

Hopefully, this article finds you all happy and healthy after a wonderful holiday season. I know many of us had plenty of snow to deal with, but at least we were able to enjoy a white Christmas. Hard to believe another year has come and gone. It seems like just a few weeks ago we were all together in Rochester. As we hear up for another great Conference and Show, I look forward to seeing everyone in Alexandria. As we wrap up a very busy year for many of us in the auction industry, I look forward to what next year has in store. While seeing a slight decrease in class 8 trucks, pickups, and passenger vehicles, the construction market, as well as agricultural equipment, has remained strong. This slight decline is over the last year, and prices are still significantly higher than a 10-year average. Good used farm equipment has still been selling higher than ever before. Bare Agricultural real estate auctions have been setting records all year. As interest rates rise and the economy continues to be volatile, people buying with cash on hand have not slowed their spending. All of that being said, going into next year, your guess as to what is going to happen is as good as mine. I do get the unique opportunity to visit with auctioneers of widely varying years in the business, and all of them I have visited with share my prediction of uncertainty for the coming year. All that being said about auction results, I do think there will be no shortage of assets to be marketed across the industry, and I look forward to the opportunities it will provide all of us this upcoming year! As I shift gears a little bit, I want to thank everyone once again for their vote of confidence in me in electing me to the board of directors at last year's conference and show. I have had a lot of fun learning about my role as a new director. I look forward to continuing to serve the membership to the best of my abilities throughout the rest of my term. We are looking for new candidates for the board of directors this year. Three positions are open again this year. If you have ever thought about serving as a director and have any questions about what that entails, please reach out to me or any other members of the board. The position of Vice President is also open to new candidates this year. If you are interested in any open positions, please contact me or the nominations committee. This year the nominations committee is comprised of Dave Thomposn, Judd Grafe, and Tammy Tisland. I have found this first year to be very rewarding and a great learning experience. I would highly encourage any and every member of the association to take a turn on the board of directors at some time or another, and there is no time like the present. Thank you for taking the time to read through this article. I'll see everyone at Arrowood!

Dylan Kallemeyn

Director MSA