

VOLUME 84

NUMBER 2

AUGUST 2018

The Alberta AUCTIONEER

Going Once
Going Twice
SOLD!

**IN THIS
ISSUE:**

2019 Convention Info
Internet Auctions
Scholarship Recipients
"Wild Bill" and more...



2018-2019 EXECUTIVE



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

Auctioneers' Association of Alberta



OFFICE ADDRESS:

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

Phone: (403) 340-2070

Fax: (403) 340-2019

www.albertaauctioneers.com

Editor: Lorraine Klepper

TABLE OF CONTENTS

2	President's Message
3	Association Executives
4	Internet Auctions
6	AAA Scholarship Program
10	2019 Convention Registration
11	Auctions 101 & 201
13 – 21	2019 Convention Information & Registrations
21	With Deepest Sympathy
22	Here, There & Everywhere with Wild Bill
23	Art Scott
25	Timberlind's Classic Car & Collectible Auction
27	Nixon & Associates Auctioneers
30	Rick Wattie, Auctioneering College of Canada
31	Linda Dunbrack, Big Strapper Auctions
33	Hubert Kallen

Message from the President



Hello from Vegreville:

This summer seemed to fly by this year once again. Hot and dry weather has brought on an early harvest season in our area. Besides the hot and dry conditions, we are now contending with the smoke from the B.C. fires. Let us all keep our friends from B.C. in our prayers as they deal with these destroying, devastating fires.

The Board held a meeting in June and everything appears to be running smoothly and is rather quiet. Our next meeting is scheduled for mid-September. Still working on our website, hopefully it will be done soon.

We wish our farming friends and community a bountiful, great harvest. Please be safe around equipment, take your time, and remember to get some REST!!!!

At this time of the year, it is also fall auction time. May you all have a great fall run with successful auctions.

If you have any questions, comments or suggestions, please call one of the directors, Lorraine or myself, as we are here for you.

Take care. Keep in touch. Hope to see you down the auction road.

Dale Menzak, *President*
Auctioneers' Association of Alberta

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



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

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

2018 Executive

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

COMMITTEES:

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

PAST PRESIDENTS

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

What you need to know about Internet Auctions



I get asked frequently if Internet auctions are governed under Alberta's Public Auctions Regulation under the Consumer Protection Act (formerly 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

Goods sold at Internet auctions are not covered by the Public Auctions Regulation

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



Timberland Auctions held a Father's Day Classic Car & Collectible Auction on June 17th at the Stony Plain Heritage Pavilion. At the auction, the Miskey Family in Memory of Gloria Miskey, donated a Pink Painted Cockshutt 30 Tractor to be auctioned off and all of the proceeds were donated for Breast Cancer. The tractor was sold multiple times and at the end raised \$11,000. Here are Robert and Carol Lind (Timberland Auctions) presenting Julie (Representative of the Canadian Cancer Society) with the cheque. *Thanks to Everyone for their Support!*



Auctioneering College of Canada

www.auctioncollege.ca

For more information, contact: **Phone: (780) 453-6964**
RICK WATTIE **Fax: (780) 447-7307**
Auctioneer/Instructor **Toll Free: 1-888-453-6964**
Email: auction@compusmart.ab.ca



Ryan Konynenbelt, 21, from Nobleford, Alberta won the International Livestock Auctioneer Championship at the 2018 Calgary Stampede.

Tyler Rosehill from Olds Auction Market placed third.

AAA Scholarship Program

The Auctioneers Association of Alberta awards up to 2 scholarships of \$500 each year. One to a member of the Association who has recently attended or will be attending an auction school and the other to a child or grandchild of an association member pursuing post secondary education.

For auctioneers, if you are planning on attending an accredited auction school, you may apply for a scholarship and the scholarship will be awarded upon completion of the qualifying criteria. The qualifying criteria for the scholarship are:

- 1) Graduated from an accredited auctioneering school within 1 year of the application date.
- 2) A member of the Auctioneers Association of Alberta.
- 3) Have competed in Tyro competition.

- 4) Have completed Alberta Auctions 101 and 201 professional development courses.
- 5) Have attended at least one annual convention and annual general meeting of the Association.

For those applying for the general scholarship you must have a parent or grandparent that is a member of the Association and be enrolled at post secondary institution. You must be nominated by the association member.

To receive an application please call (403) 340-2070 or email: ab_auct@telus.net. Complete and forward the application to:

Auctioneers Association of Alberta
131 Poplar Ridge Road
Red Deer County, AB T4S 0K6
Fax: (403) 340-2019

AAA Scholarship Recipients



John Arnold presenting scholarships to John Baier.

To the President, Board Members,
and Staff of the Auctioneers
Association of Alberta,

It is with great honour and appreciation that I accept the 2018 Auctioneer's Scholarship. To all the members of the Board of the Association I say thank you for your choice and to the President and staff of the Association as well, I extend my gratitude. May you all have a wonderful Spring.

Sincerely,
John Baier



John Arnold presenting scholarships to Grady Brown.

To the Directors and Executives of
the Auctioneers Association of Alberta,

I would like to express a large and very appreciative Thank You for selecting me as a recipient of the 2018 Alberta Auctioneers Association Scholarship. The Scholarship money has been very helpful in furthering my Auctioneering career and has also helped me travel to compete in the LMAC Livestock Auctioneer competition in Whitewood, Sask., as well as the International Calgary Stampede Competition. Again, thank you for your generosity and support in selecting me as a recipient. I look forward to seeing you at the 2019 Convention!

Sincerely,
Grady Brown



May 14, 2018

Auctioneers Association of Alberta

Dear members of the Auctioneers Association of Alberta,

Thank you for your hard work and effort in organizing a fundraising initiative in support of the Stollery Children's Hospital and the Alberta Children's Hospital. Please accept our sincere appreciation for your generous donations totaling \$36,748.75 to date.

Your donation is an investment in the best people, programs, equipment and research to keep the Stollery among the best children's hospitals in the country. With your help, the Foundation is able to make sure the Stollery has what it needs to care for and treat the sickest kids with the most complex medical health program from across Western Canada.

Your generosity has a last, positive impact on Stollery children and families. Together, we are transforming children's health care by making sure kids, no matter where they live, have access to some of the best care in the world – like Avery.

To learn more about Avery and other kids in our backyard, please visit stollerykids.com/inmybackyard.

If you have any questions or would like to discuss the impact of your giving, please feel free to contact me directly.

Sincerely,

Beverly Sawchuk

Seniors Manger, Community Initiatives

Stollery Children's Hospital Foundation

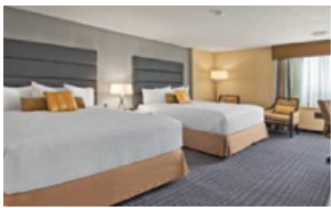
Direct: 780-431-4614

Email: beverly.sawchuk@stollerykids.com



COAST

plaza hotel &
conference centre calgary™



RATES (taxes are not included):
Comfort Room (two queen beds) \$119.00
Superior Room (one king bed) \$144.00

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

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

EMAIL: your reservation request to
res@calgaryplaza.com



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

Group Name: Auctioneers Association of Alberta
Reservation Number: CPC-GFC24960



HOTEL INFORMATION:

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

1316 – 33rd Street NE Calgary, Alberta, Canada T2A 6B6
Phone 403.248.8888 Toll Free: 1.800.661.1464 Fax 403.235.4548



January 31st, February 1st & 2ND, 2019
2019 CONVENTION
Coast Plaza Inn & Convention Center, Calgary, AB

REGISTRATION FORM *(please print clearly)*

Included in this Registration is:

Welcoming Reception • 2 Breakfasts • 2 Lunches • 2 Dinners

Name of Auctioneer: _____

Name of Spouse / Partner: _____

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

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

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

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

Total Owing \$ _____

Name: _____

Address: _____

Postal Code: _____ Email: _____

Phone: _____ Cell: _____

Signature: _____

Credit Card (please mark one) VISA  MasterCard 

Account Number: _____

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

(located on the back of card)



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

Back to School ■ Auctions 101 & 201

January 15, 2004 marked the beginning of a new direction for auctioneers and auction sales business managers in Alberta. 20 directors, past presidents and members of their auction sales businesses were part of a pilot project that had them doing things many of them had not done for 20 or 30 years.

Now, before your imagination runs wild, we'd better explain that they were back in a classroom. More importantly they were learning about auctions and the auction profession. They were "Test Driving" an interactive program designed to help new members (and seasoned ones) understand how to apply the rules of the industry to real life situations.

"We felt we should be giving our members the information they need to avoid problems rather than spending our time dealing with complaints" said Ron Sekura, chairman of the Surety and Discipline Committee, which bonds Auction Sales Businesses in Alberta. "The government and the public are expecting a standard level of service from our industry" he added. The Association rarely has a claim against a member's bond and they would like that to continue. It keeps bonding costs affordable and maintains a positive image for the industry.

To look at the problem in more colorful terms: "If the course is going to teach us how to keep our foot out of the dog manure, the first thing we need to do is see that everyone knows what dog manure is. Then we can continue with: what to do if

you step in it, what to do if someone you work with keeps tracking it all over; and what the association can do with people who have it on both feet all the time."

The program, which was nearly a year in the making, was put together by Don Montgomery and Past President and Surety Committee member Norm Moore with considerable input from all members of the board of directors and Surety Committee.

The classroom setting was as unique as the students. Any teacher would cringe at the thought of telling a room full of auctioneers to "shut up and listen" for an

hour at a time. The solution was – go with the flow – tell them to talk – and talk – and talk. Students were divided into small discussion groups

and each group was given a real auction problem to resolve. In five minutes they reported their solution to the entire class. Then the real action began.

The rest of the class could question the group's decision and ask them to support their reasons. By the end of the day they had applied the rules from every angle to topics like unreserved sales, advance or absentee bids, disclosure of information, acting as an agent for buyer and seller, advertising responsibilities, payout of liens, title searching, trust funds, retaining records for government needs, relationships with other professionals and a host of other topics. The facilitators just guided the program while the auctioneers learned on their own and from each other.

"It is set up to assure us that the people who have completed the course have been given the information they need to know when a situation is right or wrong."

Back to School continued

“It was a lot more effective than reading a boring act or regulation” said one. “It really starts to make sense when you see how the Code of Ethics can keep you out of trouble. It can help you explain to a client or customer why you can’t do certain things.”

Printed material included copies of the various acts, Codes of Ethics and regulations that govern auctions. In future courses this will be sent to participants in advance so they can be familiar with where to find answers to solve problems.

The course consists of two segments.

Alberta Auctions 101 will be a requirement for all members of the Auctioneers Association of Alberta. Topics include:

- (a) Fair Trade Act and Regulations
- (b) Code of Ethics of Alberta Association and others.
- (c) The Law of Agency
- (d) Contract Law
- (e) An awareness of Acts and Regulations that apply to specific products. These are not studied in detail. Some examples include: Federal Firearms Regulations, Livestock Dealer Act and Regulations, Wildlife Act, Dangerous Goods Regulations, Environmental Protection Act, Real Estate Act, Automobile Dealer Act, Farm Implement Dealer Act.
- (f) Public relations, conflict resolution, etiquette.

“It really starts to make sense when you see how the Code of Ethics can keep you out of trouble.”

Alberta Auctions 201 is designed for Auction Sales Business trustees (the people who have signing authority on trust accounts). You must take 101 before you can take 201. Topics covered include:

- (a) The administration of a Trust Account including: management of trust ledger, reconciling bank accounts, supporting documents.
 - (b) Components of Listing Agreement.
 - (c) Procedure for taking Statutory Declarations.
 - (d) Components of “Terms of Sale”.
 - (e) Requirements to maintain records of sales.
 - (f) Components of a statement to sellers.
 - (g) GST requirements relative to auctions.
 - (h) Chapter 2 of conflict resolution and public relations
- Each course is about 4 hours in length and concludes with an exam. “The exam is not designed to “fail” a certain percentage of the class,” said course organizers. “It is set up to assure us that the people who have completed the course have been given the information they need to know when a situation is right or wrong.”

On January 18, 2004 the second class was conducted with 29 people graduating from the program. These included some who had just got out of auction school and others who were almost ready to retire after 30 or more years in the business. Both commented on how they were able to learn so much by discussing (or arguing) points with others in the business. Dates and places for future course will be announced shortly.

ALBERTA AUCTIONS 101 & 201

Compulsory Courses for Auctioneers & Auction Administrators

Coast Plaza Inn & Convention Center, Calgary, Alberta • January 31, 2019

Alberta Auctions 101

8 AM to Noon (Includes Exam)

Fee: \$100.00 (includes lunch)

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

Topics Covered

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

Alberta Auctions 201

1 PM to 5 PM (Includes Exam)

Fee: \$50.00

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

Topics Covered

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

REGISTRATION FORM (please print clearly)

Name: _____

Address: _____

Postal Code: _____ Email: _____

Phone: _____ Cell: _____

Signature: _____

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

_____ Alberta Auctions 201 Fee: \$50.00

Credit Card (please mark one) VISA  MasterCard 

Account Number: _____

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

(located on the back of card)

Fee is payable prior to Jan. 15, 2019

Coast Plaza Inn
Calgary, Alberta
January 31, 2019



Auctioneers' Association of Alberta

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

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

OR EMAIL TO: info@albertaauctioneers.com



January 31st, February 1st & 2ND, 2019
2019 CONVENTION
Coast Plaza Inn & Convention Center, Calgary, AB

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

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

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

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

9th Annual All Around Auctioneers' Championship
CONTESTANT REGISTRATION

Name: _____

Company: _____

Address: _____

Phone: _____ Cellular: _____

Email: _____

Graduation Auction School: _____

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

Signature: _____

Credit Card (please mark one) VISA  MasterCard 

Account Number: _____

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

MAIL YOUR REGISTRATION TO:

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

OR EMAIL TO: info@albertaauctioneers.com

REGISTRATION FEE: **\$125**

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

Registration Fee after the deadline will be \$225



January 31st, February 1st & 2ND, 2019
2019 CONVENTION
Coast Plaza Inn & Convention Center, Calgary, AB

Vern Scown Memorial Tyro Contest

REGISTRATION • Friday, February 2ND, 2019

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

Free Convention Registration for all Tyro Contestants!

Date: _____

Name: _____

Address: _____

School Attended: _____

Date Graduated from Auction School: _____

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

Signature: _____

FAX OR MAIL YOUR REGISTRATION TO:

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

OR EMAIL TO: info@albertaauctioneers.com



January 31st, February 1st & 2ND, 2019
2019 CONVENTION
Coast Plaza Inn & Convention Center, Calgary, AB

2nd Annual Canadian Bid Catching Championship
February 2nd, 2019 • 11:00 a.m.

Canadian Bid Catching Championship will be held in Calgary, at the Coast Plaza Hotel, in conjunction with our Annual Convention, January 31st to February 2nd. Competition will be on Saturday February 2nd in combination with the 2018 All Around Championship. Limited contestants will compete for a buckle and \$1000 cash. They will catch bids on 4 items.

Contestants will have to supply 1 of those items. The items must sell for a minimum of \$50 in the competition. We are receiving more interest from out-of-province competitors and new sponsors. **Number of contestants allowed to compete is limited, so register early. This year the cut-off date for Registration is January 15, 2019.** All Contestants *MUST* forward a short bio of themselves to Joe Perlich or Lorraine and give permission to the committee to use such information in the auction catalogue. Bio to be typed not hand written.

The registration fee is \$100. Late Registration will be \$150.

2nd Annual Canadian Bid Catching Championship

CONTESTANT REGISTRATION

Name: _____

Address: _____

Postal Code: _____ Email: _____

Phone: _____ Cell: _____

Signature: _____

Credit Card (please mark one) VISA  MasterCard 

Account Number: _____

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

MAIL YOUR REGISTRATION TO:
131 Poplar Ridge Road,
Red Deer, AB T4S 0K6

REGISTRATION FEE: **\$100**
CUT-OFF DATE: **Jan. 15, 2019**

OR EMAIL TO: info@albertaauctioneers.com

Registration Fee after the deadline will be \$150.



January 31st, February 1st & 2nd, 2019
2019 CONVENTION
Coast Plaza Inn & Convention Center, Calgary, AB

PINS & PLAQUES

Join us in 2019 to honour these long time members.

50 YEARS

Ray Johnston
Jim Juris
Laurie Lindstrand

40 YEARS

Wally Couey
Frank Hall
Eldon Kobberstad
John Perlich
Delton Wolff

25 YEARS

Robert Bergevin
Alex Blahun
Don Deputan
Mervin Grunow
Douglas Kennedy

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

ENTERTAINMENT



Cal Gazdag
Keyboards, lead and
harmony vocals

Black Gold Revival

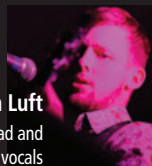
An amazing corporate show band with many years of professional music experience. Current Country Music, Classic Country Music, 50s-80s rock. Specializing in large corporate shows, all 5 members of Black Gold Revival are vocalists which gives the group incredible vocal depth and phenomenal harmonies.



Kyle Luft
Drums, lead and
harmony vocals



Rod Orsten
Lead Guitar, lead and
harmony vocals



Evan Luft
Lead Guitar, lead and
harmony vocals

Jordan Allard
Bass Guitar, lead and
harmony vocals



Will Reeb's Tribute to **ELVIS**



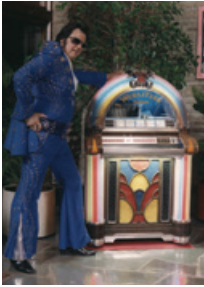
The Beginning:

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

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

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

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



Rebirth:

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

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



Memphis:

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

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

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

Thanks Elvis for a fun and wonderful experience!



2019 CONVENTION SPEAKER



Catriona Le May Doan

3-Time Olympic Medalist, Officer of the Order of Canada, Lead Athlete Mentor for 2018 Olympic Winter Games, Senior Director, Community & Sport Engagement, Sport Calgary

Although she has retired from the world of competitive speed skating, Catriona Le May Doan is still a central figure in the sport. She served as the primary colour commentator for the CTV television broadcast of long track speed skating at the 2010 Vancouver Olympic Winter Games which earned her a Gemini for Best Sports Analyst. Catriona was co-host for CTV's Olympic Morning at the London 2012 Summer Olympic Games. In 2016 Catriona joined Sport Calgary as the new Senior Director of Community Engagement and Marketing. In her role, Catriona is a champion of amateur

sport in Calgary, building connections with over 400 community sport organizations, and helping support and advocate for the 400,000 active amateur athletes. At the 2018 Winter Olympic Games, Catriona was a Lead Athlete Mentor for Team Canada. Catriona is not only a champion of sport but a talented motivational speaker as well. Articulate, engaging and fluently bilingual, she connects with audiences by discussing how to achieve personal excellence, leadership and motivating people to realize their full potential. The Auctioneers Association of Alberta is excited to have Catriona Le May Doan give the Keynote at the 2019 Annual Convention.

2019 CONVENTION SPEAKER

"Mental Health For All."

Bob Kerr

Workplace Training Coordinator for CMHA Alberta Division

Bob Kerr has 20 years of experience in steel construction and more recently in hospital chaplaincy. Bob draws from his experience and wants to help build healthy workplace environments. He resides in Spruce Grove with his family and loves riding his bike through Edmonton's River Valley.

Work has become a second home for many. We often spend more time with our coworkers than we do with our families. Our jobs can provide meaning, purpose and a source of income but they can also be stressful places that can negatively impact our mental health. With the recent economic downturn in Alberta, many are facing challenges like never before.

This affects our relationships, productivity and ultimately the bottom line. Mental Health Works gives a brief overview of what mental health is and promotes the benefits of having a healthy workplace culture. We discuss some of the barriers that keep us from talking about our mental health at work and how we can better respond to find solutions. The MHW Spectrum looks at Depression and Anxiety, what are the signs and symptoms to look for and how to have a conversation that best supports our coworkers who maybe in crisis.



Canadian Mental Health Association
Mental health for all

Association canadienne pour la santé mentale
La santé mentale pour tous



Jim Snider CAI, CPPA



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

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

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

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

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

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

Are Your Appraisal Reports Up To Standard?



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

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

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

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

Canada's largest personal property appraisal organization

With Deepest Sympathy ❁



**Abe
Bergen**



**39YEAR
Member**

January 22, 1945 – April 14, 2018

Abe Bergen passed away on April 14 2018. Abe had been a member of the Auctioneers Association of Alberta for 39 years. He owned Bergen's Auction Service in LaCrete.

His interest in auctioneering led him to attend upgrading which was his first English schooling.

He then attended auction school in Mason City, Iowa in 1978.



Family & Auction Staff after final sale in recognition of the late Abe Bergen

2019 CONVENTION COMPETITION

Bring your entries to the Convention!

Best Business Card



Must have AAA logo on it.



Best Webpage



Must have AAA logo on it.



HERE, THERE & EVERYWHERE... with Wild Bill



GONE FISHING! - JULY/18

Fishing guide "Mike" holds Wild Bill's catch as son Todd celebrates catch!

Wild Bill is on the road again visiting auctioneers in various areas of the province...

It was the season to get over the winter blues and hit the highways to visit the many auctioneers and firms that are members of the A.A. of Alberta.

The sprawling landscape and the many towns that are part of Alberta are a reminder that the early pioneers of our province were instrumental in creating its rural environment.

The farm auctions each spring and summer have been a "bee-hive" of activity for many auction firms. In talking with local farmers, these farm sales are reducing the population in these rural areas. These "settlers" are retiring and moving to local towns or cities. In many instances, the land is vacated as the new buyers are expanding their holdings and have the farm equipment to cultivate the property. The need for use of the buildings is not a concern.

Farm lands are purchased by business that require more grain, hay or other commodities so that they can continue their operations.

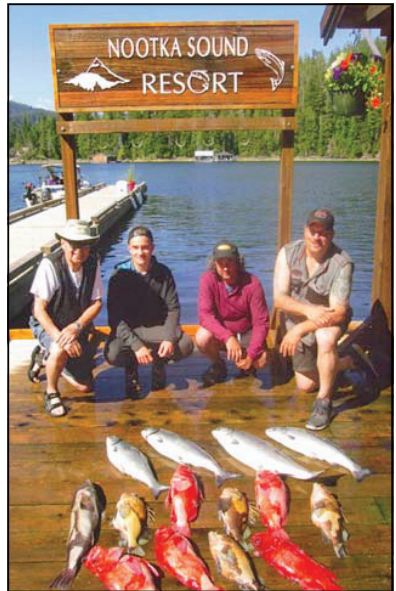
The travel throughout the rural areas in early summer is a sight to see the various crops in their early stages of growth.

My trips to Alberta have been an enjoyable venture and has increased my "love" for "Wild Rose" country.

Don't forget your Love of Family, "That Smile, Hug and Kiss can really make a change. Try it."

God Bless You All

Wild Bill



One Day Catch enjoyed by the Henke Clan

HIGHLIGHTS OF THE 85TH AA OF ALBERTA 2019 CONVENTION



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

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

Thursday, January 31st, 2019

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

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

Prizes are awarded for the “Top Three”

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



Don’t Be Shy – This is YOUR night to shine.
“Let’s party and have a fun night!”

ART SCOTT - Stavley, AB



Art & Deanne Scott - Enjoying Retirement

The year 2018 was the year that A.A. of Alberta paid tribute to Art Scott for being a member of the A.A. of Alberta for 50 years. In the past, Scott has received the Canada 150 Medal and in 2013 Art and his wife Deanna were named Stavley Citizens of the Year award.

In December 1967, Scott graduated from the Western College of Auctioneering in Billings, Montana. His introduction to becoming an auctioneer was his attendance at auction barns at a youthful age. The chant and rhythm of the auctioneer gave Art the thought that it would be a fun thing to do. In 1969, the “fun thing” became a reality as he started

his full-time career serving the vast area of Stavley and surrounding communities.

Scott became a man recognized by his many clients and his firm was known for his antique, toy, stamps, hockey + baseball cards auctions which also featured farm, estate, airplane and charity auctions.



Art Scott Auctions - Parade Entry

Art and his wife, Deanna, were strong supporters of community events and always available to help or assist in various projects.

Scott held two consignment sales a month, one antique – one household, at the Stavley Community Center; plus, onsite farm sales and liquidation auctions. Scott has, over the life of his 50-year career, sold a variety of inventory that had many highlights, and at time conducted sales that were below his normal expectations. Art and his wife, Deanna, with a staff of up to 9 would deliver excellent service in doing an auction regardless of value attained. **Art never has a 'bad sale' as the next one was always going to be the "Best Sale"**.



Where is the Stradivarius?

At a farm auction, a ladies **Stradivarius violin sold for \$2000.00**, which raised many eyebrows – the successful bidder did all his homework and after doing research and contacting appraisers, realized the violin had a value of over a **'million dollars'**.

Art Scott held his last antique sale in June 2012. It was a tough decision for him to make. Market values and operating costs were a factor. The local community was in shock to have Scott Auctions retire. Over the years, Scott and his team gave buyers the opportunity to purchase a large variety of merchandise, plus antiques, plus farm sales, plus...plus...

Scott never called off a sale – rain, snow, wind, sleet were no deterrence; **that was a "trade mark" many others did not attain.** Art and Deanna are **enjoying their retirement, sharing their memories of years gone by and enjoying their many tomorrows.**



Action Auction with Art, Bernie & Deanna in Stavely

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

Hard times will always reveal...true friends. _____

Don't ever save anything for a special occasion, being alive is the special occasion. _____

I like hearing birds sing, it's the only music that hasn't gotten worse over the years. _____

SUMMER HAS COME!



*Timberland Auctions - 20th Anniversary - June 2018
Robert & Carol with their talented staff*

Classic Cars and Memorabilia of the Past Were Featured at Early Summer Auctions in Various Locations Across Alberta

It was fortunate that I had the opportunity to do stories on two popular sales. Each sale had vehicles that created a high value and buyers were treated to a large selection. Both sales had hundreds of bidders as weather conditions were perfect.

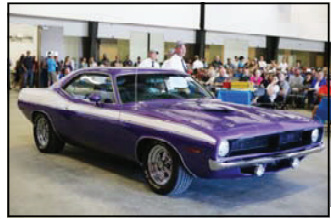
Father's Day Classic Car and Collectible Auction – June 17th, 2018 Heritage Pavilion, Stony Plain, AB

Robert Lind is a professional auctioneer, rodeo announcer and has an eye for new frontiers. Lind uses his vision and talent in getting new exposure by researching new markets.

Robert and Carol are **regular attendees** at the **Barrett Jackson Classic** Car Auctions in Scottsdale, AZ. Lind met a number of buyers from Alberta at the January 2018 event and the topic was, "Why not do a sale in Canada?" One buyer stated he would consign 3 vehicles and others at the sale said they would support this new venture in Alberta. This enthusiasm had Robert and Carol excited that their firm would enter into a new market.

Lind has a proven record of success in other ventures and this opportunity was a challenge for Timberlind Auctions.

The next 5 months were very intense as he had to get a prestigious location locally situated for consignors, a marketing strategy that would attract the classic car con-signor and most important, “buyers”.



THEY CAME - THEY SAW - THEY BOUGHT!
1970 Plymouth Barracuda \$60,000

The excitement grew as Timberlind contacted local car clubs and prior to auction day a “Show and Shine” of over 100 vehicles was featured. The web-site was featuring classic cars which also included antique tractors at the auction site.



THEY CAME - THEY SAW - THEY BOUGHT!
1961 Dodge Phoenix \$46,000

A Cockshutt “30” Pink Tractor was donated by the **Miskey Family** in memory of Gloria Miskey who passed away with breast cancer. The sale realized **\$11,000** and all proceeds were **donated to breast cancer**.

The **auction was a success** as over **500 buyers** had the opportunity to purchase a vehicle “from the past”.

Timberlind has already booked the **facility for 2019**. The first sale results were a positive indication that this, “Father’s Day Classic” will be an annual venture for Timberlind.



THEY CAME - THEY SAW - THEY BOUGHT!
1967 Chrysler Belvedere GTX Hemi
\$80,000

The results were very positive, and the prices were an indication that future consignors will look forward to this opportunity to market their vehicle.

Lind **expressed the Timberlind approach** for new ventures - **“IF YOU BUILD IT, THEY WILL COME.”**



THEY CAME - THEY SAW - THEY BOUGHT!
1964 Chevrolet Impala \$30,000

The year of 2018 featured 3 celebrations for Timberlind Auctions:

- 10th Annual Timberlind Bull Sale.
- 20th Anniversary for Timberlind Auctions.
- 30th Marriage Anniversary for owners, Robert and Carol Lind.

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

Life isn't meant to be easy - it's meant to be lived!

Health doesn't always come from medicine; sometimes it comes from peace of mind, peace in the heart, peace in the soul...it comes too, from laughter and love.

Relationships are like a truck...when you get a flat tire, you don't go out and buy a new truck...you fix the damn tire!!!

Nixon & Associates Auctioneers Peace River, AB



Brent with his father Harry, who throughout his career was an inspiration that assisted Brent in becoming a successful auctioneer.

It's very gratifying to listen to fellow auctioneers and hear their story and experiences they have encountered. Brent and Rose Nixon are a good example of the grit they possessed in their conquest of succeeding in the auction profession. The following interview is the Nixon saga of his adventure in the auction industry in the Peace River region of Alberta.

Brent received his 40 Year certificate at the 2018 A.A. of Alberta 84th Annual Convention held at Leduc, AB.

READ ON..... READ ON.....

I have been an auctioneer for 40 years, but this has been a hobby or more like a part time job, as I was helping my father as an auctioneer, so I didn't do most of the work. I would help him a day or two before sales and also on the day of the sale. My job was to line up the vehicles and other lots.

I was introduced to auction through my Dad as he would help an auctioneer named Bob Van Hook and he would bring me along as an extra hand and I would hold items up and wet the cars down before they crossed the block.

My father bought Bob's equipment and started Nixon & Associates in 1974. When I finished school, my father gave me an auction school course at Lacombe, AB at The Western Canadian School of Auctioneering, class of August 1978.

I never did run my own auction company until 2001. At that time my dad would come and help me as he had a little extra time and I needed the help as I was, and still am, selling real estate. We would do 6



It's Auction Day and Brent is getting buyer reaction.

consignment sales a year, starting in May and going until the snow came, usually around the end of October. We worked out of a fenced lot using an old mobile as an office.

The person that influenced me the most would be my Dad who inspired me to become an auctioneer.

I don't recall a highlight, but when Dad put me up for the first time my knees were knocking but my voice was doing what I was taught. I was on my fourth or fifth item and I realized that the people were listening and that was when I felt more confident, and the rest is history.

The **biggest and best sale** that I was involved with was a **land auction** that we held in the Peace River area. I was also the owner of the real estate company at that time. We **sold 16 quarters unreserved** and the interest that we **got was unbelievable** as we were **sending packages out all over western Canada**, and even a few overseas. The land sold for more than we had it listed for through the real estate company. I still believe that this is the best way to sell land.

The **worst was an auction that we didn't have; I spent the entire day turning people away and to this day I will never cancel an auction again.**

I will be honest, as my auction career was a second career I have never thought about what other auctioneers thought of me. I have helped them when asked and they have helped me when I have needed it. So, I guess they must think I am okay.



*New Site for Nixon & Associates.
Peace River Sale Site*

A good auctioneer is one that can keep the crowd interested; he or she has to be able to read the crowd as well and adjust his or her speed and clarity.

I don't set guidelines. At these auctions, we set the amount of advertising and from that we can tell how many people we will get for the auction.

I set goals that I want to achieve that involve both the auction company and my real estate career. We started a tree farm in 2016, and we will be selling trees this year as well. So, I will have to see how it goes and maybe next year we will set some goals for this part of our lives.

I try to keep a high level of enthusiasm at each sale, because if you feel bad the buyers will pick up on this and make a bad day even worse.



Ready to Serve - on or offside sales!

At my sales, we can sell anything but if a customer brings in an item that would need an extra amount of advertising and there isn't enough time, I will try to hold it over for the next sale. Or if the seller needs to sell it sooner, I will find them another company that will be able to do this for them. I have found it was always better to put the customer first and help them out and they will always come back usually with bigger and better consignments.

Yes, my **wife Rose is very involved in all our work.** She runs the **auction office** and does everything from taking in the consignments to paying out the sale. She also works with me with my real estate, and we are both active in the planting and maintaining of the trees. My sister also has helped with the auctions, setting up and working in the office.

I don't know that I can give advice to someone that would be looking at making auctioneering their whole life as I never did; I used it as a great second career. But if I had to, **I would say listen to the best and make your own foot print, some of the greatest people are the ones that listen.**

It has been tough to balance work with family, but I have been very lucky and there were not many family activities that I missed. With my career in real estate, I was able to make the adjustments needed and reschedule; and with the auctions, I didn't take over the business until my kids were older, so I was able to schedule around our family.

Yes, I would do it all over again. I have had a great time and know a lot of good people who, without, I would not be who I am today.

Over the last 40 years, I have been a member of the Alberta Auctioneers Association and have helped, mainly, my father and other auctioneers. It has not always been easy as I have had to deal with my own health issues and both of my parents had to have extra care, which my whole family helped with; **it is not easy dealing with Parkinson's and Alzheimer's.** I am very lucky that **my wife was with me every step of the way,** along with my sisters, **Beverly Cote and Connie Ferguson.**

Last year we finished a new auction yard at our farm just outside of Peace River. **It has been a dream of mine, and maybe even my Dad's, for the last 30 years.** We look forward to serving more customers in a better and more efficient way while having fun doing it.

Another Story - Another Friend - Life is Good

Rick Wattie - Auctioneering College of Canada & Alberta Surplus Liquidators Edmonton, AB



*Rick Wattie - owner/
auctioneer. Each
course has over 80
hours of instruction.*

Rick has had a very active and diverse background in the auction industry. In 1989, Wattie graduated from the Jordan & McLean Auction School at Kitscotty, AB. The day after his graduation, he conducted a Spring farm equipment auction at Gibbons, AB.

Wattie took on the auction profession with a **strong attitude** that he **would be able to compete** with others in the **auction industry**. He had established a group of auction firms that would retain his services along with his own clientele that had him doing up to 5 sales a week.

Rick could see a need for an auction school in Canada and especially the province of Alberta. In 1995, he formed the “**Auctioneering College of Canada**” and he held four sessions a year. Wattie presently has classes every two months and will provide instructions for 2 to 8 students at a time.

Over the years, Wattie has had enrollments from Canada, Africa, England, New Zealand and parts of Europe. The courses are very positive in having students trained and educated in all aspects of the auction industry. On the 3rd day, students sell up to 15 items; 4th day, 20-24 items; 5th day 30-35 items, and so on.



*PRACTICE - PRACTICE - PRACTICE
The start of a new career!*

The courses are very thorough, and, unlike some competitors, students receive personal instructions in overcoming the anxiety in their bid calling. **Classes are small** which **leaves more time for correcting students’** application in **bid calling and clarity**.

The school is very basic in teaching all aspects of becoming a successful auctioneer. It does not have the facility which will impress students, but it does have the **instructors that are professional, knowledgeable** and have **years of experience** in the **auction industry**. If you want to take the auctioneer’s course, there is an opportunity for you – **and the price is right**.

Rick Wattie has over 20 years of service in conducting auction courses. Wattie has been a member of the A.A. of Alberta for the past 28 years.

Another Story - Another Friend - Life is Good



*Peter Wood,
Thorsby, AB
June 2018 graduate*

LINDA DUNBRACK, Big Strapper Auctions Mirror, AB



Linda with daughter Sarah who is part of "Big Strapper Auctions"

The auction profession in Alberta has had few female auctioneers, however it did not deter Linda from becoming a successful auctioneer. Donna Olson was instrumental in having Dunbrack break into the auction arena in the late nineties.

Linda has been an active member of the A.A. of Alberta for twenty years. Her firm, "Big Strapper Auctions" has a story to tell. Dunbrack will share experiences that they have encountered in their activities as an auction firm.

Read On... Read On...

My husband Shane's, dad was an auctioneer and Shane was always inspired to go back to school to become an auctioneer, so after being in the trucking industry for 20 years he went back to school and became a certified auctioneer. Together we formed our business "Big Strapper Auctions". After about a year we had invested a lot of money and time into our auction company and were still working on getting ahead. We made the decision that Shane would go back to work and I would go on to auction school and run the auction business.

Linda graduated from the Western School of Auctioneering at Olds, AB in 1999.

Dunbrack has owned an operated "Big Strapper Auctions" for 20 years.

Linda was determined to be successful for herself and family, her status was soon recognized by the auction community.

Dunbrack remembers the first and few times she got up in front of a crowd; it was a bit nerve-wracking but like anything else the more you do it the more confident you become.

Linda recollects her best auction was, "**A large storage unit auction we did recently. 50+ storage unit blowout. It was the most money I had made, for the least amount of work.**"

The worst sale would have been when, "We were hired to do an onsite auction – the family insisted they would have the sale organized, set-up. When we got there – nothing was set up, not even sorted or packed, then it **started blizzarding in May** – it was a disaster!

Dunbrack has seen and heard a variety of auctioneers. An auctioneer should be clear, buyers understand what item the auctioneer is selling and what the price is. Someone who is a confident people person.



Linda with future auctioneer and grandson, Gunnar

Every sale is important – getting best prices for consignors, making sure all the inventory is gone and sold for a fair price to the buyers. We try to make the auctions a bit of a fun, family outing. Enthusiasm and knowledge on sale day are important. **Research your inventory – know their value – ignorance can be detected.**

Family involvement is very active: Shane maintains his auctioneering, my daughters work with me to book sales, do set-ups and moves, advertise as well as run the weekly concessions. We now have a grandson, we hope, one day will be an auctioneer with me. Family has been a huge part of our success.

Auctioneering has been a successful venture. To all new aspirants: **Never give up, it's worth all the hard work.**

Big Strapper Auctions are involved with many local charities.

There are many great auctioneers in Alberta. I would say I was inspired in the early years by Donna Olson, she was helping to pave the way for women auctioneers. Also, by John Wayne of Pilgrim Auctions, Olds, AB; a good guy and a stand-up auctioneer.

Looking back, I have enjoyed helping people through big changes in their lives whether it be young couples looking to buy furniture for their new home, an elderly couple moving out of a home they've lived in for 50 years or **helping a grieving family deal with selling a loved one's possessions.** It has been a lot of hard work but has **been a joy to be able to earn a living while being a service to people.**

I have no regrets; the auction profession has made **me a better person** and I **would do it over again and again.**

Another Story - Another Friend - Life is Good

My goal is to create a life I don't need a vacation from.

I intend to step out of my comfort zone, because life happens there.

The real test is being kind, to unkind people!!!

HUBERT KALLEN - Tilley, AB



Hubert Kallen

Huby has been a member of the A.A. of Alberta for 25 Years. Since his auctioneering graduation in 1993, he has been active with Charlton Auctions, now Van Wert Auctions of Brooks, AB; Canadian Public Auctions, Calgary, AB; Michener Allen Auctions; and Ray Pawlawski Auctions of Weyburn, SK.

Kallen has been involved with **over 60 worthwhile causes and charity auctions**. Huby has impressed his audiences with his musical talents while he raises funds.

Huby has the auction fever and it appears his knowledge will be in demand for many years. Huby and Karen share there many moments in assisting charity projects and Southern Alberta is blessed to have their support at their local charities.

The A.A. of Alberta has been fortunate to have Kallen as an active member and supporter throughout these 25 years.

READ ON...READ ON...

[The Road to Success – Huby Expresses his Thoughts on his Career](#)

I contemplated the desire to become and auctioneer and contacted Wayne Orsten in December 1992 and registered for the auctioneering course.

Yes – In March 1993, I attended the Western Canada School of Auctioneering in Calgary, AB. Larry Graham and Wayne Orsten were instructots.

Huby worked for Charlton Auction Services at Brooks, AB in 1993.

Johnny Charlton and Larry Graham were very important in Kallen's career. Huby watched and listened to many auctioneers and learned from each one.

Huby listened to many auctioneers at auction school. They gave him the confidence and determination to succeed.

Huby likes to remember **1997**, when he **had 28 farm sales that spring** and all the cattle sales in between. **He just thrived on being so busy.**

Kallen likes to think of himself as a **versatile auctioneer** that can step out **on to the ground** and **be a ringman too**, even if he's not selling.

A good auctioneer knows the product he is selling and is cordial and respectful of the audience.

In Kallen's opinion, the auction team works together with the auctioneer, ringman, clerks and cashiers, in serving all the consignors and bidders.

Huby likes to keep enthusiastic and confident in all his sales. He likes to think he would sell anything that comes his way, **“You just need to apply yourself and learn each day.”**

His wife, Karen and his children have always supported his endeavors, “I am so grateful.”

Huby's advice: Keep practicing, listen to yourself, always work on improving yourself, **keep humble and honest.**

Huby's family makes an effort to balance their career time and family activities, (at times it can be tough.)

Kallen feels it is so important to support charities and to raise funds for worthy causes. He always takes the time to plan for these efforts.

Huby has a **respect for all auctioneers** – There are so many, the ones he's worked with and others, **each one has given him inspiration.**

Most important – Would you do it again?

“Absolutely! I only wish I would have started earlier in my life, like right after high school. **I love it, it gets my adrenaline going.**”

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

A little this...A little that.

Wrinkles mean you laughed – grey hair means you cared – and scars mean you lived.

When life gives you a hundred reasons to breakdown and cry, show life that you have a thousand reasons to smile and laugh. “Stay Strong”

Positive thinking evokes more energy, more initiative and more happiness.



MILLIONS Of Visitors

HIGHLY RANKED IN SEARCH ENGINES

UNLIMITED LISTINGS

UNLIMITED TEXT & PHOTOS

NO LINKING RESTRICTIONS

GLOBALAUCTIONGUIDE.COM
AS LITTLE AS \$1 PER DAY

AUCTIONGUY.COM
100% FREE LISTINGS

SHARE YOUR DATA

FREE WEBSITE HOSTING

FREE CALENDAR WIDGET

100% FREE LISTINGS!

COMPLETE CATALOGS



For ALL your Auction Print Needs!



TRANSGLOBAL
communications

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

Happy
AUTUMN





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

Auctioneers' Association of Alberta

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

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

www.albertaauctioneers.com