

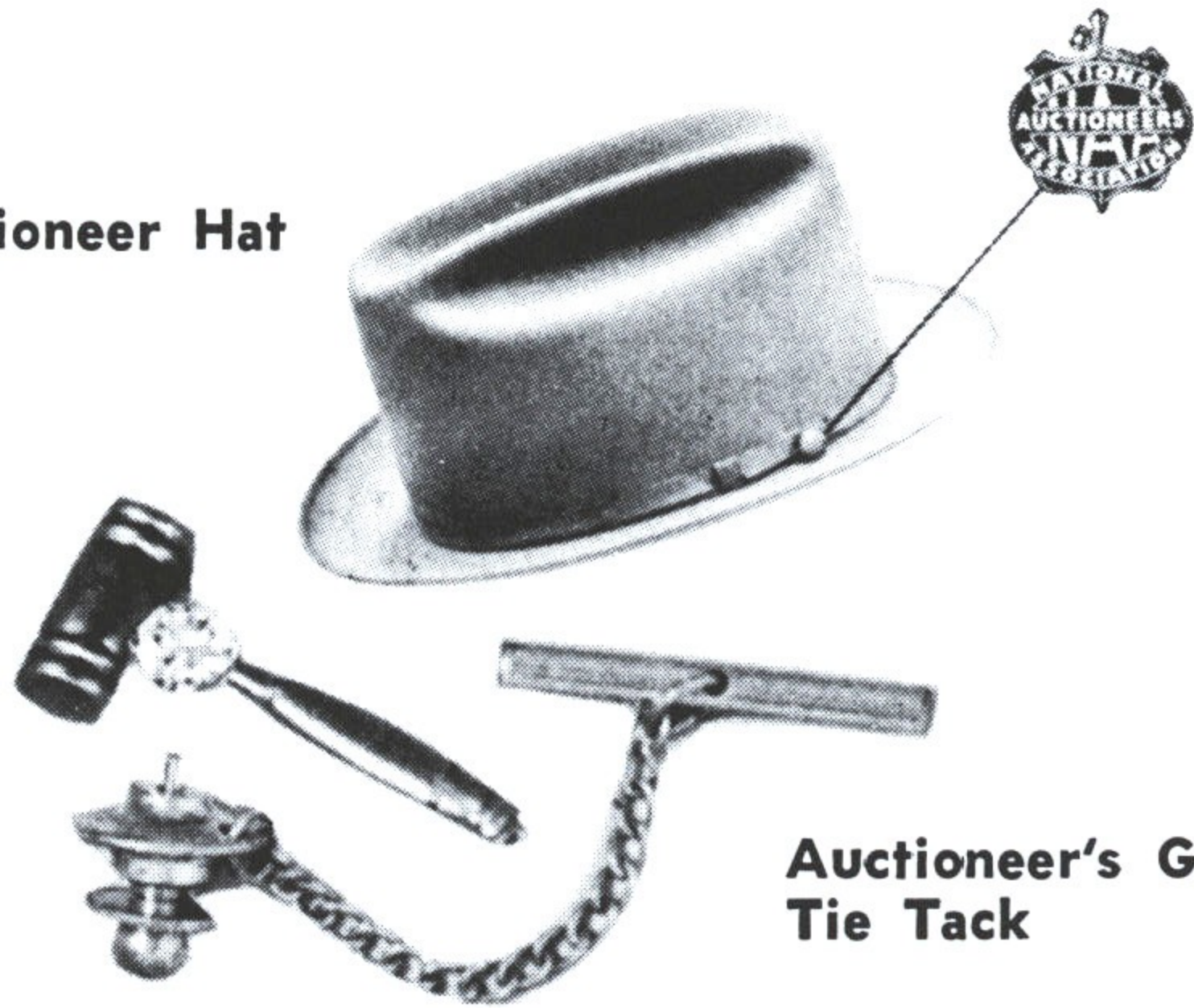
THE AUCTIONEER

The Magazine of the National Auctioneers Association ● October, 1977



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Being Elected NAA President Is An Exciting Challenge!

Martin "Marty" Higgenbotham



I am deeply moved and humbled by the opportunity that you have offered me in serving as your President. It is by far the most exciting and challenging event I have had thus far in my auction career! I want you to know that the tremendous response and support you have given me through the years as NAA director and officer, this year at the convention and the letters and calls I have received since the convention pledging your support have simply been **overwhelming!**

With the general membership support and the support I have from my fellow officers and directors. I know that together we can make this another very exciting year of progress for the NAA.

Upon returning home, I had a report from Executive Director Harvey McCray concerning the June and July membership applications and renewals and am delighted to report to you that we received 290 new members for those two months, which is within itself one of the most exciting beginnings a new president could hope to have.

I am looking forward with a great deal of anticipation to spending some time with you locally on the state level at your conventions and affording me the opportunity to get to know each of you better and develop a better line of communication between our state associations and the NAA.

I have already received formal requests from a few states and it appears that we will attend our first state convention in Indiana in November. We sincerely look forward to being there. As I indicated at the convention, I am going to make every effort to make all the state conventions, if invited. However, I would ask that you contact me immediately to inform me of the time of your convention so that I might plan my personal and convention schedule around it. As I am quite sure you are aware of how important dates are to auctioneers.

To the membership of the NAA, I would again like to express my thanks at having elected me to the office of president and would like to say that this is "your" association. This association was built and designed for the sole purpose

About the Cover Photo . . .

The photo used on the cover of the October, 1977 issue is appropriately named "The Auction Waiting Game" by Mrs. Robert (Alice) Brandau, Wilton, Wisconsin. The unidentified man captured in the photograph by Mrs. Brandau depicts the auction goer who patiently waits until his purchases can be made.

The man pictured chose to become engrossed in a book in the midst of so called "junk" during an estate sale involving a man who had bought all of his life, but never sold anything until sale date. The sale was conducted by Robert Brandau beginning at 9:00 a.m. and finishing at 9:30 p.m.

of promoting the welfare and education of the auctioneering profession; and last, but not least, service to its membership!

So, I invite you as members to use the facilities, the educational tools and the expertise that is being offered you through our association. A telephone call to the home office can get you an answer on any conceivable question concerning the auction profession. The Home Office will take your question or problem and direct it to an auctioneer who is a professional in that particular field.

In the event you have a problem you need answered immediately and it is not during regular office hours, then I would advise you to call any of your national directors or officers. You will find their names, addresses and phone numbers listed in the front of THE AUCTIONEER magazine. All of these men are extremely dedicated and professional auctioneers. Through their willingness to serve, they have indicated their desire to help you — THE MEMBERSHIP — in any way they can.

I look forward to seeing you at your state association convention.

**Martin "Marty" Higgenbotham, President
National Auctioneers Association**

Thanks, NAA Members For A Good Year '76-'77!

This note of appreciation to all members of the NAA I have found hard to write. There are many, many friends I would like to mention and tell all of you how wonderful they are but I'm sure I would miss a very important name. To just say "Thank You" seems very inadequate. It was such a wonderful experience serving as President of NAA but to everyone, I say, THANK YOU!

I had reported in my written articles during the year some of the prices paid for rugs and belt buckles donated by Irene and I at the State Association conventions. I must report that we had a new high for belt buckles in Ohio the last of June when Mrs. Richard Kiko bought my NAA belt buckle for \$200 and presented it to her father-in-law, Russ Kiko. This was a new high until at the NAA Convention when Bill Gaule promoted the sale and Ken Erickson sold one more belt buckle to Leland Dudley from Hampton, Iowa, at auction for \$370. This was sold, knowing the proceeds would go to the Fun Auction, making the total of the proceeds of our Fun Auction go over the \$10,000 figure.

To the Convention Chairpersons, Host State Associations, Work Shop Instructors, Board of Directors, Officers and Executive Officer — THANK YOU and God bless you all!

**Lyle Erickson,
Immediate Past President
National Auctioneers Association**

THE AUCTIONEER

OCTOBER, 1977

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.

Single copies: \$1.00 each. Annual subscription rate (thru July, 1977, issue) — \$6.00 (11 issues); as of September, 1977, issue \$7.50.

Advertising Rate Schedule and mechanical requirements information available on request. Advertising rates include:

	1-time	6-time	11-time
One Page	\$125.00	\$120.00	\$115.00
Half Page	62.50	60.00	57.50
Quarter Page	31.25	30.00	28.75

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\$7.00 per column inch.

Closing dates for advertising copy and all articles for publication is the 10th of the month preceding the issue, which is published on or near the first day of each month. **All advertising copy must be submitted and received in editorial office on or before the 10th of the month, preceding date of issues.**

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

Harvey L. McCray, Editor and Executive Director
Mrs. Cheryl Griffith, Office Secretary
Mrs. Helen Witters, Office Secretary

SPECIAL NOTICE TO ADVERTISERS OF THE AUCTIONEER MAGAZINE

Effective September 1, 1977 (all advertising in the September, 1977 issue and there on) the advertising rates will be increased. The increase was recommended and approved by the NAA Board of Directors at its January, 1977, meeting and was based on the increases in the costs of printing, publishing and mailing the magazine.

The new advertising rate schedule is being printed above for the information of all current and potential advertisers in THE AUCTIONEER magazine.

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Auction Firms Should Know IRS Regulations If Use Auctioneer As Independent Contractor

The independent contractor status of auctioneers at some auto auctions has been questioned by the Internal Revenue Service (IRS). Immediate Past President Lyle Erickson, shortly before he completed his year as NAA President was alerted to the problem by Robert W. McConkey, President of the National Auto Auction Association. NAA Executive Director Harvey L. McCray also received information from NAAA Executive Secretary Bernard Hart about the IRS status of the independent auctioneer contractor.

NAAA President McConkey offered Lyle Erickson some very valuable information in a letter written to the NAAA President by their Legislative Committee member, Warren V. Young. In the letter, Mr. Young offered some guidelines, which should be reviewed to assure the independent contractor status of auctioneers.

The guidelines (which will be reported later on in this article) should be reviewed by any NAA member who may be affected by the IRS ruling. It is the recommendation of the NAA Board of Directors, however, that each NAA member immediately consult with his attorney or auditor if he feels as if he is involved in any practice in his auction firm, which will be affected by this IRS ruling.

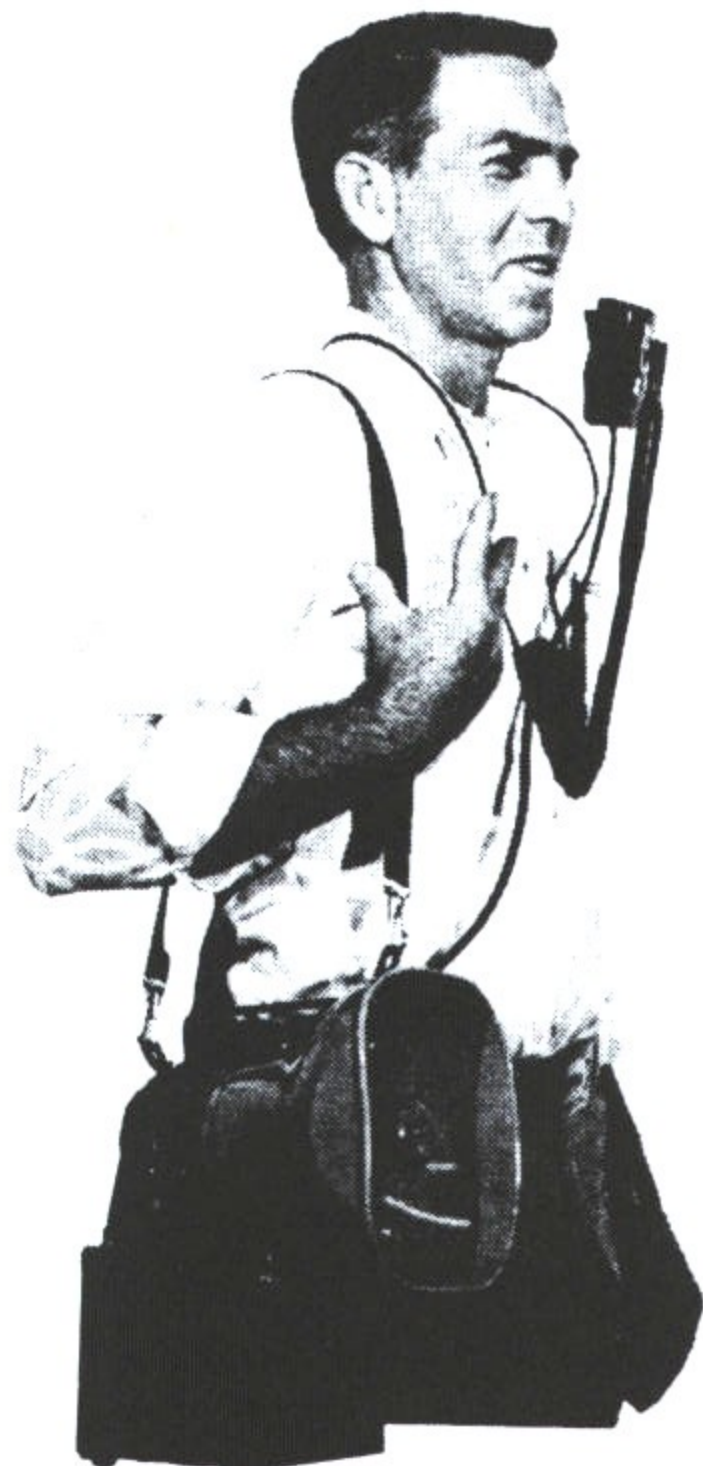
Appreciation now is being expressed to NAAA President Robert W. McConkey, NAAA Executive Secretary Bernard Hart and the NAAA's Legislative Committee member Warren V. Young for bringing this important information to the attention of the NAA Board of Directors and its membership. The guidelines presented for use by auction firms, hiring auctioneers, are:

1. Have your auctioneers set up an auction company (not a corporation) and you pay that company direct for his services. He bills you on letterhead or bill-head.

2. Have your employee obtain a self employed profit sharing plan approval from the IRS on Form 3673. (The plan or approval itself is not the important thing, but the fact that the IRS approves it is in fact approving this auctioneer as an independent contracting auctioneer).
3. Have the auctioneer sign an agreement that they are and wish to be treated as independent contractors.
4. Have the auctioneer complete and execute a copy of the form attached which shows his name, social security I.D. number, pension plan and certifies that he has paid withholding and self employed social security taxes for previous years. It has been found that it is not necessary to fill in the withholding amount if the auctioneers prefer because of the catch all certification below the amounts.
5. Remember one important facet of this is that you cannot direct or control the performance or the means of performance of the auctioneer. As a guideline it is suggested you use a plumber relationship (whatever direction or control you would have over a plumber repairing your pipes, that is the same type of direction or control you may have over your auctioneer).
6. The plumber relationship again should be applied to any fringe benefits, vacations, bonuses, etc. As a rule you would not give any benefits, including vacation, etc. to the plumber, therefore the auctioneer should not be entitled to fringe benefits as an auctioneer.
7. The question of reimbursement either by fee per car, or by flat established rate per day was questioned, and one opinion is that the way you compensate the auctioneer is not the important factor, and would not seriously affect the independent contractor status. However, it is recommended that auctioneers **not** be paid through the payroll account, not only because all other employees

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have deductions, and this would be highlighted on the 941, but a separation on checking accounts from payroll to independent contractors would indicate to the IRS that you do treat them separately. Also remember the plumber, you don't pay your plumber through the payroll account.

Conversation has been intense among auctioneers in regards to the IRS "independent contractor status" — especially among auctioneers and automobile auction firm operators/owners (employers) and during the NAA Convention in Seattle in July of 1977, the following "factors indicating independent contractor status" was offered to Executive Director McCray (the factors were offered as one man's opinions and it should be emphasized again that each auctioneer should refer to his own attorney, and perhaps also to his accountant, if a question of the auctioneers status is apparent):

1. Does not supervise or direct him as how to do his work (because he does not have the necessary expertise);
2. Is paid standard amount of compensation regardless of hours worked or results accomplished;
3. Holds himself out to the public as available for the same work;
4. Advertises and maintains business listing in telephone directory;
5. Maintains an office;
6. Has license, if necessary — paid for by auctioneer himself;
7. Performs similar work for others — percent of time;
8. Has profit sharing plan as self employed;
9. Operates under his own name or business name.

The National Auctioneers Association is pleased to have the assistance of the National Auto Auctioneers Association and the many NAA members in trying to determine the exact status of the IRS ruling on Independent Contractors. The information is important enough to offer to anyone who has had expertise in the matter and if additional information — or corrective information — can be supplied to Harvey L. McCray, Executive Director, National Auctioneers Association (135 Lakewood Drive, Lincoln, NE 68510), send it immediately for future publication and report in THE AUCTIONEER magazine.

In Memoriam . . .

WILLARD B. BARNES

Willard B. "Bill" Barnes, Basehor, Kansas, a member of the National Auctioneers Association drowned Saturday, July 31 at Lake Perry, Kansas.

Along with his NAA membership, Auctioneer Barnes belonged to the Kansas Auctioneers Association; American Legion in Kansas City; Eagles Lodge in Bonner Springs; and Hoisting and Portable Engineers Local 101 in Kansas City.

Services were August 4, at the Underwood Cemetery, Perry, Kansas.

Survivors include his wife Marie Barnes and a stepson Rodger Brandt of Basehor; his mother, Mrs. Irvyl Barnes, two sisters, two brothers and several nieces and nephews.

Georgia Auctioneers Elect Officers

The Georgia Auctioneers Association elected officers in July, 1977, and the following will serve for the 1978 term: Chairman of the Board — T. Lynn Davis; President — Gerald Bowie; Vice President — Joe Tarpley; Secretary-Treasurer — J. H. McCorvey; Regional Vice Presidents — North: Bill Potts; Central: Vern Hurd; South: Ted Hughes; Directors — Three Years: Bob Tucker, Pete DeSantis; Two Years: Ron Harris and Roy Holland; One Year: Gerald Bowie and Wayne Evans.

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Iowa Auctioneers Help Buyers Understand Art of Bidding in Council Bluffs News Article

One of the best ways to promote the auction profession is to offer the public information about how to attend and bid at auctions. NAA members Mark Hunter and John Reid of Council Bluffs, Iowa, received excellent publicity when the following article was published in the Council Bluffs' "Non-pareil" newspaper on Sunday, August 28:

Two Council Bluffs men had a single answer when asked why they were auctioneers.

"I love it," said Mark Hunter and John Reid.

Hunter began auctioneering 2½ years ago but was familiar with auctions long before that. His father, Bob Hunter was an auctioneer in the Thurman area. Young Mark went to auctions with him. His brother, Jim, has been an auctioneer for about five years.

"It's a lot of fun," said Hunter, who is also a Realtor. "We do auctions of household goods, real estate and business liquidations. We've done auctions all over the state and in Nebraska. We did a liquidation sale of a canoe factory in Indianola."

The first pointer Hunter said he would give to someone just starting to attend auctions is to listen.

"Before the auction begins the auctioneer will give an opening statement. It's really an explanation of the rules of the game," said Hunter. "People should pay attention."

He also said if people see an item they think they want to buy they should decide what they would want to pay for it, keep the price in mind and bid quickly to that price.

"A lot of times, beginners will want to take a minute to think about raising a bid, but in that minute they can

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lose the item. It could easily be sold while they're talking it over."

One of the important jobs of an auctioneer is to create a sense of urgency by keeping the bidding going quickly, although Hunter said most will stop and explain where the bid is if someone doesn't understand.

"It's really impulse buying," he said. "But people still get bargains because they're usually only paying 50 cents to a dollar more than someone else would have paid for the same item. "There is also a real sense of competition in buying at auctions."

Both Hunter and Reid said the best way for a buyer to place a bid is to raise their hand or the buyer number they receive when they register at the auction.

"A lot of people have their own ways of bidding like nodding, or winking, but it's easy for an auctioneer to miss those. If they must raise their hand it's much simpler," said Reid.

(Continued on Page 9)



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Iowa Auctioneers . . .

(Continued from Page 7)

Reid has been an auctioneer since 1954 but before then he had "worked the ring". He said he picked up the techniques by watching other auctioneers.

"People should go to the auctions early — before the actual time the auctioning begins so they can look things over carefully and know what they're buying.

"They should also come prepared to haul away anything they might buy. They'd need a pickup or trailer with ropes and pads if they want to buy anything big because most things have to be hauled the same day," said Reid.

He said everyone goes to auctions to look for bargains and bargains are available.

"I've had a lot of people come up to me and say they have bought an item and then sold it a week later for two or three times what they paid for it."

The main interests of most auction shoppers are antiques and collectibles.

"On things like that there is a lot of competition in bidding," said Reid. "Everyone is in the same position. You compete with antique dealers, private collectors, museum buyers and the average person. But there are still always bargains."

Reid said people must know what to look for in antiques. "I've seen them bring their antique price catalogs and check what items are worth before they bid. They have to be sure it's really something they want. If they don't know very much about auctions or antiques they'll usually bring a neighbor with them or someone else to help."

Both men said there are people who are "regulars" at the auctions attending every one that comes up.

"Auctions are definitely growing in popularity," said Reid. "There are more and more people coming and they're all looking for bargains."

Land Appraised at \$100,000 Sells for \$171,500 During Auction Held by Jim Owen

It was an exciting day on July 23, 1977 for bidders and spectators alike as Jim Owen of Jim Owens Realtors Auctioneers, Princeton, West Virginia, sold a beautiful farm for a record price.

Many were on hand . . . bidding was spirited . . . as many people wanted to own a piece of the lovely Ruth Caperton Rutherford farm, located at Lerona, West Virginia, near the famous Pipestem Resort.

The farm was offered in three parcels and in its entirety and did sell as a whole, going to Liberty Enterprises, a group of area businessmen, for \$171,500. The parcels went as follows: Parcel 1, level 47 acre tract — \$69,000; Parcel 2, 20-acre tract with house — \$53,000; Parcel 3, 19-acre partially cleared and rest woodland for \$43,250 — for a total in parcels of \$165,250.

When offered in its entirety a bid was placed for \$170,000 which rapidly progressed to \$171,500. The sale was conducted to settle the estate of Ruth Rutherford and left the attorney Ira Smith and the administrators Guy Schyphers and Gene Wiley very satisfied and sold on the auction method of selling.

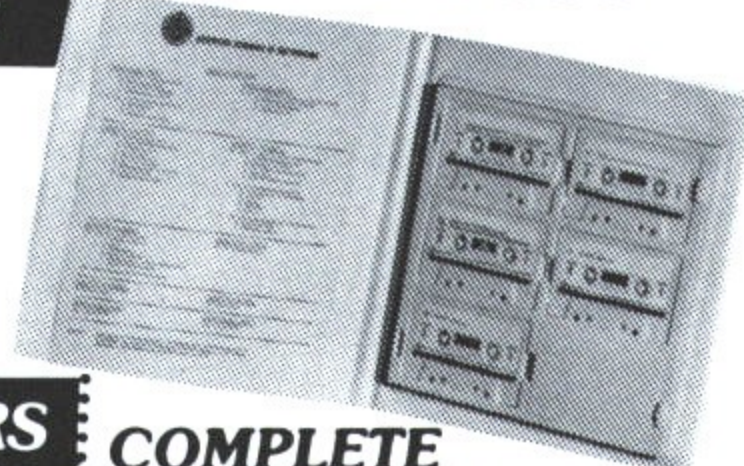
On the proceeding Wednesday, Jim Owens sold a commercial tract in Tazewell County, Virginia, for \$105,000, so it was a great auction week for the Jim Owens firm.

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CAI Registrants Sign Early For 1978 Courses in Early April

Early applications for the 1978 Certified Auctioneers Institute have filled half of the capacity for the Institute's Course I, April 2-7, at Indiana University in Bloomington.

Applications have come from 25 different states, with six coming from Florida and from Washington and five coming from Kansas and from Tennessee. A total of 36 states and Canada are represented by CAI candidates who will be in Courses II and III of the Institute program this year.

The Certified Auctioneers Institute program is a three-year course of study which is designed to broaden the participating auctioneers' understanding of areas of major concern in the auction business. Course I introduces the major topic areas, and Courses II and III offer advanced instruction in those and other areas.

The three courses, which are limited to 125 persons each, meet in separate sessions during the same one-week period annually on the home campus of Indiana University in Bloomington, Indiana. Upon successful completion of the three courses, an auctioneer is eligible to receive the professional designation, CAI (Certified Auctioneers Institute.)

Admission to Course I and the Institute program is based on experience in the auction business. Auctioneers with two or more years of full-time auction experience are given priority for admission. Next preference goes to persons with less than two years but more than one year of full-time experience. All applicants must also meet any additional requirements stated by the Institute Board of Directors. Membership in the National Auctioneers Association is required to participate in the CAI program.

Persons applying for admission before December 1, 1977, may pay a deposit on their tuition (\$50) or the full tuition (\$250). After December 1, the full tuition is due with the application. March 1, 1978, is the deadline for Course I applications, for registration for Courses II and III, and for the balance of tuition.

Application forms for the Institute program appeared in the September issue of THE AUCTIONEER magazine. Additional forms and information are available from the Certified Auctioneers Institute, Indiana Memorial Union, Suite 555, Bloomington, Ind. 47401. (Telephone: 812-337-3021)



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Old Automobile License Plates Create North Dakota Interest

Arlo Schmidt, president of the North Dakota Auctioneers Association, received good publicity recently when an article in a North Dakota newspaper — the article was titled "MALE CALL" — referred to his sale of old license plates.

It was reported that there are auto buffs who love to collect car license plates. One 1911 N.D. plate sold for \$190 and a 1912 plate sold for \$75.

Arlo reported in MALE CALL: "I've been an auctioneer for 21 years and I would like to know if anyone in North Dakota has ever received better prices than that for rare plates." He also said that he also sold, at auction, a 1928 Model A Ford for \$3,525 at the sale.

"I suppose that was the car that went for \$600 new, fully equipped with a leather crank sling," said Arlo.

Seattle NAA Convention was "Just Like Heaven in '77!"

From the day registrants arrived in Seattle to the day they left, excitement, entertainment, fellowship and auction education was emphasized almost daily during the 1977 NAA Seattle Convention. The theme of the convention, "Just Like Heaven in '77" was appropriate and everyone could feel the enthusiasm generated by the host association, the Washington State Auctioneers Association.

The activities began early with many tours and activities planned on Monday, July 25. Fishing trips, where many caught salmon and other trophies in Puget Sound and the Pacific; tours to Canada and Alaska; tours, which offered NAA members, their wives, families and guests a choice of enjoying the seaside or the majestic mountains, kept everyone quite busy up through the opening date of the convention.

As projected in the program, which was published in the earlier issues of THE AUCTIONEER magazine, the Seattle Convention offered NAA convention registrants a well-rounded schedule of events: fellowship was supreme at the first reception on Wednesday night; entertainment was selected, which helped make the conventioners relax and enjoy their convention; and education, offering auctioneers and their entire families the expertise as presented by some of the finest auctioneers and affiliated service agencies in the world.

It will be hard to follow the Seattle



LYLE ERICKSON keynoted the convention during the Thursday Kickoff Luncheon.

Convention, by those state associations which desire to serve as future convention hosts, only because of the personal attention offered to everyone in Seattle by Convention Co-Chairmen Winona and Bob Losey. It will be hard to find someone who will offer their personal attention to the tour activities as did Roberta Abhold, the Loseys' daughter; it will be hard to find a group of hosts more concerned for everyone's welfare as were the entire membership of the Washington State Auctioneers Association and their good friends and fellow auctioneers from the South, the Oregon Auctioneers

Association, who shared in some of the hosting activities.

But in the tradition of the NAA, a new group of enthusiastic auctioneers and their families will rise to the occasion and use the efforts of Washington State auctioneers as a guide and offer equal and excellent services as NAA convention sponsors. In fact, the members of the New England Auctioneers Convention Committee, spearheaded by the Massachusetts Auctioneers Association, have already begun plans for "Boston '78", where the next NAA Convention will be held on July 19-22, 1978 at the Sheraton-Boston Hotel.

If you were in Seattle, you won't want to miss Boston; and if you were not in Seattle, you missed the opportunity to be among the finest people in the world: NAA Auctioneers and their families.



CONVENTION CHAIRMAN Robert F. "Bob" Losey was one of the first to sell at the Fun Auction. He sold several red golf caps, complete with NAA emblem, made specially for the 1977 Seattle Convention.



PRELIMINARY CONVENTION activities included a Washington State Agriculture Tour and these members met in Spokane, toured the State via auto, bus or recreational vehicle, before arriving in Seattle for the Convention. The photo was submitted by Lincoln, Nebraska, member Harold Proctor, a member of the touring party.



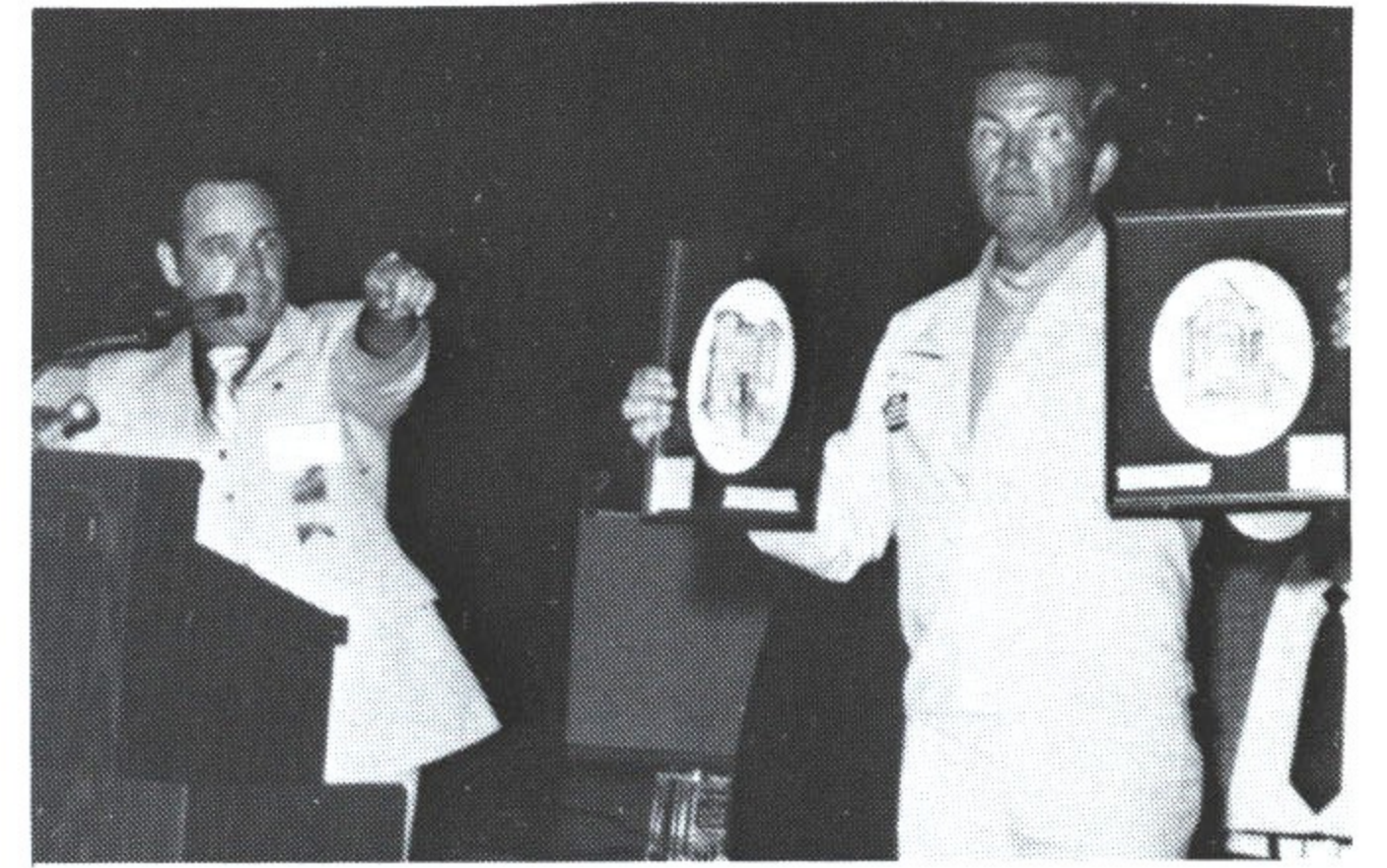
THE STATE OFFICERS' Workshop was one of the first events held during the convention and Wylie Rittenhouse, workshop co-chairman, makes a presentation while chairman C. P. Terry Dunning listens attentively. Representatives of each State Association received, from the NAA Board of Directors, a booklet on Parliamentary Procedures, which is hoped will be used in the future by the State Associations.



HUBERT SONGER, NAA Director, also offered his expertise to the State Association Secretaries during the State Officers' Workshop.



THE FUN AUCTION was exciting and highly successful, as \$10,053 was realized from the items donated and sold by auctioneers to the other auctioneers and guests on Thursday night. Much attention was created for this event as local television cameras captured the excitement, in addition to many non-NAA member guests of the hotel (and city) attending the auction. Jim Messersmith and his crew were recognized for successfully topping all previous totals at the Fun Auction and the '77 Conventioneers themselves created the success by offering many fine auction items for sale.



JIM MESSERSMITH (right) was chairman of the Fun Auction, and also served in various capacities during the event. Here, he displays the framed pictures while NAA 2nd Vice President Harvey Lambright calls for bids.



PRESIDENT ERICKSON began the auction (as is custom at every Fun Auction — the current president begins the sale) and sold a decorative chest, which was brought to the auction by him and his wife, Irene. Ironically, the chest was purchased by another lowan and the Ericksons had the privilege of delivering the item back to Iowa in their car, following the conclusion of the convention.



MARY WITZEL (Mrs. Earl) was the chairman of the Ladies Auxiliary program on Friday. Here she addresses the attendees.



THE PUBLIC ADDRESS system was not needed when 90-year old Rex Young of Nebraska sold at the Fun Auction. Rex was the oldest practicing auctioneer to attend the 1977 Seattle Convention.



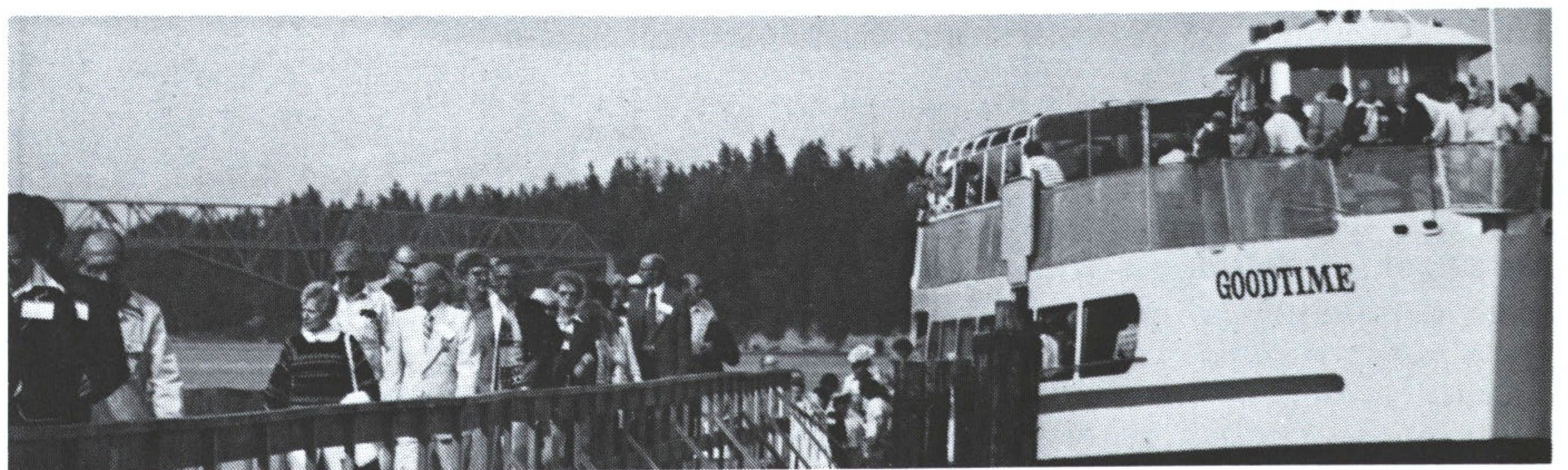
BAKED CLAMS were presented to each conventioneer as he arrived at Kiana Lodge during the Clambake and Salmon Roast feast. Everyone enjoyed the outing among the majestic pines; the beautiful flowers in the Kiana "Garden of the Gods"; and the boat trip to and from the beautiful spa on Puget Sound.



PLATES OF FRESHLY roasted Salmon were enjoyed by everyone during the Kiana Lodge outing. Served buffet-style, conventioneers are shown coming through the line after having been served cups of clam nectar and steamed clams.



FRESH WISCONSIN CHEESE was contributed and sold at the Fun Auction by past president Joe Donahoe.



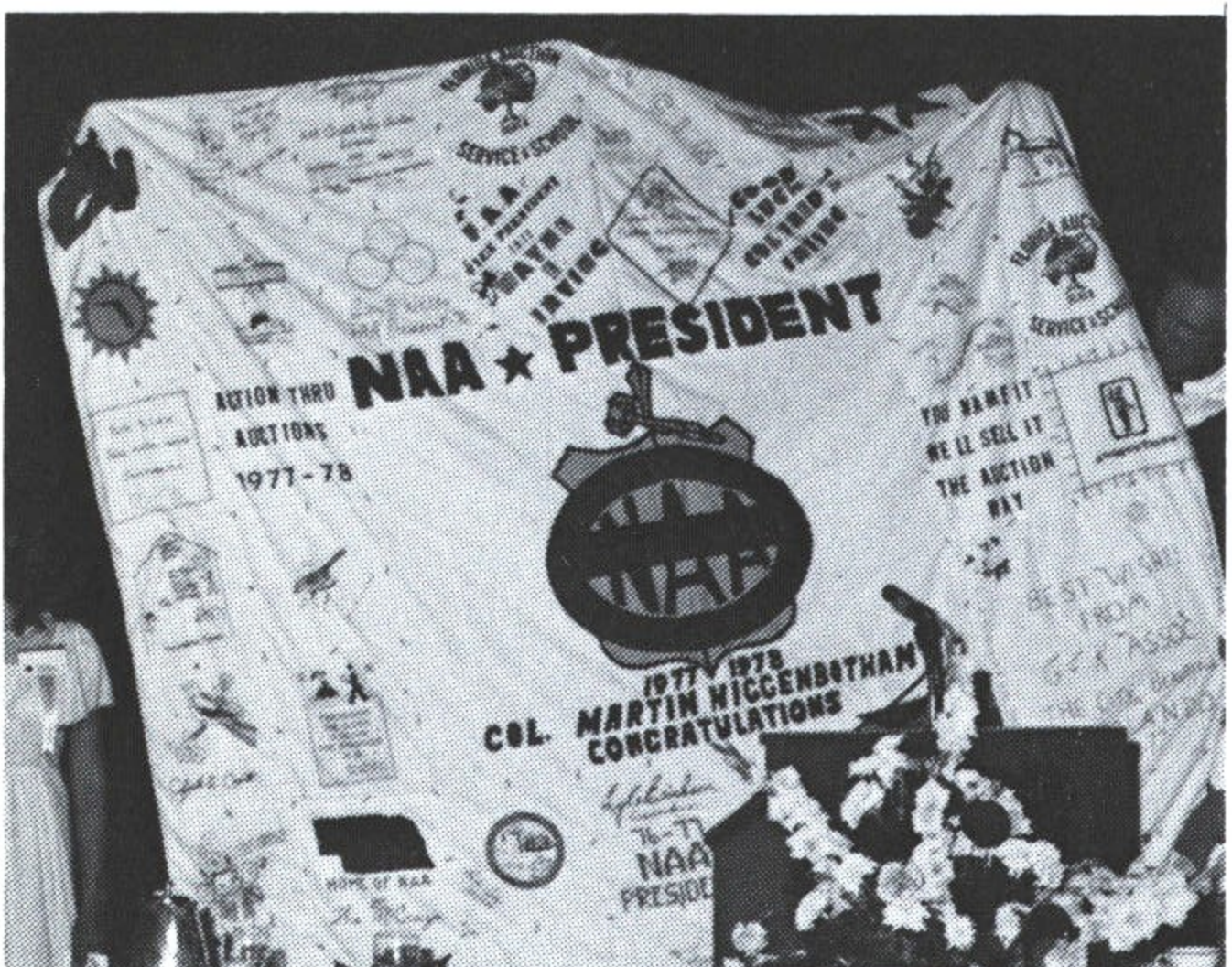
THE GOODTIME and Goodtime II were the boats, which transported conventioneers to Kiana Lodge. Members departed at the pier on their way to good food and fellowship.



THE MAD HATTER'S "Unbirthday Party" created excitement and enjoyment for the young people on Saturday afternoon.



MRS. WYLIE (JOAN) RITTENHOUSE was elected president of the Ladies Auxiliary to the National Auctioneers Association and accepted her office with dignity during the President's Banquet. Retiring president Brenda Higgenbotham (Mrs. Martin) presented her with the president's gavel.



TO HELP COVER the entire NAA membership during his year as President, Marty Higgenbotham was presented a quilt, appropriately prepared from pieces prepared by NAA members from Florida and many other areas of the NAA membership. The quilt was presented by the Wayne Irvings of Florida, who spearheaded the effort.



FIVE OUTSTANDING NAA members retired from office as board members at the close of the 1977 NAA Convention and were awarded their recognition plaques, including Past President and nine-year board member Joseph W. Donahoe, Darlington, Wisconsin; and three-year board members Ray Wallace, Shreveport, Louisiana; Dick Kane, Wisner, Nebraska; Howard Buckles, Keosauqua, Iowa; and Dale McPherson, Rapid City, South Dakota. An unfortunate incident occurred during the President's Banquet when the plaque, prepared for Joe Donahoe, was missing during the presentation and a duplicate plaque was prepared and mailed to him following the convention.



HALL OF FAME awards were presented to two outstanding and dedicated members of the National Auctioneers Association: William J. "Bill" Hagen of Billings, Montana, and Morris F. Fannon of Pennington Gap, Virginia. President Lyle Erickson made the presentation to the two very surprised — and honored — NAA members.



LYLE AND IRENE walk down the aisle, on the way to the head table for the Saturday night President's Banquet.



MARTY AND BRENDA Higgenbotham, the NAA's First Family for the 1977-78 year made their grand entrance during the President's Banquet.

MARTY HIGGENBOTHAM accepted the honor of the NAA presidency at the President's Banquet on Saturday night (bottom photo).



APPRECIATION was shown to Winona and Bob Losey (right) by NAA President Lyle Erickson for their dedicated efforts as 1977 Convention Co-chairmen.



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**NAA Membership Asked To Write To
Congressmen To Show Opposition To
Proposed First Class Mailing Rate**

The NAA Board of Directors, at the July 27, 1977, meeting in Seattle, Washington, voted unanimously to instruct Executive Director Harvey L. McCray to write to Postmaster General Francis F. Bailar, showing the board's apposition to the proposed first class mailing rate, for commercial firms, from 13 cents to 16 cents per ounce.

The NAA board of directors considers the proposed postal rate increase unfair and discriminatory. The proposal, if approved by the Postal Service, will affect each and every member of the National Auctioneers Association, due to the usage of the mailing service by each auctioneer and auction firm when they correspond to their clients and the public.

It is the request of the board of directors that each member write to his U.S. Congressman (both Senators and your Representative) requesting them to join with you in opposition to the proposed first class commercial postal rate increase.

Executive Director McCray, at the instruction of the board of directors, wrote a letter to the Postmaster General. It is hoped that each NAA member will use a form of the following letter and write his Congressman (a personal letter by each member to the Postmaster General would not hurt either):

Dear (Congressman):

I am writing this letter in opposition to the proposal by the United States Postal Service that commercial first class postal rates be increased from 13 cents to 16 cents per ounce. Please join with me in opposition to this proposed increase as it is my belief that the proposed increase is unfair and discriminatory to heavy commercial users of the first class mailing services.

On behalf of the over 5,200 members of the National Auctioneers Association, I join them in opposition to the proposed commercial postal rate increase. It is my hope that serious reconsideration will be made by the Postmaster General Francis F. Bailar and his administrators immediately and I urge you to support me in my attempt to have the proposed recommendation defeated.

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President Higgenbotham Announces 1977-78 NAA Committees

Following his election to the presidency of the National Auctioneers Association, Martin "Marty" Higgenbotham announced his committee appointments at the Board of Directors meeting. Marty also offered the Committee Chairman the opportunity to extend the committees and additions to the following committees will be announced, when made, in future issues of THE AUCTIONEER magazine. The committees follow:

LEADERSHIP — 1st Vice President Harvey C. Lambricht

AUDIT & BUDGET — Lyle Erickson, Chairman; Wylie Rittenhouse, Hubert Songer, Rex Newcom, Harvey L. McCray and Dean Fleming.

NOMINATING — Lyle Erickson, Chairman; C. P. Terry Dunning, Wylie Rittenhouse, Grover Howell and Bob Penfield.

RESOLUTIONS — Wylie Rittenhouse, Chairman; R. A. "Dick" Mader, Hubert Songer and Herbert A. Bambeck.

ELECTIONS — Ken Barnicle, Chairman; Dick Brewer, Leland Dudley, J. Wayne Taylor and Bill Cooke.

LAWS & REGULATIONS (includes legislation, policies & procedures) — C. E. "Chuck" Cumberlin, Chairman; C. P. Terry Dunning, Forrest Mendenhall and William "Bill" Josko.

EDUCATIONAL/SEMINAR COMMITTEE — C. E. "Chuck" Cumberlin, Chairman; Wylie Rittenhouse, Forrest Mendenhall and John O'Connor.

SEMINAR SUBCOMMITTEE — Harvey C. Lambricht.

PROMOTIONAL — 2nd Vice President C. E. "Chuck" Cumberlin.

PUBLIC RELATIONS & PROMOTION (includes following subcommittees):

A. **AWARDS, ADVERTISING CONTEST & PLAQUES** — Marvin Smith, Chairman; William "Bill" Josko, Ed Huisman and William "Bill" Gaule.

B. **PUBLICATIONS** — Wayne Ediger, Chairman; R. A. "Dick" Mader, Marvin Smith and William "Bill" Gaule.

C. **NATIONAL AUCTIONEERS WEEK** — Marvin Smith, Chairman; Hubert Songer, William "Bill" Josko and Bill Wade.

D. **PROMOTIONAL ITEMS & AIDS (film)** — C. P. Terry Dunning, Chairman; Harvey Lambricht, John O'Connor and Rex B. Newcom.

CONVENTIONS (Permanent Convention Policies & Procedures) — Lyle Erickson, Chairman; Martin "Marty" Higgenbotham, Harvey Lambricht, C. P. Terry Dunning, Harvey L. McCray and Dean Fleming.

GRIEVANCES — Wylie Rittenhouse, Chairman; R. A. "Dick" Mader and Hubert Songer.

INSURANCE — John O'Connor, Chairman; Wylie Rittenhouse, William "Bill" Josko and Herbert A. Bambeck.

MEMBERSHIP — Harvey Lambricht, Chairman; Marvin Smith, Ed Huisman and Bill Wade.

EXECUTIVE COMMITTEE — Martin "Marty" Higgenbotham, Chairman; Lyle Erickson, C. P. Terry Dunning, Harvey Lambricht and Harvey L. McCray.

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1977 NAA Advertising Contest Winners

The 1977 Advertising Contest Committee admitted, this year during the 1977 NAA Convention in Seattle, that it was a hard decision to select the winners due to the stiff competition. Chairman Marvin Smith was somewhat awed when he saw the number of entries, submitted to the Committee during the 1976-77 year.

One unfortunate occurrence, however, was the number of sale bills, which were eliminated due to the fact that reference to the auctioneer's membership in the National Auctioneers Association was not made on the sale bill, or advertisement. The rules stated that the NAA logo, or the words, "Member, National Auctioneers Association" must be displayed on the sale bill to qualify for the contest.

Members have asked, in the past, that the winning sale bills be displayed following the convention to show others what the winning entries looked like. However, the sale bills were not seen by all of the conventioners, much less those members who were not able to attend the NAA Convention. This year the winning sale bills were photographed (unfortunately the entire entry could not be photographed, but the representative sampling of the entry has been photographed) to allow the entire NAA membership to see what the winners look like. They all are shown in this "Review of the 1977 NAA Advertising Contest Winners".

THE BEST OVERALL advertisement in the 1977 NAA Advertisement Contest was the colorful Auction Catalog of the James E. Wilson & Son "The Auctioneers" firm in Hot Springs, Arkansas. Pictured above is the cover of the 48-page (plus cover) catalog, describing the antique auction.

THE COLOR AWARD in the Antiques category was won by the Kallmeyer-Schroff Auction Service of Hermann, Missouri. The color of the advertisement was red and black on white and the size of the sale bill was 17 by 22 inches.

THE BLACK AND WHITE AWARD in the Antiques category as won by the David A. North Auctioneers firm of Coldwater, Michigan. Pictured above is the cover of the eight-page black and white catalog and the size of the catalog was 8½ by 11 inches.

THE COLOR AWARD in the Commercial-Industrial category was won by the Charles J. Fisher Auction Company of Long Lake, South Dakota. The advertisement was red and black ink on white paper; the size of the sale bill was 17 by 22 inches.

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- NATIONAL FARM TRACTOR & IMPLEMENT BLUE BOOK** \$17.50
 Valuations, Nebraska tests, major accessories — past 10 years. Published yearly.
- BLUE BOOK OFFICIAL USED TRUCK VALUATIONS** \$22.00
 Issued twice yearly. Lists all trucks, past 7 years
 . . . Gives values of trucks and major optional equipment.
- OUTBOARD MOTOR GUIDE \$ 4.95
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- OUTBOARD BOAT GUIDE \$ 4.95
 More than 185 manufacturers, 15,000 models listed
- INBOARD & OUTDRIVE BOAT GUIDE \$ 4.95
 Does not include inboard boats
- INBOARD BOAT GUIDE \$ 4.95
 Does not include I O or stern drive boats
- BOAT TRAILER GUIDE \$ 4.95
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 Over 177 manufacturers listed
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- PONTOON HOUSEBOAT GUIDE \$ 4.95
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- CHAIN SAW GUIDE \$ 4.95
 More than 900 different models listed
- SNOWMOBILE & ATV GUIDE \$ 4.95
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- MOTORCYCLE & MINI-BIKE GUIDE \$ 4.95
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- POCKET KNIVES GUIDE \$ 5.95
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Bus Retmier is a 1951 graduate of the Reppert School of Auctioneering and successfully completed the 1977, Course I of the NAA-sponsored CAI (Certified Auctioneers Institute) and has sold the above appraisal books to the auction profession for the past 40 years on a money-back guarantee.

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Kentucky Business Liquidated For Over \$150 Thousand in July

Kentucky residents witnessed the largest business liquidation sale by auction to ever be held in Logan County, Kentucky, on Friday, July 29 and Saturday, July 30. The sale was conducted by Belcher Real Estate and Auction Company and Hughes Real Estate and Auction Company, both of Auburn, Kentucky. More than 1,000 people crowded the sale area at Rogers Lumber and Construction Company, many coming from places as far as Alabama and Missouri.

Auctioneers John Belcher, Michael Belcher and Jack Harvey started the sale at 1:00 p.m. on Friday and kept receiving bids until the early morning hours; then resumed



JOHN BELCHER calls for bids at the liquidation auction, held in Logan County, Kentucky. Over \$150,000 was received for construction equipment, lumber yard supplies, hardware items and office equipment — a record price for the county.

the sale on Saturday at 10 a.m. The auctioneers kept selling and the bidders kept buying, making the total sale climb over \$153,500.00.

Items sold included construction equipment, lumber yard supplies, hardware items and office equipment. The top selling items were a D6-B Cat Dozer for \$20,000; 955 Loader for \$8,750 and Truss Machine for \$7,000. Of the many stacks of lumber sold, only one brought less than wholesale price.

NAA auctioneer John Belcher paused in his auction calls around 11:00 p.m. Friday night to give away bottle openers and pencils and catch his breath. After a brief pause, the sale resumed and hardware items brought within 10% of retail value in the late night and early morning hours. Garden hoses, which retailed for \$13.95 were passed out among the crowd at \$12.50 each at 1:00 a.m. The price was more than wholesale price!

After two tiring days, with hoarse voices and blistered feet, there were still smiles on the faces of the Hughes' and Belcher's crews.

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Texas Senator Doggett Honored For His Auction Legislation Work

A special appreciation dinner for State Senator Lloyd Doggett was held in San Marcos, Texas, on Tuesday, August 9. Honoring Sen. Doggett were approximately 36 auctioneers and visitors from the central Texas area. The occasion was climaxed with the presentation of a handsome plaque with the inscription commemorating Sen. Doggett's sponsorship of the recently amended Texas Auctioneer's Law.

It was Sen. Doggett's dedication and interest in Auctioneering and the enhancement of the profession in Texas which prompted him to sponsor the original Bill creating the Auctioneer's Law during the 1975 State Legislature. He again sponsored the amendment to the law in the 1977 Legislature. The Senator's address vocalized his understanding and concern for the profession and encouraged those auctioneers present to play an active role in the enforcement and betterment of their profession.

The newly amended Law strengthens its original foundation and perfects areas which had been questionable with regards to enforcement and requirements of becoming a licensed auctioneer in the State of Texas. Also included in the amended Law are clearcut allowances regarding reciprocity with other states and the requirement that those seeking an Auctioneers License take a prepared examination with study material and test dates provided by the Auctioneer's Division of the Department of Labor and Standards of the State of Texas.

Other guests present at the meeting were Louise Mansfield and Faye Robinson, representing the Auctioneer's Division in the absence of Director Bob Bussee. Questions on enforcement of the Law, its requirements and other areas were directed to the ladies for clarification.

Bill Wade, President of the Texas Auctioneers Associa-



SEN. LLOYD DOGGETT on the right, being presented the commemorative plaque by Gary Fingleman of Lockhart, TX, who acted as Chairperson for the occasion.

tion and newly elected Director of the National Auctioneers Association, was present to help commemorate the occasion and offer some background and history to the early beginnings of the Texas Auctioneer's Law and the strong feelings of its great need by auctioneers from around the State. Mr. Wade also offered his own appreciation to the auctioneers from the central Texas area for their support in his bid as NAA Director.

The dinner and meeting was deemed a great success with auctioneers and visitors from as far as Houston, Austin, Rockdale, San Antonio and Corpus Christi, gathering to voice their appreciation of Senator Doggett's efforts.

Reppert School of Auctioneering — August 1-19, 1977 Class



PICTURED LEFT TO RIGHT — Top Row: William Andrews, Canada; Gordon J. Newhouse, Michigan; Dale A. Carder, Ohio; John O. Williams, III, Tennessee; David E. Baucher, Ohio; Robert Steven Fortner, Indiana; Mark Hoaglin, Ohio; Jeff L. Pruitt, Indiana; Merlin E. Havlik, Wisconsin; Alan R. Myers, Indiana. **Fifth Row:** Eugene F. Noggler, Jr., Ohio; John C. Pansegrau, Ossian; Dennis Ray Stover, Pennsylvania; William Douglas Nance, North Carolina; Richard M. Crawford, Tennessee; Donald D. Hall, Ohio; Chris Yoder, Indiana; Martin E. Cole, New York; Stephen D. Curry, Ohio; Ronald William Reno, Iowa. **Fourth Row:** Larry L. Schaaf, Ohio; Tom Cates, Tennessee; William H. Nance, Jr., North Carolina; Martin H. Baker, Ohio; John F. Nymeyer, Indiana; Cecil G. Kruse, Indiana; Neil J. Patterson, Michigan; Larry E. Rudd, Indiana; Mark E. Moorman, Indiana; Bradley G. Hall, Illinois; James B. Evans, Michigan. **Third Row:** Perry E. Murphy, Sr., Indiana; Gerald Edward Wierzbicki, Michigan; Carl A. Pellman, Ohio; Stanley R. Ford, Indiana; Harry E. Johnson, Michigan; Marvin Keith Mullins, Ohio; Steve Kesler, Indiana; Bennie Carl Ganey, Florida; Michael R. Watson, Ohio; Harry J. Sandoe, Pennsylvania; Monte G. Marion, Indiana; Michael A. Kennedy, Ohio. **Second Row:** James F. Burnett, Ohio; Glen L. Friend, Ohio; Todd J. Brown, Indiana; Gene Mazelin, Michigan; Emerson W. Arnett, Jr., Ohio; Sam Houston, California; Jeffrey R. Wolfe, Indiana; Irvin D. Swift, Michigan; James E. Tate, Jr., Tennessee; Herman A. McCombs, Indiana; Richard M. Bronson, Indiana; Allen J. Patty, Indiana. **First Row:** Frank DeRossitt Edens, Mississippi; Susan P. Conover, Maryland; Theodore A. Sterling, Indiana; Marcia J. Hartman, Indiana; Frank S. Lemaire, Indiana; Paggy J. Lambert, Indiana; David A. Schaaf, Ohio; George A. Blakeley, Kentucky; Margaret Pansegrau, Oregon; Mary Lou Halstad, Michigan; Sally Rehm, Indiana; Kathy Lynn James, Ohio; John R. Cocchio, Canada; Randall H. Peddicord, Ohio; Duane O. Wright, Virginia. **Seated Instructors:** Ron Chaffee, Towanda, Pennsylvania; Paul Z. Martin, Blue Ball, Pennsylvania; Phil Neuenschwander, Berne, Indiana; Roland Reppert, M.D., President, Decatur, Indiana; Q. R. Chaffee, Towanda, Pennsylvania; H. Earl Wright, Nokomis, Florida; H. D. Darnell, Cynthiana, Kentucky.

1978 Seminars Scheduled for Chicago and Orlando

The 1978 NAA Seminars have been scheduled and will be held in January in Chicago, at the beautiful Hyatt Regency O'Hare hotel on January 16-17-18, and in February in Orlando at the Hyatt House hotel on February 20-21-22.

NAA 1st Vice President Harvey Lambright, who is the 1978 NAA Seminar Chairman, is receiving confirmations on the instructors who will serve during the 1978 sessions. Announcement of the total list of instructors will be made in *THE AUCTIONEER* at a later date.

Both 1978 Seminar sites are appealing to many NAA members: Chicago and the O'Hare Airport area are convenient to anyone traveling by air. Flight scheduling can be made at nearly any hour of the day and in nearly every direction.

The Orlando Hyatt House will allow the NAA member the opportunity to learn more about his profession and later

on, visit beautiful Disney World, only five minutes away. The Hyatt House offers free transportation to Walt Disney World hourly via its own bus line.

The hotel rates have been confirmed for both hotels and the Hyatt Regency O'Hare in Chicago rates are: \$30 single and \$34 double (both are net prices). In Orlando, the Orlando Hyatt House rates are: \$36 single occupancy and \$40 double occupancy (or \$20 per person double occupancy).

The facilities are the best available in both Seminars' cities and the educational instruction will be equally good.

Use the 1978 NAA Seminar Registration Form in this issue of *THE AUCTIONEER* magazine and register NOW for the 1978 sessions. Hotel reservation forms will be submitted to you immediately after your registration form and fees check are received in the NAA Office.

Mississippi Auctioneers Observe National Auctioneers Week



MISSISSIPPI AUCTIONEERS, in observance of National Auctioneers Week for 1977, are pictured with Mississippi Senator Bob Perry (second from left) of Governor Finch's Office as they sign the official proclamation. From left to right: David V. Gillentine III; Senator Perry; Harry Collins; Hal Thompson (1977 Mississippi Auctioneers Association President); David Gillentine; A. D. Dilley (1977 Mississippi Auctioneers Association secretary-treasurer); and David Wiggenton (seated), 1976 MAA President.

National Auctioneers Week Proclaimed in North Dakota

The North Dakota Auctioneers Association was instrumental in having their State Governor Link proclaim the week of April 17 thru 23 as National Auctioneers Week. Present for the signing were Col. and Mrs. Dick Kiel, Fargo; Col. and Mrs. Tony Kranze, South Heart (Tony is NDAA director); Col. Chuck Rodin, Marion (secretary-treasurer of NDAA); Col. Allen Hornbacher, Hope; Col. and Mrs. Bud Zimblemon, Bismarck; Col. and Mrs. Cliff Orr, Ypsilanti (Mrs. Orr is President of the NDAA Ladies Auxiliary) and Col. and Mrs. Bob Steffes (Bob is NDAA director).

The president and vice president of the North Dakota Auctioneers Association, Cols. Arlo Schmidt and Lester Van Beek respectively, had auction sales on the day the proclamation was signed and were unable to attend.

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1978 NAA Seminars Registration Form

Please register me for the following 1978 NAA Seminars (Please indicate):

_____ **Chicago, Illinois — January 16-17-18, 1978 — Hyatt Regency O'Hare Hotel**
 Subjects: **Monday, January 16:** Real Estate/Real Estate Appraisal for Auction — Bid Calling (evening); **Tuesday, January 17:** Auto Auctions/Classic Car Auction — Bid Calling (evening); **Wednesday, January 18:** Consignment of Farm Implement Equipment & Heavy Equipment at Auction.

_____ **Orlando, Florida — February 20-21-22, 1978 — Orlando Hyatt House Hotel**
 Subjects: **Monday, February 20:** Real Estate/Real Estate Appraisal for Auction — Bid Calling (evening); **Tuesday, February 21:** Farm Machinery, Beef, Dairy & Exotic Cattle — Bid Calling (evening); **Wednesday, February 22:** Consignment Auction House (Booking an Auction, Preparation for an Auction and Closing an Auction).

1978 Seminar Registration Fees Information: Three-day fees = \$150 per NAA Auctioneer; Half price (\$75) for NAA Auctioneer's spouse or family member attending with NAA Auctioneer; Daily fee = \$60 per NAA Auctioneer per Session; Half price (\$30) for NAA Auctioneer's spouse or family member attending with NAA Auctioneer.

I have marked the following to indicate my 1978 Seminars Registration:

- | | |
|--|--|
| _____ \$150 Three-day Chicago Seminar. | _____ \$150 Three-day Orlando Seminar. |
| _____ \$ 75 Spouse's Three-day Chicago Seminar. | _____ \$ 75 Spouse's Three-day Orlando Seminar. |
| _____ \$ 60 Monday ONLY Session, Chicago Seminar. | _____ \$ 60 Monday ONLY Session, Orlando Seminar. |
| _____ \$ 30 Monday ONLY, Spouse's Chicago Registration. | _____ \$ 30 Monday ONLY, Spouse's Orlando Registration. |
| _____ \$ 60 Tuesday ONLY Session, Chicago Seminar. | _____ \$ 60 Tuesday ONLY Session, Orlando Seminar. |
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| _____ \$ 60 Wednesday ONLY Session, Chicago Seminar. | _____ \$ 60 Wednesday ONLY Session, Orlando Seminar. |
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|
\$ _____ TOTAL CHICAGO FEES |
\$ _____ TOTAL ORLANDO FEES |

Enclosed is my check in the amount of \$ _____, made payable to the National Auctioneers Association to indicate my 1978 NAA Seminar Registration.

Name _____ Address _____
 City _____ State _____ Zip _____
 Spouse's Name (If Applicable) _____

Send completed form and total registration fees to: **Harvey L. McCray, Executive Director**
National Auctioneers Association
135 Lakewood Drive, Lincoln, NE 68510

Hotel Reservation Information: The NAA Office will confirm this NAA Seminar Registration and submit to you a Hotel Reservation Form for you to use in reserving a room directly with the Seminar Hotel in Chicago and/or Orlando.

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1st VICE PRESIDENT: Mrs. Walter (Ruby) Hartman, Camden, Ohio
2nd VICE PRESIDENT: Mrs. Leland (Irene) Dudley, Hampton, Iowa
SECRETARY-TREASURER: Mrs. Charlie (Glenda) Johnson, Sevierville, Tennessee
HISTORIAN: Mrs. Bill (Dorothy) Cooke, Griffith, Indiana

DIRECTORS

Terms Expiring 1980:

Mrs. Marty (Brenda) Higgenbotham, Lakeland, Florida
 Mrs. Forrest (Betty Jo) Mendenhall, High Point, North Carolina
 Mrs. Harvey (Pat) Lambright, LaGrange, Indiana
 Mrs. Bob (Ann) Williams, Arlinton, Washington

Terms Expiring 1979:

Mrs. Don (Eileen) Standen, North Ridgeville, Ohio
 Mrs. Walter (Marie) Flatow, Waterbury Center, Vermont
 Mrs. Edwin (Patsy) Fulkerson, Jonesboro, Tennessee

Terms Expiring 1978:

Mrs. Morris (Velda) Fannon, Pennington Gap, Virginia
 Mrs. Ken (Marian) Barnicle, Ballwin, Missouri
 Mrs. John (Lucille) Freund, Omro, Wisconsin

**The Ladies Auxiliary . . .
What Does It Do?**

At the general business meeting in July in Seattle, the question "What does the Ladies Auxiliary do?" was asked by one of the members. I was asked at the board meeting to respond to that at this time.

First of all, let me give you the objects of the Auxiliary as outlined in the by-laws. They are threefold and are stated thus:

1. To help promote and advance the profession of auctioneering at all times.
2. To help promote the interest of all auctioneers every way possible.
3. To help create and maintain a health and welfare program.

As you can see, the primary interest of the Auxiliary is to promote and support the auction profession. As the convention is the major event of the NAA, this is where the Auxiliary has concentrated its efforts.

We have helped with the expenses and arrangements of the conventions whenever the need has occurred in such areas as flowers, children's activities and tours in addition to the ladies' functions. We donate items to the fun auction and contribute to the booster page. An annual donation is made to one of the national charities.

The Auxiliary is responsible for the Memorial Service at the Saturday afternoon business meeting.

The convention is a family convention just as the auction is quite often a family profession. It is the desire of the Auxiliary to continue this type of convention and our assistance and support is available to the NAA whenever needed. Without being organized, it would be impossible for the ladies to give this support to the auctioneers.

My personal reason for being a part of the Auxiliary is to take advantage of every opportunity to support the auction profession. Auctions are as much a part of my life as they are of my husband's. Even though I am not an auctioneer and do not ever intend to be, that does not lessen the importance of the profession in my life.

Through the fellowship and participation in the conventions with our auxiliary activities, we are privileged to the same advantages and education that the auctioneers enjoy thereby making us much more capable of fulfilling the responsibilities we assume in our own businesses at home.

**Brenda Higgenbotham
Immediate Past President
Ladies Auxiliary to the
National Auctioneers Association**

Dear Ladies:

Words cannot express the gratitude Lyle and I feel toward the members of the NAA and the Auxiliary for giving him the privilege to serve as the NAA President last year and for letting us get to know all of you better. We are sorry we couldn't attend all the meetings you invited us to but so many were at the same time and consequently we could not accept all.

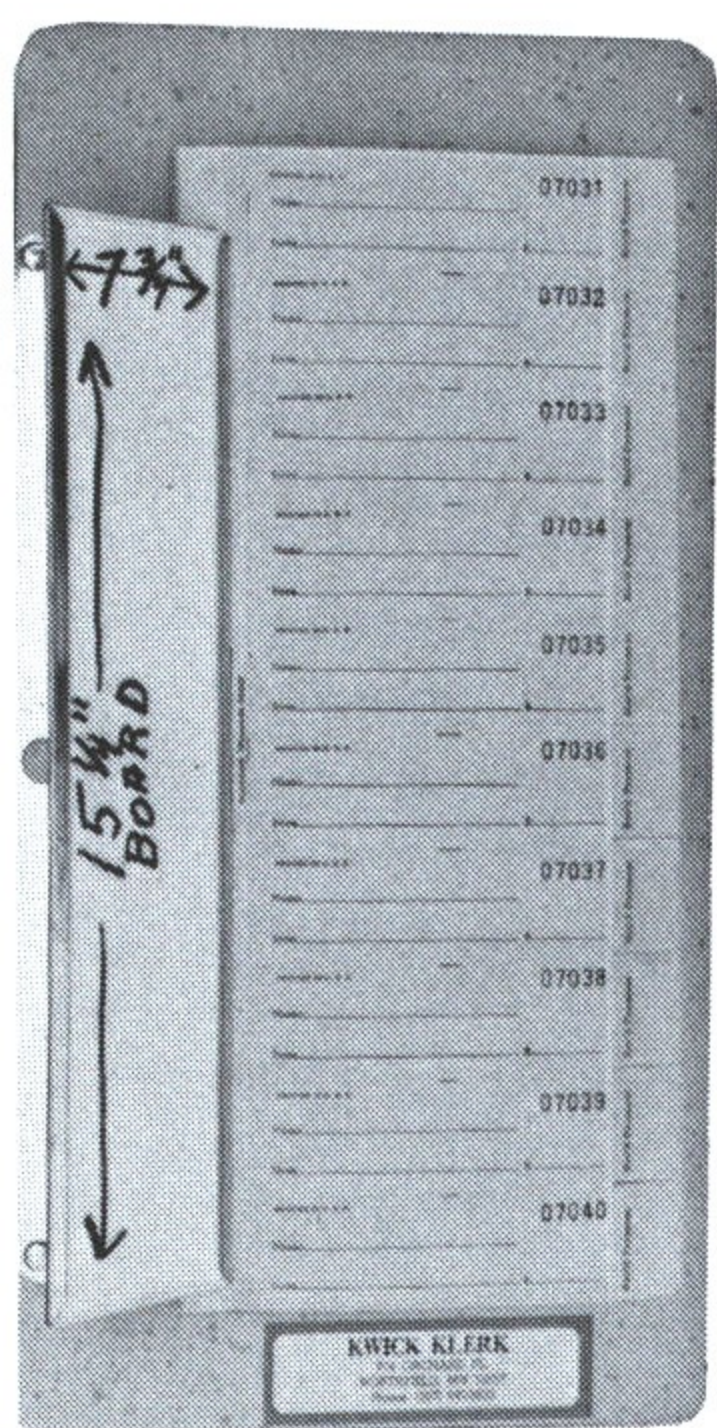
The kindness and love shown us everywhere we attended the NAA meetings was simply unbelievable and is an experience we shall never forget. The way you took us into your homes made us feel as though we really "belonged" and were sort of family.

We are members of a number of church, trade, etc. organizations but none can compete with the friendliness and cooperation of the folks who belong to Auctioneers Associations throughout the country.

It was a very trying year at times but certainly was a most rewarding one. There were so many things we learned from and shared with you folks last year and I certainly hope we left some little token of worth with each of you.

I am not going to mention names, there are so many

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and I surely would forget to mention someone, but wish to say a big, big "Thank You Everyone" for the wonderful year I shared as the wife of your NAA President. I hope you will feel free to call on us if we can ever be of help to any of you in any way. There is always a "Welcome to Ericksons" at Cresco, Iowa.

Again, "Thanks so much" and may God bless you all.

**Irene Erickson, Past President
NAA Ladies Auxiliary**

Wisconsin Auctioneers Promote Auction Way; Sponsor Booth During Farm Progress Days

Farm Progress Days has become a great means to promote industry and information for the thousands of people who attend the event in Wisconsin annually. This year it was held near Whitehall, Wisconsin, on July 19-21, with demonstrations given by a number of implement dealers on working with forage.

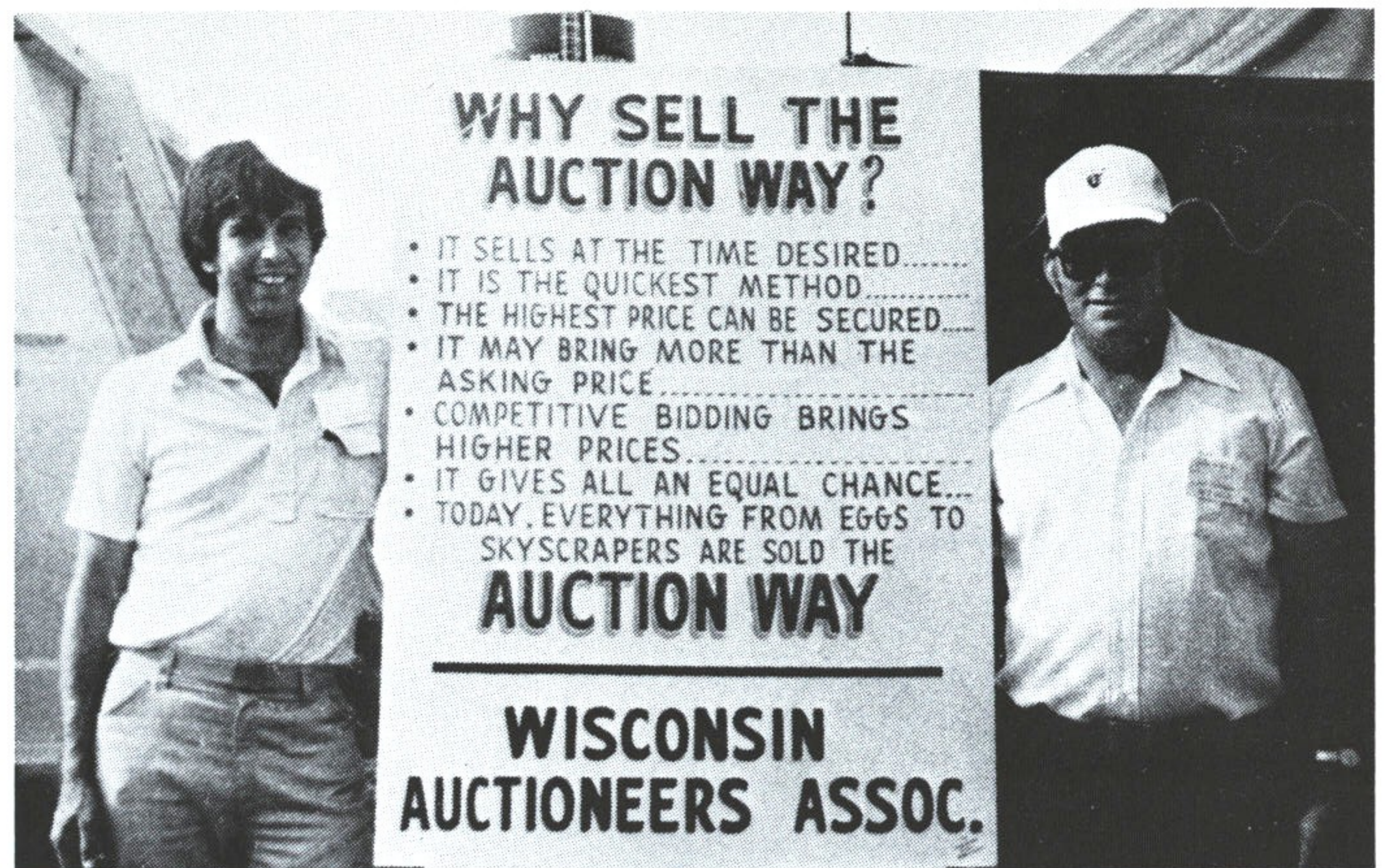
The Wisconsin Auctioneers Association was among the more than 800 exhibitors in "Tent City" with a booth promoting the auction way of selling.

Tom Kohner of Fountain City and Don Hansen of Strum were chairmen of the booth, with support from several other WAA members.

Over \$300 worth of tools were given as door prizes during the three day event as a result of drawings every two hours. Well over 4,000 adults registered with their names and addresses and answered three questions provided on the registration slip: "Have you ever attended an auction?"; "Do you know who your local WAA auctioneer is?" and "Are you thinking about having an auction?"

Colorful helium balloons imprinted with "Sell the Auction Way, Hire Auctioneers, Wisconsin Auctioneers Association" were handed out to the younger set and attracted attention to the booth.

Vic Voigt, WAA Secretary, has compiled a map of the state showing the location of all WAA members. It is used



THE AUCTION WAY was promoted by Wisconsin Auctioneers Association members Tom Kohner (left) and Don Hanson, as they displayed one of the signs, attracting visitors to the WAA booth at Wisconsin Farm Progress Days.



FILLING BALLOONS with helium kept Ken and Ann Brandau (left to right, left photo) busy as many children wanted the balloons when they visited the WAA booth (right photo).

to display at all state meetings and was a popular spot as registrants searched for their local auctioneers while visiting the booth. A good PA system occasionally carried the popular auction chant among the throngs of people causing them to show interest in what the association had to offer.

Feeling it was a tremendous success the WAA members have already reserved space to "tell the story next year" when "Farm Progress Days" will be held in Northeast Wisconsin.

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This copy partially compiled by Ed Vierheller, Graduate 1960, and past member, Board of Directors, National Auctioneers Association.


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License Laws Officials Meet in Seattle From States Where Auction/Auctioneers License Laws Now Required

(Editor's Note: The material printed below is being submitted to offer NAA members information about the newly formed group of Auction Law Officials and the Board of Directors of the National Auctioneers Association has not yet had ample opportunity to review any of the programs proposed to the NAA by the group. Interest has been shown, however, in the activities and discussions of the new NALLOA (National Auctioneer License Law Officials Association) group and the following article was prepared from the minutes of the meetings held during the 1977 NAA Seattle Convention. NALLOA President John Friedersdorf submitted the following information:

MINUTES MEETING OF AUCTION LICENSE LAW OFFICIALS

Seattle, Washington
July 28, 1977

The committee of auction license law officials, which was formed at the 1976 National Auctioneers Association Convention in St. Louis, called a meeting of representatives from states that have Auction License Laws to discuss further organization of Auction Law Officials. The meeting was held in the Olympic Hotel in Seattle, Washington, during the NAA Convention. Hugh B. Miller of Evansville, Indiana, presided at the meeting.

A discussion was held as to whether or not the Auction License Law Officials should join with NARELLO (National Association of Real Estate License Law Officials) as a single group to work together on matters that would be of benefit and mutual interest to both professions. Following a full discussion, in which many persons participated, a decision was reached whereby the Auction group would **not** merge

with the Real Estate group; but would remain a separate entity and work for further organization of its own group.

Following the above action, a discussion was held as to the means to be followed in electing officers and setting up a Board of Directors of Auction License Law Officials. Many ideas were viewed as to the titles of officers, number of directors, terms of office, and method for election. After a lengthy discussion, a committee was appointed to establish criteria for the organization and election of officers and directors for a national group of Auction License Law Officials.

The following committee was appointed to meet and later report with their recommendations: Hugh Miller, Indiana; C. W. Borden, Kentucky; Larry Hedrick, North Carolina; Archie Moody, South Carolina; Glenn Webb, Tennessee and Clarence Nash, Texas.

The Criteria Committee made the following recommendations:

1. That NALLOA (National Auctioneer License Law Officials Association) be the official name of the group, and that "Inc." be added to the name when it is incorporated.
2. That the purposes of an organized national group be:
 - a. Continued protection of the public — which is consumer protection and client protection;
 - b. Improved communications between the states, which have auction license laws, for the purpose of upgrading the auctioneering profession;
 - c. Encouraging and implementing reciprocal agreements between states with auction license laws.
3. That there be three officers elected which would constitute an Executive Committee and that the titles of the officers be: PRESIDENT, VICE-PRESIDENT, and SECRE-

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"Common Sense in the Auction Business" is a booklet compilation of the "Common Sense" articles exactly as they appeared in THE AUCTIONEER magazine. The booklet is complete and includes articles whose material was not directly pertinent to "Let's Talk About Auctions".

I'm sure you'll like them. Hang in there.

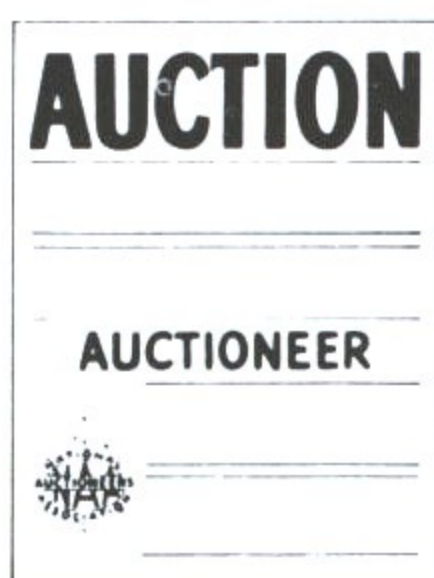
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TARY-TREASURER. It was further recommended that each officer be required to be a practicing auctioneer in good standing.

4. That a "voting body" be established consisting of one vote from each Commission (or Board) having representation at the meeting.
5. That each Commission (or Board) have the Chairman of that Commission, or his designated appointee, serve as a member of the Board of Directors; and that the officers (or Executive Committee) be selected from this group.
6. That there be two meetings a year of the officers and directors of NALLOA. One meeting shall be held at the same time and place as that of the Directors of the National Auctioneers Association; and the second meeting shall be held at the time and place of the National Auctioneers Association Convention. If the officially designated "Director" cannot be present for a meeting, then the person appointed to represent that Commission must have documentation that he is authorized to act, or vote, in all matters of business.
7. That the NAA Board of Directors allow the office staff of the National Auctioneers Association to prepare mailing, when requested, of pertinent information and interest to each state's official representative. And, further, that a \$25.00 contribution be made, at the present time, by each Commission (or Board) — or any other state wishing to be included — in order to help defray expenses involved. (A definite amount for "dues" shall be decided upon at a later date when the organization is progressing.)

The study and recommendations of the Criteria Committee were presented and adopted.

John Friedersdorf of Indiana and Glenn Webb of Tennessee were nominated for the office of PRESIDENT. John Friedersdorf was elected.

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Included at no extra charge a 12-page booklet (copyright 1976) entitled "AUCTION CHANTS", 52 basic chants. Improve your present chant or develop a new one. The price of the booklet, if ordered separately, is \$5.00. BID GETTERS sells at \$10.00 post-paid, check, money order, or C.O.D.:
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Price of book \$5.00 (Volume discount available). Being used by several states — auctioneer associations and auction schools. WRITE: Kruse Office: 305 South Union Street, Auburn, Indiana 46706.

Glenn Webb was then elected VICE-PRESIDENT by acclamation.

Charles Switzer of Kentucky was elected SECRETARY-TREASURER by acclamation.

It was requested that each Commission (or Board) send enough copies of their respective law to the newly elected Secretary-Treasurer in order that he might forward a copy to each state which has an auction license law.

Harvey L. McCray, Executive Director of the National Auctioneers Association, requested that a written presentation from NALLOA be submitted for the mid-year meeting of the Directors of the NAA.

Having completed the business of organizing and electing officers, the meeting then turned its attention to discussing and answering questions posed by representatives from states who do not have auction license laws.

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Phone: 615 363-4501. Reception and preview of property at hotel on Friday evening prior to sale.

State Association Leaders Respond To Questions in Regards To License Laws

By Harvey L. McCray
NAA Executive Director

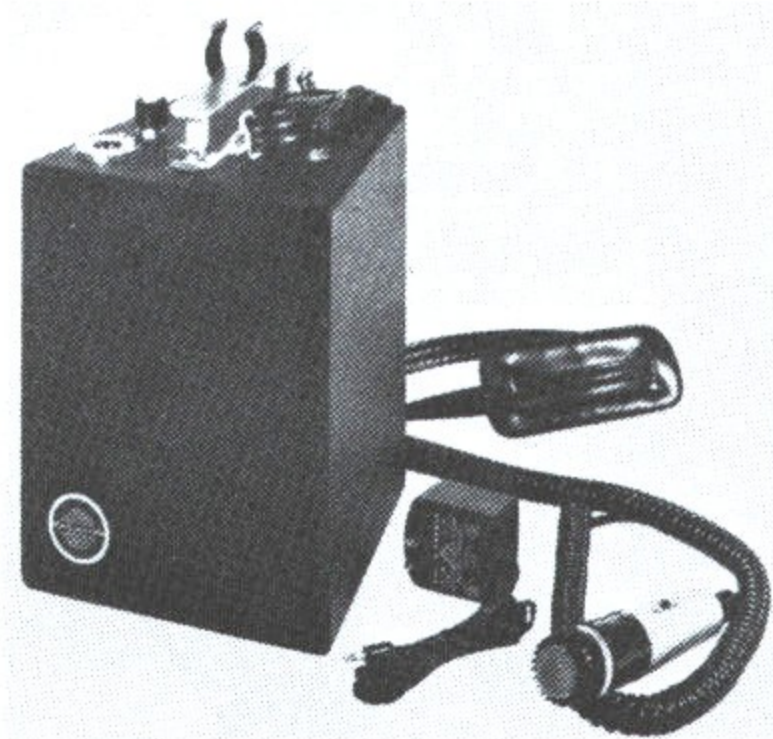
The subject "Auction License Laws" has been bouncing around the National Auctioneers Association for many years and many people have offered their pros and cons about the subject. The board of directors of the National Auctioneers Association has gone on record to state that it will not become involved in the arguments for or against auction/auctioneers license laws, but many NAA members still demand information about states' laws.

In an attempt to offer information about the license laws of the various states, a form was prepared and distributed by the NAA Office to obtain information from the State Auctioneers Associations and the response was not only gratifying, but encouraging. One of the primary reasons for establishing the National Auctioneers Association is to offer service to its membership and the reports from our State Associations will be very helpful.

No doubt additional "State Licensing Requirements Information" will be submitted to the NAA Office in months to come, and the requirements will be published as they arrive in the NAA Office. This article, then, is one of many, hopefully, which will offer information on State Licensing Requirements Information and recognition now is being given to the state leaders who responded with the following information (listed alphabetically by states):

Indiana — Requires auction/auctioneers license and the name, address, etc. of the board/commission, etc., is: Indiana Auctioneers Commission, Sherril Keesee, Office Secretary, Room 1025, 100 N. Senate Avenue, Indianapolis 46204. Phone: 317 633-4243. Indiana Auctioneers Commission Board includes: John L. Friedersdorf, Chairman; Harvey C. Lambright, Gene Angle, Lawrence Vogel and Hugh B. Miller. (Information submitted by Harvey C. Lambright)

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Please Contact:

Bill Whitaker

914 North 71st.

Kansas City, Kansas 66112

913-334-0843

Kansas — Does not require a state auction/auctioneers license. (Information submitted by Rex B. Newcom)

Maryland — Does not require a state auction/auctioneers license, but licenses are required in Baltimore City, Baltimore County, Anne Arundle County, Allegany County, Harford County and Cecil County, (all counties named have different requirements). In all other local jurisdictions there are no license requirements. (Information submitted by Daniel Billig)

Massachusetts — Auction/Auctioneers license not required. (Information submitted by Ronald Maynard)

Montana — Does not require a state auction/auctioneers license. (Information submitted by Fritz Hoppe)

New Hampshire — Requires auction/auctioneers license and the name, address, etc. of the board, commission, etc., is: New Hampshire Board of Auctioneers, % Secretary of State, State House, Concord, New Hampshire 03301. Phone: 603 271-3242. Write to Secretary of State for copy of auction license law. Non-resident licenses are granted to auctioneers from states which reciprocate with a state law or no law, which permits an auctioneer to conduct an auction in any community, so long as he has a valid .resident or non-resident license. Non-resident licenses are \$74 per year and auctioneer must be bonded for \$5,000. (Information submitted by George Michael)

New Jersey — Does not require a state auction/auctioneers license. In the State of New Jersey local options on the requirements for conducting an auction range from none up to and including outright prohibition. Often it is very difficult or impossible to conduct an on-site auction because of unfair local ordinances or unrealistic permit fees, etc. (Information submitted by Jack Sartor)

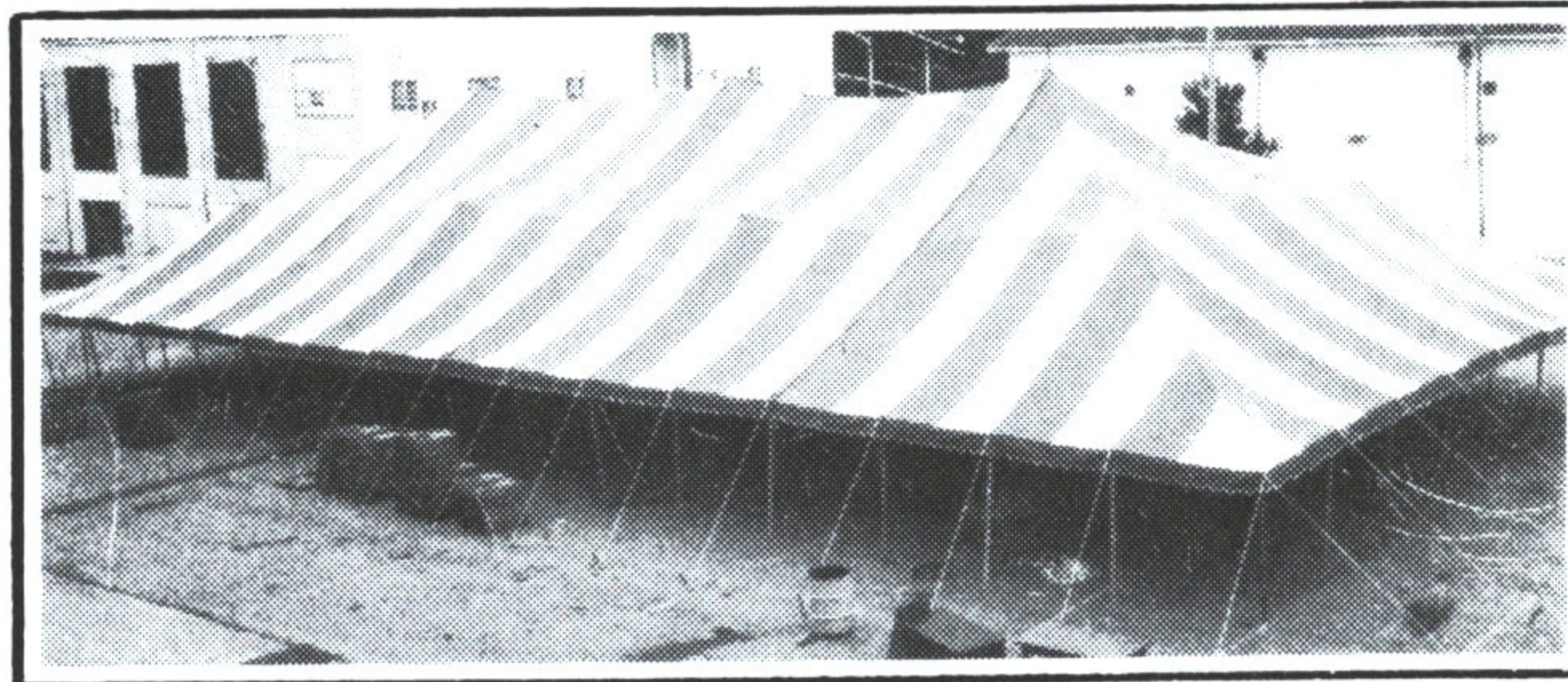
New York — Does not require a state auction/auctioneers li-

cense. Most cities and town have auction permit laws and one should check with city clerk or town clerk to make sure. Some have bond requirements. (Information submitted by Duane E. Gansz and Mel Manasse)

North Carolina — Requires auction/auctioneers license and the name, address, etc. of the board/commission, etc., is: North Carolina State Auctioneer Licensing Board, George R. Fuller, Executive Secretary and Martha C. Jordan, Administrative Assistant, 3509 Haworth Drive, Raleigh, North Carolina 27609. Phone: 919 733-2182. Examination required for auctioneers' licenses, except those issued by reciprocity with states, which have licensing laws similar to ours and (those states) which require examinations. Apprentice auctioneer licenses issued when a supervising auctioneer has signed to "sponsor" and is present at all times when apprentice is bid calling. Auction firm licenses required of all partnerships and corporations and all sole proprietorships, unless the sole is a licensed auctioneer. (Information submitted by Martha C. Jordan)

North Dakota — Requires auction/auctioneers license and the name, address, etc. of the board, commission, etc. is: North Dakota Public Service Commission, Bruce Hagen, Public Service Commissioner, North Dakota State Capital, Bismarck, North Dakota 58501. Auctioneers must be bonded and licensed and must have attended an approved auction school. Clerks must be bonded and have a clerk license. License standards: Century Code 51-05.1-02. Licenses shall be granted only to persons who bear a good reputation for honesty, truthfulness and fair dealing and who are competent to transact the business of an auctioneer or clerk in such manner as to safeguard the interest of the public, and whose license has not been revoked in this state or any other state within two years prior to date of application. In addition to the requirements established for subsection 1 of this section, an applicant for a license must be at least 18 years of age and shall be a citizen of the United States. Every appli-

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4	19	34		49		64		79		94	H
5	20	35		50		65		80		95	I
6	21	36		51		66		81		96	J
7	22	37		52		67		82		97	K
8	23	38		53		68		83		98	L
9	24	39		54		69		84		99	M
10	25	40		55		70		85		100	N
11	26	41		56		71		86		T	O
12	27	42		57		72		87		U	P
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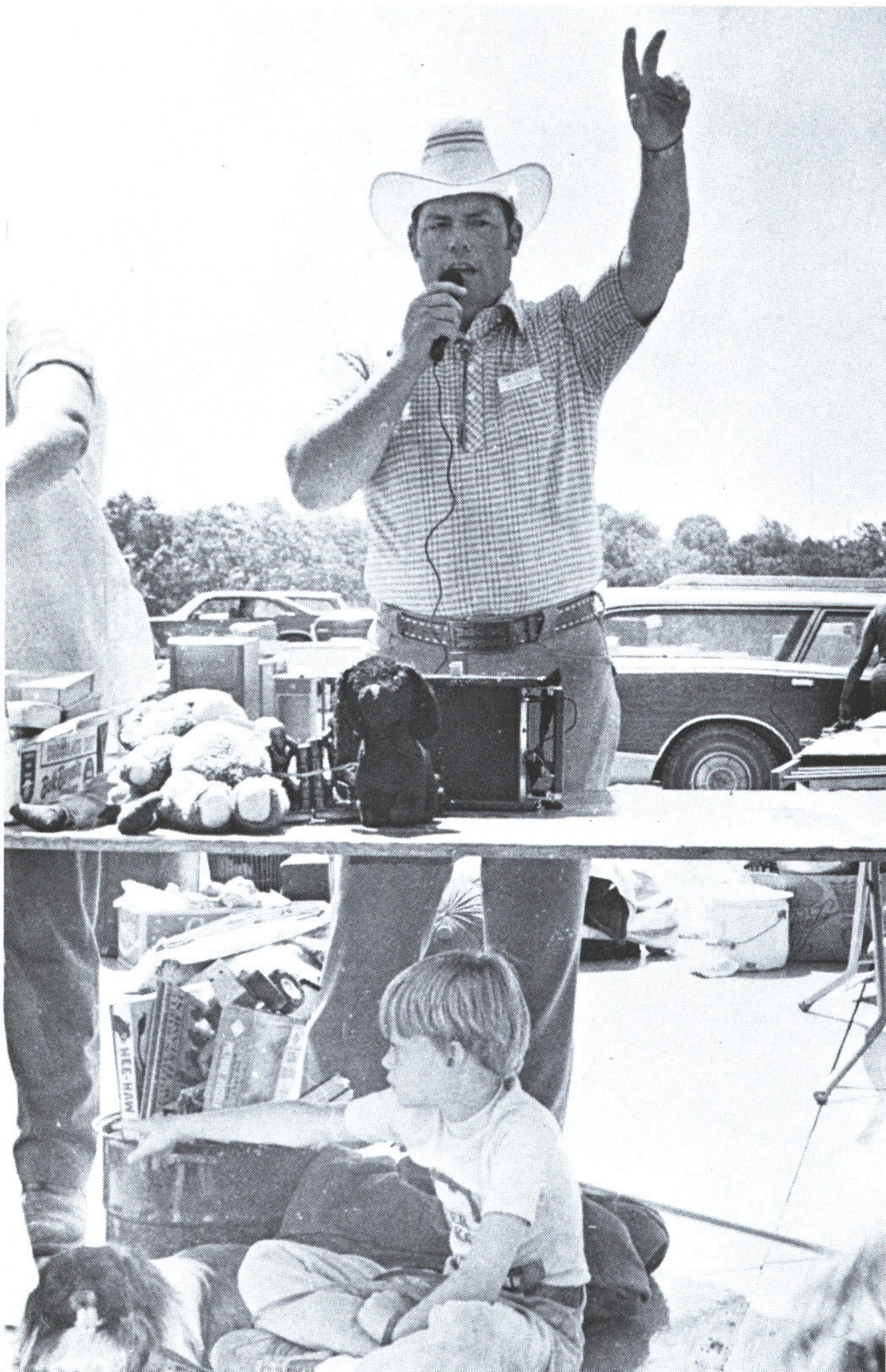
Holdrege, Nebraska 68949

cant for a license as an auctioneer shall have either: (a) been actively engaged as a licensed auctioneer for a period of at least one year preceding the date of this application; or (b) shall furnish a certificate that he has attended and passed an approved course of study relating to auctioneers. (Information submitted by Arlo Schmidt)

Ohio — Requires auction/auctioneers license and the name, address, etc. of the board, commission, etc., is: Charles Carroll, Chief of Licensing, Department of Commerce, Division of Licensing, 180 East Broad Street, Columbus, Ohio 44805. Phone: 614 466-4130. Apprentice license is required before auctioneers license can be obtained. Reciprocity is granted where received. Commission named by the governor (three): Dick Babb, 123 W. Main Street, Wilmington, Ohio 45177; Owen Hall, 109 East Forest St., Celina, Ohio 45822; and Russell Kiko, 13220 Brandywine St., S. E., Minerva, Ohio 44657. (Information submitted by Floyd B. Rhoades and Byron Dilgard)

South Carolina — Requires auction/auctioneers license and the name, address, etc. of the board, commission, etc., is: South Carolina Auctioneers Commission, J. L. Pinckney, Chairman, P.O. Box 592, Orangeburg 29115. Phone: 803 534-8022. (Information submitted by J. L. Pinckney)

Tom Cawood's Charity Sale



WHAT AM I BID . . . no, not for the boy and dog under the table, but the item on the table! Tom Cawood, whose primary area of auctions is in Montgomery and Frederick Counties, Maryland, was the auctioneer for the Damascus Firemen's Carnival auction held in the summer.

NAA CONVENTION DATES

October 29-30 — Iowa Auctioneers Association, Adventureland Inn, Des Moines.

November 6-7 — Indiana Auctioneers Association, Atkinson Hotel, Indianapolis.

November 6-7 — New York State Auctioneers Association, John's Flaming Hearth & Motor Inn, Niagara Falls.

December 3-4 — Virginia Auctioneers Association, Martha Washington Hotel, Abingdon.

December 5 — Tennessee Auctioneers Association, Mid Year Meeting, Continental Inn, Nashville.

December 11-12 — Florida State Auctioneers Association, Quality Inn High "Q", Orlando.

January 20, 1978 — Michigan State Auctioneers Association, Lansing.

January 21-23, 1978 — Ohio Auctioneer Association, Imperial North, Columbus.

January 27-28, 1978 — Pennsylvania Auctioneers Association, Inc., Host Inn, Harrisburg.

February, 1978 — New Jersey State Society of Auctioneers, Van's Inn, Freehold.

February 10-12, 1978 — North Dakota Auctioneers Association, Hamilton Motel, Rugby.

April, 1978 — Montana Auctioneers Association, Kalispell.

May, 1978 — South Carolina Auctioneers Association, Quality Inn Motel on I-20, Columbia.

June 8-9, 1978 — Wisconsin Auctioneers Association, Fond du Lac.

June 10-11, 1978 — West Virginia Auctioneers Association, Cedar Lakes (FFA-FHA Camp), Ripley

Laugh It Off . . .

STOMACH PAIN

A woman riding a trolley car was anxious not to pass her destination. She poked the conductor with her umbrella. "Is that the National Bank?"

"No, ma'am," replied the conductor; "that's my stomach."

WRONG GALOSHES

One rainy day the kindergarten teacher spent half an hour pulling galoshes onto little feet, getting the children ready to go home. It took several minutes of struggling to get Johnny into his, and when they finally were on he said, "Thank you, Mrs. Rosetti. You know, these galoshes aren't mine."

The teacher moaned, pulled galoshes back off and asked, "Now then, whose are these?"

"My brother's" said Johnny, "but mother makes me wear them anyhow."

GOSSIPER

Gossip: A person who can make a mountain out of a little dirt.

CHAIRMAN'S SUGGESTION

"It's just a suggestion, gentlemen," said the chairman of the board, "but let's not forget who's making it."

LIGHT COMPLEXION

"I'm worried about my complexion, doctor. Just look at my poor face."

"My dear girl, you'll have to diet."

"Oh, I never thought of that! What color do you think would suit me best?"

Kansas City Sertoman

BOOSTER CLUB

The NAA members whose names appear within their respective states have each given \$5.00 for their names to appear for one year in support of their magazine — THE AUCTIONEER.

The supporting members are not reminded when the year's contribution has run out as the contributions are voluntary. However, for the purpose of simplifying the accounting process BOOSTER CLUB contributors should send their contributions at same time as their dues are submitted.

ALABAMA

Leslie E. Bates—Cullman
 J. L. Bryant—Bay Minette
 Don Burnham—Cullman
 William Cato, Jr.—Langdale
 Rad J. Dickson—Tuscumbia
 Robert Gooch—Florence
 Wayne Flowerday—Huntsville
 Herby Greenhaw—Athens
 Jimmy Greenhaw—Athens
 Oakley Greenhaw—Athens
 Gordon W. Headley—Thorsby
 Roy N. Hereford, Jr.—Faunsdale
 John A. Horton—Huntsville
 J. P. King—Gadsden
 Donald Lonnergan—Gadsden
 Donald Montgomery—Mountain Home
 M. S. Pennington—Huntsville
 C. W. Ramey—McCalla
 Jon Ramsey—Dothan
 W. D. "Bill" Ray—Five Points
 Freeman Smith—Bryant
 C. L. Taylor—Statesboro
 Kenneth E. Terrell—Boaz
 Timmy Lynn Walker—Mountain Home
 Ray Webster—Guin
 Ben Whigham—Dothan
 Lamar Williams—Decatur

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 Charles Reed—Eagle River
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 J. W. Fogg—Mountain Home
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 Doyle Goodman—Timbo
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 Richard Hancock—Forest City
 Charles Harris—Jonesboro
 R. E. Harris—Mountainburg
 Fred Hiett—Rogers
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 Ray Iney—Little Rock
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 Lucky Jenkinson—Folsom
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 Mike Kalman—Arcadia
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 Rusty Meador—Ramona
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NAA Board of Directors Revise Booster Club Listing Procedures

On January 1, 1978, a new procedure will be established and put into practice in listing the NAA Booster Club members, who have supported THE AUCTIONEER magazine by contributing \$5.00 annually and having their names listed in each issue as BOOSTER CLUB members.

The NAA Board of Directors, at its January, 1977, meeting in Lincoln, Nebraska, reviewed the BOOSTER CLUB procedures and costs involved in having the listing printed and a revision will become effective on January 1, 1978.

The January, 1978, issue of THE AUCTIONEER will list all BOOSTER CLUB members and during the 1978 calendar year, three additional listings will be made. BOOSTER CLUB members will not be listed monthly, as they have in the past.

The second revision, as approved by the board, is that as of January 1, 1978, a \$10 contribution must be made (as compared to the \$5 now being offered).

BOOSTER CLUB contributors who have made their annual contributions up through December 31, 1977, will have their names listed throughout the 1977 year, but any contributions made from February, 1977, thru December, 1977, will terminate as of December 31, 1977. The last listing as a "monthly listing" will be made in the January, 1978, issue.

Based on the board of director's revised schedule, and after December, 1977, the quarterly BOOSTER CLUB listings will be made in the January, April, July and October issues of THE AUCTIONEER.

(EDITOR'S NOTE: This revised procedure was announced in the February, 1977, issue of THE AUCTIONEER magazine and will be published in each issue and succeeding issues thru December, 1977.)

Jack Palmer—Tulare
 Louis Rasmussen—Petaluma
 Ray Roberson—Napa
 Max E. Rose—Whittier
 David Raue—Olivehurst
 Wayne Schilling—San Jose
 Gene Schobinger—Los Altos
 Morris Schwartz—Hollywood
 R. E. "Bob" Stanley—Corona
 David Warner—Culver City
 Leon Watson—Lodi
 Jack Wilhite—McKinleyville
 Lowell Wilhite—Grants Pass
 Bob Young—San Jacinto
 R. Earl Young—Los Molinos

COLORADO

Richard Adams—Alamosa
 Ernie Austin—Greeley
 Steve Baldwin—Greeley
 E. R. Broughton—Colorado Springs
 Booth Brown—Lafayette
 Dave Brown—Holyoke
 Gary Crosby—Parker
 Chuck Cumberlin—Brush
 Gene Doty—Ft. Morgan
 Floyd A. Edmonds—Niwot
 Donald Gardner—Denver
 John Green—Greeley
 Al Hallcock—Greeley
 Willard Hartnagle—Longmont
 Don Haswell—Brighton
 Herman W. Hauschildt—Denver
 Joe Hicks—Grand Junction
 Joe Hicks, Jr.—Grand Junction
 John J. Horvath, Jr.—Hesperus
 K. W. Krebs, Sr.—Colorado Springs
 Robert Kreps—Eaton

Al Kukas—Colorado Springs
 Edwin Kuntz—Loveland
 George A. Lamb—Brighton
 George R. Lamb—Denver
 Cookie Lockhart—Denver
 Si Lockhart—Steamboat Springs
 Lyle McCollum—Littleton
 Donald Noll—Steamboat Springs
 Jim Odle—Brush
 Gus Pacific—Niwot
 Art Parker—Greeley
 Thomas L. Pearch—Eagle
 Daleard Pettijohn—Boulder
 Fred J. Ramaker—Denver
 C. E. Reed—Ft. Morgan
 Avery V. Rich—Engelwood
 Ronald Rodenberger—Fort Collins
 Howard Roland—Grand Junction
 E. W. Rundell—Salida
 Jack Salisbury—Ft. Collins
 Jim Santamosa—Sterling
 J. Lee Sears—Ft. Lupton
 Wayne Storm—Canon City
 Reuben J. Stroh—Loveland
 E. S. "Bud" VanBerg—Sterling
 Troil Welton—Wray
 Don Wagner—Aurora
 Ernest Wimmer—Ft. Collins
 Beverly "Bud" Zais—Brighton

CONNECTICUT

Richard Centabar—Melrose
 Fred Clark—Scotland
 Francis Collette—Stafford Springs
 Jim Coolahan—West Haven
 Milton R. Crosby—Sharon
 Tom Gagliardi—New Haven
 Robert H. Glass—Central Village

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 John Josko—Southport
 William Josko—Southport
 Seymour Manheimer—New London
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 A. C. Richard Pinto & Co. Auctioneers
 —Trumbull
 Edward G. Pinto—Trumbull
 Paul Sage—Chester
 Melvin Shaw—New Waterford
 William C. Shine—Kensington
 Al Tirella—East Hartford

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Crawford Carroll—Dover
 Riley Jefferson—Lincoln
 James O. Waterfield—Wilmington

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 George Anderson—Lakeland
 R. K. Beebe—W. Palm Beach
 Robert Berner—Daytona Beach
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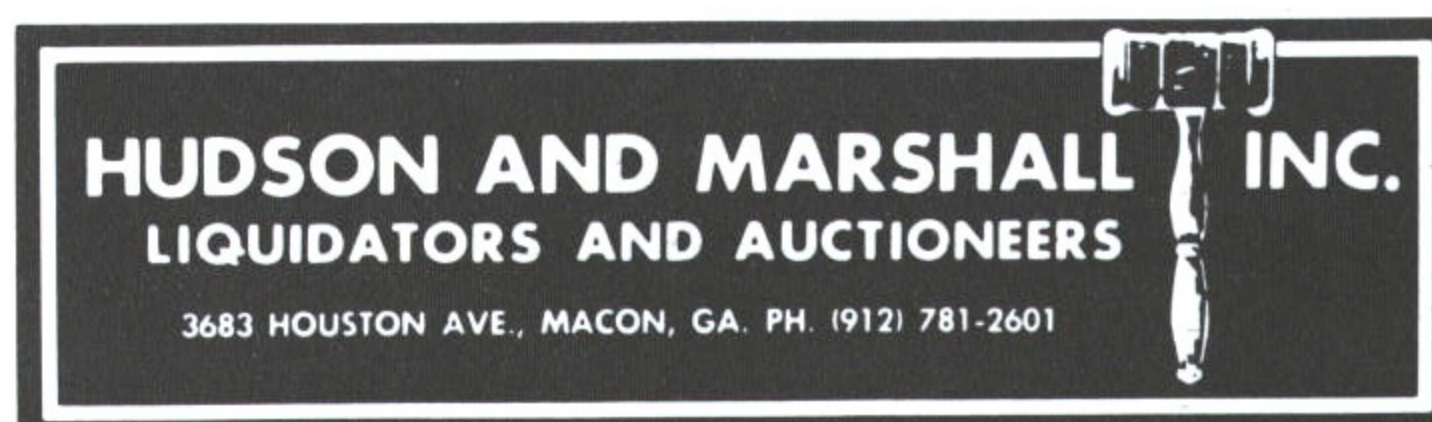
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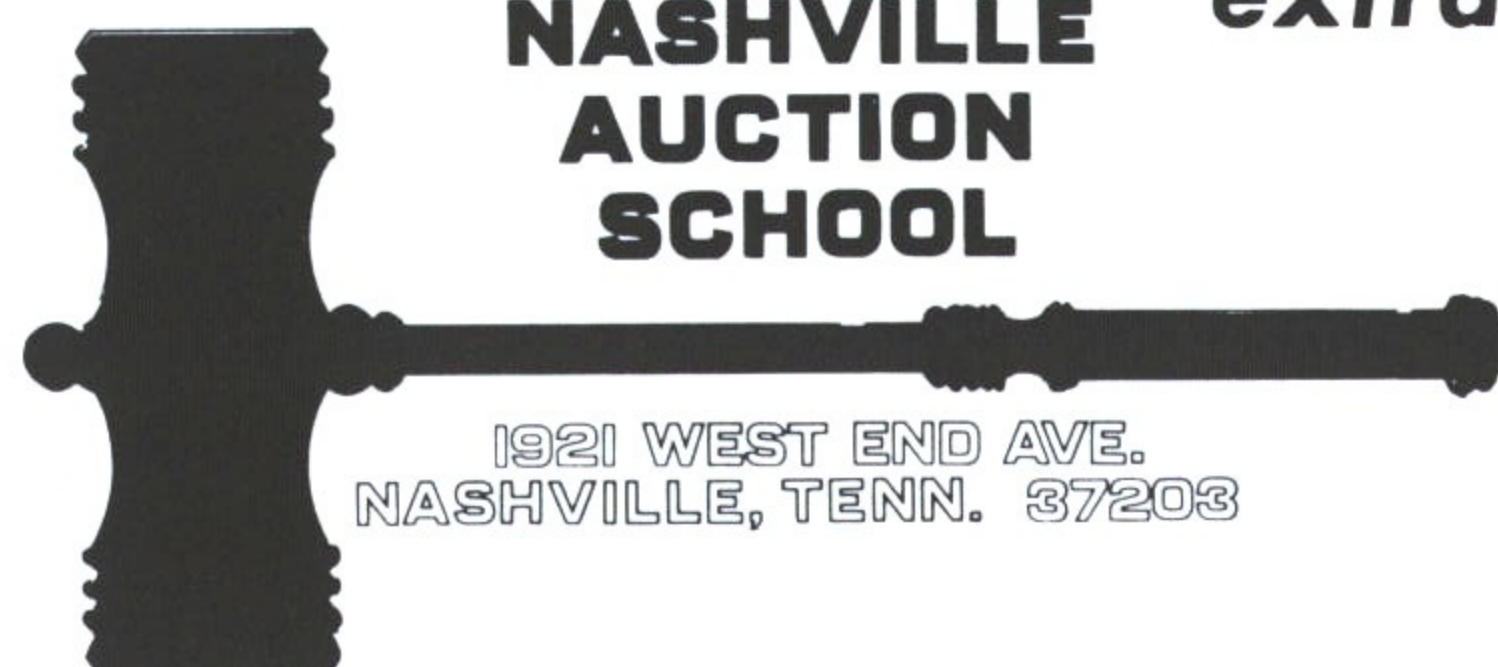
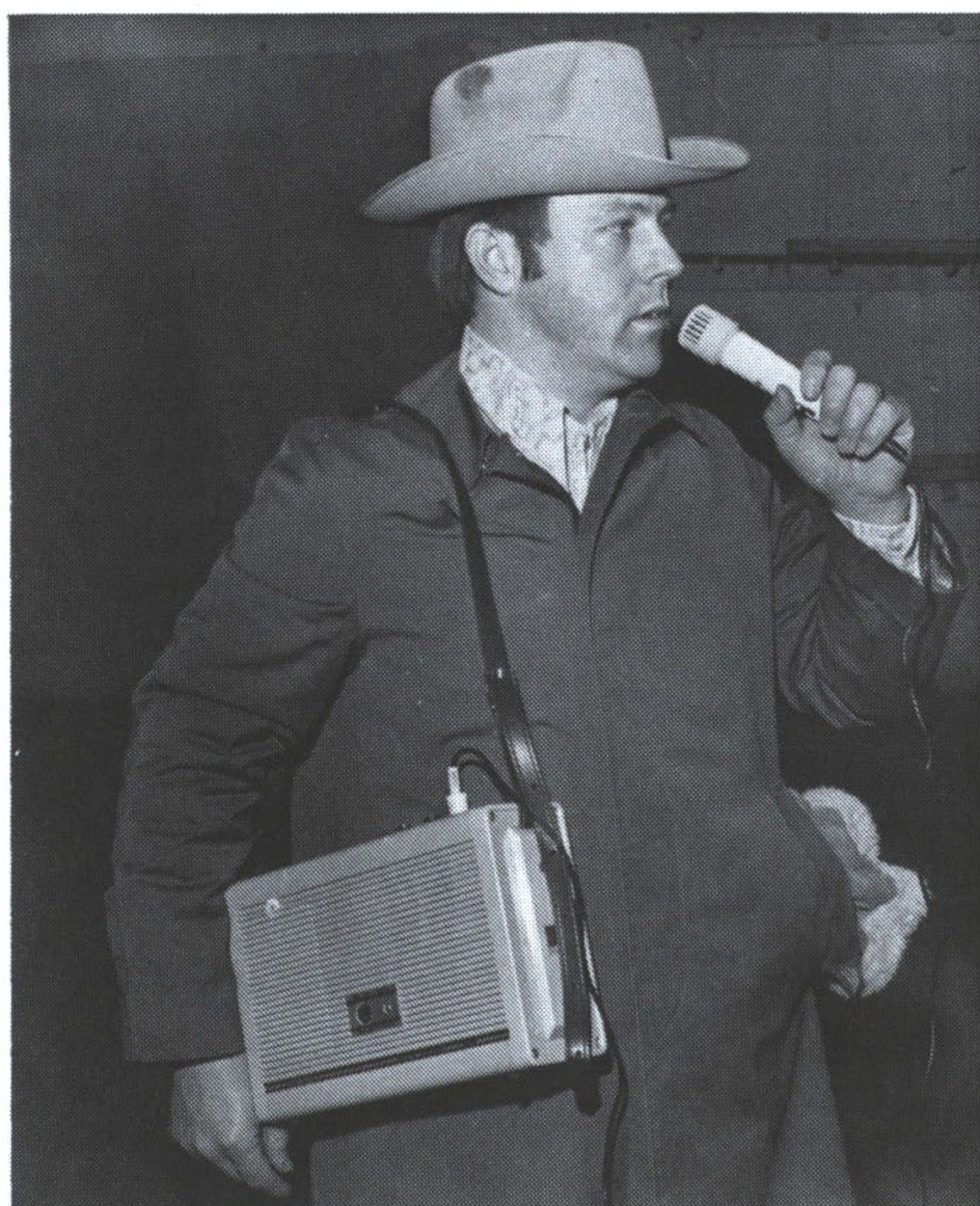
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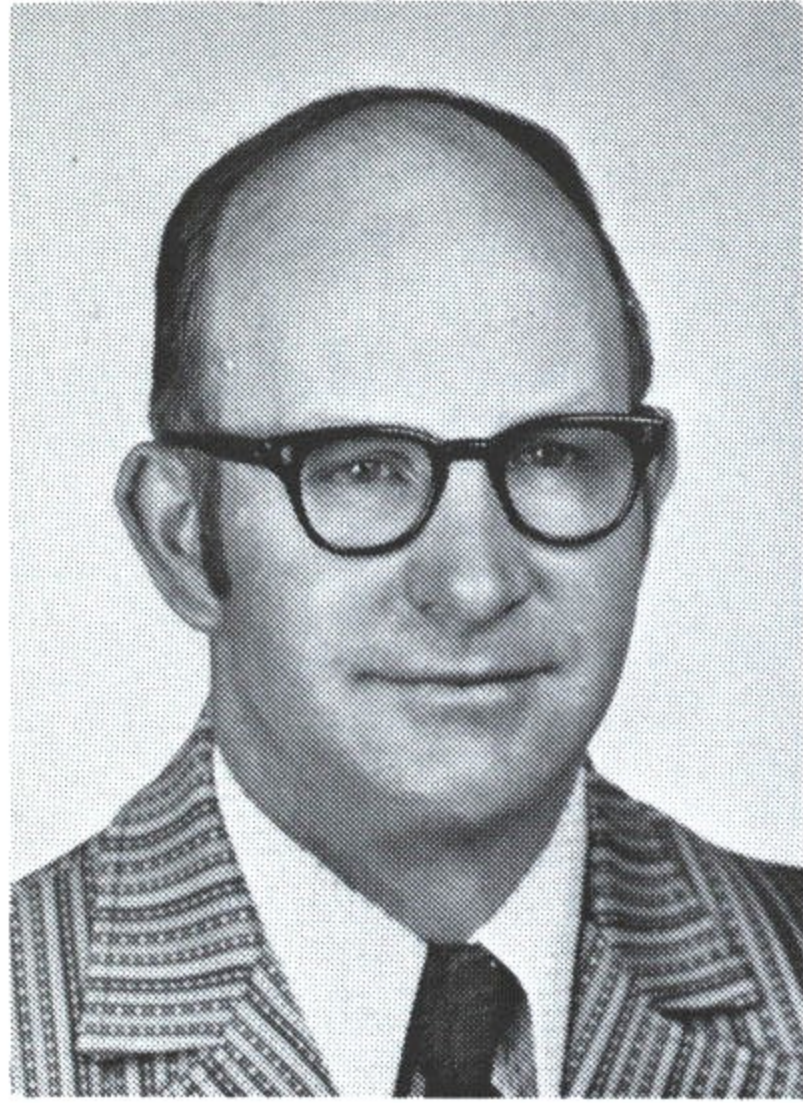
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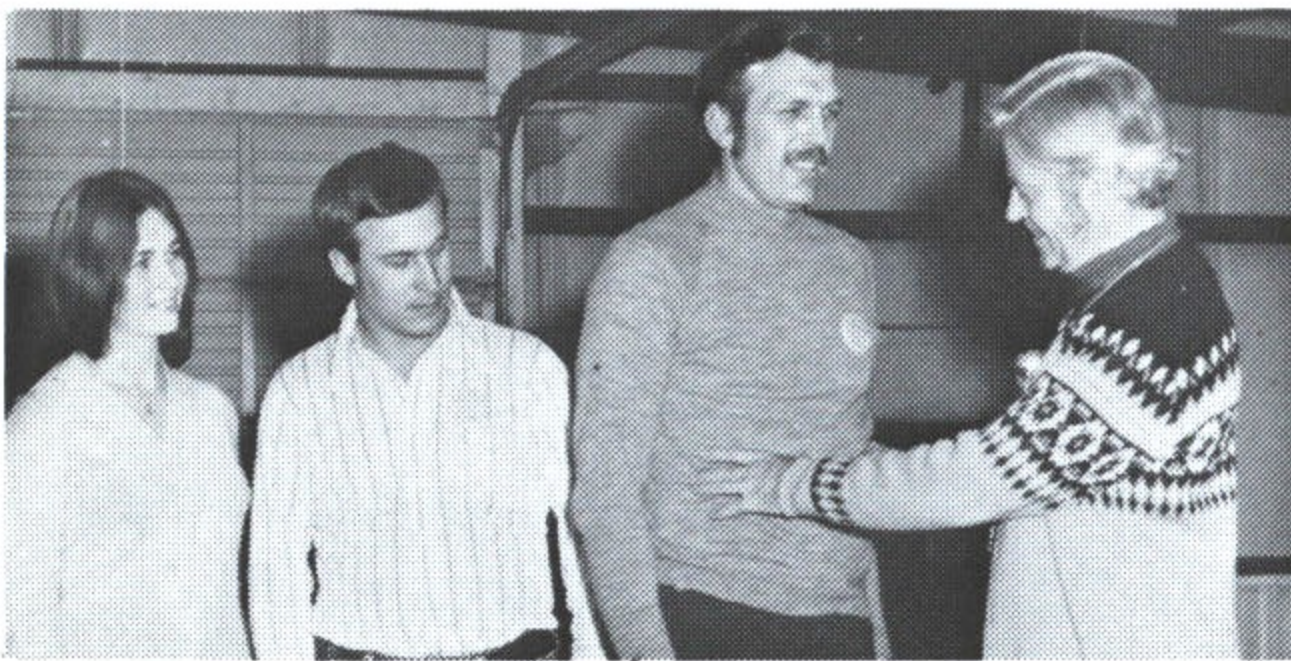
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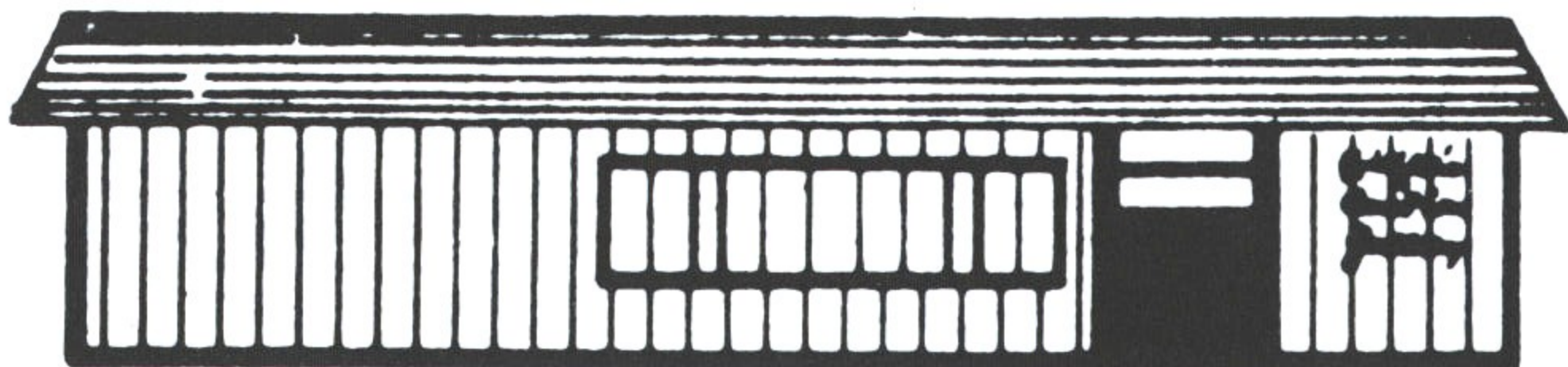
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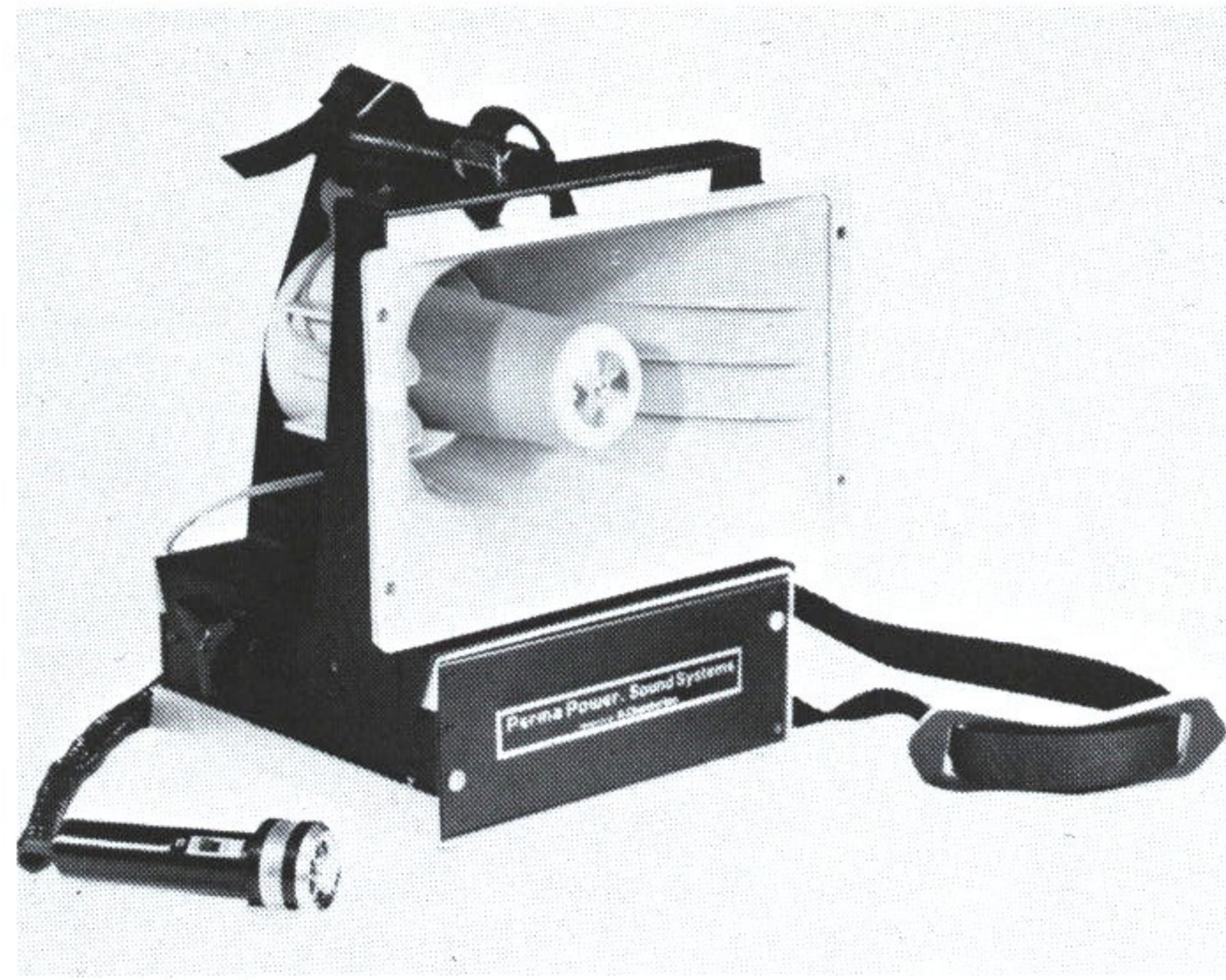
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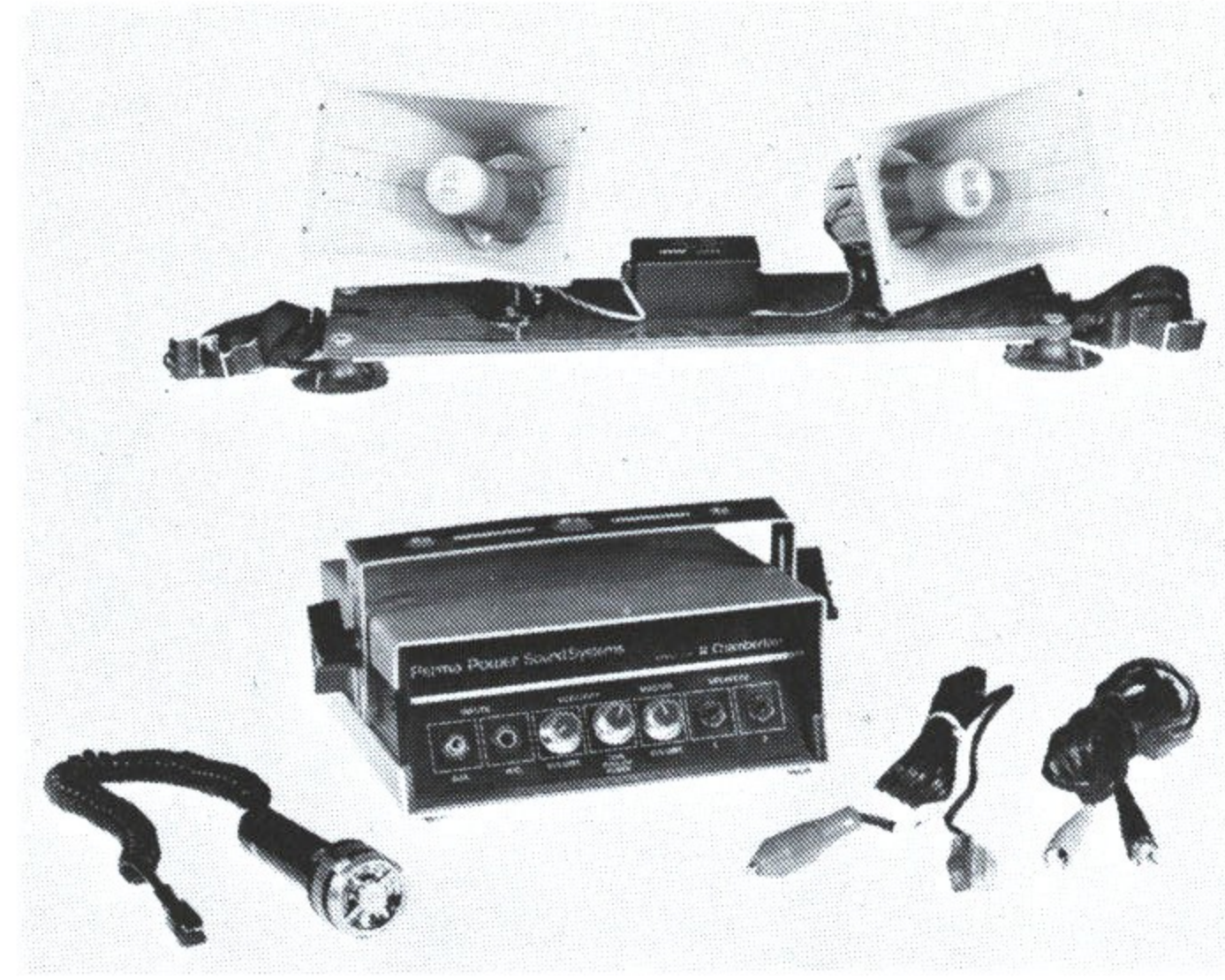
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 knows when a child begins to ask ques-
 tions.

Kansas City Sertoman

UNWINDING

MAG: I left my watch upstairs.
 PEN: Call it. Maybe it will run down.
 MAG: It can't. We have a winding
 staircase.

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ENGINE ADJUSTMENT

A Quaker said to a gunner, "Friend,
 I counsel no bloodshed; but if it be thy
 design to hit the little man in the blue
 jacket, point thine engine three inches
 lower."

Kansas City Sertoman

NO FUN

The teacher wrote on the blackboard, "I ain't had no
 fun this summer at all." Then she asked a youngster in her
 class, "Susan, what would you suggest I do to correct that
 statement?"

Susan studied the sentence for a moment and then re-
 plied, "Get another boyfriend!"

Kansas City Sertoman

NOTICE TO BOOSTER CONTRIBUTORS

In accordance with the NAA board of director's decision (January, 1977 meeting) the January, 1978 listing will include only those contributors who have contributed \$10 to the Booster page. Many Booster Club contributors paid only the \$5 contribution amount when their dues were paid in either April or July.

Announcements have been made monthly in THE AUCTIONEER magazine about the Booster Club contributions. The announcement also included the revised scheduling of listing Booster Club contributors in the magazine. Beginning with the January, 1978, issue, Booster Club contributors will be listed and published four times annually (January, April, July and October).

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250 sets \$16.50 500 at \$32.50 1,000 at \$59.50
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\$150. per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.
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8½x11", 50 sheets per pad. Space provided for general or detailed listing of items to be sold, sale date, time, location, expenses to be paid by seller, and other terms and conditions of sale. Seller signs that he has good title to all items and the right to sell.
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