

THE AUCTIONEER

The Magazine of the National Auctioneers Association ● February, 1977

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From the President's Desk . . .

NAA Belt Buckle Has Great Value At Indiana Auctioneers Convention

The NAA Belt Buckles were in the spotlight at our visit to the Indiana Auctioneers Association Convention in Indianapolis on January 9. I donated my NAA Belt Buckle to the Fun Auction but felt as if I would have to leave too soon to see it sold. Harvey Lambright, 2nd Vice President of the NAA, called me back to the podium after my part of the program at the noon luncheon to sell the buckle so that the proceeds could be credited to the Fun Auction.

The bidding was spirited and generous with Russell Kruse being the champion bidder at a price of \$185. I, of course, thanked the bidders, and even allowed my wife to kiss the contending bidder, Emerson Lehman, for his contribution to the auction. To my surprise, and his, my wife completed the challenge by offering the kiss to Emerson.

Although we were at the Indiana Convention for only the Sunday Spiritual Service and the opening luncheon, it appeared to me that the Indiana Auctioneers had an excellent educational program planned. It was the largest attendance of any State Association meeting that I ever have attended, with approximately 250 attending the opening luncheon.

Indiana has a very strong State Association as approximately 900 members belong and of those 900, 250 are NAA members. I would invite — yes — urge that every member of the Indiana State Association solicit one or more of their State Association members to become members of the NAA. Many of the Indiana members have contributed greatly to the advancement of the NAA, and especially to the educational programs for both their state and the NAA. For this, we offer our thanks!

While in Indiana our plans changed abruptly as we had planned to fly from there to New York to attend the three-day NAA Seminar; fly back to Indianapolis where our car was to be temporarily stored and then drive to Des Moines, Iowa, where we were to attend the Iowa Association of Realtors inaugural and winter meetings. At 11:00 p.m. Saturday our daughter, Mrs. D. J. Prochaska, called from Neilsville, Wisconsin, where she, her husband and two children, Gregory and Lynnette, were on a snowmobile outing. She informed us that D. J. and Lynnette had had an accident and D. J. was in the hospital at Neilsville with a broken hip and ribs, and Lynn had a cracked knee cap.

When we arrived, Lynn was doing fine, but sore and stiff. D. J. had surgery to have his hip pinned together and was to spend some time in the Neilsville hospital convalescing before being returned to the Cresco, Iowa, hospital. It goes without saying, our trip was cut short as we drove directly to the Neilsville hospital from Indianapolis.

Prior to the Indiana Convention, I had another enjoyable visit with the auctioneers of the Florida State Association at their convention in December in Orlando. We enjoyed the entire program, which was well run and well attended. J. Wayne Taylor, convention chairman and newly elected Florida State Association president, organized a fine educational program. Billy Wells, outgoing president, did an excellent job in promoting the Association and gaining a substantial increase in membership.

Of course, Billy's job was aided by the cooperation and assistance from the efforts of many individuals with the Association.

Following the convention we visited with 1st Vice President Marty Higgenbotham and his wife, Brenda, our NAA Ladies Auxiliary President, at their home in Lakeland. We visited the Lakeland area where Brenda and Marty showed us some of his real estate projects and upcoming auctions. Marty is doing an excellent job of selling high quality antiques and real estate at auction.

Of course, I enjoyed 18 holes of golf with NAA and Florida Association member Wayne Irving and had one of



my better golfing days — shot an 80 on a beautiful 18 hole golf course. We also enjoyed a most memorable day with the Higgenbothams deep sea fishing in the Gulf of Mexico — we caught fish too! (Irene seemed to enjoy catching octopus more, however.)

The NAA Board of Directors enjoyed a very fruitful two-day meeting in Lincoln on January 4 and 5, 1977 — to start the New Year off right! All but one member of the board was in attendance, and he was on his way, but was caught in a snow storm and was unable to continue on to the meeting.

The committees functioned well and the board took action on many matters, which should be beneficial to the NAA membership. The outline of the decisions, which affect the membership, will be published in a future issue of THE AUCTIONEER. Many committee members attended this meeting also and for their interest and attendance, we are grateful.

Robert F. "Bob" Losey, co-chairman with his wife, Winona, of the 1977 Seattle NAA Convention, was in attendance and an excellent pre-convention and convention program was outlined for the board's approval. The board voted to hold the convention registration at \$35 per person for those registering in advance and \$45 per person for those registering after July 1, 1977 and at the convention.

Make your plans now to attend the greatest auctioneers convention ever in the beautiful northwest part of our country. Be sure to register early for your benefit which will also allow the convention committee to plan on your attendance.

If you have not made plans to attend the three-day Seminar in Kansas City on February 28, March 1-2, 1977, do so immediately. The Kansas City Seminar is filling up, but you can still get in if you hurry.

The Ericksons' schedule is filled with auctions and travel commitments, but even more so now with our son-in-law's accident as he is the manager of our real estate department. We will continue to serve in the best interest of the NAA to the best of our ability, however!

**Lyle Erickson, President
Cresco, Iowa**

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THE AUCTIONEER

FEBRUARY, 1977

THE AUCTIONEER Magazine is the official publication of the National Auctioneers Association and is published monthly with the exception of an August issue (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.

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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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Kansas City Seminar Sessions To Include Full Schedule Of Real Estate-Heavy Equipment-Antiques-Bid Calling Topics!

Auctioneers still have time to register for the 1977 Kansas City Seminar, to be held on February 28-March 1-2, 1977, at the Radisson Muehlebach Hotel, even though the seminar classes are rapidly filling up. Interest is high in the subjects selected by the NAA Education Committee and the instructors selected have the reputations of being able to offer much good information on their subjects.

J. L. Todd of the J. L. Todd Auction Company, Rome, Georgia, will conduct the session on real estate auctions, with special emphasis to be given on farm acreage sales.

Archie Moody will follow J. L. on the Monday session with an evening class on bid calling. Archie also will conduct a Tuesday evening class. Archie, an immediate past director of the NAA, owns and operates the Moody-Godley Auction Company in Darlington, South Carolina.

Grover Howell, a past NAA president from Houston, Texas, who owns the Grover Howell Company, will conduct the seminar on Tuesday, March 1, on heavy equipment and farm machinery at auction, in addition to SBA (Small Business Administration) and government-owned property sales.

Jim Wilson, another immediate past NAA director, is all set on Wednesday, March 2, to offer good informative facts about selling antiques, with emphasis on primitives and consignment sales. Jim is owner of the Wilson Realty and Auction Company, Hot Springs, Arkansas.

Attending the Kansas City Seminar on February 28-March 1-2, 1977, will offer an auctioneer — from the newest to the most experienced — good information from experienced auctioneers who bring with them much success and expertise

in their chosen fields of the auction method of selling. Don't miss the opportunity this year to be included in the Kansas City Seminar — February 28-March 1-2, 1977 — Radisson Muehlebach Hotel, Kansas City, Missouri.

The three-day seminar registration cost is \$150 per person. Spouses, when attending the seminar with either their husband or wife, can attend the entire seminar at half price — \$75. Registration costs for those wishing to attend a portion or portions of the courses can register for \$60 per session (\$30 for spouse).

Hotel reservations will be arranged thru the National Auctioneers Association headquarters, but registrants will pay their hotel charges on checkout when the seminar is completed.

It is important, however, that Seminar Registrations and Hotel Reservations are made immediately so that the NAA Seminars Committee and Radisson Muehlebach Hotel can provide for you accordingly.

Registration will begin at 8:00 a.m. on each day of the Seminar and conclude on Monday and Tuesday after the evening Bid Calling classes (choose either the Monday or Tuesday Bid Calling Class) at approximately 10:00 p.m.; and on Wednesday near 5:00 p.m.

Use the Seminar Registration Form — Hotel Reservation Form below to attend the Kansas City Seminar. Registrations will be accepted only if the Seminar Registration fee check is included with the registration form (do not send hotel reservation money to the NAA Office, however).

Registration Form Kansas City Seminar — February 28-March 1-2, 1977

Send all Seminar Registration fees and completed form immediately to:
Harvey L. McCray, NAA Executive Director, 135 Lakewood Dr., Lincoln, NE 68510.

Three-day Registration Fee: \$150 per person (\$75 for spouse)

One-day Registration Fee: \$60 per person (\$30 for spouse) (Note: Bid Calling Course To Be Selected Either On Monday or Tuesday only — No No Bid Calling Course on Wednesday.)

REGISTRATIONS ACCEPTED ONLY IF REGISTRATION FEES INCLUDED WITH REGISTRATION FORM (DO NOT SEND HOTEL ACCOMMODATIONS' CHARGES — PAY HOTEL CHARGES WHEN CHECKING OUT OF HOTEL — SEE NEXT PAGE).

Enclosed is my check in the amount of \$_____ for registration to the Kansas City Seminar, February 28-March 1-2 at the Radisson Muehlebach Hotel (please insert checkmark where applicable):

_____Monday, February 28 — Real estate with emphasis on farm acreage auctions.

_____I prefer the Monday evening Bid Calling Seminar.

_____Tuesday, March 1 — Heavy equipment and farm machinery at auction.

_____I prefer the Tuesday evening Bid Calling Seminar.

_____Wednesday, March 2 — Antiques with emphasis on primitives and consignment auctions.

(Note: Hotel Reservation Form on reverse side of this page.)

Western College of Auctioneering's 1976 Winter Term Class



THE WINTER TERM, 1976 class of the Western College of Auctioneering is pictured above. The students are photographed with the instructors on the front row, who are: Truman Kongsle, Herried, South Dakota; Bob Thomas, Western's President, Billings, Montana; Bill Hagen, Western's Executive Secretary, Billings; Gene Gabel, Billings; and Lorraine Divver, also of Billings.

Hotel Reservation Form for the Kansas City Seminar

Reserve the following accommodations for me at the Radisson Muehlebach Hotel, Baltimore at 12th Street, at the following room rates:

_____Single room @ \$26 per person per night: Day, Time and Date of Arrival_____

_____; Day, Time and Date of Departure_____.

_____Double or _____Twin room @ \$33 per night to share with_____;

Day, Time and Date of Arrival_____; Day, Time and Date of

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Above rates do not include 7½% local taxes.

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Hotel Reservations will be made for you by Harvey L. McCRAY. Reservation information MUST BE SUBMITTED IMMEDIATELY if accommodations are to be available. DO NOT SEND HOTEL ACCOMMODATION CHARGES TO THE OFFICE — PAY HOTEL CHARGES WHEN CHECKING OUT OF HOTEL!

New York Seminar Offers Participant Outstanding Value

Participants in the January 10-11-12, 1977, Seminar at the Biltmore Hotel in New York City agreed that the Seminar was outstanding and those in attendance left with a feeling that the instructors were not only well informed, but were able to offer good ideas to those in attendance.

The Biltmore Hotel, in the heart of Manhattan's financial district, was convenient to get to; the food service was excellent; and the fellowship opportunities outstanding as many met after the sessions to become acquainted and "talk about auctions".

Al Traiman led off with a thorough discussion of Real Estate, based on his years of experience in that field. It was obvious to the participants that Al not only has knowledge of the profession, but was able to convey his ideas in a clear and concise manner. Ample time was offered for questions and the nearly 70 Real Estate registrants took the opportunity to learn from Al Traiman.

World Champion Livestock Auctioneer (1956) Archie Moody offered his expertise in Bid Calling for half of the registrants during the evening hours on Monday and Tuesday. His Tuesday class was cut short, as Archie had to return to his home for an important auction, but his class was ably carried on by Seminar Chairman Marty Higgenbotham.

During the day on Tuesday, Grover Howell, a past NAA President combined his talents with Tim O'Leary, with the Small Business Administration in Washington, D.C., and together they provided insight on government and state-owned property liquidations, including SBA sales. Grover also displayed his years of experience in his discussions and Tim offered many ideas on SBA sales and the requirements needed by an auctioneer to qualify for those auctions.

Wednesday was a very busy day for the Seminar registrants, having to "cram in" a long presentation in the morning by two very informative instructors who offered help in memory retention. Leon Hart and his associate of Memory Systems Associates provided instruction and demonstration on how to remember faces, how to remember numbers and the applications of the memory systems in general. Memory Systems Associates would have enjoyed more time, but the Seminar on Wednesday was divided into half so that the participants could have lunch and board buses for Sotheby Parke Bernet (pronounced Ber net, as in basketball net).

John Marion, President of Sotheby Parke Bernet, welcomed the Seminar participants to the Galleries at 980 Madison Avenue in New York City and after presenting some facts and figures of the corporation, described the subject to be discussed by the four associates to follow. C. Hugh Hildesley discussed appraisals of the fine arts and antiques, in addition to Sotheby Parke Bernet's newest field, real estate; Robert C. Woolery followed with information on the auctions held at the Gallery and showed slides of items, which were auctioned, and described some of the activities the Gallery is involved in during auctions (he is an auctioneer); Tom Norton followed and his specialty is communications and promotion and the presentation ended with a discussion on Judith Landrigan's specialty of European



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Nineteenth Century Paintings. Judith also is an auctioneer.

The Monday morning Seminar could have been a disaster, attendance-wise, due to a snow storm which hit the entire eastern seaboard, but very few registrants had to cancel at the last minute. The meeting room in the Biltmore was not only spacious and graced with beautiful chandeliers in the high ceiling, but the sound system was excellent — everything created the atmosphere of learning and the registrants used the opportunity which was offered.

Seminar Chairman Marty Higgenbotham, though nervous at first with fear of one of the instructors not showing up, had everything under control throughout the sessions. His attention to the details in advance and the many long hours of planning and phone contacts were rewarded with the complimentary comments paid to him by those who participated in the first Seminar during the 1977 year.

Attendance was not limited to registrants in the east. Jim and Dick Messersmith and their associate Rick Knight traveled from Jerome, Idaho, to New York City to attend the Real Estate Seminar and G. Robert Deiro, the president of the newly formed Nevada State Auctioneers Association, from Las Vegas also proved that distance is no factor when information and education is available for auctioneers.

Phase II of the 1977 NAA Seminar season will get underway in Kansas City, Missouri, on February 28-March 1-2, when J. L. Todd, Archie Moody, Grover Howell and Jim Wilson team up to give their experiences in the Kansas City Seminar. A full Seminar is expected in Kansas City and by the time this publication is published, it is expected that the second Seminar will be filled to capacity.

ALLOWED TO SING

A retired vocalist who had acquired a large fortune by marriage, was asked to sing in company. "Allow me," said he, "to imitate the nightingale, which does not sing after it has made its nest."

Kansas City Sertoman

Antiques and Americana . . .

TALL CLOCKS

By George Michael
Merrimack, New Hampshire

Most everyone calls them "grandfather" clocks, but the correct name is "tall" clock. They made their appearance late in the 17th century in Europe. Until that time most timepieces rested on a shelf hanging on the wall, with weights and pendulum dangling below. These are often referred to as "wag-on-wall" clocks, so named because of the wagging pendulum. They are still available at shops in Europe as many are still in use in country homes. Someone conceived the idea of enclosing the movement in a tall case, and the tall clock was born. The weights power the time and striking mechanisms, and because of the long drop will run a week or more on one winding.

Tall clocks were first made in this country early in the 18th century, mostly by craftsmen who had been trained overseas. It was not until late in the 18th century that large scale production began, and early in the 19th century, American clockmakers dominated the world scene with their mass production. When the industrial age set in during the 1820s and 1830s, the cheaper spring wound clocks became available and the more expensive tall clock gradually disappeared from the scene. So, most old American tall clocks were made between about 1790 and 1840. During this period, some were made with wooden works, but are not as desirable to collectors today.

Many clocks were assembled with works made overseas, mostly from England. A maker here might have a local cabinetmaker do the case, in it he would put the works, and fashion the weights from tin and make a pendulum of iron and brass. So long as the clock was assembled here, we consider it an American clock. The more valuable American clocks have works made by master clockmakers here. You may check the rear plate of your brass works. If they do not bear a stamp of an English maker, most likely yours was made here.

Questions and Answers

From Dalton, Massachusetts — I have an old bottle, 14" tall and about 3¼" in diameter at the base, tapering to a narrow neck. It is heavy glass overlaid with opaque white on an opaque soft rose. A pattern of circles has been polished over the whole bottle. I have heard it called "Thousand Eyes", and am anxious to learn its origin and age.

Answer — Not seeing the bottle, or a picture of it, makes this difficult. It sounds like one of the flashy pieces made in Murano, Italy, as your description does not fit any American design I know. Perhaps if you showed it to a glass dealer at a local antiques show, he or she could help.

From Portsmouth, New Hampshire — We have a Chinese figure which appears to be pure white porcelain. It is of a woman sitting, with one hand which swings free. There is a hole in the bottom, but no mark. Can you identify it for us?

Answer — It sounds like a blanc de chine figure, made most likely in China. It is often referred to as Fukien porcelain, as that is the province in which most was made. It was exported to Europe as early as the 16th century. However, it is being reproduced today in great quantity, so one would have to see it to value it.

From Worcester, Massachusetts — We went through a restored home in New York recently, and had a table identified to us as a refectory table. We had always thought they were library tables. What is the difference?

Answer — Most likely this was of oak, and could date back to the 16th or 17th century, though many were reproduced in the last century. They acquired their name because many were used in the refectories of churches. Many are found today in libraries of homes and public buildings, so maybe you are not too wrong.

CAI Applicants Request Space In the 1977 Course I & II Classes

Applications for the 1977 CAI — Course I & II — are now being received by the CAI Staff in Bloomington, Indiana. The new application form was printed in THE AUCTIONEER magazine (January, 1977) and immediately upon receipt of the magazine, auctioneers indicated their desires to be accepted for the 1977 Courses.

Course I applications will be reviewed by the Admissions Committee, which has final determination regarding eligibility and admission of applicants. Course II applicants will be accepted if they successfully completed Course I. Already many who completed successfully, Course I, during March, 1976, have requested space in the second year course.

Use the 1977 CAI Application Form, which again is printed in this issue of THE AUCTIONEER magazine and send in your application now. Don't miss out on the opportunity to learn ways to improve your performance in the auction business. Before you can receive the CAI designation, you must successfully complete the three years of Institute courses (90 hours — one week each year).

Enrollment is limited, in Course I, to the first 110 qualified applicants. Applications and full tuition for first-year enrollees must be received by March 1, 1977. Accommodations, after acceptance, will be made for you at Indiana Memorial Union in Bloomington and all arrangements for housing will be made for you by the Institute staff. Space is available on the application form to note the participant with whom you wish to share a room — if you do not express a roommate preference the Institute staff will make the room assignments.

Applications are now being accepted — submit your application for the 1977 CAI (Certified Auctioneers Institute) immediately.

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Certified Auctioneers Institute, Inc.

1977 CAI Application Form

April 3-8, 1977 — Indiana University

Mail to:

Certified Auctioneers Institute, Suite 555, Indiana Memorial Union, Bloomington, IN 47401

Name: _____

Home address: _____ City _____ State _____ Zip _____

Home Telephone _____ Soc. Sec. Number _____
(Area Code)

Firm Name _____

Firm Address _____ City _____ State _____ Zip _____

Firm Telephone _____
(Area Code)

To Be Completed by First-Year Applicants Only:

2-77

_____ I request admission to the first-year CAI class in 1977.

_____ I am an auctioneer with two or more years full time experience conducting an average of _____ sales per month primarily in _____ types of sales.

_____ I am an auctioneer with more than one year but less than two years' full-time experience conducting an average of _____ sales per month primarily in _____ types of sales.

_____ I attended _____ auction school prior to entering the auction profession. Year graduated: _____

_____ Additional schools or seminars attended (if any) _____

I understand that my application and full tuition must be received by March 1, 1977. I also understand that this fee will be returned should I not qualify or if enrollment capacity has been reached prior to receipt of my application.

To be certified by employing auctioneer if other than applicant

I certify that the information supplied is correct.

Firm _____

Name and Title _____

Signature _____

National Auctioneers Association member Yes ☐ No ☐

State association member Yes ☐ No ☐

Name of state association (if member) _____

My check in the amount of _____ is enclosed.

A money order in the amount of _____ is enclosed.

Full tuition: \$195 for NAA member
\$225 for non-member

ROOM RESERVATION: AGE _____ SEX _____

REQUEST FOR ACCOMMODATIONS

☐ Share Twin Room with (Name of Roommate) _____

☐ Single room (at \$50 charge to be included with tuition fee)

☐ Other special arrangements requested: _____

Signature of Applicant

Outstanding Tours Arranged for Auctioneers Going to Seattle Convention

By Robert F. Losey, Sr., Chairman
1977 Seattle Convention

I have already told you how I've enjoyed and what an educational experience the conventions I have attended have been. But one thing my family and I have always enjoyed is the chance they have given us to see more of the country. I know many of our members also use this opportunity to get a closer look at our Nation. With this in mind, I have contacted a couple of travel agencies to set up special tours for the post convention time.

I have been able to put together a really special package to Alaska. It will allow you to see a great deal of the largest state in the Union in as short a time as possible. You'll depart from the Olympic on July 31, Sunday, for Vancouver to board the "Sun Princess", an elegant ocean liner that will take you up the inland passage to Skagway with stops in Ketchikan and Juneau for sightseeing.

At Skagway you'll transfer to a narrow gauge railway for a breath taking trip to Whitehorse. You'll spend a day sightseeing in this formerly wild boom town and an evening at the "Frantic Follies". Then off on a coach ride to Dawson.

Dawson, where the Alaska gold rush all began, will offer a day of sightseeing and some gold panning, a live show in the historic Palace Grand Theatre. We'll then get back on the coach and go up the Yukon to Fairbanks. Fairbanks is the new boom town of the pipeline. You'll enjoy a day of sightseeing that will include a chance to see government experimental and private farming areas.

The afternoon will be spent on a riverboat down the Clena and Tanana Rivers. The next day you'll fly to Nome for more gold rush and your first view of the Eskimo culture, ancient chants and story dances which are tonight's entertainments. The next morning you fly to Kotzebue, above the Artic Circle. You'll get a close look at Eskimo life and crafts in this far away village.

In Anchorage you'll board Cessenas for a flightsee of Mt. McKinley — what an experience! The next day will take you to the Matanuska Valley, the "Bread Basket" of Alaska, for a first hand look at farming in the north with lunch at one of the farm houses. Your last day will be free to shop or relax in Anchorage before your flight home.

This tour is 15 days — 14 nights, terminating in Anchorage at a cost of \$1,650.00 per person based on twin occupancy, with many meals and your transportation included. It will be fully escorted, so you'll have a wealth of information at your disposal. There are options available to you that shorten the time and decrease the cost.

Tour B allows you to conclude your trip after your return from Kotzebue, which makes the trip 12 days — 11 nights at a cost of \$1,420.00 per person based on a twin occupancy.

Tour C concludes in Fairbanks for an 11 day — 10 night trip at a cost of \$1,148.00 per person based on twin occupancy.

Tour E is a 7 day — 6 night trip that concludes in Whitehorse for a cost of \$766.00 per person based on a twin occupancy. Or, if you are in the mood for only a boat trip, you can stay on the "Sun Princess" for its return to Vancouver with stops at Glacier Bay and Sitka for sightseeing. This trip takes 8 days and 7 nights and concludes in Vancouver at a cost of \$1,100.00 per person based on a twin occupancy.

These tours are limited in capacity to 30 people. We might be able to fit in a few more people on the shorter tours, but reservations go fast and space is limited. Therefore, you'll want your space reserved as soon as possible. Upon receipt of a \$100 deposit your spot will be reserved. **We must have these deposits before the 1st of April to keep our hotel and stateroom reservations.** The balance will be due the 15th of May.

If you decide to take one of these tours you may be eligible for a reduced tour bussing fare available from many



MANY OUTSTANDING TOURS are available for Auctioneers and their families attending the 1977 NAA Seattle Convention — both before and after the convention, which will be held on July 28-30, 1977, at the Olympic Hotel in Seattle.

points in the United States to Seattle. Send all of your inquiries and your deposits to "Senour's Alaska Air Sea Tours", 1205 Joseph Vance Bldg., Seattle, WA 98101, Phone 206-682-5822/Telex 32-398.

Several members have expressed a desire to see the Canadian Rockies. Therefore we are offering a tour that leaves the Sunday after convention for Victoria then you'll go by motorcoach on to the Gulf Islands, Vancouver, Fraser River Canyon, Kamloops, Mt. Robson, Jasper (a day at Jasper), the Columbia Icefields, Peyto Lake, Lake Louise (a day at Lake Louise), Moraine Lake, Bow Valley, Banff (a day at Banff) and conclude the trip in Calgary. The trip takes 9 days — 8 nights and costs \$725 per person based on a twin occupancy which includes many meals.

An option to this tour starts on the evening of Saturday, July 30, with a flight to Spokane where you will join a motor coach trip that will go to Calgary via Glacier National Park, then it's the same trip backwards except you don't get a full day at Lake Louise and Jasper. This trip concludes with a day's sightseeing at Vancouver. It is also 9 days — 8 nights, but the cost is \$650.00 per person based on a twin occupancy.

Again, you will have to make a \$100 deposit by the 1st of April to hold your space, and the full payment by May 15th. This tour is also being taken care of by "Senour's Alaska Air Sea Tours", 1205 Joseph Vance Building, Seattle, WA 98101, Phone 206-682-5822/Telex 32-398.

Remember, get your space reserved early.

We have also been able to set up a trip to Hawaii. It's for 5 nights — 6 days at the Miramar Hotel. The air travel is with Continental Airlines. It includes a traditional "aloha" lei greeting, a Pearl Harbor cruise, a Continental breakfast and tour briefing the morning after arrival, a luau at the Hilton Hawaiian Village, and a hospitality desk in the hotel lobby. The cost per person is \$395.00 based on a twin occupancy; if you wish to stay over the cost is \$14.56 per person per night. There are also rates for 1/3 triple occupancy, single and children under 12 with 2 adults. To reserve your space on this tour you must make a \$50 deposit. The balance of the cost is due by June 1st, to "Where-To-Go Travel", P.O. Box 88867, Seattle, WA 98188. The reservations are limited, so get your money in early.

Remember, all the tours mentioned may make you eligible for a reduced tour bussing to Seattle from many points in the United States. Both agencies welcome inquiries.

Messersmith Sponsors Fair Booth To Compare Old and New of Auctions

The "pop, pop, pop" of a one cylinder gas engine attracted the attention of the crowd and the booth held the crowd's attention during the Twin Falls County, Idaho, Fair. The booth was sponsored by the Messersmith Auction Service of Twin Falls. Past NAA President Jim Messersmith, his father and brother own and operate the 3-M Auction Service. With three auctioneers, one clerk, one cashier permanently, they handle over 200 auction sales per year and extra auctioneers are employed when they conduct two sales per day.

The 3-M Auction personnel also includes John Wert of Wendell; Irvin Eilers of Kimberly; Jim Messersmith; J. W. Messersmith, clerk, and cashier Marge Brownfield, both of Twin Falls.

Due to the increased interest in auctions, the Messersmith Auction Service sponsored the county fair booth, which created the interest of the crowds. On one side of the booth was displayed an old indian offering his squaw for sale to an old prospector and on the other side, they depicted the modern auction. The theme of the fair was "We The People."

The Messersmiths displayed a one cylinder gas engine and the pop, pop, pop of the engine stopped more people than a new Cadillac. Compared to the old engine, on the other side, was a new modern J D gas engine light plant. Sage brush and weeds were the decorations on the old part and a new modern wire mesh fence outlined the decorations of the new.

Jim Messersmith reported that he sells three markets per week and the firm handles all types of auctions — real estate, farm, antique and furniture. The booth at the fair is one way they are promoting the auction business in the Twin Falls area.

Jim also reported on another big sale, which was held

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THE COUNTY FAIR BOOTH, sponsored by the Messersmith Auction Service, depicted the theme, "Auctions — Born With America" and compared the old and the new of auctions.

near Hagerman, Idaho, where over 1,500 people braved the cold wind, saw bargains, including farm equipment of every description sold at auction. Over 65% of the machinery was sold to out of state buyers and the equipment came from a large custom farming operation, which has felt the squeeze of rising production costs and sagging farm commodity prices. The sale expected to gross more than half a million dollars.

The farm operation had farmed about 4,800 acres for eight owners of desert entry parcels in the Bell Rapids Project last year and next year, in order to cut back on rising overhead in its farming operation, the firm will farm only about 2,000 to 2,500 acres. Some of the equipment was sold due to the cut back.

The sale, conducted by Messersmith Auction Service, had grossed more than \$200,000 by noon on a fleet of 26 tractors and immediately following that account, they auctioned a large caravan of heavy-duty farm trucks. Farmers from all over parts of Washington, Oregon and Utah attended the sale. Tractors sold at prices from \$36,000 down to \$500.

Beef Auction Nets \$69,985

One hundred beef exhibitors received a total of \$69,985 at the auction sale of 156 steers at the 61st annual Southern Wisconsin Junior Livestock Exposition this year. The sale was held at an Oscar Mayer and Co. plant.

A spokesman for the sale said the average price of steers hit 39 cents a pound at the sale in which the grand champion steer went for \$1.40 a pound to an owner of a truck stop. The price paid by buyers for most steers ranged from 36 to 51 cents a pound and the average was about 3 to 4 cents a pound over the choice steer market for the day.

Production Credit Association of Madison, Wisconsin, bought the reserve champion steer. The largest buyer at the sale was a Sauk City Livestock and Trucking firm, who purchased 34 head to support the junior livestock show. LeRoy Fuchs and others paid from \$30 to \$100 a steer above market price to give exhibitors incentive to stay in the livestock business.

Both market hogs and market lambs are sold on a basic market price and are not sold at auction.

The Southern Wisconsin show was started in 1915 on the University of Wisconsin-Madison campus and originally served as a championship show for county winners. It is the oldest livestock show in the nation.

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By Mary Witzel
Publicity Chairman

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Seattle is a beautiful city with friendly people. Come to Seattle and visit the museums, parks, restaurants, Pioneer Square, boutique shops, and shopping areas throughout the city and outlying areas.

You and your family will have many memorable events of the 1977 Seattle Convention when you return home. **LIKE HEAVEN — SEATTLE — 77.**

Auctioneer Reminded How Important State Conventions Are in Letter Promoting Arkansas' April Meeting

"You don't know what you are missing when you fail to attend your State Association's convention" could very well be the title of this article, but NAA member Tom Blackmon of Little Rock, Arkansas, the chairman of the April, 1977, State Association Convention did an excellent job of promoting his convention in the following letter. It is a good summary of the last meeting, while at the same time, promotes the next meeting as well as anyone could possibly do it.

The letter was addressed to "Dear Auctioneer" and mailed to the members of the Arkansas Auctioneers Association:

By Tom Blackmon

Dear Auctioneer:

Guess what? I attended one of those Arkansas Auctioneers Conventions on Saturday and Sunday the 2nd and 3rd of October. I hadn't been since 1971 and I bet there is a big chance you haven't done much better.

I will have to admit that since 1971 I have missed out on something because it thoroughly made a weekend of enjoyment out of a once thought of dull convention. I came away with some extra knowledge that I'm sure will make me money in the future, plus the fact that I made some new friends among fellow auctioneers that I can be proud of forever.

Now, I confess that in the past I have been with some of you and in our discussions of the conventions we would say things like "I don't go because they never do anything there."

Well, let me say this, after we all introduced ourselves and our wives, we got into "doing nothing with a very good

business meeting and discussion, after which we had a delicious lunch in the dining room. Some of the group even went on a sightseeing trip of Lake Hamilton.

At 4:00 PM, we got together again for a one hour business meeting and believe it or not, somewhere in that meeting while we were "doing nothing" I got elected chairman of the next convention to be held here in Little Rock the last Saturday in April. Well, that has to be a "Dandy" because I've only been to two and I can't even remember the first one.

The most important thing that was accomplished in these business meetings was a new Arkansas State Auctioneers License Law and Commission which will go into the State Legislature in January and will go into effect in the very near future. Now, don't say what I think you're going to, that it won't go through, because assurances from the right people in the right places have said that it would be passed. So with this new Law and Commission coming in it is going to be almost essential that all of us attend these conventions and now **ESPECIALLY THE NEXT ONE**, so mark the date of Saturday, April 30th, down right now on your calendar and don't plan a sale or anything else on that day.

Well, to continue with the "do nothing" that we did. We all met for our big banquet at 7:00 PM in the main dining room of the Royal Vista Inn and feasted on Steak, Baked Potato, Salad and Lemon Ice Box Pie. After this most delicious dinner, we were entertained by our Master of Ceremonies, James Wilson of Hot Springs. He introduced to us one of the most colorful and entertaining speakers I have ever had the pleasure of hearing, Mr. Marty Higgenbotham of Lakeland, Florida. And it just so happens that Mr. Higgenbotham is the First Vice President of the National Auctioneers Association.

After this wonderful speaker we did "some more nothing" at the Auctioneers Fun Auction which was the most crooked and most rigged auction sale I have ever at-

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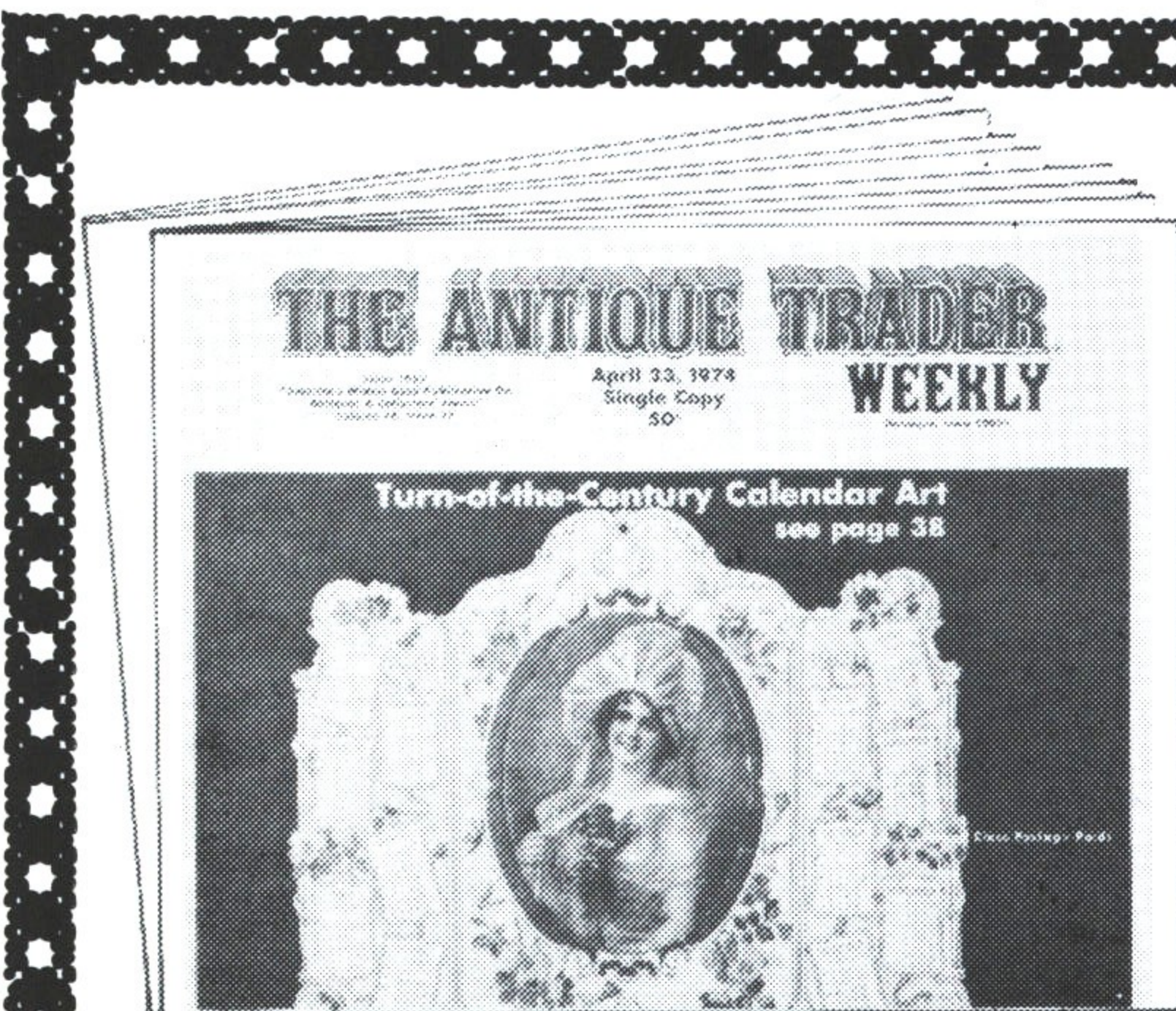
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tended in my career as an auctioneer. Everybody got to auction and everybody got stuck with something that we could have bought at any store for half the amount that we paid for it in the auction. Some body stole Sonny James' tie from him and he had to buy it back for more than he paid for it in the first place. Again I got it really put to me on a National Auctioneers Belt Buckle that Joe Wilson of Hot Springs "jacked" me to \$55.00 on.

Now, if all of this wasn't enough for a good program and of "doing nothing" we were entertained by Leo Castleberry and his Country Western Band for about an hour and a half and couldn't have gone to Nashville and have heard any better music. We clapped, hollered and stomped. Our president, A. W. Lowery and his wife Jane even danced for a few turns. After his few turns we carried him back to his chair and sat him down.

On Sunday morning, we had breakfast together and talked about you, if you weren't there. Then we had a short but very good devotional from James and Joe Wilson's pastor, which we all needed. After his devotional I gave a seminar on Farm Machinery Auctions. Some told me it was very good and a few very honest souls told me how it really was. (Thanks James). After this period of hearty enlightenment, Mr. Aaron Watson, an authority on antiques gave us a very informative hour as to the recognition and the value of some antiques.

This was followed up by some colorful comments by our host and Chairman of this convention, James Wilson (who incidentally put on a convention that we were all proud to attend. WE owe our thanks to him and his son, Joe, for this).

After adjournment of the convention we all started for our homes and I personally feel like a better person and auctioneer from having attended this meeting of fellow auctioneers.

Now I realize that as auctioneers, one of our biggest faults is jealousy among each other; however, I feel that

the more we meet and get together and learn to know more about each other that this jealousy thing will get smaller. You notice I said smaller. That's right; it will only get smaller. Human nature will never let us over-confident, Big-Mouthed "Auctioneers" keep from having some jealousy.

Okay, to the real reason for writing this letter. As I mentioned earlier, I will be your convention Chairman for the April convention. At this time I want you to mark the date of Saturday, April 30th, on your calendar and God help you if you set something on that day when you have been warned about it this far in advance. We have 100 members in this association and I feel confident that we will have a 90% turn-out in April.

I'LL SEE YOU IN APRIL!!!

Sincerely,
Tom Blackmon

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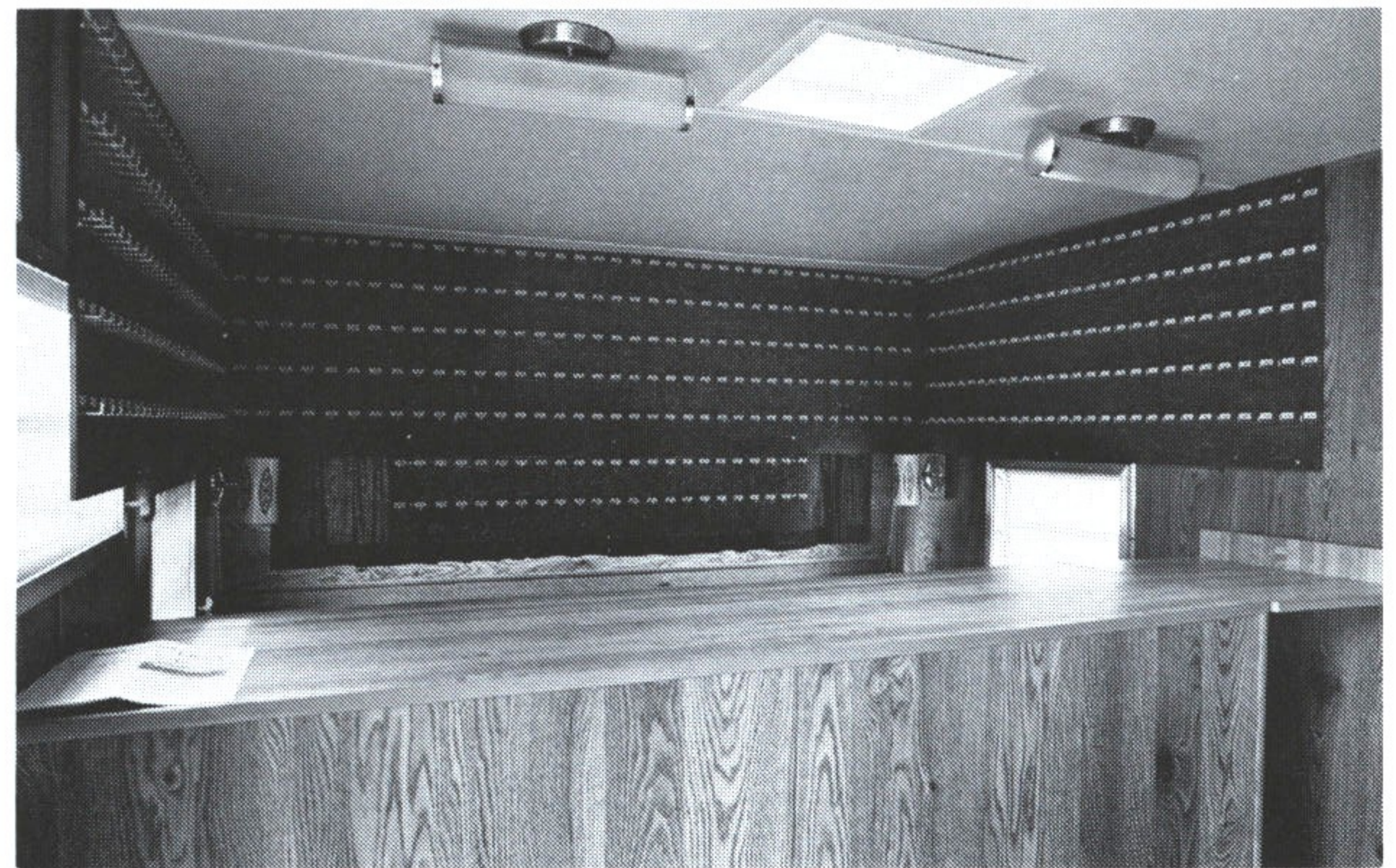
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A black and white photograph of a small, wood-paneled room, likely a bathroom or dressing area. The room features a wooden vanity with a sink and mirror, a toilet, and a tiled floor. A small table and chairs are visible in the background.



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THE AUCTIONEER

THE AUCTIONEER'S RESPONSIBILITY

By E. Frank Luter
Orlando, Florida

The following article, "THE AUCTIONEER'S RESPONSIBILITY" was presented to the auctioneers assembled at the Florida Auctioneers Association banquet in Orlando, Florida, on December 12, and was received enthusiastically by those assembled. It depicts the thoughts and worries of a Florida auctioneer and it was suggested that the article be reprinted in THE AUCTIONEER magazine for the benefit of auctioneers in general. Though the style of auctioneering may differ in Florida than in other states other auctioneers may have had similar thoughts and worries.

When the auctioneer steps up on the block he usually pauses for a moment to gain his thoughts and smiles nicely at the anxious crowd waiting to tear his financial budget apart and literally steal everything he has worked so hard for all week. The long hours of driving, loading and unloading, the repairing and cleaning of his merchandise which now sits proudly on display with a shiny, attractive look of almost new, just waiting for the vultures to go at it as if it were just another bunch of junk from the county dump and willing to pay the lowest going rate of any purchase in their history.

The auctioneer is well-aware of this and knows exactly what is going on in their minds, but he flashes a pleasant smile and settles down to do his job as only another auctioneer would understand. He states the terms of the sale knowing that at least two or three in the crowd are planning on writing bad checks and splitting town afterwards, but he takes his chances and goes on with the sale. Usually about midway through the sale the clerk's pen runs dry, and everything has to stop until she can find another or else she won't be able to catch up.

At last things are running smoothly again and suddenly the new ring man, who is nervous on his first night, drops a cup to a fifty-two piece set of fine china that is an original and can't be replaced. So — the \$125 bid now drops back down to \$5 and the auctioneer wants to climb off the block and personally strangle the guy, but again he must hold his composure and show that sick smile once more while he sees the lost dollars flutter away irretrievably into the evening.

The sale is nearing the end and the auctioneer is getting weary, but it is his responsibility to project that magic excitement and enthusiasm that makes a sale a success. The sweaty ring help is anything but pleasant by this time, and out of the corner of his eye the auctioneer can see the clerk yawning. The cashier is tapping him on the shoulder asking if she should accept a check from a buyer who lives in Anchorage, Alaska. The furniture is all sold, the TV's did pretty good, and the washers and dryers are already being hauled from the building with the loudest scrapping noise you've ever heard. The last miscellaneous item is now going to the highest bidder. Thank God, it's all over.

After awhile the auctioneer stands alone in the building seeing the last truck pull out with his prized possession. He tells himself that the sale could have been better, and he wishes that he had gotten more money for his wares, but he is tired now and ready to go home and close his eyes and put this week of hard labor behind him. His mind drifts off into the thought of next week's sale, when suddenly a twinge of panic comes over him while he quickly wonders where in the hell he will find enough good merchandise during the next seven days. But never fear, he is a professional and he is the best in his field, so with a lot of faith, hard work and a little prayer, he drifts off to sleep fully knowing that come next sale night the building will be full of goodies and he will once again climb on the block giving that friendly smile and hoping that this week's sale will be better than the last.



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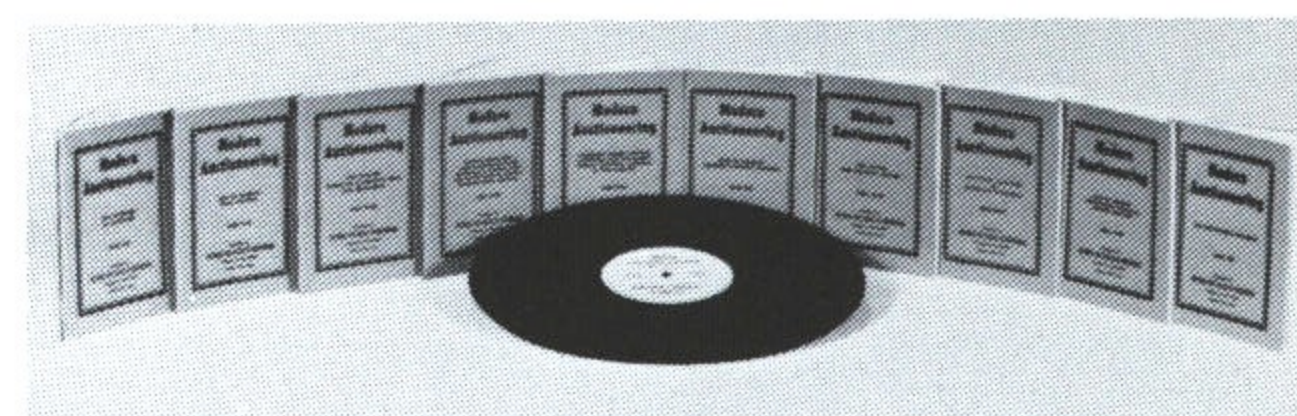
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Livestock Auctioneer Plays Many Roles Says 1976 Champion Liptay

At the request of the National Auctioneers Association, the Livestock Marketing Association submitted the following article entitled "Livestock Auctioneer Plays Many Roles Says 1976 Champion Liptay". A Canadian, Steve Liptay of Bowmanville, Ontario, also is now a member of the NAA and his comments are being printed along with the belated congratulations from the National Auctioneers Association for having earned the distinction of being the 1976 World Champion Livestock Auctioneer.

An auctioneer plays many roles — and a livestock auctioneer must be a negotiator, market analyst, psychologist and salesman, according to the 1976 World Livestock Champion.

Steve Liptay, Bowmanville, Ontario, sees the many-talented auctioneer as a key link in the livestock marketing chain. "He's the negotiator between the buyer and seller. Of course, he's actually working for the seller, but he must be interested in the buyer," because the work of the auctioneer is also aimed at keeping a balanced market going, he said.

Liptay won his title last June at the 13th annual world championship event, held in New Holland, Pa. He defeated 49 other entrants from the United States and Canada.

The World Championship is sponsored by Livestock Marketing Association, Kansas City, Missouri, and conducted by Livestock Market Digest, Inc., a subsidiary company, to focus attention on the professional role of the auctioneer in livestock marketing.

This year's Championship will be held in Calgary, Alberta, in June. Further information about entering can be obtained from Livestock Market Digest, 4900 Oak Street, Kansas City, Mo. 64112.

Liptay said a good auctioneer is also a perceptive market analyst. "I keep up on market reports and immediate past sales records, especially in the area where I'm working." This is important, he said, because an auctioneer must go into a sale "knowing the strong and weak points of the current market."

Other talents an auctioneer must have include "a voice that will maintain interest." He must know the value of cattle and should be a keen student of people, Liptay said, adding that these last two talents are crucial factors in an auctioneer's success.

What happens at a sale when nothing's happening? "If



OVER 45 CONTESTANTS competed for the title of "World Champion" in New Holland, Pennsylvania in 1976. Here, one competes for the award.



1976 WORLD CHAMPION Livestock Auctioneer, Steve Liptay, of Canada, with his trophy.

you apply yourself and throw in a little humor, that can change."

Liptay noted that the seller is often present at the sale, and said he will work harder selling premium cattle, "because the seller put extra effort into them, too."

An auctioneer for eight years, Liptay, 28, said it was his "childhood dream" to learn the profession. He recently began running his own auction market in Peterborough, along with his brother who's his business manager. Liptay is married and has three children.

He keeps his enthusiasm for his job by remembering that "each individual lot of cattle is a separate sale, and a challenge — that's my attitude."

Liptay agreed that as part of his role in the marketing process, he must walk a tightrope between the interests of the buyer and seller. He offered this wry definition of an auctioneer.

"One who is such a good salesman that within one minute or less he can show the seller that he has received a good price for his merchandise, and at the same time satisfy the buyer that he's received a terrific buy — all with the same sales speech."

Peanuts Popular Item At Auction Announcing Kiwanis Kid Day Sale

How many people do you know who will pay \$170 for a bag of peanuts? Auctioneers who have attended "Fun Auctions" at State and National Association Conventions would not at all be surprised, but paying that price at a Kiwanis Club luncheon is somewhat unusual.

NAA 1st Vice President Marty Higgenbotham was the auctioneer at the Lakeland Kiwanis Club's kickoff luncheon for the club's annual Kiwanis Club Kid's Day peanut sale and he accepted the high bid of \$170 for a bag of peanuts from a local optician. The bag he bought for that amount included 50 smaller bags of peanuts, but the response created enough interest to sell \$1,507 worth of peanuts at the luncheon.

The peanuts were bought to give to shoppers at several Lakeland area shopping centers in return for donations. Last year Kiwanians collected about \$4,000 during the peanut sale, the money going to aid children's programs.

The apparent interest in having professional auctioneers conduct auctions for charity is on the increase. Reports made to the NAA Office in the recent months indicate that auctioneers are reaping great public relations benefits by offering their services for charitable purposes. Not only does the auctioneer benefit himself — good publicity creates more business — but the proceeds to the charitable activities is invaluable.

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NAA Board of Directors Revise Booster Club Listing Procedures

On January 1, 1978, a new procedure will be established to list those NAA 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 the January 4-5, 1977, meeting, reviewed the **BOOSTER CLUB** procedures and costs involved in having the listing printed and a revision will become effective on January 1, 1978.

Effective with the January, 1978, issue of **THE AUCTIONEER** magazine, **BOOSTER CLUB** listings will be made four times annually (not monthly as currently made) and to be listed in the four issues each year, a contribution of \$10.00 must be made (as compared to the \$5.00 now being offered).

BOOSTER CLUB contributors who have made their annual contributions up through December, 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 January, 1978. Based on the Board of Director's revised schedule, and after December, 1977, the quarterly **BOOSTER CLUB** listings will be made in January, April, July and October **THE AUCTIONEER** magazine issues.



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Indiana Auctioneer Niemeyer Receives Outstanding Publicity In Northwest Indiana Newspaper

NAA and Indiana State Association member Ernest Niemeyer, who also serves in the Senate of the State of Indiana, from Lowell, Indiana, sent the NAA Office a newspaper clipping, which was published in "THE TIMES", a northwest Indiana newspaper. The article was a personal interview auctioneer Niemeyer had with the news reporter and even though the entire article cannot be published in THE AUCTIONEER, it did offer the readers much information about the "role of the auctioneer in the everyday business life."

Ernest Niemeyer is a former member of the Board of Directors of the NAA. He currently serves the Indiana Senate in the following committees: Natural Resources, Environment, Ecology and Agriculture; Agriculture Subcommittee Chairman; Metropolitan Affairs; Roads and Transportation; Transportation and Public Safety Subcommittee. Congratula-

tions, form the NAA, are being offered to auctioneer Niemeyer for his efforts of publicizing the auction method of selling thru the news media.

The article began with an explanation of the auctioneer chant having a far-reaching effect on the lives of those who listen. It described the Niemeyer family's interest in the auction business and how Ernest was fascinated by the chant of Alfred Moinx when he was a child.

Ernest was delayed in his auction business due to his having to serve in the Army during World War II. Returning from service he worked with his father in a milk route business and in 1951, enrolled in auctioneer school in Decatur, after hiring someone to run his milk route business.

Auctioneering is a family business, as emphasized in the article when Ernest gave credit to his wife, Norma, for offering her approval. She later has become his business partner in the auction business.

The article continued to explain how the auctioneer must train to develop a pleasing chant; and related the training received at auction school; how to handle yourself; the little extras used to give color to your sales (filler words, etc.); how he is schooled in psychology of selling, bookkeeping and the procedures of setting up a sale.

Ernest commented in the article: "The old cliché, 'You can lead a horse to water but you can't make him drink' might be revised to 'you lead the potential buyer along, knowing when to make him buy'." He commented in the article that 10 percent of the people attending the auctioneering school participate in a full time business.

He also commented that he attended school with LeRoy Van Dyke. Comments on his style of dress and the extra efforts he must make to be successful in the auction business, included how a full time auctioneer must learn how to make appraisals on estates for settlement, procedures of liquidation, marketing values and sale planning, including effective advertising.

A person reading the article, who is not real familiar with the auction profession could gain much insight of the profession due to the comments of Ernest Niemeyer. Not only did the article relate to the current day life of Col. Niemeyer, his family and civic activities, but emphasized the importance of the auction profession in general.

It described the people with whom Ernest associated during his years in the auction profession. It listed his involvement in politics since 1962, which led to his election as state senator. Ernest regards his business as an important service and asset to the community and like any other business, must be run with integrity following a strict code of ethics adopted by the National Auctioneers Association.

Ernest comment, "I think my auctioneering education and background have prepared me for many of the public activities I have been associated with."

He is a member currently of the Board of Directors for the National Certified Livestock Market of Kansas City, Missouri; was district chairman of the National Federation of Independent Businessmen in 1961; and has served as president of the State Auctioneers Association as well as NAA director.

The walls of his home office are lined with plaques of recognition for his contributions to local, county, state and national affairs reflecting his enthusiasm for life. The principle of auctioneering is good salesmanship, which Ernest Niemeyer believes should be applied to every phase of life.

EDITOR'S NOTE: Editor Harvey McCray used the article from THE TIMES as his reference for the above article. The article describes the dignity of the auction profession as reported on the life of an NAA auctioneer, Ernest Niemeyer. Though the entire article could not be reprinted, it does point out how effective the news media can be in describing fairly to the public the auction profession what it details and the training necessary to sell at auction.

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Metropolitan Newspaper Devotes Column to Keillor Collection Sale

B. G. Coats of Rumson, New Jersey, sent to the NAA an article, which appeared in one of the east's metropolitan areas, with the comment: "Can you imagine a metropolitan newspaper giving a sale of this magnitude and diversification such publicity?"

The auction was an extensive five day sale of "The Keillor Collection" in Wading River, Long Island, New York. Mr. James Keillor had a large collection of Early American tools, household and farm implements, all in excellent condition. Three thousand different items were offered at this sale by auctioneer O. Rundle Gilbert. The items and the prices were published by the newspaper as follows:

Some kitchen items included: walnut and pine tape loom and winder, box frame, interesting wooden ratchets for 8 in. tape, \$200; square peel, iron shaft, double ram's horn handle, \$100; yarnwinder, elaborate birdcage winder, \$100; flax breaker, all wood peg leg and frame, with some flax, \$175; oak barrel churn with iron hoops, \$100; beehive goose plucking basket, \$175; elaborate butter worker and churn, \$175; very pre-Revolutionary apple parer, ingenious cord belt and wooden threaded screw for tension with cutter, \$100; unusual 19th c. clock jack with iron spit and 18th c. spit holder with bell, \$475; rare English dole sign, iron heart suspended on chain with masonry spike at other end, \$600; tin fireplace roasting oven with spit, \$225; Scottish bannock toaster, only one seen identical in Museum of Antiques, \$300 and an iron round meat hook with eight iron candle holders, four cow figures, \$325.

Among the collection of coopering items was a round wood sun plane, very unusual type with two knob handles, \$300; a complete set of cooper's tools used by Rupert Brewing Co., 27 items, \$800; set of Japanese assorted planes, mounted on pine board with red backing, \$80; small cobbler's bench on turned legs with two drawers, \$150; shoemaker's bench, complete with drawer filled with twenty-one tools, \$225; goosewing axe with hex engraving, \$200; twybil, very rare, chisel at one end and gouge at other, shaft for wood handle, \$275; mast axe, W. Outram, Sheffield, \$175; two brown ceramic crocks, glazed interiors, exteriors unfinished, \$200.

Some items from the Keillor blacksmith shop included: "swan catcher", English, hook on pole, used on Thames to catch swans and band, \$40; very rare trade sign, hand wrought iron horse shoe within horse shoe, \$175; important blacksmith stand with tools, 98 pieces, \$25; three iron reamers, cone tip, Ottisville, Pa., \$125; 2 hook set of hub reamers, one marked "I. Christ", Kutztown, Pa., \$450; iron fireback, Royal Crown at top and Shield in middle, held by horse and lion, \$350; unusual anvil for threading bolts, wooden 7 ft. beam holding blacksmith's work tools, complete with iron work bench, \$250.

A plow with 12 hand wrought iron strips forming blade reinforced by hand wrought braces, c. 1800, New England, \$275; potato digger plow, 8 teeth wrought iron wheel guide pat. 1884, \$150; a plow dated 1676, wooden blade with wrought iron tip, \$250; a hand forged tobacco plow dated 1837, wooden blade covered with metal strips, \$225.

Carpenter's tools included a complete set of wood taps and dies, 8 taps, 8 dies, \$700; set of patternmaker's planes, 8 soles, 5 irons, \$150; Stanley box cutter #55 with 5 blades and double guides, \$325; 8 wood handled spoke shavers, \$80.

A very rare and important Conestoga wagon in excellent condition brought \$6500. The wagon is painted light blue, faded, complete with long leather straps. Conestoga wagon tools, mounted plaque with separate list of contents, 22 tools sold for \$225; a double hinged wood box, painted green with Conestoga Wagon, 38 stay hooks, \$100; an important set of 5 Conestoga bell frames, with traces of red fabric on iron "This wagon arrived with bells on", \$500.

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Wisconsin Auctioneers Association Holds Winter Seminar

Approximately 80 auctioneers and their wives gathered at the Don Q Inn, Dodgeville, Wisconsin, on December 9 for a mid-winter meeting and seminar sponsored by the Wisconsin Auctioneers Association. Many auctioneers registered at the Don Q on the evening prior to the work-day and enjoyed a social gathering. Registration began at nine a.m. on Thursday with the only charge being six dollars to cover a meal and incidentals.

Col. Elwood Stagen of Paxton, Illinois, conducted the morning seminar. His lecture consisted of the proper way to conduct a farm auction; how to contact a client; the advertising; the auction itself; and settling for the day's receipts. Although Col. Stagen has handled a wide variety of auctions, he specializes in farm sales and is probably best known for holding one of the largest community sales in the United States at Paxton, Illinois, each year. At present he serves as chairman of the annual event.

Following a family-style dinner the auctioneers and wives were encouraged to tour the Don Q Inn which is considered one of the most unique in the state. Auctioneers were especially interested, as many of the fixtures were articles purchased by the owner at an auction. Old Singer sewing machines have been changed into TV stands and tables by eliminating the machine itself, while horse heels are used for door knobs. Because most of the building was recycled from an old cheese factory, several of the rooms contain beautiful copper bathtubs which were former cheese vats. Old railroad cars were also used for recycling. The honeymoon suite was once the old Methodist Church steeple in Dodgeville.

Rex Newcom of Whitewater, Kansas, shared experiences in the selling of real estate property, by the auction method, as part of the afternoon seminar. Col. Newcom gave many new insights into this field that is becoming more popular in the state of Wisconsin each year. He is sold on this method of disposing of one's property finding it to be "the best way to satisfy my clients and myself".

Robert Brandau, president of the Wisconsin Auctioneers Association presided over a short business meeting. A discussion was held on the effects of the auctioneer booth sponsored by the association at the Milwaukee State Fair during the summer. Those who manned the booth found that many people had never heard of an auction; had never attended one; or were uncomfortable attending them because they did not have a knowledge of bidding. Plans for a booth and a means of advertising the auction way of selling will be discussed further at the state meeting.

The State Convention will be held at the Midway Motor Lodge at Eau Claire, Wisconsin, on June 9 and 10.

Those who left the seminar felt it extremely worthwhile as they gained knowledge in a profession that increases in popularity each year as the public depends on the auctioneer as a specialist in disposing of property for the top dollar.

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Virginia Auctioneer Wants Abuse Of Auction Method of Sale Aired To Provoke Comments of Auctioneers

Ronald I. Tull, National and Virginia Auctioneers Associations member, has been very instrumental in offering recommendations to the Virginia House of Delegates for improvements to the Code of Virginia regarding trustee foreclosure auction sales. His ideas were submitted to the Northern Virginia General Assembly members during their public hearing on December 11, 1976, in Fairfax, at which time citizens gave their ideas relating to the upcoming assembly.

Ron now asked that the NAA publish the attached in THE AUCTIONEER magazine under the title of "Abuse of the Auction Method of Sale to the Detriment and Expense of the Public and the Auction Profession" in hopes that it may provoke some thought and action resulting in more equitable legislation.

The following, then, is the proposal to improve the Code of Virginia, Sec. 55-59 and sections that follow which involve Trustee Auction Sales by Ronald I. Tull. Comments on the article may be directed to Ronald I. Tull, Tull Realty & Auction Co., 3912 Woodburn Road, Annandale, Virginia 22003:

PROPOSAL to improve the Code of Virginia, Sec. 55-59 & Sections that follow which involve Trustee Auction Sales by RONALD I. TULL, TULL REALTY & AUCTION COMPANY, 3912 Woodburn Road, Annandale, Fairfax County, Virginia.

I. What is the problem? — The trustor's or owner's equity at the foreclosure/trustee auction sale is not always being rendered out of the property.

II. What are the causes of the problem?

1. Location of newspaper used for advertising the auction. Trustee auction sale notices are placed in newspapers with a small circulation or in a newspaper in an adjacent

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county, city, or town. It appears as an attempt to hide the notice from the buying public. The advertisement expense bears no relation to the value of the property or equity of the trustor or owner.

2. Location of Auction Notice in Newspaper. Trustee auction sale notices are not placed in the section of the newspaper where that kind or type of property is normally advertised to the buying public.

3. Description and location of what is to be sold. Trustee auction sale notices do not describe in general what is to be sold or give the address, general location, tax map identification, or general directions to the property. The buying public is confused by not knowing what is to be sold and not being able to find what is to be sold.

4. Location of the trustee auction sale. The trustee auction sale notice is not specific with an address for the auction site and is usually at a location other than on, at, near, or in front of the property being sold.

5. Trustee's phone number and address in auction sale notice. Many times the trustee's phone number and address do not appear in the notice and the trustee will not publish the auctioneer's name, address, and phone number or furnish the auctioneer with enough information so that he can locate, show, or extol the benefits of the property. The name, address, and phone number of the attorney representing the note holder (beneficiary/lender) may be in the ad. The buying public does not receive cooperation, encouragement, or data about the property from the trustee.



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6. Required times of publication of notice. There is no uniform number of times the notice must be published prior to or after postponement before the trustee auction sale can be held.

7. Postponement-Continuance. Trustee auction sales are postponed or continued with no publication notice to that effect, ostensibly for the benefit of the trustor or owner being foreclosed on but in reality this serves to dampen, discourage, and aggravate the bona fide buying public from bidding even though they are ready, willing, and able. The results are often poor attendance or no one except the beneficiary (lender) shows up at the trustee auction sale to buy with no competition even when large equities exist.

8. Conduction of trustee auction sale. The trustee auction sales are being conducted (bid calling) by persons who are not experienced in voluntary auction selling, not a graduate of an auction college, or required to have an auctioneer's or real estate broker's license to conduct a trustee's auction sale. In many cases the trustee auction sale is conducted by a crony or sheriff, the latter having a conflict of interest by running a private enterprise from his elected office. In any event the auction is conducted by persons who could care less about creating competitive bidding or securing top dollar and conducts the bid calling in an execution-only fashion.

III. What are the possible solutions?

1. Location of newspaper used for advertising the auction. The trustee auction sale notice must be published in a newspaper which has the greatest circulation in the county, city, or town in which any portion of the property is located. This requirement is not to be construed that any additional promotional advertising is deemed unreasonable. A prudent trustee should consider additional advertising if the equity or value justifies it. The point is that the amount of promotional advertising expense should bear some relation to the equity.

2. Location of auction notice in newspaper. The trustee

auction sale notice must be placed in the section of the newspaper where that type or kind of property is normally advertised for sale to the buying public. For example, residential homes under "Houses for Sale"; building lots and acreage under "Lots & Acreages"; etc.

3. Description and location of what is to be sold. The trustee auction sale notice must describe briefly, in general terms, what is to be sold, give the street address, tax map identification, if any, and if situated in an area without street addresses give the general location and directions to locate the property.

4. Location of the trustee auction sale. The trustee auction sale notice must set forth a specific address or location of the auction sale. The first and most desirable location is for the auction to be on, at, near, or in front of the property's main (front) entrance. Second most desirable location would be in front of the main (front) door of the courthouse, city hall, or municipal building wherein a portion of the land is located or where land records are kept for the same.

5. Trustee's phone number and address in auction sale notice. The notice must have in it the name, address, and phone number of the trustee or his representative, as well as that of the auctioneer.

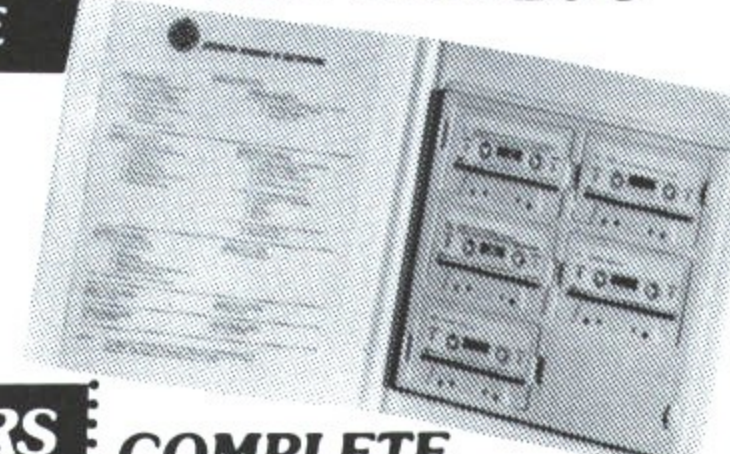
6. Required times of publication of notice. The trustee auction sale notice must be published four times — once a week for four consecutive weeks — and the auction sale held within five days after the last publication date.

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7. Postponement-Continuance. If the trustee auction sale is postponed or continued or otherwise not held as advertised, the complete cycle of publishing the trustee auction sale notice must be re-initiated as if there had been no previous notice published.

8. Conduction of trustee auction sale. The person who conducts the bid calling for the auction sale must be licensed as both a real estate broker and auctioneer, must have had experience in conducting voluntary auctions, and a graduate of a recognized auction school or college.

IV. Summary

1. The solutions to the problem should be additions to the now required procedure notwithstanding any agreement in the deeds of trust and where in conflict with law the aforesaid shall prevail. Since the law provides in Sec. 55-59 (13) for the trustee fee/commission to be 5% of the gross proceeds, it should also provide for a severe penalty to be levied against the trustee of five times his fee/commission if found by court to have alienated the trustor or owner. This fine should be paid to the aggrieved trustor or owner.

2. The courts have long felt justice is best served by the use of the public auction method of sale because it is open, audible, and visual to the public. It does not discriminate against anyone or show favoritism. It is the most competitive marketing method of sale demanding results. The trustee auction sales turn out to be one of the worst abuses of the auction method of sale because the public: (a) is not properly notified; (b) cannot tell what is to be sold; (c) cannot find the property to inspect it; (d) cannot find the location of the auction sale; (e) cannot contact anyone who will give information or encouragement; (f) is given short notice of the auction sale; (g) is aware that it can be postponed or continued at any time, and (h) is confronted with a non-professional auctioneer who is unlicensed as a real estate broker and auctioneer. It is logical to conclude that market value or any equity will not be rendered out. The bottom



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line or net result is that many trustee auction sales are a sham because the trustee charged with the fiduciary responsibility alienates the trustor or owner to the benefit of the buyer who in many cases is the beneficiary (lender).

3. These recommendations are based on my experience of buying at these auction sales when I am not the auctioneer, acting as auctioneer, counseling investors at this type of auction, and observing many others.

Record Land Sale Prices Bid At Iowa Auction of Wallace Estate

NAA member Shan Campbell of the Iowa Auction & Realty, Inc., Fairfield, Iowa, reports that a total of 525 acres of choice farm land near Packwood, Iowa, was sold in six parcels to the highest bidder at an auction of the J. E. "Eddie" Wallace estate. Although the total selling price of the land was over a million dollars, \$1,162,025, and one 45 acre tract brought a new all time high per acre price for Iowa's Jefferson County land at \$2,765, many observers and land speculators had anticipated the price would be higher.

Shan Campbell felt the sale as being very successful in view of the conditions — cash on or before March 1, 1977 and subject to existing leases, which expire March 1, 1978. Another condition which existed was the cold winds and cold weather.

The sale was rapidly completed: it lasted from 10:30 a.m. until 12:15 p.m. and auctioneer Campbell allowed only five minutes from the last bid until each parcel of land was sold.

The first parcel of 120 acres was sold at \$2,300 per acre. An older style modern house and several small buildings are on that property. The buyer also bought another 45 acres, the last to be sold, and paid \$2,765 per acre for the land which is farm land that adjoins the town of Packwood. No buildings were on that land.

Another 80 acre tract of land with a modern house and farm buildings was bought for \$2,110 per acre. Two separate 80 acre parcels were sold — one for \$2,550 per acre and the other for \$2,430 per acre — by one buyer. The only building on the two tracts is a large corn crib.

Another tract of 120 acres, which was in another county, was bought for \$1,620 per acre and it included pasture and field combination ground.

The newspaper reporting on the sale noted that the highest prices went for field farm land without buildings of any type. The previous record price ever paid for land in Jefferson County, Iowa, was in April of this year when 80 acres of farm land sold for \$2,432.50 per acre on a contract sale.

A recently released survey conducted by Iowa State University reported that between November 1, 1975, and November 1, 1976, the average value of farm land in Jefferson County increased from \$717 per acre to \$800 per acre. The survey also reported the value of farm land in Iowa increased an average of \$242 during the past year — a rise of 24.5 per cent. The increase compares to a 30.8 rise in 1975; 32.6 in 1974; and 31.6 in 1973, when land prices started to take off in reaction to the historic grain sales the year before that pushed prices of grain and other commodities to record levels.

The report also showed that an average acre of farm land sold for \$362 in 1967.

Wall Street Journal Article On Condominium Auctions Get Bad Reviews from NAA Members

The Wall Street Journal, in its November 23, 1976, issue, reported on a condominium auction conducted by a non-NAA member, but the article created an atmosphere of bad publicity toward the auction method of selling, so say auctioneers who have read the article. J. Edward "Mr. Ed" Vierheller of Claremore, Oklahoma, received the article from one of his area private real estate brokers and he commented to the NAA Office as follows:

"I suggest that possibly we get reprinting permission and publish it in THE AUCTIONEER. I think this article has a very frightening conclusion and think all professional auctioneers should study the consequences of such an article and do everything possible to guard against publicity of this nature that is not in the best interest of our profession."

Reprinting the article from the Wall Street Journal is not possible without permission being granted from the editors. The article is lengthy and much of the article does not relate to the problem of "poor publicity" of the auctioneer (who, by the way was not a member of the NAA), but the public image of the sale of the condominiums by the auction method does have implications, which may not be in the best interests of our Association's membership. Using portions of the article also is not possible and one suggestion as to how NAA members can obtain a copy of the November 23 issue is to check with your local library, which may have back issues on file. Many high school, college and/or university libraries do maintain a permanent file of Wall Street Journals and a quick call to the library in your locale will determine if the copy is available for your review.

Without infringing on the Wall Street Journal's copyright or reprint policy, one of the comments made by the realtor in the article, who lost out in the sale due to the auctioneer taking over, was, in essence, that many people consider auctions disreputable, and comments such as those do nothing to enhance the image of the auction profession. No one who represents the NAA Code of Ethics, or no member of the NAA was allowed to refute that comment, as the auctioneer involved was not concerned with anything at the moment but the success he had just had in selling the condominiums, when the realtor was eliminated from the sale entirely.

Mr. Ed Vierheller is correct in his assumption that publicity such as that printed in the Wall Street Journal's condominium article does nothing to help our profession.

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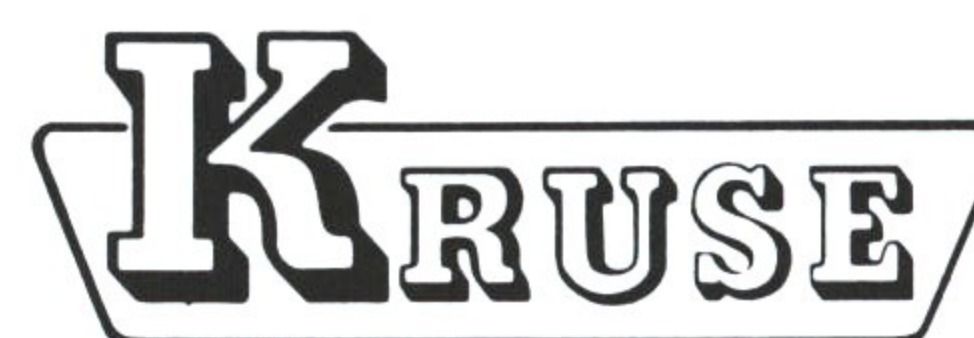
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Age 32 — auctioneer — ringman — booking sales — bookkeeping — general business background. Have done antique — farm — estate — auto commercial — business auctions. For further information, write to:

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The big problem in this article, more than likely, is that the seemingly derogatory comments were aimed at the auction profession by a realtor, who was aiming his comments at one specific auctioneer. However, too many readers will not be able to hear the other side's version; the other side being a reputable and ethical auctioneer.

The Wall Street Journal has been contacted by the NAA Office, in hopes of having the article reprinted. If you are able to read and review the article, and you wish to comment to the editors, write to the News Department Services, The Wall Street Journal, 22 Cortland Street, New York, NY 10007.

"Account Closed" Checks Passed in Minnesota

**By Wally Laumeyer
Inger Grove Heights, Minnesota**

Several thousand dollars worth of "Account Closed" checks have been passed in Minnesota by Clarence B. Cates. His age is 36 years, but he looks older; his weight — 280 lbs.; his height — six feet. His attire is dirty and sloppy and he usually needs a shave. He has a southern accent. His wife is a frail woman and they were last seen driving a black pickup truck.

His method of operation: He came to several auctions and established credit with small purchases. Then, in one week, he attended auctions in four auction houses and wrote the checks. He has moved with no forwarding address.

If party shows up, or if you have any information, call Col. Wally Laumeyer, collect: 612-455-9547, or notify your local FBI or Police Department as there is a warrant out for his arrest.

Auction Action in Winnipeg High As Reported by NAA Member Hovmand

NAA members N. F. Hovmand and R. G. Peake of the Hovmand Galleries, Winnipeg, Manitoba, Canada, are very active in the estate auction business, particularly with antique auctions, but also are prepared to handle large commercial auctions. They expect to be active in large real estate auctions in the near future, which will be the first in their province.

The latest auctions conducted by Hovmand Galleries include an absolute auction of the Marlborough Hotel in Winnipeg; a large estate auction of the very fine Wellington Crescent Estate, consisting of very fine furnishings and exceptional collector's items. All of the proceeds went to the Kiwanis Club of Winnipeg Foundation, Inc. for their charitable projects. The total for the Wellington Crescent Estate auction was \$25,000 and the auction lasted for two and one-half hours.

Items in the hotel auction included elks' heads, barber-shop chairs, color television sets, doors and bedroom suites. A total of \$250,000 worth of inventory kept NAA auctioneer Neil Hovmand and Ron Peake busy for almost eight hours.

Perhaps the most sought after items in the hotel auction were 19-inch television sets, which went for approximately \$260.

The Great-West Life Assurance Company bought the Marlborough Hotel and contracted with Hovmand Galleries to sell the items therein. It was a good effort for both the company and Hovmand Galleries, which indicates that the auction business is going strong in Winnipeg, due to the efforts of Neil Hovmand and Ron Peake of Hovmand Galleries — both outstanding supporters of the NAA programs and professional ethics.



AUCTION ACTION creates auction interest in Winnipeg and NAA members Neil Hovmand and Ron Peake attracted large crowds to their recent absolute auction of the Marlborough Hotel's contents. A benefit auction for the Kiwanis Club created much interest also and proceeds went to support the charitable projects of the club's Foundation.

Christmas Auction Offers Real Bargains in Illinois

Handbills distributed by the Edmund Kueker's Auction Service, Waterloo, Illinois, created much, and warm, interest during the pre-Christmas activities and at first glance, one may have thought that the Kueker's had scheduled an auction on the day after Christmas.

The newspaper described it well when it publicized the Kueker's handbills as an auction "offering rare bargains". The rare bargains included: Christmas Auction at any local church or mission in your town or city — Saturday, December 25 — all morning, selling Peace on Earth, Good Will to Men! Also "promoted" was real estate (a heavenly home — located on large lot — beautifully landscaped. This home is too beautiful to describe, comes with caretaker — you must see it — for a preview, call your local church — If you don't have a home, ask some local church member to help you find this new home.)

Personal Property was advertised as open doors — friendship — peace — relaxation — refreshments — good health — greater blessings — service — no wants — no fears — no pains — welcome mats — inspiration — atmosphere — meditation — ringing bells — communion — helping hands — fellowship — goodwill — honor — prosperity — beautiful hymns — prayer books — a best selling book, the Bible — 2 stairways to the stars; much much more!

The Kueker's said, in the Auctioneer's Note: This is a sale you don't want to miss. Heaven has everything to offer, you have nothing to lose.

The Terms: All you need to do is ask God — it's free. Refreshments on grounds — Jesus will provide for you. The Auctioneers? local pastors, priests and missionaries. The owner? Your Heavenly Father.

The Kueker's handbill concluded with the question, "Will we see you in Church Come Christmas?" and at the very bottom of the handbill, offered Season's Greetings from Col. and Mrs. Edmund L. Kueker's Auction Service, Waterloo, Illinois.

14KT and 18KT Gold Chains, lowest prices anywhere. 14KT Gold Horns, small \$3.00; medium 74.00. large \$5.50. 15" 14KT neck chains, \$3.75. Ladies 14KT Claddagh Rings, \$25.00. Assorted Genuine Jade Charms, \$1.00. Crosses, Religious Medals, Chains, Stars. Money back guarantee if not satisfied. Col. Louis Dansky, 16 Henry Street, Sharon, Mass. 02067.

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Mrs. Harold (Erna) Ellingson, Edgeley, North Dakota

Just Personal . . .

Due to the number of members now active in the National Auctioneers Association, it is impossible to reprint the many "personal" letters in THE AUCTIONEER magazine. Space just will not allow the letters, even though some have been having their letters printed in past years.

It is not the intent of Editor Harvey McCray to eliminate the "personality" of the NAA, but it is very difficult to determine whose letters should, and whose should not, be printed. This column now is to offer information about NAA members who have asked that news be reported on their activities.

Berry Family's Christmas Greeting Omitted in Magazine for First Time

Mrs. Tom (Margaret) Berry informed Editor McCray that for the first time, her Christmas letter was not included in THE AUCTIONEER magazine. It was not until after the letter was printed, however, that it was learned from Mrs. Berry that her family's Christmas Greeting has been published in the December issue every year in the past.

For those of you who missed Margaret Berry's greetings, we now are publishing her belated Holiday and New Year's Greetings for the benefit of the NAA membership. The late Tom Berry was one of the auctioneers who helped form the NAA, and the Pennsylvania State Association.

Col. Boatwright Takes a Bride

Leo M. Boatright reports that on December 12, 1976, Miss Winnie Conner and Leo were married at the Methodist Church in Parker, Indiana.

In Memoriam . . .

ROBERT BRENT WATTS

B. N. Watts, Jr., father of Robert Brent Watts of Gainesville, Texas, reported that his son passed away on March 17, 1976. Robert Brent was a victim of the Swine Flu.

NAA Member Regina Hayes To Serve On New York City Appraisal Clinic

The 33rd Annual National Antiques Show will be held in the Exposition Rotunda of Madison Square Garden from February 19 through the 27th and the show is described as the country's largest assemblage of antiques and memorabilia under one roof. International in scope and a feast of the best and most treasured in arts and antiques, the show is the stylesetter for the industry.

NAA member Regina Hayes of Forest Hills, New York, will head a unique Appraisal Clinic, sponsored by the Appraisers Association of America for the benefit of the Leukemia Society of America. The clinic will be staffed by a rotating panel of 60 expert member-appraisers who are prepared to appraise anything brought in for a nominal scaled fee, which is tax exempt.

The Leukemia Association, as well as two other charitable organizations, benefit from the National Antiques Show and auctioneer Hayes has been a participating part of the show for several years.

Since decorative arts tend to follow the fashions of the time, the predominating theme of the 1977 show is THE RICH PEASANT LOOK IN ANTIQUES, saluting the return to favor of brilliant colors, lavish embroideries and opulent decoration introduced by Yves St. Laurent.

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Included in the 1977 edition will be examples of rustic artistry from earliest civilization; the St. Vartan Cathedral Collection of illuminated manuscripts and art works and the Armenian Museum Collection of ancient coins, costume, rugs and tapestries; bakers in native costume to illustrate the preparation of such regional sweets as baclava, bird's nest, and khadayif, with homestyle cookbooks on hand for reference.

Rich peasant dolls of Czechoslovakia — a collection of carved wooden dolls in handwoven costumes from the World's Fair, 1901 — will be shown; a collection of Ikranian Easter Eggs will be on display; handpainted tiles, 1650-1800, from the Country Floors Collection will illustrate techniques in Chinese porcelain tiles, baroque Neopolitan tiles, Portuguese tiles prior to the 1725 earthquake and Pombalinos tiles after 1725, Dutch tiles, Moorish tiles and those of Spanish Manises.

Many other items will highlight the Show at Madison Square Garden on February 19-27, 1977 . . . and say hello to NAA member Regina Hayes during your visit to this outstanding show!

Closing Poem of Convention Speaker

For those of you who attended the 1976 St. Louis Convention, we are printing the poem used by Saturday night banquet speaker R. E. "Mick" Delaney. Many families in attendance asked that the poem be made available. The poem, "God Hath Not Promised" was written by an invalid girl named Annie Johnson Flint, who died in a sanitarium in Clifton Falls, New York. Because it parallels so closely "Mick" Delaney's philosophy of life, he frequently concludes his presentations by quoting from the verse:

GOD HATH NOT PROMISED

God hath not promised skies always blue,
Flower-strewn pathways all our lives through.
God hath not promised sun without rain,
Joy without sorrow, peace without pain.

God hath not promised we shall not know
Toil and temptation, trouble and woe.
He hath not told us we shall not bear
Many a burden, many a care.

God hath not promised smooth road and wide,
Swift easy travel needing no guide,
Never a mountain rocky and steep,
Never a river troubled and deep.

But God hath promised strength for the day
Rest for the labor, light for the way,
Grace for the trials, help from above,
Unfailing sympathy, undying love.

NAA Blazer Patches Available . . .

Display the NAA emblem on the new NAA embroidered emblem in red, black on gold in the popular blazer pocket size of 3¼". A dignified way to identify your membership in the NAA.

NAA Embroidered Emblem \$1.50 each, postpaid

Architectural Antique Auction in Los Angeles Is Largest Yet for Portland's Kennedy Company

Robert "Bobby" Mendenhall, III, auctioneer for the Don F. Kennedy Auctioneers Company in Portland, Oregon, reported that the 7th Invitational Architectural Antique Auction, held on December 3-4, 1976, was the largest yet for the firm, as the total sale figure was \$1,750,000.

The advertisements said that John P. Wilson's Golden Movement Emporium auction bought Le Figaro, home of France's most important newspaper; Coutts Bank of England; and the Liverpool (England) Stock Exchange. They also acquired relics from Shakespeare's Old Globe Theatre; over 2,000 original stained and beveled glass windows, authentic

Americana, such as early drugstores, etc.; 1000 doors; 30 large bars and back bars and more — twenty tractor trailer loads of merchandise in all!

The auction was conducted at Golden Movement Emporium's auction in Los Angeles.

Golden Movement Emporium is the world's largest architectural antique dealers. NAA auctioneer Don Kennedy had guaranteed to the Golden Movement Emporium that he would auction over 100 items per hour. The original sale catalog was followed by a supplement, which also listed additional merchandise for sale at the December auction.

Knotts Alumni Convention

Former graduates of The Knotts School of Auctioneering held their 11th annual convention at The Imperial House in Columbus, Ohio, on December 26, 1976. Old acquaintances were renewed with a social visit from 9:00 a.m. until 12:00 noon, then for the next hour Tom Turkey was the main attraction for the 135 who attended the banquet.

At one o'clock the afternoon meeting was called to order by the president, Dr. Harold Nestor, who announced that the first order of business would be a briefing on the laws and regulations governing auctioneers, by Col. R. E. Knotts. After the briefing Everett Fidler from Xenia, Ohio, addressed the group relating to sales promotions and how to advertise with professionalism.

The next event was a very exciting auctioneering contest with three trophies at stake. For the second consecutive year Keith Sheridan, from Cedarville, Ohio, captured the number one trophy. Second place went to Ron Rhodeback,

from Granville, Ohio. The third place trophy was presented to Jerry Hunter from Akron, Ohio.

The legislative committee headed by Jim Hagan, who is also a previous state legislator, reported that it was keeping a close watch for newly proposed legislation which might affect auctioneers. The entire group was concerned about various city ordinances which impose unreasonable demands upon auctioneers and their clients.

Several visiting auctioneers who attended the afternoon business session complimented the Alumni Association on its effort to promote fair legislation and regulations. All of the auctioneers present were concerned about a report that the price of auctioneers license may be doubled in the near future.

Members of the association complimented the officers on a job well done by voting to retain the present officers, which are as follows. President, Dr. Harold Nestor, of Columbus, Ohio; Vice President, Jim Hagan, from Hubbard, Ohio; Secretary-Treasurer, Keith Sheridan, from Cedarville, Ohio; Directors: Gene Acton, from Frankfort, Ohio; Robert Riley, from London, Ohio; and Ron Rhodeback, from Granville, Ohio.

Before adjourning one minute of silent meditation was devoted to a deceased member, Col. Elmer Lather.

Col. R. E. Knotts

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is a 124-page book loaded with over 3,000 sayings, quips, laughs, banter, bits, etc., collected from 100's of auctioneers all over the U.S. and Canada during a 50-year period. Bid Getters is written to do two things:

1. Get more AIDD — attention, interest, desire, decision.
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"An excellent book." "Used in our school." — Mendenhall School of Auctioneering, High Point, North Carolina. "Very good" (underlined — Ex. Sec. Reppert School of Auctioneering, Decatur, Indiana.

"Truly a masterpiece which can be of unlimited value to auctioneers whether they be apprentices or professionals." — Knotts School of Auctioneering, Gallipolis, Ohio.

Included at no extra charge a 12-page booklet (copyright 1976) entitled "TOOLS OF THE TRADE AND HOW LEADING AUCTIONEERS USE THEM." Improve your present chant or develop a new one. The price of the booklet, if ordered separately, is \$5.00. BID CALLERS sells at \$10.00 post-paid, check or money order. Order from Earl.

by Earl D. Wisard, Auctioneer
R 1, Dundee, Ohio 44624

Directory Revisions

Directory additions and/or revisions have been made in the National Auctioneers Association Office since the Directory was published and mailed with the January issue of THE AUCTIONEER. To help you maintain the proper listing for our NAA members, here are the additions/revisions, etc., as made by the members:

COLORADO:

DOYLE, MICHAEL, c/o Oldies But Goodies, 2901 E. Colfax Ave., Denver 80206 (this listing was shown in Connecticut in the Directory).

MISSISSIPPI:

OZBORN, KLINE, JR., 538 E. Fulton, Canton 39046
OZBORN, TERRY, 538 E. Fulton, Canton 39046

OREGON:

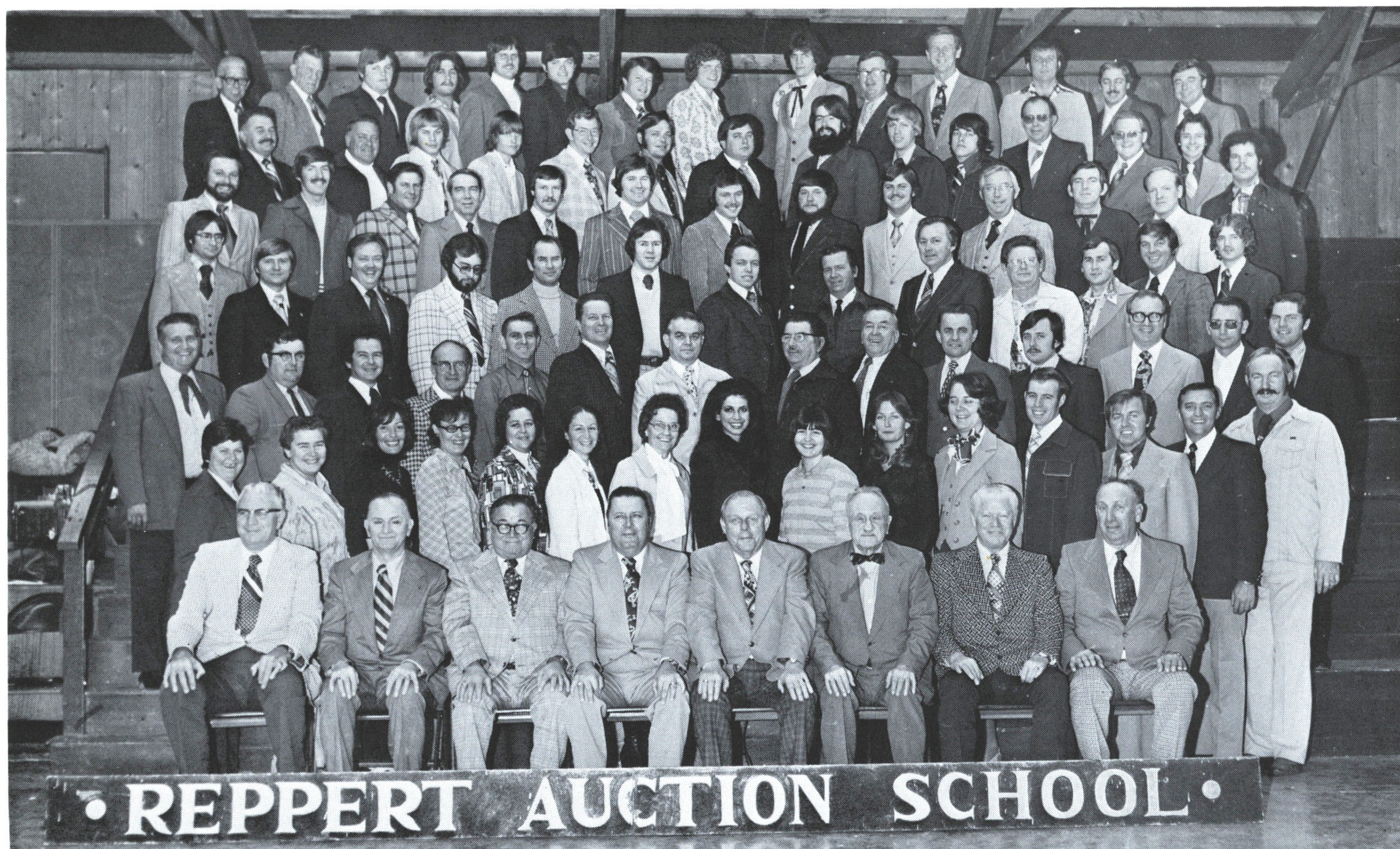
HEALY, JACK, Box 1, Moro 97039

TEXAS:

PEYTON, WILLIAM B., 819 Lovett Blvd., Houston 77006

NOTE: The listing for STROH, Ruben was out of order and should have been listed before STROH, Ruben J. Both Strohs are paid-up members of the Colorado and National Auctioneers Associations.

Reppert School of Auctioneering Graduates Large Class in December



THE REPPERT SCHOOL of Auctioneering held its recent class for auctioneers on November 29 thru December 17, 1976, in Decatur, Indiana, and the photograph above shows the students and instructors. The instructors, photographed on the bottom row, left to right, include: Robert S. Anderson, lawyer, Indiana; Roland Reppert, M.D., owner and president, Decatur, Indiana; Q. R. Chaffee, Towanda, Pennsylvania, Dean of School; Gene Slagle, Ohio; and H. D. Darnell, Kentucky.

Antique Auction Exceeds \$100,000 At Wilson's Hot Springs Auction

Approximately 300 buyers, representing 28 states, attended a recent antique auction in Hot Springs, Arkansas, which was conducted by the James E. Wilson & Son "The Auctioneers" firm in that city. The bidders were motivated and this motivation continued throughout the entire course of the auction.

Prices started out well and seemed to get higher as the Auction moved on. Some of the prices were as follows: Holly Amber Sauce Dish, \$150.00 — 7" Galle Vase, \$255.00 — Steuben Aurene Bowl, \$150.00 — Tiffany 10" Bowl, \$180.00 — 9½" Mt. Washington Burmese Vase, \$210.00 — Royal Flemish Cracker Jar (Damaged), \$500.00 — 12" Kew Blas Vase, \$270.00 — Tiffany "Thorn" Pattern Vase, \$210.00 — Wheeling Peach Blow Cruet, \$550.00 — 4½" Galle Vase, \$190.00 — Tiffany 10 Pc. Desk Set, \$1450.00 — Cut Glass Bowl, \$85.00 — 13" Cut Glass Vase, \$125.00 — 18" Tuthill Vase, \$300.00 — Cut Glass Basket, \$200.00 — Cut Glass Box Signed Hawkes, \$210.00 — 2 Pc. Cut Glass Mayonnaise Set, \$170.00 — Oak Striking Ansonia Wall Clock, \$165.00 — Carved Oak Barometer, \$180.00 — Oak Corner China Cabinet Clock, \$1025.00 — English Curio Cabinet, \$600.00 — Oak Bookcase, \$265.00 — Carved Oak Bookcase w/Stain Glass Doors, \$800.00 — Earl Oak Sideboard, \$300.00 — French Marble Clock, \$300.00 — Pr. Small Stain Glass Windows, \$250.00 — Court Cupboard, \$400.00 — Heavy Carved Oak Bookcase, \$2400.00 — Cathedral Style Entry Seat, \$360.00 —

18th Century Oak Open Front Court Cupboard, \$675.00 — Fancy Carved Oak Desk, \$1750.00 — Bronze Marble Mantle Clock, \$700.00 — China Cabinet w/Serpentine Front, \$800.00 — Massive Carved Ebonized 18th Century Sideboard, \$1350.00 — Carved Drop Front Desk, \$550.00 — Ansonia Mantle Clock, \$175.00 — Small Brass French Carriage Clock, \$210.00 — Oak Round Front China Cabinet, \$425.00 — Walnut Marble Top Sideboard, \$250.00 — Mahogany Turtle Top Table, \$525.00 — Walnut "Rose Carved" Etergere, \$210.00 — Walnut Marble Top Table, \$575.00 — Sheraton Style Glass Top Curio Cabinet, \$325.00 — Mahogany Drop Leaf Table, \$350.00 — Oak Round Front China Cabinet, \$450.00 — Walnut "Cylinder Roll" Secretary, \$600.00 — Mahogany Butler's Desk, \$190.00 — Pomona Hanging Glass Hall Lamp, \$110.00 — Tiffany Type Table Lamp, \$210.00 — Matched Pr. Old Paris Vases, \$220.00 — Pr. Pink Satin "Diamond Quilted" Vases, \$190.00 — 3 Pc. Chinese Crackleware Set, \$600.00 — English Pitcher & Bowl Set, \$180.00 — Blue Overlay Brides' Basket, \$150.00 — Matched Pr. 19" Burmese Vases, \$960.00 — 18" Dresden Compote, \$295.00 — Brass Bed, \$500.00 — Early Victorian Caster Set, \$85.00.

Jim Wilson is looking forward to seeing many NAA auctioneers during the Antique Seminar in Kansas City, Missouri, on March 2.

Seminar instructor Jim Wilson, when reporting on his successful auction, wrote: "I'm sure it will be a most interesting and educational Seminar. See you there and remember this: 'Whatever a man can conceive and believe, he can achieve'. God Bless all of you!"

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April 3 — Kansas Auctioneers Association, Hilton Inn, Wichita.

April 3-4 — Kentucky Auctioneers Association, Stouffer's Inn, Louisville.

April 17 — Illinois Auctioneers Association, Holiday Inn, Kankakee.

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May 14 — Louisiana Auctioneers Association, Holiday Inn, Alexandria.

May 14-15 — South Carolina Auctioneers Association, Columbia.

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June 8-9 — Wisconsin Auctioneers Association, Eau Claire.

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New Jersey State Society of Auctioneers meets bi-monthly all year — October, December, February, April, June & August. If in the area call 201-944-1125 for location of meeting (Don Castner).

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Attention State Association Secretaries: To have your State Association Convention dates listed in THE AUCTIONEER, send notification of the date, city and hotel/motel to Harvey L. McCray, Executive Director, NAA, 135 Lakewood Drive, Lincoln, NE 68510.

Boosters Continued from Page 42

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George Morrill—Harrison
Joseph D. Morrison, Jr.—Westbrook
Richard W. Oliver—Kennebunk
Dick Ward—Limestone
Morgan Willis—Kittery

MARYLAND

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Raymond Bender—Accident
Austin Bohn—**Union Bridge**
Daniel Brittingham—Salisbury
Emmert R. Bowlus—Frederick
R. C. Burkheimer—Elkton
Mike Burzynski—Baltimore
Robert H. Campbell—Annapolis
Michael A. Conover—Westminster
Joseph A. Cooper—Baltimore
Don Davis—New Carrollton
James R. Edwards—Bel Air
Grant Harding—Reisterstown
Barr Harris—Baltimore
Burton Hoffman—Hagerstown
C. P. Jacobs, Jr.—Frederick
C. T. "Jimmie" James—College Park
S. Braden King—Boonsboro
Clair Martin—Hagerstown
Jonathan Melnick Auctioneers, Inc.—
Baltimore
Harry C. Miller—Baltimore
Harold Milstead, Sr.—**Newburg**
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Richard L. Otto—Silver Spring
Neal Owings—Hampstead
Sam W. Pattison Rea—Baltimore
Theodore Raynovich—Oakland
Jack Reedy—Hampstead
Barry Rogers—Rockville
Raymond Smallwood—Potomac
Homer Snyder—Hampstead
J. G. Trout—Frederick
Wittstadt & Son Inc.—Cambridge
G. Michael Whitson—Westminster
David S. Wright—Frostburg

MASSACHUSETTS

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Henry A. Berman—Worcester
Douglas P. Bilodeau—Sunderland
Abe Braunstein—Hyannis
Sara Braunstein—Hyannis
Albert A. Burke—Braintree
Barbara E. Chaffee—Monson
Bruce Chaffee—Monson
Raymond E. Chaffee—Monson
Robert E. Chaffee—Monson
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Oliver Chase—Westfield
Louis A. Cook—Pembroke
Florence Cornell—Lakeville
John E. Correia—Norwood
Louis Dansky—Sharon
Anthony Ferolito—Cambridge
David I. Gilgun—Woburn
Jack Armstrong Hilditch—Bellingham
Francis Horgan—Roslindale
John J. LaCroix—Auburn
Abe Levin—Fitchburg
William F. Moon—North Attleboro
Frank "Honest Chuck" Onischuk—
Westminster
Clifton D. Rockwell—Newburyport
Leonard Sheinfeld—Framingham
John Shibley—Southwick
Walter Szary—Peabody
Owens Taylor—Amherst
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MICHIGAN

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Herb Albrecht—**Vassar**
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Nate Baker—Southfield
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George P. Blackford—Flint
A. Howard Block—Mayville
Jim Brannan—Boyne City
Richard Brodie—Westland
Billy C. Butts—Benton Harbor
Harold Cole Auction & Realty—Flint
Louis Dansky — **Sharon**
Gordon Davis—**Lansing**
Robert Gerhart—Climax
Freeman F. Glenn—Port Huron
Julius C. "Tex" Haas—Dexter
Howard Herzberger—Bay City
Ben Kleinman—Grand Rapids
Aubrey Mulberry, Jr.—**Goldwater**
David A. Norton—Coldwater
Lee L. Norton—Alto
James L. Ockerman Sr.—Sylvan Lake
City
Sherry Olin—Sparta
John Pace—Marquette
William Podell—Grand Rapids
Willie Reese—Edwardsburg
Merryann Rowland—Grand Rapids
Clyde Russell—Caledonia
Douglas Scratch—Brighton
Tom Sparks—St. Joseph
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Robert J. Wellman—Decatur
Brent Wilber—Bronson
Garth Wilbur—**Bronson**

MINNESOTA

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Donald Babbitt—Conger
John M. Bliss—Clarks Grove
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Wayne Ediger—Belle Plaine
Wayne Estby—Delano
Martin Ewert—Janesville
Lowell Gilbertson—Hayfield
Emery Henn—Zumbro Falls
James Henry—Long Prairie
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Rene Marguth—Morton
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Kline Ozburn Jr.—Canton
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David Wigginton—Guntown

MISSOURI

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Joe Beck—Sikeston
Lenzie Beck—Sikeston
Herbert Butterbaugh—Kansas City
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City
Greg Croll—New London
Bill Edwards—Salem
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Phillip M. Farrell—St. Joseph
Kenneth Gaines—Shelbyville
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Cecil Hillis—Poplar Bluff
Jackson Clay Hunter—New Madrid
James Jones—High Hill
Carl Kimble—Stewartsville
Robert McCann—Harrisonville
Joe McCord—Sikeston
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Ace Modglin—El Dorado
Jerry Ondracek—Sedalia
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Charlie Sutter—Sullivan
3-M Auction Service—Sunrise Beach
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Bass Auction Company—Lewistown
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Westermark Auction Co.—Shelby
Western College of Auctioneering—
Billings

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Capitol Auction & Realty—Lincoln
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Larry Gray—West Lebanon
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Edward G. Stevens—Rindge
Merle D. Straw, Jr.—Seabrook

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Edward F. Barber—Williamstown
Edward Berman—Dover
John Broadnar—Camden
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Fred R. Daniel Auctioneers, Inc.—
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Esler Heller—New Egypt
Ralph D. Hughes—Richwood
John Kachmar—Flemington
Marge Kennelly—Ridgewood
Jerome Krawitz—Fair Lawn
Ellie Maher—Piscataway
Roman Osadchuk—Wildwood
John R. Potts—Neshanic Station
George Puglia—Paterson
John Reed—Neshanic Station
Charles Roeder—Oakland
Joseph Sartor—Towaco
J. Edward Scott—Williamstown
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Dallas Smith—Salem
Gerald Sterling—Berkeley Heights
Arthur Stryker—Frenchtown
T. J. Sullins—Malaga
John Torlish—Raritan
Howard Wikoff—Saddle River

Arthur Williams—No. Plainfield
Warren Young—Bordentown

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James Cecil—Hobbs
Wayne Connell—Mountainair
Bill Hernandez—Alamogordo
Gene Navalesi—Albuquerque
John Overton—Albuquerque
James H. Perkins—Sedan
Chuck Stocks—Albuquerque

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Lorion Bacorn—Ithaca
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Lewis Bronstein—Buffalo
Richard W. Bronstein—Buffalo
Clare Brown—Staten Island
Ted Bucknam—Holland
Paul Calkins—Peru
Walter Case—Belmont
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William Connolly—Liverpool
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Crawford McFetridge—Penn Yan
Doyt McGinnis—Nedrow
Dick Monasky—Binghamton
Glenn Munson—McLean
Cliff Newman—Owego
Frank Nickerson—Hamilton
John O'Sullivan—Brooklyn
Hugh Parker—Pitcher

Jack Perry—Wilson
Will Potter—Springville
Hubert Punchard—Elmira
William E. Ransom—Utica
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Ronald Reed—Sherman
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Gene Rosenberger—Albany
Pearl Rosenberger—Albany
Louis Rudin—Owego
Elinor Schlossman—Tuxedo Park
Joseph Senay—Jackson Heights
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Harold Spoor—Cato
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Brian Trageser—Java Center
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Howard W. Visscher—Nichols
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Harris Wilcox—Bergen
Tor J. Worsoe—Holtsville
Raymond T. Zipfall—Fort Edward

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Edward Butcher—Charlotte
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Bobby F. Cheek—Winston-Salem
Don Cox—Paw Creek
Boy Man Dixon—Hickory
George K. Dukes—Winston-Salem
Billy Dunn—Maxton
G. T. Gilbert—Lincolnton
Frank Godley—Charlotte
Johnny Godley—Charlotte
E. Brooks Harris—Henderson
A. M. Hauser—High Point
George Hawley—Stokes
J. Martin Haywood—Rockingham
Johnny Hendricks—Zebulon
Phillip P. Hockett—Greensboro
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Edmund Huntley—Wadesboro
William Kester—Salisbury
William B. Langley—Greensboro
Charles Langston—Whiteville
W. Craig Lawing—Charlotte
Ed Leatherbury III—Whiteville
William Long—Candler
John Loy—Greensboro
C. D. Maxwell—Fayetteville
Kevin McDaniel—Woodleaf
Thomas M. McInnis—Rockingham
Max D. McSwain—Shelley
Red Mendenhall—High Point
Forrest Mendenhall—High Point
Mendenhall School of Auctioneering—
High Point
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Lawrence Nichols—Winston-Salem
F. W. Pearson—Charlotte
Keith Pierce—Winston-Salem
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Helen Robertson—Brevard
 Bernard Routh—Bennett
 Hugh Simpson—Rutherfordton
 Foy A. Smith—King
 Robert Stewart—Whitsett
 Tony Stone—Bailey
 Johnnie Sutton—Salisbury
 Kenneth W. Teague—Burlington
 Phillip A. Viviano—Newell
 J. W. Walden—Charlotte
 Al A. Willette—Providence

NORTH DAKOTA

Clinton Beeter—Minot
 H. O. Berg—Bismarck
 James Buchholz—Lehr
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 Jim Davis—Ypsilanti
 Phil Ell—Killdeer
 Edmer Goetz—Bismarck
 Gerald Henry—Westhope
 Wilbert Kroh—Bismarck
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 Bud Rice—Tioga
 Chuck Rodin—Marion
 Arlo Schmidt—Maddock
 Roger Skiftun—Manfred
 Jim Smykowski—Cayuga
 Milton Zimbelman—Bismarck

OHIO

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 Phillip A. Cole—Findlay
 L. A. Daniels—Columbus
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 Herb Demaree—Hamilton
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 Arthur L. Forney—Bellevue
 Jerry French—Defiance
 Ford Good—Seville
 Rose Marie Gribble—Marion
 James Haldane—Waverly
 Walter Hartman—Camden
 Ron Hartung—Vandalia
 William Jesset—Westlake
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 Richard T. Kiko—North Canton
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 Knotts Auction School—Gallipolis
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 Roy Edward Leach—Cuyahoga Falls
 Mearl Maidment—Bowling Green
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 Thomas A. Nero—Brecksville
 Jim Peddicord—Newark
 Paul Plessinger—Springboro
 Boyd L. Owens—Westerville
 Larry G. Rainsburg—Kenton
 Albert L. Rankin—Alger
 Floyd Rhoades—Germantown
 Walter Roderberger—Parma
 George Roman—Canfield
 John Ross—Greenfield
 Jason H. Sheppard—Gallipolis
 Bob Shoemaker—Columbus
 Don Standen—North Ridgeville

Paul Stowers—Louisville
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OKLAHOMA

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 William Brock—Norman
 Orval Free—McAlester
 Roy Georgia—Oklahoma City
 Lee Hickman—Oklahoma City
 Clyde Jones—Alva
 Carlos Lindley—McAlester
 Clay Powell—Oklahoma City
 L. Leon Remy—Tulsa
 Bill Riggs—El Reno
 Glenn Wayne Ritter—Bokoshe
 Paul Spitler—Prague
 F. E. Springer—Red Oak
 Earl Straughan—Oklahoma City
 Robert Turman—Hartshore
 Ed Vierheller—Claremore
 Walter W. "Dutch" Voss—Stillwater
 V. Paul Wells—Tulsa
 John West—Cashion
 Don White—Longdale
 W. W. Wilkinson—Tulsa
 Norman C. Wilmeth—Guymon

OREGON

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 Harold E. Ball—Portland
 Dick I. Boyd—Portland
 Orland J. Brenner—Medford
 Wallace Crawford—Hillsboro
 Gearld Fixsen—Turner
 Frank M. Gwinn—Portland
 Jack Healy—Moro
 Donald F. Kennedy—Portland
 Edgar Lane—West Linn
 Richard Lang—Silverton
 Bobby Mendenhall—Portland
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 Virgil Munion—Roseburg
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 Jim Suiter—Winston
 Lynn Walters—Clackamas
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 Clay Hess—Collegeville
 Ralph W. Horst—Marion
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 Glenn Moyer—Allentown
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 Raymond Patterson—Eighty Four
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 Michael Quinn—Washington
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 Alfred Traiman, President, Louis Trai-
 man Auction Co.—Philadelphia
 Wylie Rittenhouse—Uniontown
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Arthur Hopkins—Providence
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 Ralph D. Brooks—Ft. Mill
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 Hilton Dodgen—Greenwood
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 John Longan—Allendale
 Otis C. Magaha—Anderson
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 Larry Meares—Pelzer
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 Archie Moody—Darlington
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 Donald Therrell—Darlington
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 Don Weatherford—Darlington
 Al A. Willette—Little River
 Don Wise—Florence
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SOUTH DAKOTA

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 Charles Fisher—Long Lake
 Wild Bill Hickok—Hot Springs
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 Vernell Qualm—Platte

TENNESSEE

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 Aubrey Appling—Memphis
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 Brooks Realty & Auction—Nashville
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 Willie Coe—Livingston
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Phil Bunnell—Marble Falls
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Jimmy Davis—Odessa
Sam Edlin—Kingsville
Maurice Elsberry—Houston
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Bob Fletcher—Brownwood
Robert Fletcher—Amarillo
Del Friend—Paris
Joseph Gauthier—Georgetown
Bob Goree—Amarillo
Grover Howell—Conroe
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Theresa McCracken—Houston
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Jim Short—Dallas
Blaine Smith—Dallas
R. J. Smith—Lone Oak
Sherrell Speer—Wharton
C. Bud Stockton—Georgetown
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Bill Wade—Dallas
Bill Watson—Kilgore
Norma Weiss—San Angelo
W. J. Wendelin—Henderson
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UTAH

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VERMONT

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Haywood L. Darnell—Barboursville
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Morris F. Fannon—Pennington Gap
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Al Gay—Seattle
Bill Johnson—Seattle
Bill Jones—Othello
Bob Laggart—Seattle
Arthur A. Lee—Bellevue
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Doug Macon—Walla Walla
Cecil E. Mings—Dayton
James G. Murphy—Edmonds
C. A. "Chuck" Porter—Cunningham
Mick Sather—Conway
Eric Schenfeld—Port Orchard
Orville Sherlock—Walla Walla
Jeff Stokes—Port Orchard
Larry Stokes—Port Orchard
R. M. (Bob) Williams—Arlington
Richard E. Williams—Kennewick
Fred F. Wood—Vancouver

WEST VIRGINIA

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Bill Sheets—Buckhannon
Duward Spowls—Elm Grove
R. C. "Rick" Woodard—Barboursville

WISCONSIN

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Lyle Atkinson—Mauston
Jack Barrett—Wisconsin Rapids
Robert C. Behnke—Oshkosh
Rodney Behnke—Oshkosh
Andy Blystra—Two Rivers
William K. Bodell—Hazel Green
Robert Brandau—Wilton
W. C. Broughton—Hollandale
Lester M. Bue—Beloit
Earl Clauer—Mineral Point
Donald K. Clayton—Cuba City
Gordon Clayton—Belmont
Earl Culp—Madison
Riley Cummings—Baraboo
Anita B. Dahlke—Oshkosh
Art Doede—Rosholt
Marlyn Doede—Rosholt
Joe Donahoe—Darlington
Donald Duman—Algoma
Leonard Dye—Oxford
Jim Esch—Showano
Peter Faith—Whitewater
Charles A. Fandrich—Portage

George H. Felton—Madison
Dean Ferris—Lancaster
Judy L. Fish—Poynette
John Freund—Omro
Robert Freund—Omro
George Frook—Three Lakes
Harold Gavin—Baraboo
James Gavin—Reedsburg
Dean George—Evansville
Paul George—Evansville
Fred C. Gerlach—Brookfield
Ray Gevelinger—Dodgeville
William Glass—Racine
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William Horn Jr.—West Bend
Wenzel Humpal—Boyceville
Wayne Huntzicker—Cashton
John Johnson—Columbus
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Leroy Jones—Watertown
Edwin Kjendle—Janesville
Foy Kneisel—Friendship
Fritz Koehler—Shawano
Ernie Kueffner Jr.—Hartford
Ernie Kueffner Sr.—Hartford
Fred Lehman—Rosendale
Jerome Liebe—Iola
Don Lloyd—Oshkosh
Gordon Lockwood—Hollandale
Bob Logslett—So. Milwaukee
Ed McNamara—Lancaster
M. M. Malinowski—Thorp
Clair M. Meighen—Eastman
Alvin Miller—Holmen
Robert Mulliken—Janesville
Neil Nelson—Westby
Albert Noble—Mineral Point
Walter Nowatske—Mukwonago
James D. O'Brien—Eden
Pat F. O'Brien—Eden
Francis O'Connor—Clintonville
William S. Otradovec—Kewaunee
John Paffel—Cumberland
H. Jim Paul—Kewaskum
Gerald Pearson—Plainfield
Donald Poller—Platteville
Eugene Pourchot—Oxford
Jeff Pourchot—Oxford
John Reynolds, Jr.—Dodgeville
Lloyd Riek—Woodville
Tom Rusch—Oshkosh
Gene W. Schmit—Grafton
Eldon Schraepfer—Hollandale
Donald A. Shaw—Fond du Lac
John Spies—Waterloo
Larry Springer—Linden
Clarence M. Sturgul—Shawano
James Severson—Eau Claire
Robert Sweeney—Ripon
M. T. Szatalowicz—Stanley
Julius Temkin—Beaver Dam
LeRoy Teske—Berlin
Jerry Thiel—Chilton
Jeffrey Thomas Bahrke—Gillett
Dean Travis—Milwaukee
Thomas D. Troon—Milton Junction

Boosters Continued on Page 35

AUCTION



SUPPLIES

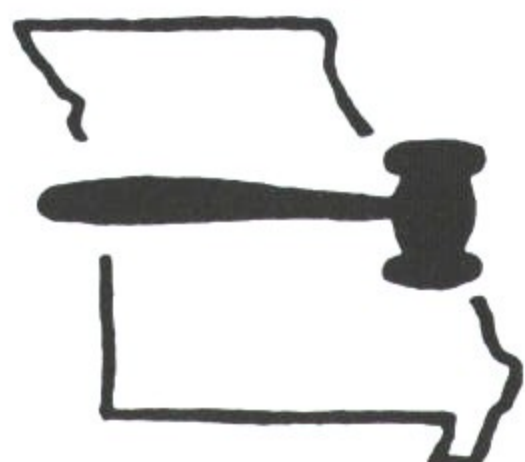
- **"CLERK-SAVER" CLERKING TICKETS—Form No. CT-12**
Original and 2 copies on NCR paper (makes its own carbon copies) 8½x11" sheets perforated to make 12 tickets 1¾x4½". This is an extremely fast, easy, and accurate combination clerking and cashing form. This one form replaces both the standard clerking sheets and cashiers statement. You'll like these.
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- **STANDARD CLERKING SHEETS . . . Form No. CLS-2**
8½x11", 50 sheets per pad. Has column for lot number, description of item, quantity, purchase price, etc.
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.
- **STANDARD CHASHER'S STATEMENT . . . Form No. CAS-1**
2-part, original for auctioneer and copy for buyer, 50 sets per pad, 5½x8½".
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.
- **EQUIPMENT AUCTION TAGS . . . Form No. EAT-59**
3 part perforated tag with hole on top. Space to mark lot number on all 3 section. 2½x5"
1,000 Tags.....\$9.75 5,000 Tags.....\$42.50
- **WIRES FOR EQUIPMENT AUCTION TAGS, 12" LONG**
1,000 Wires.....\$10.00 5,000 Wires.....\$47.50
- **BUYER CARDS . . . Form N. BC-70**
For buyer's number and purchase notes. 3¼x7½" (fits in buyer's shirt pocket).
1,000 Cards.....\$7.50 2,500.....\$17.50 5,000.....\$32.50
- **TERMS OF SALE — Form TOS-74**
8½x11", 50 sheets per pad. Gives standard terms & conditions of sale to be displayed at auction site.
\$1.50 per pad, 10 pads \$1.25 ea., 20 or more at \$1.00 ea.
- **CONSIGNMENT CONTROL . . . Form No. CC-73**
8½x11, NCR paper, 3 sheets per set. Space to list many items. Seller signs he has good title. Original for auctioneer, copy to seller at check-in and last copy mailed with payment check. Eliminates Form CC-69.
250 sets \$16.50 500 at \$32.50 1,000 at \$59.50
- **FINAL SETTLEMENT FORMS . . . Form FS-69**
8½x11", 50 sheets per pad. Space provided for total gross proceeds of sale less expenses and commissions to be paid by seller. Seller signs that he received net proceeds and guarantees to provide merchandise title to all items sold and deliver title to purchasers.
\$150. per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.
- **BUYER'S REGISTRATION FORM . . . Form No. BR-69**
8½x11", 50 sheets per pad. Space for buyer's number, name, address, phone number and other information.
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.
- **CONSIGNMENT CHECK-IN FORM . . . Form No. CCI-69**
8½x11", 50 sheets per pad. Original for auctioneer, copy for consignor. Space for seller's name, address, phone, date, lot number, description of items, sale price, sale commission or expense and consignor's net payment. Space to list a number of items.
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.
- **PENSONAL PROPERTY CONTRACT . . . Form No. PPC-69**
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.
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.
- **AUCTION BANNERS**
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Complete Banner.....\$14.92 Postpaid.
- **ARROW DIRECTION SIGNS . . . Form No. ADS-811**
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- **GAVEL**
Northern Rock Maple Hardwood Gavel in a beautiful walnut finish. Weighs 4 oz., 9-inch handle.....\$3.00 postpaid.
- **BUSINESS CARDS**
1,000 Cards wih black or blue ink\$11.50
1,000 Cards wih red and black ink\$14.50
1,000 Cards wih gold ink\$19.50
- **AUCTION PROMOTION SCHEDULE . . . Worm No. APS-72**
18½x11. 50 sheets per pad. Column to list seller's name, property location, date, estimator cost, date ads ordered, amount paid and amount advanced by seller. Itemized by newspaper, radio-T.V., sigs, sale bills, postage, addressing, labor for tagging, clean-up, security, etc.
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.

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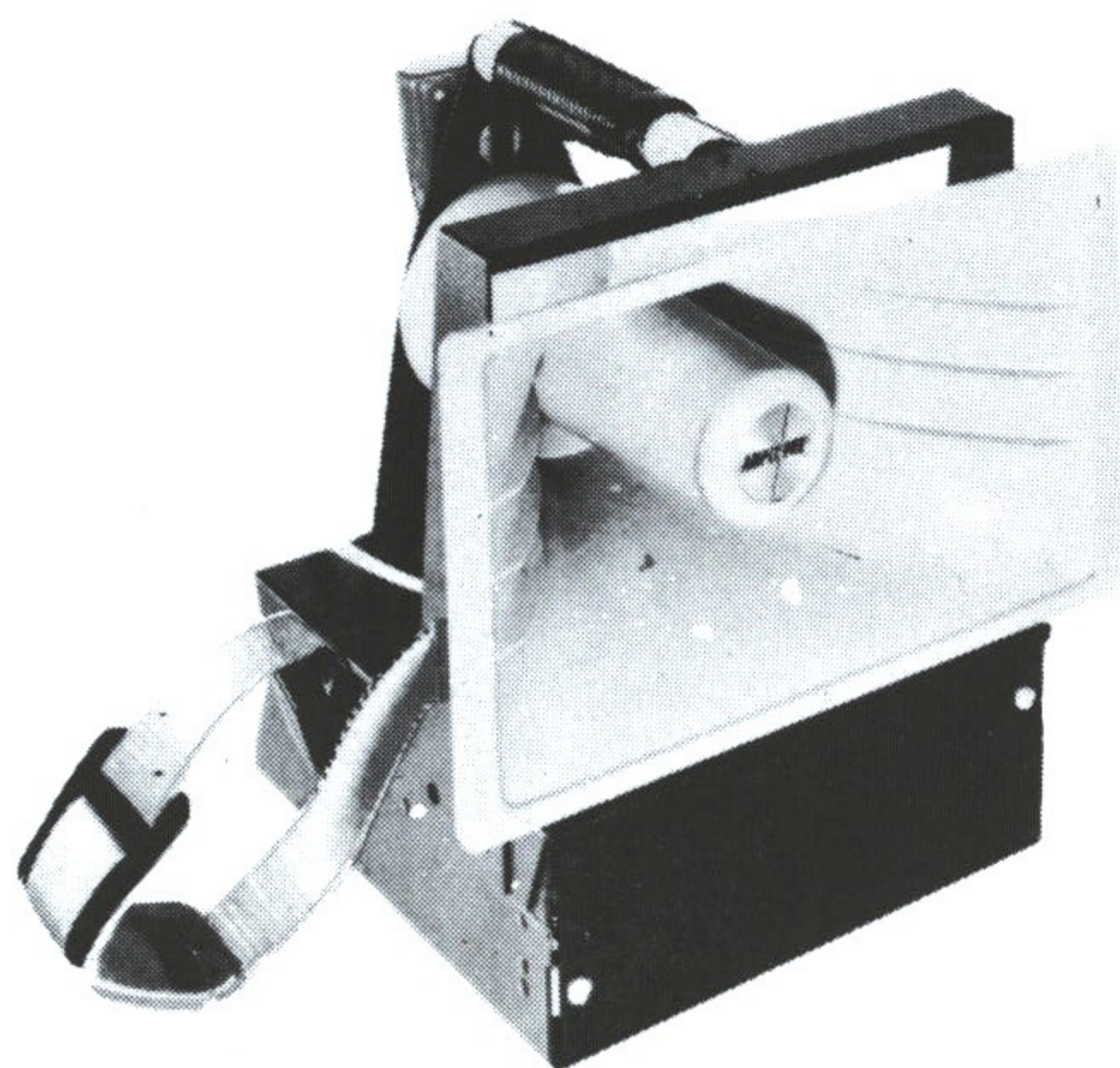
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