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Message from the President



Hello from Wet, Soggy Vegreville:

With over 16" of rain this summer, it seems as if we have NOT had summer.

Haying this year has been a nightmare and very trying. Harvest is sure to be challenging as well with the water everywhere.

The board held a meeting in June and everything appears to be running smoothly. Ron Sekura and I scheduled a meeting with Scott Hood to discuss concerns regarding online auctions. Other than that everything appears to be going well.

The website seems to be all set-up and working although upkeep and updating

is an ongoing process. Changes take time and as we all know information and things change all the time.

At this time of year, it is also fall auction time. May you all have a great fall run. We also wish our farming friends and community a bountiful, great harvest. Please be safe around equipment, take your time and get some much needed REST!!! Hoping Mother Nature cooperates and sends us some great fall weather.

Our next meeting is scheduled for mid-September. 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

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Meeting & Convention Facilities • Indoor Pool & Whirlpool • Free Wireless • Free Parking



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

2019 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	Michael Jennings, Condor	(403) 318-9998	2020
	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) 499-0779	2021
	Tracy Pollard, Edmonton	(780) 940-2175	2021
	Jason Philp, Didsbury	(403) 910-0623	2019
	Justin Mayer, Drayton Valley	(403) 598-1165	2020
COMMITTEES:	AMVIC:	Wade Michener	
	Archives:	Andrew Reeleder	
	BC:	Bill Henke	
	Canadian Liaison:	Jason Philp	
	Charity:	Tracy Pollard	
	Education:	Justin Mayer, Joe Perlich	
	Legislative:	John Arnold, Dale Menzak	
	Membership:	Tracy Pollard, Jason Philp	
	Nominations & Elections:		
	Web Page:	Ron Sekura	
	Tyro:	Tracy Pollard & Michael Jennings	
	Auction Competition & Bid Catching:	Joe Perlich, Mickey Spencer & Justin Mayer	
	Convention 2020:	Justin Mayer & Andrew Reeleder	
	Convention 2021:	Michael Jennings & Andrew Reeleder	

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	1970	Roy Campbell	1946	Joseph H.Reed
	1987-1988	1969	Tony Perlich	1942	Clarence Damron
	1986	1968	Mike Lawrence	1935	Arthur Mitchell

2020 CONVENTION

FEBRUARY 6 – 8, 2020 DRAYTON VALLEY, ALBERTA

AGENDA

THURSDAY, February 6th

Everything on Thursday will be held at the Mackenzie Center

- 7:30 AM – 8:00 AM *Registration & Coffee*
- 8:00 AM – Noon *Alberta Auctions 101*
- Noon – 1:00 PM *Lunch*
- 1:00 PM – 4:00 PM *Alberta Auctions 201*
- 5:00 PM *Registration and Directors Meeting*
- 6:30 – 7:30 PM *Welcoming Reception*
- 7:30 PM – Midnight *Las Vegas Charity Casino*

FRIDAY, February 7th

All Competitions will be held at TEAM Sekura Auctions

- 7:00 AM – 8:00 AM *Breakfast*
- 8:15 AM – 8:45 AM *President's Welcome*
- 9:00 AM – 10:30 AM *Bid Catching Competition*
- 10:30 AM – Noon *All Around 1st Round*
- 12:00 PM – 12:30 PM *Lunch*
- 12:30 PM – 2:00 PM *Tyro Competition*
- 2:00 PM – 3:30 PM *All Around Top 5*
- 3:30 PM – 5:00 PM *Grand Championship*
- 5:30 PM *Cocktails*
- 6:00 PM *Dinner*
- 7:30 PM *Entertainment*

SATURDAY, February 8th

All activities will be held at the Mackenzie Center

- 7:00 AM – 8:00 AM *Breakfast*
- 9:00 AM – 12:30 AM *Curling Bonspiel*
- 12:30 PM – 1:30 PM *Lunch*
- 1:30 PM – 2:00 PM *Speaker #1 Scott Hood*
- 2:00 PM – 2:30 PM *Speaker #2 AIM*
- 2:30 PM – 3:30 PM *Special Speaker To be determined*
- 3:30 PM – 5:00 PM *AGM*
- 5:00 PM *Directors Meeting*
- 6:00 PM *President's Ball*
- 6:30 PM *Dinner*
- 7:30 PM *Awards & Presentations*
- 8:00 PM *Surprise Entertainment*

2020 CONVENTION

FEBRUARY 6 – 8, 2020 DRAYTON VALLEY, ALBERTA

As the momentum builds towards the 2020 convention here in Drayton Valley, I must say you're not going to want to miss this one!!! It's a jam packed weekend of fun and entertainment. When it came time to create this convention we asked the members for some input on what they wanted to see and that's what we used to help shape this one. From a fun Vegas themed charity casino on Thursday night (all proceeds going to the Stollery Children's Hospital), to a full day of exciting competitions on Friday. Including the first Grand Championship competition, this is for any auctioneer who has won any auction title, Canada or U.S.A, this group of auctioneers will all be competing for a \$10,000.00 prize!! With us introducing the new competition we have added a little twist on the All-Round. Whoever is crowned 2020 All-Round Champion gets an automatic paid entry to the Grand Champion Competition.

I would like to send a huge thank you to Team Auctions as all of the competitions will be held at their facility and they have agreed to open the competition to the general public for both buyers and sellers. Lots of the members and passed competitors wanted to see more of a complete auction environment added to the competition so that's what we are going to deliver. Saturday brings more excitement to the weekend as after breakfast we are hosting a curling bonspiel with the winning team receiving a 'mystery prize'. As you now know there is lots going on and way to much fun, make sure your schedules are cleared so you can attend this upcoming convention! We are very excited to host everyone here in Drayton Valley and can't wait to see you all there!

– Justin Mayer and Joe Perlich

PINS & PLAQUES

25

Brent Cheung
Dwayne Dunkle
Rick Koftinoff
Sherry Koftinoff
Robin Lovelace

YEARS

40

Darwin Balog
Clayton Cole
Ron Sekura
Sheldon Smithens
Gerald Zimmerman

YEARS

50

Tom Kean
Dot Haynes

YEARS

60

Julian Lubianisky

YEARS

JOIN US IN 2020 TO HONOUR THESE LONG TIME MEMBERS

2020 CONVENTION

FEBRUARY 6 – 8, 2020 DRAYTON VALLEY, ALBERTA

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

ALBERTA AUCTIONS 101 & 201

Compulsory Courses for Auctioneers & Auction Administrators

Mackenzie Centre, Drayton Valley • Thursday, February 6, 2020

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, 2020

Mackenzie Centre
5737 45 Avenue
Drayton Valley, Alberta



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

2020 CONVENTION

FEBRUARY 6 – 8, 2020 DRAYTON VALLEY, ALBERTA

3rd Annual Canadian Bid Catching Championship

Friday, February 7th, 2020 • 9:00 a.m.

Canadian Bid Catching Championship will be held in Drayton Valley at TEAM Sekura Auctions, in conjunction with our Annual Convention, February 6th to 8th. Competition will be on Friday, February 7th in combination with the 2020 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, 2020.** *All Contestants MUST forward a short bio of themselves to Joe Perlich, Justin Mayer or Mickey Spencer 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.

3rd 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

OR EMAIL TO: info@albertaauctioneers.com

REGISTRATION FEE: **\$100**

CUT-OFF DATE: **Jan. 15, 2020**

Registration Fee after the deadline will be \$150.

2020 Canadian Bid Catching Championship

RULES & GUIDELINES

1. Dress appropriately for a professional presentation.
3. Entry fee of \$100 must be paid and received by the association before contest deadline. Late entries are \$150.
4. Competing order will be determined prior to the event by a drawing conducted by Competition Committee.
5. Competing order will be announced at the mandatory Orientation Meeting the morning of the competition.
6. All contestants must attend the mandatory Orientation Meeting scheduled 1 hour prior to the competition at the competition facility. In the event a contestant is not present during the initial roll-call, their name will be called two additional times at 15 - minute intervals. In the event a contestant is not present when their name is called a third and final time, they will be disqualified from the contest, without return of entry fees.
7. The competition will be located at TEAM Sekura Auctions, Drayton Valley. The competition will begin on Friday, February 7th, at 9:00 am.
8. There will be 5 judges.
9. In the event a judge cannot complete his or her duties during, all scores submitted by this judge will be thrown out.
10. Past champions are eligible to judge future competitions.
11. Contestants shall be introduced. If the contestant is not present when called to the podium, he or she will be disqualified.
12. Contestants will supply 1 of the preliminary items to sell. The items must sell for a minimum of \$50 each or judges will remove points from your final score. All remaining items will be provided by the Association, its members or third party donors with an equal value to other contestants' items. If a contestant is a late entry into the competition, they must supply all 4 auction items.
13. On the scorecard used for the bid-calling segments, the total possible points in each category will be as follows: Presentation – 25 points, Salesmanship – 35 Points, Effective Bid Catching – 50 Points.
14. The lowest scores will be eliminated and the remaining scores will be averaged for the contestants' final scores.
15. If a tie score occurs in the preliminary portion of the competition, scores will be recalculated to include the contestant's low score. In the event there is still a tie, the contestant with the highest score in the Salesmanship category will be selected. If necessary, the third tie-breaker would go to the contestant with the highest score in the Effective Bid Catching category.
18. Champion – \$1000 cash prize.
19. Winner will serve as an Alberta ambassador (when appropriate) which may include opportunities with professionally produced television spots, media interviews, public appearances, and seminar presentations at Provincial and/or State Auctioneer Association Conventions (based on requests and acceptable scheduling of champion) and act as a judge in future Competitions.
20. Contestants will have access to scorecards and his or her own scores at the conclusion of the competition.

AUCTIONEERS' ASSOCIATION OF ALBERTA

2020 CONVENTION

FEBRUARY 6 – 8, 2020 DRAYTON VALLEY, ALBERTA

10th Annual All Around Auctioneers' Championship

Friday, February 7th, 2020 • 10:30 A.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, 2020.** *All Contestants MUST forward a short bio of themselves to Joe Perlich, Justin Mayer, or Mickey Spencer 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.

10th 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, 2020**

Registration Fee after the deadline will be \$225

10th Annual All Around Auctioneers' Championship RULES & GUIDELINES

1. Dress appropriately for a professional presentation.
2. Contestants shall be of 18 years or older and must be a current, active (paid) member of the Auctioneers' Association of Alberta at the time of the entry deadline.
3. Entry fee of \$125 must be paid and received by the Association before contest deadline. Late entries are \$225.
4. Competing order will be determined prior to the event by a drawing conducted by Competition Committee.
5. Competing order will be announced at the mandatory Orientation Meeting the morning of the competition.
6. All contestants must attend the mandatory Orientation Meeting scheduled 1 hour prior to the competition at the competition facility. In the event a contestant is not present during the initial roll-call, their name will be called two additional times at 15-minute intervals. In the event a contestant is not present when their name is called a third and final time, they will be disqualified from the contest, without return of entry fees.
7. The competition will be at TEAM Sekura Auctions, Drayton Valley on Friday, February 7th at 10:30 AM.
8. There will be 5 judges in which a minimum of 3 will be Auctioneers.
9. In the event a judge cannot complete his or her duties during the preliminary competition, all scores submitted by this judge will be thrown out. An alternate judge will be named to replace the judge during the final competition. In the event a judge is unable to complete his/her duties in the final competition, all scores submitted by this judge will be thrown out and no alternate judge will be appointed.
10. Past champions are eligible to judge future competitions.
11. Contestants shall be introduced in both the preliminaries and finals. If the contestant is not present when called to the podium, he or she will be disqualified.
12. Each contestant will sell a minimum of 4 items in the preliminary round and another 4 items in the final round. Contestants will supply 2 of the preliminary items to sell. The items must sell for a minimum of \$50 each or judges will remove points from your final score. All remaining items will be provided by the Association, its members or third party donors with an equal value to other contestants' items. If a contestant is a late entry into the competition, they must supply all 4 auction items.
13. On the scorecard used for the bid-calling segments, the total possible points in each category will be as follows: Presentation – 20 points, Chant/Voice – 45 Points, Effective Auctioneering – 35 Points.
14. The lowest scores will be eliminated and the remaining scores will be averaged for the contestants' final scores.
15. If a tie score occurs in the preliminary portion of the competition, scores will be recalculated to include the contestant's low score. In the event there is still a tie, the contestant with the highest score in the Chant/Voice category will be selected. If necessary, the third tie-breaker would go to the contestant with the highest score in the Effective Auctioneering category.
16. The scores for the preliminary round will NOT be added to the scores in the final round.
17. Finalists will be announced immediately after the preliminary round is completed and scores have been tabulated.
18. The following prizes will be awarded: • Champion – \$3000 cash prize, Championship Trophy and Belt Buckle. • First Runner Up – \$2000 cash prize, Belt Buckle. • Second Runner Up – \$1000 cash prize, Belt Buckle. • 4th Place – \$500 • 5th Place – \$300 • Top Female Auctioneer will receive Trophy.
19. Winners will serve as an Alberta ambassador (when appropriate) which may include opportunities with professionally produced television spots, media interviews, public appearances, and seminar presentations at Provincial and/or State Auctioneer Association Conventions (based on requests and acceptable scheduling of champion). Also auction at following year Bid Catching Championship, and act as a judge in future Competitions.
20. Contestants will have access to scorecards and his or her own scores at the conclusion of the competition.

2020 CONVENTION

FEBRUARY 6 – 8, 2020 DRAYTON VALLEY, ALBERTA

Grand Championship Competition

Friday, February 7th, 2020 • 3:30 P.M.

Limited contestants will compete for \$10,000 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, 2020.** *All Contestants MUST forward a short bio of themselves to Joe Perlich, Justin Mayer or Mickey Spencer 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.

Grand Championship Competition

CONTESTANT REGISTRATION

Name: _____

Company: _____

Address: _____

Phone: _____ Cellular: _____

Email: _____

Name of title won: _____

Year of title won: _____

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, 2020

Registration Fee after the deadline will be \$225

2020 Grand Championship Competition

RULES & GUIDELINES

1. Dress appropriately for a professional presentation.
2. Contestants shall be of 18 years or older and must be a current, active (paid) member of the Auctioneers' Association of Alberta at the time of the entry deadline.
3. Entry fee of \$125 must be paid and received by the Association before contest deadline. Late entries are \$225.
4. Competing order will be determined prior to the event by a drawing conducted by Competition Committee.
5. Competing order will be announced at the mandatory Orientation Meeting the morning of the competition.
6. All contestants must attend the mandatory Orientation Meeting scheduled 1 hour prior to the competition at the competition facility. In the event a contestant is not present during the initial roll-call, their name will be called two additional times at 15-minute intervals. In the event a contestant is not present when their name is called a third and final time, they will be disqualified from the contest, without return of entry fees.
7. The competition will be at TEAM Sekura Auctions, Drayton Valley on Friday, February 7th at 3:30 AM.
8. There will be 5 judges in which a minimum of 3 will be Auctioneers.
9. In the event a judge cannot complete his or her duties during the preliminary competition, all scores submitted by this judge will be thrown out. An alternate judge will be named to replace the judge during the final competition. In the event a judge is unable to complete his/her duties in the final competition, all scores submitted by this judge will be thrown out and no alternate judge will be appointed.
10. Past champions are eligible to judge future competitions.
11. Contestants shall be introduced in both the preliminaries and finals. If the contestant is not present when called to the podium, he or she will be disqualified.
12. Each contestant will sell a minimum of 4 items in the preliminary round and another 4 items in the final round. Contestants will supply 2 of the preliminary items to sell. The items must sell for a minimum of \$50 each or judges will remove points from your final score. All remaining items will be provided by the Association, its members or third party donors with an equal value to other contestants' items. If a contestant is a late entry into the competition, they must supply all 4 auction items.
13. On the scorecard used for the bid-calling segments, the total possible points in each category will be as follows: Presentation – 20 points, Chant/Voice – 45 Points, Effective Auctioneering – 35 Points.
14. The lowest scores will be eliminated and the remaining scores will be averaged for the contestants' final scores.
15. If a tie score occurs in the preliminary portion of the competition, scores will be recalculated to include the contestant's low score. In the event there is still a tie, the contestant with the highest score in the Chant/Voice category will be selected. If necessary, the third tie-breaker would go to the contestant with the highest score in the Effective Auctioneering category.
16. The scores for the preliminary round will NOT be added to the scores in the final round.
17. Champion – \$10,000 cash prize.
18. Contestants will have access to scorecards and his or her own scores at the conclusion of the competition.

2020 CONVENTION

FEBRUARY 6 – 8, 2020 DRAYTON VALLEY, ALBERTA

Vern Scown Memorial Tyro Contest

REGISTRATION • Friday, February 7TH, 2020 • 12:30 P.M.

Regulation: This is a contest for any auctioneer 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

2020 CONVENTION CENTRE & ACCOMMODATIONS




DRAYTON VALLEY
MacKenzie Conference Centre



*All activities will be held
at the Mackenzie Center*
5737 45 Ave, Drayton Valley, AB



Best Western Plus
2252 50th Street Drayton Valley, AB
Reservations call (780) 621-2378



Ramada by Wyndham
2051 50 St, Drayton Valley, Alberta
Reservations call (780) 514-7861

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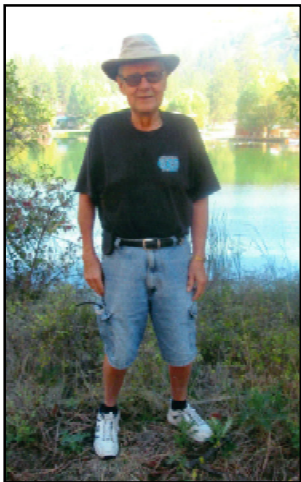
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web site at www.cppag.com

Canada's largest personal property appraisal organization

AUCTIONEERS ASSOCIATION OF ALBERTA



Happy Birthday - Wild Bill -

To a man who makes the world a better place simply by being a part of it!!

HERE, THERE & EVERYWHEREwith Wild Bill

The Summer Season has its share of weddings, rodeos, fairs, outdoor concerts, reunions, fishing trips, and holiday visits with family and friends.

TRIBUTE TO AUCTIONEERS:

The auction calendar will be a **busy one** for the **many auctioneers** that specialize in farm sales. **The Livestock industry** will provide their regular and specialty sales.

The **car auctions** will continue to provide services to their clients along with the industrial and equipment firms that serve their customers.

We can't forget the antiques, art, furniture, bankruptcies and liquidations that have **auctioneers** providing **services for their clients**.

Whether prices are **HIGH—LOW—AVERAGE**—the sound of Auctioneers will be loud and clear... **SOLD! SOLD! SOLD!**

**Another Day — Another Sale —
LIFE IS GOOD.**

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



2019 VERN SCOWN TYRO COMPETITORS

2019 AA of Alberta Convention had several competitions which attracted numerous competitors. The “**Tyro Competition**” is open to auctioneers that have recently graduated from auction schools, or in later years decided to enter into the auction profession. We wish to highlight **two recent graduates** of the 2019 class of eleven. It is a competition that is one of the steppingstones that assist auctioneers in entering a very competitive profession.

JORDAN SMITH: TYRO WINNER PONOKA, AB



Jordan Smith receiving all the awards from the 219 Tyro Committee

It was 100% by chance that I became involved in the industry. In February 2016 I worked my first sale at ADESA Edmonton as a Ringman. It was one of the most nerve-racking things I had ever done. After maybe a month of working ring I started to understand the process more and really began to enjoy the intensity and the energy of the wholesale car auction industry. That was when **I decided that I wanted to become an auctioneer.**

In February 2017 I attended the Global College of Auctioneering’s first school held in High River, Alberta.

I currently just do free-lance auctioneering.

Jon Radcliffe has been **my mentor** since my very first sale. He took me under his wing and trained me from the ground up. Jon always pushes me to get better and work hard. He helped me first develop my skills to be an effective and skilled Ringman. After I went to auction school Jon always made sure that I got mic time and constantly gave me constructive criticism to help me improve my chant and be an effective auctioneer. I have no idea where I would be in the industry if not for Jon.

When working the floor at ADESA became way more fun than it was work, that was when I decided that **I loved the industry and wanted to become a good auctioneer.**

The best and biggest sale that I worked would have to be the Top Gun Horse Sale held in Ponoka, AB. **Working under legends like Don Raffin and Danny Skeels** is something else, especially when they have

an **amazing selection of horses** with an unreal number of buyers in the stands. It was an awesome day. As an auctioneer I have had countless amazing days working at ADESA sites (Edmonton, Calgary, Vancouver). I have had the opportunity to **sell some beautiful vehicles** and the most I have ever **sold a vehicle for was \$85,500.**

My opinion of a good auctioneer is someone who gets the most value out of whatever they may be selling in the least amount of time.

Giving your absolute best for the consignor on every lot you sell would be my goal/benchmark when conducting a sale.

I try to keep my enthusiasm relatively steady throughout the sale, however having expensive and nice product in front of you helps. Lack of confidence comes to me when I don't know **the value** of what is **in front of me** and I believe that's **bound to happen** to all auctioneers.

My family has sold cattle by auction for 25+ years. They are very supportive of the auction industry and have pushed me to be an auctioneer ever since I started.

My advice for new auctioneers is to practice every day religiously, find a good mentor that is willing to help you learn the craft, and take every chance to sell you can get.

I'm blessed to work in an industry that I get to be home with my beautiful fiancé almost every night.

Since I've become an auctioneer, I've worked for lots of various charity sales. I try to always say yes when the opportunity arises for me to be involved in a good cause.

There are so many great professionals in the Alberta auction industry, some of my inspirations are: Jon Radcliffe, Danny Skeels, Don Raffin, Dean Edge, Cory Lawrence, James Waiting, Rod Snopeck, Rod Burnett, Freddy Anderson, and Andrew Reeleder. Just to name a few!

Becoming an auctioneer was one of the best decisions I have ever made. I would definitely do it again!

JORDAN has embraced the auction community and has set a "Goal" that he will be a constant supporter of the auction community in Alberta and a member of the AA of Alberta. **A STAR IS BORN.**

Another Story... Another Friend... LIFE IS GOOD.

WHEN LIFE GIVES YOU A HUNDRED REASONS TO BREAKDOWN AND CRY, SHOW LIFE YOU HAVE A MILLION REASONS TO SMILE AND LAUGH....STAY STRONG

JUST REMEMBER IF WE GET CAUGHT, YOU ARE DEAF AND I DON'T SPEAK ENGLISH!!

JOHN BAIER: JB AUCTION SERVICES OLDS, AB



John Baier -
Contract Auctioneer

Available to assist at your
next auction!

When I was in elementary school my mom took me to my hometown's stockyard. **I was intrigued with the rhythm and "song" of the auction chant and wanted to try it. From then on, I decided that I would become an Auctioneer.**

Yes, I attended the Western College of Auctioneering in October 2017.

I work part time for several Auction companies throughout Alberta.

Yes, I have had many people influence me in my career, but **my influencer has been Andrew Releeder**. He is constantly teaching me and encouraging me to improve myself daily to become a successful auctioneer.

A CONFIDENCE builder.

It was at the 2019 Convention. It was during the Annual General Meeting when Wade Michener, a member of the board, told the board and many auctioneer's attending the meeting **that I was a very skilled ringman and auctioneer. I was very honored to hear that from him.**

So far in my auction career the biggest and best sale would have been in August 2018 at Rosehill's Summer Machinery Sale. There was a great crowd with lots of active bidders and I had lots of time on the mic. SO far, I can't say what the worst sale has been, I love what I do. I usually keep a mindset of **"when its auction day, it's a great day."**

A good auctioneer is someone who knows value. They're someone who is clear and rhythmic when they step up to the microphone. They have the mindset of putting the customer first, that's what I think makes a good auctioneer.

Guideline to success.

Every time I step up to the microphone or work the ring, I make it a goal to be the best I can that day. I smile, interact with the crowd, do my prep research on the merchandise before the auction. I must give it 110% every time.

I am very enthusiastic about the auction business. Every time I get up to go to a sale, I have a smile on my face. I have had sales though, where I don't know the merchandise too well and I get nervous.

I am a first-generation auctioneer. **My mom and dad have been very supportive in my career.** They come to my competitions and watch my auctions when they can, which is nice.

Guideline to success –

Get yourself acquainted with an experienced auctioneer. Try to shadow them and learn as much as you can. If you want to be a cattle auctioneer, get out in the yard and learn how to sort cattle. If you want to be a car auctioneer, walk your lane. Most important thing a young auctioneer can do is listen and watch the sale. Learn how to read people.

At present, I only work part time in the auction business. I am a full-time college student and when I'm not working at auction's school

I'm usually with my friends or family.

Yes, I do two charity sales that support my high school and my Bible camp. I do the auctions because its my way for saying thank you to those organizations.

There are many people I look up to in the Auction business. Andrew Releender is my greatest mentor. He's constantly investing in me and helping me improve as an auctioneer. Rod Burnett has also educated me in the auction business and is always helping me improve my chant. I hope with practice, grit and determination I will be a champion one day like them.

My Auction CAREER is my top priority. I have learned a lot since coming into this business, And I still have much more to learn—**It is a challenge THAT I have become proud member of the auction fraternity** and continue to support the AA of Alberta. At the moment I'm

taking **"BABY Steps"** but I'll be **Running Soon.**



John demonstrates his bid catching with enthusiasm



John displaying his talents as he scans the crowd for his next bid. The future has many opportunities for John.

**ONE TREE CAN START A FOREST; ONE SMILE CAN BEGIN A FRIENDSHIP;
ONE HAND CAN LIFT A SOUL; ONE WORD CAN FRAME A GOAL; ONE
CANDLE CAN WIPEOUT DARKNESS; ONE LAUGH CAN CONQUER GLOOM;
ONE HOPE CAN RAISE YOUR SPIRITS; ONE TOUCH CAN SHOW YOU CARE;
ONE LIFE CAN MAKE THE DIFFERENCE; BE THAT **ONE** TODAY!**

DARREN ISAAC: FREELANCE AUCTIONEER/RINGMAN MEETING CREEK, AB



Darren doing Bid Calling at the Doug Johnson Auction

The auction profession was always on Darren's list of what he wanted to do.

In 1995 Isaac married the love of his life June who was an ardent supporter and soul mate. It was the year that they arranged the purchase of their home and farm.

Owning a 200 hd cow/calf operation and a livestock trucking business, life gets a little hectic at times. With the tail end of calving season being right during the Spring Auction rush I could not do it without the help of my wife June, daughters Rayelle and Shaelyn looking after the ranch when I'm gone on auction days.

Our son Craig, who got married last summer, used to often work the ring together with me at different auctions.
FUN TIMES!!

Since an early age I've been interested in auctions.

Surging ahead to 2003 after attending several farm sales in the community conducted by Doug Johnson Auction Service I got wondering if he couldn't use a helper. Before I could call him to offer my service, he talked me and wondered if I could help him on a large estate sale where he was needing 2 auction rings.

He had noticed I was interested in auctions. I readily agreed and it was the start of what has been a very rewarding sideline job or profession you might call it. **(I've called it my hobby).**

Since day 1 I've said, "when you get paid to do what you enjoy it's not called work."

I believe I could list the auctions on one hand that I've missed working for Doug since then and I give credit to him being the exceptional employer he is.

Through the years I enjoyed the involvement of sale set up and bid catching, thinking I couldn't talk fast enough to be an auctioneer.

In October of 2012 after some encouragement from peers in the industry, Barry Martins being one, I attended Western College of Auctioneering in Billings Montana. A truly memorial experience. Some incredible instructors to say the least.



Isaac strutting his talents as a ringman



Every sale has a different variety of stock which improves Darren's knowledge in auctioneering.

I've learned a lot and made many friends by being involved in the auction business.

I am a freelance auctioneer/ringman and have worked together with many outstanding auctioneers. Most of my work these days is for Doug Johnson Auction Services.

Helping out on numerous charity/fundraising auctions is always a rewarding time.

After his graduation from the Western College of Auctioneering he became a member of the AA of Alberta. **In 2019 Darren Isaac was presented with the, "Best Business Card," trophy at the AA of Alberta Convention.**

The mild-mannered Isaac has achieved success and applause from the services he has performed for his clients, whether it be the cattle industry, or auctioneering. His family has played an important role. Darren is at home whether he is ringing, auctioneering, calving or driving the, "Big Cattle Rig".



Darren is an active team member for Doug Johnson Auction Services

Member of the AA of Alberta for **six** years.

The always busy Isaac has embraced the auction profession and has been a great example of performing his talents in a professional manner.

LIFE BEGINS AT THE END OF YOUR COMFORT ZONE.

Another Story... Another Friend... LIFE IS GOOD.

THE HAPPINESS OF YOUR LIFE....DEPENDS ON THE QUALITY OF YOUR THOUGHTS!

I HAVE A FRIEND THAT WILL NEVER GIVE UP ON ME; WHO WILL ALWAYS BE THERE BY MY SIDE. HIS NAME IS GOD! AMEN

IN A WORLD WHERE YOU CAN BE ANYTHING. BE LOYAL, KIND AND TRUTHFUL

BOB BUGEAUD: SOUTHERN INTERIOR AUCTIONS LTD MIDWAY - GREENWOOD, BC



Billboard on the Hwy in Midway, BC

AUCTION FEVER REVIVED IN KOOTENAYS, BC

The auction profession has attracted a variety of individuals that did not consider auctioneering as a first choice. They chose other occupations however, after years of dedication they realized the rewards or accomplishments were not satisfying their quest for **success**.

Bugeaud **operated Poor Boys Contracting for 22 years** in the south eastern region of BC. His firm **provided Log Hauling for the Logger's** in the region.

Bob had other aspirations for success and turned his talents to the "Real Estate" industry. In 2014 he became an agent for ReMax and his efforts were rewarded as he received the Gold Cup Award in 2015 and 2016 by the Kootney Real Estate Board for being a top agent which continued on in 2017.

The commencement in the auction industry was his next challenge. **In 2017 his auction career became a reality when he formed Southern Interior Auction LTD.**

Bugeaud purchased the property of the United Church in Greenwood, BC and converted the site to his New Auction location. In 2018 he had 8 on site sales, and in 2019 planned sales 6-8 weeks.

Relax And Visit With Bob...

Having grown up in the ranching and farming industry I was always around auctions, whether it **be livestock or farm equipment**. Enjoying the **excitement of the "sale,"** I pursued **my dream** of auctioneering.

Yes, I attended a couple of auction schools; the first being **Global College** of Auctioneering and then, **Western College** of Auctioneering.

I have my **own auction business** and also **work for the auction firm**, Kelowna Auction World in Kelowna, BC.

There are **many auctioneers** that have had **an influence** in my career. **Cody Hayes** and **Brant Hurburt** are a **couple of industry leaders** that I look up to.

I don't recall a highlight per se—building up **my own auctioneering business** has given me the **confidence** to be **the best auctioneer I can be**.

The **best sale** that I have been involved in **as an auctioneer** was the **first** auction with my company, **Southern Interior Auction Ltd**. You ask, what was the worst auction I have been involved with? **That hasn't happened**. In 2017 he had 2 farms sales over \$ 1,000,000.

There hasn't been a time when I thought my professional efforts as an auctioneer weren't recognized by my peers.

A good auctioneer has to be a great salesperson, definitely a "people person," a good supporter of the community. A **good example of those traits** would be auctioneer, **Don Raffan**.

No, **I have never set a guideline** or **benchmark** in any aspect of my life, auctioneering is **no different**.

Yes, I continue to **maintain a high level of enthusiasm** in all of my auction sales whether it be something **as simple as a kitchen sink** or **high-end vehicle**. I don't lack confidence in anything **that I set my mind to**.

Yes, **my family is very involved** in my **auction business**, **Southern Interior Auctions Ltd**. They support me 100%.

My advice to people just starting out in this exciting career would be **to be persistent, don't give up, knock on doors** again and **again**. Show up at **every auction you can** and **bring your mike**. You just never know when **they will give you the chance you've been waiting** for.

Family time is always a **top priority in my life**.

I am very **involved in the local charities** and am open to most charities that are fundraising and require a **professional auctioneer**.

As you say, "this may be difficult to answer as **there are many top-notch auctioneers in Alberta**," however, if I must answer, I would start off with **Cody Hayes, Don Raffan** and **the Perlich family** just to name a few.

Would I **pursue this exciting, high pressure** and **rewarding career of auctioneering again**? **Without a doubt**, absolutely, **it's too much fun** and **wish I had started it earlier in life**.

Bob and Margaret Ann have two lovely daughters, Amanda and Melissa, who are very supportive.

Southern Interior Auctions have brought much activity to the region. Hundreds of bidders attend their sales in Greenwood, BC.

Another Story—Another Friend—LIFE IS GOOD

VARIETY OF INVENTORY AT MARCH 24, 2019 AUCTION



Rigid 14" Saw \$400



Collector's Special - Ferguson Tractor
As is \$425



Poulan 10.5 HP Garden
Tractor \$450



Custom Made "Horseshoe Table" \$50



Utility Trailer - A-1 condition \$625

THE TEAM AT SOUTHERN INTERIOR AUCTIONS IS RARING TO GO!



The "Concession Crew" attend to the needs of the buyers



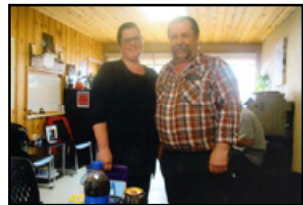
Janet Matsalla - Office
Administrator & Auction
Coordinator



Bob with the inspiration of his wife Margaret Ann that has made his many ventures a success.



The former United Church has seen a lot of activity since Southern Interior Auctions purchased the property.



Bob is pleased to have his daughter, Amanda record the sales

MERV & JOAN GRUNOW: GRUNOW AUCTIONS CZAR, AB



*Joan & Merv Grunow,
Owners of Grunow Auction*

Merv Grunow has owned various business enterprises before entering into the auction profession. Merv was a “Bush Pilot,” where he would fly outfitters to the Yukon and NWT where they would do their hunting.

Grunow became known to the Wainwright community where he had a “Honda Dealership,” and Hardware Store. Archie McLean, a successful local auctioneer suggested to Merv that

the auction profession would be a good fit for Grunow.

In 1988 he graduated from the Jordan & McLean School of Auctioneering at Kitscoty, AB. After his graduation, his wife Joan and Merv formed Grunow’s Auction. It has served hundreds of clients over the past 30+ years. Grunow’s Auction sales have included farm sales, buffalo & elk, exotic, estates, household plus—plus.

Getting into the auction business was easy however Merv soon realized, to reach the “paved highway,” there was a lot of gravel road,” to travel. Grunow gives thanks to his wife Joan, and Archie McLean who were an important factor in his success.

In 2019 Grunow received his 25-year pin from the AA of Alberta.

Merv and Joan recall their first auction which was held in Wainwright at, “Old Timers Hall.” They were overwhelmed with the support of consignments and buyers. The community was very supportive.

A most challenging and successful auction was a, “FARM SALE.” They sold for his brother Ron. It included topline John Deere Equipment. We were worried about, “Price.” It turned out to be very successful, however it was a day of, “butterflies.”

Our worst sale we booked was also in Wainwright. It had a mixture of household, toys, yard stuff, and smalls. Only 5 people showed, we sold 5 or 6 items at \$1—5.00, then we cancelled the sale. The sale prompted Merv to realize that his talents were meant for more lucrative sales and his quest for success took a new approach.

Merv worked hard and practiced often in improving his chant and voice clarity. Other auction firms soon realized his talents and would



*Merv Grunow, Deputy
Mayor of Czar, AB. He
is very active in the
community*

contract his services—Dale Menzak, Ken Jordan, and Atto Streeborg, to name a few.

Merv is very thankful for the family support however, “A Big Applause,” goes to his wife Joan. Her talents to manage and maintain a high quality of service to all their clients and customers is commendable.

MERV’S ADVICE:

A good auctioneer should be a good speaker, have good rhythm, communicate with people, and be honest in dealings with his clients.

Grunow’s Auction starts their sales right on time. Do not DRAG it out.

I’m always enthusiastic doing sale, “I Love My Job.”

Grunow’s Auction is a family business. My wife Joan runs the office. My two sons auction, their wives’ clerk or work the ring, and grandchildren run papers. One grandson works the ring and we hope he will be selling soon. Grunow’s Auction does a pay-out to their consignors on the sale day.

My advice to new auctioneers is to go to as many sales as possible, see how others sell, and let them know you would like to help if possible.

Family time is very important—fishing trips, camping, gopher shooting, hunting, BBQ’s and surprise events.

Charities are a priority and we do many in our community. For the past 20 years we have done the United Church Charity which raises \$30,000 plus Ducks Unlimited, Quota Clubs, and many more.

The Auction profession in Alberta has an abundance of great auctioneers. I look up to so many that I would hate to name only one or two.

In November of 2001, Grunow’s Auction Mart had an onsite fire that destroyed their main auction building. It had a severe financial effect on their business as all their regular winter sales were cancelled. They rebuilt and were serving their customers by late March of 2002.

Every Auction Firm that has succeeded has been the result of ownership facing the good times and hard times without saying, “I QUIT.” Success comes with a dedication that the word “failure,” is not a part of their vocabulary. The Grunow family is another example that obstacles can be overcome.

Looking back at Merv’s career in Auctioneering, I asked the “Big Guy,” would you do it again? His reply, “Yes, I just would have started younger—**It has been a great run and it is not over.**”

Another Story — another Friend — LIFE IS GOOD.



Grunow’s Auction team is ready, available & knowledgeable in conduction auctions

For ALL your Auction Print Needs!



TRANSGLOBAL
communications

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