

VOLUME 82

NUMBER 3

OCTOBER 2016

The Alberta AUCTIONEER

Going Once
Going Twice
SOLD!

**IN THIS
ISSUE:**

2017 Convention
Alberta Auctions 101 & 201
With Deepest Sympathy
"Wild Bill" and more...



2016-2017 EXECUTIVE



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

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

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

Auctioneers' Association of Alberta



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www.albertaauctioneers.com

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Table of Contents

President's Message	2
Association Executives	3
Renewing Your License – Scott Hood	5
Deepest Sympathy	7 – 9
Back to School – Auctions 101 & 201	10 – 11
Auctions 101 & 201 Registration	12
2017 Convention Registration	13
2017 Convention Agenda & Entertainment	14 – 15
Pins & Plaques	16
Bring Your Entries to the Convention	17
Vern Scown Tyro Registration	18
All Around Auctioneers' Championship Registration	19
Here, There & Everywhere with "Wild Bill"	20 – 35



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Message from the President



Wow, where did the summer go. The older I get the faster time seems to fly by. I hope that you all had a productive,

safe summer and were able to get away on some form of vacation.

I have been reflecting over the past few days on the state of affairs in our province. Oil prices have continued to flounder in the mid \$ 40 range, grain prices are down 10% on average year over year and cattle price are down 30 to 70% from this time a year ago. Unemployment continues to climb and our good neighbors to both the east and west don't seem particularly inclined to help us get our product to tidewater in a safe and efficient manner. Even though they gladly accepted our money in the form of transfer payments when the Alberta economy was rolling.

Having said all that, as I travel around the province I don't hear a lot of complaining. The people of this province are a very resilient lot. We just seem take what comes along, deal with it and carry on. It never ceases to amaze me and is one of

the reasons that I adopted this place as my home 40+ years ago and have never left.

These have been very good times for the auction business based on my experience. We are providing a needed and valuable service as machinery and equipment gets redistributed to where it needs to be, providing true price discovery at the same time.

I will stop waxing philosophical now, as all economies are cyclical and we will come out of this smarter, more efficient and better than ever.

The operations of AMVIC are under review by the provincial government at the current time so everything regarding that organization as it affects the auction industry has more less been on hold pending the outcome of the review.

We continue work on other issues that affect your business although progress did slow down somewhat over the summer. With the arrival of fall we are back working to support the industry as best we can.

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

Here is wishing you a busy and productive fall!

John Arnold, *President*
Auctioneers' Association of Alberta

2017 Convention will be held in Red Deer at the Black Knight Inn on January 26-28, 2017.

2016 Executive

Term Expires:

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

COMMITTEES:

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

PAST PRESIDENTS

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



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Don't Forget to Renew your Driver's Licence (and your auction sales business licence too!)

I hope you are all aware that Service Alberta will no longer be sending out notices in the mail to renew your vehicle registration and driver's licences. If you sign up with My Alberta eServices you'll get an email 2 months before and then again 2 weeks before the expiry date.

It's also timely to remind auction businesses to ensure they renew their business licence before it expires. An auction sales business licence is issued for five years so it is very easy to forget when it expires. We will mail a renewal notice to you two months before it expires but this is a courtesy we provide. Albertans are responsible to ensure their registrations, licences and identifications cards are current. We licence many types of businesses so it is also impossible for us to follow-up with all if they neglect to renew.

If you change your address you must let us know within 15 days. If you do not give us your new address we will be sending the renewal notice to the old address.

If there is a postal strike, you will not be receiving a renewal notice in the mail. Someday soon we will have the ability to notify you by email of your business renewal so please provide an email address on your application or renewal.

Tip: Check the expiry dates on your auction business licence, licence plate and driver's licence and mark them on your calendar.

Scott Hood

Director of Fair Trading (as delegated)
Service Alberta

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



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With Deepest Sympathy ❁



**Ken
HURLBURT**
1928 – 2016

Ken Hurlburt was born in Lethbridge in 1928 to Hannah and Orval Hurlburt and grew up during the depression in



Milk River. No stranger to hard work, he was picking up odd jobs as early as seven years old, not for spending money, but to help his family get by. Through his teenage years, you could find him completely engaged and working wherever and whenever he could at the local stockyards. The seed for his life's work was planted.

After a year working with a crew surveying the Mackenzie Highway in the North West Territories, Ken headed back to Lethbridge hoping to pick up the cattle business where he left off. In the 1940s, the concept of selling livestock by auction was gaining popularity and the drovers' era of private sales was coming to an end. Ken and a partner formed their own cattle buying company, bought an old truck and worked the country, buying one cow at a time.

It was about this time, on a blind date arranged by her brother, (auctioneer Ted Newby) that Ken met a dark haired beauty named ReNée Newby, daughter of auctioneer Jack Newby and his wife Cora. Ken loved to say, "I met her on the 25th of May, we were engaged on the 25th of June and married on the 5th of September. I knew she was perfect." This September would have marked Ken and ReNée's 67th wedding anniversary.

In 1952 foot and mouth disease struck, and the cattle industry was in crisis. Determined, Ken set his sights on a new career, and with a \$500 loan, a wife and two babies, he enrolled in auction school at Western College of Auctioneering in Billings, Montana. He was honoured to become the first Canadian appointed to the teaching staff of that college.

Ken and ReNée settled in Lethbridge where their family grew to include six children: Jody (Ted Thael), Brant (Patty), Darcee (Bruce Robertson), Kim (Kim Tillsley), Thane (Joy) and Heath (Dallas).

Word of Ken's talent spread quickly. He sold for Calgary Public Stockyards Mondays through Thursdays, for Pincher Creek Community Auctions on Fridays and Medicine Hat and Walsh on Saturdays. He was asked to consult with the St. Boniface, Man. Stockyards which at that time, was the largest livestock sales yard in the British Commonwealth. They operated six concurrent sales rings and to help turn their new but struggling auction facilities around, Ken commuted by train from Alberta for two years.

Ken pioneered the concept of selling land by auction in Alberta; over 50 years ago he sold 26 sections of land near Foremost by auction.

He sold such prestigious sales as the Royal Winter Fair in Toronto from 1958-1961, North America's Largest Bull Sale in Calgary, and the Pacific National Exhibition in Vancouver where he sold the record high priced Angus bull at \$10,000 for E.P. Taylor.

Along with partners, Ken opened Fort Macleod Auction Market Ltd. in 1960,

the Highwood Livestock Auction in High River in 1984 and Pincher Creek and Cranbrook Auction Markets in 1993.

He served as president of the Fort Macleod Rodeo Association from 1960-'66, president of Alberta Auction Markets from 1963-'65, served on the Livestock Marketing (International) Association for three terms, was a Calgary Stampede Lifetime Alumnus, and judged both the World Auctioneers' and the Calgary Stampede Auctioneers' Championships.

Ken was mayor of Fort Macleod for four years, and was twice elected Progressive Conservative Member of Parliament from 1972-79.

He was named Honorary Chief Ermine Horn of the Piikani Nation's Black Horse Society.

In 2012, Ken was inducted into the Livestock Marketing Association of Canada's Hall of Fame.

He was also the proud recipient of numerous medals for outstanding community service for "people whose actions have benefited their fellow Canadians":

- 1967 Alberta Achievement Award.
- 1974 RCMP Scroll.
- 1977 Queen's 25th Anniversary Medal.
- 1992 Commemorative Medal 125th Anniversary of the Confederation of Canada.

- 2005 Alberta Centennial Medal.
- 2003 Queen's Golden Jubilee Medal.
- 2012 Queen's Diamond Jubilee Medal.

Ken and ReNée moved their family to Fort Macleod in the 1960s — the home of the family ranch — where he was always humbled by where their hard work and devotion had brought them. He was a very grateful man; always singling out ReNée, awed by her steadfastness and faith in him.

Ken Hurlburt was one of those people who made a difference — to his family, to his profession and to his country. He was highly skilled at what he did; he had a great affection for people, an engaging sense of humour and an infectious laugh. His diplomatic and marketing skills were exemplary.

Ken was a visionary; dedicated and determined. He had a legendary work ethic and his accomplishments are rivaled only by the incredible volume of loving memories held forever in the hearts of his six children, their husbands and wives, 20 grandchildren, their husbands and wives and 27 great grandchildren.

Ken was predeceased by his older brother Tom Hurlburt of Sacramento, California and is also survived by his twin sister Kathryn Hurlburt of Fort Macleod.

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With Deepest Sympathy



**Bud
HAYNES**
1933 – 2016

Bud Haynes of Red Deer passed away peacefully with family by his side at the Red Deer Regional Hospital Centre



**50+ YEARS
Member**

on Wednesday, July 20, 2016 at the age of 82 years following emergency surgery.

Bud, the last of eight children, was born in a log cabin at Buck Lake, AB and named Harry Raymond. Soon he was called “Buddy” and then “Bud”, the name he proudly carried for the rest of his life. Losing his father at the age of three, Bud was raised by his mother, Elizabeth. Bud’s mom took him to Edmonton to his first auction and taught him how to “buy on the dealer’s eyes”, instilling a lifelong love of auctions. At the age of seventeen, Bud survived a near fatal motorcycle accident and then went on to fulfill many of his dreams including racing cars and motorcycles, and owning his own Cab at nineteen. Bud always loved to be his own boss! Bud started guiding and outfitting, buying and selling horses, and then became a guard at the Nordegg Minimum Security Jail where Bud met a fellow guard who would change his life.

Given Bud was an avid reader, he read some on how to become an Auctioneer. Bud taught himself selling by practicing into a tape recorder as he could not afford to attend auction school in the United States. Bud earned his first dollar as an Auctioneer selling for the Daines family in Innisfail and soon after opened Red Deer

Auction where they often had three household auctions a week and in the process, taught his wife Dot to sell. After starting Bud Haynes & Co., (a family ran business that included the family dog Suzy), Bud would see his business become the first and largest firearms auction in Canada.

Bud received many awards in his life. Some of his proudest moments were being an instructor at Canada’s first school of auction, being invited along with his daughter Linda to sell at Christies in London, England, helping to start Rock Island Auction in the USA (the largest firearms auction company in the World) and the merging with another second generation family ran business, Ward’s Auction of Edmonton.

Bud’s family was extremely proud of him for having celebrated his 50th year as an Auctioneer earlier this year. Bud and Dot enjoyed traveling, camping and fishing with their family. Bud was a proud Grandpa, never missing a hockey or Lacrosse game or a practice and even cheering the granddaughters on at Ukrainian Dance competitions.

Bud is survived by his wife of 57 years Dot Haynes; daughters Linda (Jim) Baggaley, Rae (Fred) Carswell; grandchildren Kyle, Thomas, Alayne, and Katey as well as numerous extended family members and many friends made over the years. Bud was predeceased by his parents, Jack & Elizabeth; brothers Ike (Norma) and Johnny; sisters Jayne, Gladys (Tom), Irene, Eve (John) and Gwen (Len). Not only was Bud a wonderful husband, father and grandfather (Papa) but he also touched many people’s lives and will be sadly missed by all who knew him.



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Held in High River, AB at CPA's location, previous Highwood Livestock Auction Mart. Real auction setting for the course!

Website is being built now and final touches being wrapped up for all the gov't licenses, hopefully first class will be held later this year.

For more information call Rod Burnett at 250.308.8185
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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."

“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.

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

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

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.

COMPULSORY COURSES

For Auctioneers & Auction Administrators

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

Alberta Auctions 101

8 AM to Noon (Includes Exam)

Fee: \$100.00 (includes lunch)

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

Topics Covered

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

Alberta Auctions 201

1 PM to 5 PM (Includes Exam)

Fee: \$50.00

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

Topics Covered

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

REGISTRATION FORM *(please print clearly)*

Name: _____

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Signature: _____

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

_____ Alberta Auctions 201 Fee: \$50.00

Credit Card (please mark one)

VISA



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Account Number: _____

Expiry Date: _____ / _____

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(located on the back of card)

Fee is payable prior to Jan. 10, 2017

Black Knight Inn in Red Deer, AB

January 26, 2017



Auctioneers' Association of Alberta

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

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



January 26 – 28, 2017

2017 CONVENTION

Registration Form

Held at the Black Knight Inn in Red Deer, Alberta

Included in this Registration is:

Welcoming Reception • 2 Breakfasts • 2 Lunches • 2 Dinners

Name of Auctioneer: _____

Name of Spouse / Partner: _____

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

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

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

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

Total Owing \$ _____

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January 26 – 28, 2017

2017 CONVENTION

THURSDAY, JANUARY 26TH

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



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

FRIDAY, JANUARY 27TH

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



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Terri Mason, Canadian Cowboy Country Magazine

The Wardens

SATURDAY, JANUARY 28TH

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

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January 26 – 28, 2017
2017 CONVENTION

Pin & Plaques



Peter Pich • John Charlton

*Frank McInenley • Fred McDiarmid
Gordon Murison*



Brent Carey • Grant McNab

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





January 26 – 28, 2017
2017 CONVENTION

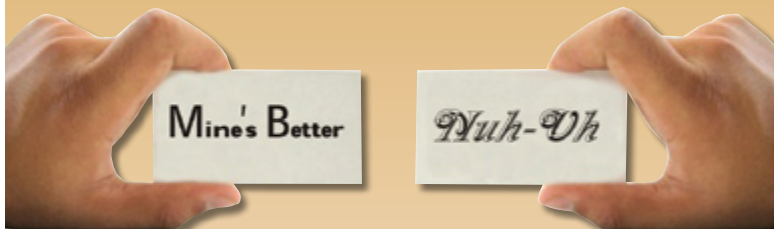
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to the Convention!**



**Best
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Best Business Card



**Best
Webpage**





January 26 – 28, 2017

2017 CONVENTION

Vern Scown Memorial Tyro Contest

REGISTRATION • FRIDAY, JANUARY 27TH, 2017

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

Free Convention Registration for all Tyro Contestants!

Date: _____

Name: _____

Address: _____

School Attended: _____

Date Graduated from Auction School: _____

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

Signature: _____

FAX OR MAIL YOUR REGISTRATION TO:

Fax: 403-340-2019 • R.R. #1, Red Deer, AB T4N 5E1

7th Annual All Around Auctioneers' Championship

The 7th Annual All Around Auctioneers' Championship will be held in Red Deer in conjunction with our **Annual Convention, January 26 to 28**. Limited contestants will compete for the trophy and cash. They will sell 4 items in the preliminary round. Contestants will have to supply 2 of those items to sell. They must sell for a minimum of \$50 in the competition. We are receiving more interest from out-of-province competitors and new sponsors. **Number of contestants allowed to compete is limited, so register early. This year the cut-off date for Registration is January 19, 2017. All Contestants MUST forward a short bio of themselves to myself or Lorraine and give permission to the committee to use such information in the auction catalogue.**

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

Committee Chair, Cody Hayes and Ron Victor, ASA

7th Annual All Around Auctioneers' Championship

CONTESTANT REGISTRATION

Name: _____

Company: _____

Address: _____

Phone: _____ Cellular: _____

Email: _____

Graduation Auction School: _____

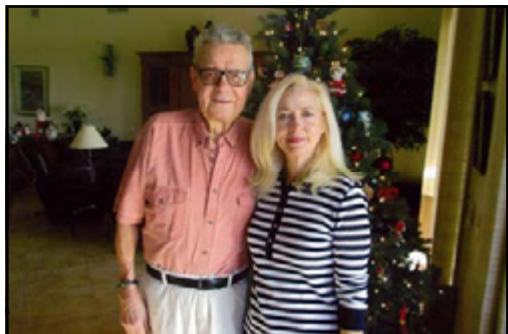
Year of Graduation: _____ Jacket Size: **S M L XL XXL**

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

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

Registration Fee after the deadline will be \$225.00.

AUCTIONEERS ASSOCIATION OF ALBERTA



Wild Bill with daughter, Sheryl "Christmas 2015 in Arizona"

HERE, THERE & EVERYWHERE... with Wild Bill

I've been asked many times **where do I get the energy** to be involved with a variety of charities and the auction profession.

I must admit that the **flow of energy has its limitation**. I preplan a list of one or more projects that

do not exceed five hours for the day. If I work at top efficiency, my mental and physical capacity has reached their ultimate. Beyond five hours, my performance is waning and my concentration is **lacking**. It's time for a snooze!

I don't work everyday but on my off days I walk or hike, do cooking, shopping and house cleaning. I take time to visit "**My Lady Claire**" and chat with my family and friends. To enjoy life and its many gifts a person has to monitor his health more closely. Eat the right foods (**no junk food**) and have regular doctor visits. **It's nice to party** but you **don't have to party everyday**.

As the sun settles in the West, I rejoice that "**life**" has been very good to me and my family. I'm very proud that I was born on a farm in Alberta with hundreds of immigrant families that made Canada their home. The "**Depression Years**" weren't always filled with "**rainbows**" but families became communities and new settlers worked together to create their success story in Alberta.

I often reminisce of my youthful years on the farm – remember the **old school-house, outhouse, treehouse** and **farm house**. We survived those years as "**Ma & Pa**" led by example that **HARDWORK SPELLS SUCCESS**. Don't forget to share your love of family with "**That smile, hug and kiss can really make a change. Try it.**"

God Bless You All

Wild Bill

PS: I hope you all had a great harvest.



- CIRCLE YOUR CALENDAR -
2017 AA of Alberta Convention
January 26, 27, 28, 2017
BLACK NIGHT INN - RED DEER, AB
1.800.661.8793

- JACK DAINES - A REAL PEOPLE'S PERSON

Innisfail Auction Mart - Daines Rodeo Ranch



Jack and the love of his life for 59 years, Audrey celebrate Jack's 80th Birthday with their family and many friends. "Another hurdle by the man"

Wow! – every story or profile has been an opportunity to meet a vast array of auctioneers and their families who have shared their success with the AA of Alberta family.

Jack Daines has enriched the auction profession in Alberta with his vast knowledge and credibility. In 2004 Daines was presented with the "**Distinguished Service Award**" by the Alberta Auctioneers Association. Daines has been very supportive in the many tasks that have become an issue in the auction industry.

My profile of the Jack Daines family will be subject to his involvement in the auction and rodeo industry. Jack has been very prominent in the rodeo profession throughout North America. And his contributions in this field are endless. As a cowboy participant and as a forerunner in promoting the rodeo movement throughout Canada.

A Pioneer of Rodeo.

His father Snowden Daines with three partners in August, 1955 founded the **Innisfail Auction Market**. It's premises became the beehive of activity for the livestock market in western Canada and today it specializes in



Innisfail Auction Mart - Sale Day Action

cattle and horse sales. Sales have surpassed all original expectations and have exceeded over 98,000 for cattle and 5,000 for horses over past decades.



Jack takes a break and thanks the weatherman for a sunny day.

It was an early June morning and with guidance I met Jack and Audrey Daines at their spacious country residence. Audrey had prepared a most informative list of articles that portrayed the extreme history of her husband Jack and his involvement and commitment to the auction and rodeo community throughout Canada and especially Alberta.

To meet Jack a **53 year member of the AA of Alberta** and shake his hand was the commencement of an interesting and knowledgeable experience of that was to follow.

Daines has a stocky build with a **distinctive raspy voice** (which was incurred when he was a teenager and he had striped his vocal cords) which **became**

his trademark in the auction and rodeo profession as an announcer.



Jack's son - Duane
Auctioneer

The many rooms at their home are filled with numerous plaques, awards, trophies newspaper articles, letters of thanks and more.

The many accolades that have been bestowed upon Jack by the rodeo and auction profession have not altered his personality or life style.

Jack was born in the "depression years" in Innisfail, Alberta on May 18, 1936. He was the second oldest of seven sons born to Snowden and Ethel Daines. They were mixed farmers in the Innisfail district. Too many of the pioneers that were born in this era can understand and relate to the sacrifices and hardships that were incurred to survive.



Jack's brother - Danny
Yard Boss

Settlers came to Canada for it was a haven of peace, an opportunity to be a success and the struggles to achieve were not questioned.

Daines family experienced this challenge and Jack at an early age already was forming a character that would **inspire him to become a future entrepreneur.**

Daines worked at Innisfail Auction Mart when it started in 1955. Jack started his auctioneering career in 1959 and in 1967 became co-owner and GM of Innisfail Auction Mart.



Jack's nephew - Mark
Auctioneer Fieldman

Throughout his early career in auctioneering he also had a prominent rodeo career and that made for a very busy agenda.

In the fall of 1970 he had a serious cattle accident where he lost sight of one eye. During his recovery he had time to re-evaluate his future and his priority would be to make the **Innisfail Auction Market** not the biggest but the **"Best Running"** with top quality service to all **his buyers and consignors.**

Innisfail Auction Market is a **third generation family auction business** that has been a fore-runner in creating new markets and stream lining their facilities to accommodate their client's needs.

In 1961 with the efforts and foresight Daines held the first annual bucking horse sale. It has now grown to be a major attraction that has major rodeo operator's purchase bucking horses for their annual event. The quality of bucking horses has seen a marked improvement and at their 2004 bucking horse sale a **record price of \$52,000** was sold to the highest bidder. Many horse ranchers are now directing their operations to just raise bucking horses for the rodeo contractors. **"A Great Vision by Jack Daines"**

Daines throughout his life has been an **achiever.** Whether the auction or rodeo profession. The farm boy and then cowboy was attracted to the rodeo circuit at an early age. The likeable Daines took to the rodeo profession with great vigor not only to compete in the various events but to **"Win"**. Over the years his



The 55th Annual Daines Ranch Rodeo - June 2016 The crowd awaits the "Million Dollar" voice of Jack Daines and his son Duane to kick off the rodeo.

endless involvement with rodeos became recognized and acknowledged by the Rodeo fraternity. Jack is a tireless worker who strives to be the **"Best"** and **leads by example**.

The vision and dream to have a rodeo at the Daines Ranch was an idea that many thought was unachievable. Jack didn't quit he just went about his project with the assistance of his family and Cliff Anderson they proceeded to put **Innisfail** on the map with the **"Daines Ranch Rodeo"**— this was the start of a trend for other

towns and rural communities to have an annual rodeo – To have an event that would **attract cowboys and cowgirls** to show their wares at the rodeo. It spread across the west and continued on to the East.

Thanks **Mr. Jack Daines for the legacy** you have given and the opportunity for cowboy and cowgirls to have the facilities to share their **"Rodeo Passion"**.

The Innisfail Auction Market continues to thrive with the expertise of **Duane, Dan-**



Daines started sheep riding in 1961 at the Daines Ranch Rodeo and has since gone all over the world.

ny and Mark Daines overseeing the auction market daily operations. Jack is definitely not out of the equation and his various areas of success throughout his career are appreciated and continues on as GM.



Jack with son Duane share the rodeo announcing at their annual rodeo event. In 1995, while an active rodeo competitor, Duane was paralyzed at an Armstrong BC Rodeo. Duane with the use of a wheelchair, remains very active with the operation of the family business in Innisfail.

Jack gave me the tour of the **"Daines Rodeo Ranch"** and as he spoke I recognized his intensity as he explained the various phases of construction that took place before it became a reality. We stood on the hillside overlooking the **"Rodeo Complex"** and without saying a word I could see the immense pride and satisfaction that words were not necessary – **His Vision** – **His Dream** – **His Passion** – was to be enjoyed by the **Rodeo community** –

Thank you Jack for a most informative visit and a special thanks to your "Lady Audrey" for her hospitality.

God Bless you both; Wild Bill

Quotes about Jack Daines

Duane Daines - Auctioneer, son

"Well, he's my dad so we work together everyday doing business, having fun. Dad's a good friend of mine. I admire his drive-he's not young but he thinks like he's 20 years old. Sometimes we'll get into a conversation, he'll say black and I'll say white just to keep it going. Some people think he might be tough to deal with, but I can hold my own."

Honourable Ralph Klein - Former Premier of Alberta

"Jack is truly a living legend. He's a man who has brought to life the values that have shaped Alberta and the Canadian West. I'm talking about values such as hard work, respect for all living things, and commitment to family and province. Jack's many achievements over the years have helped keep the western tradition alive and strong. And he's done it all with good humour, a sharp eye, and, above all, a love for the land that is uniquely Albertan."

Bill Nugent - Horse Trader, Water Valle, AB

"I've been going to his sales for thirty-some years, and he's just a real promoter. He generates hype and keeps all hyped up himself. That's just the way he is, a real promoter. He knows what's going on, especially about rodeo. I get a kick out of him. Most rodeos have a rodeo committee, but Innisfail, there's only one guy on the committee so there's nobody to argue with him. He's quite a guy. One thing about it; when you turn on the radio in the morning you know who you're going to hear."

Marty Ward - Cattle Buyer, Cremona, AB

"Jack is a cattleman and a cowboy and I don't think there's any other way to know him. That's who he is and that's what he preaches. He's a very shoot-from-the-hip kind of guy. He's the eternal optimist-the (US) border was going to open from the day it closed-it's just the way he is. He thinks nothing but good and prosperity and he's a promoter. He's a straight shooter, whatever he believes in the stands behind it, you're going to have a heck of a time every changing his opinion. He takes such an interest in other people, but his family is definitely the most important thing in his life. From Duane to his grandchildren - they're everything to him."



Jack ponders an idea that will attract more rodeo fans!



*"A Daines Tradition"
One of many family holiday get togethers!*

A Trip Down Memory Lane with Jack Daines

Some of the many awards Jack received throughout his career:

- 1990 - Professional Rodeo Committee Man of the Year
- 2000 - Canadian Pro Rodeo Hall of Fame
- 2004 - Distinguished Service Award by Auctioneers Association of AB
- 2009 - Alberta Sports Hall of Fame
- 2009 - Wall of Fame from the Town of Innisfail & Community
- 2009 - Pioneer Award at the World Famous Calgary Stampede
- 2010 - Rotary Foundation: Paul Harris Award
- 2010 - Cowboys Reunion presented Daines with "Good Old Boy" Award for many years of supporting rodeos in North America in Las Vegas, NV.
- 2013 - 50 Year Pin: Alberta Auctioneer Association
- 1960 - 2016 - Auctioneer for numerous charities



Years of Rodeo Awards



It can't get any better!



The start of rodeo wins!



Thank you - Jack Daines 54 years of promoting "The Innisfail Pro Rodeo"



Another rodeo and another ride

Jack Daines - Rodeo & Family



A candid snap of Jack Daines (left) and his brother Jim; taken by a street photographer in downtown Calgary.

In 1948, at 12 years Jack hitchhiked to his first rodeo where he entered a boy's steer riding completion. Daines won and that became the commencement of a spectacular "Rodeo Career" as a **contestant, promoter, announcer, advisor and mentor plus much more.**

The fifties were a busy schedule which included novice saddle bronco riding where he won the **Canadian Novice saddle bronco riding title in 1955 and 1956.** Daines continued on and was an Open saddle bronco contestant in 1960 and 1961.

Daines never lost his appetite for being an advocate for the rodeo profession and in the 70's he became a stalwart supporter of the rodeo community throughout North America. Daines was inducted into the

Canadian Pro Rodeo Hall of Fame.

Jack and Audrey have raised a family of three which include Duane, Brenda, and Joan. The hectic pace that Jack has endured always included "family time". His Lady Audrey had the patience and personality to be part of Jack's many journey's which were highlighted with many family get-together's.



Jack Daines - 2010 50th Anniversary

Jack continues to surprise his auction and rodeo friends with his stamina and energy. The attitude and knowledge he has given to so many reflect why he is so highly respected.



The dream and commitment to achieve have been his priority. The AA of Alberta and Rodeo profession are very fortunate and honored to pay tribute and Give thanks to Jack Daines.

Life isn't a matter of milestones, but of moments."

- Rose Kennedy, mother of President John F. Kennedy

A FEW MOMENTS THAT JACK DAINES RECALLS FROM HIS LUSTREOUS CAREER

"I guess my favourite award was winning the Novice Bronco Riding of Canada in 1956"

Jack's reaction when he received the "Rodeo Hall of Fame" watch. "It took me back." Prior to the announcement Jack thought in his mind, "Gee, I'd kinda like to meet that guy. He made me sound a hell of a lot better than I am."

In his summation of receiving numerous awards and recognitions he stated, "You can't buy 'em, and when your peers vote you in," he pauses.

"Somewhere along the line somebody thought you deserved it. It means a lot."

With so many friends, accolades and lifetime of experience, what is his best advice? "Be honest and a straight shooter. Don't misrepresent. Even when you are selling, don't try and sell an old horse as a young horse. Sell it for the full value, but don't stick somebody "cause there's no good feeling in it" he finished emphatically.

Biggest Day of your Life...."Tomorrow"

"I am a Christian, and although I am not a great attender of church, I do believe in it all. Heaven is right here in Alberta for me. It doesn't get any better than this."



*Eighty years and still an inspiration to all who know him.
- That's Jack Daines!*

THANK YOU

The vast background that encompasses the Jack Daines profile has received assistance from various publications since 1955. We thank Jack and Audrey for their personal input and the many magazines they provided in highlighting the career of Jack Daines.

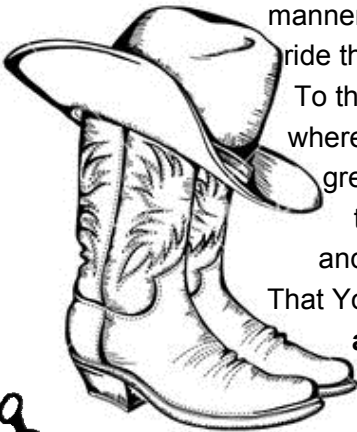
The Cowboy's Prayer

Our Gracious and Heavenly Father,
We pause in the mist of this
Festive occasion,
Mindful of the many blessings
You've bestowed upon us,
We ask, Lord, that You be with us,
in this arena as we pray. You will
guide us in life's areas.

We don't ask you for any special
favours. We don't ask to always
draw around a chute fighting horse,
or to never break a barrier.
Nor do we ask for all daylight runs,
or not to draw the steer that
won't lay.

Just help us, Lord,
so we may live our lives in such a
manner that when we make that last
ride that is inevitable
To the country up there,
where the grass grows lush,
green and stirrup high, and
the water runs cool, clear
and deep.

That You will tell us,
as our last Judge,
that our entry fees are paid.



IN LOVING MEMORY: PAISLEY SCOTT LEASK



January 29, 2008 - September 9, 2016

Mac & Cindy Leask lost their precious daughter Paisley, Age 8, on September 9th, 2016 due to a car accident. She is survived by her sisters, Macy 9 and Sage 7. Paisley enriched the lives of all who were fortunate to know her. She loved horses and all animals and her dream was to become a veterinarian. Funeral services were held in Dawson Creek, BC on September 16, 2016 which attracted hundreds of mourners. Heaven has been gifted an angel who shed so much love to all on earth.

The AA of Alberta and its family of auctioneers and members express their deepest condolences to the Leask Family.

A prayer tonight to a young Leask family who have suffered the loss of their daughter Paisley. The path of life is not always a paved highway but unfortunately there are times when the unexpected happens. Mac and Cindy will overcome this dreadful incident, the support of family and friends will be there.



- HUGGING IS -

Hugging is healthy. It helps the immune system, cures depression, reduces stress and induces sleep. It's invigorating, rejuvenating and has no unpleasant side effects. Hugging is nothing less than a miracle drug. Hugging is all natural. It is organic, naturally sweet, no artificial ingredients, nonpolluting, environmentally friendly and 100% wholesome. Hugging is the ideal gift. Great for any occasion, fun to give and receive, shows you care, comes with its own wrapping and of course, fully returnable. Hugging is practically perfect. No batteries to wear out, inflation-proof, nonfattening, no monthly payments, theft-proof and nontaxable. Hugging is an underutilized resource with magical powers. When we open our hearts and arms, we encounter others to do the same. Think of the people in your life. Are there any words you'd like to say? Are there any hugs you want to share? Are you waiting and hoping someone else will ask first? Please don't wait! Initiate!

A little of this...A little of that.

CHANGES

If you always think the way you
always thought,
You will always feel the way you've
always felt, and
If you always feel the way you've
always felt,
You will always do what you have
always done, and
If you always do what you have
always done,
You will always get what you've
always gotten.

**If there is no change,
There is no change.**



Nobody Said It Would Be Easy

When I was young and free and my imagination had no limits, I dreamed of changing the world.

As I grew older and wiser, I discovered the world would not change only my country.

But it too seemed immovable.

As I grew into my twilight years, in one last desperate attempt, I settled for changing only my family, those closest to me, but alas, they would have none of it.

And now I lie on my deathbed, I suddenly realize:

If I had only changed myself first, then by example I might have changed my family.

From their inspiration and encouragement I would then have been able to better my country, and who knows,

I may have even changed the world.

Jeff & Sheryl Van Wert - Tilley, AB *Charlton Auction Service Ltd.* **FARMERS SERVING FARMERS**



Jeff & Sheryl with their "Harvest Crew" - 2016

Alberta's farming communities have been an everlasting source of employment that sprung from high school graduations. Their upbringing that most receive has given them sound morals and a way of life that requires discipline and hard work to be successful. Many have taken this belief to be part of their future plans and have become very successful in numerous professions and business ventures.

Van Wert possessed a passion to remain on the farm land his father and mother owned. He had great plans to become a successful farmer and his love to see crops grow, to have livestock, poultry and a garden filled with a variety of vegetables to look after their family's appetite.

Jeff could see a future in farming and he envisioned that he the "farmboy" didn't need the challenge of leaving home to be a "**success.**" His "**future**" was here

And I would like to share his tale that brought him much happiness and personal satisfaction.

The venture into auctioneering was prompted by a friend who was taking the Auctioneering Institute of Canada course at Strathmore, AB in January 1995. Van Wert was in the midst of his farming career and thought that he would as a hobby pursue auctioneering and service the agriculture and ranching community in his area.



Wild Bill had a great get together with Jeff & Sheryl

Upon graduation, Jeff formed Van Wert Auction Services. His first call was to Johnny Charlton, a successful auction firm in Brooks, AB and he started first walking the sale ring at the stockyards in Brooks and worked as a ringman at various farm sales. Van Wert wanted to know that his ability to succeed requires starting at the **“bottom of the ladder.”**

Jeff’s father, Ron could see the merits in his son’s decision and stated it was a very tough business to succeed. He could also see the wisdom in pursuing a business that could be operated in conjunction with his farming career. The zest to become an auctioneer became a reality when Van Wert shortly after his graduation was contracted to **do two farm sales in his community.** Jeff was young and green and realized he had to perform well if he was to become a major factor in the auction farming community.



Sheryl with daughter Grace - “Smiles of Love”

Signs of encouragement came after his first sale when two farmers that Jeff highly respected took their time to **express with kind words the performance of Van Wert and his auction crew.** It was a very great moment and it gave him the **drive to upgrade his skills and become more proficient.**

After purchasing **Johnny Charlton Auctions in 2011, sales were up in volume.** Jeff took all the staff with the purchase and to this day they remain with his firm. There were sales that were highlights but one that stands out was a **two day farm sale** which was most appealing as the **equipment was in prime condition** and he was **honoured to conduct the auction.**

Van Wert has never experienced a **“worst sale”** and his comments are explained in this manner – “Yes- some sales are larger and maybe more profitable to handle, however each sale that we are **asked to conduct is an honour no matter the value or size.”**

Jeff is fast to realize that it has taken him a few years to find his place in the agriculture auction community. It was not the result of under recognition but more of a **personal journey to find where I fit best!**

The Van Wert family of Jeff and Sheryl own the business in equal partnership and work together with their family to get the job done; their kids do various tasks before, during and after sale day. On sale day, Sheryl’s mom takes care of the two youngest. Jeff’s father helps wherever he can to make things work;



Jeff & Sheryl at their Tilley Farm site.

both with farming and auction operations.

What a blessing and experience; I enjoyed when I visited their farm residence in Tilley, AB. Their children – Grace, 13, Murray – 11, Faith – 7, and Tom – 1.5 years are just a joy to converse with. They all have been home schooled; taught by their parents especially Sheryl. The **family believes in Christian values** and are regular church followers who are active in their religion at home. **The atmosphere of kindness, happiness and love** are so obvious as they interact with each other.

To be taught at home gives the Van Wert family an opportunity to visit historical sites, museums, parks, camping trips when others are attending schools. **Family time** is enjoyed when **farming and auction** activities are **not prevalent**.

The question of **“A good auctioneer”** must be **more than beautiful rhythm and chant**. Those are good to possess. I like to see a persona of humility, sincerity, clearness of mind, quick wit and an ability to be a **“Super Salesmen”** for whatever is being sold. I’m regularly asked “How did so & so’s sale go the other day?” My answer will always be “go ask so & so.” If the people we conducted the sale for **are happy with our service** and representation of their merchandise regardless of price, **then the sale went well**. If they are not, the sale did not go well, then we **have things to improve and work on**.

Jeff’s opinion of success – Honesty, Integrity and Hard work will be vital to your success. Don’t be afraid to walk the ring. **The auction business is more than just sitting behind a microphone. Maintain a servant’s heart no matter how many accolades you may receive.**

My services to charities are many throughout the year. My firm also supports local community and rodeo activities.

There are so many auctioneers that have been blessed with that little extra. It is difficult to answer but one individual does come to mind quite quickly. **Doug Johnson** from Camrose, AB. **We have watched him from a distance and admire what we see** both personally and professionally.

Jeff and Sheryl do not know what the future holds for their family and business but looking back as individuals and as a family we have been blessed. We have met a huge host of **top quality people in the auction industry** and have been afforded many rewarding moments. **In 2015, Jeff was elected to the Alberta Auctioneers Association Board of Directors.**

Jeff’s best day was when he met Sheryl.” Jeff stated. **“We share old fashioned values and love what we do. We just love to be together.”**

It was a wonderful meeting and Get Together with the Van Wert family.

Happy trails to you and the family.

COTTON AUCTIONS & APPRAISALS



John Cotton

HELD AN ESTATE AUCTION ON JULY 26, 2016 WHICH ATTRACTED MANY BUYERS

Cotton Auctions & Appraisals had a major auction held on Tues, July 26th 2016 on behalf of the Estate of John Watts and other consignors which included a rare collection of European paintings, clocks, Chinese figurines and other pieces that were collected over a period of many decades from his various travels to many foreign countries.

Randy Hind auctioneer and appraiser did a through research which included having himself and staff checks with major art galleries and other sources in establishing values pertaining to the estate of John Watts.

John Cotton owner of Cotton Auctions has established within three years a high reputation with his consignors and buyers. Cotton stated that his sales have a high **volume of online bidders** which maintains a high participation of buyer's interest. This assists immensely in obtaining prices that **reflect a value that the market place** is prepared to pay.

Cotton is very aggressive in promoting his auction business. John has a staff that has a lot of expertise in dealing with the auction clientele his firm has established.

The auction industry in the lower mainland has always been very competitive. In establishing his success his company has taken on the established auction firms and it is acknowledged that his "Firm" will continue to be a major player within the auction community.

Johns firm respects his clients and continues to maintain their loyalty.

Every sale has a challenge and to survive it is most important to give the "**best effort you can**" however some sales **do not materialize as projected**. This does happen and all auctioneers will experience that day. Cotton has experienced that day and has lived to continue on. John stated that the next phone call is always received with enthusiasm because it maybe the "**best**".

Hats off to John, Randy and staff for giving their clients and buyers an opportunity to enjoy the "Auction Method" to assist in their success.

INTERESTING ITEMS FROM THE SALE



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



A COWBOY RIDES INTO TOWN

A cowboy rode into town and stopped at the saloon for a drink. Unfortunately, the locals always had a habit of picking on newcomers. When he finished, he **found his horse had been stolen**.

He came back into the bar, handily flipped his gun into the air, caught it above his head without even looking and fired a shot into the ceiling.

“Who stole my horse?”, he yelled with surprising forcefulness.

No one answered.

“I’m gonna have another beer and if my horse ain’t back outside by the time I’m finished, I’m **gonna do what I done back in Texas**, and I don’t want to have to do what I done back in Texas!”

Some of the locals shifted restlessly.

He had another beer, walked outside, **and his horse was back!** He saddled up and was about to ride out of town.

The bartender wandered out of the bar and asked, **“Say partner, what happened in Texas?”**

The cowboy turned back and said, **“I had to walk home!”**



SWING SET

The proud father brought home a backyard swing set for his children and immediately started to assemble it with all the neighbourhood children eagerly waiting to play on it. After several hours of reading the directions, attempting to fit bolt A into slot B etc., he finally gave up and **called upon an**

old handyman working in a neighbouring yard.

The old-timer came over, threw the directions away and, in a short while, had the set completely assembled.

“it’s beyond me,” said the father, **“how you got it together without even reading instructions.”**

“To tell the truth,” replied the old-timer, **“I can’t read, and when you can’t read, you’ve got to think.”**

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“Autumn carries more gold in its
pocket than all the other seasons.”
— *Jim Bishop*



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

Auctioneers' Association of Alberta

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