

SASKATCHEWAN AUCTIONEERS NEWSLETTER
SEPTEMBER 2009
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BOARD OF DIRECTORS HOLD MEETING IN REGINA

A regularly scheduled meeting of the Board of Directors was held on Monday, July 27, 2009 at the Delta Hotel in Regina

Five of the seven board members, along with secretary Jo-Ann Ganzert, were present. Regular housekeeping items were attended to. A report was received concerning discussions with Delbert Kirsch, MLA regarding the PST regulations. Additional discussion occurred with Mr. Kirsch concerning the possible review of the Auctioneers Act.

Convention details were reviewed. A decision was made to hold the bulk of events for convention and AGM in one day, in the hopes of encouraging more attendance at the event. The secretary was asked to pursue the arrangements with the hotel and the sponsors for approval. The final board meeting for the year will be held on Friday evening, followed by a hospitality time. Saturday will see the Western Producer breakfast, the AGM, banquet, presentations and fund raiser auction.

The financial report was received to file. Secretary advised board that BMO Nesbitt Burns has assured her that monthly statements are being forwarded to all board members. The secretary's report was received.

A report was given by the President concerning the partnering with the Harvest Showdown in Yorkton. Mr. Ross will be meeting with the Harvest Showdown committee in August to discuss the possibility of the SAA partnering with them to hold a provincial auctioneering competitions. He will report back to the next directors meeting.

The board then spent a great deal of time discussing in detail the Auctioneers Act, and the possible changes that the SAA would like to see. Points of discussion included the management of sale proceeds including trust accounts, contracts, payout times, and the sale of specific entities ie real estate, etc. Consignor confidentiality was also discussed, and a decision was made to consult the SAA lawyer for his opinion on privacy issues.

A general discussion was held concerning the conditions of membership of the Auctioneers Association. The next meeting will be on September 8, 2009 by conference call.

Board Meeting Conference Call held September 8

A regularly scheduled board of directors meeting was held on Tuesday, September 8, 2009 at 7:00 pm, by conference call. All seven board members, and the secretary were present.

The details for convention were finalized. Schedule for convention will be: Friday board of directors meeting at 4:00 pm. Beef on a bun supper at 6:30, followed by hospitality room. The Western Producer breakfast will be held at 8:30 am Saturday, followed by the AGM at 10:30 am. A bearpit session will be held at 2:30, followed by the hospitality hour, banquet, presentations and fund raiser auction. Sunday morning, delegates will breakfast on their own, and depart the convention.

The Auctioneering competition was discussed. President Ross met with the Yorkton Exhibition Board, and reported that they welcomed the SAA participation in the auctioneering contest. Details of the event were discussed, and the SAA moved to partner with the Yorkton committee to present the competition and that the SAA will sponsor \$300 for 2nd place and \$200 for 3rd place. The SAA is to supply our banner, brochures, membership applications, and business cards, in the hopes of garnering more members from the event. Board of Directors will solicit items for sale at the event, and will promote the event and attempt to attend and/or compete at the event.

The financial and secretary's reports were received to file. Board members reported that they are now receiving e-mailed monthly statements from BMO Nesbitt Burns as promised.

A discussion occurred concerning the use of the SAA website's auction calendar. Secretary encouraged to promote use of the calendar in all newsletters, and discussions with members.

The next meeting will be held on Tuesday, November 17, 2009 beginning at 7:00 pm by conference call.

SAA Holds Meeting with Consumer Protection Branch

The SAA Board of Directors was pleased to meet with Eric Greene, Director and Larry Wilson, Deputy Director of the Consumer Protection Branch, Saskatchewan Justice on July 27, 2009. Discussion was held concerning the possible review of the Auctioneers Act, and what the SAA would like to see changed.

Mr. Greene indicated that the Auctioneers Act is one of the oldest pieces of legislation, and is probably going to come up for a review. He indicated the timelines involved, and that the process would be 2-3 years in process. He also indicated that the branch would consult with the SAA before changes to the legislation would happen.

Statistics of files relating to auction issues were related by Larry Wilson. Various areas of concern that were stated in Mr. Wilson's February letter were reviewed and discussed. The level of bonding was discussed as well.

POST YOUR AUCTIONS ON THE SAA WEBSITE!!

Following the recent upgrades to the SAA website (saskauctioneers.com), member companies are able to post their auctions directly onto the SAA site. If you have not been informed of your user name and password, please contact the SAA office for details.

RADISSON HOTEL SASKATOON 2010 CONVENTION HOTEL

Book your rooms now!!! The Radisson Hotel has been selected to host the 2010 AGM and convention of the SAA. February 12 and 13, 2010

Located off the bank of the South Saskatchewan River, the Radisson Hotel offers spectacular views of the river valley and cityscape from the 19-storey tower. Located in Saskatoon's premier business district; just steps away from the city's best shopping, attractions and dining.

Their Waterworks recreation complex features two three-story waterslides, pool, sauna, whirlpool, and newly expanded fitness room. Heated Underground parking is available.

The SAA has booked a block of newly renovated rooms, including sleep number beds, and luxurious 250 thread count sheets, and comfortable pillows.

Room rate is \$159.00 per night. Reservations can be made online at www.radisson.com/saskatoonca or by calling **1-800-395-7046 or 306-665-3322.**

Reserve now! Limited rooms are available until January 10, 2010.

ADVERTISING RATES:

Business Card	\$15.00
¼ Page	\$25.00
½ Page	\$50.00
Full Page	\$100.00

A 10% discount will be allowed on all orders for 4 or more issues. Publishing deadlines are March 15, June 15, September 15, and December 1.

Mail or e-mail your photo-ready copy to;
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Jo's Journal

As I write this at 8:00 pm at night, it is nearly pitch black outside, and still +25c. I guess we're getting summer now. I know the 10 days I spent at the lake in early July were certainly not part of summer! My chance to catch a few rays, and tour the lake in the paddle boat was all for naught! I did read a few good books, and made a great jigsaw puzzle while wrapped in a quilt in the cabin.

The board of directors has held a couple of really productive meetings over the past couple of months. As well, we met with the Consumer Protection Branch in Regina in July, and the report of that meeting is elsewhere in the newsletter.

The organization of convention was finalized, and is reported in this newsletter, as is our participation in the Auctioneering Contest at Harvest Showdown in Yorkton this November. President Robert Ross is working to promote the participation of SAA members at this event, and the SAA is proud to sponsor 2nd and 3rd place awards.

Agribition will soon be upon us. Please look for the schedule and details reported in this newsletter, and try to attend the Agri-Ed auctions daily Monday through Friday. Federated Co-op and the SAA work hard to bring the auction experience to the young students who attend Agribition. We are also pleased to sponsor the daily Grand Champion Bidder hats, the annual sales of which donate more money to the Agribition Scholarship Fund than the year previous. If you are planning to be in Regina the week of Agribition, please help out by attending the auctions.

A new crop of graduates from auction school have been inquiring lately about membership and bond with our association. I have forwarded a few information and

membership packages to prospects over the past couple of weeks, and hopefully, we will see a few new members during the next few weeks.

Hopefully this great weather will last long enough for everyone to get their crops off, and for the fall auction season to be plentiful. Take care out there. Talk to you in December.

PRESIDENT'S MESSAGE

Hello fellow SAA Members

Now you see it, now you don't. Where is the summer/year going - going - gone! I hope everyone had a successful auction year. A few fall auctions scheduled, could be challenging with the harvest being later than the last few years. Thank you once again for being professional in your auction activities. For those of you still not using contracts - USE THEM - it is as simple as that . Doesn't matter if it's 100 items or one item consigned, the consigned items with no contract is exactly where you will have problems arise. So please use contracts, it is professional, it covers your backside and it will save us the petty little complaints we receive.

The board met with Larry Wilson , Dept of Justice Consumer Protection, last month. Very good meeting, Larry is impressed with our industry on a whole, very few complaints. Most complaints arising out of auto auctions, tough product to keep everyone happy with especially when there are so many first time auction buyers. Haven't moved forward on the PST exemption front. Will keep you posted

Two weekends to mark on your calendars (blackberrys?).

First is Sat Nov 14, 2009. We have teamed up with the good folks in Yorkton to create a Provincial Auctioneering competition. It will be held at their Harvest Showdown, Sat Nov 14, 2009. First Place will receive \$1,000.00, 2nd place \$300.00 and third place \$200.00 (got your attention yet?).

Entry is only a \$100.00 item to put into the auction. So watch for details, keep that weekend open and hope to see you there. We are looking for sponsorship and items for the auction, so if you are interested and able to help out give myself a call. I should note Proceeds of the auction go back into agriculture - 4 - H, student education and the promotion of agriculture .

Second date to mark on your calendar is Feb 13, 2010, SAA AGM Saskatoon. We have changed back to a one Day Convention for ease to attend. Also watch for details.

Please remember to come out and support the Agri-Ed Auction at Agribition Nov 23 to the 28. Partnered with Federated Co-op this daily event gives us yet another opportunity to promote and educate the auction industry as well as raise some money for the Canadian Western Agribition Scholarship Fund.

With the fall run upon us in the cattle industry another number to get a hold of myself at work is 306 675 2077, cell 306 795 7387 and home 306 795 2988. All three numbers have message manager so please a name and number and I will get back to ya asap.

So on behalf of the Board and myself have a great fall.

Take Care
Robert

AUCTIONEERS NEEDED!!!

Agribition 2009 will soon be here. As in the past, The SAA is pleased to partner with Federated Co-operatives to present the Agri-Ed auctions each morning at Agribition. The event will be held Monday through Friday, November 23-27, in Regina.

Please!!! Come to the Auditorium by 10:30 am and educate our young citizens on the art of auctioning. At the same time, you can become part of history, as we once again auction the Grand Champion Bidder Hats each day. The entire amount raised for the sale of these hats will be donated to the Agribition Scholarship Fund. Again last year, we saw a record breaking amount of money donated to the fund, and we hope to beat it again!

If you can volunteer just 1 hour of your time, please come to the Auditorium at 10:30 am Monday through Friday and participate in this great event.

Auctioneering Competition to be held in Yorkton, SK

CTV AUCTIONEER COMPEITION

In partnership with the Saskatchewan Auctioneers Association

DATE: Saturday, November 14, 2009
11:00 am – Wellington West Room,
Convention Centre, Yorkton, SK

ENTRY DEADLINE: Friday, November 6, 2009

ENTRY FEE: Item or items valued at \$100.00

PRIZES: 2009 Grain Millers Harvest Showdown
Auctioneer Title
Champion Belt Buckle
Custom Made Jacket

1st Place - \$1000.00

2nd Place - \$300.00

3rd Place - \$200.00

RULES:

1. All Auctioneers will have the opportunity to sell a minimum of 3 items - you will not necessarily sell the item you brought.
2. 2 ringmen will be provided to help you with catching bids but they are not responsible if a bid is missed, you are to keep an eye out for bids.
3. You will be responsible to announce who donated the item you are selling.
4. Selling order will be drawn prior to the competition.
5. Five judges will score, with highest and lowest points dropped, and middle three points averaged.

YOU WILL BE JUDGED ON THE FOLLOWING:

1. Voice Clarity and Control – clearness of voice, breathing control, calmness of the auctioneer.
2. Rhythm & Chant – smooth and fluid, easy to follow and understand, easy to listen to.
3. Bid Spotting – focused on buyers and catching bids, utilizing the ringmen, move sale along at acceptable pace, reaching fair market value for the items being sold.
4. Professionalism 0 mannerisms, appearance, conduct on the stand, confidence.
5. General impression.

Here is a wonderful opportunity for Auctioneers to showcase their talents as well as meet fellow auctioneers and have a little fun.

Come out and join us on Saturday, November 14, at the Wellington West Room, Convention Centre – there will be plenty of items up for auction!

*For more information, please call the
Yorkton Exhibition Administration Office at 306-783-4800
entry forms available online at www.yorktonexhibition.com*

CONVENTION 2010 – A NEW FORMAT!

**Convention 2010 and the Annual General Meeting
Friday, Saturday February 12 and 13, 2010**

Host Hotel: Radisson Hotel, Saskatoon, SK 1-800-395-7046

Please mention you are with the SAA.

Agenda: Friday: Board of Directors meeting 4:00 pm
Beef on a Bun Supper 6:30 pm
Hospitality to follow
Saturday: Breakfast 8:30 am
AGM: 10:30 am
Luncheon: Noon
Bear Pit Session: 2:30 pm
Refreshments, Banquet: 5:30 pm
Presentations, Fund Raiser Auction

Watch December newsletter and mailings for more information.