

The Chant

Alumni Newsletter

Western College of Auctioneering www.auctionschoools.com

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Kyle Shobe (3-08) Lewistown, MT 2nd time entrant won the 2010 LMA's World Livestock Auctioneers Championship at the Oklahoma National Stockyards on June 21st. Last year- his first time in the contest he was named both runner-up & Rookie of the year. There are 10 finalist out of the 33 contestants. Others in the top 10 were: **Mike Nuss** (3-77) Minatare, NE & **Jason Santomaso** (11-96) Sterling, CO. **Lance Cochran** (7-92) Medford, Ok was one of the 33 contestants.

Yvette VanDerBrink (3-01) Hardwick, MN was the recipient of the "Women Breaking Barriers, Women of Excellence Award" from Sales & Marketing Executives of the Sioux Falls, SD in April. She was awarded the award for demonstrating 'above & beyond skills in helping people, mentoring women & breaking barriers in traditional roles.

Ken Andrews (6-81) Cheyenne, WY came up with a new tongue twister. How much corn could a corn shucker shuck if a corn sucker could shuck corn. I still remember of the fun & people I met while at WCA there on a rainy June. My practice is very limited due to breathing problems but I still do the tongue twisters as a means of getting air into my lungs.

John Shields (3-60) Hanna, AB was presented a 50 yr plaque from the Alberta Auctioneers Assn in Jan. John sold dry cows for his bus trip & auction school he. The the first estate lead to 4 more estates. That started our auction career. Mostly farm auctions. In 1967 we sold our farm in Chinook & moved to High River to help do auction chores & help run the livestock market until buying Hanna Auction Market. We bought & ran it for 10 yrs. While conducting farm & household auctions with the help of **John, JR** (9-69) Cochrane & **Dave** (12-72). John helps with a monthly auction in Langley, BC. The auction business has changed with hardly any small farms anymore. I've always enjoyed selling & am still doing charity auction. We singing with the Christian Cowboys held at rodeos.

Curtis Olson (3-00) goes to Alaska each summerr to do commercial salmon fishing. He still sells with **Slug Mills** (3-79) Boyce, MT, **Charlee Kuhbacher** (11-96) Oshoto, WY & **Mike Williams** (3-09) Broadus, MT. He is still shearing sheep.

Leon Garrett (3-10) Pierre, SD is selling at the livestock market in Harriet. He has helped with farm auctions & a restaurant auction.

John O'Sullivan (3-07) working for IronPlanet, the world's leading online auction company for used construction & agricultural equipment, is their sales director in Australia & Asia Pacific regions. Before joining IronPlanet, he worked for 15 yrs in the auction industry as managing director for Worldwide Auctioneer in Australia & managing director for DoveBid in Australia. I, also, held the position of senior manager for Europe, the Middle East & Africa at Go Industry.

Ron Miller (6-59) Dorothy, AB started his auction business with his wife, Linda. He was the first auctioneer in the area to assign bidders numbers instead of names. Their auction service, also, had a traveling food bus that provided food at the auctions. Ron farmed & ranched in the Chinook area from 1968-2003. He is currently retired & live in Dorothy running a bed & breakfast. He is enjoying retirement & traveling in their motor home. Ron is proud of having daughter, **Tanis Graham** (8-93) Hanna, AB & granddaughter, **Vaylene Miller** (10-10) Hanna following in his footsteps. Both Tanis & Vaylene were sec-treas in their classes.

Tony Krance (12-69) South Hearth, ND passed away.

Gary Togstad (6-10) West Jordan, UT got his licensed in ND. I saw **Mike Ostrem** (6-10) Rugby, ND sell his first item & his Dad bought the stepladder. I'm planning on taking the appraisal class in Las Vegas, NV in Dec.

Jesse Williams (3-10) Sidney, MT was having trouble getting caught up on his water projects (because of the weather) before he was going to Florida.

John Greaves (6-00) Westminster, CO enjoys the "Chant". It brings good memories of auctions done, & also lost to competition, & my past. At 85 years I have more past to remember than most. I agree that the auction business is down. Blame it on E-bay, the economy or the swing from rural to town living or a change in culture. My last auction other than a charity was my place in Yellow Jacket, CO. I sold everything including a picture of my ex-wife in a nice frame. Jerry, don't shoot the muskrats, trap the bastards & auction the pelts. It will be good for your heart!!

Eddie Heath (3-89) Emmett, ID tried something new & had a New Years Day antique & collectible auction. It was very successful. So they are going to make it a yearly tradition. My wife & I are still working a weekly auction, which we have been doing for 13 yrs. I'm still active in the real estate business. In January we sold at auction a large dealership building.

Scott Hanson (6-81) Evergreen, CO has been in the flooring business for 20 yrs. He does a charity for his kid's school.

Arnie Knudson (12-74) died in September in Yuma, AZ. He was many years in Williston, ND.

Phil O'Neill (01-56) Kent, WA has retired from auctioneering to devote his spare time operating the Diamond P Leather shop. His partner & son, Art (06-83) Kent, WA will keep up the family tradition & continue to conduct charity auctioneers as the Diamond P Auctioneers.

Patty Roll (10-08) Spokane, WA was doing a benefit auction & during the silent portion of the auction bumped into a woman she had done an benefit auction for. She founded an organization for single homeless parents to get a house & furnishings. An anonymous donor had sent her \$1000.00 & suggested she attend this particular auction because there would be some things that she might want to purchase for the homes. That donor had also donated a homemade quilt to be auctioned off. I felt such a warmth & excitement when she was bidding on the quilt, & was touched when she was the winning bidder. I was able to tell everyone that I knew that whoever had taken the time & love to create this quilt could be assured that it was going to a home where it would be greatly appreciated. Your quilt (sold at WCA-money to the Am Cancer) for me has become a symbol of the heart behind donations. I'm ringing at DAA once a month, ringing & selling some for **Chuck Whitman** (12-90) Spokane, WA, & she's been asked back by her first benefit. **JJ Roll** (10-06) Spokane, WA will be her ringman at several benefits.

Kent Corbett (6-91) Meridian, ID had his biggest yr in 09 with over 15 million in real estate plus all the benefits, equipment & estate auctions. Someone asked me what my hobby was ...auctioneering. After 12 yrs part-time I finally went full time & the last 5 yrs have been incredible. We work every category of auctions & each is growing from the appraisal business to the benefits. I tell my kids to do what they love & live on less & they'll be happy. I told one of my auctioneers that I found out how to become an overnight success...do what you love, never give up, & keep investing in your business. I wouldn't be in business without the help of my small state association. I wouldn't be in business without my mentors, opportunity to meet & talk with fellow professionals.

Dale Johnson (9-92) Cottage Grove, OR retired from the BLM. He is doing benefits. He has owned & sold 2 auction houses.

Jim Mowry (6-85) Gering, NE passed away November, 2009. He restored a 1951 Studebaker convertible called "Sandy".

John Person (8-82) is in Medford, OR & Phoenix, AZ. He has sold at a couple of car auctions for 23 yrs. He enjoys selling the 4-H auctions.

Corey Brandon(10-03) was in CO but relocated in Owenton, KY. He is married & has a 6 yr old daughter & a son born Nov 9, 2009.

Johan Graham (6-97) Apple Valley, CA does 2 car auctions a wk, sells at the cattle & horse auctions.

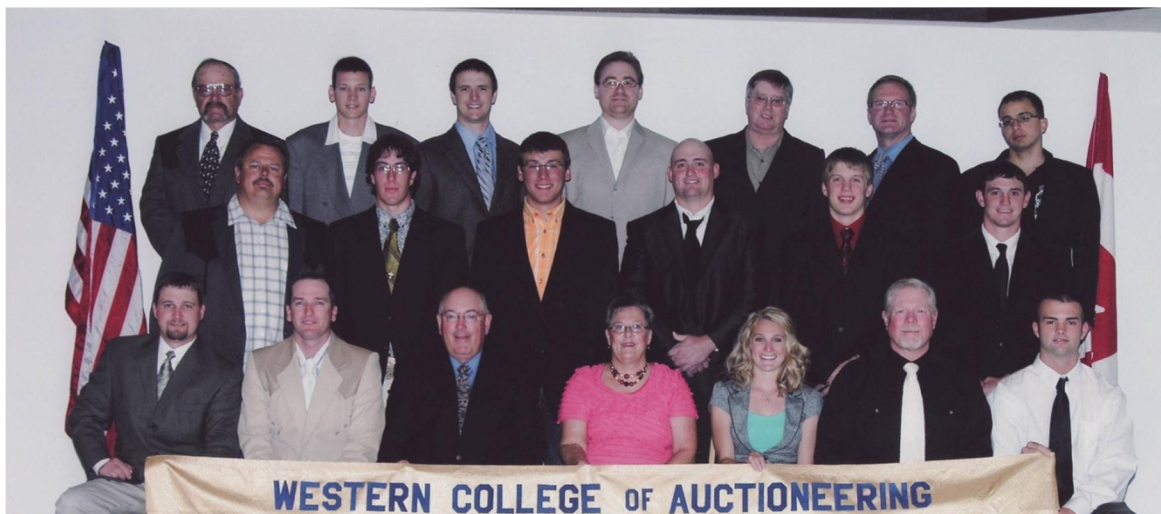


Class 220 Western College of Auctioneering Billings, Montana March 8-18, 2010

Front Row: Jesse Williams, Sidney, MT; Justin Swartz, Anaconda, MT; Gayle Ellis, Owner; April Hamrell, Billings, MT; Jerry Ellis, Owner; Ray Granmoe, Instr; Kent Frandsen, Salt Lake City, UT.

Second Row: Blaine Ophus, Big Sandy, MT; Leon Garrett, Pierre, SD; Brody Gardner, Olds, AB; Jeff Knight, Elko, NV; Sheldon Johnston, Clive, AB; Jerry Andreasen, Fairview, MT.

Third Row: Kevin Lemmon, Tooele, UT; Phil DeLone, Reno, NV; Mike Jones, Tracy, CA; Geral Hersey, Prescott, WA; David Rill, Lakewood, CO; Lance Hotchkiss, St Regis, MT; Carl Lemmon; Tooele, UT.



Class 221 Western College of Auctioneering Billings, Montana June 14-24, 2010

Front Row: Nick Nelson, Pendleton, OR; Brent Hendrix, Santa Margarita, CA; Jerry and Gayle Ellis, Owners; Rachel Lindquist, Meridian, ID; Mike Coe, Sacramento, CA; Joel Schenfeld, Port Orchard, WA.

Second Row: Neil Gardner, Carmichael, CA; Trey Buffalo, Salida, CO; Ty Littau, Carter, SD; Devin Varner, Delta, CO; Mike Ostrem, Rugby, ND; Lane Varner, Delta, CO.

Third Row: Ed Sammons, Olathe, CO; Justin Hendrix, Santa Margarita, CA; John Earley, Billings, MT; Tim Chapin, Bellevue, WA; Gary Togstad, West Jordan, UT; Joe Simpson, Wildwood, AB; Andy Osman, Edmonton, AB.



Class 222 Western College of Auctioneering Billings, Montana October 11-21, 2010

Front Row: Rod Ostermiller, Billings, MT; Vaylene Miller, Chinook, AB; Gayle & Jerry, Owners; Ron Granmoe, Inst; Milt Green, Bar Nunn, WY.

Second Row: Allen Pomraning, Walla Walla, WA; Dusty Benjamin, Ontario, OR; Steve Eich, Verdi, NV; Dace Harper, Faith, SD; Dave MacDonald, Calgary, AB; George Schmidt, Ft. Vermilion, AB.

Todd Sturdevant (6-03) Newberg, OR visited the June class. He is selling at several car auctions.

Chris Williscroft (10-07) High Prairie, AB is working for Richie Brothers.

David Whitley (6-86) Eaton, CO of Rocky Mountain Estate Brokers became chairman of the board at the Colorado Auctioneers convention.

Kevin Hawiuk (3-08) Bowden, AB passed away at the age of 43 of a massive heart attack.

Jon Dolieslager(9-89) Dinuba, CA has owned & operated Tulare County Stockyard in Dinuba the last 10 yrs. This is one of the newest U modern livestock auction on the West coast.

Roy Castle (10-09) Gillette, WY had fungal staff knee so he had a new knee & is learning how to walk. He really enjoys doing the prep work for the auctions.

Kevin Hill (9-83) Corvallis, MT does benefit auctions, has been a rodeo clown for 15 yrs, & is an electrician.

Bob Bertolotto (3-01) Sturgis, SD auctions have saved my bacon during the depressed real estate market. Sure wished I had gone into the auction business 30 yrs ago instead of waiting 'til I was 50.

Rachel Lindquist (6-10) Meridian, ID is teaching 4th grade & starting her auction company. She has completed 2 auctions & has another one before the end of the year. She has been a ringman for another auctioneer.

Lyle Whiteman (12-78 & 3-09) is currently working part time with an auction company. I took the CAGA certification for appraisal work in July with the NAA. I'm going to be doing an estate in Albuquerque, NM with a lot of Indian goods, jewelry, Navajo rugs, & artwork.

Trent Arnell (3-09) Baggs, WY is working with an auctioneer out of Rock Springs.

Robin (12-68) & **Justin Martella** (8-94) Tipton, CA sold out to Ritchie Brothers.

Ryan Goddard (10-08) just moved back from western NY to Balzac, AB. In NY he was selling at a livestock market. He is married now.

Bill Allen (3-07) Billings, MT completed his first year of courses at the Certified Auctioneers Institute in Bloomington, IN.

Sydney Harvey (6-09) Plano, TX did a benefit for the Child Advocacy Center. Even though I loved learning to sell at auction, I learned other things at WCA that were perhaps even more important. When I attended my interview s for medical school I was confident, clear –spoken, & you bet that I remembered the names of everyone I met! It was WCA which taught me the interviewing skills I needed, & I believe those interpersonal skills will continue to serve me well as a physician. Because of my excellent interviews I was among the first students chosen for my class. I will be starting medical school at the University of North Texas Health Science Center in Fort Worth in July!!!

John Baker (9-79) Buffalo Gap, SD has been an active full time auctioneer since that time. I farmed & sold in MN & SD for 30 yrs. I, also, listed real estate. For 26 yrs I sold cattle at the livestock market with Scott Bartlett (6-90) Starbuck, MN. The auction business was good to me. I owe my success to WCA. I was able to farm, ranch, auctioneer, be a county commissioner, & meet a lot of good people.

Mellanee Kilpack (8-94) Bountiful, UT was the first class president at WCA. Becoming an auctioneer was a dream I had nurtured since I was a little girl. My Dad was a livestock dealer & I spent many hours with him at the livestock auction in Smithfield (**Dean Parker** (8-49) Logan use to sell). Thank you for helping me achieve my lifetime goal. I have made very little money as an auctioneer, but I feel I have a very successful career doing charity auctions. I always donate my time, my pay being the joy of helping others. I have done many auctions for the Boy Scouts of America, individuals needing special medical care, for the Primary Children's Medical Center, for schools, & church groups. One special auction is for the medical center for parent whose children are born with trisomy syndrome.

Letitia Frye (6-07) Scottsdale, AZ was one of 5 winning the Larry McCool scholarship to begin the certified auctioneers Institute class 1. She started her career in charity auctions but has expanded it to include auctions for surplus, business machinery, autos, estate, liquidations, for St Jude's & real estate.

2010 Class Pictures and names are featured under the Chant at www.auctionschoools.com

Bob Hopkins (6-68) Parma, ID told how he met **Chuck Cumberlin** (6-60) in 1979 at a NAA convention held in Las Vegas. Chuck was the featured speaker. He told us that we could put the actual pictures of the seller's equipment on our auction bills. I doubt that if I've put out to many without the pictures since. In 1980 I was the president of the Id auctioneers & **Dean Parker**(8-49) called me to come & speak at their newly formed UT auctioneers. Our grandchildren are helping at the auctions but don't think I'll change our name to PaPa Hopkins Auction.

Samantha White Brockelsby (3-92) Sparks, NV has Weathervane Auctions. They sell real estate, estates, antiques & autos.

Dusty Benjamin (10-10) Ontario, OR is selling at a weekly auction.

Ty Littau (6-10) Carter, SD is a sophomore at SD State University in Brookings, SD. I'm working 2 jobs: admission's ambassador & an academic resource. Auctioneering has opened new doors for me at school.

Pate Auctions with **Tex**(3-66) East Helena, **Dan**(6-89) Helena, & **Doug Dandro**(3-86) East Helena had a great real estate auction. One piece went for 1.1 million dollars.

John Dyck(10-08) Vanderhoof, BC is holding his auctions in the ice arena. He has gone to Bolivia on a mission trip.

Jim Cooper (3-97) Billings, MT won the title of state champion at the 49th annual meeting of the MT Auctioneers held in Livingston in Jan. **Jayson Shobe**(6-80) Lewistown took reserve champion & **Ed Hinton** (12-89)Scobey got 3rd place. **Kyle Shobe** (3-08) Lewistown was elected vice-pres, & directors: **Rick Young**(6-77) Fishtail, **Gordon Van Ash**(3-98) Forsyth, **Rich Venzor**(3-90) Three Forks, **Robert McDowell III**(12-74) & **Bill Allen**(3-07) Billings.

Kurt Campbell (11-01) Torrington, Wy was elected president of the Wy Auctioneers. **Hershel Pruitt** (3-02) Wheatland is a director.

Jeremy Ferderer (6-98) Bismark, ND sells the Kist Livestock Auction.

Danny Hooper (3-96) Edmonton, AB was featured in the NAA magazine as benefit auctioneer brings comedy to the stage. He is a country music recording artist, having released 9 albums, also co-hosts the 790 CFCW radio morning show in Alberta, & is master of ceremonies for various events. His primary passion is being a benefit auctioneer. He raises excitement & suspense by regularly using the blind hat auction. He puts 3 hats on stage, each with a certificate representing an item underneath- items range in expense, from a cruise to a gag prize. The audience bid on the hats unaware of what is under them. The top three bidders claim the hats & the item under them. He is selling a series of DVDs & online seminars on benefit auctions.

Gayle's Corner: What a shock we had in March. April, our daughter, went to auction school. During that class I had a wonderful surprise. All of the class wore pink shirts!! Thanks Shane! We went to TX in March. We got to tour the new Dallas Cowboy stadium. It is awesome! When we were on the field we were 5 stories below level. Then we watched them implode the old stadium. May made us feel older because our grandson, Quincy(6-08) graduated. I volunteered to help the women habitat house building. What a cold & snowy day. I won the award for having to hit the nails the most!! July found us going to Red Wing, MN for the Red Wing crock convention. What a beautiful place but these MT people are use to being able to see for miles. Got to see **Dick**(12-80) & **Todd**(12-86) **Houghton** & **Brian Sander**(10-08) doing a couple of auctions. Was shopping in the Ufda shop & in walks **Dave Huisman**(6-71) Galt, CA. Sept Jerry officiated my best friends funeral. Sept we went to help Barry clean up his place & started taking down corrals. Well, I stepped on a nail. The nail went through my arch. 27 hrs later I was in surgery. The nurses were laughing because it was a 6 min surgery. I had a good nurse. Now it is my turn to be the nurse to Jerry. He is having disc problems & cannot lift for 6 weeks. All we do is laugh & enjoy each step we get to take. What a blessing to be able to hear, see, walk, enjoy a warm house, live in a great country, & the list goes on & on... it takes less energy to be positive then negative. Have a beautiful New Year!!!