

bid 1934

FALL 2021 | ISSUE 1



AUCTIONEERS' ASSOCIATION OF ALBERTA

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LEADERSHIP // The Auctioneers Association of Alberta held its'86th Annual Convention in Drayton Valley February 6-8th 2020. There were approximately 110 people in attendance. New board members and positions were elected; Joe Perlich, Lethbridge elected President. Shane Menzak, of Eckville was elected as 1st Vice President. Wade Michener from Calgary is our 2nd Vice President. Dale Menzak of Vegreville is now our Past President.

There were six directors positions open at the 2020 convention. Elected for three year terms were Wade Michener, Calgary, Shane Menzak, Eckville, Justin Mayer, Drayton Valley. Darrell Domes, Calgary & Justin Janke, Breton were elected for 2 year terms. Find o more about it in our upcoming eblast.

[Click here to find us on Instagram](#)



ASSOCIATION EXECUTIVES

Association Executives:

President

Joe Perlich, Lethbridge
403-635-0310

1st Vice-President

Shane Menzak, Eckville
780-233-6804

2nd Vice-President

Wade Michener, Calgary
403-226-0405

Past President

Dale Menzak, Vegreville
780-632-9851

Director,

Michael Jennings, Condor
403-318-9998

Darrell Domes, Calgary
403-276-3375

Bill Henke, Langley
604-888-9536

Tracy Pollard, Edmonton
780-940-2175

Darren Isaac, Meeting Creek
780-679-8634

Alternate Directors

Ross Annett, Brooks
403-362-6030

Gordon Musgrove, Patricia
403-363-1729

Don Larson, Red Deer
403-701-4343

Committees:

Surety and Discipline: Don Montgomery

AMVIC: Wade Michener

Archives: Wade Michener

Canadian Liaison: Gordon Musgrove

Charitables: Tracy Pollard and Darren Isaac

Education: Tracy Pollard

Finance and Investment: John Arnold

Legislative: Joe Perlich, John Arnold,
Jacqueline Biollo, and Don Montgomery

Membership: Shane Menzak and Michael
Jennings

Nominations & Elections: Darrel Domes

Tyro: Tracy Pollard and Darren Isaac

2021 Convention: Michael Jennings and Don
Montgomery

2022 Convention: Jacqueline Biollo

ASSOCIATION PAST PRESIDENTS

Dale Menzak	2018-2019	Jim Schlenker	1982
John Arnold	2016-2017	Norm Moore	1981
Don Montgomery	2014-2015	Keith Erdmann	1980
John Perlich	2011-2013	Bob Smithens	1979
Robert Lind	2010-2011	Scott Hunter	1978
Brad Neal	2008-2009	Karl Zajec	1977
Wayne Orsten	2006-2007	Joe Perlich	1976
Ron Victor	2004-2005	Bud Haynes	1975
Colin Spencer	2002-2003	Les Handley	1974
Dave Sharp	2000-2001	Larry Irvine	1973
Ron Sekura	1998-1999	John Allen	1971-1972
Edgar Paras	1996-1997	Roy Campbell	1970
Linda Baggaley	1994-1995	Tony Perlich	1969
Larry Graham	1992-1993	Mike Lawrence	1968
Delton Wolff	1990-1991	Garfield Ogilvie	1967
Catherine Clausen	1989	Don H. Hutton	1966
Wes Spencer	1987-1988	Earl Galvin	1965
Frank Hall	1986	Walter Kitt	1964
Ron Sim	1985	Vern Scown	1962-1963
Frank McInenly	1984	Earl Layon	1960-1961
Bob Balog	1983		

CHANT: 2022

Auctioneers' Convention

CANCELLED
due to ongoing health and
safety concerns related to
the global pandemic

Thurs. 2nd February -
Sat. 5th February

RSVP BY DECEMBER 31st 2021
auctionalberta@shaw.ca or 780-905-5200

AUCTIONEERS' ASSOCIATION OF ALBERTA 2022 AGM

FEBRUARY 5, 2022

hybrid event (in-person/virtual)

Spruce Grove, AB | 3:30 pm

REGISTRATION FORM

(please complete and email to auctionalberta@shaw.ca)

NAME OF AUCTIONEER: _____

NAME OF SPOUSE/PARTNER: _____

NO. RSVP TICKETS: _____ | In person | Cost to be determined

If a President's Gala (dinner and entertainment) were included - would you attend? YES or NO

Virtual? YES or NO (a link will be sent to you closer to the date)

NAME : _____

ADDRESS: _____

POSTAL CODE: _____ EMAIL: _____

PHONE: _____ CELL: _____

SIGNATURE: _____



AUCTIONEERS' ASSOCIATION OF ALBERTA
PO Box 2052 | Carstairs, Alberta
T0M 0N0
For more info call 780-905-5200

WHAT YOU NEED TO KNOW BUYING CATTLE AT AN AUCTION

By: Arrowquip

The pungent scent of hay and manure mingles in the air. You've entered the auction barn, and it's your first time buying cattle at auction. There's a lot to learn when it comes to purchasing cattle at auction and beef cattle are popular livestock to raise.

1. KNOW WHAT CATTLE TO BUY

Before buying cattle at auction, make sure your farm is set up for beef cattle. These heavy animals need sturdy fencing and good pasture to gain the weight necessary to command top dollar for their beef. Talk to your local Cooperative Extension agent for more information on the appropriate pasture grasses to plant, how to manage your pasture, and how to detect and remove any noxious weeds.

2. FIND HEALTHY CATTLE

Another important factor when buying cattle at auction is finding healthy animals. Animals with signs of disease are usually culled before auction day, but you may occasionally see a calf with noticeable bumps, bruises, patches missing from his hide, or other issues. Sometimes these happen during transport or at the auction barn, but they can also be a sign of a bigger underlying issue. Do not purchase unhealthy animals unless you're an experienced cattle buyer.



3.DETERMINE AGE

The more experience you gain with livestock, the easier it is to determine the age of an animal by looking at them. Experienced horsemen, for example, can often guess a horse's age simply by looking at his top line or back and at the eyes and legs, which both show telltale signs of aging.

Cattle are no different. When you learn all you can about specific breeds of cattle, you'll get to know what a healthy specimen looks like at a particular age. Knowing how to spot a two-year old Angus or Hereford at a certain desirable weight is a great skill that can save you time at the auction barn. Although the animals will be grouped by age or breed, it will help you narrow down your choices quickly.

4. UNDERSTAND HOW TO HANDLE NEWLY PURCHASED CATTLE

If you already have a herd of cattle, keep your new auction purchases separate from the herd for a week to 10 days. Talk to your veterinarian about a vaccination schedule. Ask the vet to the farm as soon as possible to vaccinate your cattle and check their health before introducing them into your existing herd.

Cattle purchased at auction aren't returnable. By taking a few common sense precautions — such as isolation and vaccinations with your newly acquired animals — you should be able to ward off most problems.

BEWARE OF THE CHEAP SALE

You've heard the old adage, "You get what you pay for." When buying livestock, keep that saying in mind. A bargain isn't a bargain when you find out that the pregnant cow you paid good money for is actually barren, or the calf you bought has scours and needs immediate attention.



EMERGING FROM A PANDEMIC AND BIDDING ON THE FUTURE

by Jacqueline Biollo, MBA

Jacqueline is a seasoned relationship builder and dedicated collaborator with proven expertise in leading government relations functions and advancing comprehensive strategic objectives.



To survive, thrive, and compete successfully in today's post-pandemic climate, organizations must rise to the challenge with a new kind of leadership, vision and strategic goals. Since August 2020, I have been working with the Board of Directors of the Auctioneers Association of Alberta to implement operational changes that will provide a value-add for our members. This requires the intertwined values of innovation, diversity, risk management, and empathy, and has enabled the Association to take on a future in which change is the only constant.

Next, we'll explore reasons why the auction industry fails to navigate change; how to maximize leadership values as a way to influence change; and why there is a need to stop resisting change and start embracing it (ex. on-line auctions).

THE PROS AND CONS

ON-SITE AUCTIONS VS ONLINE AUCTIONS

by 6Storage

Attending an auction can be an amazing and exciting experience. This mysterious world of bidding, selling and buying can even be addictive at times. There you can find collectors of all sorts as regulars.

There are two types of auctions you can attend, an online auction and on-site auction. Both can be rewarding, but it is crucial to look at the pros and cons of online auction vs on-site auction. It is necessary to know what you are getting yourself into.

Pros and cons of online auction vs on-site auction.

Understanding the pros and cons of online auction vs on-site auction is important, both if you are an attendee or an auctioneer.



ON-SITE AUCTIONS



Advantages of an on-site auction

Attending an on-site auction is a great experience. There are multiple advantages to it:

- You get to meet a lot of people with similar interests.
- You get to experience that exhilaration of bidding against other people, trying to get your hands on the prize.
- Attending an auction in person allows you to inspect the lot with your own eyes.
- If you are the highest bidder, you get to take what you purchased on the same day.

As an organizer, it is important to know these things, so you know how they affect your guests. That way, you can prepare on time, and you know what to expect.

Disadvantages of an on-site auction

On the other hand, there are also a couple of disadvantages of on-site auctions:

- You have to present in person or have a representative.
- Bidding frenzy is a dangerous thing, and it can cost you a lot more than you intended to give for a certain object of interest.
- Auctions are often held in a different city, so there will be some traveling costs.

As an organizer, you must understand that there will be a lot of strangers attending the auction. You never know who is coming, and with what intentions. For that reason, it is crucial to improve the on-site security.

As an organizer, it is important to know these things, so you know how they affect your guests. That way, you can prepare on time, and you know what to expect.

ONLINE AUCTIONS



Advantages of online auctions

The internet allows us to experience a lot of events in a whole new way. It is a common thing to hold online auctions. Even if you look at a website like E-Bay, you will see it is quite usual to bid for an item you wish to purchase online.

- It is easy and quick, and it can be done from the comfort of your chair at home.
- The platform is easy to use, and everything is done on one website.
- There are no additional expenses.
- Online auctions can be a bit less tense, so you will likely spend less money

Disadvantages of online auctions

Even though the Internet is useful, that doesn't have to mean that online auctions have no downsides.

- Shopping online is fun and addictive. Even though it is less tense than an on-site auction, it can quickly get out of hand. A lot of people do not have the feeling of spending money when buying online. Everything is virtual, so you can easily spend a lot more than you intended.
- You don't get to inspect the item you are bidding for. Most of the times the pictures can be misleading.
- If you are bidding, there might be a lack of information about the item.
- Since attending an online auction is easy and there are no travel expenses, everyone can join in. That means you will have to outbid a lot more people. And that becomes harder as the number of bidders goes up
- Since the Internet is a perfect place for hacker attacks, you might get conned out of your money.
- You must wait for the purchased item to be delivered to your address. That can take some time.

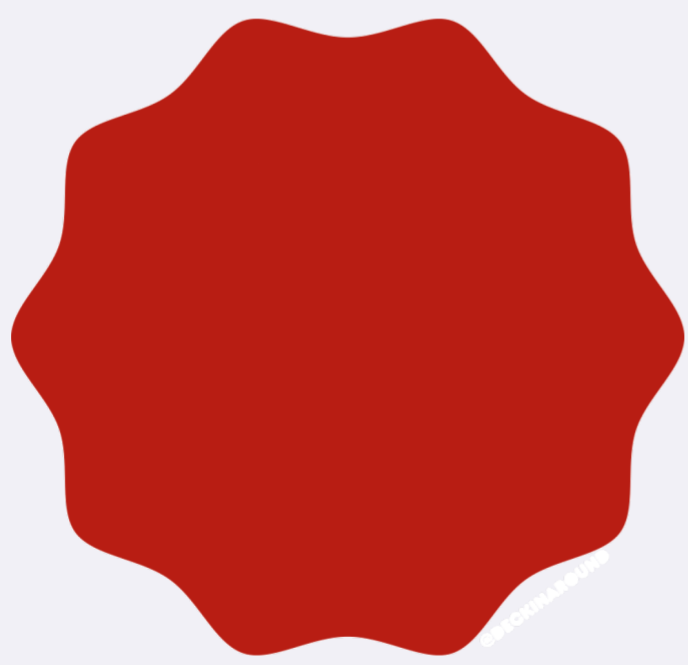
If you are an organizer of an online auction, you could lose some money. Experienced auctioneers can make people bid more if they talk to them in person.



Attend the Annual General Meeting

in-person or virtually: Saturday,
February 5, 2022 (3:30 pm in Spruce
Grove, Alberta)

RSVP BY DECEMBER 31st 2021
auctionalberta@shaw.ca or 780-905-5200



AVOID SCAMS
5 TIPS FOR
ONLINE AUCTIONING

1. Preview in person

The auction may be online-only, but the objects are real! It's often difficult to judge the quality, scale, and condition of an object unless you handle it yourself. Check the auction page for published times and dates or get in touch with the department to make an appointment.

2. Ask questions

Ensure staff is available to answer questions about these objects either before or during the online auction. Unable to attend a preview in person? Look for their "contact us" button from the online catalog to send an email requesting condition information, additional photographs, or information about the auction process.



3. Find your bidding style

Whether you love the adrenaline rush of competitive bidding or prefer the convenience and ease of leaving one maximum bid and then waiting for the results, online auctions fit your bidding style. Bid the current or opening bid if you want to be in control or leave your maximum bid and wait.



4. Use the watchlist

Not ready to bid yet? Add any item to your watchlist to keep an eye on it throughout the auction. You can return to your watchlist at any time to view a personalized list of only the items that interest you. See what the current bid is (and whether or not it's with you) and how much time is left until it closes. Towards the end of the auction, your watched listing is the best and most efficient way to keep track of multiple items that you're trying to win. The list includes only the items that interest you and is a short cut to get bidding!



*Leonardo da Vinci,
Mona Lisa, 1503*

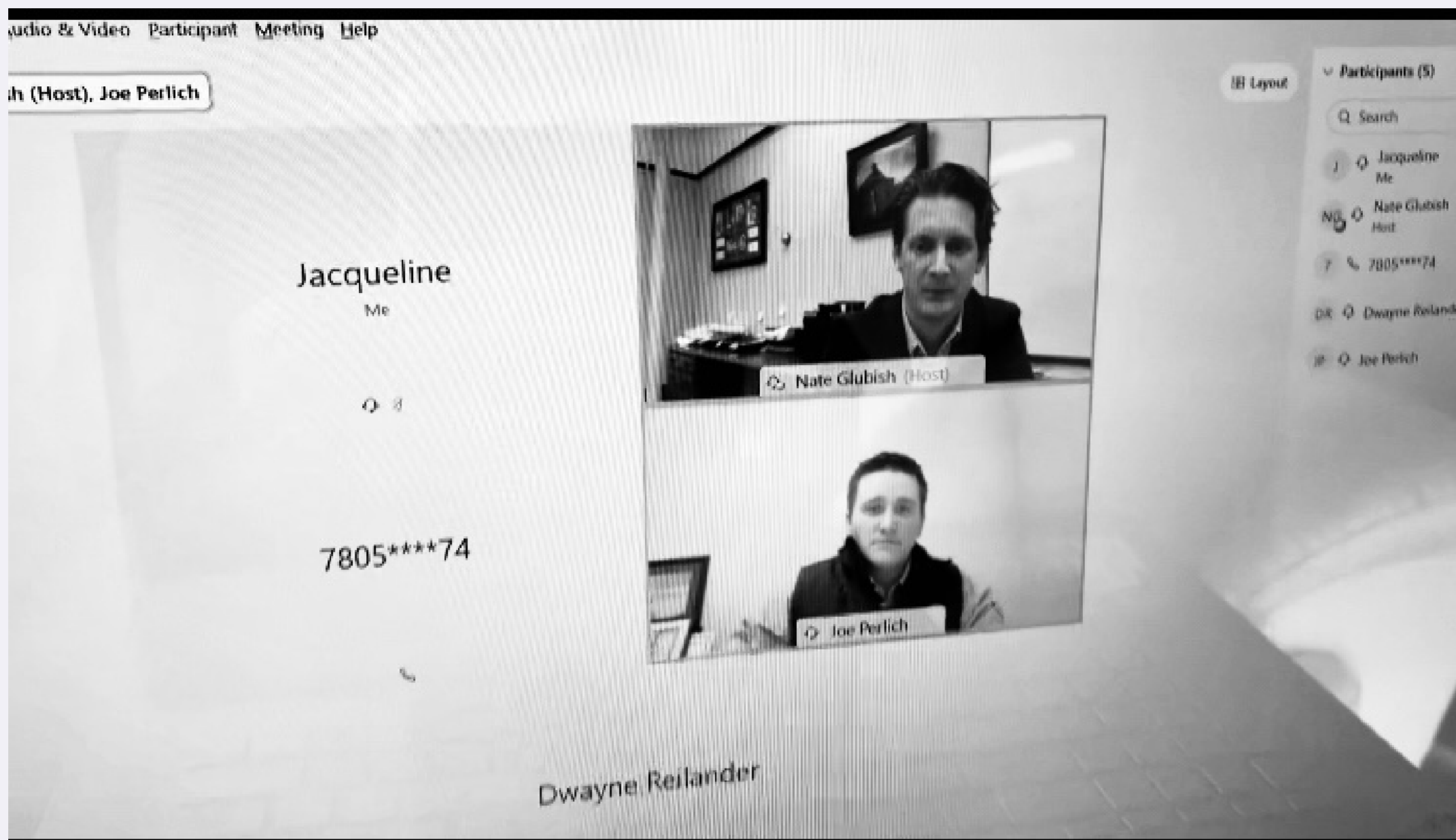


5. Pay attention during the final minutes

The closing minutes of an online-only auction are exciting. The published auction “end” time is the time bidding closes on the first item.. You may have heard about “sniping”—a slang term that refers to bids left in the fraction of a second before a lot closes, making it difficult for other bidders to respond. Make sure you pay attention to your watched lots, in app notifications or your email, for outbid alerts during the time that an online auction is closing.

by Kerry Shrives

ONLINE AUCTIONS IN ALBERTA



The Global Pandemic: It has certainly been an interesting time - but one thing remained consistent, online auctions in Alberta continue to gain momentum.

As politicians grapple with what regulations to put in place and how to enforce them, the Auctioneers' Association of Alberta has been advocating for changes to public auction regulations for years.

With our latest advocacy campaign, we think it's time to explore how to include online auctions in our deliberations. A proactive initiative that will help the auction industry continue to thrive not just survive.

[Click here for source](#)

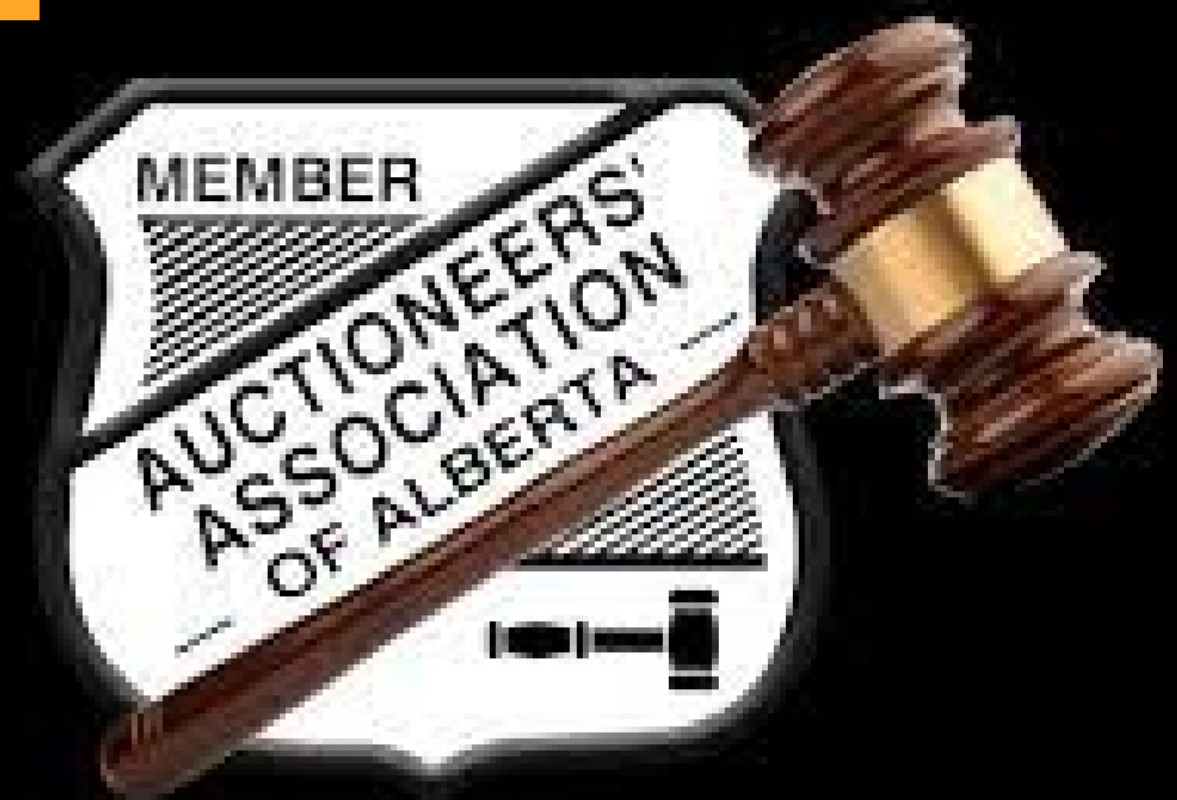
Did you know...

Canadian beef industry fast facts

In 2019 the cattle industry generated \$9.4 billion in farm cash receipts. Over the period 2015-19, cattle and calves have been the largest revenue maker for farms.

The 2016 Ag Census identified 60,000 farms in Canada that derive more than half their income from beef production, with 84,740 operators.

[Click here for more](#)



Ask us!

It isn't unusual for people to find themselves in need of help or information for auction-related matters. Last year alone, the Auctioneers' Association of Alberta fielded more than 150 questions, comments, and complaints.

Feel free to contact us at auctionalberta@shaw.ca or 780-905-5200

live

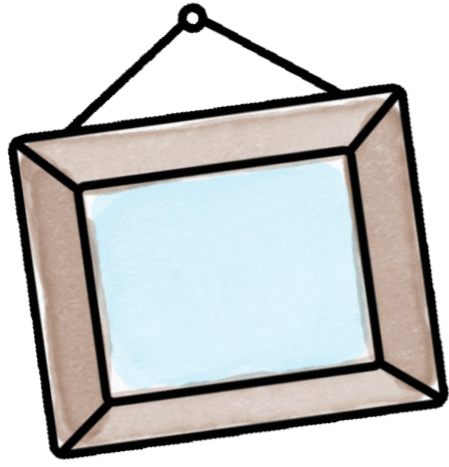


Click here



A quick look at two competitors from the 2019 Bid Catching Championships in Calgary, Alberta. Hosted by the Auctioneers Association of Alberta.





Hall of Fame

Conventions over the years...





Established in 1934, the Auctioneers' Association of Alberta is one of the oldest auctioneer associations in North America. For seventy 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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