

# LOUD AND CLEAR



## THE VOICE OF THE South Dakota Auctioneers Association

APRIL 2019

www.sdaa.net



## A letter from the SDAA President

Hello Fellow Auctioneers!

I can honestly say, I've never looked forward to our convention as much as I do this year! Not just because I get to serve as your president, but hopefully it means some warm weather and the start of Summer!

First off, congratulations to Jade Harper of Rapid City, SD on winning the 2019 Black Hills Stock Show contest! This was my first time at the contest and I was impressed. The quality of the auctioneers in our association really is phenomenal. We had a very active group of bidders and we raised some significant

funds for our association as well as the Central States Fair Foundation. If you have never had a chance to attend, either as a contestant or a spectator, I highly encourage you to go.

The 2019 Convention in Sioux Falls is coming together great! David Whitley from Rock Mountain Estate Brokers of Fort Collins, CO will be our featured Speaker. Mr. Whitley and I graduated from CAI together many years ago. He is a South Dakota born auctioneer and is really looking forward to coming and speaking to our group.

Also, I have lined up a bus tour to go see a good friend's Classic Car and Sign collection

in Worthington, MN—Marv Spomer at Spomer Classics for Saturday after classes are finished. If you have the time to join us, I highly recommend it. His collection of Neon Sign advertising is one of the best in the world!

Due to all the winter weather, we did not conduct our annual winter board meeting. We will have a little longer meeting in June, so if any of our members have and questions, concerns, or comments, please let me know and I will bring it to the board's summer meeting.

Can't wait to see you all in Sioux Falls!

Ken Girard, CAI, AARE



**2018-2019 SDAA  
PRESIDENT KEN GIRARD OF  
WAKONDA, SD**

### New Members:

Alan Odden — Pierre, SD  
Robert Toavs — Wolf Point, MT  
Bryton Oedekoven — Nisland, SD  
Frank Bock — Lily, SD  
Chad Hendriks — Canton, SD

We welcome new members!  
If you haven't paid or sent your dues, they are due.  
Membership update: 138 members

 Welcome  
Spring!

### SDAA UPCOMING EVENTS AND DEADLINES:

**2019 Deadline for the IAC bid Calling Contest IAC Conference and Show :**  
**May 15, 2019**

**Deadline for the Motel Rooms for the SDAA Convention: May 13, 2019**

Sheraton Sioux Falls & Convention Center, \$137 per night  
Book reservations at: <https://www.marriott.com/event-reservations/reservation-link.mi?id=1552516627992&key=GRP&app=resvlink>

**South Dakota Auctioneers State Convention**

Sioux Falls, SD  
June 6, 7, 8, 2019  
President Ken Girard

**IAC Conference and Show**

New Orleans, LA  
July 9-13, 2019

**2019 SDAA State Bid Calling Contest**

Huron, SD  
September 1, 2019  
Sign up now, limited spots

# LOUD and CLEAR

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676 N. Lake Drive, Watertown SD 57201  
605-886-5947  
[owenauctions@iw.net](mailto:owenauctions@iw.net)

## FROM THE LETTERBOX



## 2019 IAC Deadline is May 15

The 2019 International Auctioneer Championship deadline will be here before we know it!

Now is the time to get registered for Conference & Show and the IAC. ALL ENTRIES MUST BE RECEIVED BY 11 PM ON MAY 15, 2019. ABSOLUTELY NO EXCEPTIONS WILL BE MADE.

### Eligibility Overview:

-IAC contestants must be at least 18 years old and current NAA members as of July 12, 2019

-Be registered for Conference by 11 PM on May 15, 2019

-Submit all entry materials and fees by the May 15 deadline

Other rules and regulations apply, so make sure to visit [www.conferenceandshow.com](http://www.conferenceandshow.com) for complete competition and registration information. If you have any questions, they should be directed to [conference@auctioneers.org](mailto:conference@auctioneers.org). I wish you the best of luck in New Orleans!

Sincerely,

Laina Gunsallus

NAA Membership Coordinator

## Christmas at the Capitol: Thank you for your contribution

Dear Dawn,

Narnia, the Nutcracker, Neverland, castles and crowns, gnomes and fairies, magic wands and charming forest creatures – our already beautiful Capitol building was completely transformed for 2018's Christmas at the Capitol. It was truly enchanting!

Christmas at the Capitol is possible because of the many contributors, volunteers, performers, community groups, and organizations involved. Thank you for giving your time, talent, and resources to make this year's event so successful. Whether you sponsored or decorated a tree, provided musical entertainment, shared your unique decorative items, volunteered as a greeter, or assisted with the trees and displays throughout the building in any way, I truly appreciate your time and effort.

This holiday season, over 23,000 visitors came through the Capitol. I hope you were able to spend some time here and see the display in person. If not, you can visit <http://christmasatthecapitol.sd.gov/> to check out photos of each tree and some of the specially decorated areas of the Capitol.

Once again, thank you on behalf of everyone who came to see Christmas at the Capitol in 2018 for making this event a memorable and beloved holiday tradition for so many people. I wish you all the best in 2019.

Sincerely,

Kristi Noem

Governor, State of South Dakota

## Meyer named NAA Ambassador for SD & ND

Ben Meyer, CAI, is a first-generation auctioneer from Huron. As owner/operator of Meyer Auction Service LLC, Ben sells Real Estate, Ag Land, Farm and Estate Auctions and has been an auctioneer for over 20 years. He was the 2017-18 President of the South Dakota Auctioneers Association, has been recently appointed as the National Auctioneer Association Ambassador for South Dakota & North Dakota, and is an active advocate for the auction industry. He also holds many titles including 2004 South Dakota Champion Auctioneer, 2009 SD People's Choice Auctioneer, 2012 Turner County Fair Auctioneer and 2015 Black Hills Stock Show Champion Auctioneer.

Ben along with his wife Joy work together full time in the auction business. They live on an acreage outside of Huron. They have three boys, William (16), Tate (13), and Brady (10) who also help in the family auction business. Ben has been a resident and active community member of Huron since completing school at LATI in 1999 and is excited to be a part of the Huron Chamber Board.



# South Dakota Auctioneer's Association **CHAMPIONS CHALLENGE**

**Preliminary Contest: Thursday June 6th, 7:00 p.m. during the SDAA Fun Auction  
Finals: Friday June 7th, 7:00 p.m. during the SDAA Banquet**

**This event is open to all past South Dakota  
Billing Calling Contest Champions!**

**Each contestant will provide 3 items to sell during the preliminary  
contests. Money raised by these items will go to the SDAA.**



**Top 5 contestants will go to the final round that will be held after the  
"Hall of Fame" Banquet on Friday Evening. 3 items will be sold by  
each finalist and will be provided by the SDAA and its sponsors.**

**Winner will receive a  
custom, 1-of-a-kind SDAA  
"Champions Challenge"  
Ring along with bragging  
rights on being  
"The Best of the Best"!**



**Please confirm that you will be attending by emailing Ken Girard,  
at [girardauction@gmail.com](mailto:girardauction@gmail.com) or call (605) 661-7073.**



# 2019 South Dakota Auctioneers Association Black Hills Stock Show Bid Calling Contest

This year's South Dakota Auctioneers Association Black Hills Stock Show Bid Calling Contest was held at the Rapid City Civic Center Sunday, January 27, 2019. We had a great crowd with 24 contestants. Contestants came from North Dakota, Montana, Wyoming and South Dakota to compete for the title of Champion. This year's Champion was Jade Harper from Rapid City, SD, 1st runner up Terry Moe of Watford City, ND, and 2nd Runner up was Jon Millar from Sturgis, SD. We have some young, great auctioneers coming up in the ranks. The competition was very close with the top five competing in the finals.

Each contestant brings three items of their choice to auctioneer off in the first round with these proceeds going to the South Dakota

Auctioneers Association totaling \$5069.50. The Central State Fair Foundation supplies items to be sold in the final round with those proceeds going to them. This year they raised \$2067.50. South Dakota Auctioneers Association sponsors the awards in which the Champion received \$500.00 Cash, Buckle, and Plaque, 1st runner up received \$300.00 Cash, Plaque, and 2nd runner up received \$200.00 and Plaque. If anyone would like to sponsor any of the awards you can contact the South Dakota Auctioneers Association at [luck@venturecomm.net](mailto:luck@venturecomm.net).

The South Dakota Auctioneers Association would like to thank our five judges that volunteered their time. Jeff Tong of Miller, SD, Gary Messmer of Rapid City, SD, Bill Weller of Kadoka, SD, Allan Odden of Pierre,

SD, Mason Dietterle of Faith, SD. Our Clerks Carrissa Alloway from Rapid City, SD (Eckert Auction Service) and Michelle Thompson from Wessington Springs, SD (Luckett Auction Service). If you would like to be a judge and don't have any family member competing, please contact the South Dakota Auctioneers Association.

This contest has grown every year and it has added to the Black Hills Stock Show. Hope to see you next year. This year's winner has the opportunity to compete at the National Convention which is held in New Orleans this year in July and will also have the chance to compete at the South Dakota Auctioneers Association State Convention in Sioux Falls, SD at the Champion of Champions June 6 and 7, 2019.



2019 Champion Jade Harper of Rapid City, SD & 2018 Champion Nick Caspers of Bismark, ND



1st Runner up Terry Moe of Watford City, ND



2nd Runner up Jon Millar of Sturgis, SD



The 2019 Winners of the Black Hills Stock Show Bid Calling Contest: 2018 Champion Nick Caspers of Bismark, ND, 2019 Champion Jade Harper of Rapid City, SD, 1st Runner up Terry Moe of Watford City, ND & 2nd Runner up Jon Millar of Sturgis, SD



2019 Top 5 Finalists: Jon Millar of Sturgis, SD, Terry Moe of Watford City, ND, Wyatt Schaak of Wall, SD, Jade Harper of Rapid City, SD, Curt Littau of Winner, SD





Brett Heath of  
Colome, SD



Clayton Keck of St.  
Lawrence, SD



Cody Peterson of  
Avon, SD



Cody Tupper of  
St. Onge, SD



Curt Littau of  
Winner, SD



Eli Pieper of Gary, SD



Jade Harper of Rapid  
City, SD



Jake Lolley of  
Draper, SD



Jared Sutton of  
Flandreau, SD



Jayke Glaner of  
Dolton, SD



Jeff Enquist of  
Stockholm SD



John Costello of  
Sundance, Wyoming



Jon Millar of  
Sturgis, SD



Justin Biesheuvel of  
Gillette, WY



Ken Girard of  
Wakonda, SD



Ken Wintersteen of  
Olivet, SD



Lewis Reuer of  
Bowdle, SD



Robert Toavs of  
Wolf Point, MT



Brad Veurink of  
Corisca, SD



Sam McCloud of  
Hoven, SD



Austin Thayer of  
Martin, SD



Wyatt Schaak of  
Wall, SD



Terry Moe of Watford  
City, ND



Ted Souvignier of  
Canton, SD

## REQUEST FOR PROPOSAL

### AUCTIONEER SERVICES FOR THE NATIONAL BISON ASSOCIATION

**OBJECTIVE/PURPOSE** The National Bison Association (NBA) based in Westminster, Colorado is a breed association of producers, processors, marketers and bison enthusiasts. Our mission is to bring together stakeholders to celebrate the heritage of American bison, to educate and to create a sustainable future for our industry.

As part of its mission, the NBA hosts a live animal show and sale in conjunction with the National Western Stock Show, hereafter referred to as the Gold Trophy Show and Sale (GTSS). The NBA is seeking auctioneer and breed representative services for this event. Interested parties should select and identify **ONLY ONE** of the three following options when submitting a bid:

**Option A:** Auctioneer only services for the Gold Trophy Show and Sale live animal auction on Saturday, January 25, 2020.

**Option B:** Breed Representative only services for the Gold Trophy Show and Sale live animal auction on Saturday, January 25, 2020.

**Option C:** A combination of both Option A and Option B, which will include at least one auctioneer and one breed representative person working as a team in the auction block.

#### KEY DATES

The NBA Winter Conference takes place January 22-25, 2020 in Denver, Colorado at the Renaissance-Stapleton Hotel on Quebec Street. The GTSS live auction, which will tentatively include selling a small number of bison carcasses as well as live animals, will take place at the National Western Stock Show (NWSS) Auction Arena in Denver, Colorado on Saturday morning, January 25, 2020. The auction begins at 10:00 a.m. MST and could last up to 6 hours, depending on the number of animals consigned.

#### SERVICE/WORK REQUIREMENTS

The NBA requests the services of an auctioneer or auction company (referred to as auctioneer from here on out) to fulfill the above described needs in January of 2020. The auctioneer will not be required to attend the NBA Winter Conference meetings in Denver, CO during the week of January 22-25, but would be encouraged to attend if possible.

- The auctioneer and/or breed representative is encouraged to attend the Friday night, January 24 awards banquet to familiarize himself/herself with the award winners and to meet and become familiar with the consignors and potential buyers.

- The auctioneer and/or breed representative are required to attend the Judge's Comments on Saturday morning, January 25 at the National Western Stock Yards to familiarize themselves with buyers and consignors and



prepare for the live auction later that morning.

- The auctioneer and/or breed representative are required to attend the live animal auction on Saturday morning, January 25. The auction begins at 10:00 am with opening remarks and then moves into the Market Class carcass auction, followed immediately by the live animal auction. Animals sell by class, with the auctioneer expected to announce winning animals, sponsors and consignor information. Clerking and cashing is provided by the NWSS. Carcass and live animal auction can take up to 6 hours or more, depending on the crowd, bidding, flow of animals, etc. There are no breaks once the auction begins at 10:00 am. The auctioneer is also encouraged to provide one or two additional ring men for the live animal auction if desired.

- Auctioneer provides bid cards to the NWSS clerks for distribution at the live animal auction.

- It is recommended that the auctioneer have previous livestock auction experience.

- Sound equipment is provided by the NWSS.

#### PRICING

The auctioneer should submit a proposal for payment for services performed based upon the above requirements. The payment can be stated as a flat fee or percentage of the live auction total, but should be stated as one fee for all required services. Proposed payment should include any out of pocket expenses that are expected to be reimbursed (mileage, hotels, etc.). Conference fees and up to two nights lodging will be waived by the NBA for up to two auctioneers for the conference activities. The NBA may negotiate with auctioneer on out of pocket expenses after auctioneer selection is complete.

#### PAST AUCTION TOTALS

Below are GTSS auction totals for the past five years to be used as a guideline for the pricing of any proposal.

2019 GTSS Live Animal and Carcass Auction  
- 100 head live; 21 carcasses. Sale Total was \$423,688

2018 GTSS Live Animal and Carcass Auction  
- 136 head live; 18 carcasses. Sale Total was \$649,078

2017 GTSS Live Animal and Carcass Auction  
- 94 head live; 25 carcasses. Sale Total was \$559,363

2016 GTSS Live Animal and Carcass Auction  
- 102 head live; 32 carcasses. Sale Total was \$439,497

2015 GTSS Live Animal and Carcass Auction  
- 74 head live; 19 carcasses. Sale Total was \$357,333

#### SUBMISSION

Auctioneers shall identify relevant experience, technical skills and qualifications they deem appropriate to their ability to successfully undertake the proposed contract and meet all RFP objectives.

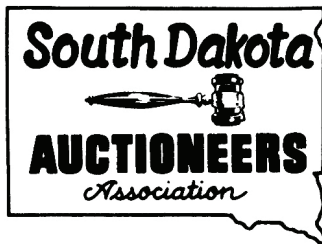
Interested auctioneers should submit their complete proposal no later than April 30, 2019. Submission can be submitted electronically or by mail. Submission will not be accepted later than April 30 and postal submission must be received by the April 30 deadline to qualify.

#### ACCEPTANCE OF BIDS

The National Bison Association reserves the right to accept or reject any or all bids received by April 30, 2019. Bids may be rejected if they do not meet the above requirements or are over budget. The bidding process may be reopened to qualified auctioneers if no acceptable bids are received in this first round of submissions.

Send to: Jim Matheson, Assistant Director  
National Bison Association  
8690 Wolff Court, #200  
Westminster, CO 80031  
Phone: (303) 292-2833, ext. 101  
Fax: (303) 845-9081  
[www.bisoncentral.com](http://www.bisoncentral.com)





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Full page: \$100 per issue.

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## South Dakota Auctioneers Association

57<sup>th</sup> Annual Convention & 2019-2020 Membership

Sioux Falls, SD

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_  
Spouse/Guest Name: \_\_\_\_\_  
Mailing Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Home Phone: \_\_\_\_\_ Office Phone: \_\_\_\_\_  
Cell Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
Business Name: \_\_\_\_\_  
Email: \_\_\_\_\_

**2018-2019 SDAA Membership Dues:** \$50.00 per year: \$ \_\_\_\_\_ Total: \_\_\_\_\_

**Convention Registration fees include:** Refreshments, Hospitality Room, Ladies Kick-Off Social on Thursday; Thursday Fun Auction/Supper; Lunch or Ladies Lunch/Ladies Tour on Friday; Friday Night Social & Banquet;  
\*Seminars are free if you don't want credit for them.

### EARLY CONVENTION REGISTRATION FEE — POSTMARKED BY JUNE 1<sup>ST</sup>, 2018

Singles: \_\_\_\_\_ \$125.00 Couples: \_\_\_\_\_ \$240.00 Total: \$ \_\_\_\_\_

### LATE CONVENTION REGISTRATION --- postmarked after June 1<sup>st</sup>, 2018 or at convention

Singles: \_\_\_\_\_ \$130.00 Couples: \_\_\_\_\_ \$250.00 Total: \_\_\_\_\_

- \* \_\_\_\_\_ Number people attending Thursday June 6 - Ladies Kick-Off Social
- \* \_\_\_\_\_ Number people attending Thursday June 6 - Fun Auction/Supper BBQ Station
- \* \_\_\_\_\_ Number people attending Friday June 7 - Ladies Lunch/Ladies Tour
- \* \_\_\_\_\_ Number people attending Friday June 7 - Men's Lunch "The Bistro"
- \* \_\_\_\_\_ Number people attending Friday June 7 - Banquet Steak \_\_\_\_\_ Chicken \_\_\_\_\_
- \* \_\_\_\_\_ Number of kids attending Friday June 7 - Banquet (Chicken Strips & Fries)
- \* \_\_\_\_\_ Number of people attending Saturday June 8 - Bus Tour to Spomer Classics, Worthington MN

### \*\* Non-Convention Attendee's... Meal's Only!

- # Ladies Social Thursday \_\_\_\_\_ \$30.00 per Person
- # Fun Auction/Supper \_\_\_\_\_ \$25.00 per Person
- # Kids Meals Only \_\_\_\_\_ \$12.00 Per Kid per Meal (Thurs Night & Banquet Chicken Strips/Fries)
- # Banquet Only \_\_\_\_\_ \$45.00 Per Person STEAK \_\_\_\_\_ CHICKEN \_\_\_\_\_
- # Lunches Only Friday \_\_\_\_\_ \$25.00 Per Person

Total: \$ \_\_\_\_\_

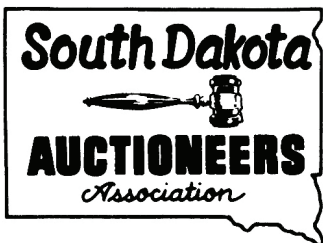
### Approved Continuing Education Credits:

- \_\_\_ Thursday June 6 ~1:00 pm to 4:00 pm **3 Hrs** Kolby Johnson Required hours
- \_\_\_ Friday June 7~ 8:00 AM-11:00 AM **3 Hrs** Kolby Johnson Required Hours
- \_\_\_ Friday June 7~ 1:30 PM-4:30 PM **3 Hrs** David Whitley "How to still make money with small real estate auctions"
- \_\_\_ Saturday June 8~ 8:00 AM-11:00 AM **3 Hrs** David Whitley "Auctions & the Law" & "Successful Internet only RE"
- SDAA Members/Spouse \_\_\_\_\_ \$90.00 Per person for 12 Hour Session
- Non-SDAA Member \_\_\_\_\_ \$120.00 Per for 12 Hour Session

**Grand Total - Membership Dues, Convention Fees, Continuing Education Classes → Total: \$ \_\_\_\_\_**

**Make Checks Payable to South Dakota Auctioneers Association Or SDAA**

**Mail to:** SDAA 37859 234<sup>th</sup> Street Wessington Springs, SD 57382 or **Email:** luck@venturecomm.net



## 57th Annual Convention Sioux Falls, SD June 6, 7, 8, 2019

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 Book your group rate for South Dakota Auctioneers June 2019  
 Event Summary: South Dakota Auctioneers June 2019  
 Start Date: Wednesday, June 5, 2019  
 End Date: Monday, June 10, 2019  
 Last Day to Book: Monday, May 13, 2019  
 Hotel offering your special group rate: Sheraton Sioux Falls & Convention Center for \$137 USD per night

## Meet this year's SDAA Convention speakers

David P. Whitley CAI CES currently lives in Fort Collins, Colorado and conducts Auction throughout the Rocky Mountain region. He was raised in Newcastle, Wyoming and graduated from Newcastle High School in 1983. He spent most of his high school years working on the family ranch and was an active member of Student Council and the FFA. In his senior year, he was President of the local FFA chapter and went on to be elected State Second Vice President.



He attended Laramie County Community College in Cheyenne, Wyoming where he was President of the Associated Student Government and a member of the livestock judging team. He then attended the University of Wyoming in Laramie majoring in Ag Economics.

In the summer of 1986, he attended auction school at Western College of Auctioneering. After completing auction school, he and a fellow classmate purchased a weekly auction house in Fort Collins, Colorado. They operated this business for several years until the partnership ended. Whitley then worked as a contract auctioneer and bought and sold antiques. He returned to the University of Wyoming, eventually earning a BS in Agriculture Economics and a Juris Doctor from the University Of Wyoming College Of Law.

In 1995, he incorporated Rocky Mountain Estate Brokers Inc. Whitley has kept RMEB Inc. and Whitley Auction on a steady path of growth. Whitley Auction currently conducts around sixty auctions a year selling real estate, commercial & industrial liquidations, government surplus, business liquidations, estates and specialty Auctions. RMEB has its home base in the 20,000 square foot Eaton Auction Center in Eaton, Colorado. Most all of their Auctions feature live, online bidding.

Whitley is a graduate of the Certified Auctioneer's Institute and is a Certified Estate Specialist. He has completed the classes and requirements for the AARE designation and is in the process of completing his paperwork for it. He has attended GPPA 101. He is an active member of the NAA and is currently a Trustee of the NAA's Education Institute. He has attended the last twelve National Conference & Shows and served on the technology committee. He has competed in the International Auctioneers Championship numerous times. Whitley currently teaches Auction Law at the World Wide College of Auctioneering Denver session. He has been a panelist and presenter at National and State Auctioneer conventions.

Whitley is a member of the Colorado and Wyoming Auctioneers Associations. He has served on the CAA board for twelve years, is the immediate Past President and currently serves as the Chairman of the Board. He was the Convention Chairman for the CAA 50th Anniversary Convention, has chaired the Bid Calling Contest and is the Web Site Chairman. He was the 2003 Colorado Champion Auctioneer and has won numerous advertising awards.

Kolby Johnson, Pro-Ed, Sioux Falls, SD. "Kolby was born and raised on his family's farm in Garretson SD. He's married with 4 great kids and has the pleasure of living on the same farm and working it with his Dad today.



Kolby got his start in real estate in 2001. He started teaching part-time at Pro-Ed (Professional Real Estate Education) in 2006 and purchased it in 2011. Since then, he has taken Pro-Ed outside its four walls

in Sioux Falls and taught in various parts of South Dakota. Along with that, Kolby has assisted board offices and real estate firms in defining and explaining real estate forms and taught Instructor development workshops to better the teaching styles of real estate educators."

## Auctioneer's Bus Tour of Spomer Classics, Worthington, MN



At the conclusion of our convention on Saturday June 8, we have lined up a bus tour to visit Spomer Classics in Worthington, MN. Marv and Jeanie Spomer have turned their old Chevy Dealership into an amazing museum on original Neon Signs, Classic Cars, and antiques.

Bus will leave the Sheraton Hotel at approximately 1 p.m. on Saturday, it is about an hour drive, 2-hour

tour, and should return to Sioux Falls around p.m.

If you would like to see a sampling of the collection, please visit [www.SpomerClassics.com](http://www.SpomerClassics.com).

Please email me by Monday May 20 so I can arrange plenty of travel. It is a family friendly tour and welcome to all ages. No cost to SDAA members and their families.

Email [girardauction@gmail.com](mailto:girardauction@gmail.com) by May 20 to reserve your space! You won't be disappointed!