

## Jeff Stokes wins NAA Contest



Auctioneer **Jeff Stokes** (3-76) Edgewood, WA, founder & president of Stokes Auction Group, has been named Men's Division champion at the International Auctioneer Championship held in San Antonio, TX during the National Auctioneers Convention July 9, 2003. He competed with 70 other contestants demonstrating their bid-calling techniques, including clarity, speed & rhythm of their chant, appearance, poise, body language & eye contact. "I'm honored & humbled," Jeff said. "At 15, my father sent me to auction school to overcome a stutter. My family is all in the auction business. Jeff is the only person winning all 3 national championships. They include: 1987-World Champion Livestock Auctioneer, 1993- World Champion Automobile Auctioneer, & 2003- International Auctioneer Championship. Jeff was 16 when he won the WA State Championship title. Congratulations!!!!!!!!!!!!!!

Washington Auctioneers Assoc elected **Charles Whitman** (12-90) Spokane, WA as their president.

**Ken Gargan** (3-01) Laidley, Australia bid calls at approx 3 auctions per week. He had knee surgery in May and is doing okay.

**Jim McGilvray** (6-98) Bonanza, OR took over his fathers auction business. His father, **Jim**, is a 3-67 graduate. He is still helping in all aspects at the young age of 77.

**Elmer Burnham** (12-61) Moses Lake, WA passed away June 9, 2003.

**Brad Olson** (6-97) Irene, SD just sold a piece of farm ground that brought \$150.00 more an acre than the sellers anticipated. They have a lot more real estate auctions to be held. He is manager of Goeman Auction Service & Real Estate Inc. in Lennox, SD. He conducted an antique auction south of Omaha, NE last fall and did one in Atlanta, GA in June for the same firm. He has helped with auctions so he has come in contact with Rich Gannon (quarterback for the Raiders), Pete Rose, John Havlecek, & Warren Moon.

**Dan Smith** (9-69) Waldport, OR didn't go into the auction business after leaving school. He has bought a building so he can start his auction center.

2003 World Livestock Auctioneers Championship was held June 14 at Lexington, KY.. The runner-up was **Randy Searer** (3-86) Sidney, MT. He was sponsored by the Miles City Livestock Commission Co.. Randy said it was great being in the top ten and finishing third was a bonus. Others finishing in the top ten are **Lance Cochran** (7-92) Medford, OK & **Dan Skeels** (12-89) Rimbey, AB, Canada.

**Stacey McInenly** (8-96) Vulcan, AB, got married to **Jon Schooten** (6-03) Stavelly, AB.

**Buzz MacKerracher** (3-85) Clements, CA does about 20 auctions a year. Mostly horse & ranch & a few antique auctions. He has a 30 stall horse boarding ranch with an indoor arena. He enjoys roping.

**Debra Dawson** (11-97) Stevensville, MT retired her construction business at the end of last yr. She has adopted a little girl. She said most of the auctions she has conducted have been for organizations with wine & dinner.

**Stacey Martindale** (6-94) Ft Morgan, CO & **Jacque Christensen** (6-94) Brush, CO have a weekly auction.

**Dick Gahagan** (3-85) Clarkston, WA is an engineer for the county & does antique auctions.



The North Dakota Auctioneers Assoc inducted **Marvin Hoffman** (6-62) Ashley, into their Hall of Fame.

**Gene Bennett** (6-02) Tooele, UT has retired from the police force. He is helping his wife at her antique shop & other auctioneers.

**Richard Shape** (12-80) has moved from Nebraska to Arvada, CO.

**Jim Heath** (3-89) Emmett, Id passed away in Oct of 2002 from diabetes.

**Eddie Heath** (3-89) Emmett, Id has done a weekly auction for Wes Downs for the last 5 yrs. He still has a real estate business with his wife. He does many benefits & 7 to 8 auctions a year.

**Kris Johns** (9-83) Whitehall, MT was killed in a car accident in Feb. in Arizona.

That UPS driver, **Dennis Roaldson**, (3-02) from Jamestown, ND had a farm toy collection auction. He is doing a real estate & moving auction.

**Foster Monson** (12-92) Regina, SK doesn't do any auctions anymore because his appraisal business is thriving. He works throughout western Canada doing personal property & commercial appraisals. Foster ran into **Kyle Johnson** (12-92) Calgary, AB. He is managing a car dealership in Calgary. He & his wife just had their first child.

**Glen Wendt** (6-63) Bonnyville, AB said he has been active in the auction business since graduating from school. He has done every type of auction.

**Bill Alder** (10-02) Challis, ID has helped other auctioneers with auctions. May 1<sup>st</sup> he was doing a horse auction.

In March **Robert Allemand** (10-02) Pierre, SD wrote saying 3 wks after being at auction school he was asked to help with a benefit auction being a ring master. The auctioneer was the local livestock market auctioneer. They had a big run that day so he couldn't get there until later. Robert was the next in command. He had to get up and give the welcome speech & get things going. He said it was the most generous & forgiving crowd a rookie could have. Then he got to go down & work at **Jud Seaman** (3-94) auction facility once a wk. In Feb he was returning to his home town in TX. He saw a RM classic car auction sign. He went in a asked to talk to meet the chief operating officer. It just happened to be **Rod Egan** (6-86) (? where he is living). Robert got to be a ringman for the weekend auction.

**Dick Ostermiller** (10-02) Poulsbo, WA has been working with Northwest Benefits mostly as a ring person.

**Rick Gilley** (3-03) Kimberley, BC was having an antique auction May 4<sup>th</sup>.

**Jack Wallace** (3-98) Edmonton, AB, did contract work with the local power, water & gas company managing their chuckwagon sponsorship program at various communities throughout Alberta. He got to work with **Les McIntyre** (9-85) Vulcan, AB. He did a couple of fund raising auctions last yr. One for the inner city youth drop in center & one for the University of Alberta wrestling team. He took up woodcarving a couple years ago.

Article from the Billings Gazette Feb 23, 2003:

Wheat Farms Montana north of Three Forks, MT has been honored as America's best farm.

Chief executive **Dean Folkvord** (12-82) who successfully turned raw wheat into a value-added agricultural venture, said the publishers of "Top Producers" magazine named Wheat Farms Montana as the country's fbest during a juried panel in Philadelphia.

The magazine said the Montana farm excelled in successfully using technology & marketing & practicing sustainable farming.

**Dennis Hall** (7-92) found throat cancer in June and passed away in January.



**Larry Schnell** (12-75) Dickinson, ND is the livestock champion for the North Dakota Assoc with **Dwight Entze** (6-95) Taylor, being the runner up.

The 42<sup>nd</sup> Mt Auctioneers convention was held in conjunction with the Wyoming State Auctioneers in Billings, MT. Officers elected for Mt are: president- **Shane Ophus** (3-82) Big Sandy, sec/treas- **Marilyn Burns** (6-87) Manhattan, directors- **Jim Cooper** (3-97) Billings & **Jeff Welbourn** (3-99) Dillon. Bid calling contest was won by **Mark Lacher** (6-82) Fairfield, 3<sup>rd</sup> place- **Scottie Peters** (3-61) Fort Benton. Inducted into the hall of fame was **John Maderville** (12-66) Bozeman.

**Jud Seaman** (3-94) Rapid City was elected president of the South Dakota Auctioneers Assoc. **Jeff Storm** (3-01) Custer, was elected to the board of directors.

**Jack Raty** (7-50) Thousand Palms, CA said he is enjoying retirement. He is doing a lot of golfing & going to auctions. He sent us a photocopy of Your Sale Succeed by H.W. Blackman who was an Ohio farm auctioneer for 26 yrs. It was printed in the Farm & Fireside The National Farm Magazine October 1923. Blackman said the 3 essential of a good auction are a reputation for honesty, advertising & preparation. He thought advertising an auction a week, or at the most 10 days, is enough. It will be fresh in the public's mind. He talks about the farmer caring the note & giving a percent off for cash. Free lunches are the biggest nuisances. They attract a lot of folks who come only for a "free feed." After they eat they stay around to visit & they bother the real bidders.

**Jed Kleppen** (6-00) Outlook, MT graduated from Plentywood High School in May. He is the Montana State FFA president. He has done some benefit auctions.

**Rinehold Hubick** (3-60) Sstrasburg, Sk passed away in June. He was on the first board of directors of the Saskatchewan Auctioneers Assoc. He was still involved in the auction business. In 1969-1974 he built & opened an auction & furniture store. He then opened an Auction & real estate office. In 1991 he worked with his nephew. The last 5 years he has worked with Hodgins Auctioneers.

**Bruce Switzer** (12-69) Swift Current, SK is on the board of directors, legislation & nomination committee for the Saskatchewan Auctioneers Assoc. 2003 yr. **Kevin Lackey** (6-79) Weyburn was elected to the agribition committee.

**Brian Heslin** (3-00) Tofield, AB, Canada does 2 antique & collectible auctions a year along with his farm auctions. He has got his facility built and ready to go with a horse auction in September.

The Oregon Auctioneers Assoc held its' meeting in June electing **Dennis Turmon** (6-77) Powell Butte, vice-president; **Rick Leathers** (3-93) Sandy, treasurer; & **Dean Allison** (6-93) Roseburg, secretary.

**Jerry Ellis** (6-67) Billings, MT & **Barry Ellis** (6-90) Billings did the 4-H auction at Roundup, MT. Prices for grand champion beef-\$1.20, hog-\$2.60, lamb-\$4.10.

**David Whitley** (6-86) Ft Collins, CO is the Colorado Auctioneers Champion. He was elected to director & is web site director.

**Yvette VanDerBrink** (3-01) Hardwick, MN had a featured story in the Classie Chevy International Magazine called The Chevy Man. She is still into car & parts auctions. Enjoys them the most. Has had antique, & farm auctions. She is putting together a book of her stories. It should be out this fall. She is working with a couple of other auctioneers doing benefit auctions.

**Steve Snider** (6-03) Own Sound, On will be working at **Jim Snider's** (12-78) Owen Sound, ON & **Pat McDonough** (3-96) Annan, On Sydenham auction & Appraisal Services INC.

**Joe Tajan** aka JoJo Baker (3-02) Bonners Ferry, ID faxed us on his 1 yr anniversary telling us he had done 6 auctions of his own & 8 benefit auctions that have totaled over \$250,000. He said we are so right when we say the advertisement is a good auction. I'm still enjoying the whistle, Joe, but Jerry is'nt.

**Brian Hash** (8-93) Berryville, VA & **Jeff Storm** (3-01) Custer, SD took the first Certified Auctioneers Insitute course in March in Bloomington, IN. **Angie Hernandez** (6-78 & 3-95) Pocatello, ID & **Shannon Robbins** (6-96) Arvada, CO completed their 2<sup>nd</sup> course at CAI in Bloomington.

**Chuck Dreyer** (3-91) Newport Beach, CA was featured in the Orange Coast Magazine. Since graduating from WCA he has conducted thousands of auctions of all kinds, as well as more than \$300 million in real estate auctions. He left the commercial world 4 yrs ago & now uses his talents as and auctioneer & master of ceremonies exclusively for charitable organizations.

He has been an essential part of more than 1,000 successful fund-raising events. He also lends his expertise on the planning & structure of the special event. He has had fun selling a golden retriever puppy for \$25,000., Sting's guitar for \$45,000, & suit off of Ricky Martin's back for \$12,000.

**Phil Black** (6-95) Longrach, QL, Australia received this from the Arts Council Conference telling extraordinary Phil did a fantastic job of keeping the evening on track & a very entertaining auctioneer. I just picked up the Queensland Country Life & once again read of your kindness to another community at the Burrandowan Picnic races. You surely do know how to make people happy--- The world needs more Phil Blacks to make people laugh & be happy.

**Earl Ward** (3-03) Hammett, ID has done several Calcutta auctions, went to appraisal school in Indianapolis, & has completed his real estate school.

**David Chaddock** (6-87) Auburn, CA was a finalist in the 15<sup>th</sup> annual International Auctioneer Championship competition at the National Auctioneers Assoc held in San Antonio, TX on July 9.

**Jerry** (6-67) & **Barry** (6-90) **Ellis** of Billings, MT held the coldest farm auction they've conducted in the 36yrs Jerry's been in business. It was held March 8<sup>th</sup> in Lavina, MT. We had 75 people call us the day before to see if we were going to cancel the auction. Our words were the only way we will cancel will be if the roads are closed. Be sure & wear your long johns!!! It was -10 below when we left for the auction. It never got above zero that day. People came thinking no one would show up. What a mistake. People came. We had trouble keeping our pens working because it was so cold.

**Jeff Stokes** (3-76) Edgewood, WA did the Fight a Night with Muhammad Ali on March 15 in Arizona. The evening funds provide support for the Muhammad Ali Parkinson Research Center & the Childhelp USA & its ongoing crusade against child abuse & neglect. The emcee for the evening was Larry King. Music entertainment was by Rod Stewart, Reba McEntire, Kenny Rogers, Eric Benet & Lee Greenwood. 5.8 million was raised at the event. Some items sold were: 2 people fly to Los Angles where you meet David Foster & board a jet to Las Vegas. You will dine with David & Paul Anka the enjoy front row seats to see Celine Dion's show. Get to personally meet Celine. The package sold for \$120,000 x 2; a package for 4 first class tickets on Delta & deluxe accommodations at the Ritz-Carlton, San Francisco for 1 night, evening with Robin Williams to have dinner in San Francisco at the Rubicon restaurant- \$120,000 X 2.

**Russ Kerns** (12-75) Bend, OR passed away.



**Marilyn Burns** (6-87) Manhattan, MT was pictured in the Bozeman Daily Chronicle. It talked about the **Manderville's** (**John**-12-66; **Steve**-6-68; **Lloyd**- 9-71 & **Craig** 6-75) being in the auction business for 35yrs. Gayle Ellis remembers Jack & Jerry helping John in 3-68 with a farm auction. She couldn't leave the hospital after having a baby because Jerry was in Bozeman at the auction. Marilyn's husband Reese has just completed the June class at WCA.

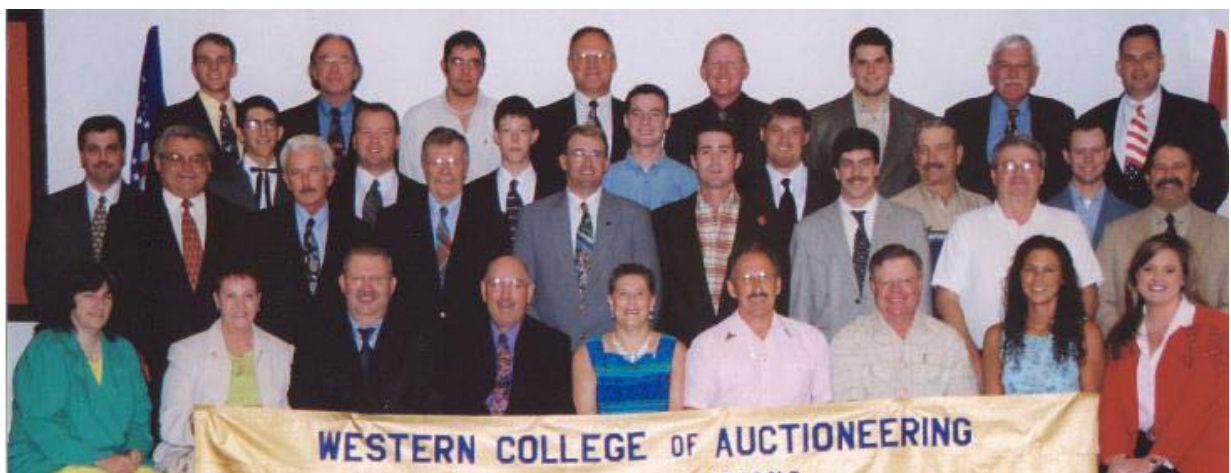
**Dave Foster** (6-03) Imperial, CA has worked at the **Earl Graham** (9-71) Apple Valley, CA livestock market. Along with **Johan** (6-97) & **Lorinda Graham** (7-92).

Seven people working at the Puget Sound Auto Auction in Auburn, WA are: **Don Dyrda** (6-01) Sumner-manager; **Paul Brittian** (6-77) Graham, **Jim Jungers** (6-86) Enumclaw; **Scotty Meyers** (9-80) Portland, OR; **Michael Millette** (12-83) Puyallup; **Tom Pasma** (3-89) Bow; & **Jeff Stokes** (3-76) Englewood.

South Seattle Auto Auction in Seattle, WA employs: **Steve Dorsey** (9-91) Portland, OR; **Brian Grindy** (6-93) Albany, OR; **Don Jones** (3-86) Albany, OR; **Brady Hammrich** (6-85) Port Orchard, WA; **Ryan Massey** (6-00) Albany, OR; **Brian Orwiler** (6-89) Port Orchard, WA; **Joe Parypa** (9-74) Centralia, WA; **Doug Peterson** (9-78) Eugene, OR; **Jake Sanford** (8-94) Port Orchard, WA; **Mark Schenfeld** (12-78) Port Orchard; **Paul Schenfeld** (6-03) Port Orchard, WA; **Dan Schorno** (6-88) Yelm, WA.



**199<sup>th</sup> Class Marc 17-27, 2003: Front Row:** Terry Lane, Elko, NV; Jesse Johnson, Clatskanie, OR; Ray Granmoe, Inst; Jerry & Gayle Ellis, Owners; Jack Bowser, Inst; Ellen den Dulk-Schmidt, Billings, MT. **Second Row:** Jason Ringuette, Bonnyville, AB; Rick Gilley, Kimberley, BC; Dan Bixler, Seattle, WA; Chris Teicheira, Manteca, CA; Skip Mitchell, Kirk, CO; Earl Ward, Hammett, ID. **Third Row:** Russell Ponessa, Circle, MT; Lem Robinson, Worden, MT; Kyle McConnell, Haxtun, CO; Jay Syverson, Medicine Hat, AB; Louie Balog, Lethbridge, AB; Casey Elmore, Three Forks, MT; Dana Yost, Port Orchard, WA.



**200<sup>th</sup> Class June 17-27, 2003: Front Row:** Linda Renk, Mapleton, OR; Julie Hassman, Las Cruces, NM; Jerry Green, Inst, Jerry & Gayle Ellis, Owners; Jack Bowser, Inst; Ray Granmoe, Inst; Kimberly Fowles, West Haven, UT; Joni Nash, Monroe, GA. **Second Row:** Jerry Wilcox, Eureka Springs, AR; Ron White, MiWuk, CA; Reece Burns, Manhattan, MT; Jon Schooten, Stavely, AB; Drew Perkins, Clarksville, TX; Paul Schenfeld, Port Orchard, WA; Irving Johnson, Fort Peck, MT; Dave Foster, Imperial, CA. **Third Row:** Roy Van Ostrand, Missoula, MT; Bryan Hanson, Emmett, ID; Chad Smith, Ray, ND; Wade Boyd, Richfield, WA; Steve Snider, Owen Sound, ON; Bill Jensen, Langford, SD; Leonard Torczon, Powell, WY; Wes Neer, Auburn, CA. **Fourth Row:** Joaquin Crego, Fort Collins, CO; Newt Martin, Santa Rosa, CA; Wyatt Harbert, Manhattan, MT; Rod Burgad, Wishek, ND; Cody Baldwin, Middleton, ID; Nathan Andres, Bismark, ND; John Marcinko, Reno, NV; Todd Sturdevant, Newberg, OR.