THE AUCTIONEER

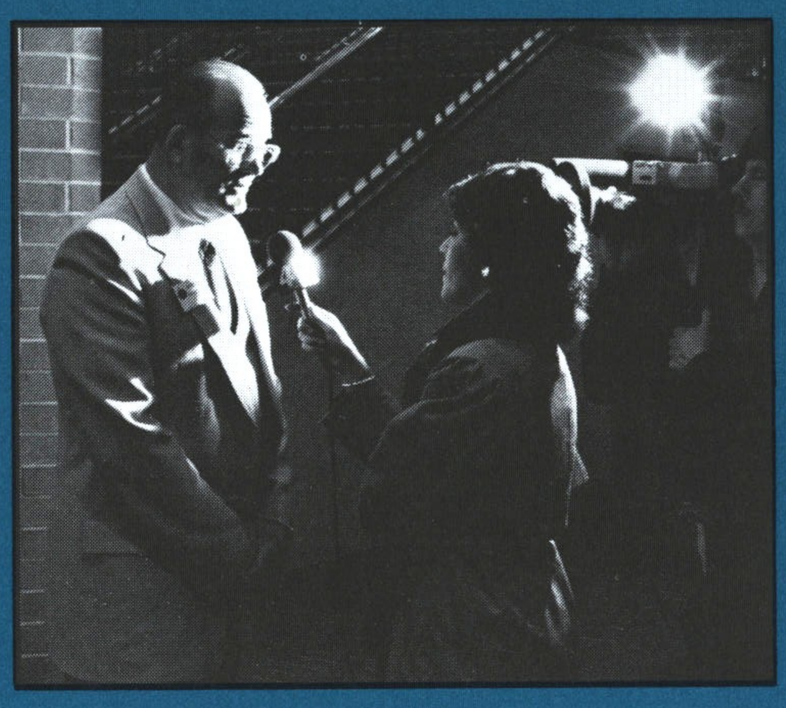
The Magazine of the National Auctioneers Association ● July, 1983

THE YEAR OF THE AUCTIONEER

Rex B. Newcom, CAI, 1982-83 NAA President at work



New Orleans interview . . .





Calling the bids . . .



Signing the contracts with the contractor . . .

Turning the first shoveful of dirt at the new Overland Park building . . .

NATIONAL AUCTIONEERS ASSOCIATION NAA ®

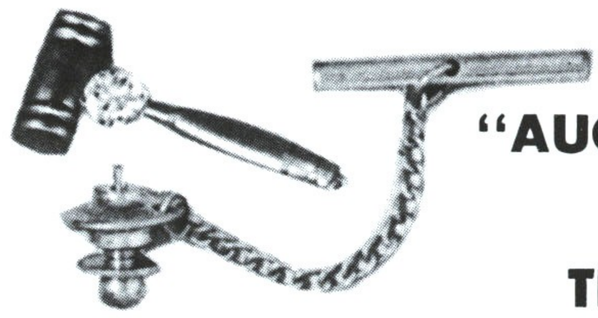
ATTENTION ALL NEW AND OLD MEMBERS OF NAA



Stetson "Wisp"



Auctioneer Hat



"AUCTIONEER'S GAVEL" TIE TACK

Warmer climate is upon us once again and it is time to shift gears and go for something cooler. We have the "Auctioneer" hat in Tan Milan Straw in all three brim widths (2⅛", 2⅜" and 2⅝") and also the White Panama hat in a 2½" brim. They will be ready to ship by the time you read this ad. We, of course, have the beautiful Silver Belly "Auctioneer" felt hat in all three brim widths and can ship any time of the year. The Stetson "Wisp" hat in 4X quality is also available the year around.

Our windbreaker (London Fog) type jackets become very popular this time of the year especially with our four color NAA embroidered emblem sewn on the left breast. We have them in several different colors. When ordering please specify first and second choice of colors.

Ladies, please remember the tie tacs make an outstanding birthday or anniversary gift for your favorite auctioneer. We have them to fit any budget.

You will note we have discontinued our ad on the custom handmade boots. While we have many satisfied customers now wearing our boots we find it very difficult to fit folks by mail, this being particularly true with a handmade product. We are extremely happy with our boots but find it too much of a burden when we have to ship several pairs before finding the right fit. We still have several hundred pair on hand, however, and if you would like to try a pair we will be happy to work with you.

Silver Belly Felt "Auctioneer" Hat	**$48.00**
Wisp 4X Beaver Felt Hat	**59.00**
White Panama Hat (2½" brim)	**27.50**
Milan Straw Hat (2⅛", 2⅜" and 2⅝" brims)	**25.00**
London Fog Type Jackets w/Emblem	**30.00**
NAA Emblem — 4 color embroidered	**3.00**
Tie Tacs (18K gold, sterling silver, gold plated w/ or w/o diamonds and man-made diamonds) — Write for prices	**from $50.00**
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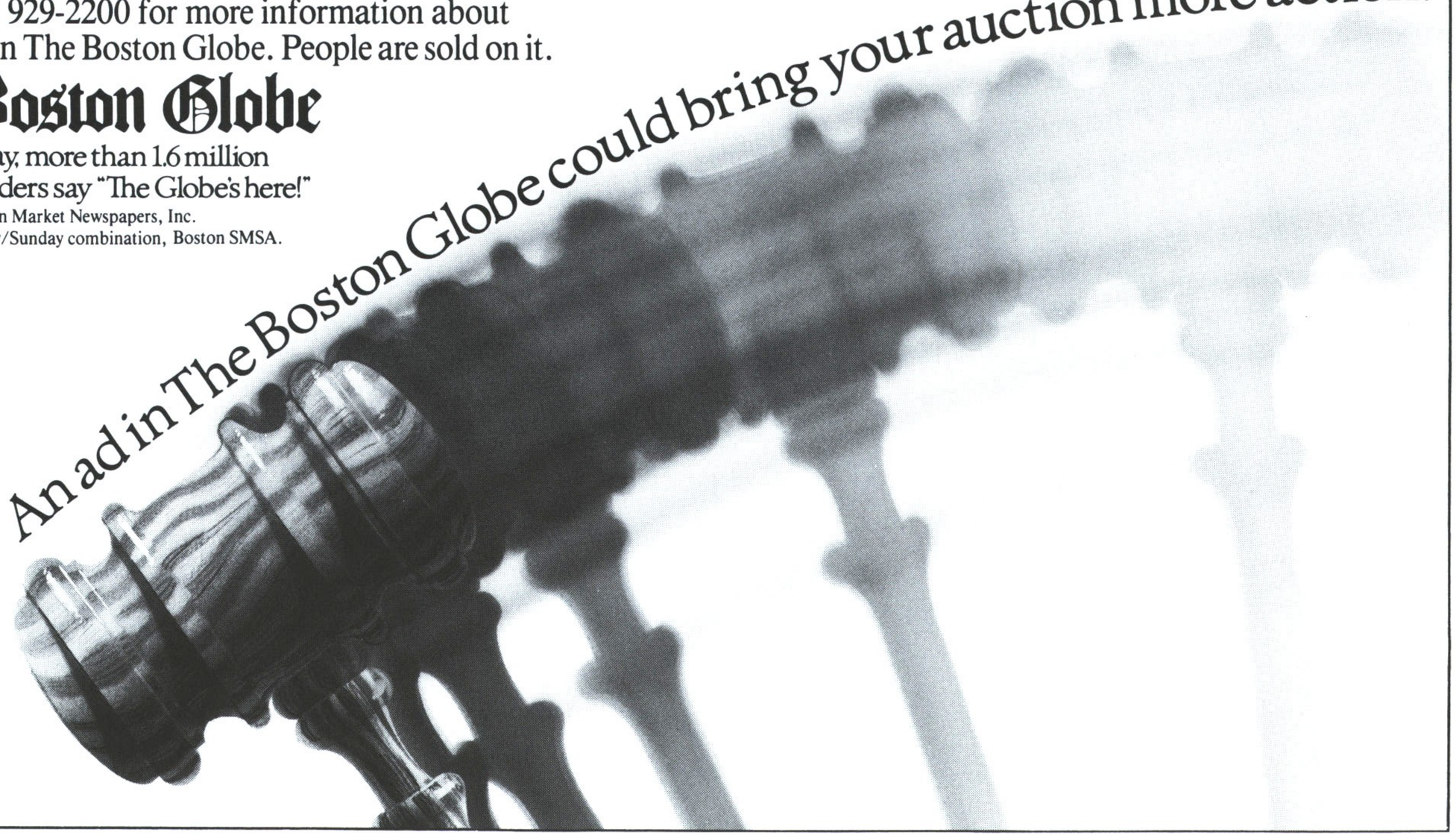
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Add these members to your Directory

Every attempt was made during the preparation of the 1982-83 Membership Directory to list all of the NAA auctioneers. Regrettably, through computer error, human error, or a combination of both, members were either removed from state lists, or were never listed in the first place. To rectify the situation, the NAA office will continue to update members' files upon notification that they have been left out.

Furthermore, **THE AUCTIONEER will publish the names of NAA members omitted from the directory.** You are highly encouraged to include these members on the back inside cover, in the "Additions/Corrections to your NAA Directory".

Additions to your NAA member Directory

The following were mistakenly omitted from the 1982-83 NAA Membership Directory.

CALIFORNIA

HOCH, MIKE, 10728 50th Street, Mira Loma 91752
STEFFEE, CLIFFORD E., Box 496, Bonsall 92003
VAN GORDON, STEPHEN, 1116 Capri Drive, Campbell 95008
WILLIS, WILLIAM LYNN, 7854 N. Sunnyside, Clovis 93612

MASSACHUSETTS

ZIAGOS, ANTHONY G., P.O. Box 28, Lowell 01853

MINNESOTA

EKDAHL, GARY J., 3411 North Nokomis, Alexandra 56308

MISSOURI

AKERS, DONALD H., Star Rt. 11, Box 177A, Belleview 63623
EASTBURN, KEVIN L., General Delivery, Phillipsburg 65722

NEBRASKA

BLANK, WILLIAM, Madison 68748
GALUSHA, ELMER E., Route 2, Central City 68826

NEW JERSEY

LUBMAN, MAURY, 1080 Main Avenue, Clifton 07011
(Please omit Mr. Lubman from New York list.)
MIZANI, MOHAMMAD, 19-J Gardner Road, Fairfield 07006

NEW YORK

WHEELER, DENNIS A., Merritt Road, RD #7, Fulton 13069

OHIO

ROTH, RICK J., R.R. #1, Box 165, Archbold 43502

PENNSYLVANIA

BAIR, ROBERT A., RD 2, Box 67, Wrightsville 17368
CONSTANTINE, JAMES S., P.O. Box 38, Glenville 17329
DIETRICH, LYNN A., 2798 Warm Spring Road, Chambersburg 17201
FRYE, H. L., P.O. Box 37, Pleasant Unity 15376
GOEPFERT, MICHAEL J., 2099 C Old Bethlehem Pike, Sellersville 18960
HUBSCHER, CHRISTIAN, 529 E. Broad St., Souderton 18964
KRALL, PETER H., Willow Brook Farms, Catasauqua 18032
KUNKLE, R. DAVID, 240 East Hamilton Street, Allentown 18103
WELCER, JOHN, 724 Chain Street, Norristown 19401
YOUNG, KENNETH D., R.D. 1, Allenwood 17810

TEXAS

BOWERS, JAMES B., P.O. Box 25306, Houston 77005

SPITZER, GARY, P.O. Box 29004, Dallas 75229

VERMONT

BARROWS, ALTON WARREN, RFD #1, Box 125, Wallingford 05773

VIRGINIA

KAY, CHARLES J., JR., 7715 Erie Street, Annandale 22003

WISCONSIN

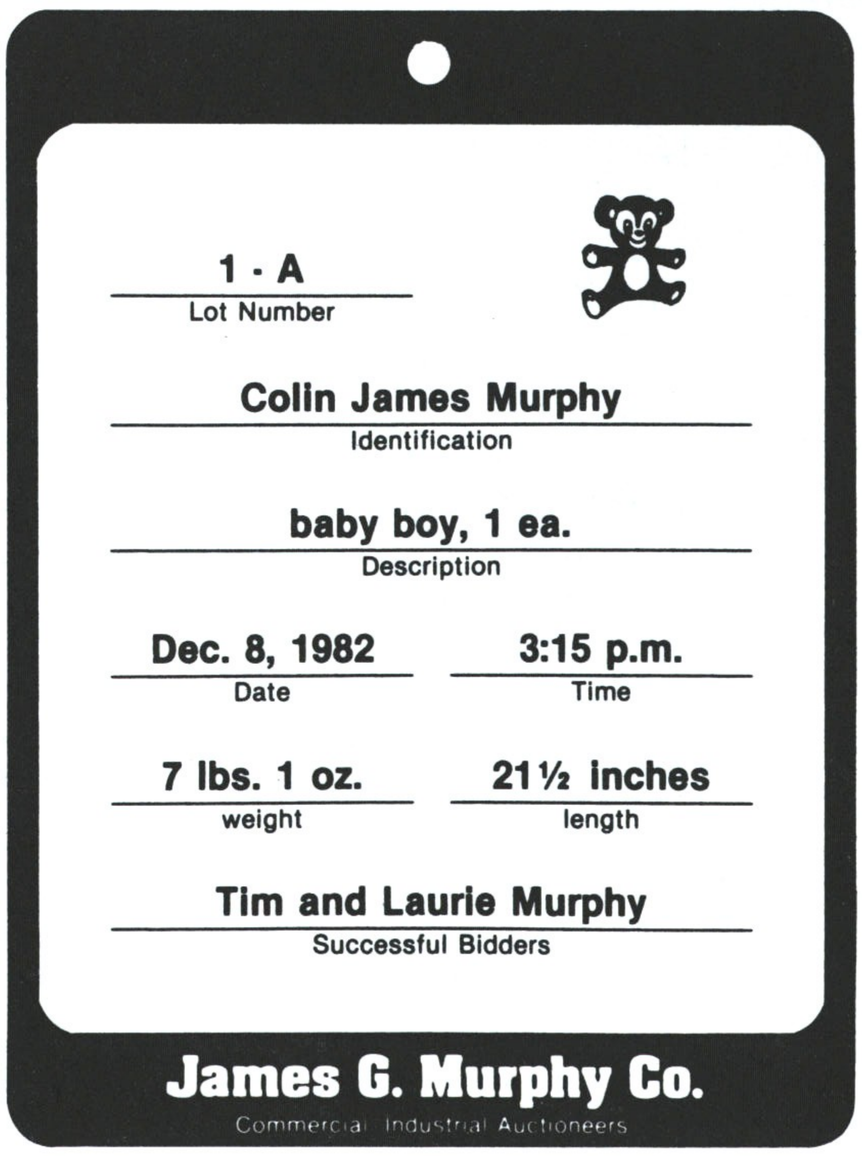
JOHNSON, JOHN, RR 1, Columbus 53925

LETTERS TO THE AUCTIONEER

Auction theme announces baby boy

Here is the birth announcement of our first grandchild, Colin. His father Tim, who works for our company, and Laurie decided to use an auction theme to announce their joyous event. The friends and relatives who received the announcement very much enjoyed the auction message. See you all in Houston!

James G. and Norma J. Murphy
Kenmore, Washington



BABY COLIN MURPHY announced with auction.

Conventions

1983 — Houston, Texas, July 27 to July 30 (Shamrock Hilton)

1984 — Minneapolis, Minnesota, July 17 to July 22 (Hyatt Regency/Holiday Inn Downtown)

1985 — Philadelphia, Pennsylvania, July 30 to August 3 (Franklin Plaza)

1986 — San Francisco, California, July 29 to August 3 (San Francisco Hilton & Towers)

1987 — Hollywood, Florida, July 7 to July 12 (Diplomat Hotel)

Seminars

1984 — San Diego, California, January 23-24-25 (Hilton Hotel)

Memphis, Tennessee, February 13-14-15 (Peabody)

1985 — Kansas City, Missouri, January 20-21-22 (Hilton Plaza Inn)

Williamsburg, Virginia, February 11-12-13 (Motor House/ Cascades, Conference Ctr.)

1986 — Clearwater Beach, Florida, January 27-28-29 (Sheraton-Sand Key Resort)

Monterey, California, February 10-11-12 (Doubletree Inn)

THE AUCTIONEER

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THE AUCTIONEER magazine is the official publication of the National Auctioneers Association and is published monthly with the exception that an August issue is not published (11 issues annually). THE AUCTIONEER magazine is published as a means of exchanging ideas that will serve to promote the auctioneer and the auction method of selling.

The editor reserves the right to accept or reject any material submitted for publication. Subscriptions are available to non-auctioneers only. Auctioneers, who are not members of the National Auctioneers Association, may not subscribe to THE AUCTIONEER magazine.

Editorial and Advertising copy must be received in the NAA office on or before the first day of the month preceding date of issue. New Advertisers must submit payment in advance (with copy) before advertising can be accepted. See rate schedule on last page.

Single copies: $1.75 each. Annual subscription rate $18.00.

Editorial and Executive Offices of the National Auctioneers Association are at 135 Lakewood Drive, Lincoln, Nebraska (NE) 68510-2487. Phone: 402-489-9356.

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Mrs. Sharon Whisenhunt, Secretary

Thank you for a great year . . . see you in Houston



By Rex B. Newcom, CAI, President
National Auctioneers Association

Here it is the first day of July, and I trust you all are making plans to attend the NAA "Deep in the Heart of Texas" convention in Houston. However, it doesn't seem possible that this year is almost over.

On July 30, I will be proud to hand over the gavel to your new president, William L. "Bill" Gaule. I am looking forward to serving under Bill, because I know he will serve us well as president.

I have certainly enjoyed this year as your president. I want to thank everyone of you who helped make it possible. Also, I would like to thank the many friends and my family who sacrificed and helped in order for me to carry out the duties as NAA president: my wife Naomi, had to carry the extra load at home keeping the auction business on even keel while I was away; and our son Jack, and his wife, Diane, worked many auctions while I was away. Yes, to my family I must give you a special thanks, because without them I never could have served in the office as NAA president.

I can't begin to list all the names of auctioneers who have helped us this year with their assistance in the auction ring, as well as encouragement along the way. But to each and everyone I want to say thank you from the bottom of my heart; with a special, extra "thank you" to L. H. "Bing" Carter, Larry Theurer, and Mike Martens.

Auctioneers and their families across the country are the greatest people in the world. At every State Auctioneers Association convention I have attended, be it North, South, East or West, I found new friends, and renewed aquaintance with old. Everyone showed me the greatest hospitality. I really enjoyed your state conventions. You have all worked hard to put on excellent programs for your individual members, and I think it is wonderful.

I want to close this article by saying I love the auction profession, and I love the National Auctioneers Association, but most of all I love all of you, the auctioneers and your families. You are involved in the greatest association of professionals in the world!

Thanks for all the wonderful memories. This was certainly the "Year of the Auctioneer".

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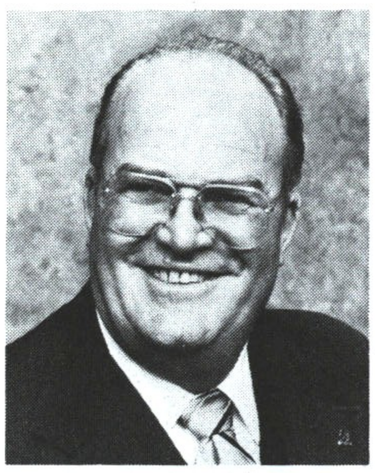
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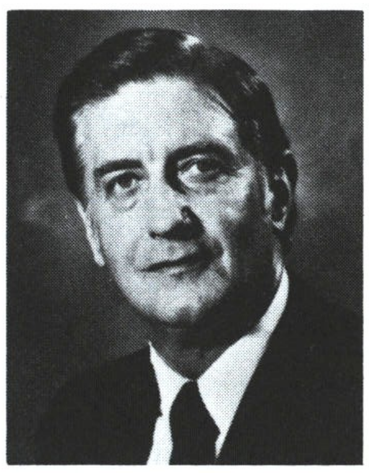
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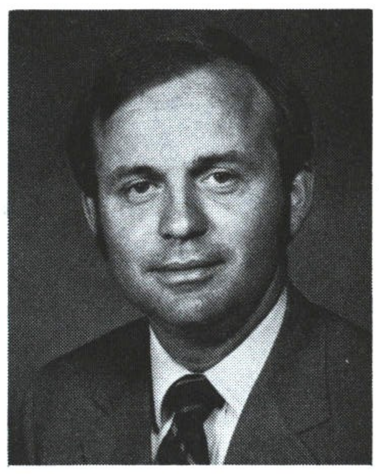
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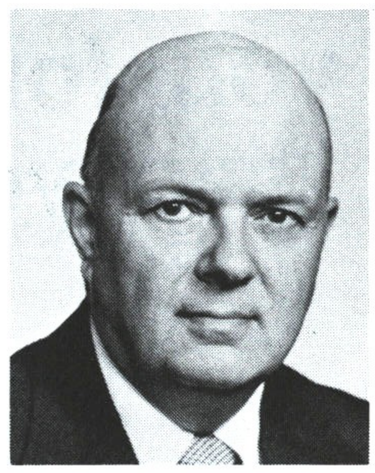
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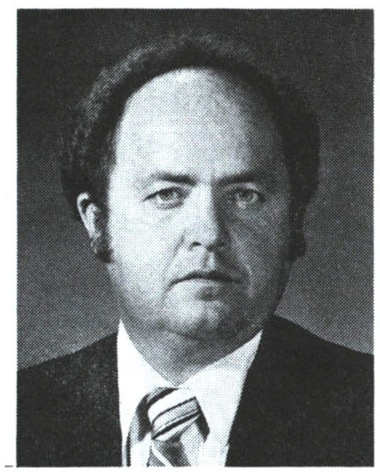
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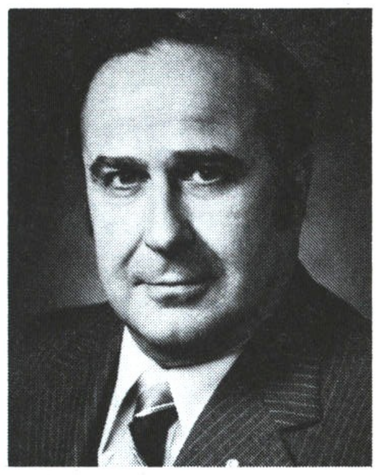
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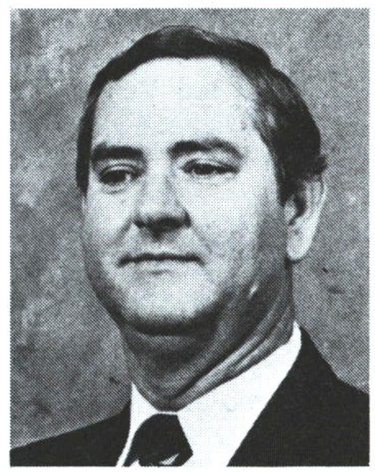
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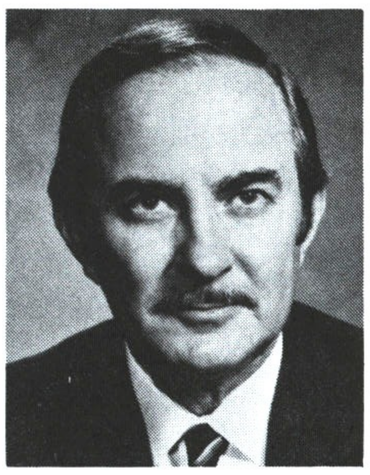
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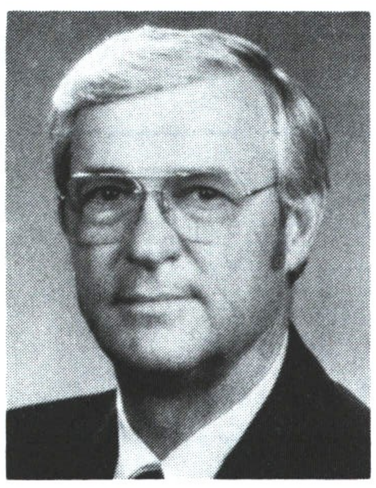


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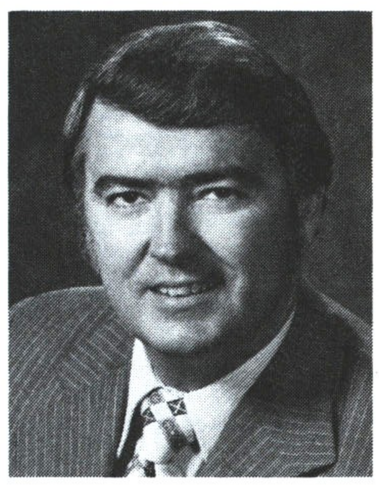
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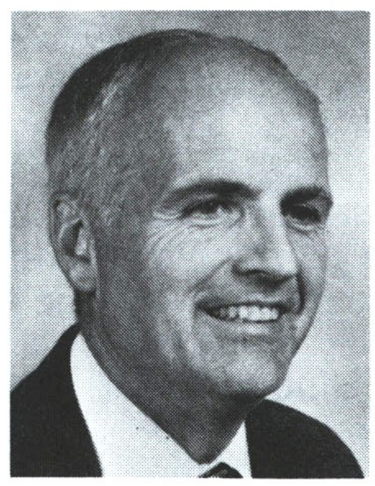
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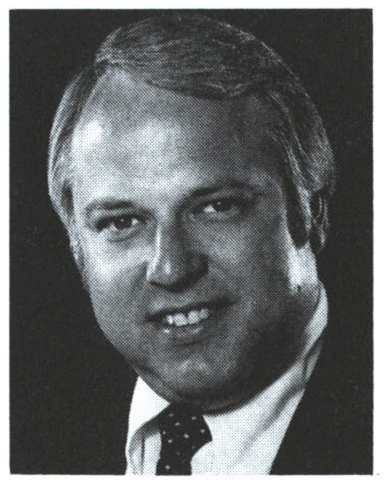
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Dallas, TX

Headquarters Relocation Fund Report

Fund raising program nears goal of $600,000

By Joe E. Small, CAI
Fund Raising Chairman
Headquarters Relocation Committee

We are coming down to the wire. As of this writing, we need to raise $57,347 by the close of the NAA Convention in Houston. We still need your pledge!

The response to this magnificent program has been superb. We have seen such an outpouring of support from NAA auctioneers all over the country, that it has, in turn, certainly inspired those of us who are working to raise the money. We are now looking at ways to conclude this very successful effort. The last dollars are always the hardest to raise.

The early giving was in large amounts. These pledges were needed to kick the entire program into orbit. Now we need those pledges of $500, $250, $100 and even $50.

Please keep in mind these important points:

1. You may make your gift over a three year period.
2. You don't have to pay any money when you turn in the pledge card. You can pay it later in the year if you wish.
3. A master pledge card has been made out for every member to become a part of our permanent NAA records. It must show either an "amount pledged" or "no pledge". (Don't put a zero beside your name!)
4. Many auctioneers have still made no pledge whatsoever to their own NAA headquarters building.
5. The beautiful new building is already under construction and will open in the fall.
6. You will be awfully proud you gave. Do it now!
7. You may have a designated gift to give for a specific area, room, or part of the building.
8. You may make a gift in honor of, or in memory, of another person (a father mother, daughter, son, partner or friends). Just tell us how much you want to give, and who you wish to honor.

Listed below are the special areas of designated giving still available:

(1)	Executive suite	$10,000
(4)	Secretarial offices	5,000 each
(36)	Parking spaces	500 each
(1)	Open secretarial pool area	5,000 each
(3)	Chairs of State (Available to State Associations only. Only three (3) remain out of the twenty. Also, any state may upgrade its gift. For example, if an association gave $2,500 and now wishes to give another $2,500, this would qualify them for a chair.)	5,000 each
(1)	Supplies room	2,500
(1)	Mail room	2,500

In closing, let me suggest that most professional auctioneers working today are very proud indeed of this great Association, and delighted to have a part in providing this lovely new headquarters building in Overland Park, Kansas. The only thing missing is your pledge! Be one of the "Do-ers", not one of the "spectators". Give something, any amount. You will be glad all the rest of your days.

"I was just fixing to bid"

By Martin E. Higgenbotham, CAI, chairman
Headquarters Relocation Committee

To frame our position so that all of you may understand, we are at a time in a fund raising en-

Continued page 9

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Each shipment will contain (15) lots with each lot being (1) gem, which normally sell for between $30 and $300 each, depending on size, etc.

Each gem is guaranteed to be genuine and has been weighed on a laboratory jeweler's balance to 1/100 of a carat accuracy.

You do not need prior experience in selling jewelry to assist us. Simply add them into an upcoming sale and sell them.

These fine gems will be sent to you at no cost or obligation. They will arrive by first-class mail, insured. They will be listed on (1) page of easy to read paper with a place to post the selling price. An easy to use postage-free return envelope will be provided for your convenience.

To get a quick answer to any question you may have, before or after the sale, simply call our office collect.

Many auctioneers who have sold these fine gems in their sales tell us that they make enough commission in the 10 minutes it takes to sell them to pay for all of their labor costs for the entire sale!

These fine gems will provide interest, color, and variety to your sales. Plus a good commission to you -- Nothing to buy! No obligation! No Risk!

Please write today or, better yet, CALL COLLECT for full details.

Thank you and good selling!

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Bob Rountree, General Manager

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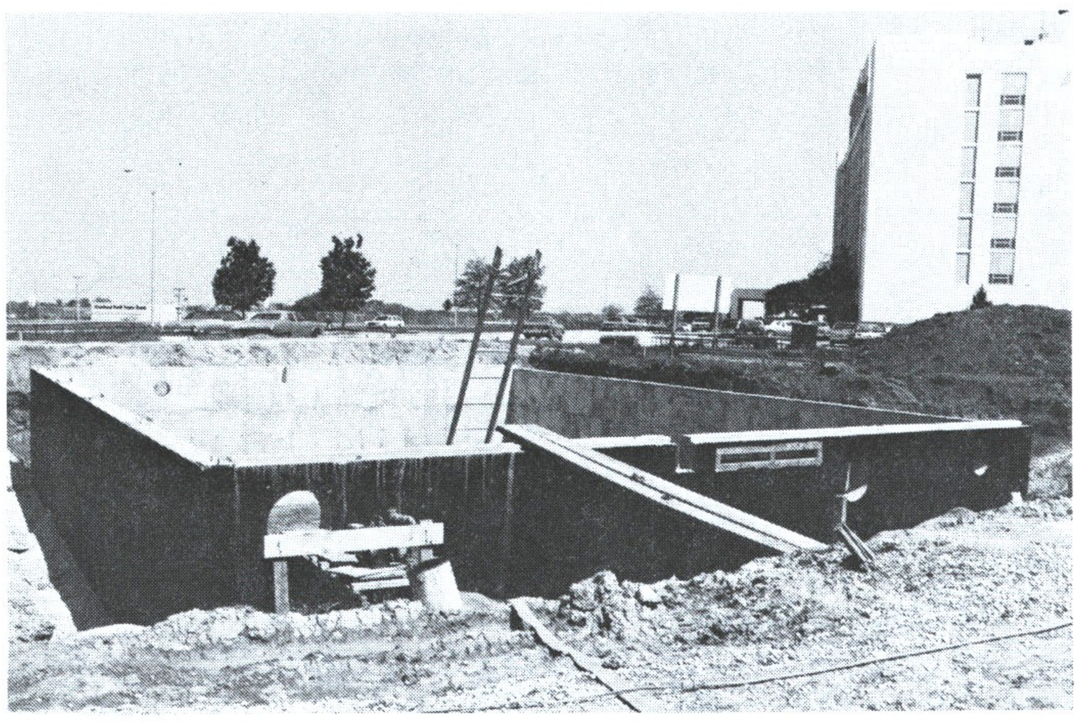
deavor when all the bids are nearly in, but the owner says you don't have quite enough money yet. "You need to get another 10-15%, and we can call it a sale." In other words, just about the amount of your commission.

Now, ladies and gentlemen, fellow auctioneers, that is where we are in our fund raising program. We are just a commission away, something, in fact, less than 15%. We are also less than one month away from the NAA convention in Houston, Texas, and the completion of our official fund raising campaign.

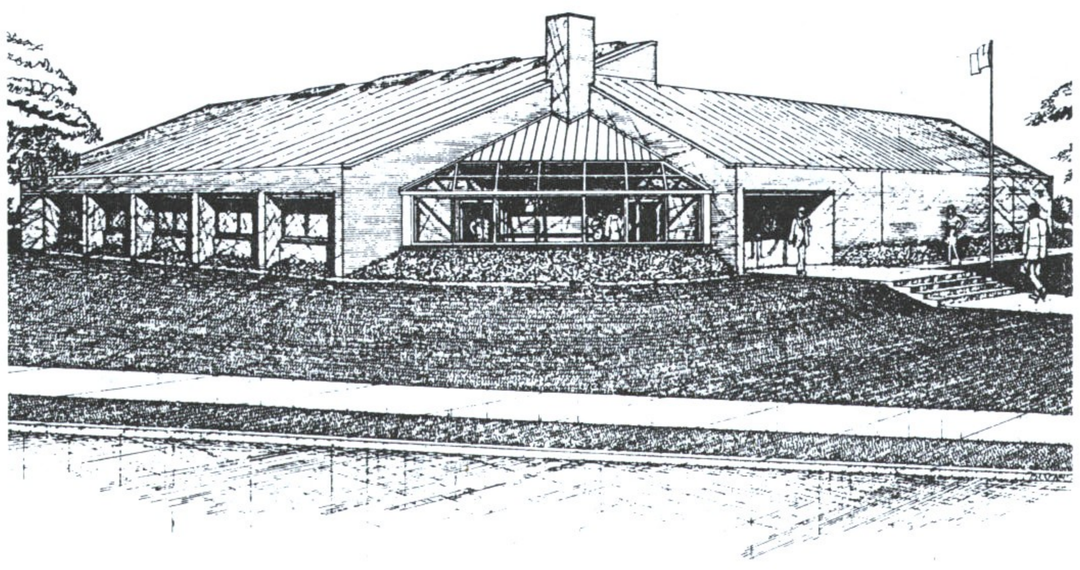
I don't want you to be like the little lady in the middle of my auction tent a few months ago who just as I said "sold, $4,000,000," she jumped up and said "I was just fixing to bid".

Now if you were just fixing to make a pledge so that you can be recognized as a founder and a builder of our new NAA office and Archives, it is time for action. Call me or the headquarters office, or write me or the NAA office, or any of the officers or directors, and let them know what your pledges are. Just remember, the pledge can be made over a period of time, and I urge you as auctioneers to take advantage of this last opportunity to be involved.

I look forward to seeing each and every one of you in Houston, Texas, when we cut the victory cake together.



PROGRESS on the construction of the new NAA Headquarters Office in Overland Park, Kansas, has been delayed due to the rainy weather. The above photo was taken on May 22, 1983 and the building, when completed, will look like the artist's sketch, below.



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The NAA emblem, display it proudly and properly

By Harvey L. McCray
Executive Vice President

The emblem of the National Auctioneers Association is a symbol of professionalism in the auction profession. Display it proudly and properly and it will benefit you as an auctioneer and the auction profession you represent.

NAA emblem reproduction sheets now are provided to each member when the member renews his or her membership and when the NAA office submits to the member his or her certificates of membership. Have you submitted the official NAA emblem reproduction sheet to your printer when you have your emblem displayed on your sale bills or advertisements? And, are you displaying the NAA emblem when you promote, or advertise, your auctions

Many NAA members send sale bills and advertisements to the NAA office, but too often the NAA emblem is so poorly reproduced that it does not enhance the image of the National Auctioneers Association or you as the member. If you have not replaced the "worn out" emblem cuts with the new reproduction sheets, do so immediately. The printer can reproduce the emblems from the reproduction sheet, and make new letterpress cuts from the reproductions, or use the black and white reproductions for all offset printing purposes.

Too often, printers maintain a stock of emblems from associations and organizations and if the printer has not revised his stock of emblem cuts or reproduction sheets in the past few years, he probably is using the incorrect NAA emblem. The correct emblem is the one which shows the ® which proves that the NAA emblem is a registered collective membership mark of the National Auctioneers Association.

No one is eligible to display the NAA emblem but the current members in good standing with the National Auctioneers Association — those whose dues are current! Printers seem to feel that every auctioneer automatically is a member of the NAA and adds the NAA emblem on all auction advertisement. That is improper and in fact, a violation of the laws of the United States Patent Office.

Check with your printer to determine just who is and who is not using the NAA emblem. If they are not listed in the Directory of Membership of the National Auctioneers Association, perhaps the auctioneer obtained the emblem reproduction from the printer and that is against the laws of the U.S. Govern-

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ment. It is a violation of the By-Laws of the National Auctioneers Association also!

Be proud of your membership in the National Auctioneers Association. Use of the NAA emblem indicates that a member auctioneer is in good standing in the advertisement or promotion where the emblem is displayed and it is up to the individual members to help police the use of "your" emblem.

The official, principal register collective membership mark of the National Auctioneers Association, as approved by the United States Patent Office on August 1, 1972, is to be displayed as follows:

Two variations of the official emblem, which also are allowed and permitted, are to be displayed as follows:

On July 1, 1983, two new membership opportunities were offered by the NAA Board of Directors: Associate memberships and Affiliate memberships. Associate and Affiliate members — those "individuals" who are current and in good standing and who each has been sponsored by an Active member in good standing — may display their respective emblems as follows:

Associate Member

Affiliate Member

If the equipment used by the printer, either letterpress or offset, does not offer good, clean and clear reproductions then it may be necessary to use the original emblem (the first one shown as the official emblem). Oftentimes when too much black ink is reproduced, the clarity is affected and it is important that the emblem is reproduced without any flaws. Your auction business image is reflected in the manner in which your emblem is reproduced.

Remember, it is a privilege to display the emblem of the National Auctioneers Association and only Active, Associate and Affiliate members have that privilege. Help your Association police the official use of the emblem and report any and all violations to Harvey L. McCray, Executive Vice President of the National Auctioneers Association. Letters will be written to any violators, informing them that they are in violation of the United States Patent Office's registration of the NAA Collective Membership Mark.

Remember also to use the proper emblem and one, which can be reproduced clearly and with much pride!

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Put away your numbering machine and marking pens. Number as you progress in a sale. Number your tags and buyer cards from No. 1 to as high as needed. Number your Clerking and Buyer Registration Sheets to match the tags and buyer cards, No. 1 up, 20 to each page.

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Auctioneers needed, contact prospect

Occasionally the NAA office receives inquiries about specific auction services. Since the NAA office cannot recommend one member over another, the inquiries will be published in THE AUCTIONEER magazine.

Below are letters received at the NAA office asking for auctioneers or auction services. The people have been informed that the letters will appear in THE AUCTIONEER, and can expect to be contacted by NAA members.

Anheuser-Busch with equipment to auction

Anheuser-Busch Companies is interested in locating NAA members who would like to sell Anheuser-Busch equipment at their places of auction business. We are anxious to develop a list of auction companies that are located close to our 11 breweries.

For more information, or to express interest, please contact the following.

Virgil L. Cox
Anheuser-Busch Companies, Inc.
One Busch Place
St. Louis, Missouri 63118
Phone 314-577-2795

Challenge to all members

By B. G. Coats
1981 NAA Hall of Fame recipient
Rumson, New Jersey

Being able to keep members in the NAA, requires energy. Retaining memberships should never be thought of as a membership "problem", but a problem turned right side up. All members can meet the innate challenge to keep fellow members by efforts to harness their very great potential. Members possess great resources of energy which they can put to work because one of the greatest resources of energy is "PRIDE". Pride in what you are doing, and we have to use energy to be a success at anything we do.

Let us consider enthusiasm. We should be enthusiastic in looking for the sort of a new member who accepts responsibility for the betterment of the NAA, is productive in rendering service to others, works hard and enjoys life. If we are enthusiastic in finding that good potential member, the auctioneer will probably have pretty good "staying power" built right in. Accept the new ideas of new members; build on the enthusiasm they bring in. Remember, they joined so they can contribute. Let them. Don't make them look for work to do, for as someone once remarked, "the only thing worse than working is looking for work". If they're inactive, NAA membership will be less meaningful, less rewarding. This applies equally to old and new members.

Educated effort — make an effort to educate the members about interests, strengths, talents, creative resources of new members (old ones too). Build on these special resources. Make an educated effort to let both old and new members know they are truly missed whenever they must be absent from the national convention and their state meetings. Relate to all members as individuals. New members particularly may feel a little insecure. Make an effort to learn about their interests, their work. (Relate to them by letting them relate to you.) Don't forget to do this with older members also.

If work is the mortar of a good National Auctioneers Association, then the bricks are good humor and fellowship. Keep in mind the old adage, "you rarely succeed at anything unless you have fun doing it". Take time to laugh together and you'll lose fewer members. Rare is the person who walks away from an activity or a group which is "fun", as well as holding meaning for the member.

You the individual auctioneer are the one who must exude enthusiasm for NAA activities, plus find that potentially good member. You are the one who must encourage new ideas, relate in a very and sincere way to your fellow members, and must contribute to a real spirit of fun an the success of the NAA activities. If you expend yourself accordingly, you'll be a member for a long time and remaining a member will not be a problem, but a challenge accomplished.

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- ★ Specializing in Livestock selling.
- ★ *School is run by Truman (T.P.) Kongslie who has been an auctioneer and Rodeo Announcer for 22 years, named Rodeo Announcer of the Year for 7 years, State Champion Auctioneer 3 times, and has been an instructor in an auction college for 6 years.*

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LEGAL ASPECTS OF AUCTIONS

Sell real estate at foreclosure

By Gregory E. Michael
Attorney at Law
Hanrahan & Michael, P.A.
Merrimack, New Hampshire

Because of the criticism concerning "fine print" real estate foreclosures, more bank and finance agencies are turning to auctioneers to sell real estate at foreclosure. This type of auction sale requires special care in understanding the legal ramifications of foreclosure. (This article is limited to real estate foreclosures and not those involving personal property.)

1) **Advertising.** Unlike the "fine print" advertising of most banks, your advertising will hopefully attract the public to the sale. After all, a public foreclosure like most auctions is a public sale. However, notwithstanding your advertising, other formal notices may have to be published to conform to state law. For instance, some states require publication of the right of the mortgagor to petition a local Court to stop the sale. This information ordinarily will not be in your ad. Thus, if you are the only person involved in the sale, *you must* make sure statutory notice is properly provided or the sale may be invalid.

2) **Pre-sale preparations and responses to inquiries**. Of course you should understand what you are selling. If possible, locate the most recent deed and any available survey plans. Review the physical location and check the property's compliance with local zoning ordinances and building codes. For instance, if a residence is in a commercial zone, this may add to the value of the property. However, if you are not an expert in zoning and planning, be careful in representing whether or not there is compliance with codes, since a buyer may regard these as oral representations. This could backfire into oral misrepresentations if you are uncorrect. See also, W. Gaule, "Checklist for Real Estate Auctions", THE AUCTIONEER, Vol 34, no. 2 at page 32 (Feb. 1983).

3) **Title and title searches.** Most people who intend to buy at a foreclosure sale will have the title to the real estate checked *prior* to the sale. Serious buyers will know more about the title than you do unless you have had it researched as part of your preparation. In either case, do not warrant title at the sale unless the bank expressly, and in writing, requests you to do so. Remember, most foreclosures affect matters recorded *after* the foreclosing interest but *do not* affect prior recorded liens, mortgages or

other encumbrances. Thus, in many states, if you are foreclosing a second mortgage, the successful bidder will be purchasing *subject to* the first mortgage which means the successful bidder will normally have to make arrangements to pay the first mortgage holder in full. Also, town taxes are usually not extinguished by a foreclosure.

4) **Post Sale**. You should have a proposed purchase and sale agreement or deposit receipt available at the time of sale in the event a bidder other than the foreclosing party purchases at the sale. This agreement should be signed, and the deposit received, as soon as possible after sale.

This brief review touches only a few of the issues that can arise in a real estate foreclosure sale. Study your own state laws regarding foreclosure to insure that a professional job is done each and every time.

(Local laws vary, so be sure to check appilcable statutes and regulations in your area.)

NALLOA meets, priorities set

The officers of the National Auctioneers License Law Officials Association (NALLOA) met in executive session in Indiana, for the purpose of establishing priorities and goals for 1984. The results of the meeting include:

1. We (NALLOA) shall invite all states who currently have, or anticipate soon enacting, legislation leading to an auctioneers license law, to become a participating member of NALLOA.
2. Each participating Board of Commissioners shall have the right to select its representative who shall have exclusive right to cast the state's one vote.
3. A committee of four members of NALLOA Board of Directors shall be appointed at the NAA national convention, for the purpose of studying reciprocity with co-operating states, and the affect of apprenticeships as required by various states.
4. We are in need of copies of license laws from states who have passed new or amended auctioneer laws.
5. We are looking to the possibility of attempting to edit all existing laws, in an effort to digest all favorable points into one model law which would be available to any state upon request. The purpose of this instrument is to act as a guideline only.
6. The Kentucky Board of Auctioneers has recently passed legislation that enables them to underwrite the cost of the required Bond. This important innovation will be explained at length during the NALLOA meeting this year at the NAA convention in Houston.

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*EBI is disposable income available after taxes.

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When it comes to reaching Chicagoland spenders, no one beats the Chicago Tribune. We carry over 90% of all auction ads running in Chicago papers. The reason? Our impressive readership. By advertising regularly in our Auction Mart you'll reach 69% of the total adult population in the Chicago ADI, including 83% of those who enjoy household incomes of $35,000 or more.

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If you'd like to know more about our responsive auction audience, call the Tribune representative nearest you.

Chicago: Sally McKoane	(312) 222-4042
Julie Rzadzki	(312) 222-4088
New York: Bob Kahn	(212) 682-3033
Los Angeles: Don Sharkey	(213) 933-8437
Detroit: Vincent Walker	(313) 569-0464
Dallas: Jesse Reif	(214) 363-5044
San Francisco: James Stanley	(415) 421-7946
Miami: Barry Werblow	(305) 989-8833

Source: Scarborough Report, daily/Sunday 4-issue cume, Chicago; Sales and Marketing Management Survey of Buying Power.



Reorder, quantity prices now available for pamphlet

Because of the continued membership support of the NAA auction customer pamphlet, special prices are now available for quantities above 2000, and for pamphlet reorders. The form on the opposite page contains initial order, added quantity, and re-order information for your convenience.

Here's a valuable sales tool, helping you "sell" your auction services. Thousands of copies of the NAA sponsored pamphlet have been distributed across the country, with each edition personalized for the individual NAA member. Your free sample is in the April, 1982 AUCTIONEER, or available upon request to the NAA office.

Customer pamphlet highlights information

Auction buyers, clients, and prospects need all the important information about your auction service. To assure that your pamphlet will be produced as promptly as possible, please follow the ordering procedure closely.

- To begin, read this entire article before completing the order form.
- Photocopy or remove the pamphlet order form.
- Provide the address and service information as requested on the form. Enclose a black and white, head and shoulders photograph of yourself in business attire; and photos of other personnel in your company, if they are to be pictured in the pamphlet.
- Decide what quantity of pamphlets to order, enclose payment, and send directly to the NAA office.

The following guidelines will be helpful in preparing information to appear in your NAA auction customer pamphlet. Please refer to the sample copy for general positioning of information.

Name and address

Your name, business name, business address and phone number will be printed above your picture. In the case of multiple pictures, names will probably appear above, and business address will be located at some other prominent section of the layout. Professional designations will follow your name as requested. Below are a few examples of how nicknames and designations will appear.

John A. Collins, CAI, GRI
John A. "Jack" Collins
John A. "Big Jack" Collins

Jack A. Collins
Jack Collins

All of your business address information will be included, but slogans and other extra items will not be accepted. Also, you may include both your post office box and street address if you wish. Please refer to the following examples.

Business name on the cover

ABC Auction Company

We're The Professionals

John A. Collins Auctioneer

We're The Professionals

Business name and address inside

ABC Auction Company
1215 Main Street
Hometown, State Zip
Phone 402-489-9356

Slogans and street directions will not be accepted.

ABC Auction Company
1215 Main St.
"Your best friend for a sale."
"Turn right at the big sign."
Hometown, State Zip

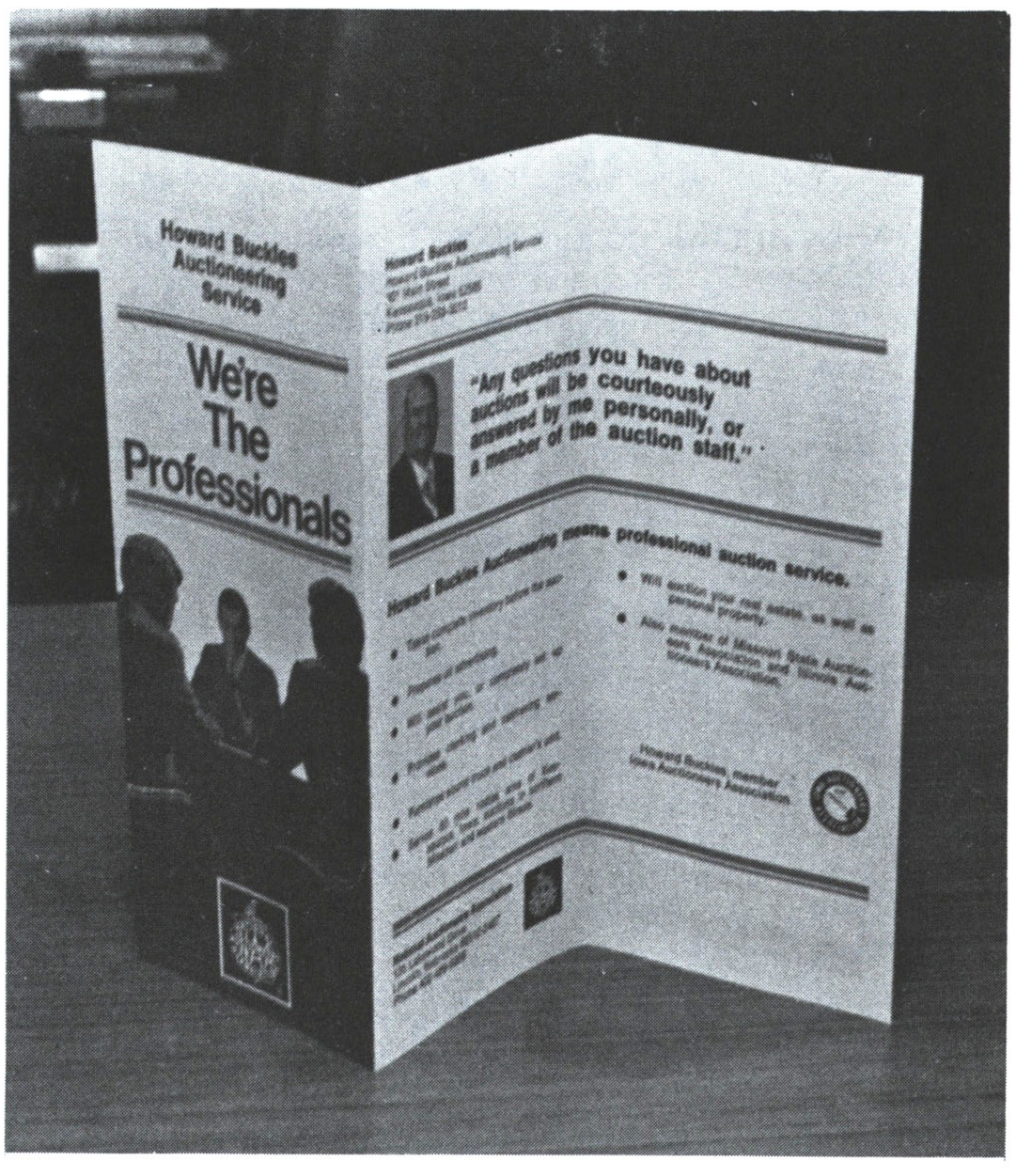
Multiple business phone numbers can also appear below your address.

Phone 402-489-9356 or 9357

Phone 402-489-9356
402-476-9211

If you have more than one office, the additional office information will be included as space allows.

Continued page 19



AUCTION CUSTOMER PAMPHLET to promote your business.

National Auctioneers Association

"Auction Customer Pamphlet" Order Form

★ Only NAA members are permitted to order the auction customer pamphlet ★ *Please print clearly or type information.*

1) Names of all company personnel to be pictured in your NAA customer pamphlet. (Include professional designations to follow the name.)

_____ _____

_____ _____

_____

2) Name of auction company, or auction service _____

Street address _____ City _____ State _____ Zip _____

Business phone/area code _____

(If additional office location addresses are to appear in the pamphlet, provide the address information on a separate sheet of paper.) **State Auctioneers Association member?** _____**Yes** _____**No**

3) On a separate sheet of paper, compose 7-10 brief statements detailing the auction services you provide.

4) Enclose logos suitable for printing, for each professional affiliation you want featured in your NAA customer pamphlet. Social and fraternal organization logos will not be accepted. (Do not send CAI, GRI and other similar professional *designation* logos. Your professional designation will follow your name, pursuant to logo use regulations of organization awarding the designation.)

5) Enclose a black and white, head and shoulders photograph (in business attire), for each person to be pictured in your customer pamphlet. Color photos will not be accepted.

6) Enclose payment for the following order. Make check payable to National Auctioneers Association. Please note the charge for each additional photograph.

500 pamphlets,	**$165.00**	**1000 pamphlets,**	**$230.00**	**2000 pamphlets,**	**$250.00**
plus shipping,	**$ 3.00**	**plus shipping,**	**$ 4.50**	**plus shipping,**	**$ 7.50**

Add $12.00 for each additional photograph to be included.

Order quantities more than 2000 at $18.75 per additional 1000.

7) Pamphlet reorders available at the following prices.

500 pamphlets,	**$ 70.00**	**1000 pamphlets,**	**$ 91.00**	**2000 pamphlets,**	**$119.00**
plus shipping,	**$ 3.00**	**plus shipping,**	**$ 4.50**	**plus shipping,**	**$ 7.50**

Reorder quantities more than 2000 at $18.75 per additional 1000.

Number of pamphlets this order _____ **TOTAL AMOUNT ENCLOSED $**_____

(Allow three weeks for delivery following the date your order is received at the NAA office.)

Name of NAA member placing the order _____

Signature _____ Date your NAA membership expires _____

A rough layout of your pamphlet will be sent to you for approval/correction.

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WE CONTINUALLY UPDATE AND IMPROVE OUR PROGRAMS. WE USUALLY ENCOURAGE YOU TO BUY YOUR COMPUTER LOCALLY, SO THAT YOU GET THE BENEFIT OF LOCAL SUPPORT AND AND WE FURNISH EXPERT SUPPORT FOR OUR PROGRAM AND YOUR AUCTION NEEDS. WE PUBLISH A NEWS LETTER FOR OUR CUSTOMERS.

SEMINAR FOR BEGINNERS & ADVANCED COMPUTER USERS IN OCTOBER.

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AUCTION PROFESSIONALS

THIS SYSTEM WILL RUN ON RADIO SHACK MODEL III, MODEL IV, OSBORNE 1, AND MANY OTHER TYPES OF COMPUTERS.

ALSO AVAILABLE ARE WORD PROCESSORS, MAILING LISTS, GENERAL LEDGERS, AND MANY REAL ESTATE PROGRAMS WHICH WILL MAKE THE EVERY DAY WORK OF THE AUCTION COMPANY MORE ACCURATE AND TIME EFFICIENT.

DON'T LOOK ANY FURTHER FOR AN AUCTION COMPUTER SYSTEM.
STOP BY THE SUPERSALEHANDLER BOOTH AT THE CONVENTION AT HOUSTON
FOR AN EXTENSIVE DEMONSTRATION ON HOW IT CAN HELP YOU AND YOUR COMPANY
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Gordon Couger
Programmer
405-335-2925

Jeff Patterson
Programmer
405-397-3111

SALEHANDLERS
Computer Systems

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FREDERICK, OKLA. 73542

Ray Patterson, CAI
Auctioneer
405-335-2320

John A. Collins
ABC Auction Company
1215 Main Street
Hometown, State Zip
Phone 402-489-9356

ABC Auction Company-West
852 Oak Street
Othertown, State Zip
Phone 402-476-9211

Auction service information

As shown in your sample pamphlet, space is provided to include your photograph, two headlines, and auction service information. (When multiple photographs of company personnel are featured in one pamphlet, the layout will be adjusted accordingly, to make room for the additional photographs. Therefore, the headline, "Any questions you have . . . " may be replaced by photos of people in your company.)

Keep your business statements brief and to the point. Depending upon length, 7-10 statements about your auction services may be the ideal number to summarize your auction business.

The following guidelines will apply to your auction service information.

- All statements must somehow relate to your auction service. You may be involved in other business operations, but they cannot be promoted in the NAA's auction pamphlet.
- You can promote your membership in state auctioneer associations, and other professional organizations that relate to your auction business. Membership information for social or fraternal organizations will not be accepted.
- Logos may be used in your auction service information, but only logos of your state auctioneers association, or other organizations that directly pertain to your auction business. Again, no fraternal or social organization logos.

Satisfaction guaranteed

Admittedly, the above guidelines for what will or will not appear in your NAA customer pamphlet may seem complicated. **But rest assured that your pamphlet content and layout will be approved by you personally, well before your pamphlet is taken to the printer.** Therefore, all pamphlet orders will be produced according to the following procedure.

- Your pamphlet information, order and payment must all be received together at the NAA office. The information will be typeset according to your request, within the above guidelines and layout of the NAA customer pamphlet.
- A rough layout will be prepared and sent to you for final approval.
- You respond to the NAA office (by phone or letter) approving, or correcting your NAA customer pamphlet.
- Your pamphlet order will be printed, folded, and shipped to you, but allow three weeks for delivery following the date your order is received at the NAA office.

Questions about the preparation of your NAA auction customer pamphlet should be directed to the NAA office before you place your order.

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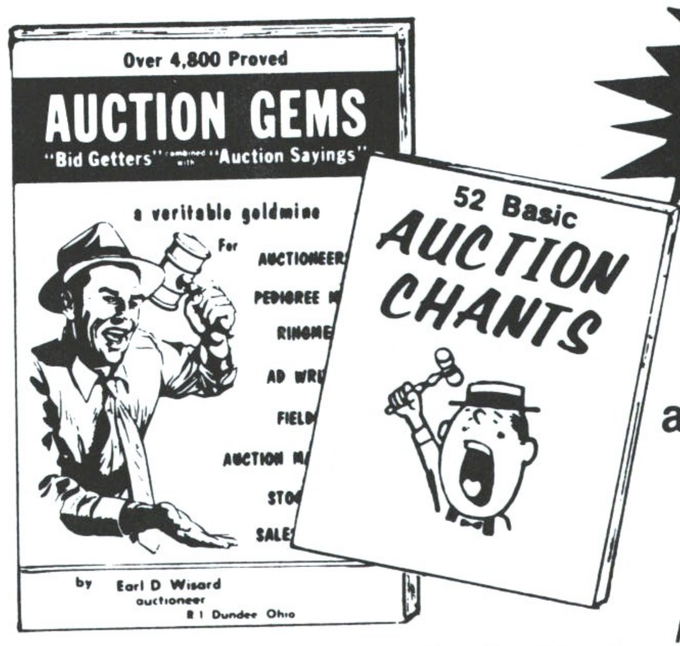
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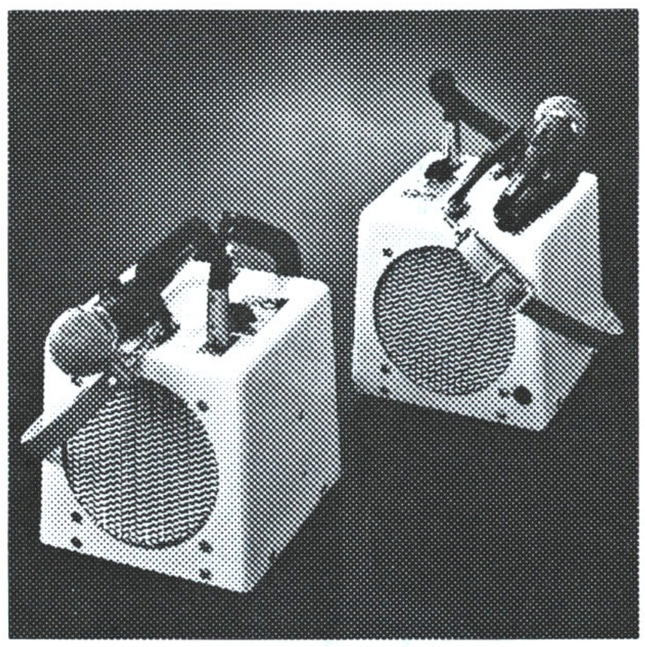
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Buying a computer? Tips from THE AUCTIONEER advertisers

Aside from a new company vehicle or a new office building, an auction computer may be one of your most expensive — and influential — buying decisions. To help you make the best computer purchase, THE AUCTIONEER asked its computer advertisers for some "buying tips". Deciding on an auction computer deserves a careful look at what's available in hardware and software, what to be wary of, and more.

Professional Auctioneer's Computer Systems

Linda A. McGill

1. Carefully examine each program designed as an auction computer. Don't assume or take a vendor's word for any claimed capability. See it working. Best way is for the vendor to come to you and run your sale for you without obligation to buy.

2. As computer software matures, its problems (some hidden) disappear. You are better off with the company which has the most installations and has been specializing in auction programs the longest. Get references.

3. Spend little time evaluating hardware. It's all alike now. The programs are the key.

4. Don't deal with a "moonlighter." Deal with a real company whose only business is computer programming, and who charges you enough to stand behind the product. People with property to sell can usually find an auctioneer with a low commission, or they can engage an NAA professional to help them. The same holds true with auction computer programs. You usually get what you pay for, no matter what the product or service.

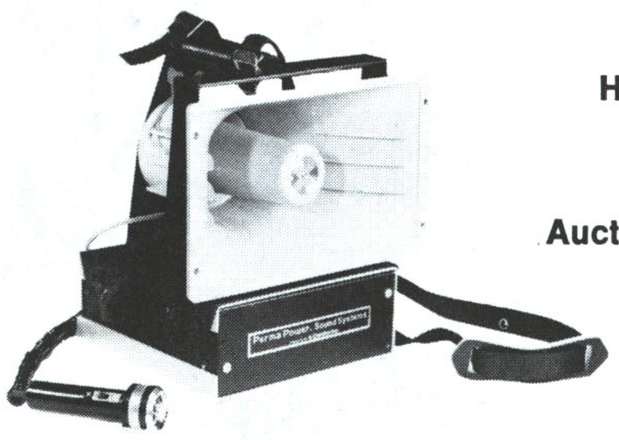
Computer Assisted Business Systems

Harriet M. Finn

1. Together with your clerk and cashier, decide what you want and expect a computer to do at your auction service. Actually write down a list of requirements, adding to it each time you think of some other computer function. Your list should not be prepared in a hurry.

2. A basic list of functions for a computer program (software) should include: number of lots, number of buyers, number of consignors, number of items per invoice, (minimum and maximum required), etc.

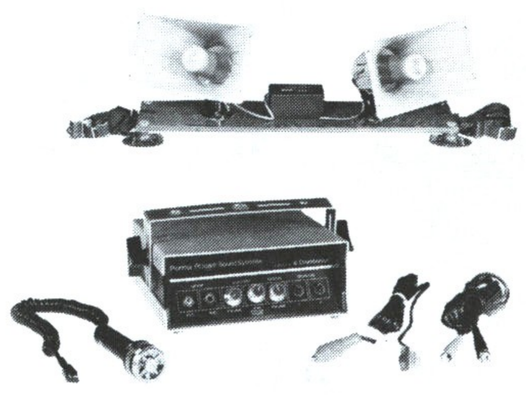
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Needs for computations include: taxes, commissions, deposits, percent of deposits, extensions (unit price times the quantity), group lot sales, buyer registration (before and during the sale), running totals for sales and buyers, etc.

Needs for print-out include: catalog, selling sheets, invoices, consignor reports and tally, buyer tally, recap of sale, purchasers' lists, mailing labels, etc. Also, the ability to make corrections, deletions, and additions at any time is a necessity.

3. When you evaluate the computer hardware, take into consideration portability, serviceability, expandability, and obsolence. Other important hardware factors to consider are what happens if the power mails, customization possibilities, yearly leasing charges, performance history of the computer equipment, and if the auctioneer has someone to learn to operate the system.

4. After you have done your "computer" homework, contact a software company for all their information and a demonstration. You must pick the program and computer that will best serve your needs.

5. Realize that you may have to somewhat alter your usual method of clerking and cashiering. If you're not using numbered buyer registration, you will have to on computer. Also, consider getting only one program up and running, then later, when the operator is more experienced, add other business operations one by one: payroll, general ledger, mailing lists, inventory, real estate, word processing. All functions are added in order of importance to your auction business.

Mimosa Computer Systems

Jack L. Dillard

1. The most important advice I have for the auctioneer to buy hardware and software from the *same* supplier. Everything. There are several reasons: first, technological advances are being made daily in the computer industry. These advances are incorporated into the hardware as they are made. There is the possibility that one of these changes may not be compatible with old software, even though the program was written for that equipment. Second, if there is a malfunction, there should be one source that is intimately familiar with both hardware and software, to pinpoint the problem and correct it. Third, it is too easy for a software supplier to blame a problem on the hardware and vice-versa, if neither supplied both parts of the system.

2. Shop for your software *first.* The program is the most important thing to consider, by far. You can spend $50,000 on hardware very quickly and still have no assurance whatsoever that you are going to have a functional system.

3. Understand what you are buying. If you run into a computer salesman who dazzles you with terms like "bits and bytes," ROM and RAM", "Hexadecimal equations" and other terms totally foreign to you, my advice is to head for the door. I don't care if my car has chrome-plated muffler bearings or not. All I want is to be able to put the key in the slot and have it get me where I want to go. Same for computers.

4. Write down what *you* do in your business. If it is your practice to have reserves, buyers' premiums, sell box-lots, "tie and bind" or other special procedures, then make sure your computer system will do these functions. You are buying a machine to serve you, not a machine requiring you to alter methods that have made you successful. Check your list carefully and be sure your computer will be more than a fancy accounting machine. If many functions will still have to be performed by hand, it may be wise to continue computer shopping.

5. Buy "brand-name" equipment. Make sure your hardware is made by a manufacturer that is established. Service facilities go out of business when the rest of the company does! This is especially true of printers.

6. Be sure your program is "bomb-proof". (Let me explain the term so that I don't violate my own rule #3.) If a program "bombs", you have just lost everything you put in it. Certain programs will call for certain types of input. For example, you may be required to "enter item number". The computer expects to get numbers from the operator. If the operator accidentally starts to type the "description" or hits the letter "I" instead of the number "1", the program can "bomb" if it has not been written to allow for this error.

7. Make sure you can operate the computer. The term "user friendly" is used in the computer

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business to describe a program that guides the operator through the functions. If you have to learn special computer language, or use an elaborate code system to input and retrieve data, it might be wise to look elsewhere.

8. Check the speed (CPS or "characters per second") of the printer. Letter-quality printers do beautiful work, but the only operate in the range of 8-15 characters per second. You need a printer that will print at least 90 characters per second if you want to avoid check-out lines that move at a snail's pace. It's also a plus feature if your printer has single-sheet feed in addition to tractor feed. This permits you to use letterhead or other forms that you may not wish to have printed on tractor-feed paper.

CE Software

Don Brown

1. Find a GOOD dealer. Don't rush into the choice because it is probably the most important computer decision you're going to make. What to look for? A good dealer has to offer training and support; and in addition, service your computer.

Ask around. A good dealer's best advertisement is word of mouth. Ask for a list of customers to contact, because a good dealer always has a list of referrals.

Make sure you get all promises in writing, and be specific. Get a statement saying that you will get so many hours of training, that service will be provided under certain rules, and that a "loaner" computer will be provided under specified circumstances.

2. With your dealer's assistance, determine what you want the computer to do. Decide which computer capabilities you want immediately, and which you want to have in the next year or so.

Pay particular attention to the quantity of information you want to move around in the list-keeping and clerking programs. This will have a major effect on what programs you will eventually pick. If you regularly have auctions with 3000 lots, you won't want to buy a package limited to 1000 lots per auction. On the other hand, if you never go over 500 lots in an auction, you might be paying for power you don't need with a package that can handle 10,000 lots.

You should plan for some growth. Although it's not unheard of for people to use the same computer for years, usually a person will replace their first computer in about two years, and thereafter, replace it every five years. Don't try to get everything at once. Be realistic about your needs, and start out somewhat small.

3. Now that you know precisely what you need your computer to do, begin looking for programs. "Does the software claim to fit my needs," should be the first question to ask.

If it doesn't quite do what you wanted, ask yourself if you really need what it doesn't give you. If you'd hoped that the package would automatically calculate commissions based on $3 per item sold, plus 10% of the sales price, but the package can only use commission as a straight percentage of sales, you might decide you can live with calculating commissions by hand. On the other hand, a package that can't handle as many sales as you have, probably can't be lived with.

4. Once you've found a package that may meet your needs, check it out. The best test, of course, is to have your dealer order it on a trial basis so that you can actually use it without committing the dollars to buy it. I won't go so far as to say that you shouldn't buy from a company that wouldn't give your dealer a trial, but you are being very trustful to buy something without seeing it work.

Even if the package appears to be sound, you also should check out the company that makes it. How long have they been in business? Do they have other software products? Can I call in the middle of the day and get immediate help with my problems? Will they still be there when I have a problem six months from now? If you are putting your business on their product, you definitely have a stake in their future.

5. If you can't find a package that meets your needs, you might consider getting one written specifically for you. "Custom programming," if done right, will perfectly meet your every need because it was designed that way. However, custom programming has many problems.

First of all, it will cost you a great deal of money. It will also take time. Plan on at least three months before it is running perfectly.

Finally, there's some danger about the future. If a problem shows up six months later, you'll probably need to find the same programmer to fix it, and he or she may have left town, or been hired by a different company that wants nothing to do with custom programming.

If you do decide on custom programming, make sure that you've found a competant programmer. Your dealer should be able to recommend one. Again, ask for references.

6. Choosing hardware is fairly simple — you want the hardware that the software needs to run.

Your first concern is a well established manufacturer, one that will not only keep making spare parts, but also new devices and programs. Secondly, what comes with the computer? Several companies offer general programs in "bundling" software capabilities — word processing, spreadsheets, list keepers, etc. Lastly, if you hold auctions at various sites and plan to use your computer, make sure that your auction computer system is as portable as you need it to be.

Buying a computer system is not the easiest purchase you're ever going to make. But take your time, make sure you're getting it from a reputable dealer, and check out everything before you buy it, and you should survive. When it's all over, and you're cranking out letters, reports, and sales, you'll look back and say it was worth it.

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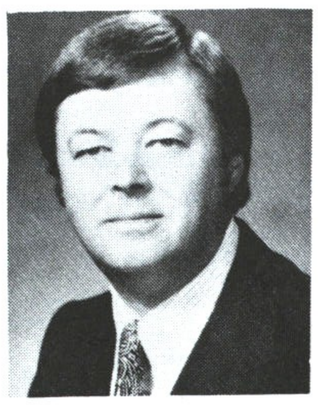
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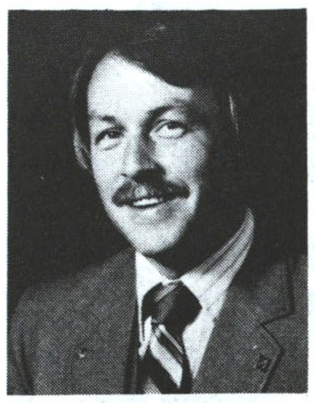


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NAA officer/director articles . . .

Commercial auctions demand professionalism, organization

By Harry A. Anderson, CAI
NAA Director

NAA director Harry Anderson was elected to the NAA Board of Directors in 1981. Anderson Auctioneers, Inc., is located in Georgetown, Pennsylvania, where director Anderson is active in the Pennsylvania Auctioneers Association as its 1981 president. Mr. Anderson is also a member of the Ohio and West Virginia State Auctioneers Associations, and a graduate of the CAI Charter Class.



The commercial auction field is one of the most demanding fields you, as an auctioneer, can enter. Although it is more lucrative than most general and estate types of sales, there is quite a bit more involved in conducting a commercial auction. Above all in the commercial field, you must present yourself as a professional. You will be dealing with top-level businesspeople, bankers, judges, lawyers, and goverment representatives who will be making their decisions on the image you present to the public.

For those of you trying to break into commercal auctions, it is imperative that you begin by making a long range plan. It may take from three to five years for you to establish yourself as a reputable commercial auctioneer. Among the first and best steps to take is to have a good, professional *logo* designed to represent your company. It needs to be neat and attractive. Professional businesspeople will look for an auction firm that is equally businesslike. Utilizing an attractive logo in a professional manner will help identify you within the business community. Once you have your logo, use it. Incorporate it into your advertisements, your business cards, stationery and any other promotional materials.

Meet with your yellow pages representative and design a distinctive ad for the phone directory. Attract the attention of the businesses and professionals in need of your services. I cannot stress the importance of your yellow pages ad. It needs to be as large as, or larger than, that of your competitor, it must be bold, precise and informative without being cluttered. Remember, the business community — including lawyers, judges, and bankruptcy referees, use the yellow pages to find products and services. You will discover, that at first, 70-80% of your commercial auctions will come from your yellow page ads. You will be called by business owners and/or attorneys, bankers, plus SBA and IRS representatives.

Most of the time, when you are dealing with someone other than the actual owner of the business, all legal matters have been taken care of, and you will most likely be free to offer the goods for sale without concern for liens, encumbrances, etc. However, when you are dealing directly with business owners, they may not be 100% honest with you about the financial status regarding liens, encumbrances, bankruptcy proceedings, or whether it is a forced sale situation. I have learned that it is best to discreetly ask clients what the situation is when they do not volunteer the information. Again, clients will not always be straightforward with you. You must check with the County Courthouse to ascertain whether or not they have filed for bankruptcy, or if there are liens against any equipment or property.

The Uniform Commercial Code will hold you responsible for those monies paid to the seller that should have been given to creditors. Several times in the past we have scheduled and advertised auctions then found out that our client was in bankruptcy. If you are not aware of this situation, you must quickly get a court order from the bankruptcy judge allowing you to proceed with the auction. Again, it is ex-

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tremely important for you to check for liens and encumbrances of any type.

Business and commercial auctions are neither as easy nor as passive as typical estate or farm auctions. In commercial work, aside from the concern over the seller's financial situation, you will be dealing with unhappy landlords who have not received their rent for five or six months, the Internal Revenue Service and other taxing bodies, plus creditors who have often not been paid for the inventory and equipment. Therefore when you are called to auction a business, do not promise miracles to the seller. The equipment may be varied, useable in other businesses, and able to command good prices at auction. But on the other hand, the seller may have some items with a high in-place value to only that specific business, and worth little or no value on the open market. Be honest with your sellers and they will not be disappointed with your services.

While you are talking with the seller of the business, can get as much information regarding the equipment to be auctioned. If the seller is a banker, attorney, or someone not familiar with the equipment, you may need to locate the owner or former employee who is familiar with what you have to sell, not only to assist you in identification, but possibly help you prepare for the auction. Trade magazines and catalogs available at the auction site will also help you correctly identify the items to be sold as well as supply you with potential customers for the auction.

Offer you seller a "turn-key" operation. You take care of all preparation for the auction, advertising, inventory, check-out, and cleanup following the auction. Bankers and attorneys, in particular, do not want to bother with these details, and will appreciate the fact that you are handling them.

In scheduling a business auction, try to stay away from busy days for that particular business. Personally, I like restaurant and bakery auctions on Monday or Monday evening, when most of these places are either slow or closed. Automotive dealerships do best during mid-week when the dealers and their respresentatives are less likely to be tied up with customers, and will have more time to attend an auction. Over seventy-five percent of our commercial auctions are conducted outside of normal business hours and start at six o'clock in the evening, usually generating a standing room only crowd.

In advertising a commercial auction, it may be necessary to use national publications to reach the buyers you need. Trade publications are usually best for this, and on occasion, their publishing deadlines are such that you can use them. If this is not possible, you can get a mailing list of prospective buyers, either by outright purchase of one, or by making your own from the phone directory or trade magazines. Regional and local advertising is a must, just hitting the main newspaper in the sale area will not attract a large enough crowd to absorb all the items you have to sell. Use the main papers in the surrounding

Continued page 31

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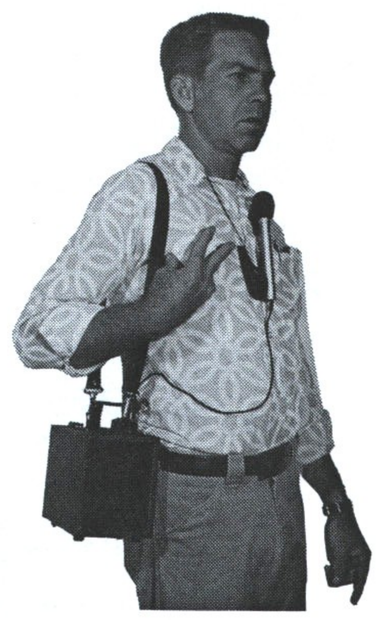
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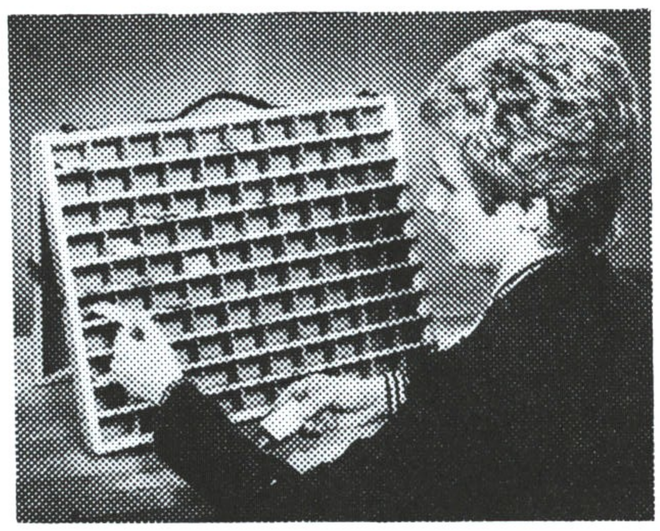
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counties, and don't forget the hometown newspaper. You will need the people from the hometown area to buy the small miscellaneous items in every business.

How you set up the merchandise to be sold will determine your sale order. Every lot needs to be aligned and tagged in the order of sale. It is not necessary to number each and every individual piece of inventory. Group similar materials into lots of two, three, forty, or hundreds, however many there are. Plan to offer them for sale "by each and so many times the money". Multiplying "by the each" will bring in more dollars than selling by the lot or as a group.

As you tag each item or lot for sale, align it and leave it in place. Since it has been identified, it does not have to be moved from that place until it has been paid for and the buyer is ready to leave. Do not hand-out items as you sell them during the auction, but have sufficient check-out personnel on hand to help the buyers get their property. Stress to the buyers that no one is to remove their merchandise without one of your check-out people present. You will have less trouble with items disappearing from the site if you have enough check-out people to secure the premises and assure control of the merchandise.

Your catalog will be your guide during the auction. It is your sale order, it gives descriptions of what is being sold and when. Bidders do not have to be right on top of the items they wish to buy in order to bid. They will be able to tell by the announced lot number that this is the piece of equipfent they have been waiting for. Your catalog, does not have to be fancy or expensive. A neat, orderly, photocopied catalog is not difficult to make up in a day. You can have pertinent data — name of the auction, time and date, terms and conditions of sale, and of course your logo — on the front cover. The inside pages will be used to give a brief description of what each lot consists of. Follow your catalog listing for the sale order as closely as possible. Your catalog will allow the bidder who is interested in lot number 342 (and only lot number 342) to avoid standing and waiting for this particular item to sell. The bidder will be able to leave the premises "take care of business" and return to the auction later in the day.

With each lot identified by number, check-out is made much easier. Your personnel can quickly find the items bought by any one person just by looking at the individual's invoice, then going down the line with the buyer to pick up the items. Check-out on commercial auctions can usually be accomplished one or two days. Occasionally it takes up to five days when there are large items or lots to be picked up and rigging has to be arranged. Have your check-out personnel do a last minute clean-up of the premises, and leave things in a relatively neat condition.

In conclusion, I hope that this article can be of some help to you in handling commercial auctions, by helping you get extra dollars for your next client, and bringing you more auctions.

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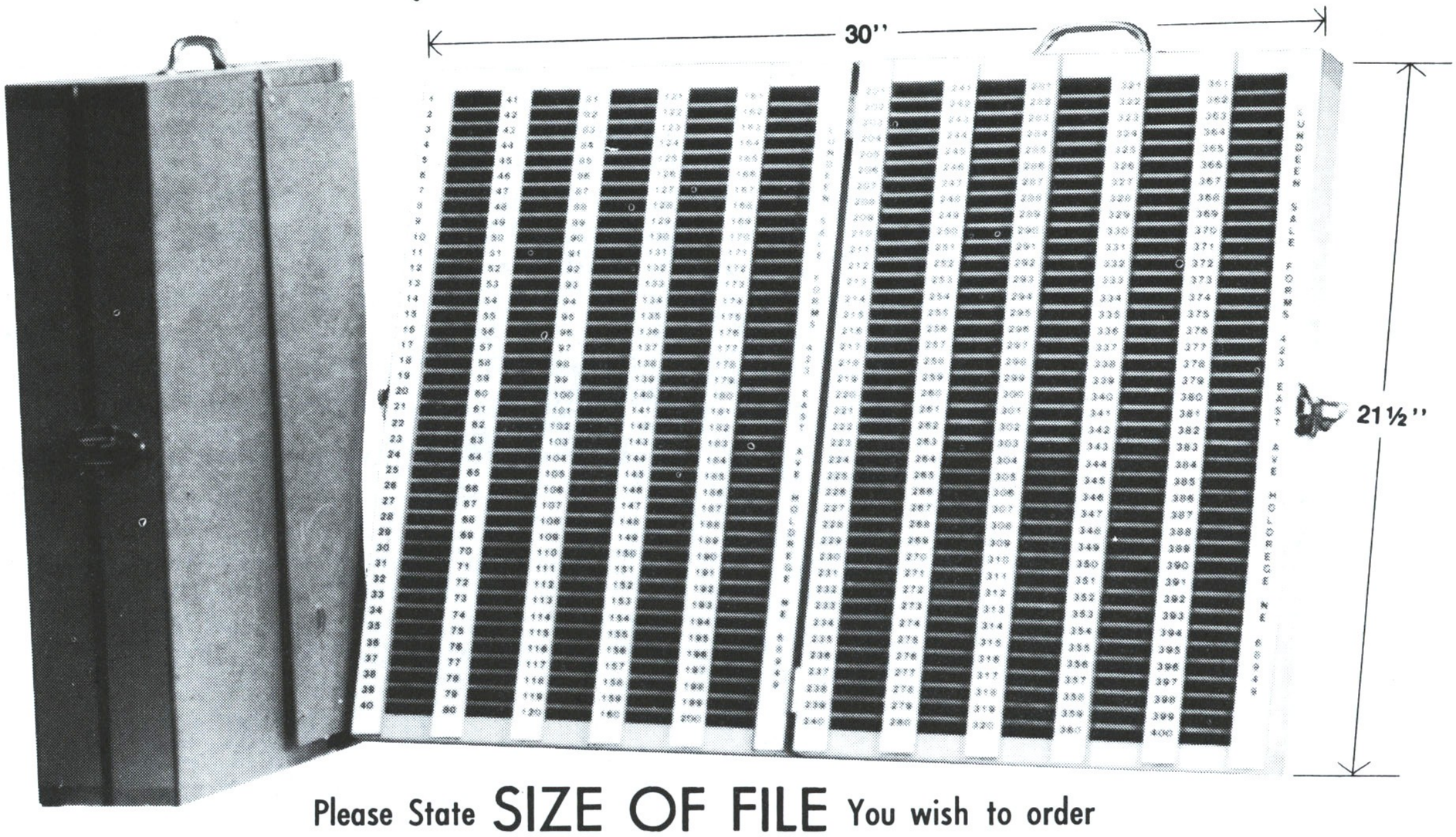
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Commuting in the auction business

By Walter J. "Wally" Laumeyer, CAI
NAA Director

Six years ago, I made the statement at one of the conventions that in two more years I was going to start taking life a little easier. I was 45 years old at the time and was conducting about 200 auctions a year. My friends said I was "nuts", "crazy", and all sorts of things. Well, folks, we have just completed spending our fourth consecutive winter in the sunny, warm state of Florida. (But I spend the rest of the year, and maintain an auction business, in Minnesota.)

People are always asking, "How do you do it? Is 'commuting' really working? How has your business been affected? Isn't it expensive?" In this article, I'll try to answer these questions.

My son, Bob, takes care of the auction business when I'm not around. Yes, we have probably lost some business. However, with the good competition we have today, this was bound to happen. We usually try to schedule the auctions that I'll be helping with during a seven or eight day period. There are times a client will want to talk to me personally, and therefore, our long distance phone bills are larger. In those instances, it is not as convenient as being in the area.

Regarding the financial costs, keep in mind that wherever you live you still have taxes, utilities, and food to pay for whether it is in a warm climate or cold. About the only significant added expense is the actual air fare. I usually make about a trip a month providing we can get the right scheduling for the pending auctions. Recently, I had the pleasure of helping Howard Buckles with a large auction he conducted in Iowa. Little did I realize that the nearest major airline was a three hour drive from Keosauqua, Iowa! I'm now fully aware why Howard owns an airplane.

I'm very fortunate having the two airports I use only a 25 minute drive away, and also have the option of using five different airlines, plus a good selection of departure times.

Fellow auctioneers, many of you actually believe you are too busy to take a vacation, or change your method of operation. Remember, it may be later than you think. TAKE TIME TO SMELL THE ROSES ALONG THE WAY. Hope to see "ya'll" in Houston.



NAA director Wally Laumeyer was elected to the NAA Board in 1981. He is the owner of Wally Laumeyer Auction Co., Inver Grove Heights, Minnesota, operating two auction houses, and selling antiques, autos, business liquidations, and raw furs. Mr. Laumeyer is active in the Minnesota State Auctioneers Association, having served as an MSAA president.

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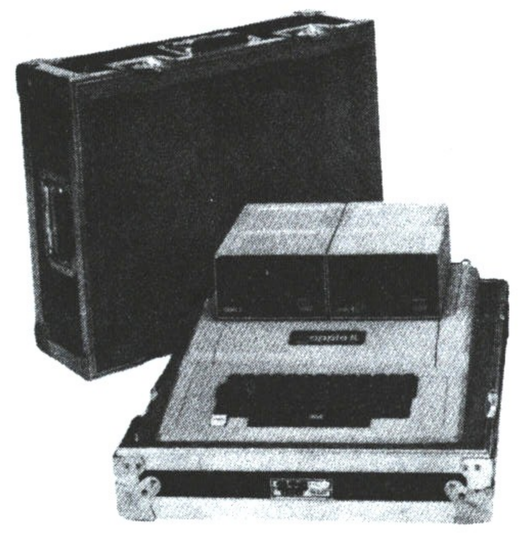
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"Auctions by Family" is company policy

By Louis B. "Benny" Fisher, CAI
NAA Director

As our company name implies, and as is true with so many other of our auctioneer contemporaries across the country, Auctions by Fisher is truly a family business. Problems? Oh, I am sure we have a few, even though I don't know about them, or have forgotten. Ask me about blessings. They're too numerous to count!

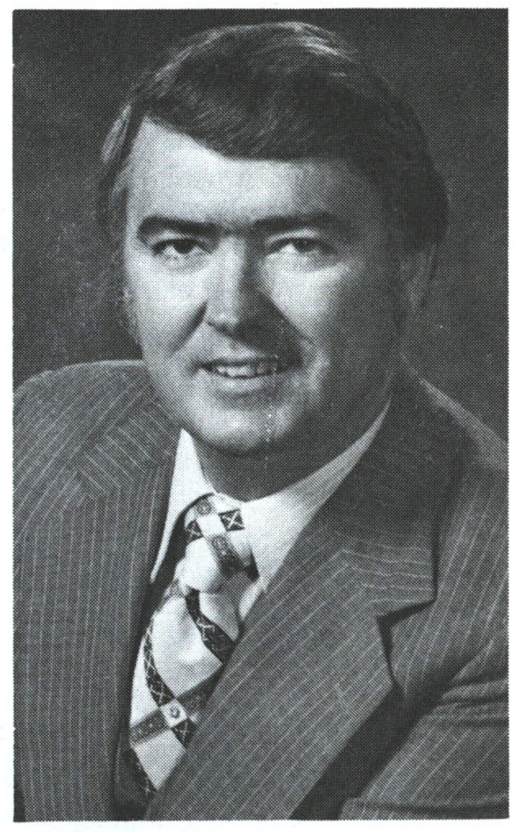
While I am writing these words, I realize that "Happy is the man who can wed the words 'family' and 'business' into a blend of harmony". At Auctions by Fisher, I am supposed to be The Boss (whatever that means). At least they let me believe it. My wife, Barbara, is the appraiser for all personal property; elder son, Louis, and his wife, Mitzi, are both auctioneers; along with younger son, Lamar. Then there is Lamar's wife, Suzan, and although she is employed by a local bank, she's still a very vital part of our team.

We are a full service auction firm, selling primarily real estate and personal property. We also conduct auctions in the settlement of estates and for purposes of business liquidation. At Auctions by Fisher, there are no Big Chiefs, only working Indians all! Whenever possible, we assign given areas of responsibility to certain individuals. One calls on the officers of lending institutions; another on attorneys; one maintains contact with governmental authorities; and yet another covers the private sector of our marketplace.

We have found that nothing establishes credibility like civic, fraternal, and religious involvement within the community. It makes friends — who become clients — and strengthens family ties as well. When we can, every member of our company works every auction we conduct, and participates in every phase of the sale. If someone is absent, things never go as well as if all were present.

You can never have what family solidarity can afford — the singular goal of serving those whom we help when they most need us, with the added advantages of fun and profit. Sold!

NAA director Benny Fisher was elected to the Board of Directors in 1982. He is the sole proprietor of Auctions By Fisher, a firm specializing in the sale of real estate and antiques. The Fisher auction company has two offices in Pompano Beach, Florida, and an office in Hendersonville, North Carolina. Mr. Fisher is also presently serving as a vice president of the Florida Auctioneers Association.



Associate and Affiliate memberships available

Applications already have been received by individuals who are not auctioneers, but associated or affiliated with the auction profession in some manner or another.

Requirements for Associate or Affiliate memberships are similar to Active (auctioneer) membership — the application must be signed by a current NAA Active Member in good standing as the sponsor. It is up to the Active NAA Member to qualify the applicant and to make certain the applicant will represent the National Auctioneers Association well. All Associate and Affiliate membership applications must be signed by the sponsor and the applicant and accompanied by full payment of dues of the applicant.

Associate and Affiliate member applicants must sign the application, which states: "I hereby make application for membership in the National Auctioneers Association. If accepted, I will abide by its By-Laws, support its objectives, comply with the Code of Ethics of the National Auctioneers Association, and pay the established dues."

The following qualifications must be met for either an Associate or Affiliate membership in the National Auctioneers Association:

Associate Membership — Individuals who are employees of active NAA members, but who are not auctioneers, and who support the objectives of the Association, are eligible for NAA Associate Membership. All benefits and educational programs are available to Associate members except the right to vote in NAA elections, and attendance at the Certified Auctioneers Institute.

Affiliate Membership — Individuals who are owners of auction businesses of any type, but who are not auctioneers, or, while not in the auction industry have interest in the auction industry; and who support the objectives of the Association, are eligible for NAA Affiliate membership. All benefits and educational programs are available to Affiliate members, except the right to vote in NAA elections, and attendance at the Certified Auctioneers Institute.

Associate Membership dues are $25 per annum, payable in advance, and Affiliate Membership annual dues are $100, payable in advance. No applications will be accepted unless the applicant is sponsored by a current NAA Active Member in good standing!

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Miami, FL	Ramada Inn—North	16805 N.W. 12th Ave.	January 30, 31, February 1
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Charleston, SC	Holiday Inn—Airport	I-26 & W. Aviation Ave.	February 13, 14, 15
Roanoke, VA	Best Western Coachman Inn	Exit 44, I-81 U.S. 220 North	February 20, 21, 22
Wash./Balt.	Holiday Inn—Laurel	Exit Wash./Balt. Pkwy. @ 198 West	February 27, 28, March 1
Hartford, CT	Ramada Inn—Wethersfield	1330 Silas Deane Hwy.	March 6, 7, 8
Boston, MA	Holiday Inn—Waltham	455 Totten Pond Rd.	March 28, 29, 30
Syracuse, NY	Syracuse Airport Inn	Hancock International Airport	April 3, 4, 5
Pittsburgh, PA	Holiday Inn—Parkway West	Rt. 22 & 30 Montour Church Rd.	April 10, 11, 12
Cleveland, OH	Holiday Inn—Airport	16501 Brookpark	April 16, 17, 18
Detroit, MI	Ramada Inn—Metro Airport	8270 Wickham Rd.	April 24, 25, 26
Columbus, OH	Howard Johnson—North	999 E. Granville Rd.	May 1, 2, 3
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Auxiliary to the National Auctioneers Association

Dear Auxiliary members,

Memorial Day is past, graduation's done, and with the month of July comes NAA convention time. From all I have heard, Houston will be putting it's best foot forward, and we will have a super convention.

For those of you who have never been to the National Convention, you just don't know what you are missing! I remember when Wally went to his first convention in Louisville, Kentucky. He said, "do you want to come along?" My answer was "nope, conventions are mostly partytime, and why spend our hard earned money on that?" Well, Wally came home and announced, in no uncertain terms, that I would be accompanying him the following year to St. Louis. Needless to say, I went and haven't missed one since!

For all of you who think the NAA convention is all funtime, you are very wrong. Oh, yes, there are many chances to socialize and enjoy yourself, but more time is spent trying to help all the auctioneers — whether they are brand new or "old timers" — learn new and better ways to improve their business. This is also an excellent time for the spouses to meet other auctioneer spouses and compare notes, on what we do or can do to help the auctioneers. This is exactly what the Auxiliary was formed to do, and does an excellent job.

Since the NAA convention is family oriented, there are also many children who attend and have formed friendships that no one could possibly put a price on.

Many auctioneer families use this convention as vacation time, because it is a great opportunity to see and visit various parts of this fine country. Also there are events to keep everyone busy. Auctioneer families, maybe because the children are "enlisted" to help at an early age and learn the business from the bottom up. At the convention Fun Auction, it is really great to see and hear some of the younger ones sell. More and more young people are taking interest in all phases of the auction business.

The Auxiliary is geared to help our "auctioneers", and there are many differnt ways we can encourage and help. Any of the NAA Auxiliary officers or members will be more than happy to answer any questions you may have.

Hope to see and meet many of you in Houston!

Joanne Laumeyer, director
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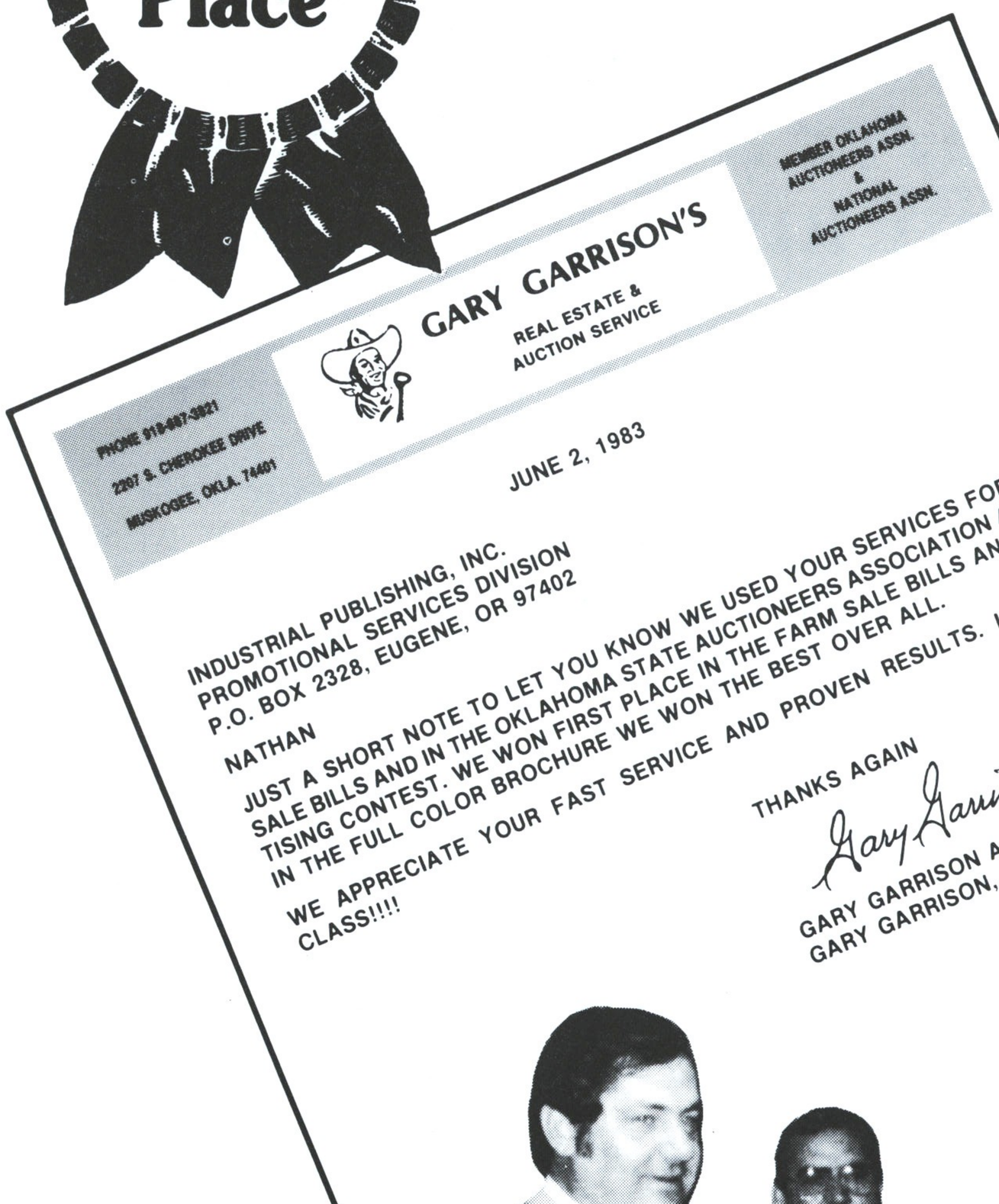
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Computerizing Ducks Unlimited auctions

By Gary Garrison, CAI
NAA member auctioneer
Muskogee, Oklahoma

When a method works, there is sometimes a temptation not to make changes. The auction method, when used, to raise funds for charities or special causes has proven to be extremely successful. But technology now exists to make auctions better. Just as the computer has dramatically improved the efficiency of almost every aspect of commercial life within the past few years, the computer can make the difference for Ducks Unlimited (DU) fund raising auctions.

The computer, whether it is a sophisticated model with numerous special features, or a personal model used at home or in small business, can be incorporated into almost every step of the DU auction. Depending on its availability for a DU chapter, the computer can be used from the planning stages for the event to the final accounting. It can be employed for any single phase of the auction and the possibilities seem almost endless.

The ideal situation would be to identify an auctioneer who does offer a computerized auction service, as many auctioneers now do. That person would not only have the hardware to use for the auction, but also, and most importantly, the software (or computer program), for the trained operator to use efficiently.

In some locations, DU groups have traditionally used the same auctioneer or a club member who acts as auctioneer. Neither one may have a computer. Does that eliminate the possibility of using one? Of course not.

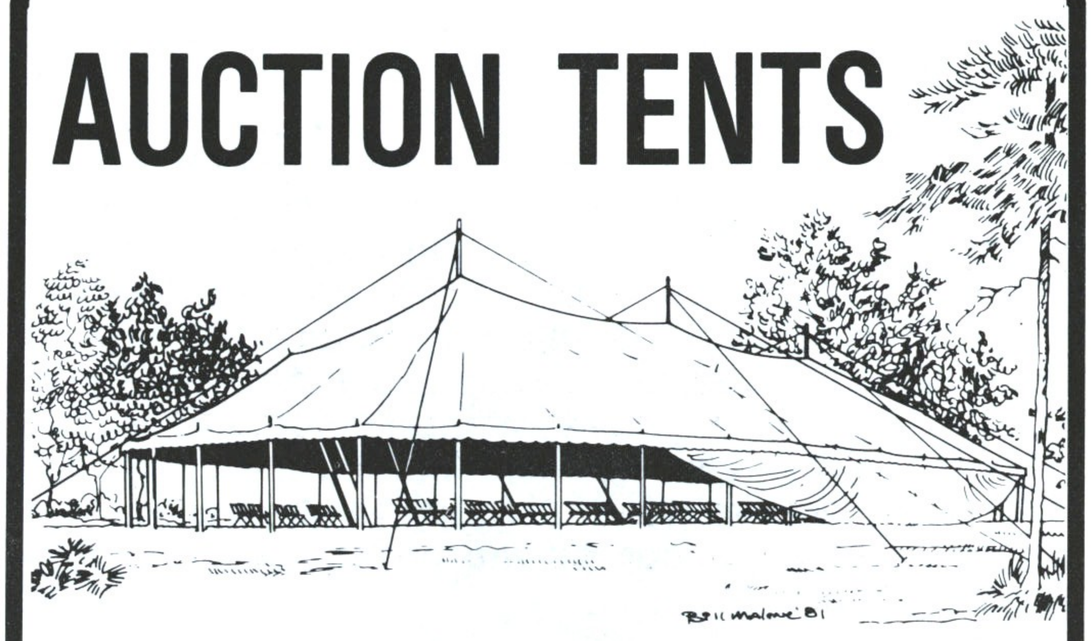
The first alternative would be to ask the veteran DU auctioneer to cooperate with a professional auctioneer who has a computer and an auction computer program. The second choice would be to solicit from DU members, or the community at large, a computer that could be used on a short-term basis. Such a "loaner" might have a computer program that could be adapted for auction purposes.

The sophistication of the equipment and its availability will determine how many aspects of the event can be computerized. A list of the different segments of the auction, and how the computer can be used in each, suggests the many possibilities for improving the DU auction.

1. Member and participant lists. In the early planning stages, lists of members, past participants, and new invitees may be entered in the computer or word processor along with personal information about them (addresses, phone numbers, ages of children who may be Greenwing prospects). Depending on the equipment, this information file may be used to address envelopes, personalize letters, record ticket purchases, or to prepare labels for invitations or post-event, "thank you" letters. The lists may also be on file at the event itself, so auction staff may have the bidder registration numbers paired with names, eliminating the need for time-consuming, sign-in procedures. The "people" lists may be used throughout the event as purchases are made, and afterward for printing out records of purchases and receipts. When bidder registration is completed at the event, a printout can be delivered for all registered bidders — by numbers — so the auctioneer can quickly acknowledge successful bidders from the platform.

2. Donor lists. Past and prospective donors may be entered along with the names of DU members who will make personal contacts. Basic information might include company name, contact person, address of office, address for merchandise pick-

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up, phone number, and past participation record.

3. Merchandise (or services) list. When the donors make their commitments for auction items, that information can also be added to the donor list, making it an inventory list. It can be used to prepare labels for the merchandise (lot numbers), for listing estimated values, and actual sale prices. It can also be used to generate receipts to be given to the donors and to address "thank you" letters. If the merchandise is divided for the auction and related functions — raffle, door prizes, silent auction, etc. — that information may also be included. Furthermore, that list can be used to generate copy for a catalog, containing lists by number, selling order, and/or type of merchandise.

4. Accounting systems. A full service computer set-up can bring together all of the financial information that is critical to prompt and accurate reporting of auction results. Included would be, as mentioned before, preparation of receipts for donors and buyers, statements of total amounts owed, itemized lists of purchases and amount owed, payment status, breakdowns of income by type of sales, breakdowns of payment methods (currency or cash), paid outs, beginning cash in drawer, sales tax (if applicable) and other financial transactions.

Employment of a computer for the accounting system may be the most critical aspect of all. Traditionally post-event financial reports have been delayed by difficulty in reconciling accounts. The computer can virtually eliminate that frustration, as long as all entries have been accurate.

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Use of the computer does not have to be an all-or-nothing option for a DU group. If it is used only before the event — perhaps just for record keeping and preparation of invitation lists — it can remain in the office of its owner. If it is brought to the auction site for use in recording bidder registration numbers, successful bidders, purchase prices, and receipts, it must have a printer. It cannot simply be a keyboard and screen.



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Auction school profile: Mendenhall School of Auctioneering

Located near Winston-Salem, North Carolina, the Mendenhall School of Auctioneering, High Point, trains auctioneers under the direction of NAA member and former director **Forrest Mendenhall, CAI.** The school instructs new auctioneers in the areas of real estate, livestock, auto auctions, tobacco, and antiques auction houses, following guidelines set by the Licensing Board of North Carolina. Most students attend Mendenhall as a result of being referred to the school by a former graduate.

Requirements for graduation from Mendenhall School of Auctioneering include: a minimum class attendance of 80 hours; passing test grade of 75 or above; plus demonstration of the ability to conduct an auction. School president Mendenhall explained to THE AUCTIONEER that the school's program assures a competent auction because the staff works with the students on a one-to-one basis. Also, students are actually graded day to day. If a person needs additional help, two-four instructors are on hand to provide special instruction.

Classes in recent years have increased in size, with men and women students ranging in age from 15 to 70. Average age for a Mendenhall graduate is probably 35-40 years old. Forrest Mendenhall noted that prospective auctioneers attend the school looking for a second income, making career changes, plus moving up to auctioneer in an established auction company. People have attended from all walks of life — retired doctors, attorneys, ministers, registered nurses, car salesman, even a tribal chieftan from Nigeria. Approximately 10-12% of a given Mendenhall class in recent years has been female students.

According to Forrest Mendenhall, the auction profession has "great future. The better job we do as instructors as auction school operators, the better auctioneers they will be when students finish. We take a lot of pride in trying to train students to the best of our ability, by continuing to learn ourselves. At present, four of our instructors including myself have completed CAI." The Mendenhall School of Auctioneering future looks equally great, he continued, "because today, better educated, more experienced people are becoming auctioneers. It's no longer the country boy who dropped out of school and things, 'well at least I can become an auctioneer. Today, we're working in a profession. But of course, no business is any any better than the people who operate it.

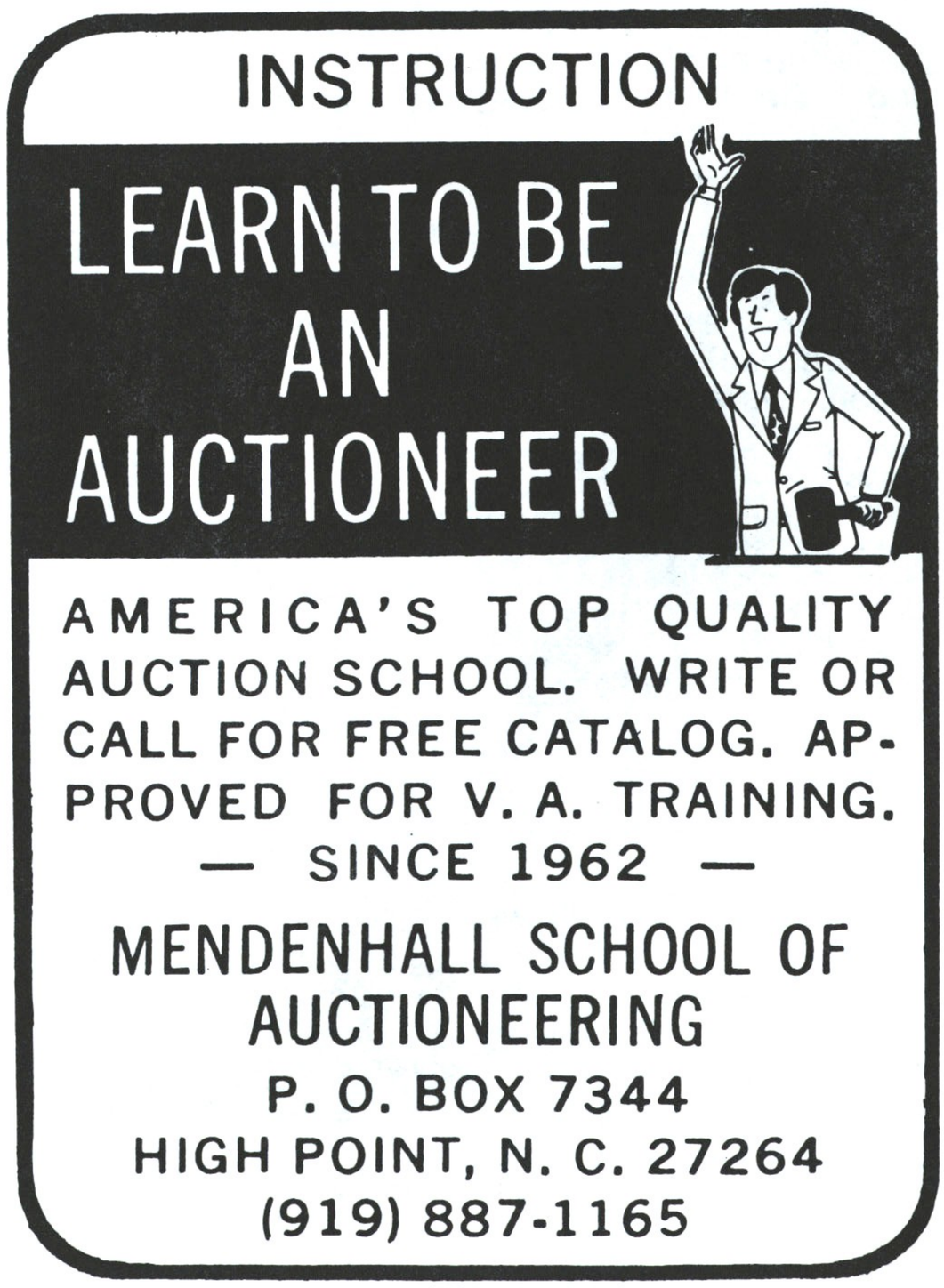
Employment opportunities for Mendenhall students after graduation are good. The school program is approved by the Veterans Administration, and surveys its graduates every two years. The school must show a 50% or above employment in the auction industry; and the last VA survey showed that 75% were



SCHOOL ADMINISTRATIVE STAFF includes, from left, David Blake, Betty Jo Mendenhall, seated, Anne Carter Myers, Doris Andrews, and Forrest Mendenhall.

in the auction profession in one way or another. That is one of the strongest selling points of the Mendenhall program, "graduate employment and how they are getting along with the auction," according to Forrest Mendenhall.

Instructors at Mendenhall School of Auctioneering are recruited for their success in chosen fields of



auctioneering. Explained Mendenhall, "the school is in an auction oriented part of the country, drawing instructors from top auction people."

Mendenhall faculty experienced, successful

NAA member **James Owen, Jr.,** Pinehurst, North Carolina, has instructed the "general and specialty auctions" course at Mendenhall since 1978. From 1971 to 1981, Jim owned a real estate and auction company in West Virginia. Having sold that business, he now auctions for a Dallas, Texas, firm conducting oil field and heavy equipment auctions, even in Saudi Arabia.

Owen's business background particularly qualifies him to teach at auction school, he explained, "because when I came out of auction school I did establish my own business. I feel I can convey to students many of the shortcuts they may need to establish themselves as auctioneers." Jim looks forward to his teaching at Mendenhall, and schedule his auctions accordingly.

In recent years Owen has encountered more auction school students particularly interested in real estate; also a marked increase in more real estate professionals already in business seeking auction education. He assures himself of a competent, qualified Mendenhall graduate by working with other instructors to "establish the right ideas with students. Give them our ideas that we feel are the best they can use." Instructor Owen learns from his teaching experience because students will sometimes ask questions which need researching. That "keeps him on his toes", and it's also good for his auction business.

As an instructor, Jim Owen emphasizes to students the need for auction professionalism plus NAA and State Auctioneers Association membership.

Students from business backgrounds

THE AUCTIONEER interviewed three Mendenhall School of Auctioneering students during the May, 1983, term. One of the students comes from an auction background, the other two from varied business experience.



STUDENTS AND SCHOOL PRESIDENT — from left, students Deborah Harris, Austin Roy Baker, and president Mendenhall.

Douglas Rowell, 41, Charlotte, North Carolina, owns a small company in Charlotte, selling textile factories and equipment. His firm uses a variety of selling methods to market the plants and machinery, but will also utilize the auction method of selling in the future. He chose Mendenhall because of its reputation and location.

Deborah Harris, 26, Atlanta, Georgia, is the daughter of NAA director Ronald C. Harris. She has worked in real estate, retail management, and her father's auction business for about 10 years. She will return home to book commercial auctions as well as do charitable and benefit auctions for Atlanta women's organizations.



IN THE MENDENHALL CLASSROOM, from left, students Carol Hardaway, and Paul E. Sigrist, with instructor and NAA member Jim Owen.

Austin Roy Baker, 50, Stewartstown, Pennsylvania, is originally from London, England. After 20 years in British television and eight years as a magazine editor, he attended auction school to go into partnership with a real estate broker. Both Harris and Baker were referred to the school by former Mendenhall graduates.

When THE AUCTIONEER visited Mendenhall School of Auctioneering in May, the class numbered 62 graduates from 14 states across the country. The next Mendenhall term will be August 1-12, 1983.

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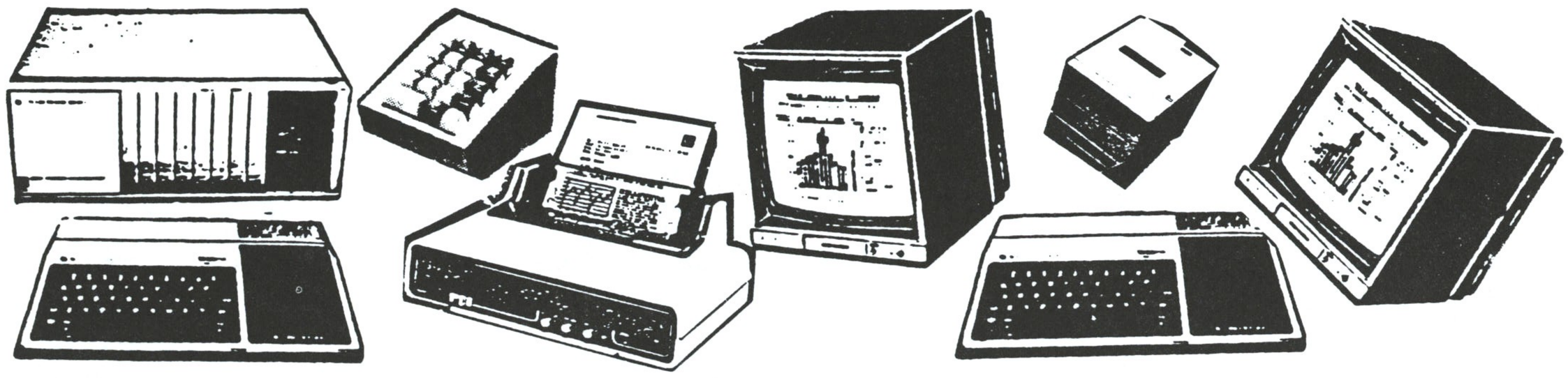
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Benefit auctions for church and police groups

NAA members **Fred Barck,** Vermillion, Ohio, and **Jim Wagner,** Lorain, Ohio, teamed up in April to raise close to $15,000 at two benefit auctions in Vermillion. The first sale was for a local Catholic school education endowment fund, netting the church nearly $10,000. Later that same week, the two auctioneers sold for the Police Explorers Club, raising almost $5000 for that group.

Among the items auctioned for the church were fishing trips, restaurant meals, a week's vacation at a Florida condominium, and the opportunity to throw a pie in the face of a local football referee. The pie brought $150. Nearly 400 tickets were sold for the church auction at $3 each, with complimentary wine, beer and cheese.

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Items sold for the police organization included meals, fishing trips, a keyboard organ, and old Cadillac that was donated immediately prior to the sale. This was the second annual auction that Wagner and Barck had conducted for the police.

Both benefit auctions were covered by local newspapers, the PHOTOJOURNAL, and VERMILLION FREE-PRESS.

Printing plant auctions not always "bleak affair"

An article in the April issue of PRINTING IMPRESSIONS magazine described the auctioning of a printing company that had declared bankruptcy,

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liquidating the presses and all other equipment. The article did not represent the auction method in the most positive light. Headline and subheadline read, The Dream Shattered, Pieces Fall to the Highest Bidders: "It was over, finally. In their last act of allegiance, they'd answer phone calls for just a few hours more. They could be excused for referring to the callers as 'scavengers'."

However, a sidebar to the article gave NAA member **Bill Fox,** Baltimore, Maryland, a chance to represent printing company auctions from the perspective of the auctioneer.

The Auction Process

The prospect of auctioning off a printing plant and its contents needn't always be a bleak affair.

So says Bill Fox, board chairman of Michael Fox Auctioneers, Inc., a Baltimore-based commercial/industrial auction firm which lists printing auctions among its specialties.

Fox maintains that *unforced* auctions are becoming increasing popular among printers.

"We're finding that many businesses with equipment to sell are turning to us as a *first* resort," he says. "The auction can benefit both buyer and seller. It provides a means for turning machinery into quick cash, and saves time by bringing together all the potential buyers at one time."

Fox says buyers get to compete in a controlled setting, in which all bidders play according to the same ground rules. Potential buyers are given a chance to bid what he terms a "fair price," rather than have to contend with a price inflated by a seller, for whatever reason.

"Buyers frequently come away from these things amazed at the bargains available," he says.



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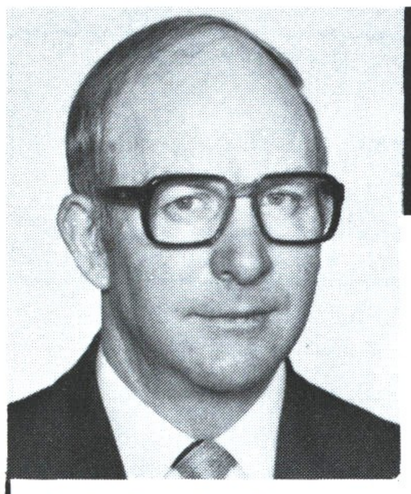
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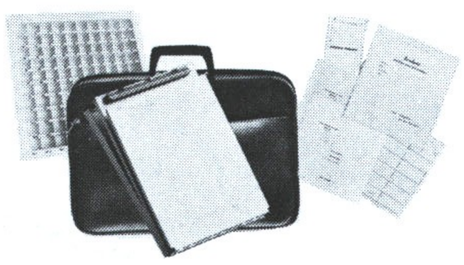


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Douglass, Kansas. The sale took place at the Harley Hotel, St. Louis, April 8-9.

At auction were choice cut glass and art glass pieces from four collections. High selling items included an extremely rare (pictured in "Rarities in American Cut Glass") Wheat Pattern punch bowl and underplate by Hoare, $3500; an 18" lamp, Strawberry and Hobstar cut base, with mushroom shade, purchased at auction in 1974, sold again for $2000; and a 14" Autumn Season tankard, with an unusual and rare mold, RSP mark, $3100. Both days of the auction drew capacity crowds.

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Doll, toy auction in Iowa

For NAA member **Gene Harris,** Marshalltown, Iowa, quantity and quality marked a doll-toy auction conducted at his Antique Auction Center in March. The sale may be one of the largest of its kind for the midwest, in excess of 250 lots numbering over 1000 pieces, attracting buyers from several states.

High selling items included a mechanical wind-up pull toy of a doll on a monkey, 20" x 27", $2000; a rare, 1920, 5" bisque character doll marked "DiDi", $1050; and a 40" bisque head marked "20, Walkure Germany," on a beautiful composition body, brought $1200. Auctioneer Harris was assisted by his NAA member son, **Tom Harris,** for the day long, well attended auction.

Auction for United Cerebral Palsy

NAA member **Randy Fleming, CAI,** Lincoln, Nebraska, conducted the Bob Devaney Benefit Auction for United Cerebral Palsy, in February. Mr. Devaney is a sports celebrity in Nebraska, having coached the University of Nebraska football team to national championships in the 1970's.

The auction was the tenth annual for the charity, and raised $5400. Among the items sold was an autographed Nebraska football, $350; a lady's diamond ring, $875; and a one-week stay in a condominium in Hawaii for $575.

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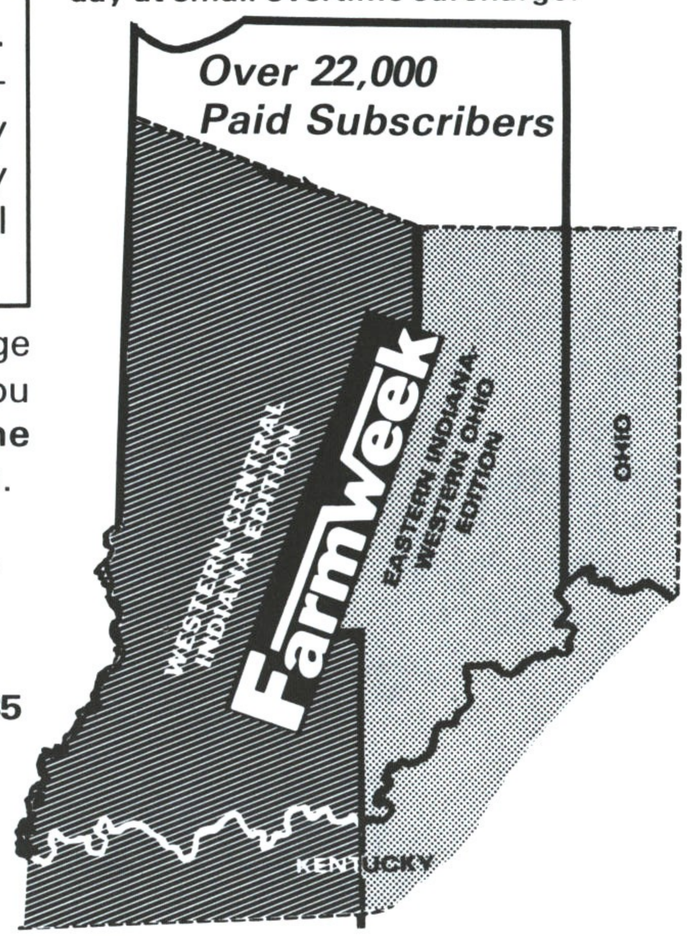
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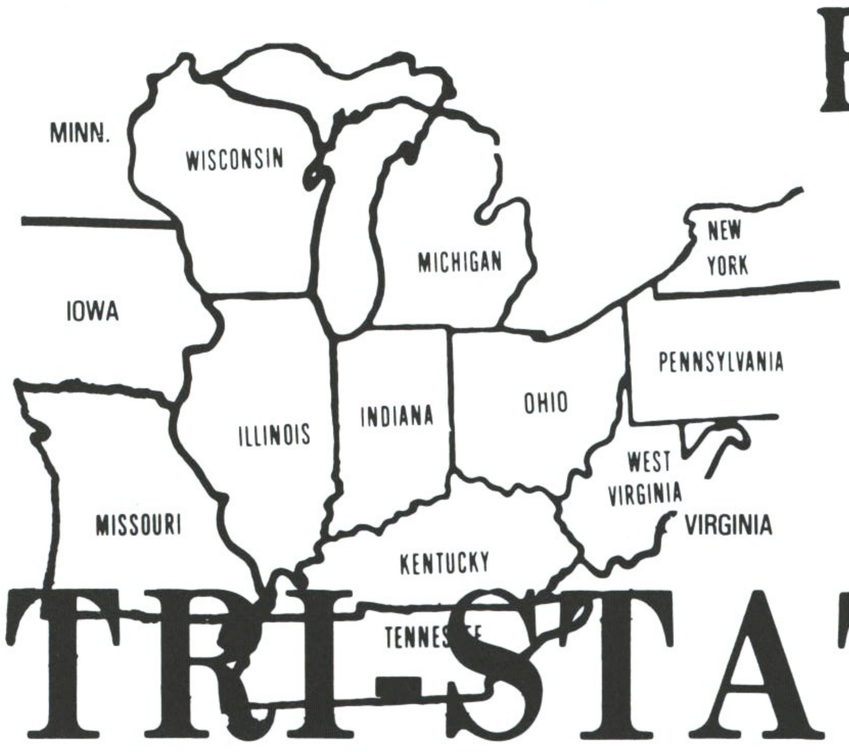
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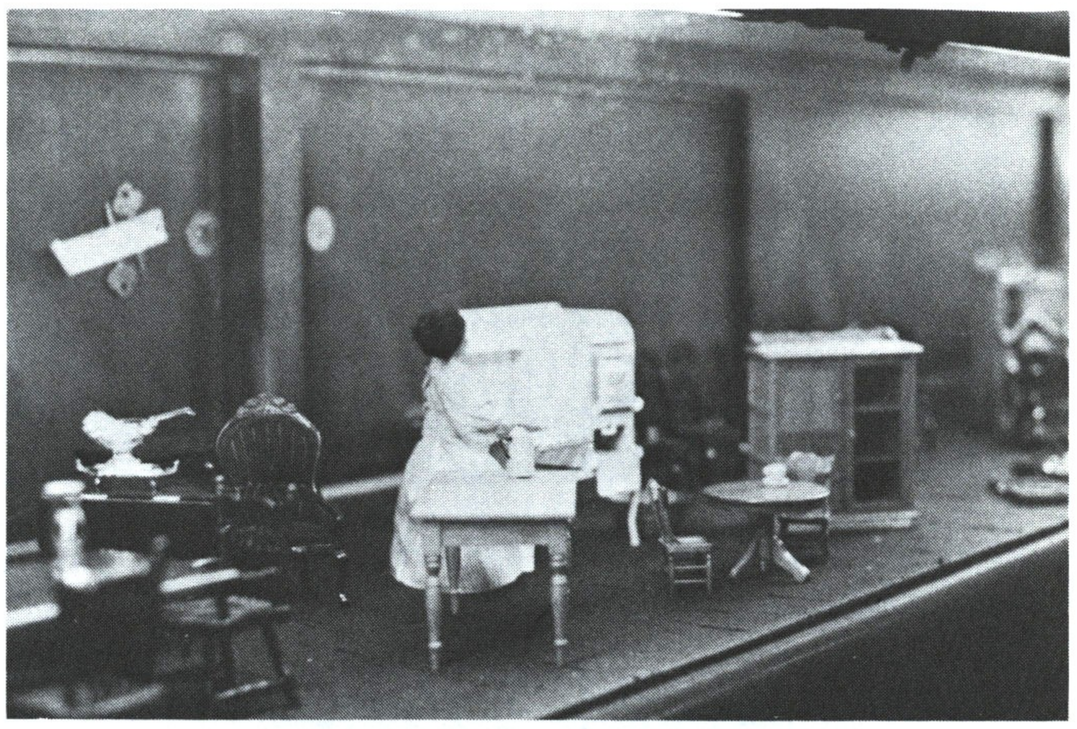
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Miniatures auctioned with television

How do you auction 2500 items small enough to furnish a doll house? That was the challenge to NAA members **Mark** and **Jim Hunter**, Council Bluffs, Iowa, in April, as they liquidated the inventory of a store that only sold doll house furnishings and figures. Many of the items were handmade and of exceptional quality.

The auction was held in the ballroom of a Best Western motel. The items videotaped with a special camera lense, then shown on color television monitors around the room. The auction began at 6:00 pm, lasted until 1:00 am, and sold all of the merchandise. Media television coverage was received from two stations in nearby Omaha, Nebraska.

According to Mark Hunter, "if anyone is going to have an auction of small items, the TV camera with monitor is an excellent tool."



SEEN ON TELEVISION monitors around the room, doll house miniatures, above, were videotaped with camera equipment, below.



DOLL HOUSE AUCTION BIDDERS filled motel meeting room to bid on miniature items at Hunter auction.



Auctioneer buys coffin, doesn't expect skeleton inside

The initial shock may have been pretty trying, but the publicity was good for his auction business. NAA member **Gene Glover,** Shepherdsville, Kentucky, found a skeleton in a coffin consigned to his auction by an Indiana storage company. Three newspapers covered the event, plus all three local television stations, with followup coverage by two of the stations at his Saturday night auction. Of course, there was standing room only at the auction, after a week of mystery surrounding the find.

The skeleton was in a shambles — bones missing, some tossed at random in the coffin which had never been buried. Closer examination by a forensic anthropologist revealed candle wax on the skeleton, and a right arm that had been rebuilt for movement. The remains consisted of two separate persons, the skull of a 25 year old man who died in the 1950's and the skeleton of a 9-10 year old girl from the 1920's.

But how did parts of two skeletons in a five-foot coffin end up in a storage company warehouse, and almost find their way into Gene Glover's consignment auction?

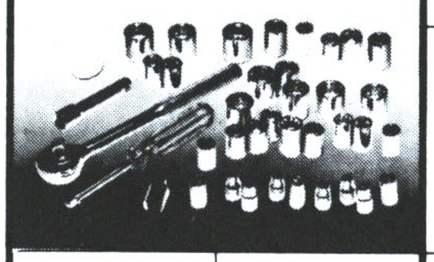
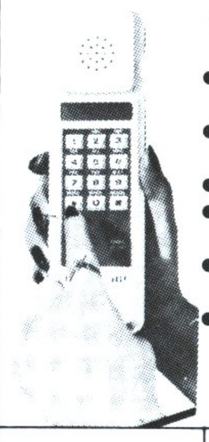
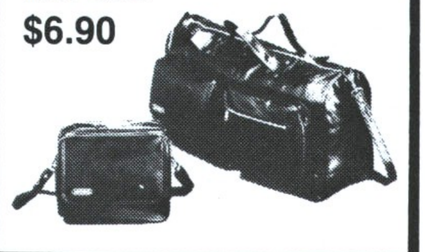
The coffin and skeletons were traced to the Thomas English Elks Lodge No. 1510 in New Albany, Indiana. An Elks spokesman told the news media that the skeleton was purchased 25 years ago from a total stranger, and used as part of an initiation ceremony.

"Foul play," police and medical examination officials asked? They concluded that the bodies were either medical school cadavers or robbed from a family crypt. Still, no one knows for certain because the identities cannot be accurately determined. What about the Elks lodge which once owned coffin and skeleton? It's now closed and out of business.

An era in American typewriters ended recently when the last manual typewriter made in the United States clattered off a Smith-Corona assembly line in Cortland, New York. The company's supply will last for a few months, and certain Japanese and German firms will continue making manuals. However, that American manual typewriter in your auction may be worth a little more simply because they will no longer be produced in the U.S.

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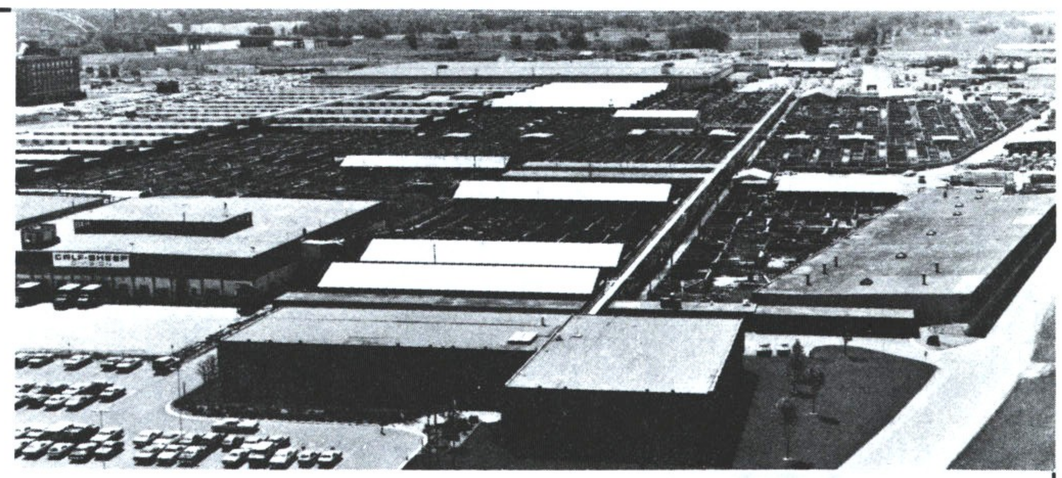
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Frank Lloyd Wright windows set record at Christie's

Actor Jack Nicholson and comedian David Brenner were among the bidders at a Christie's New York auction in May, featuring two stained glass pieces by the famous architect, Frank Lloyd Wright.

The "Tree of Life" window and "Tree of Life" door were from the Darwin D. Martin house in Buffalo, New York, designed by Wright. The door sold for $110,000 to a private collector in California; the window sold for $41,800, also to a private American collector.

The Martin windows are considered Wright's most important "Prairie" period windows and are second only to the Avery Coonley Playhouse windows in terms of rarity and importance.

Because of the success of the windows in the auction, the executor of the Martin estate has asked Christie's to sell the remaining two doors and one window from the house in Buffalo. These will be offered in Christie's December sale of Important Arts and Crafts, Art Nouveau and Art Deco.

McCormick YMCA sold at auction

Former NAA director **John Horton, CAI,** Huntsville, Alabama, auctioned a local landmark in May — a YMCA donated in 1915 by Virginia McCormick, daughter of Cyrus McCormick, inventor of the reaper. Two local buyers purchased separate parcels of the 1.98-acre property for a combined price of $103,000.

The two-story building and swimming pool sold for $42,000, with the area zoned light industrial. Six lots, formerly used as playing fields, sold for $61,000. The new owner intends to develop condominiums on the property. More than 50 people attended the auction.

Boot Hill Museum auction brings serious buyers

Boot Hill, located in the famous western "cowtown" of Dodge City, Kansas, was once again the scene of competition, this time between auction bidders instead of gunslingers. Conducting the auction was NAA member **Leroy Reinert,** Dodge City.

The sale was held to liquidate surplus items from the Boot Hill Museum; and the auction drew a very active crowd. Registered buyers were from Kansas, Michigan, Iowa, Missouri, Oklahoma, Texas, California, and Arkansas. One inquiry was received from England.

Prices received included: Double Dewey Slot Machine, $15,200; Mills Double Violano-Virtuoso automatic music machine, $13,750; Mills Single Violano-Virtuoso automatic music machine, $4,750; Nelson-Wiggen Style 5X Orchestra music machine, $7,300; Seeburg Style K music box, $6,300; and Mills Novelty Slot machines, $950 to $1,300 each.

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Iowa estate auction draws buyers from 13 states

An April estate auction held in a National Guard Armory in Washington, Iowa, attracted buyers from 13 states to attend the two-day event. The auction was arranged and conducted by NAA immediate past president **Howard Buckles,** Keosauqua, Iowa, assisted by NAA member **Steve Greenfield,** Des Moines. Daughter Diana Buckles helped at the auction which received excellent newspaper coverage in COLLECTORS JOURNAL.

High selling items included quilts which sold for $850-$1025; a three-corner cupboard, $1900; walnut china hutch, $900; and a dry sink brought $950.

More than 800 people attended a Thursday night viewing, with nearly 300 bidders registering both days of the auction. Often the crowd reached over 500, filling the armory to capacity.

You may have to sell one at auction someday — vegetable greenhouse grows the crop without dirt. The roots hang down in mid-air, and are fed nutrients and other plant requirements in a mist. In some cases, the yield per quarter acre with this method doubled the traditional method.

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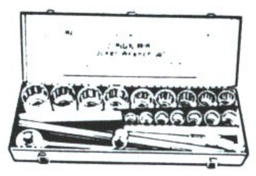


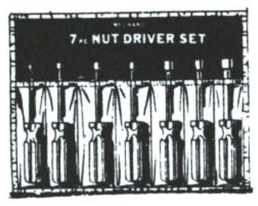
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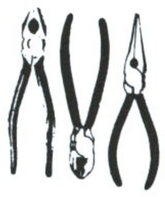
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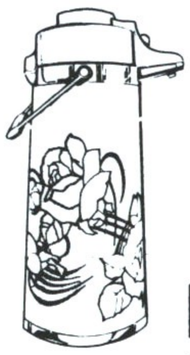


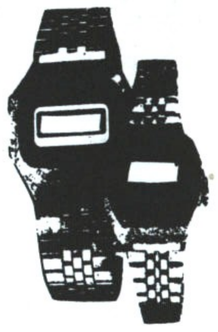


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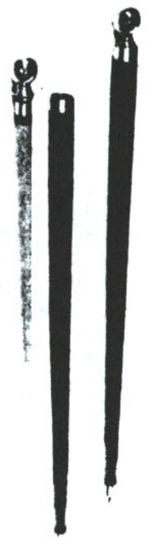
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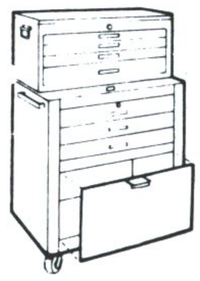




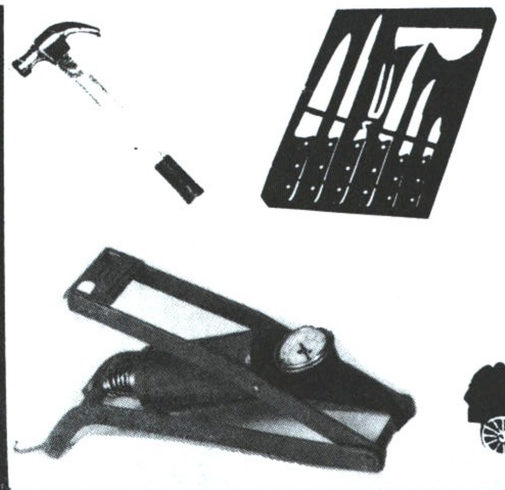


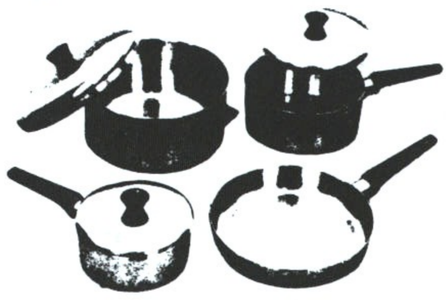
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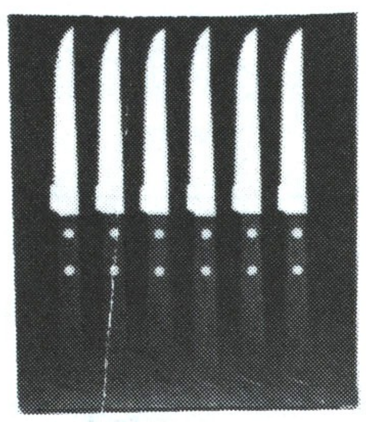


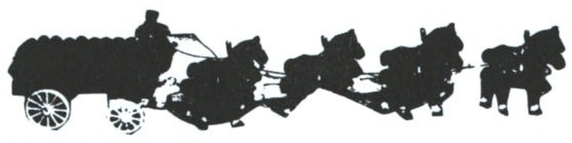












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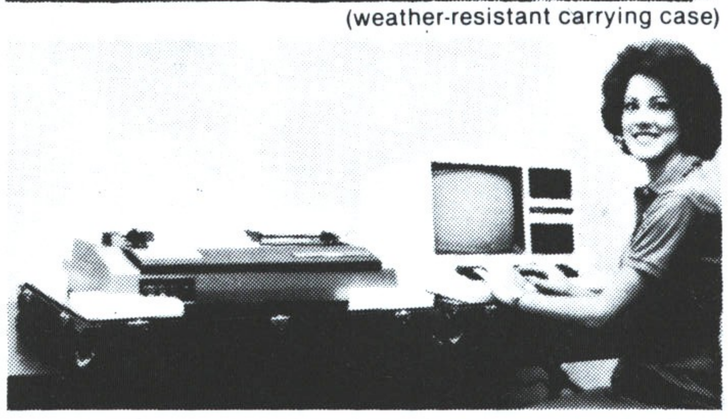


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Big fish generates publicity for auctioneer

You're a semi-retired auctioneer wintering in Florida and a guest aboard your boat, Hi Bid, lands a 215-pound (possibly record setting) tarpon fish. Needless to say, the episode and picture make for great newspaper coverage. That's exactly what happened in June, to NAA director **Wally Laumeyer**, Inver Grove Heights, Minnesota.

Jackie Dotseth, a Menomonie, Wisconsin, Town Council member was fishing with her husband, John, along with auctioneer Laumeyer in his 26-foot boat. Seas were rough, and many other fishing vessels in the area had returned to shore. The big fish struck a little after noon, and a battle continued for an hour and a half.

Dotseth's tarpon may be the largest ever caught in Florida by a woman. She missed the women's all-tackle world record by only six pounds, and the world record for the tackle she was using by less than four pounds. "There's another member of the council who claims to be a great fisherman," she explained, "and he's always showing a picture of his catch of 13 trout — the bag limit is 12. Wait until he sees my fish."

Covering the adventure of boat skipper Laumeyer and his fishing guests was the FORT MYERS NEWS-PRESS.



FLORIDA BIG FISH flanked by Jackie Dotseth, who caught the 215-pound tarpon, and NAA director Wally Laumeyer who captained the boat for the catch.

Satisfied client, back in "those days"

The following article was submitted to the Georgia Auctioneers Association office by veteran NAA member J. L. Todd, Rome, Georgia. Reprinted with GAA permission.

Soon after I began helping my father in the auction business, I learned the importance of marketing sales creatively and effectively. We had signed a contract with Mr. Glen Hayes in Polk County to sell his small farm, because he had decided to buy another farm more to his liking.

A popular method of advertising an auction in these days was to put up tree signs. "Tree signs" were poster-size cards nailed on trees or poles in the area near the property to be sold. One day I was busy posting signs in the Cedartown area when I heard someone behind me reading the sign out loud. "Small farm, 160 acres, nice home, barn fenced, picturesque setting with beautiful stream."

He cleared his throat and said, "Little Todd, that sounds exactly like what I'm looking for when I sell my farm. Where is it?" I looked around and in surprise said, "why, Mr. Haynes, that *is* your farm."

He walked away, and a few days later we held the auction before a good crowd. The property brought much more than Mr. Hayes had said he wanted.

When all the bidding was done, we went to Mr. Hayes to confirm the sale, and he said "Todd, if I go to the bank get the money to pay your full commission, will you let me keep my little farm? And that's exactly what happened — a unique, but true auction story".

You may encounter this when settling an estate — video taped wills. A New York based company, for a fee of $350, will video tape you reading your will. The fee also covers a legally witnessed document making the tape admissible to probate.

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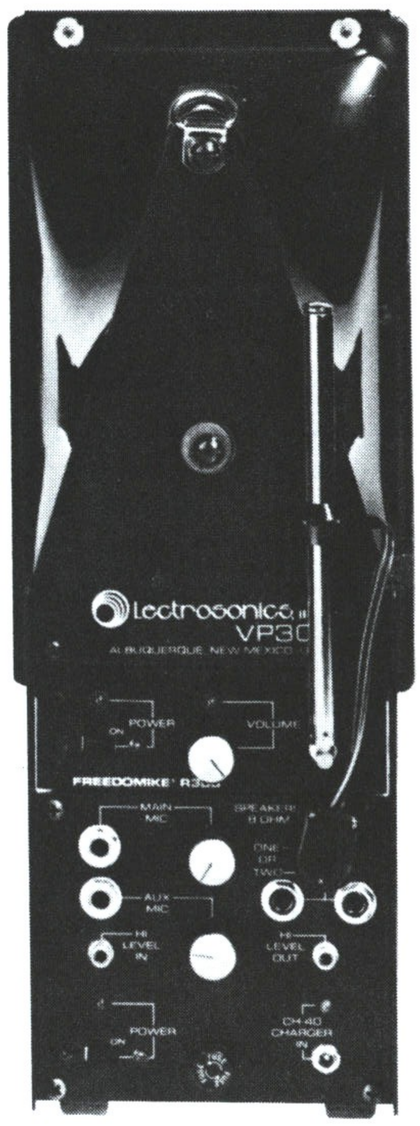
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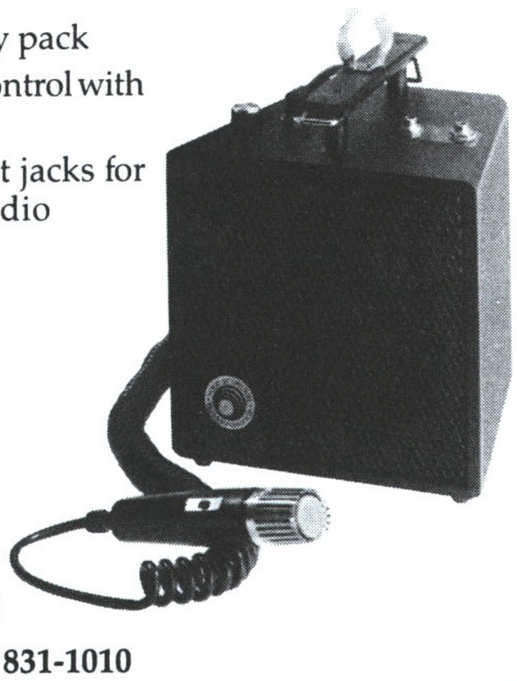
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MSAA elects Dale Vaughn president

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Osage Beach, Missouri — The beautiful Missouri Ozarks provided a scenic setting as the Missouri State Auctioneers Association held its annual Spring Convention, May 7-8, at the Holiday Inn, Lake Ozark.

Gary Ryther, CAI, and Dale Vaughn, CAI, were convention chairmen for the event that drew auctioneers and their spouses from across the state.

Vaughn, Independence, was installed as the new president of the group, on Sunday afternoon as the convention wound to a close. He was handed the president's gavel by out-going MSAA president Larry Fosnow, Windsor. Also elected were James Cornell, Columbia, first vice president; John Campbell, Higginsville, second vice president, and Doran Livingston, CAI, Willard, secretary-treasurer. One-year directors are Gary Ryther, CAI, Excelsior Springs, and Clarence Gary, Odessa. Two-year directors are Brent Voorheis, CAI, Harrisburg; Larry Atterberry, Columbia, and Clay Hunter, CAI, Sikeston. Three-year directors include out-going president Fosnow, along with Roy Schroff, Herman and Billy Long, Springfield.

Having served the past three years, Glenn Binger, Blue Springs, Allan Elliott, Neosho, and John Wagster, Broseley, left the MSAA board.

Seminars were an important part of the convention both days. Included were "Clocks and Watches" by David Seay, Manhattan, Kansas; "Coins" by Troy Snelling, Excelsior Springs; "Ethics in the Auction Business" by Harvey McCray, NAA executive vice president; "Real Estate at Auction" by NAA president Rex Newcom, CAI, and a program by the Missouri Highway Patrol, given by Col. Howard Hoffman and Lt. Ralph Biele, Public Information Officer.

Among other guests was Howard Buckles, Keosauqua, Iowa, NAA immediate past president. Rex Newcom was the Sunday luncheon speaker.

Highlighting the Saturday portion of the program was the annual "Fun Auction" which produced spirited bidding and many humorous moments as each auctioneer sold an item. Denny Hilton's Country Shindig entertained following the "Fun Auction".

KAA meets in Bowling Green

The Kentucky Auctioneers Association met for its annual convention, April 17-18 at the Holidome in Bowling Green. The highlight of the meeting was the appearance by "America's Favorite Auctioneer", Leroy Van Dyke, as the Sunday night entertainment.

Sunday's educational segment was conducted by Henry Dickinson and Ray Buckberry, a bankruptcy trustee and real estate attorney respectively, on the legal aspects of bankruptcy and the Uniform Commercial Code.

The annual Fun auction was a rousing success and featured a Bid Calling Contest which produced father and son winners in the senior and junior divisions, Wayne and John Kessler. Attendance at the

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Grand Banquet was at an all-time high of 238.

Monday morning's program included Kentucky's own Wayne Kessler and Rufus Hansford, both finalists in the World Tobacco Auctioneering contest, conducting a bid calling seminar. NAA president Rex Newcom presented a very informative program on farm and farm equipment auctions which was received well by all. Nick Snow from England spoke on British car auctions merging with U.S. car auctions. NAA director Hugh Miller was the featured speaker at the noon luncheon. Awards presented during the convention included the annual "Hall of Fame" award to J. O. Briggs, plus golf and billards tourney awards.

At the annual business meeting, Steve Lewis was elected 1983-84 KAA president; Rufus Hansford, president-elect; Frank Crain, vice president; and Phyllis Jett. secretary-treasurer. New directors are: Ray Hammonds, Ron Kirby, and Chuck Layne, immediate past president. Ron Kirby also served as convention chairman with the assistance of Tommy Hunt, program chairman.

$10,000 paid for gun collection

NAA member **Bill Rager,** Warren, Ohio, sold small bits of history in April — 54 weapons in a gun collection 150 years old. For security reasons, Rager declined to name the person whose collection was auctioned, other than to say that the man had died in recent months. However, the auction was covered by two local newspapers.

Among the 33 long rifles and 21 handguns high prices included $950 for a 1790-1830 Samuel and Walley Kentucky Flintlock with tiger maple stock and brass trim; and a German Luger sold for $850. The crowd numbered about 100 for the sale held in an auditorium.

Here's one of your auction markets — approximately 2.4 million farms in America according to the USDA. Most of those farms are in eight states with Texas leading the list followed by Missouri, Iowa, Illinois, Minnesota, Kentucky, Tennessee, and Ohio.

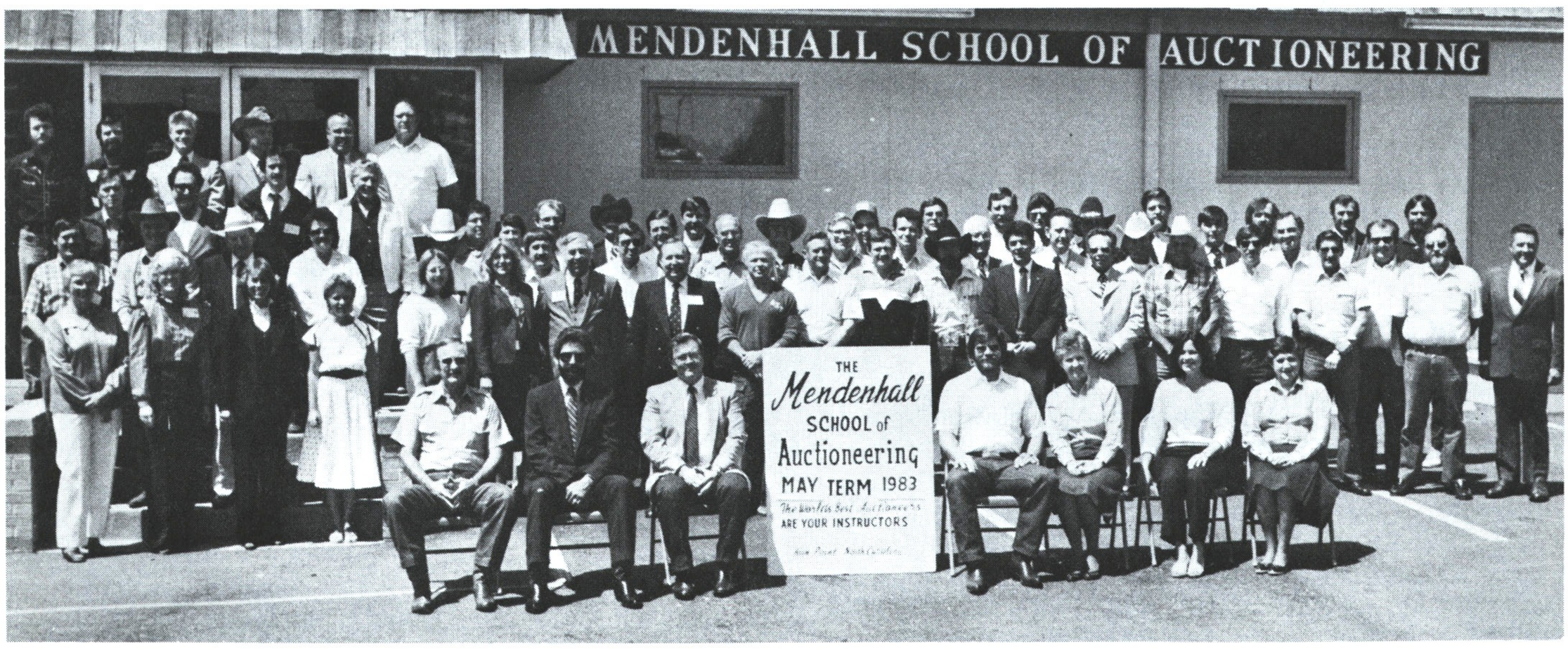
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A salesman returned home one night to find the whole house in a mess. Astounded, he asked his wife, "What on earth happened?"

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REPPERT SCHOOL OF AUCTIONEERING, December, 1982, class of 49 students. Instructors seated from left Ed Sprunger, Daniel Burry, Henry Barnell, president Phil Neuenschwander, Q. R. Chaffee, Paul Martin, and Gene Slagle.



MENDENHALL SCHOOL OF AUCTIONEERING, May term, 1983. Seated from left, instructors Bill Yonce, CAI, and Jerry King, president Forrest Mendenhall, CAI, assistant David Blake, and secretaries Betty Jo Mendenhall, Anne Carter Myers, and Doris Andrews. Instructors not pictured. Stony Bolton, Joe Byerly, Harold Craven, Herman Crawford, Morris Fannon, Nick Fisher, Larry Hedrick, Jake Horney, George Jones, Bill Lanier, Archie Moody, CAI, Phil Viviano, Jim Owen, Dan Williams, and Carson Womack.

National Auctioneers Week Proclamied

Massachusetts



RECOGNIZING AUCTIONEERING'S CONTRIBUTION to the business community of the Commonwealth of Massachusetts, Governor Michael S. Dukakis declared National Auctioneers Week. Standing behind the governor, from left, Massachusetts State Auctioneers Association vice president Robert L. Potvin, NAA member Ron Maynard, MSAA president Paul Dias, Roy Tate, and Representative Henry Grenier.

Virginia



GOVERNOR CHARLES S. ROBB not only signed a proclamation for National Auctioneers Week, but also signed the auctioneer's Registration and Certification Act in March. Standing, from left, Virginia Auctioneers Association president Gaines Dickenson, CAI, chairman of the VAA Legislative Committee, Vince Kopek, CAI, VAA director Lionel Reynolds, CAI, Bernard Henderson, Department of Commerce, Guy Townsend, VAA vice president Jack Peoples, George Daniels, CAI, and Virginia Senator Walker.



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North Dakota Auctioneers Association, Inc. — President: Dennis Bengtson, Lansford 58750. Secretary-treasurer: Jean Helgaas, 614 15th St. SE, Jamestown 58401, phone 701-324-2995. Executive secretary-treasurer: Kay Aldinger, Cleveland 58424, phone 701-763-6262.

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Oklahoma State Auctioneers Association — President: Perry Wiggins, 2109 W. Garriott Road, Enid 73768, phone 405-233-3066. Secretary: Ray Patterson, 113 N. 9th, Frederick 73543, phone 405-335-2320.

Oregon Auctioneers Association — President: Len Zakula, 2010 N.E. 201st, Troutdale 97060, phone 503-667-2628. Secretary-treasurer: Paul Spence 20051 S.E. Bornstedt Road, Sandy 97055.

Pennsylvania Auctioneers Association — President: Paul Ranck, * 88 King St., Turbotville 17772. Secretary: Kerry A. Pae, CAI, Box 339 L.A. Carr Lane, R.D. #1, Dauphin 17018, phone 717-921-8181.

Rhode Island Auctioneers Association — President: Jack Martone, 64 Spencer St., West Warwick 02893, 401-826-1564. Secretary: Richard Martone, 72 Calderwood Dr., Warwick 02886, phone 401-739-8698.

South Carolina Auctioneers Association — President: Larry J. Meares, P.O. Box 57, Pelzer 29669, phone 803-947-9460. Secretary-treasurer: Warren Wilson, Rt. 2, Box 20, Greer 29651.

South Dakota Auctioneers Association — President: Rich Penrod, Gettysburg 57442, phone 605-765-9221. Secretary: Kenneth R. Jark, RR 1, Box 66, Stratford 57474, phone 605-225-1828. Executive Secretary: Lucy Fischer, Long Lake 57457.

Southern California Auctioneers Association — President: Al Lowy, 770 Fairmont Ave., Suite 101, Glendale 91203, phone 213-245-7777. Secretary: Maury Slavkin 6860 Canby Ave., Suite 118, Reseda 91335, phone 213-873-6871.

Tennessee Auctioneers Association — President: Bruce F. Har- * rell, P.O. Box 1235, Morristown 37814. Secretary-treasurer: Danny D. McDonald, 101 Stark, Greenbrier 37073.

Texas Auctioneers Association — President: Ken Espensen, 614 No. 10th Street, McAllen 78501, phone 512-687-5117. Secretary-treasurer: Paul Henry, 7173 Lehman, Houston 77018, phone 713-688-6688.

Utah Auctioneers Association — President: Glenn Short, 250 E. 6790 S., Midvale 84047. Secretary: Jan Tiedemann.

Vermont Auctioneers Association — President: Thomas Hirchak, Jr., RD 3, Cadys Falls, Morrisville 05661, phone 802-888-4662. Secretary: Charles M. Barsalow, 175 Main Street, Milton 05468.

Virginia Auctioneers Association — President: Gaines Dickenson, Route 3, Box 83, Castlewood 24224, phone 703-738-9230. Secretary: Barry Cole, Route 2, Box 218, Hardy 24101.

Washington State Auctioneers Association — President: Ed Williams, Box 35, Sunnyside 98944, phone 206-837-6502. Executive secretary: Ken Maurer, P.O. Box 2662, Pasco 99302, phone 509-547-5538.

West Virginia Auctioneers Association — President: Roy Clark. Secretary: Bob Mills, P.O. Box 3261, Morgantown 26505, phone 304-292-7286.

Wisconsin Auctioneers Association — President: Paul Conrad, * Route 1, Westby 54667, phone 608-534-4552. Secretary: Robert Massart, 2545 Finger Road, Green Bay 54301, phone 414-468-1113.

** Indicates a reciprocal membership agreement between the state association and the National Auctioneers Association.*

Auctioneers Association of Canada — President: Karl S. Zajes, Box 157, Warburg, Alberta TOC 2TO, phone 403-848-2508. Secretary: Ken Knight, Winnipeg, Manitoba.

Auctioneers' Association of Alberta — President: Jim Schlenker, 68 Craven Pl., S.E., Medicine Hat TIA 7TI, phone 403-427-2414. Secretary: Nora M. Schmidt, 1104 Ranchlands Blvd., Calgary T3G 1G5, phone 403-239-0801.

Two auctions by Woody

Over 800 items were sold in a two-day auction, March 25-26, in Danville, Kentucky. Manager for the auction was NAA member **John Woody,** Douglass, Kansas; and NAA member **Danny Irvin,** Lancaster, Kentucky, was the auctioneer.

The sale was the liquidation of a private collection, plus items from the collectors' antique shop: glass and china, primitives, coins, fine furniture, R. S. Prussia, lamps, guns, Depression Glass, and more.

High selling items included a mahogany display cabinet with two-piece bow glass ends, mirror back, glass shelves, carved columns with galley, 78" wide, $900; a rosewood Etergere, 52" x 86", with white marble, eight shelves and center mirror, $1450; and a rare walnut corner cupboard, two-piece with 12 blown glass panes in the top doors, base with one drawer, secret compartment, double doors, and very ornate trim, $1000.

An earlier, March Woody auction featured 400 pieces of Carnival glass, with collectors from several states attending in St. Louis.

A collector from Minnesota submitted nine write-in bids for this auction and was successful in her bid for a six-inch Cosmos bowl, in green, $30.

Top selling items were a pipe humidor in green, $3500; a rare Farmyard Plate in amethyst, $8000; and a very rare Hobstar and Feather 14 piece punch set with Fleur de Lys interior, marigold, $1400.

The federal government's arrears cost private suppliers $375 million a year, says the National Manufacturers Association. NAM wants federal agencies to pay an interest penalty on late bills.

AMERICAN BUSINESS

According to a 279-market survey, a supermarket checkout counter racks up a 3.75 times more profit than products in other areas. Checkout items contributed only one percent of the stores' profits, but only took up 0.26% of the total floor space.

AMERICAN BUSINESS

Auctioneers' reputations precede them. Intelligent, hard hitting, provocative and direct, you're often imitated, but never duplicated. Call more and more on your untapped talents and energies; they are boundless. The more you try, the more you will develop your real abilities and possibilities.

There is no limit as to what can be accomplished by alert, tenacious, unwavering effort. You will have the satisfaction of work well done, the thrill of bigger undertakings ahead, and the satisfaction of progress and achievement.

B. G. Coats

State Association Conventions — Dates and Locations

Convention Dates	State association	Hotel/motel and city	Convention chairman or state association secretary
July 9-10	North Dakota	Medora	Jean Helgaas
July 27-30	**NAA Convention**	**Shamrock Hilton, Houston, Texas**	
November 6-7	Illinois	Holiday Inn, East Peoria	Harlan Henderson
November 12-13	Iowa	Red Fox Inn, Waverly	Margaret Bloomer
November 13-14	Indiana	Indianapolis Airport Hilton	Herman Strakis
December 4-5	Tennessee	Holiday Inn-Briley Parkway, Nashville	
January 14-16, 1984	Ohio	Stouffer's Dublin Inn, Columbus	Byron Dilgard
April 29-30	Kentucky	Lexington Marriott Resort, Lexington	Wilma Atherton

State auctioneers associations provide the above dates, cities, and meeting facilities for their conventions. For more information about the above meetings, contact the respective state association directly.

Pressed glass patterns

To assist with the identification of pressed glass patterns, the following names and dates of circulation were submitted by NAA member B. G. Coats, Rumson, New Jersey.

Actress (circa 1872)
Argus (circa 1860)
Art (circa 1890)
Beaded Loop (circa 1906)
Budded Ivy (circa 1870)
Cable (circa 1850)
Cane (circa 1879)
Chain (circa 1880)
Cordova (circa 1890)
Cottage (circa 1870)
Delaware (circa 1899)
Dewey (circa 1898)
Dot (circa 1878)
Eureka (circa 1880)
Fan (circa 1880)
Fine Rib (circa 1880)
Flute (circa 1850)
Grape Band (circa 1850)
Greentown (circa 1890)
Hand (circa 1880)
Huber (circa 1860)
Ivy (circa 1885)
Lattice (circa 1880)
Leaf (circa 1880)
Lion (circa 1880)
Ohio (circa 1875)
Pavonia (circa 1885)
Plume (circa 1874)
Rosette (circa 1865)
Sheraton (circa 1880)
Snail (circa 1885)
Sprig (circa 1885)
Swan (circa 1880)
Texas (circa 1900)
Viking (1880)
Waffle (circa 1865)
Wild Flower (circa 1880)

Last time you read the UCC?

Okay, when was the last time you read the Uniform Commercial Code as it applies to auctioneers? To assist members of the Oklahoma State Auctioneers Association in answering that question, the OSAA published applicable sections of the Code in its January AUCTION-AIRE. At right is the UCC page from that publication. How do the sections compare with the UCC in your state?

In Memoriam . . .

WILLARD R. WHITEHEAD

An NAA dues statement was returned to the headquarters office, with a note from Mrs. Whitehead, that her husband, NAA member Willard Whitehead, St. Cloud, Florida, died from cancer, April 27, 1983.

Confused by Yellow Pages size "specs"? The first thing to remember is that Yellow Pages display ads are sized by *Picas* not *Inches.* If your ad is designed one or two *picas* off, it can cause you problems. The publisher may have to reset your ad, possibly changing the design, etc.

Are you aware that because of varying *Directory Sizes* a Double Half Column ad may appear as a Quarter Page in one book (a 4-column directory), or as a Half Page in another book (a 2-column directory)? Did you know that a Double Quarter Column ad and a Half Column ad are virtually the *Same.* The Half Column is *Verticle;* the Double Quarter Column is *Horizontal.* Half Column ads are not usually available in three, four, five-column books, while Double Quarter Column ads are seldom available in two-column directories.

Here's a tip. If you are on a *National* program, your advertising agency should be familiar with size specifications for all publishers. Work with them to pick the correct size to fit your needs. If your program is on a *Local* basis, question your local salesman to make certain the size you *Want* is the size you *Order* (your program may necessitate working with several local salesmen, each from a different publisher with varying size specifications).

Valentine-Radford's YELLOWGRAM

Booster Club

The NAA members and friends whose names appear within their respective states have each contributed $10 to have their names appear four times annually (January, April, July and October) in support of THE AUCTIONEER magazine.

ALABAMA

C. A. Cole—Tuscaloosa
John A. Gonder—Birmingham
Daniel Holland—Rogersville
John P. Horton—Huntsville
Kenneth R. Jones—Birmingham
J. Craig King—Gadsden
Norman D. Richardson—Pleasant Grove
Ray Webster—Guin

ALASKA

Homer R. Beedle—Juneau
J. H. Bolt—Anchorage
Andrew S. Hess—Anchorage

ARIZONA

Dr. J. Otto Berg—Flagstaff
Richard C. Coleman—Tucson
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Adriel C. Modglin—Apache Junction
Donald J. Parker—Phoenix
Paul B. Perry—Mesa
Pete Schultz—Scottsdale
Edward Short—Phoenix
Ray Spires—Phoenix
John W. Whisenant—Phoenix
Merle Yoder—St. Johns
David Yoke—Glendale

ARKANSAS

E. J. Cossey—Little Rock
Dalton Dailey—Little Rock
C. J. Henson—Rogers
Ray Hightower—Little Rock
W. K. Murdoch—Mountainburg
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CALIFORNIA

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Edward A. Cannell—Oakland
Dean Cullum—Chino
Keith Cullum—Pomona
Marsh Dozar—Beverly Hills
John Eubanks, Sr.—Port Hueneme
Anthony Fratantoni—Chatsworth
Klavs H. Gade—Solvang
Nelson A. Geiger—W. Sacramento
Mike Hoch—Mira Loma
Don Johnson—Arcata
Robert W. Kolak—Roseville
George Krone—Woodland Hills
Enid C. Laws—Santa Clara
Donna Lewis—Red Bluff
George Liebscher—Witter Springs
L. D. Pollom—Hemet
Ronald C. Reed—Santa Clara
Lupe Rodriques—Fullerton
Dell Shuffield—Yuba City
Stamper Skeeters—Santa Margarita
Ruth M. Smith—Santa Clara
Steve Van Gordon—Campbell
R. S. Wells—Sylmar
Bob Young—San Jacinto

COLORADO

Paul G. Griess—Loveland
Don Haswell—Brighton
Cookie Lockhart—Steamboat Springs
Si Lockhart—Steamboat Springs
Jack Salisbury—Ft. Collins

CONNECTICUT

R. J. Cameron—S. Windsor
Phil Jacquier—Norfolk
David Josko—Fairfield
William J. Josko—Southport
Richard Mather—N. Granby
Fred R. McGhee—Morris
John McKale—Wilton
Dean A. Moore—Old Lyne
Joseph Pari—Hamden
Frank Perry, Jr.—Hartford
Wesley Sager—Trumbull
Norman Sweedler—Hamden

DELAWARE

Crawford Carroll—Dover
Riley Jefferson—Lincoln

DISTRICT OF COLUMBIA

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Michael Weschler—Washington
William P. Weschler—Washington

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George Henry Blythe—Vero Beach
William Catlett—Jensen Beach
W. P. Drake—Port Charlotte
Al Fichtner—Daytona Beach
Lamar P. Fisher—Pompano Beach
L. B. "Benny" Fisher—Pompano Beach
Mitzi Anderson Fisher—Pompano Beach
William Foster—Palm Beach Gardens
Jim Gall—Miami
Fred Hullett—Miami
Jeanette Leach—Miami
David Matchett—Thonotosassa
Paul D. May—Miami Shores
A. R. McGowen—Mt. Dora
Robert C. Moates—Naples
Al Pieper—Davie
Richard Rosedale—Miami
Cliff Shuler—Titusville
Vince Simmons, Jr.—Lakeland
Charles Smith—Mary Esther
James S. Spiteri—Ft. Pierce
Jay Sugarman—N. Miami Beach
Robert Sugarman—N. Miami Beach
Bruno G. Ugarte—W. Miami

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Red Fleming—Hartwell
Henry D. Goforth—Louisville
Ron Harris—Atlanta
Wayne Stowe—Canon
Barbara Suarez—Atlanta
John Suarez—Atlanta

HAWAII

Steven Rosen—Honolulu

IDAHO

Irvin Eilers—Kimberly

ILLINOIS

Dennis Aumann—Ohlman
Nelson E. Aumann—Nokomis
Edward Barauskas—Elmhurst
Sheldon Cantor—Chicago
Nevyln Christeon—Berwyn
Gail Cowser—Glasford
Carl Dabbs—Putnam
Maurice Estes—Godfrey
Mike Fahnders—Pekin
Art Feller—Cissna Park
William L. Gaule—Chatham
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Gordon Greene—Chicago
Henry Hachmeister—Pecatonic
Don Hall—Rochelle
Paul W. Hodson—Flat Rock
Doyne Lenhart—Georgetown
John F. Miller—Rockford
Thomas Panouses—Lincolnwood
Dick Powell—Rushville
Geary A. Roberts—Joliet
Richard S. Rosedale—Winter Park
Richard L. Samples—Jacksonville
Tom Sapp—Springfield
Paul E. Simmons—Jacksonville
Carl Steck—Maguon
Kenneth Surdell—Elmhurst

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Tom Dunlevy—Jeffersonville
Floyd Fletcher, Jr.—Salem
Harvey C. Lambright—LaGrange
Melvin Powers—Poseyville
Noble Ratts—Whitestown
Bus Retmier, CAI—Indianapolis
Fred Sayre—Valparaiso
Roxanne Sayre—Franklin
David D. Taylor—Indianapolis
John E. Yager—Spurgeon
John E. Yager, Jr.—Lynnville

IOWA

Don Bielenberg—Schleswig
Park Bingley—Knoxville
Melvin R. Boyer—Dewitt
Ronnie L. Brown—Rembrandt
Paul Callahan—Crescent
Shan Campbell—Fairfield
Jerry Carpenter—Ottumwa
Steven Greenfield—Des Moines
Robert Hayes—Libertyville
Donald Jobe—Des Moines
Merlyn Krukow—DeWitt
Larry Kruse—Marengo
Dewayne Peterson—Laurens
Max E. Reno—Keosaugua
Jim Rhodes—Melbourne
Jim Smith—Des Moines
Dilman Stock—Hampton
Larry Woods—Blue Grass

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Dave "Doc" Smith—Duplessis
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George Martin—East Lebanon

William F. McKinnon—Cornish
Morgan Willis—Eliot

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Michael A. Conover—Westminster
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Eston H. Hoffman—Frederick
George C. Hunt—Gaithersburg
Robert Meunier—Thurmont
Thomas O'Farrell, Jr.—Westminster
Neal N. Owings—Hampstead
Joseph Quasney—Pasadena
Jack Reedy—Hampstead
Raymond L. Smallwood—Potomac
Homer W. Snyder—Hampstead
Stuart P. Stein—Frederick
John R. Stieff—Riva
Martha T. Strawsburg—Frederick
Edward M. Sweetman, Jr.—Keymar
James G. Trout—Frederick
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MASSACHUSETTS

Ronald A. Gray—S. Weymouth
Jack A. Hilditch—Hopedale
James R. Lamb—Needham
Paul R. Langevin—N. Brookfield
Robert L. Potvin—West Brookfield
Clifton Rockwell—Newbury Port
Henry E. Sheppard—Dracut
John Shibley—Shelburne Falls
Leroy N. Valyou, Jr.—W. Newbury

MICHIGAN

George Blackford—Flint
Richard Brodie—Westland
Neil Coulter—Oxford
Benjamin Joseph Glardon—Corunna
Benjamin Phillip Glardon—Corunna
Eldon Hallmark—Grand Junction
Gerald Hecht—Frankenmuth
D. A. Horst—Traverse City
Ben Kleinman—Grand Rapids
David A. Norton—Coldwater
John W. Pace—Marquette
Ron Tosch—Capac
Robert O. Van Sickle—Deerborn
Brent Wilber—Bronson

MINNESOTA

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Ron Eldred—Long Prairie
Don Fitzner—Olivia
Lowell Gilbertson—Rochester
Emery Henn—Zumbro Falls
Paul H. Hull—Austin
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Ervin Lohse—Wendell
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Kline Ozborn, Jr.—Canton

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Larry Cornell—Columbia
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Sammie Hamilton—Ozark
Cecil Hillis—Poplar Bluffs
Cloyace Johnson—Trenton
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Abie Showalter—Craig
Gary Thomas—Carthage
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Kenneth R. Polenz—Papillion
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J. M. "Bill" Watson—Las Vegas

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Paul McInnis—Hampton Falls
Edward G. Stevens—W. Rindge

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Peter N. Ciolino—Elmwood Park
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Donn Fagans—Cherry Hill
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Ralph Hughes—Glassboro
J. Edward Scott—Williamstown
D. A. "Knot" Smith—Salem
Edward Walsh—Ocean

NEW MEXICO

Vergil Vaughan—Farmington
Wayne Vaughan—Farmington

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Edward M. Cantor—Brooklyn
Art J. Castellano—Mineola
Henry G. Chupka—Hicksville
Lewis A. DeLuke—Schenectady
Harry Figman—New York
Edward G. Friedman—Copake
K. R. French—Armonk
Robert H. Glover, Jr.—Copake
F. J. Hesse—Otego
Barbara Jones—Orchard Park
Samuel Kamins—Brooklyn
Dorothy Knapp—W. Nyack
L. Ward Mason—Ganesvoort
Robert W. Matson—Randolph
Cindy Morrison—Ticonderoga
Henry Ott—Middleport
Will Potter—Springville
George A. Purcell—Fishkill
Kenneth M. Rice—Hamburg
Anthony Rusciano—Scarsdale
Elinor Schlossman—Tuxedo Park
Marianne D. Slough—Lake Grove
Marvin L. Smith—Silver Creek
Carleton E. Wilcox—Dansville
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William R. Lutz, Jr.—Newton
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Red Mendenhall—High Point
Paul Reeves—Sparta
Bill Sheffield—Wilmington
Tony R. Stone—Bailey

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Floyd Kindel—Williston
James Smykowski—Cayuga

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Dennis Clark Eberhart—Kent
Donald R. Florea—Bainbridge
Charles Hunter—Hillsboro
David L. Jones—Flushing
Eugene Kiko—Magnolia
John Reithoffer—Burton
Daniel D. Troyer—Berlin
George Truskowski—Elyria
Art Ulrich, Jr.—Miamisburg
John Wistner—Haviland
Merlin D. Woodruff—Urbana

OKLAHOMA

Paul Alford—Ada
Jay Blodgett—Duncan
J. O. Braswell—Tulsa
William L. Brock—Norman
Leo F. Brown, Sr.—Clinton
Frank Childers—Ponca City
Leonard J. Fuksa—Enid
Gary Garrison—Muskogee
T. Eddie Haynes—Oklahoma City
B. L. "Lee" Hickman—Oklahoma City
Tillman Howell—Hooker
Alvin W. Johnson—Enid
Don B. Jones—Stonewall
D. L. Love—Yukon
Angela Marsh—Anadarko
Newell C. Marsh—Anadarko
Randolph Marsh—Anadarko
Bill Michie—Broken Arrow
Ben D. Steen—Ada
Walter W. Voss—Stillwater
W. W. Wilkinson—Tulsa
W. D. Williams—Oakhurst
Norman Wilmeth—Guymon

OREGON

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John A. Kupsick—Cottage Grove
Paul Spence—Sandy
Dennis Turmon—Redmond
Lowell Wilhite—Grants Pass
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SOUTH CAROLINA

Ivan L. Broadwell—Fort Mill
Hilton Dodgen—Greenwood

James J. Heinz—Greenville
Ladies Auxiliary—SC
Lloyd Meekins—Dillon
Archie Moody—Darlington
Jack E. Richardson—Darlington
J. R. Stefani—Summerville
William M. Yonce—Florence

SOUTH DAKOTA

Donald C. Fuerst—Scotland
Paul Hickok—Hot Springs
Gary McCloud—Lebanon
S. G. Meyer—Mobridge
Jim Payne—Yankton

TENNESSEE

Ed H. Bogard—Dover
Bob Greene—Coalmont
A. Virgil Wilder—Knoxville

TEXAS

Robert L. Bass—Canton
B. Randall Burnett—Houston
William "Bill" Capeheart—Houston
Tom Cooper—Corpus Christi
Donald Cook Devine—LaPorte
Floyd R. Drake—Houston
E. Robert Emley—Willow City
Kenneth Gregg—Lockney
Michael A. Gulla—Houston
Ronald R. Hanway—Odessa
James M. Long—Plainview
Wesley D. Rogers, Jr.—Lubbock
John E. Sisk—George West
Dale Slaughter—Menard
Charles Stockton—Georgetown
R. C. Wiley—Rockdale

UTAH

John M. Owada—Salt Lake City
Glenn I. Short—Midvale
Kenneth J. Young—Spanish Fork

VERMONT

Walter Flatow—Waterbury Center
Terry Lawton—Brattleboro
Tom P. Whittaker—Brandon

VIRGINIA

D. L. Barnett—Wytheville
Herb Bluestone—Hampton
Frank Bolton—Manassa
Denver R. Browning—Jonesville
George A. Daniel—Blackstone
Carl F. Hearl—Bristol
Vincent Kopek—Virginia Beach
Ray D. Miller—Salem
Charles Nicholls—Fredericksburg
Jack Peoples—Chesapeake
Ronald L. Rasmus—Alexandria
Garland Sheets—Roanoke
Stephen Sheets—Roanoke
J. D. Thomas—Honaker

WASHINGTON

C. Lester Alexander—Renton
Ray Brock—Pasco
Bud Chapman—Seattle
George Coulter—Seattle
Bob Laggart—Kent
Robert F. Losey, Sr.—Renton
J. Preston McFann—Yakima
Eddie L. Moomaw—Omak
James G. Murphy—Kenmore
R. M. Williams—Arlington
Earl Witzel—Oak Harbor

WEST VIRGINIA

Robert Busick—New Cumberland

WISCONSIN

James G. Adams—West Allis
Donald C. Backhaus—Milwaukee
Jeff Bahrke—Gillett
Rodney E. Behnke—Collins
Chester K. Bell—Platteville
Gary Bell—Platteville
Robert Brandau—Wilton
Earl F. Clauer—Mineral Point
Paul Conrad—Westby
Earl Culp—Madison
Anita B. Dahlke—Oshkosh
William M. Doughtery—Oshkosh
Thad Elsmo—Racine
James Esch—Shawano
George H. Felten—Madison
Dean Ferris—Lancaster
Robert Freund—Oshkosh
Dean George—Evansville
Paul George—Brooklyn
Henry Goebel—Horicon
Donald G. Hanson—Strum
Daniel Heike—Mondovi
James W. Heike—Mondovi
Herbert R. Heritage—Appleton
Chet Hollenbeck—Rhinelander
Wenzel Humpal—Boyceville
Wayne Huntzicker—Cashton
William Ise—Hartford
Leroy Jones—Watertown
William Jones—Pickett
Jerome Liebe—Iola
Steve Liebe—Iola
Don Lloyd—Oshkosh
Richard Lust—Verona
Robert Massart—Green Bay
Douglas McDermott—Green Bay
Robert Mullikin—Janesville
Neil E. Nelson—Westby
Albert Noble—Mineral Point
James O'Brien—Eden
Pat O'Brien—Eden
Bea Olson—Footville
A. Eugene Pourchot—Wisconsin Dells
Thomas Rusch—Oshkosh
Gene W. Schmit—Grofton
Eldon Schraepfer—Hollandale
M. T. Szatalowicz—Stanley
Julius Temkin—Beaver Dam
LeRoy Teske—Berlin
Allen R. Thoms—Unity
Dean Travis—Menomonee Falls
Mike Umland—Rhinelander
Victor V. Voigt—Reedsville
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Darrel R. Weber—Milton
Robert Wedel—Columbus
Donald L. Wood, Sr.—Oshkosh
Michael Zingler—Shawano

WYOMING

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Carmalen Gillilan—Rawlins
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John J. Fitzpatrick—St. John's, New Foundland
R. W. Foston—Scarboro, Ontario
Shawn Hansen—North Sattleford, Saskatchewan
Raymond Pease—Leamington
Jack C. Ross—Prince George, British Columbia
James C. L. Sinclair—Frankford, Ontario
Frank Stapleton—Newtonville

FOREIGN COUNTRIES

Alhaji M. A. Ajala—Surulere Lagos, Nigeria

ADDITIONAL CONTRIBUTORS

Auxiliary to the NAA

Auctioneer, lecturer active in 1982

Last year was a busy one for NAA member **Pamela Moore-Epstein,** Liberty, New York. "The Lady Auctioneer" who is the present secretary of the New Jersey State Society of Auctioneers is also a national lecturer on antiques, the Victorian era, and of course, the auction method.

Published articles of her 1982 auctions and lectures covered appearance at women's clubs, auctions for hospital Auxiliaries, special estate sales, plus the cover of upstate New York's PANORAMA magazine in October. Pamela Moore-Epstein began her auction career in 1963, and emphasizes her position as one of the few prominent women auctioneers in the nation.

May was the month for "sleepers" in two Philadelphia auctions. At Freeman's, a Queen Anne side chair catalogued as a reproduction and estimated to bring $250-$350 sold for $22,000. At Fine Arts, the charred frame of a sofa damaged in a Chestnut Hill house fire brought $11,000. Also at Freeman's, an American brass surveying instrument signed by Isaac Chandler, Nottingham, Pennsylvania, sold for $3100, more than three times its high estimate.

PHILADELPHIA INQUIRER

White collar crime is tied in with as many as 30% of all bankruptcies according to a Georgia security firm. The typical thief, says the firm, has been working for the company about nine years, and stealing for the last three.

AMERICAN BUSINESS

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The potential good of the NAA, cannot be measured in dollars. There is no goal that cannot be attained if we unite in our efforts to help our fellow members. Sponsorship of an auctioneer, is one of the most important steps a fellow member can take toward our goal of 12,000 members. Growth in membership is necessary if the NAA is to increase its services. Get young auctioneers into action.

B. G. Coats

Yellow pages will soon be more colorful. This year, 20 AT&T subsidiaries across the country will try four-color ad inserts in the yellow pages. Advertiser response has been positive, even though four-color costs twice as much as regular yellow pages advertising.

AMERICAN BUSINESS

Advertising Rate Schedule — THE AUCTIONEER MAGAZINE

1. **THE AUCTIONEER Magazine** is the official publication of the National Auctioneers Association and is published monthly with the exception that an August issue is not published. Eleven issues are published annually. THE AUCTIONEER magazine is published as a means of exchanging ideas that will serve to promote the auctioneer and the auction method of selling.
2. **ADVERTISING RATES:**

	One (1) time	Six (6) times	Eleven (11) times
Full page	$160.00	$155.00	$150.00
Half page	80.00	77.50	75.00
Quarter page	40.00	38.75	37.50

Column inch: $8.75 per column inch — column is 21 picas wide (3½ inches).

(a) **Color Rates:** Two colors (black and issue color) are available only upon consultation with editor. Cover pages also available only after consultation with editor if and when cover (outside back and inside front and back) pages are available. Add 25% to above rates if second color authorized by editor.

(b) **Short Rate and Rebate:** Rates are based on the number of insertions in a 11-month period. Short rates will be charged if a contract is terminated prematurely.

(c) **Rate Change:** The editor reserves the right to revise all rates quoted herein upon sixty (60) days written notice to holders of contracts. If a rate revision is made and not accepted by the advertiser, the advertiser may cancel his contract.

NEW ADVERTISERS: All new advertisers are required to submit credit account information, an insertion order, and payment in advance (with copy), before advertising will be accepted. If applicable to the new advertiser, advance payment for the first three months is required. Submission deadline for new advertisers is the first of the month.

3. **AGENCY COMMISSION:** Agencies must add amount of commission to stated rates above and collect from advertiser.
4. **COPY AND CONTRACT REGULATIONS:** The editor reserves the right to reject any advertisement. No cancellations accepted after closing date (see item 7). If advertising is discontinued before completion of contract, short rates for space will apply.
5. **MECHANICAL REQUIREMENTS:** Printed offset. Trim size: 8½ by 11 inches. Number of columns: two (21 picas wide columns). Binding method saddle stitched. Colors available: black on white and upon consulation with editor, second, or issue color.
   Dimensions for ad space: Full page — 7¼ by 9½ inches: Half page — 7¼ by 4⅝ inches; Quarter page — 3½ by 4⅝ inches or 7¼ by 2¼ inches.
6. **CAMERA READY ART ONLY.** All advertising submitted to the NAA office for publication in THE AUCTIONEER must be fully composed, "camera ready" artwork. The NAA office will not prepare or make changes in your advertising. Changes received as camera ready art will be prompty incorporated in your advertising in the next available issue. Any questions about this NAA publication policy should be directed to the NAA office before submitting your advertising.
7. **ISSUE AND CLOSING DATES:** Published monthly (11 times annually) with the exception that an August issue is not published. Issued on the first of the publication month. Deadline for ad copy is the first of the month preceding publication date.
8. **SUBSCRIPTION AND SINGLE COPY:** One year's subscription to THE AUCTIONEER is $18, and only open to non-auctioneers. Single AUCTIONEER copy is $1.75. Subscriptions and issues available only from the NAA office.
9. **ADVERTISING DISCLAIMER:** Products or services advertised in THE AUCTIONEER are in now no way endorsed by the National Auctioneers Association. Simply because a product or service appears in the NAA's official publication, that appearance does not imply an NAA recommendation of the product or service over any other. Problems encountered with an AUCTIONEER advertiser should first be directed to the advertiser for satisfaction. If the problem remains, then the NAA office should be notified.

Submit all advertising to: The National Auctioneers Association, 135 Lakewood Drive, Lincoln, NE 68510-2487. Phone: 402 489-9356.

NATIONAL AUCTIONEERS ASSOCIATION

1983 Annual Convention ★ July 27 — July 30 ★ The Shamrock Hilton Hotel, Houston, Texas

Wednesday, July 27

9:00 am to 6:00 pm — REGISTRATION. Hall of Exhibits, first floor, Northwest Wing.

9:00 am to 5:00 pm — CAI CONTINUING STUDIES WORKSHOP. Continental Ballroom, first floor.

4:00 pm to 6:00 pm — NAA AUXILIARY BOARD OF DIRECTORS MEETING. Board Room, third floor.

8:00 pm to 11:30 pm — ATTITUDE ADJUSTMENT — TEXAS STYLE! Poolside.

Thursday, July 28

7:30 am to 8:30 am — STATE OFFICERS' BREAKFAST. Crystal Room, first floor.

8:30 am to 10:15 am — STATE OFFICERS' WORKSHOP. Marco Polo Room, first floor.

8:30 am to 10:15 am — LADIES HOSPITALITY AND EDUCATIONAL PROGRAM. Continental Ballroom, first floor.

9:00 am to 10:15 am — "WORKING THE AUCTION" WORKSHOP. Emerald Ballroom, first floor.

9:00 am to 5:00 pm — NOMINATING COMMITTEE MEETING. Board Room, third floor.

NATIONAL AUCTIONEER LICENSE LAWS OFFICIAL ASSOCIATION (NALLOA) MEETING. Belvedere A Room, third floor.

HALL OF FAME AWARD RECIPIENTS MEETING. Walnut Room, third floor.

10:30 am to 11:45 am — REAL ESTATE AUCTION METHODS AND TECHNIQUES WORKSHOP. Emerald Ballroom, first floor.

10:30 am to 11:45 am — NAA AUXILIARY ANNUAL MEETING. Continental Ballroom, first floor.

12 noon to 2:15 pm — THE GREAT ROUNDUP LUNCHEON. Grand Ballroom, first floor, Northwest Wing.

2:30 pm to 3:30 pm — ENTHUSIASM AND MOTIVATION WORKSHOP. Emerald Ballroom, first floor.

4:00 pm to 6:00 pm — ILLINOIS STATE AUCTIONEERS ASSOCIATION RECEPTION. Normandy B Room, third floor.
WESTERN COLLEGE OF AUCTIONEERING RECEPTION. Crystal Room, first floor.
GORDON E. TAYLOR, REISCH WORLDWIDE COLLEGE OF AUCTIONEERING RECEPTION — EVERYONE WELCOME. Marco Polo Room, first floor.
MENDENHALL SCHOOL OF AUCTIONEERING RECEPTION. Embassy Room, first floor.

7:30 pm to 12:30 am — 1983 NAA FUN AUCTION. Grand Ballroom, first floor, Northwest Wing.

Friday, July 29

7:30 am to 9:00 am — MISSOURI AUCTION SCHOOL OPEN HOUSE AND CONTINENTAL BREAKFAST — EVERYONE WELCOME. Embassy Room, first floor.

INDIANA AUCTIONEERS ASSOCIATION BREAKFAST.
IOWA AUCTIONEERS ASSOCIATION BREAKFAST.
Venetian Room, third floor.

KENTUCKY AUCTIONEERS ASSOCIATION. Belvedere A Room, third floor.
NEBRASKA AUCTIONEERS ASSOCIATION BREAKFAST. Nile Room, third floor.
PENNSYLVANIA AUCTIONEERS ASSOCIATION. Normandy B Room, third floor.

9:00 am to 5:00 pm — NOMINATING COMMITTEE INTERVIEWS (continued from Thursday if needed) Board Room, third floor.

9:00 am to 10:15 am — GREAT AUCTION IDEAS WORKSHOP. Emerald Ballroom, first floor.

10:00 am to 3:00 pm — NALLOA OPEN MEETING. Belvedere A Room, third floor.

10:30 am to 11:45 am — BOOKING AN AUCTION WORKSHOP. Emerald Ballroom, first floor.

12 noon to 3:00 pm — LADIES LUNCHEON. Crystal Ballroom, first floor.

1:30 pm to 2:45 pm — LICENSE LAWS UPDATE WORKSHOP. Emerald Ballroom, first floor.

3:00 pm to 4:00 pm — BID CALLING WORKSHOP — Emerald Ballroom, first floor.

3:00 pm to 5:00 pm — CERTIFIED AUCTIONEERS INSTITUTE (CAI) ANNUAL MEETING. Continental Ballroom, first floor.

7:00 pm to 11:30 pm — BANQUET AND NAA AWARDS FESTIVAL. Grand Ballroom, first floor, Northwest Wing.

Saturday, July 30

8:00 am to 10:00 am — NAA AUXILIARY BOARD OF DIRECTORS CONTINENTAL BREAKFAST AND MEETING. Board Room, third floor.

9:00 am to 10:15 am — ANTIQUES WORKSHOP (IDENTIFICATION OF FAKES AND REPRODUCTIONS). Emerald Ballroom, first floor.

10:30 am to 12 noon — ANNUAL MEETING OF THE NATIONAL AUCTIONEERS ASSOCIATION. Emerald Ballroom, first floor.

12 noon to 1:30 pm — AUXILIARY PAST PRESIDENTS' BRUNCH. Nile Room, third floor.

1:30 pm to 4:00 pm — ANNUAL MEETING RECONVENED. Emerald Ballroom, first floor.

4:00 pm to 6:00 pm — NAA BOARD OF DIRECTORS ORGANIZATIONAL MEETING. Castilian A and B Rooms, third floor.

7:00 pm to 10:00 pm — PRESIDENT'S BANQUET. Grand Ballroom, first floor, Northwest Wing.

10:00 pm to 12 midnight — PRESIDENT'S BALL. Emerald Ballroom, first floor.

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- Rugged metal re-entrant 9" weather resistant 8 ohm horn speaker.
- DIMENSIONS: 11¾" High x 8" Wide x 9¼" long.
- WEIGHT: 7 lb., 12 oz.
- There is a two year repair or replace warranty on everything except batteries.

List Price $495.00
Auctioneers Cost **$297.00**

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- OUTPUTS: One extension speaker, one tape recorder. With independent controls.
- DIMENSIONS: 11¾" high x 8" Wide x 9¼" Long.
- WEIGHT: 8 lb., 13 oz.

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