wares.

The final five auctioneers had the opportunity to display their expertise again and realized it was showdown for the big apple. The final scores were very, very close and as the winner was announced all contestants realized they had no reason to be downhearted. It was a great ending to a competition that was greatly appreciated by all in attendance.

The judges had a very hectic day in scoring all contestants and deserve a large applause for their expertise. **THANK YOU – THANK YOU.**

In closing, the facilities at Ritchie Bros were so accommodating and for many it was the first time that they would have the opportunity to be at the site of one of the world's largest auction facilities.

IT'S TIME TO HIGHLIGHT THE TOP FIVE AUCTIONEERS!

2018 Annual All Around Auctioneers Championship Winner



Shawn receives a cheque for top prize in the amount of \$3,000 from President John Arnold - How sweet it is!!

Shawn Gist - Fort Saskatchewan, AB

A veteran livestock auctioneer that has competed in numerous competitions in Canada. Shawn was 2014 Canadian Livestock Auctioneer Champion, 2009 International Livestock Reserve Champion at the Calgary Stampede and top finalist many times at these events. Gist also excels in auctioneering at Osmand Auctions and Regal Auctions selling vehicles. Shawn has a busy calendar which also includes regular livestock sales with Northern Livestock in Clyde and Vermillion, AB.

The auction industry is honored to have Gist represent the auction profession wherever necessary in the upcoming years. Top prize was \$3000.00 along with a buckle and a plaque. **WELL DONE, SHAWN!**



Bobby received a cheque for \$2,000 along with plaque and award for his 2nd place finish from President Arnold.

Bobby Miller - Eckville, AB

Miller's background began in Manitoba where his family ran a purebred cattle operation. In 2000, he relocated to Southern Alberta and worked primarily in the livestock industry. In 2007, Bobby began his auction career by graduating from the World Wide College of Auctioneering in Denver, Colorado. Miller is a professional contract auctioneer specializing in the heavy equipment and livestock sectors. Miller owns a ranching operation at Eckville, AB with his wife Kalyrn and daughter Hadley.

Miller demonstrates his auction skills at various events and has a recognized status in the auction industry. The auction industry is his top priority and his dress and appearance are of the highest when he hits the podium. Bobby received a cheque for \$2000.00 along with a plaque and an award.

Rod Snopek - Tees, AB

A member of the A.A. of Alberta for 26 years Snopek does regular vehicle auctions for Adesa along with Thorsby Stock Yards Inc. Snopek has climbed the ladder in the auction profession and with his dedication for perfection will be a serious challenger in future competitions. Rod received a \$1000.00 cheque, a plaque and a trophy. A very warm personality and a smile that is his trademark.



3rd place finisher Rod Snopek receives \$1,000 along with plaque and award from President John Arnold

Ryan Konynbelt – Nobleford, AB

A rising and proven star in the livestock auction profession, Ryan has been in the top 10 finalists at the Canadian and International livestock championships in 2014, 15, 16 and 2017. Graduate of Western College of Auctioneering in 2016 and was 2017 Tyro Champion. Konynbelt is with Southern Alberta Livestock where he excels in selling cattle. He resides in Nobleford with his wife, Wilenna. Ryan received a cheque for \$500.00. (Picture unavailable)



Tyler Ruttan – Sexsmith, AB

Ruttan has been in the auction industry for over 15 years where he has been employed with Ritchie Bros since 2006. Tyler has traveled all over Canada selling livestock, heavy equipment and real estate. Tyler helped build an agricultural business, that in the peak cycle, conducts up to 5 sales a day. Ruttan has a warm, knowledgeable and sincere personality that fellow auctioneers and clients recognize.

5th place was won by Tyler Ruttan who received \$300 for his fine effort!

Tyler has received immense support from his wife, Lisa, and their two kids Dalton (12) and Rikki (11). Lisa manages their ranch at Sexsmith with the help of their kids and the whole family enjoys attending auctions. Ruttan has met so many great people in the auction business. Tyler is a person of

many, many talents – a name to remember. Tyler received a cheque for \$300.00.

KEYNOTE SPEAKER - Brett Gardiner

2011 – 2017 Canadian Professional Rodeo Association Announcer of the Year Official Voice of the Professional Bull Riders Canada



Brett Gardiner: 2011 - 2017 Canadian Professional Rodeo Association Auctioneer of the Year

As I listened to Brett's various remarks, experiences and his motivation in becoming the “**Best of the Best**” there was a message that we could also become achievers.

Brett's career had its hic-ups and also moments where he had the stamina to overcome criticisms to eventually be recognized as being **#1 in the rodeo announcing industry**.

As he spoke you realized that his words gave all in attendance the **spark** we needed to achieve our **goals**. Brett's presentation was built on constructive thoughts. The sincerity in his delivery of words was a message of his way in overcoming the prospect of failure.

Gardiner, a tall gigantic man, received high accolades as it was **down to earth, simple but demanding in his lecture that: I or US or WE can open the gates to our success – yes we can make this possible**.

Thanks Brett for lighting our “**SPARK PLUG**”

2018 CONVENTION ACTIVITIES AND FUN TIMES



Corey French with Perlich Bros Auction of Lethbridge, AB was the winner of a 20' trailer and Garth Brooks signed guitar.

Brent Nixon of Peace River, AB had the right ticket and was the winner of a Yorkville Portable Compact Sound PA system and the collector's special "Canada in the World Wars"



Charity Poker Tournament Finalists - Shawn Gist (2nd), Justin Perlich (3rd) and Champion Darrell Domes. The final winner had a chip battle that had all the spectators in awe before a winner was declared.



SPECIAL MENTION: It is very rewarding that President Gerald Bowman of the Ontario Auctioneers Association along with David Jacob attended our convention. Jacob also was in the 2018 Auctioneers Championship. I had the privilege chatting with President Bowman and getting updates as to the activities of the auction industry in Ontario. In the past, Ontario

hosted the Canadian Auctioneers Championships in London, Ottawa and Toronto. Bowman welcomes auctioneers to attend their conventions and I will keep in touch.

In church last Sunday, I had a sweet lady in the pew next to me say a prayer. It was so innocent and sweet I just have to share it with you. "Dear Lord, the last few years have been very tough. You have taken my favourite actor Paul Newman, my favourite actress Elizabeth Taylor, my favourite singer Johnny Cash, my favourite author Tom Clancy, and my favourite comedian, Robin Williams - Just wanted you to know, my favourite President is Donald Trump and my favourite Politician is Justin Trudeau...Amen!"

WAYNE ORSTEN - Airdre, AB



Andrea, Michelle, Rachel & Wayne. Family get together at Michelle's graduation.

The auction profession has, over the years, produced successful auctioneers that came by the profession as a second or third choice of career. Some made the transition early and others had several occupations before they realized the auction industry could give them the opportunity or second chance to open the doors to a successful career.

Wayne had a successful venture in the heavy equipment industry where he was operating various equipment. This career became faded when his employer decided he could not receive a promotion and chose another applicant. This rejection did not sit well and with some human pain he took immediate steps to take a good look at becoming an auctioneer.

The following interview reflects the journey that Orsten began in 1985.

READ ON...READ ON...

Wayne's Last Day in Heavy Equipment

I was operating heavy equipment for quite a few years and had left a company that I was with for years, to work for another company with the promise that if I reached certain goals I would be given a superintendent position. I fulfilled my end of the bargain but the position I was promised was given to a young engineer with no experience whatsoever. I went home that night and **saw an ad in the local paper saying come to auction school, and the rest is history.**

To Succeed, Know the ABC's of Your New Venture

I attended the Western Canadian School of Auctioneering and graduated on Friday, December 13th, 1985 - so much for that superstition! Ironically, a few years later I became a part-owner of the school and had the privilege of instructing many auctioneers who went on to have successful careers in the auction industry.

Orsten has done both. He was a partner in an auction company in Duncan, BC for the couple of years but for the most part he has worked for major auction companies.

There have been many people that have influenced my career – you can learn from everyone if you listen closely and pick out what works for you.

For me, the **highlight of my career was just surviving the first year.** It's not easy when you are starting out but you need to stick with it.

I always strive to make my biggest and best sale the next one so it hasn't happened yet. My worst sale was a coin auction on Vancouver Island. We had lots



Wayne and daughter, Andrea attending baseball game in Seattle to see his Toronto Blue Jays play!



Sugarfoot Anderson & Wayne at the Calgary Stampede Alumni Golf Tournament in 2016

of advertising, spent two days lotting and cataloging, had seating for a hundred people and on sale day, **6 people showed up and two of them were waiting for the bus as the bus stop was next door.**

I have always had the support of my peers and try to pay it forward with new auctioneers

A good auctioneer is the one who gets the money.

I have heard auctioneers with a chant that left a lot to be desired but still managed to obtain top dollar and **I have heard auctioneers with very good chants that don't do as well.** Always get the money.

The guidelines for every auctioneer should be to provide the best possible service to both the buyer and the seller.

Every sale takes on a life of its own, so your level of enthusiasm should not waiver. The key is to know what you are selling.

My daughters have occasionally done odd jobs on auction days but for the most part are not involved in the auction business; but they love doing charity sales with me.

Advice to new auctioneers - Don't give up. You will have to create your own breaks and find your niche in the industry.

Family time – To me, nothing is more important than family and I do my best to not have my career interfere with that.

Charities – I have probably conducted hundreds of charity sales and to me it is very important to give back not just to the major charities but to your local community clubs, minor sports teams and schools. A little bit of your time can make a major difference to them.

Have you a favorite auctioneer – I don't have any one auctioneer that inspired me but I have learned a lot from watching and listening to several of them. Don't be afraid to ask them how you could improve.

Looking back at your success with the auction profession, would you do it again - IN A HEARTBEAT.

Orsten has been a tireless advocate for the A.A. of Alberta where he has served as **President, 2006 – 07**, and on the **MMBIC Board for 6 years and chairman for one year.** A highlight was in **2013 when he received the Distinguished Service Award.**

Wayne has been an ardent supporter of charities and also with the A.A. of Alberta he has raised thousands of dollars for various charities. CUPS Executive Director, Carlene Dennelly, stated, "We are very fortunate to have Wayne's professional expertise at our two major fundraising events each year."

Orsten has supported the A.A. of Alberta for 27 years and when decisions relating to the auction movement were needed his expertise and knowledge was



L/R Andres (15 years old) and Michelle (12 years old)

always available.

Orsten has been associated with Michener Allen Auctions who have locations in Calgary and Edmonton. Wayne has a high profile and his clients are very supportive. Wayne has seen the auction world progress very rapidly and with the computer technology it has given the industry new goals to achieve.

Orsten is chairing the 2019 Convention in Calgary and is already arranging for an exciting 3 day affair. Let's get on the bandwagon and make it a Convention to remember.

I enjoyed my chats with Wayne and it was a pleasure to get his story.

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

ARON & GERTRUDE FEHR **- Rhythm Auctions - Prespatou, BC**



Aron Fehr talks about his journey in the auction profession...

There were times that Aron had second thought whether he made the right decision. Fehr had the support of his wife, Gertrude, and family plus relatives and friends. Fehr had done his homework prior to going to auction school. The region he lived in had a vast majority of farmers that were looking for a local auctioneer to do their sales. Fehr was known to many

in the Mennonite community and this was a market he wanted to service.

To date, Aron has conducted several off-site farm sales and a number of consignment sales in the Fort St. John district.

Aron shares his adventures and the following interview is a tale worth sharing.

READ ON...READ ON...

At a young age, I learned the auctioneers chant and loved to socialize with people at sales. I had a strong urge to attend auctions. I attended auction school at Western Canadian School of Auctioneering in 2007. I started my own business but also have been selling for other auction firms. There's a number of auctioneers that have given me a lot of tips which have given me more confidence and a more mature outlook on the auction profession. A highlight in conducting auctions was holding the mic and, at the time, selling major equipment inventory at a high, high value – it made my day.

My biggest sale was a large farm auction for the Fehr family in Prespatou, BC. My worst sale was selling misc. items and it felt like rolling stones uphill. The buyers appeared to have no arms or hands to bid. I realized that to attract bidders you need inventory that appeals to buyers and their



Aron & Gertrude Fehr



1998 Castleton Super B grain trailer hit over \$25,000 on sale day

needs. Yes, there was one tough sale that it felt like I didn't react with buyers, but it was the only one.

I like a good auctioneer who has a good chant that will not use too many filler words and can get the crowd going. Bidders respond and high values are obtained.

Yes, I set guideline for each sale and do research on prices of major items so my auctioneers have knowledge of what they sell.

There are times that I feel I've lacked on advertising a sale or when selling inventory maybe too fast and didn't get the maximum value.

Yes, my family is active with my auction business. My lovely wife, Gertrude, is very active in all office work and organizing the sales with me. My children are very helpful.

My advice to new auctioneers is to attend auction and see how other auction firms run the business. There is always something to learn. If you ever think you know it all then find another job. Cover yourself in all legal areas. Go to an auction school and listen to what they teach you. Be a people's person and respect your clients and buyers.



John & Mary Fehr

I try my best to not postpone my family activities, but at the same time, auctions are our bread and water and is our source of income.

Yes, I support local charities



580B John Deer skidder went for \$4,500

The auction industry has a number of great auctioneers who, in many ways, have helped fellow auctioneers. Anyone that is an auctioneer and runs a successful business for years, in my opinion, is a great auctioneer.

Looking back, would you get in the auction business – Yes, I would do it again but I've learned the hard way and on occasion have not made the right business decision. I have experienced hard times but this has given me much knowledge in doing future sales.

A little this...A little that.

From seeds of kindness, happiness grows!

You can't go back and change the beginning, but you can start where you are and change the ending.

Be the reason someone smiles today!

MORE CONVENTION HIGHLIGHTS...



Ritchie Bros' Tim Zarysky was a "Busy Bee" doing the sound man duties at all the functions during the 2018 Convention.



Robert Lind and Tim Sullivan of Auction Flex chit chat on marketing



Sheryl & Jeff Van Wert - Tilley, AB



Lance Lewis - Spruce Grove, AB,
John Bauer - Camrose, AB



Brent and Rose Nixon of Peace River enjoying the evening



Huby & Karen Kallen - Tilley, AB



Matthew Melynk - Duffield, AB,
Scott Douglas - Stettler, AB,
Lance Lewis - Spruce Grove, AB



Lance and Kim Reszel - St. Paul
with Jay Lonsdale and Clinton Beck both from Edmonton



Ron Sekura, Rod Burnett, Pricilla Wening, Shane Menzall



Kyle Smigelski, Justin Mayer,
Corey French, Justin Perlich, Gina Lehay sharing stories.



Pete Conway, Murray Adams
and Dale Menzak



President Dale & Gladys Menzak
having some time together.

MORE CONVENTION HIGHLIGHTS...



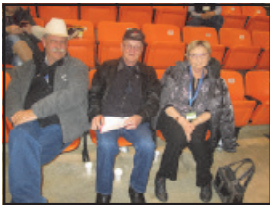
Kayleigh McDonald, Bartender made sure everyone went home "Happy"



Melwa Hutzkal and Stanely Turbiarz (regular attendees)



Versatile entertainer Dirk Henke has a social get together with Huby Kallen, auctioneer of Brooks, AB who also has a musical background



Taking in the 2018 Auctioneers Championship at Ritchie Bros. Past President Karl Zages and AA of Alberta secretary/treasurer Lorraine Klepper, Gord Musgrave



Time Sullivan of Auction Flex and Ben Sheehy with Auction Time.



BidSpotter.com with Steven Kokx, a regular attendee.



Dwayne Leslie of Global Auction Globe



Instructors Ron Sekura along with Secretary/Treasurer Lorraine Klepper, Cody Hayes and Justin Mayer assisted in having all topics discussed and explained in the 101 and 201 Auction Seminars. A GREAT TEAM!



Andrew Reeleder - Contract Auctioneer with Ritchie Bros who spent hours in having the 84th AA of Alberta Convention be a success

Let your smile change the world, but just don't let the world change your smile!

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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.

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