

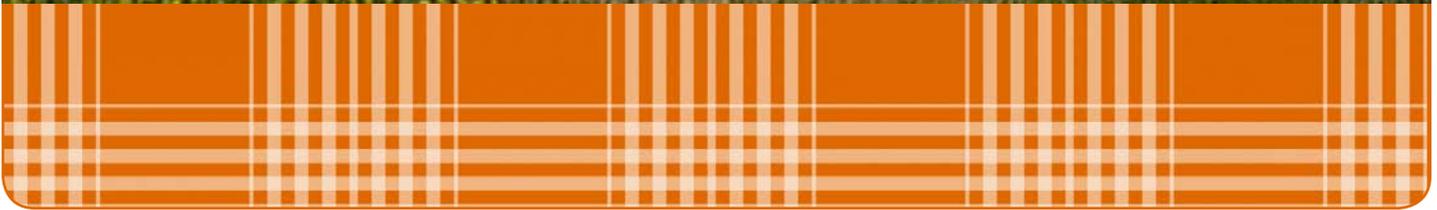


2017



Auctioneer

Official Magazine of the North Dakota Auctioneers Association



243

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Membership Renewal and
Convention Registration are located at
ndaamembership.com

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Thoughts from the President's Desk



Greeting fellow auctioneers and families! It seems that our beautiful fall has finally come to an end and old man winter has set in. The temperature is below zero as I sit at my desk and think out loud on my Acer computer. This old, inexpensive computer will certainly help me create an interesting article that undoubtedly will hold the attention and interest of even the most seasoned

auctioneers. Well, maybe not. Nonetheless, Scott Wiest is counting on the Board Members to help fill the pages of this North Dakota Auctioneers magazine. Scott does a great job for our group and certainly deserves our admiration for his many years of service to our organization.

We are currently putting the finishing touches on our upcoming convention in Fargo, ND on the 2nd, 3rd and 4th of February, 2017. I would like to personally invite each of you and your families to make plans today to attend this event. The seminars this year will be of interest to all involved in the auction business. We are bringing all aspects of our business to this year's agenda. Undoubtedly, our NAA representative will bring new and revenue-generating ideas as he addresses our members on Friday and Saturday. We will also get a livestock marketing update from professionals in our group who are active and knowledgeable in this field. While informational seminars will again be the base of this year's conference, entertainment and comradery will also insure our attendees enjoy the experience.

It is amazing to walk the halls and meeting rooms at our association gatherings and see the talent that is there. We have nationally respected auction companies, superior bid callers, livestock professionals, specialty auctioneers, contract auctioneers and family auction companies all under one roof. The opportunity to learn, share and seek knowledge as well as network could not be any better. I have learned so much from these events over the years. I can honestly say I have met some of the best people from being active and participating at this yearly event. NDAA conventions, members and past

leaders have dramatically improved my own business. The fact is we are all better auctioneers when we take the time to visit with and learn from those who have lead the way for us.

In closing, I know this article certainly is not earth-shattering or going to make you more money next year than you ever have. However, I hope it may encourage you in some way to make the commitment to attend this year's conference. If you do attend this year's event, I sincerely hope you may discover little things that will make your business more successful next year. Come with a sincere desire to learn and an open hand to shake and 2017 just may be your best year ever!

Sincerely,

Troy Orr
2016 NDAA President

Love to go ice fishing? Looking for a great deal?

Just like at the 2016 convention, an Ice Castle Fish House will be auctioned off at the Fun Auction. This is a great opportunity that you won't want to miss! This ice house is completely custom-made with many great features. Please note: the ice house that is pictured is not the one to be auctioned off. It is still being polished and finalized. More details will be emailed out as soon as possible.



A Word from the Vice President



Greetings from warm and sunny...wait, that was a couple weeks back. The past month things have been pretty tough for those with livestock. Mother Nature has turned the ground white and finally freezing up the mess she made, but as always we will go on doing our every-day chores to make their lives easier. The markets have not

been in our favor this year, but hopefully they will come back strong in the New Year. We can only hope.

I was very fortunate again, having a great year, being able to go up and down the road to many auctions. I think the best part of the job is getting to work with so many great people and friends and still doing what I love.

For the first time in my life, I will be getting on a plane to do a little traveling. This year my wife and I will have been married for 15 years, so I figured she has earned a trip somewhere and she chose Mexico. This will be something to look forward to with Mother Nature changing to her cold season.

XMIn closing, I am including a Life Recipe that we acquired from my grandmother-in-law's recipe box. Something for all of us to follow. Always be humble and kind.

Jay Temchack



Not long after getting my B.S. degree at Penn State, Dr. Herman Purdy mentioned that the people that have gone out, worked hard and become successful are the ones to listen, learn and be around the most. That's why I started the auction business.

I became a member of the NDAA and NAA. To be able to spend a few days in early February each year with a group of my peers is always a great experience. I ask a

Life Recipe

- 1c. of Good Thoughts
- 1c. of Kind Deeds
- 1c. of Consideration for others
- 2c. of Sacrifice for others
- 3c. of Forgiveness
- 2c. of Well Beaten Faults

Mix these thoroughly. Add tears of joy, sorrow and sympathy for others.

Fold in 4c. of Prayer, add Faith to lighten other ingredients and raise the texture to great height of Christian Living.

After pouring all this into your daily life, bake well with the heat of Human Kindness.

Serve with a SMILE.

I hope the New Year brings you all health and happiness.

All In All Done....SOLD!

Cliff Sanders Jr.

Laugh a little!

Auctions are the one place where you can get something for nodding. Though, of course, you do have to stay 'til the bidder end.

lot of questions, hear some great presentations, take in a few product demos and eat too many delicious snacks.

The members of this group of auctioneers are only a text, email or phone call away to help in any way throught the year. A good friend riding bulls in the PBR would say, "It's not about the time and cost of getting to the event, but the opportunity lost of not being in it."

So make plans to attend the North Dakota Auctioneer's convention in Fargo, ND, February 2-4, 2017. Who knows what opportunity awaits!

Mike Ostrem



Hello Auction Friends,

The end of the year is fast approaching, and with that, I have found myself asking more often, "Where has the time gone?". As we all grow increasingly "busy" today, I feel the importance of MAKING the time to attend the annual convention is only amplified. I encourage every member to make a conscious effort to attend convention this year. Our convention is only improved with increased attendance.

Those of us on the Board, along with Scott's help, have put together another great convention, jampacked with informational presentations and presenters. We can all use this information and their ideas to make our auctions more successful.

I have challenged myself to be more involved in the presentations and meetings this year and invite every member to join me in that challenge. Some of the best things I have learned at convention have come not from presenters but from other attendees. I also encourage every member to take advantage of opportunities to network, share stories and ideas, and simply visit with everyone in attendance.

Thinking about convention only brings forth the excitement of reconnecting with my auction friends and the NDAA family. The friendships I have made at past conventions are second to none. Along with these friendships I have found many opportunities to advance myself in the auction world. The opportunities for networking and learning are endless!

I again encourage you all to take advantage of the opportunities provided at convention this year! Leave yourself no excuses, send in registration, book your room and prepare yourself for a good time!

Sell 'em high!

Mike O.



2016 Convention photos on page 12.

◆◆ Calling All Ladies! ◆◆

We will be clerking the Fun Auction on Friday night.

We need your help with clerking.

Please bring an item for the auction marked Auxiliary.

Laugh a little!

At auction school when you learn your basic chant the instructor had you put six marbles in each side of your mouth. You started your chant. One dollar bid now two. When the instructor nodded his head, you spit out a marble. Two dollar bid now three. Nods his head spit out another marble. Three dollar bid now four. Nods his head, spit out another marble.

When you've lost all your marbles, you're an auctioneer.

2016 NDAA PICNIC



2016 Contest Winners



Poster Contest, Multicolor
First Place: Henslin Auctions



Poster Contest, Multicolor
Second Place: Orr Auctioneers



Poster Contest, Color
First Place: Rodin Auction



Poster Contest, Color
Second Place: R&D Auction



Poster Contest, B&W
First Place: Temchack Auctions



Poster Contest, B&W
Second Place: Roaldson Auctioneering

Website Contest

First Place: www.aasnessauctioneers.com
Second Place: www.henslinauctions.com

Attention Shutterbugs

2018 Magazine Cover Photo Contest

Enter your favorite auction photo for a chance to be on the next cover. Submit your photo at the Convention registration desk.

REGISTRATION AND HOTEL INFORMATION

Rooms blocked until January 10th, 2017 for NDAA members. Make sure to mention NDAA for the special rate or use the link on the NDAA website.



NDAA Rate
\$98 per night

Convention registration can be completed by mailing in enclosed form, or online at www.ndauctioneers.com

The 2017 NDAA Convention will be held in Fargo, ND, at the Holiday Inn.

The hotel is located at:
3803 13th Avenue South
Fargo, ND 58103



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2017 NORTH DAKOTA AUCTIONEER

PAST PRESIDENTS

1952 - F.E. Fitzgerald	1974 - Norm Aldinger	1996 - Dale Haugen
1953 - F.E. Fitzgerald	1975 - Tony Heinze	1997 - Brad Olstad
1954 - Howard Schell	1976 - Roger Skiftun	1998 - Lowell Rau
1955 - Harry Berg	1977 - Arlo Schmidt	1999 - Chuck Lang
1956 - Jim Davis	1978 - WilBert Kroh	2000 - Bob Helbling
1957 - Jim Davis	1979 - Bud Rice	2001 - Lee Halvorson
1958 - Sylvester Wallace	1980 - Sid Stromme	2002 - Ron Olson
1959 - E.L Haibeck	1981 - Cliff Orr	2003 - Brian Bosch
1960 - K.L. Ferguson	1982 - Dick Keil	2004 - Troy Orr
1961 - Irvin Reiten	1983 - Dennis Bengston	2005 - Gordy Krance
1962 - Bob Penfield	1984 - Bob Osendorf	2006 - Ross Glass
1963 - Bob Penfield	1985 - Larry Schnell	2007 - Pete Awender
1964 - Bob Penfield	1986 -Virgil Tuebner	2008 - Pete Awender
1965 - Stanley Wald	1987 - Jean Helgass	2009 - Troy Orr
1966 - Wilbert Kroh	1988 - Milton Brandner	2010 - Bob Helbling
1967 - Bob Steffes	1989 - Todd Goheen	2011 - Chuck Lang
1968 - Norm Aldinger	1990 - Wayne Trotter	2012 - Gordy Krance
1969 - Norm Aldinger	1991 - Marvin Hoffman	2013 - Dennis Biliske
1970 - Charles Wilkes	1992 - Scott Steffes	2014 - Clifford Sanders
1971 - WilBert Kroh	1993 - Darrell Graber	2015 - John Kuchera
1972 - Les Lien	1994 - Gil Steedsman	2016 - Troy Orr
1973 - WilBert Kroh	1995 - Dennis Biliske	

HALL OF FAME

1994 - Arlo Schmidt	1999 - Charles J. Fischer	2008 - Willard Schnell
1994 - Wilbert Kroh	1999 - Irene Wald	2010 - Al Mayer
1994 - Stanley Wald	2000 - Tony Heinze	2013 - Dale Haugen
1995 - Kay Aldinger	2001 - Harold Ellingson	2013 - Lowell Rau
1996 - Bob Penfield	2001 - Cliff Orr	2014 - Lyle Lauf
1997 - Charles Rodin	2001 - Robert Steffes	2015 - Dennis Biliske
1997 - Norman Aldinger	2003 - Marvin Hoffman	2016 - Rod Larson
1998 - Harry Berg	2004 - Tony Krance	2016 - Jan Larson
1998 - Lester Lien	2008 - Vernon Bucholz	

Do you know an auctioneer who should be nominated to the Hall of Fame? If so, fill out the NDAA nominating form and speak with the Hall of Fame committee.

MEETING NOTICE

NDAA Annual Meeting

Saturday, February 4

3:00 p.m. ♦ Holiday Inn, Fargo

All members welcome to attend.

2017 CONVENTION SCHEDULE

Thursday, February 2nd

5:00 p.m. Welcoming Session
Introduction of Board members, guests and attendees. Entertainment by “So and So.” Social will include a cash bar and complimentary Hors d’oeuvres. Fun and games throughout the night as well as a special live auction!

Friday, February 3rd

8:00 a.m. Breakfast
9:00 - 11:00 a.m. Asset Protection seminar
11:00-Noon..... Must Know Before You Sell Another Gun
1:00-2:00 p.m.....Agriculture Outlook, FCS
2:00-3:00 p.m.....NAA Representative Devin Ford
3:00 - 4:00 p.m.....Fun Auction, Merchandise Contest and Marketing Contest item check in
4:00-5:00 p.m..... Pre-Auction Social
5:02 p.m..... Salute and Honor our Country, Charles J. Fischer Memorial Fun Auction

Saturday, February 4th

8:00 a.m. Breakfast
9:00 a.m. Wake Up and Get Moving Session
9:30-10:30 a.m.....NAA Representative Devin Ford
10:30-Noon..... Livestock Marketing Update
Noon-1:00 p.m.....Lunch with colleague or family
Noon-1:00 p.m.....Auxiliary Luncheon
1:00-1:45 p.m..... Technology Session
2:00 -2:45 p.m..... Great Ideas Sharing
3:00 p.m. Annual NDAA Meeting
5:00 p.m. Banquet and Awards Presentation
7:00 p.m. Dance to “The Long Branch Boys”

*Sunday morning we will have an open gathering for worship and light brunch at 9:00 a.m. for all interested. Have a safe trip home!

Schedule Subject to Change

2016 Memories



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The COUNTRY PEDDLER



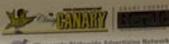
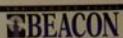
AGWEEK



The Finder



proxibid.



2016 Memories



2016 Memories





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2016 HALL OF FAME INDUCTEES

Rodney Larson
Jan Larson

The family of the late Larsons
accepted the award on
their behalf.



NDAA History is going Digital!

We have begun the process of scanning the history albums of the NDAA. We are cataloging them by year and will be building the online archive.

If you have any articles or photos you would like to add the archive, please send them to:

NDAA
Courtney Wiesz
5347 10th ST NE
Cathay, ND 58422

Make sure you identify each photo with dates, names, places.



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MSAA Vice President *Vincent Bachmann*



Vincent C. Bachmann is the MSAA Vice President, longtime member of MSAA, NDAA, NAA, Bid Calling Champion MSAA 1977, NDAA Champion 2010. He was born and raised on a dairy farm in NW Minnesota, where he still resides with Jane, his wife of 36 years. Vince started auctioneering at the age of 12 and attended auction school in 1981.

Vince conducts all kinds of auctions, along with his wife and their sons Austin and Andrew who are both auctioneers. Vince also owns and operates a real estate company along with his partner LuAnn Carow.

Guest Speaker Devin Ford



J. Devin Ford is a professional auctioneer with Ford Brothers, Inc., a Marknet Alliance member in London, Kentucky. He is a second-generation auctioneer specializing in real estate and liquidation auctions.

Devin has been a licensed auctioneer and member of the National Auctioneers Association since 1990 after attending

World Wide College of Auctioneering. He is a past president of the Kentucky Auctioneers Association, Kentucky State Champion Auctioneer, Kentucky State Champion of Champions and a member of the KAA Hall of Fame. He was elected to the NAA Board of Directors in Spokane, Washington, and is now NAA Treasurer.

His company's business is conducting a growing number of online auctions.

Greetings North Dakota Auctioneer Association members from the Minnesota State Auctioneer Association members! Hope this invite finds everyone in great health.

My name is Vincent Bachmann, Vice President of the MSAA, and we would like to invite all of the NDAA members to our conference and show, January 19th - 21st, 2017, at the Double Tree by Hilton in Bloomington, MN.

This year will be newly elected from the NAA Scott King, along with some of our very own knowledgeable, MSAA members putting on educational seminars. Don't forget the Rookie and Championship Auctioneer contest on Thursday evening.

On Friday we will have great seminars, a Fun Auction in the evening, and more great seminars on Saturday. Our President Greg Christen promises to put on a good time for all. Hope to see many if not all of you. Come and learn and have fun. Here's to more auctions to you.

Laugh a little!

Ole and Lena's bull took sick and died, so they needed to go to the auction to buy a new one. Ole had to get the crops in and couldn't leave the farm, so Lena took the train to the city to buy a bull. If she was successful, she would take the train back to the farm, then she and Ole would go to town with the truck to pick up their newly purchased bull.

The bidding was furious at the livestock auction, and Lena found herself bidding on the last remaining bull. It took everything she had but ten cents, but she was finally the successful bidder.

Unfortunately, the train home was fifty cents. "Please, Mr. Conductor, couldn't you make an exception just once?" pleaded Lena.

"Sorry lady," he replied, "but you can send your husband a telegram to tell him your problem. The office is just down the street."

At the Telegraph office, Lena asked, "Mister, how many vords can I send to my husband for a dime?"

"It's ten cents a word," the clerk answered. Lena pondered her dilemma, then finally said, "OK, here's da message: **"COMFORTABLE"**

2017 Auction Poster/Website Contest

The Auxiliary will again be sponsoring the poster and website contest. The deadline for entering this contest is Saturday, February 4th, 2017 at 1:00 p.m. The drop off location will be at the registration table. The awards are given for first and second placing. The winners will be announced at the banquet Saturday night.

Categories:

- 1) Black & White 2) Color 3) Multi-color 4) Website

The posters must be from 2016 auctions. Posters must display the NDAA emblem. For the website, provide the URL at check-in. Any questions should be directed to Bev Orr at 701-269-9162.

2016 NDAA Contest Champion

Mitchell Siemers



Greetings and Happy Holidays!

First, I would like to extend a heartfelt thank you to the NDAA members for all of the kind and encouraging words that I have received since last February. It has truly been an honor to represent the association as the 2016 champion.

With that being said, this year's conference and contest are fast approaching. I would like to encourage everyone who is interested to get involved and enter the competition. Over the years I have made some lifelong friends that I got to know through different competitions. It is also an excellent

opportunity to become a better auctioneer. Every competition that I have been involved with has given me something to take away to improve my auctioneering skills as well as lifelong friendships. If there are any questions regarding the competition, please give me a call. I will assist you however I can.

Make your plans now to attend this year's conference and show; this will once again be a great opportunity to learn new things and network.

I look forward to working with you at this year's contest. Wishing you a Happy New Year! See you in February!

Mitchell Siemers

2016 NDAA Champion Auctioneer



Contest Winner
Mitchell Siemers



Runner Up
Mike Ostrem



Third Place
Brent Ulmer



Charles J. Fischer

Memorial Fun Auction & Merchandise Contest

When & Where

Friday, February 3rd, 2017
5:02 p.m.
Holiday Inn, Fargo, ND

- The first round of the competition will include all entered contestants.
- In round two, the top five finalists will be brought back for a final evaluation.
- The top three winners will be announced after the contest.
- The Champion Auctioneer will be presented with a beautiful belt buckle, courtesy of the Farm and Ranch Guide.
- Second and third place winners will receive plaques.

Contest Rules

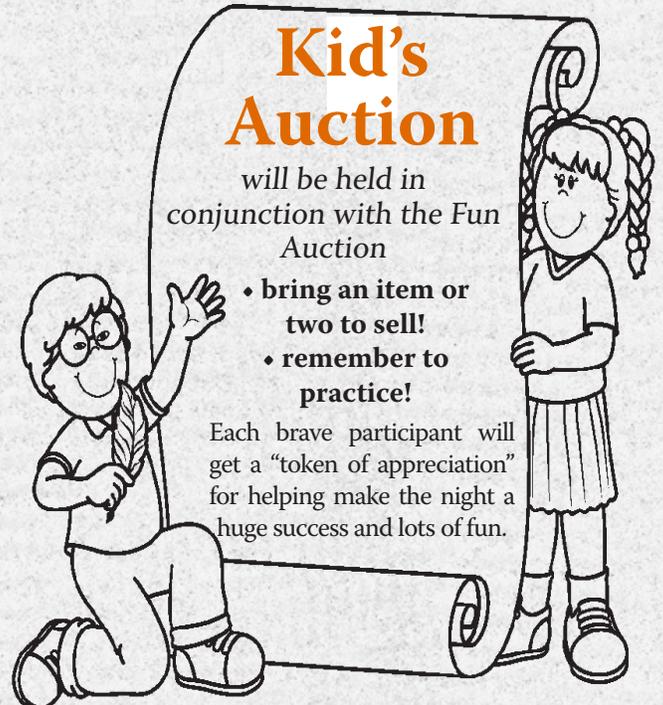
1. No former Champion Auctioneer may enter the Merchandise Contest.
2. Contestants will be judged on voice, chant, salesmanship and evaluation.
3. Contest chairmen are the Champion Auctioneers of the previous years.
4. Contest chairmen will pick ring men and the ring men remain the same for the entire Merchandise Contest.
5. An entry fee of \$30 must be paid to enter the Merchandise Contest by Feb 3, 2017 at 10:00 am.
6. Contestant must bring 3 items to sell.
7. The auctioneer must be a member in good standing of the ND Auctioneers Association in 2016 and 2017.

Kid's Auction

will be held in conjunction with the Fun Auction

- bring an item or two to sell!
- remember to practice!

Each brave participant will get a "token of appreciation" for helping make the night a huge success and lots of fun.



PARENTS: Please encourage your son or daughter to participate. They are the future of our business.

NDAA donates to two charities

As a way to give back to the community, the NDAA help those who are battling cancer. The doctors and decided to donate to the Sanford Roger Maris Cancer Center and St. Judes Children's Research Hospital. \$1,500 was given to both charities.

The Sanford Roger Maris Cancer Center is located in Fargo. The center has an expert team of staff who combine technology, personalized care and compassion in order to



surgeons are experienced and utilize the latest in cancer technology. St. Jude is leading the way the world understands, treats and defeats childhood cancer and other life-threatening diseases. St. Judes is located in Tennessee.

The NDAA is proud to donate this money to such honorable charities.



Merry Christmas

From ORR house to YOUR house More From Orr Auctioneers sincerely want to wish you a blessed and Merry Christmas. We are grateful for the opportunities you have extended us in 2016 and look forward to working with you in 2017.

Don't miss out on this Friday morning seminar!

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—Dr. Steven W.

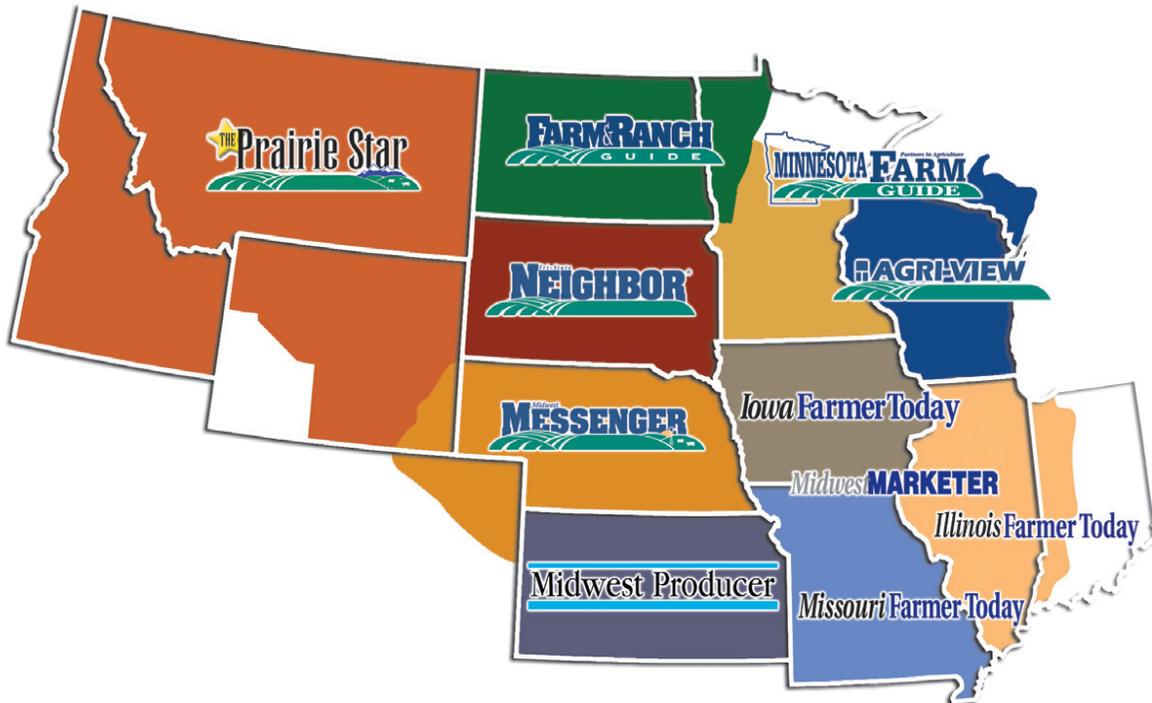


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