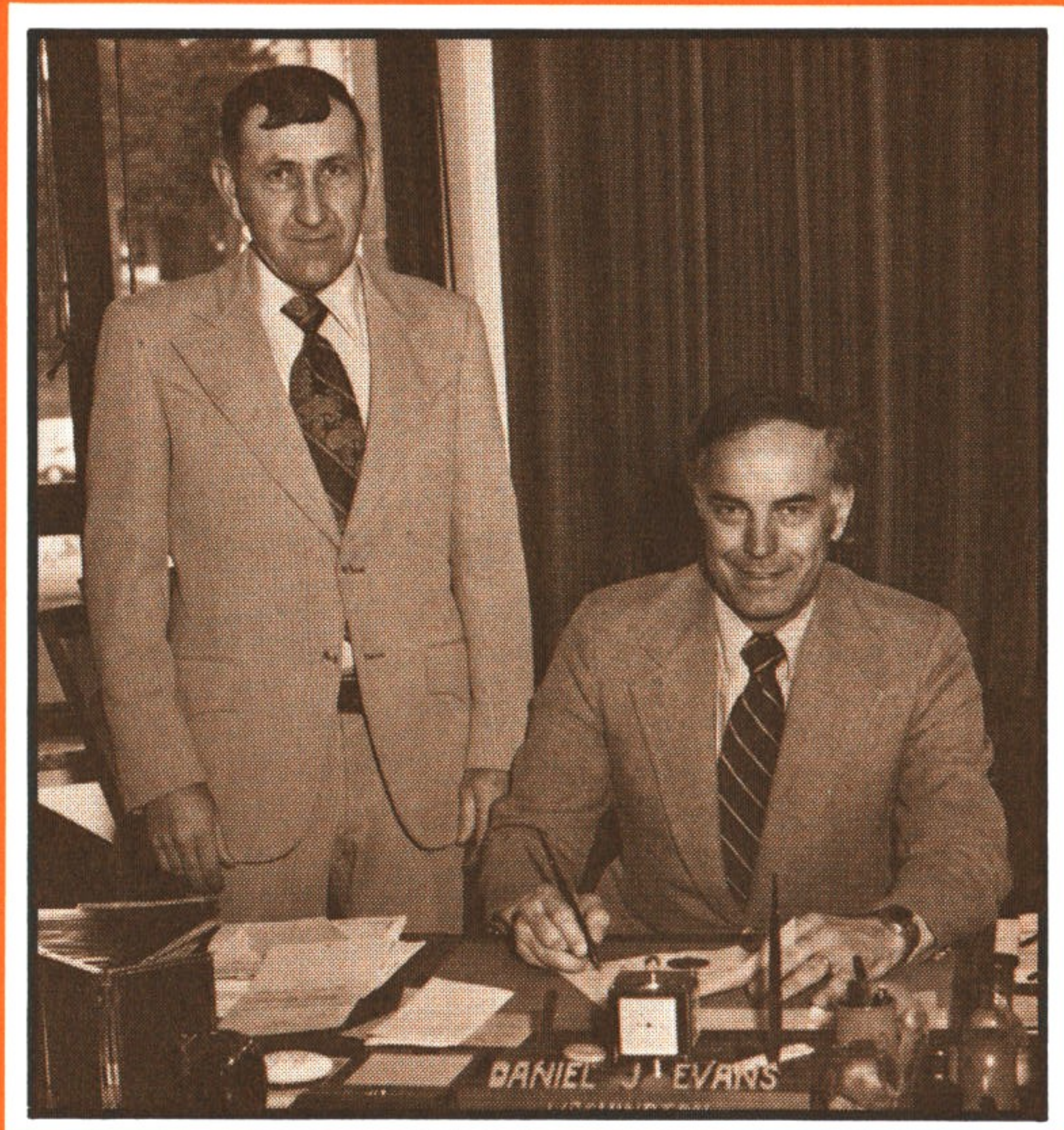


THE AUCTIONEER

The Magazine of the National Auctioneers Association ● March, 1977

NATIONAL AUCTIONEERS WEEK



State of Washington

State Governors throughout the United States Observed the 1976 National Auctioneers Week By Signing Proclamations, which recognize the auction method of selling and the auction profession.



Nebraska

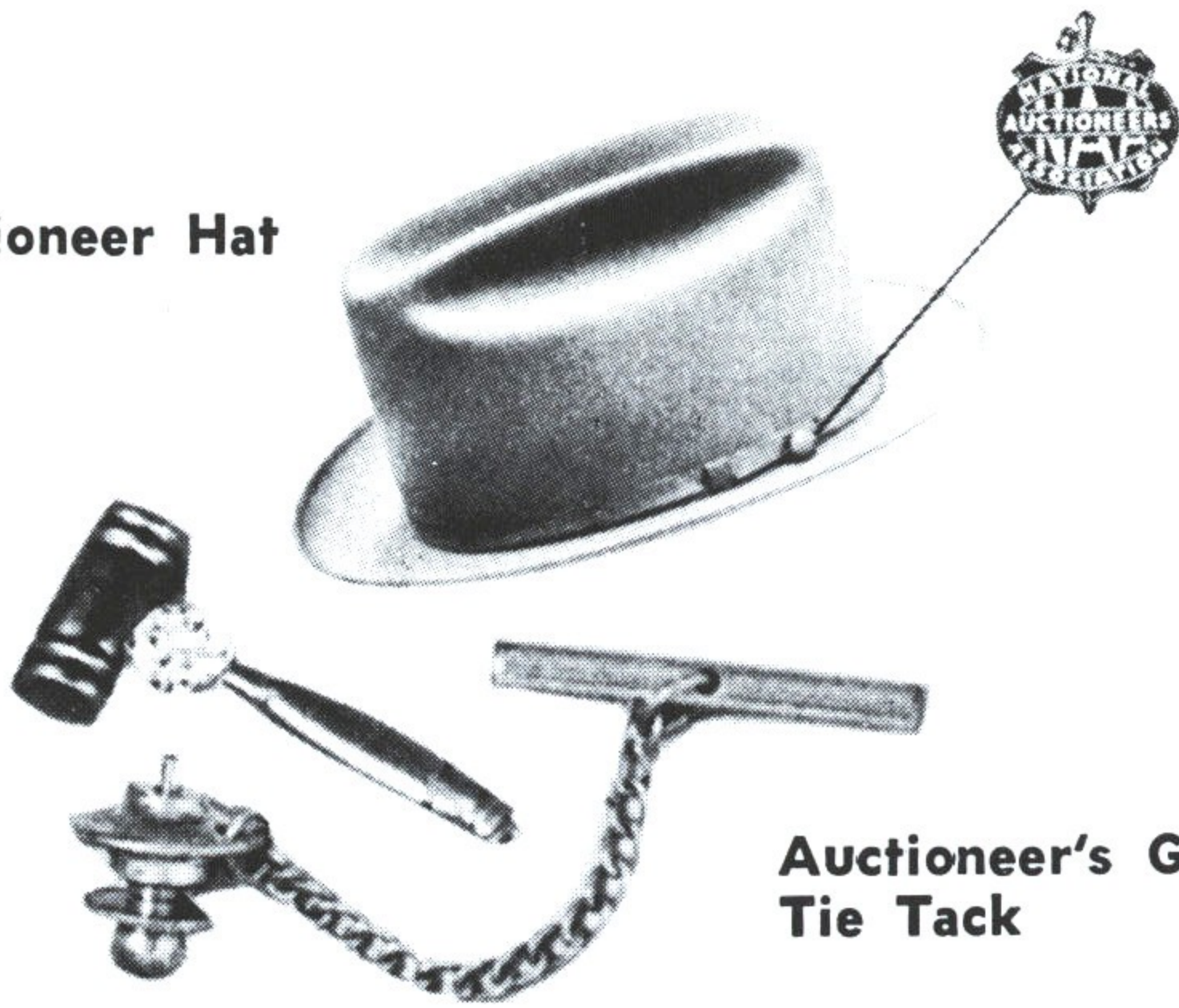
Oklahoma



Massachusetts

APRIL 17-23, 1977

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Please do not forget if you have someone who you figure has everything, he does not unless he has one of our beautiful solid gold, with quality sparkling diamond, tie tacks. Compare the quality with your own jewelers and if ours does not stack up then send them back for full refund.

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Auctions, Meetings and Convention Planning Fills Month of February for the President

Another month has passed and it is time for your president to report to you on some of the activities of your Association of the past month and I'll throw in a few of my own. It's hard to believe that it is only 5 months until convention time when, hopefully, more than 1,000 of us will gather in Seattle, Washington, to renew old acquaintances and meet many new friends.

This article was begun in early February while I sat in the parking lot at the Iowa Association of Realtors in Des Moines, Iowa. My son, Ken, and I appeared in court to testify on an appraisal of Real and Personal property that we had previously made.

Following the court proceedings Irene and I returned home. The temperature reached 60 degrees in Iowa. So, while Irene drove I finished my article (hoping she stayed between the ditches).

I spent Monday and Tuesday, February, 7-8, at the NAA office in Lincoln, Nebraska, with our Executive Director to formulate the program for our NAA convention in Seattle. The Work Shops have been selected and chairmen all are being contacted. Our panel members will soon be selected.

I visited with Bob and Winona Losey, convention chairpersons, yesterday. The pre-convention programs are well planned and I look ahead to a very exciting convention. Be sure you make plans **NOW** to attend.

I'll report to you on the condition of my son-in-law and granddaughter who were hurt in a snowmobile accident on January 8. Our granddaughter is doing fine. D. J. is doing okay, but is confined at home with his leg in a cast and he uses crutches.

We have had several auctions in the past month. Some of the prices received are as follows: Two Dairy Herds with top cows at \$800.00 and herd average approximately \$550.00; sale of a clean line of machinery with a 1970 JD 4020, no cab — \$13,200; 60 JD at \$1,700; VAC Case with plow and cultivator \$450; bin run oats that possibly will be cleaned and tested for seed oats — 1,800 bushel at \$2.06 per bu. and ear corn at \$2.40 per bu.

Real Estate Auctions: 140 acres bare land — \$1,080 per acre; 235 acres hilly land — \$605 per acre; 82.74 acres with two-year old home — \$2,350 per acre (these were cash sales). We scheduled another auction for February 22 of 240 acres north of Cresco, Iowa. We believe this land will sell in the range of \$1,000 per acre. On February 15 we auctioned the lease on 318 acres of land. Have a number of other sales already scheduled through the spring season, including other Real Estate Auctions.

On January 27th we sold a large farm auction, drove to Minneapolis, Minnesota, boarded a plane at 11:00 p.m. and flew to Los Angeles; hired a taxi and after problems arrived at our hotel in Anaheim, California, at 5:30 a.m. (our time) to attend the Mid-Winter meetings of the National Association of Realtors. On Sunday we flew back to Minneapolis and drove to Brooklyn Center where Irene and I attended the Minnesota Auctioneers Association State Meeting.

The Minnesota Auctioneers had an excellent attendance and a very educational program. Dave Christensen, the outgoing President, with many others, did a fine job. Irene and I enjoyed it very much. Larry Born was elected as the new President. Mrs. Orlen Cordes was there with her candid and movie cameras. She takes and shows a lot of interesting pictures.

The Minnesota fun auction raised over \$1,800. I had not planned to be on the program as I had been a speaker at their meetings for the last two years and Harvey McCray was there to speak and represent NAA in addition to Wayne Ediger, who is a Minnesota member and who is a director of the NAA. I am a member of the Minnesota Association as I sell a lot of sales in Minnesota. We have a lot of friends there and always enjoy visiting with them.

At the Monday evening banquet Hubert Humphrey was scheduled to speak. He was unable to be there and at the last minute I was asked to fill in. I enjoyed doing it. When Hubert recovers from his illness I will ask him to stand in for me sometime!

The Seminar in New York was very successful, thanks to Marty Higgenbotham, Chairman and to all of the instructors. Hopefully I will be able to attend the Kansas City Seminar.

Be sure you use the registration forms for the pre-convention activities (in this issue) and that you send it in as soon as possible so that arrangements can be made for you to attend the excellent tours. The Pre-registration for the Convention will also be in **THE AUCTIONEER** in a later issue. Advance NAA Convention registrations will be sent to our National Office in Lincoln. Pre-registration is very helpful to all (plus you save \$10 per person).

May the Lord Bless You All!

Lyle Erickson, President
National Auctioneers Association

New York Seminar Participants Learn Public Auction Procedure From Small Business Administration

One of the most interesting sessions at the 1977 New York City Seminar was the session in which a representative of the Small Business Administration offered their Public Auction Procedure. The Seminar session was held concurrently with Grover Howell's Government and State-owned Property Liquidations, including SBA Sales Seminar.

The "handout" offered to the Seminar participants is being printed for the interest of NAA members in general.

This list of procedures is prepared and offered in order to acquaint auctioneers with some of SBA's basic requirements in procedure at SBA Auction Sales. Some of the following will be contained in the Auction Contract and some are only guidelines. They should all be considered firm and inflexible unless waived or modified in writing by SBA.

1. **BONDING** — The auctioneer shall procure, at his expense, a fidelity bond insuring SBA against loss as the result of any acts of the auctioneer incident to the sale. The bond shall be, at a minimum, the estimated gross receipts from the sale. The bond shall be delivered to SBA before any advertising is run, but need not be acquired prior to SBA awarding of the auction contract.

2. SBA, on occasion, reserves the right to bid or to reject all bids. The former is seldom used in the interest of maintaining public confidence, but when necessary, will be done and advertising must so indicate. The right to reject all bids is usually reserved in sales of real estate and again, must be included in the advertising.

3. Auctions are rarely advertised in SBA's name, however, announcement of SBA foreclosure sale is to be made on opening of a sale.

4. SBA makes no representation or warranty of items sold, which is to be announced at the opening of a sale, and it is not anticipated that auctioneers shall make any representation or warranty of items sold.

5. The auctioneer and his agents and/or associates cannot bid or buy at an SBA auction. Purchases of property for his own account are not permitted at any time.

6. The auctioneer must tag and catalog the sale items and also is expected to see to clean up prior to sale and clean up after the sale. Minor repairs are to be handled at the auctioneers discretion, major expenditures cleared with SBA.

7. Advertising is to be mutually agreed upon by the auctioneer and SBA but must include advertising in the local newspaper and sending brochures or catalogs to mailing lists.

8. SBA requires full settlement promptly following the sale. All clerking details are the responsibility of the auc-

(Continued on Page 5)

THE AUCTIONEER

MARCH, 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.

The Editor reserves the right to accept or reject any material submitted for publication.

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Closing dates for advertising copy and all articles for publication is the 10th of the month preceding the issue, which is published on or near the first day of each month.

Advertising rate schedule and mechanical requirements information available on request. Advertising rates include:

	One (1) Time	Six (6) Times	Eleven (11) Times
One Page	\$110.00	\$100.00	\$95.00
Half Page	55.00	50.00	47.50
Quarter Page	27.50	25.00	23.75
Column Inch	6.00	6.00	6.00

Editorial and Executive Office: National Auctioneers Association, 135 Lakewood Drive, Lincoln, Nebraska 68510. Phone: 402 489-9356. Harvey L. McCray, Executive Director and Secretary of the Corporation; Cheryl Griffith and Helen Witters, Office Secretaries.

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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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tioner and a system must be maintained whereby buyers can be identified with items sold. Credit, unless extended by SBA, and collection of checks are solely the responsibility of the auctioneer.

9. A detailed accounting of all expenses must be submitted to SBA following the sale. Receipts shall be supplied for all items except labor and tear sheet copies will be provided for advertising. Expenses of clean up will be paid only if authorized by SBA in advance.

10. No commission shall be paid on a "no sale" or rejected bid sale, the auctioneer then being entitled to actual out of pocket expense reimbursement only.

11. SBA's basic referral source for solicitation of auctioneering services will be the GSA listing of "Auctioneers Approved to Sell Government-Owned Personal Property."

12. SBA's solicitation of auctioneering services will generally be limited to "local" auctioneers for the smaller sales. Larger sales will involve an expanded solicitation effort. Refusal by an auctioneer to take the "chore" of the smaller sales (or slipshod handling thereof) will be considered in selection for the larger sales.

Pennsylvania Auctioneers in Harrisburg; Weather No Problem to Over 150 at Meeting

To many, the weekend of January 28-29, 1977, it was a bitter, snow-cold weekend, but to the members of the Pennsylvania Auctioneers Association it was the perfect opportunity to gather together for the 1977 Annual Convention. The convention was the 29th annual meeting.

Some cancellations were made by speakers, due to the snow and cold weather — Dave Kessler of New Paris, Ohio, was one — but following registration; a meeting of the Auctioneer of the Year Committee, the Auditing Committee and the Board of Directors, PAA President Rich Moyer opened the Convention with his theme, "Motivation".

James "Jim" Wilson of Hot Springs, Arkansas, was the featured speaker on the topic, "Promoting and Selling Antique Auctions". Jim's presentation was not only interesting but well received by those in attendance.

PAA Vice President Ralph Zettlemoyer introduced a film, "Pack Your Own Chute" during the Friday night's activities. The film inspired auctioneers to take the initiative in working and selling with people. It fitted in nicely with the theme, "Motivation".

Alfred Traiman and Pete Stewart both talked on the auction laws of the state immediately preceding the Fun Auction, which was highly successful. Everyone seemed satisfied with the items being sold as well as the total proceeds.

Refreshments were provided to the conventioners during and following the Fun Auction and the Host Inn Motel facility offered everyone a chance to join in on some of the available entertainment, which is a feature of the Host Inn organization.

NAA Executive Director Harvey L. McCray spoke to the auctioneers on the image of the auctioneers, in addition to highlighting the important NAA events scheduled for the coming months (Seminars, Certified Auctioneers Institute and Seattle Convention). His talk was followed by the presentation, "Motivating an Audience" by the Honorable Judge Lisa Richette of Philadelphia.

Pennsylvania Senator John Stauffer talked on "Legislation: Its Introduction Into the Legislature and How It Proceeds to Passage" and of course, his presentation was followed by questions from the auctioneers on auction laws.

A filling and enjoyable luncheon, including remarks from President Moyer, prepared the members for the afternoon session. At the Annual Business meeting, a memorial to deceased members was held; Al Traiman reported on the Pennsylvania Auction Board's activities during the year; the secretary-treasurer, Clay Hess, made his report. and a few

amendments were offered to the by-laws.

Ralph Zettlemoyer of Breinigsville was elected president for the new year; Raymond Patterson of Eighty-four was elected vice president; and Clay Hess was re-elected secretary-treasurer.

The convention concluded after the Saturday night's banquet and entertainment. Margaret Berry, wife of the late NAA and PAA founder Tom Berry, installed the officers and also reported on her special activity of providing one of her afghans for a gift (raffle), with all proceeds going to either the receipt or the association. The Auctioneer of the Year Committee announced the winner of the award to Kenyon Brown. The committee included Jim Boswell and John Magill.

President Rich Moyer handed the gavel over to Ralph Zettlemoyer, who not only accepted the challenge of the presidency, but entertained the conventioners with one or two of his Pennsylvania Dutch stories.

The speaker for the evening was Pennsylvania Dutch humorist Merritt Freeman, who emphasized how important humor is to our everyday lives. He related the humor of the days of Jesus Christ to the current days and his treatment of the Pennsylvania Dutch style of humor was enjoyed by everyone.

The Pennsylvania Convention ended with music by Jim and Midge, a musical group, and the Zeltmore family. This report is being given by NAA Executive Director Harvey L. McCray and no doubt, some of the important aspects will have been left out or some errors may have been made. The convention was well organized and run and the Pennsylvanians will take a back seat to no one when it comes to enthusiasm, dedication and enjoyment during their conventions. It was a good convention and no one enjoyed it more than did Harvey McCray!

Harvey L. McCray
NAA Executive Director

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National Auctioneers Week Scheduled for April 17-23, 1977

National Auctioneers Week will be observed during 1977 on April 17-23 and promotion of this observance to promote and enhance the image of the auction profession is now being planned. NAA board member and chairman of this year's observance, Dale McPherson of Rapid City, South Dakota, has made an all-out appeal to State Association Presidents and Secretaries to help promote National Auctioneers Week.

The NAA Office will prepare and distribute copies of the sample proclamation to trade and professional newsletters and magazines, in hopes of having the proclamation published for the public's awareness. It is hoped that many NAA members will ask their local newspapers and editors of publications, received by the members, to publish the news release in their publications. A copy of the news release is available by writing to the NAA Office, 135 Lakewood Drive, Lincoln, Nebraska 68510.

National Auctioneers Week is an important observance

to the well-being and image of the auction method of selling. Included in the news release, which will be distributed to the news medias, is the following information:

Auctioneers throughout the United States will observe National Auctioneers Week during the week of April 17-23, 1977. Proclamations will be signed by State Governors and City Mayors in recognition of the auction way of selling.

National Auctioneers Week recognizes that the auction way of selling is one of the oldest methods of bartering known to man, dating back to before 1,000 B.C., and today throughout the United States and all of the free countries of the world the auction method of selling real and personal property is growing rapidly.

National Auctioneers Association President Lyle Erickson, Cresco, Iowa, stated, when announcing the dates of National Auctioneers Week, that, "more than 60% of all meat animals in the United States are marketed via the auction method, and many other food products are also marketed in this manner. Also, valuable works of art, rare coins and antiques of all kinds are nearly always sold at auctions, where their true value can be effectively determined," he announced.

Liquidation sales of all types, including businesses, farm dispersals and estate sales, are very popular," he continued. "No sale today should be considered too large or too small for the auction method of selling. Leading auctioneers, who are members of the National Auctioneers Association, are continually striving to render better services to their clients through mutual exchanges of ideas and experiences, and they conduct their businesses according to the code of ethics of the NAA."

Promote your profession by having your city mayor, local news media, your television and radio stations and anyone who is in the public eye, publicize National Auctioneers Week — 1977. Yet the public know that the best method of selling merchandise is through an NAA auctioneer. Tell it and sell it like it is!

Best Ever Tennessee Mid-Year Meeting

By Hubert D. Songer
Secretary, Tennessee Auctioneers Association

Best Ever! . . . this was the general comment by member auctioneers at the conclusion of the mid year meeting of the Tennessee Auctioneers Association. The meeting was December 5, 6, and 7 at the Hilton Airport Inn, in Nashville. Seventy-two member auctioneers were in attendance plus twenty-nine auxiliary members, making a total present of 101.

The meeting was presided over by President Marvin Alexander and program chairman Bob Douglas. Ralph Masengill and Bruce Harrell presented a very informative session on the "Value of A Plat in Real Estate Auction's" and how farm properties should be divided for smaller acreage sales.

A further interesting subject was presented by Lloyd Nevels on "Risks of an Auctioneer", with particular emphasis on value of insurance coverage to cover such risks.

Reports were given of the activities of the Tennessee Auctioneers Commission by the members of the commission, Beeler Thompson, Glenn Webb, and Lloyd Nevels.

In the business session on Monday, December 6, it was voted to have our Annual Convention, June 12 and 13, in Memphis, with the hotel site to be determined later.

On Tuesday, December 7, the meeting was concluded with former N.A.A. president Terry Dunning holding a seminar on antiques. This was a very informative seminar and being the first seminar for T.A.A. it was agreed we will hold more educational seminars in the future. T.A.A. is indebted to Terry and appreciate his taking the time to come to Tennessee and conduct the seminar for us.

APPRAISAL GUIDES

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National Auctioneers Week-April 17-23, 1977

WHEREAS, the auction way of selling is one of the oldest methods of bartering known to man, dating back in history to before 1000 B.C., and today throughout the United States and all free countries of the world the auction method of selling real or personal property is growing rapidly;

more than 60% of all meat animals in the United States are marketed via the auction method, and many other food products including fruits, vegetables, eggs, produce, fish and other commodities are also marketed in this way;

valuable works of art, rare coins and antiques of all kinds are nearly always sold at auction where their true value can be effectively determined;

liquidation sales of all types, including businesses, farm dispersals and estate sales, are very popular. No sale today should be considered too large or too small for the auction method of selling;

THEREFORE, leading auctioneers in and the Nation are continually striving to render better services to their clients through mutual exchanges of ideas and experiences, and they conduct their business according to the code of ethics set out by the National Auctioneers Association:

NOW THEREFORE, I Governor (Mayor, State Association President) do hereby proclaim the week of April 17-23, 1977, as

NATIONAL AUCTIONEERS WEEK

in, and urge our citizens to appreciate and honor the services that auctioneers provide for our economy and people.

IN TESTIMONY THEREOF, I have hereunto subscribed my name and caused the Seal of the State (City, Corporate Seal of the State Association) to be affixed.

Done at this day of in the year of our Lord one thousand nine hundred seventy-seven.

Signed

A black and white photograph of a large, dark wooden cabinet or chest of drawers. The cabinet features multiple drawers with ornate metal pulls and a large, arched door on the right side. The wood grain is prominent, and the overall style is traditional.

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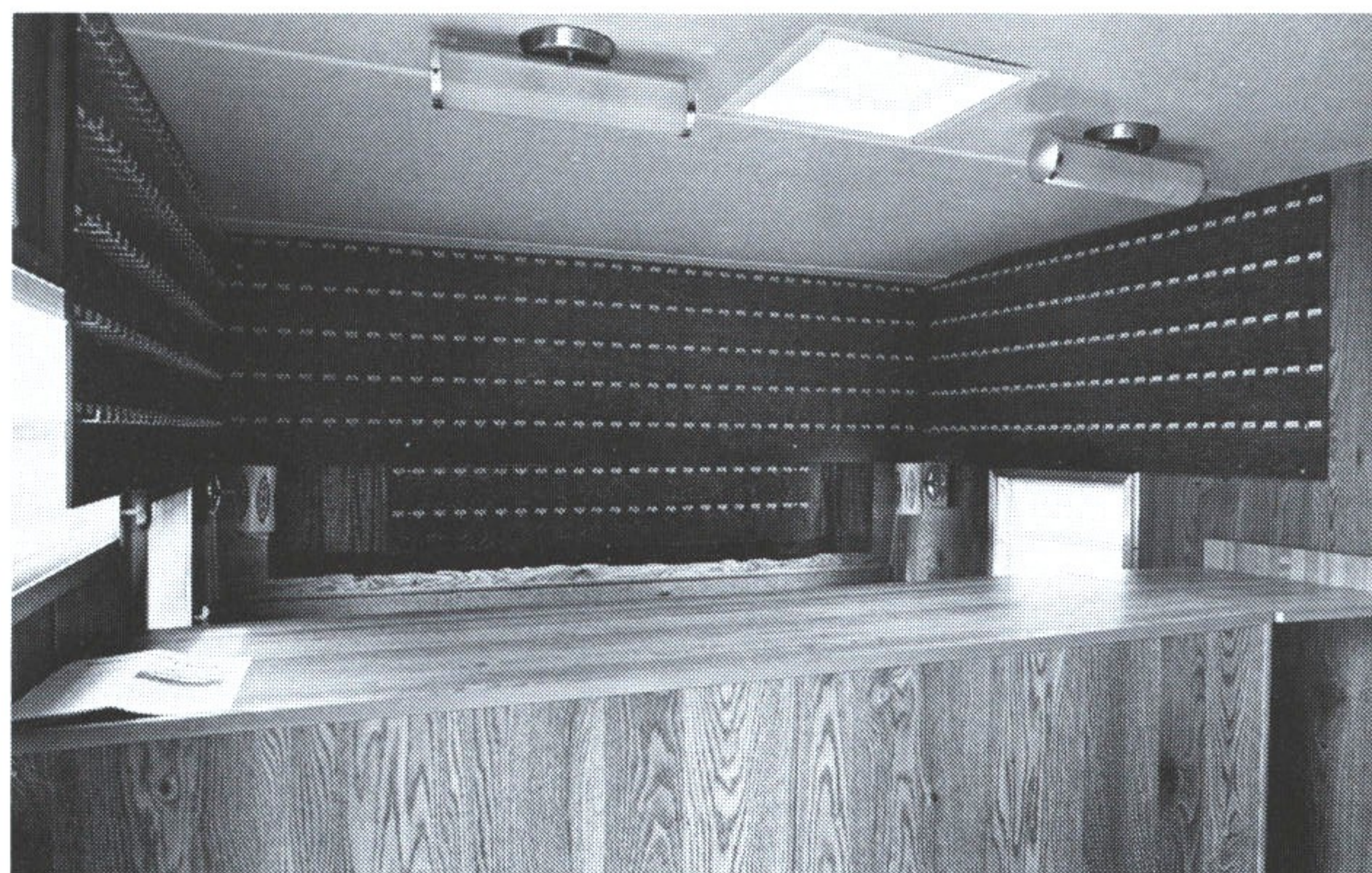
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Alabama Auctioneers Concerned About Courts' Methods Of Appointed Trustees' Sales

The Alabama Auctioneers Association, thru letters written to members of Congress, representing Alabama, are asking for a review — take a hard, close look at — the methods used by the Bankruptcy Courts, Referees, Trustees, etc., in the sale of both real and personal property, which they are entrusted with.

Alabama Auctioneers Association Secretary-Treasurer Jim Casey, in a letter to NAA President Lyle Erickson, wrote, "We feel that the time has come for auctions to be conducted by auctioneers — not attorneys, or someone else who has no knowledge of, or any training in the auction practice law and we feel the attorney should administer the method of selling. After all, an auctioneer is not allowed to law and disperse the funds after the assets have been converted into cash — after the auctioneer has conducted the auction!"

The following letter to Congressman John H. Buchanan, Jr., is an example of the efforts being made by Alabama Auctioneers and if you are concerned, or wish to make your comments to your congressman, Jim Casey suggests you use the following letter as your guide:

Congressman John H. Buchanan, Jr.
House Office Building
Washington, D.C. 20515

Dear Congressman Buchanan:

We of the Alabama Auctioneers Association are much concerned about the methods used by the Bankruptcy Courts and the IRS in the sale of assets entrusted with them when a

firm is declared Bankrupt, or the sale is to satisfy a tax lien, with the assets, both real and personal, are sold to the highest bidder.

These sales are not properly advertised, they are usually attended by a very small group of privileged people who understand the process and the resulting prices are well below fair market value, which is a severe penalty to both the Creditor and Debtor. This is true ONLY because the so-called auction is usually conducted by a Court appointed Trustee, or other, who has no training in, or knowledge of, how to properly advertise and conduct an auction, rather than by a qualified, licensed and bonded auctioneer who has dedicated his life to the auction method of selling.

The auction method is the oldest method of selling in the world and is one of the few professions left that is TRULY FREE ENTERPRISE. Any auction that is advertised and conducted by a Professional will result in maximum prices and equal opportunity for all interested parties to participate, which will result in higher prices for the assets.

We feel the time has come for auctions to be conducted by auctioneers — not by an Attorney or others who are not qualified — after all, the Attorney does not practice medicine and the Auctioneer does not practice law.

We believe the time has come for you and your colleagues in the Congress of the United States to take a close hard look at these methods used by IRS and the Courts and then take necessary action to correct this unjust and unfair situation.

Your views on this will be greatly appreciated. Thank you.

Very truly yours,
Jim Casey, Secretary-Treasurer
ALABAMA AUCTIONEERS ASSOCIATION

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Washington State Auctioneers Prepare Many Interesting Trips For Auctioneers to Take Before and After 1977 Convention; To Be Assured of Reservations, Complete Registration Now!

The following article, by Roberta Abhold, Chairman of the Pre and Post-Convention Tour Activities, will offer all auctioneers, attending the 1977 Seattle NAA Convention, information on areas of interest throughout the Seattle area, in addition to the Post Convention Tours to Alaska, Hawaii and other places, which have been made available.

The Registration Form, which follows this Pre and Post Convention Tours' article, is not the CONVENTION ADVANCE REGISTRATION form to use to register for the convention; it is to register for the extra activities, which are available for you. The Convention Advance Registration form will be included in the following issues of THE AUCTIONEER magazine.

Roberta's article includes all facets of pre and post convention activities and if you are making a vacation out of the 1977 NAA Convention, this is your opportunity to really enjoy yourself!

Note that extra events have been scheduled during Thursday, Friday and Saturday (July 28-29-30), but these events are for wives, guests and children not interested in attending the NAA Convention program events. The events listed below are 'special or extra events' and are not to be confused with those events planned as NAA Convention events.

By Roberta Abhold, Chairman Pre and Post Convention Tours

As an introduction I would like to assure everyone that the "Grayline of Seattle" which is handling our tours, are professionals and the coaches they are using are up to date, air conditioned, and have wide windows. These coaches are wired for sound so that all the tours, except shuttles, will be narrated by the drivers who are well versed in the areas encompassed in the tours. I have been assured that all the long tours will have a comfortable number of coffee and rest stops and that the drivers understand personal emergencies. Besides the great scenery these trips should be informative and entertaining.

Hustle Bus: The "Hustle Bus" limousine travels from the Sea-Tac International Airport to the Olympic Hotel, its terminal, every 20 minutes. If you wish to purchase your tickets for the bus before you land, you can get them for a reduced rate of \$2.25 per person per trip instead of the regular fare of \$3.00. These tickets will be good for any regular bus leaving the airport or Olympic terminal.

Monday, July 25

Tour A: Rainier National Park. "Majestic" Mt. Rainier — Sometimes the word majestic seems too small a word for our magnificent mountain. As Edna Ferber said, "when Mt. Rainier appears from the clouds the City of Seattle and its people put on a party atmosphere". On this trip you'll get a chance to view its gigantic beauty up close. There is a two-hour break at Paradise, time for you to get lunch and stretch your legs. All through the day there are stops at strategic places for good scenic views. It should be a great photo trip. The drivers are well versed with the history of the area that is quite informative, and they are full of interesting local trivia.

Trip duration, approximately eight hours. Cost \$12.00 adults, children under 12, \$8.00. No meals.

Tour B: One Day Excursion to Victoria. Victoria, British Columbia, Canada, is a quaint city with a different old world flavor. At 7:00 a.m. you will board the buses that will take you down to the Seattle water front where the "Princess Marguerite", a large ocean excursion ship, awaits. The trip to Victoria takes about four hours, and I think you'll find it a comfortable, enjoyable trip. You should have lunch on board because when the boat docks around 12 noon you'll board coaches for Victoria for sightseeing and a tour of the world famous Butchart Gardens. Upon termination of the tour in Victoria, there will

be time for browsing and shopping before disembarkation on the "Princess Marguerite" at 4:30 P.M., arriving in Seattle at 8:45 P.M. After clearing customs, buses will return you to the Olympic.

Trip duration, approximately 13 hours. Cost, adults \$29.25, children under 12, \$16.00. No meals.

Tour C: Salmon Derby. At Westport, Washington. Westport is Salmon Capital of the World! This is your chance to get in some ocean fishing where salmon bite the strongest. You'll leave the Olympic at 4:00 p.m. on Monday for Westport and an overnight at the Shipwreck Motel. Dinner is independent, and you should arrange to pick up a box lunch at breakfast. On Tuesday morning they suggest you have breakfast at 5:00 a.m. independently for you should board the charter boats by 6:15 a.m. Gear, bait and tackle are provided. Five hours of exciting fishing in the ocean waters of the Pacific will follow. Back in Westport you may choose to ship your salmon home or exchange it for a like amount of canned salmon. Make sure you try the Indian smoked salmon before you leave. Return to the Shipwreck Motel to freshen up in the hospitality room. The coach will be boarding at this time for return. Col. Lee Garrett, of Moses Lake, derby chairman, has had great experiences at Westport, and he'll make sure you have a great time.

This tour is limited and you must have your reservations in by June 1, 1977, or we will lose our boat and room space. Grayline needs to know your flight number, arrival day and time, and the name of your Seattle hotel. **Trip duration, approximately a day and a half. Cost per person, including one night accommodation, charter transportation, charter boats, gear, bait will be: Single, \$73.00; Twin, \$65.00; Triple and Quad, \$60.00.** (Note: For any person wishing to join the group but who does not want to go fishing, deduct \$32.00.)

Tuesday, July 26

Tour D: Escape to the North Cascades. My husband feels that trip across the North Cascades far outshines his trip through the Swiss Alps for beauty. You'll view a world of rugged glacier-cut peaks, cascading streams, fragile mountain meadows, and emerald lakes. The itinerary will include: Skagit River, Ross and Diablo Dams, Winthrop (a quaint old western town), a drive through one of our mining sections into the apple orchards, then into Wenatchee and a return via Stevens Pass. It should be a spectacular trip just by virtue of the changing terrains. It's a long trip, lots of bus riding, but with the stops planned it shouldn't be too hard on the anatomy.

Trip duration, approximately 15 hours. Departure 8 A.M. from Olympic. Reservations must be in by July 1st. Cost, adults \$26; children under 12, \$20. Lunch and dinner included.

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Tour E: Beachcombing on the Olympic Peninsula. Several people have mentioned that they are looking forward to their first view of the Pacific Ocean and the particularly beautiful, wild and windswept beaches of Washington. Seattle is on Puget Sound, some distance from the Pacific. So this tour is your chance to see the Pacific. For those people like me that see something special and soothing in the tortured trees that must constantly fight their battle against the wind, the driftwood carries the map of the tides it has traveled, in the sea, under the sky and on the waves. We are planning a couple of stops at particularly beautiful beaches. We will take a picnic lunch at one of them, a stop or two for a little souvenir shopping, and dinner in the Aberdeen Hoquiam area.

Trip duration, approximately 14 hours. Cost, adults \$26.00, children under 12, \$16.00, lunch and dinner included. Reservations must be in by July 1st.

Wednesday, July 27

Tour F: Bremerton and the "Mighty Mo". On this tour, you will travel across Puget Sound on one of Seattle's jumbo ferries to Bremerton, located on the Kitsap Peninsula. You will be free to explore the historic battleship Missouri and the harbor. Visits will be made to the Naval Museum and Kitsap County Historical Museum which has a number of local Indian artifacts, handmade dolls, etc., and the North Kitsap Museum Environmental Center which features an open aquarium. Time will be taken for a lunch stop.

Trip duration, approximately 6 hours. Cost, adults \$8.00, children under 12 \$5.00. No meals included.

Tour G: Shuttle service to Pioneer Square, Pier #54, Pier #70 and the Pike Place Market. We will be running a shuttle service from the Olympic to these points from 10 A.M.-5 P.M. Your ticket will be good for all day with as many ons and offs as you want. Pioneer Square is reconstructed Old Seattle, Old Seattle meaning after our great fire. There are shops, restaurants, museums, some live theatre (even at lunch time), night-clubs and a very funny historical tour. From here you can walk over to our Chinese district. Pier #54 is a good center for the shops, restaurants, aquariums and activities of the waterfront. Pier #70 is a fine example of how you can rehabilitate a structure from its original purpose, again it is full of shops and restaurants. Pike Place Market is one of the last great farmers' markets. Juliet Child flipped over it. It's been one of my favorite haunts since childhood. This shuttle will really help to orient you so you can use our free bus system later.

Cost, \$2.25 per person.

Golf Tournament: Col. Fred Wood of Vancouver is working very hard to arrange a great tournament scheduled for the North Bend Golf Course. You will be hearing the details from him later. **The cost will be \$10.00, no meals.**

Activities Planned for the Young

Roller Skating Party: For the young who feel the Wednesday night reception is not their bag, we will be hosting a supervised Roller Skating Party at the Rollaway in Lynnwood. This is a very modern facility, and the kids should have a great time. **Cost, \$3.50, includes transportation, rink admission and skates.**

Thursday, July 28

Tour H: Seattle History, Art, Industry and Architecture. This young people's tour includes Seattle's two best museums, Seattle Art Museum and Washington History and Industry. On the drive, it will offer a chance to view the great scenery and the beautiful old homes of Seattle.

Trip duration, approximately 3 hours. Cost, \$6.00, no meals.

A Square's Swim Party: The young people will leave the Olympic on or near 8:00 p.m. Instead of attending the Fun Auction, they can bus to the Aqua Barn in Maple Valley for a well supervised night of Fun. First they'll have a moonlight (or twilight) hayride; then some time square dancing with a profes-

sional caller. To some who are uninitiated it will be laugh-filled lesson; to the knowing ones, they'll good naturedly go along with the high jinx. After dancing, an Olympic size pool will be at the young peoples' disposal. Refreshments follow and back to the Olympic.

Party duration, approximately 3 hours. Cost \$8.50.

Friday, July 29

Tour I: Northwest Trek and Swimming. Children will not soon forget this experience with nature at Northwest Trek. This is a "zoo without walls" on a 600-acre sanctuary for elk, moose, caribou, deer, bison, and many animals of the West. Comfortable trams with full-view windows wind through five miles of tour trails among the wildlife, living in their natural habitats. Following the ride, you'll stop at Mr. Rags Resort where you can purchase lunch and take a swim.

Trip duration, approximately 6 hours. Cost \$9.00, no meals but all entry fees.

Ladies — Take Notice

Saturday, July 30

Tour J: Shuttle to Southcenter. The shuttle will leave at 10:00 a.m. and return at 4:30 p.m. Southcenter is one of our newest and largest shopping centers. It is totally enclosed and climatically controlled, featuring over 100 stores and four major department stores. The ladies might consider making banquet hair appointment at one of its many beauty shops. **Cost, \$3.50 no meals.**

Mad Hatter's Unbirthday Party: The young and young at heart, for two hours (1:00-3:00 p.m.) will enjoy everybody's birthday. We have clowns and ballerinas. There will be a puppet performance by the Seattle Puppetory Theatre of "Me and My Flea". Come one, come all and see a clown disappear before your very eyes. Contest, prizes, balloons, fun for everyone. Come and join in. **Cost \$3.50.**

Attention Opera Buffs . . .

"Der Ring des Nibelungen"

Richard Wagner's full Ring (one week in English — one week in German) will be performed by the Seattle Opera Company during the period of the NAA Convention. This is their third season and they have received world acclaim. Mr. Vetter of Grayline has been able to make a few tickets available to NAA members. The German cycle runs from July 18 through 23, and the English cycle from July 25 through 30. The prices run from \$75 — \$100 per person, and some of the seat choices are already sold out. Of course the English version dates makes it hard to see their full cycle, so he might be able to get some single performances. Interested? Get in touch with us immediately. Col. Roberta J. Abhold, 12318 S.E. 198th St., Renton, WA 98055, 206-255-7122.

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Pre and Post Convention Registration Form
(Does Not Include NAA Convention Advance Registration)

Name _____ Spouse's Name _____

Address _____

City _____ State _____ Zip _____

Please Include the following
Children for Events Marked: _____

NOTE: I want to use the Day Care Room at some time during the convention. I have
children whose ages are: _____

Please Mark the Appropriate Events:

Hustle Bus from airport to Olympic Hotel _____ @ \$ 2.25 ea. \$ _____

Monday, July 25

TOUR A: Mt. Rainier National Park. Adults _____ @ 12.00 ea. _____
Children Under 12 Years _____ @ 8.00 ea. _____

TOUR B: One-day Excursion to Victoria,
British Columbia. Adults _____ @ 29.25 ea. _____
Children Under 12 Years _____ @ 16.00 ea. _____

TOUR C: Salmon Derby (Overnight). Single _____ @ 73.00 ea. _____
Flight No. Twin _____ @ 65.00 ea. _____
Arrival Time & Day Triple _____ @ 60.00 ea. _____
or Quad _____ @ _____

Seattle Hotel

**NOTE: Reservations for Tour C
Must Be Made by June 1, 1977.**

Tuesday, July 26

TOUR D: Escape to the North Cascades _____ @ 26.00 ea. _____
Children Under 12 Years _____ @ 20.00 ea. _____

**NOTE: Reservations for Tour D
Must Be Made by July 1, 1977**

TOUR E: Beachcombing on the Olympic Peninsula _____ @ 26.00 ea. _____
Children Under 12 Years _____ @ 16.00 ea. _____

Wednesday, July 27

TOUR F: Bremerton and USS Missouri _____ @ 8.00 ea. _____
Children Under 12 Years _____ @ 5.00 ea. _____

TOUR G: Shuttle Service to Pioneer Square _____ @ 2.25 ea. _____
Golf Tournament _____ @ 10.00 ea. _____
Young People's Roller Skating Party _____ @ 3.50 ea. _____

Thursday, July 28

TOUR H: Seattle, History, Art, Industry and Architecture _____ @ 6.00 ea. _____
A Square's Swim Party _____ @ 8.50 ea. _____

Friday, July 29

TOUR I: Northwest Trek & Swim _____ @ 9.00 ea. _____

Saturday, July 30

TOUR J: Shuttle to Southcenter _____ @ 3.50 ea. _____
Mad Hatter's Unbirthday Party _____ @ 3.50 ea. _____

TOTAL: \$

Make Check Payable to "Convention '77" and mail check to:

Col. Roberta J. Abhold
12318 S. E. 198 St.
Renton, WA 98055

**Note deadlines for each event. Do not send checks after July 1, 1977, but Roberta Abhold
Will accept late reservations without checks in hopes of adding your name to Tour selected
(she will try and reserve seats on tours after July 1, but space will be limited). Make all reser-
vations as soon as possible so you will be assured of your Tour choice.**

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Post Convention Tours Planned To Hawaii, Alaska and Canada

By Roberta J. Abhold

Special "Post Convention" Tours have been planned for NAA Convention attenders to Hawaii, Alaska and Canada. The last issue of THE AUCTIONEER magazine offered information on the tours, which are available, and already one Tour to the Canadian Rockies (shown as Tour F in the last issue, has been cancelled, or booked full, and it now is not available to NAA members.

Due to the popularity of these tours, we advise you to mail your reservation immediately if you are interested. Each tour is arranged differently, so each will be listed separately. A thumbnail sketch of the itinerary for each is also shown. (Please note that these tours are not to be conflicted with the pre-convention tours shown in the registration form in this issue of the magazine. Information about deposits and reservations for the tours shown below are completely separate and use the information from the following to submit your reservations.)

"Senour's Alaska Air Sea Tours" prefer that you send your inquiries and your monies to Col. Roberta J. Abhold, 12318 S.E. 198th St., Renton, Washington 98055, 206-255-7122. Make the checks payable to "Convention '77".

We have tailored our Alaska tour so that you'll be able to see the most of our "49th" state in as short a time as possible. It really is something to see and it is different from the other states. If last month's article (THE AUCTIONEER magazine, February, 1977) was confusing, here is the itinerary for the tours:

Alaska Tours' Itineraries

(NOTE: For further information and references to these tours, see February, 1977, issue of THE AUCTIONEER magazine.)

TOUR D

July 31 — Charter Motor Coach Seattle to Vancouver

August 1 — Cruise Inside Passage

August 2 — Port-of-Call — KETCHIKAN — 1:00-7:00 p.m. Optional shore excursions.

August 3 — Port-of-Call — JUNEAU — 2:00 p.m.-Midnight. Optional shore excursions.

(Also see Optional **TOUR E** — at conclusion of this itinerary, or August 14.)

August 4 — Depart ship at SKAGWAY — 8:00 a.m. Board White Pass & Yukon Route to WHITEHORSE. Lunch at Lake Bennett; Dinner in Whitehorse. Transfer to your hotel.

August 5 — Sightseeing in Whitehorse. Frantic Follies, Stage Production. **Breakfast.**

August 6 — **Breakfast.** Motorcoach Whitehorse to DAWSON. Transfer to hotel.

TOUR D TERMINATES HERE — Cost \$1,766 per person

TOUR C

August 7 — Sightseeing Dawson area.

August 8 — Motorcoach Dawson to FAIRBANKS. Transfer to your hotel. **Dinner.**

August 9 — Fairbanks city sightseeing. **Lunch.** Riverboat Discovery. **Dinner.**

August 10 — Fairbanks to KOTZEBUE by air. Transfer to hotel. Sightsee area.

TOUR C TERMINATES HERE — Cost \$1,148. per person

TOUR B

August 11 — Kotzebue to NOME by air. Sightsee area. Nome to ANCHORAGE by air. Transfer to hotel.

TOUR B TERMINATES HERE — Cost \$1,420 per person.

TOUR A

August 12 — Flightsee Mt. McKinley. **Lunch.**

August 13 — Matanuska Valley tour. **Lunch.**

August 14 — **TOUR A TERMINATES HERE — Cost \$1,650 per person.**

TOUR E

August 4 — Depart ship at Skagway 8:00 a.m. Board White Pass and Yukon Route to Lake Bennett. **Lunch at Lake Bennett;** return to Skagway.

August 5 — Cruising, Glacier Bay.

August 6 — Port-of-Call SITKA. Optional shore excursions.

August 7 — Cruising, Inside Passage.

August 8 — Cruising. Dock VANCOUVER in morning.

TOUR E TERMINATES HERE — Cost \$1,100 per person.

Remember, send your deposit immediately, because these tours are limited and space goes early. Deposits of \$100 per person must be received before April 1 or we will lose our stateroom and hotel space. The balance must be paid by May 15. And remember to ask if you are eligible for a reduced tour busing fare to Seattle from your home.

Tour G to the Canadian Rockies is still available at a cost of \$650. Again, to hold your space we must have your \$100 deposit by April 1, but it will probably sell out before then.

TOUR G ITINERARY

July 30 — Seattle — SPOKANE flight.

July 31 — Spokane — Glacier National Park via motorcoach.

Breakfast and Dinner.

August 1 — Glacier National Park, scenic motorcoach ride through Park, overnighing at Many Glacier Hotel. **Breakfast, Lunch and Dinner.**

August 2 — Motorcoach to CALGARY and onto BANFF. **Breakfast and Dinner.**

August 3 — Banff sightseeing. **Breakfast and Dinner.**

August 4 — Banff — LAKE LOUISE via motorcoach. Scenic ride. **Breakfast and Dinner.**

August 5 — Lake Louise — KAMLOOPS via motorcoach. **Breakfast and Dinner.**

August 6 — Kamloops — VANCOUVER via motorcoach. **Breakfast and Dinner.**

August 7 — Vancouver sightseeing. Vancouver — SEATTLE, via motorcoach. **Breakfast.**

TOUR G TERMINATES HERE — Cost \$650 per person.

THE HAWAII TOUR

Hawaii! Just the word conjures images in the mind. This tour will include five days, six nights after the convention to relax or to cram in a new sight, sound or smell, every possible moment. Again, space will be limited and goes quickly.

If you are interested in the HAWAII TOUR, send your \$50 deposit to: Where To Go Travel, P.O. Box 88867, Seattle, WA 98188. The balance must be paid by June 1, 1977. The cost per person will be \$395, based on a twin occupancy. If you wish to stay over the tour duration, the cost will be \$14.56 per person per night (twin occupancy). There also will be rates for 1/3 (triple) occupancy, singles, and a rate for children in a room with two adults.

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4	19	34	49	64	79	94		I
5	20	35	50	65	80	95		J
6	21	36	51	66	81	96		K
7	22	37	52	67	82	97		L
8	23	38	53	68	83	98		M
9	24	39	54	69	84	99		N
10	25	40	55	70	85	100		O
11	26	41	56	71	86		T	P
12	27	42	57	72	87		U	Q
13	28	43	58	73	88		V	R
14	29	44	59	74	89		W	S
15	30	45	60	75	90		XYZ	

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When you order this file we will send instructions as to how it is to be used and what to do when you use the number system. We will also send you copies of our numbering system which you can have printed by your own printer.

We have used this system for over 35 years and it is used by most clerks in this part of the country. If you are not clerking sales at this time, order one of our files and add this service to your bank or business. The price of the above file is \$59.95.

If you order the above file, the supply carrier and 200 sheets of sale forms the price for all three items will be:

\$99.95

**The 1977
Seattle National
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Just Like Heaven in '77!**



Hotel Room Reservation Form

1977 Seattle National Auctioneers Association Convention — July 28-29-30
(Pre-Convention Activities Begin on July 25-26-27)

Complete the Following Form and Mail To: THE OLYMPIC Hotel
Fourth at Seneca Street
Seattle, Washington 98111

Please Reserve the Following Rooms:

- _____ Single Rooms at \$30
- _____ Double Rooms at \$39
- _____ Twin Rooms at \$39
- _____ One Bedroom Suite at _____ \$65 Standard; _____ \$80 Medium; _____ \$105-\$135 Deluxe
- _____ Two Bedroom Suite at _____ \$100 Standard; _____ \$115 Medium; _____ \$140-\$170 Deluxe

(NOTE: All room rates subject to additional 5.4% State Sales Tax)

_____ I am arriving after 6:00 p.m. Please hold my room on a guaranteed payment basis.
(Reservation will be held to 6:00 p.m. unless later arrival time specified.)

There will be _____ persons in my party.

Arrival Date _____ Hour _____ P.M.
A.M.

Departure Date _____

Name _____

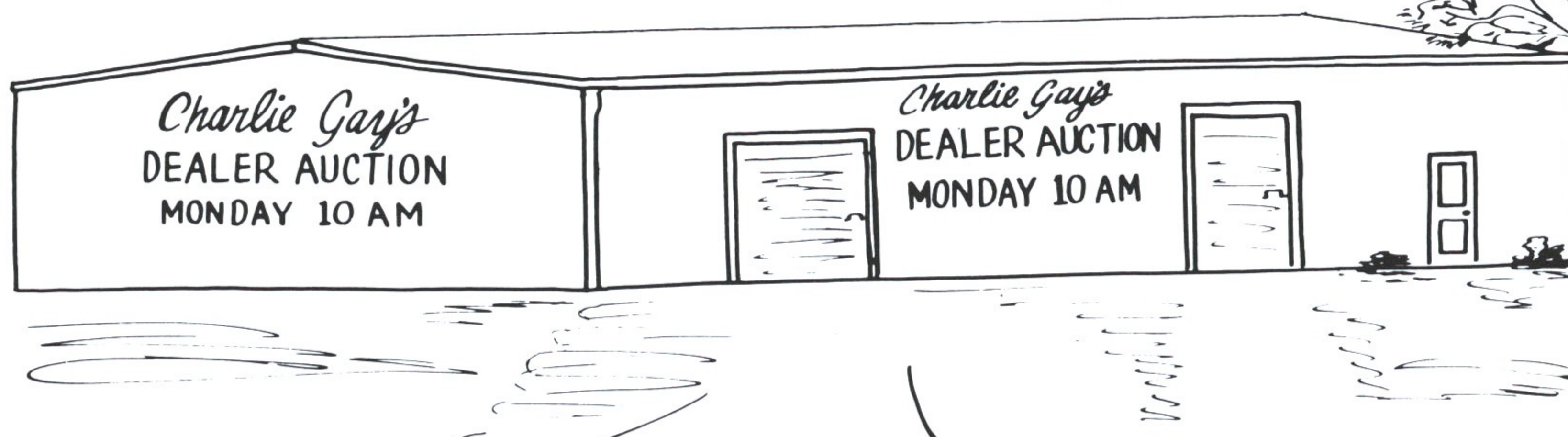
Address _____

City _____ State _____ Zip _____

Due to demand for room accommodations at THE OLYMPIC Hotel by those other than members of the National Auctioneers Association, it is requested that all reservations be made prior to June 15, 1977. The hotel will release the block of rooms now being reserved for the National Auctioneers Association after that date. Make your reservations early! (Note: If cancellations are necessary, please inform the hotel so that the rooms may be assigned to others in need of rooms.)

This is your Hotel Room Reservation Form ONLY. The Advance Convention Registration Form will be published in a later issue of THE AUCTIONEER magazine.

Charlie Gay's



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Report from the Tri-State Trader . . .

Michigan Man Charged With Stealing From Auctions

The Tri-State Trader, a long time advertiser in THE AUCTIONEER magazine, published an article in the January, 8, 1977, issue of the weekly, which should be of interest to many. The Tri-State Trader is a weekly hobby, antique, auction and collectors' newspaper, serving Ohio, Kentucky, Indiana, Michigan, Illinois, western Pennsylvania, West Virginia, Tennessee, Wisconsin and Missouri. All credits for the following article are to be given to Tri-State Trader:

A Michigan man who police say stole several thousand dollars worth of merchandise at auctions has been jailed in Ionia, Michigan.

The man was identified as Michael Joseph Tripp, 30, of Okemos, Michigan. He allegedly used the name "Allen Joseph Lewis" when attending auctions, using a stolen driver's license and other identification.

Operated at Several Auctions

Police say Tripp operated at several auctions they know of, and possibly several they don't know about. Incidents of the larceny began in May.

According to police, Tripp specialized in coins. At many auctions, he would be handed an item immediately after making the high bid for it. He would then leave without paying, they say.

At other auctions, however, merchandise he bid on would be held by the auctioneer until the cashier had been paid. At those auctions, Tripp would leave without the items, according to Sgt. Dale Casto, of the Flint post of the Michigan State Police.

Arrested December 14

Tripp was arrested Dec. 14 near Sturgis, Michigan. Casto said an advertisement of an auction featuring coins appeared

prior to that in the Tri-State Trader, and state police in the Sturgis area were notified, along with the auctioneer.

As Tripp arrived at the auction, he was arrested. Police had two warrants for his arrest based on his alleged activities at other auctions.

The state police sergeant, who admitted to being "an auction nut," said he observed Tripp at one auction but was unaware at the time of any illegal activity. "I've been just a step behind him for some time," Casto added.

Merchandise Valued at \$8,000

Casto said he expects Tripp will face additional charges of larceny, a felony. Tripp is believed to have taken as much as \$8,000 worth of merchandise without paying, from an auction in Fort Wayne, Ind. He is being held in jail in Ionia without bond.

A problem for police now is returning to auctioneers the thousands of dollars worth of merchandise recovered from Tripp's home. "If there is any auctioneer with a complaint of this type involving an Allen Lewis, we'd like to know about it," Casto said. "I'm sure there are those who haven't reported it for one reason or another."

Coins Major Items Bid On

Casto said Tripp did not only bid only on coins, but they were the major items. Tiffany-type antiques and good furniture were also recovered. Casto said police do not know the value of the items Tripp allegedly took. One estimate was \$60,000 to \$80,000.

All merchandise is being held at the Ionia, Michigan, state police post, in the possession of Detective Sgt. Kenneth Voet. Phone number is 616-527-3600. Auctioneers with information regarding incidents of such larceny at auctions should contact Voet.



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Washington State Auctioneers Organize Cross State Agriculture Tour

The Washington State Auctioneers Association has organized a "Cross State Agricultural Tour" for auctioneers and their families, who wish to tour the agricultural areas on a trip from Spokane to Seattle, preceding the 1977 Seattle NAA Convention. For those interested in such a tour, you should plan your travels to the Seattle Convention by arriving in Spokane on Sunday, July 24.

If flying you will land at Spokane International Airport. A shuttle bus will be running between the Airport and the Sheraton Spokane Hotel every hour. Room reservations are all scheduled at the Sheraton Hotel for an overnight stay.

Camper facilities are available free of charge at the Sheraton for those driving through. The group will breakfast together Monday morning, July 25, and board buses at the Sheraton after breakfast. The buses will be from a charter bus line.

The tour will leave Spokane and travel west through some of the dry land wheat farms through Ritzville, Washington. Those traveling in campers or motor homes can follow the buses. From Ritzville we will go to Moses Lake and view the Columbia Basin irrigation project, which is a very diversified agricultural area, and Moses Lake is the home of the largest sugar beet refinery in the world.

From Moses Lake we will travel south on Highway 17 and stop by the Lind Coulee Ranch, a large circular irrigated farm managed by Farm Management Services, a real estate firm of Moses Lake. Their operation will be explained to all by one of the managers. Leaving the Lind Coulee Ranch we will travel on south to Othello and a windshield view of the land and crops of the largest land owner operator in the State of Washington, a very outstanding operation. We will travel on past his potato processing plant for a view

of his cattle feeding yards. We will lunch at Othello and then tour one of the circular irrigation system manufacturing companies.

After leaving Othello we will travel south to Highway 24; then west across a vast acreage of land, some still in sage brush; then enter what is called the Wahluke Slope project, which is the latest irrigation project being developed. We will also be traveling through the Atomic Energy reservation, where you will get a distant view of the Atomic Energy Complex.

We will then cross the Columbia River and approach the Yakima Valley. This valley is an old established irrigated area which is a great fruit producing area. Our first stop will be at the Lyle Brulotte hop farm. Lyle is one of the larger hop producers in the area with 220 acres which he owns and operates and also has his own processing facilities. He harvests an additional 110 acres other than his own. Lyle will explain his operation and a bit of history of the area and the marketing situation during our tour stop there. (Lyle is a third generation family hop farmer.)

We will leave the hop farm and journey on to Yakima, Washington, where we will stop overnight at the Holiday Inn. Reservations are all scheduled. We also have accommodations for campers and motor homes for the overnight Yakima stop (free).

We will leave the Holiday Inn after breakfast the morning of the 26th for a tour of one of Yakima's successful apple orchard and processing and sorting facilities. From the orchard we travel west and stop at Whistlin Jacks Lodge for lunch, which is very scenic. We then proceed over the Chinook Mountain Pass and on to Mt. Rainier. After a stop at Mt. Rainier we will be on our way to Seattle for the final



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stop at the Olympic Hotel and the 1977 National Auctioneers Convention.

In addition all self contained campers and motor homes can be parked free of charge at Bob Losey's Renton Auction Barn during the convention. Shuttle service will be provided free between the Renton Auction and the Olympic Hotel.

The cost of the Cross State Agricultural Tour by bus will be \$35.00 per person. This includes one breakfast and two lunches.

Those traveling by camper or motor home may have one breakfast and two lunches for \$10.00 per person. All other meals and motels will be paid by the individuals. All prices are subject to increase due to inflation.

Reservations should be made for this tour by contacting Col. Bill L. Jones, Route 1, Box 27, Othello, WA 99344. Motel accommodations must be made in advance of the Tour and you will want to have your name added to the Tour List to assure you of a seat (or seats for the family and guests) on the bus.

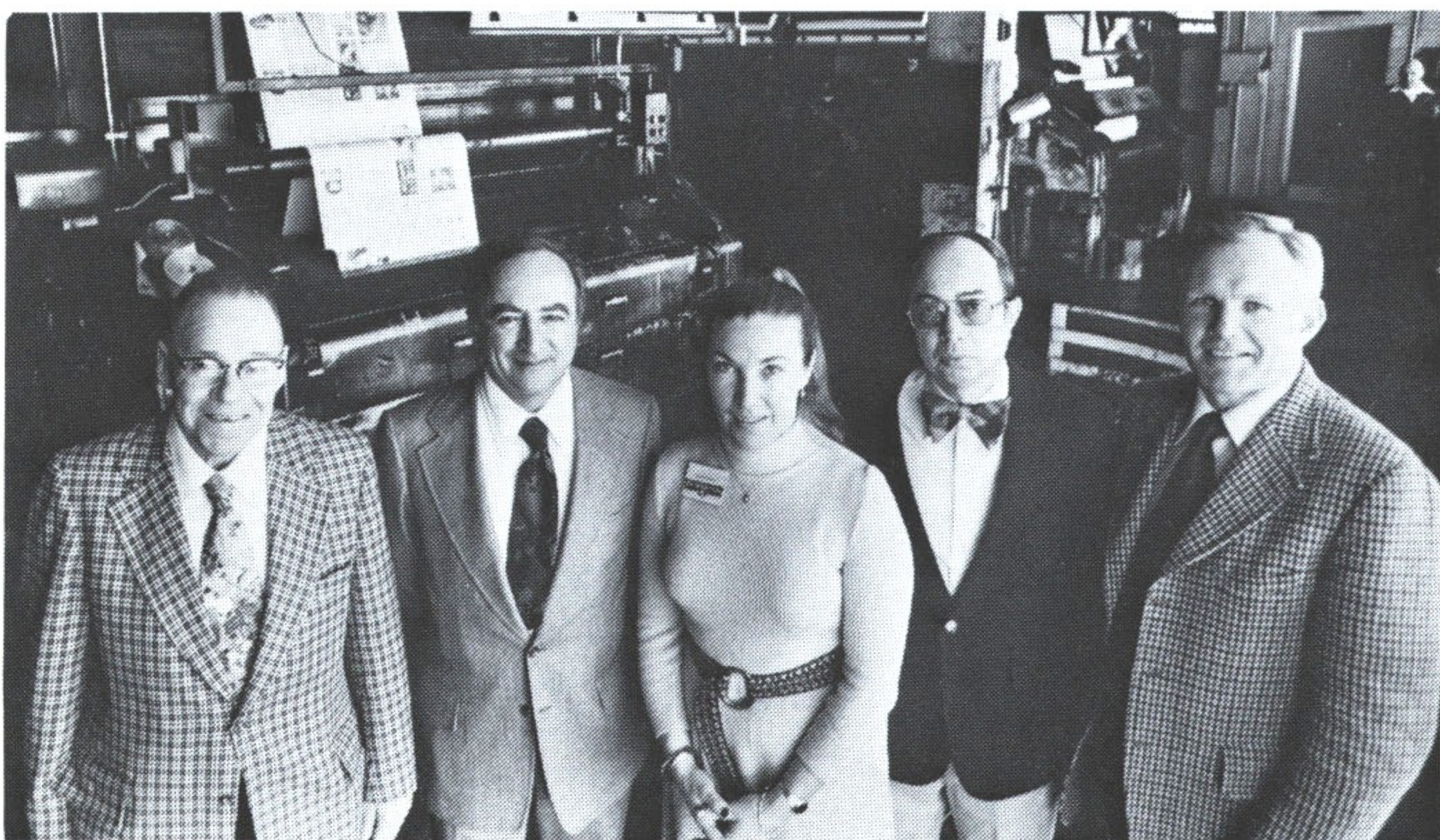
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New Hampshire Auctioneers Visit Boston Globe Newspaper

Members of the New Hampshire Auctioneers Association were invited recently to visit the Boston Globe, which is New England's largest newspaper. They were hosted by account executives, Arthur Schachat and Barbara Carroll, who are in charge of auction advertising.

After a delicious roast beef lunch with all the fixings, members and friends were taken on a tour of the printing plant by classified manager Lawrence B. Healey. Mr. Healey traced the making of a newspaper from the editorial rooms through the supply rooms and printing presses. All agreed, it was a very interesting and worthwhile day, taking a close look at a paper which has provided a very good service to auctioneers throughout New England and the country for so many years.

During a warmup session, Mr. Healey informed the group that the Sunday Globe has a circulation of 606,353 throughout New England, and Sunday readers are estimated at over one and one-half million. Ninety one percent of its readers have an income of over twenty thousand dollars. The Sunday Globe is used regularly as a medium for auction advertising as a special section is devoted to it.



NEW HAMPSHIRE AUCTIONEERS Association and National Auctioneers Association who toured the Boston Globe newspaper plant recently, included, from left to right: past president of the NHAA, Harold Buckman of Ashland; Secretary of the NHAA, George Michael of Merrimack; Barbara Carroll and Arthur Schachat, account executives with the Globe, and George Twigg III of Gilmanton.

NAA Board of Directors Accepts Errors and Omissions Insurance For Auctioneers of Association

One of the highlights of the January, 1977, meeting of the NAA Board of Directors was the acceptance of and the opportunity to obtain Errors and Omissions insurance for members of the National Auctioneers Association. A big demand for insurance to protect the auctioneers has been apparent and the Insurance Committee, under the leadership of Chairman John O'Connor, has investigated carriers and agents, with the intent of benefiting members of the NAA.

Equity General Agents, Inc., Insurance Brokers and Agents, 3250 Wilshire Boulevard, Los Angeles, California 90010, submitted the best proposal and the NAA Board of Directors has contracted with Equity General and auctioneers can obtain Errors and Omissions coverage from them immediately. Vincent Nuccio, president of the firm, submitted, through his vice president Lee Johnson, the following article, explaining the need for Errors and Omissions coverage by auctioneers. Note also the paid advertisement in this issue, which will explain the coverage offered to NAA auctioneers by Equity General Agents, Inc. If you have the need for this type insurance, contact Equity General Agents, Inc., immediately for further information.

Auctioneers' Professional Liability

By Lee Johnson, Vice President
Equity General Agents, Inc.

The existing social "consumerism" climate is forcing every profession to seek an even higher plateau of performance and responsibility. The public is far more sophisticated than in the past, and increasingly more aware of their legal right of recovery for real, and often imagined, damages. "I'm sorry!" is no longer acceptable! The public demands (and gets!) hard cold cash.

The courts broadening of the legal definition of "negligence" and the imposition of stricter requirements for higher professional standards imposes a far greater responsibility of care to any professional.

The National Auctioneers Association's continuing efforts to establish the auctioneer as a "professional" simply contributes to the hazard of suits against the members. The best solution to this problem is to make a program of Professional Liability Insurance available to them.

Professional Liability . . . Errors and Omissions . . . Malpractice . . . are all terms that are applied to the insurance that affords protection to the individual who acts as an intermediary between a seller and a buyer. In this intermediary capacity he is actually acting as an AGENT for his PRINCIPAL. Whereas, a real estate broker may legally be the AGENT for either the seller or the buyer . . . determined by the exact circumstances of the transaction . . . the auctioneer, almost without exception, is the AGENT of the SELLER.

As the agent of the seller, the auctioneer is charged with a duty to his principal to perform his service professionally and without error or misrepresentation that could cause financial loss to his principal. His failure to render his service effectively can result in a loss to his principal, and a subsequent professional liability claim against the auctioneer. The only protection against that claim is Professional Liability Insurance.

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Golf Course Sells in St. Louis; Was Course for NAA Tournament

Ken Barnicle, who served as the NAA's Co-chairman for the 1976 St. Louis Convention, sent information on some happenings in the St. Louis area.

To some auctioneers, who participated in the golf tournament, during the 1976 St. Louis Convention, the Pebble Creek Golf Course is a familiar site and it was sold for



over one-half million dollars to make way for the development of higher priced homes. It was one of several golf courses eliminated in St. Louis County for development projects.

The Barnicle Auction Service sold all of the machinery,

equipment and supplies and was assisted by Eddie Aherns Auction Service of Staunton, Illinois. Ken Barnicle reports, "We had a nice day and a good sale."

Ken also reports, "Beware, auctioneers! A firm in St. Louis is making available fake I. D. cards. Some of our auctioneers have already witnessed this operation. They prepare a driver's license with photo and all and most anything you want!"

To the Missouri Auctioneers, Ken also reports, "It might please some Missouri auctioneers to know we now have some new laws in our favor. Passed, last session in the legislature and signed by the governor, the law now recognizes us as a professional group, same as doctors and lawyers. But it does not wipe out Section 343 of the state statute.

"We are working on that in this session (HB 58). Everyone give it your support. Contact your representative at once."

Ken also submitted House Bill No. 1373, the new law perfected in the 78th General Assembly in Missouri. In effect, the act was passed, "To repeal section 71,620, RSMo 1969, relating to tax or license fees on certain professions and to enact in lieu thereof one new section relating to the same subject."

H.B. 1373 also states, "No person following for a livelihood the profession of veterinarian, architect, professional engineer, land surveyor, auctioneer, or real estate broker or salesman in this state, shall be taxed or made liable to pay any municipal or other corporation tax or license fee for the privilege of following or carrying on his profession by a municipality unless that person maintains a business office within that municipality."

Ken Barnicle suggests that auctioneers in Missouri become aware of what's going on in the State of Missouri in relationship to the auction profession and the activities of the auctioneers.



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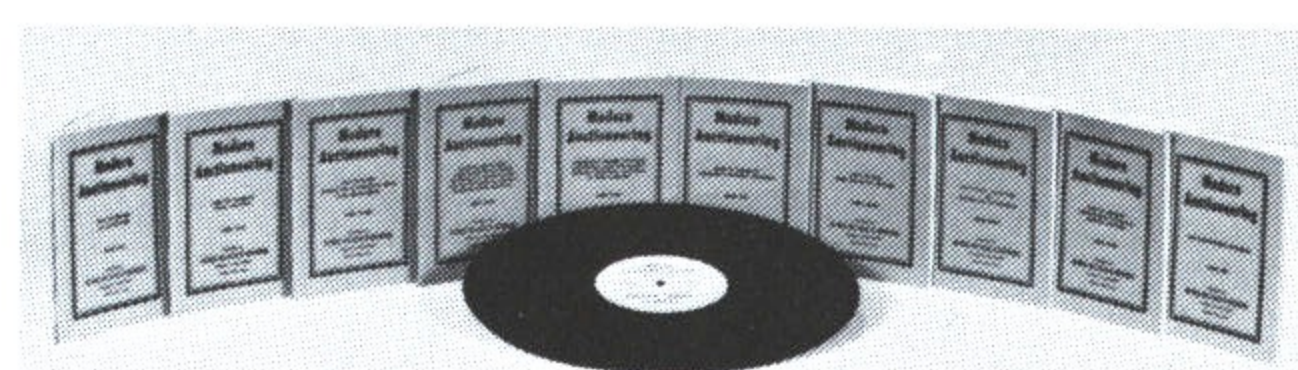
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Dear NAA Ladies:

There is a wisp of winter in the air everywhere, but it hasn't been especially hard on us in our locality. In fact, January went by too fast.

There were so many things I wanted to do. But, most of us must have dreams of doing better this year than last. There is always a tomorrow and hope — we live by hope and faith.

Some friends accompanied us to Denver, Colorado, and the National Western Livestock Show in January. We have a daughter who teaches in Fort Collins, so there was some pleasure involved.

A few of us drove to Bismarck, our state capitol, and sat in on the legislature in session. I thoroughly enjoyed it and plan to go back soon. Our Governor Link spoke to us and had coffee with us. It's a real world they live in and shoulder such great responsibilities. We, as citizens, some-

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times don't do our part in becoming informed on issues as we should. We can't all be leaders, but we can be better informed voters.

The North Dakota Association will soon meet in Dickinson. I missed last year's meeting, due to illness. There will, no doubt, be new faces, which is good.

I haven't any new recipes at hand, but will share the following verse with you instead:

God gave us sunshine, birds and trees.

The star-filled sky above;

He gave us beauty, flowers and friends

And special folks to love;

And then because each life would bring

It's share of stress and care;

He gave to us a wondrous gift —

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We hope to see all of you in Seattle in July.

**Erna (Mrs. Harold) Ellingsley
Edgeley, North Dakota**

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**Washington Ladies Welcome
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Dear Ladies:

I wish to take this opportunity to welcome you to Seattle and the National Auctioneers Convention in July.

We ladies of Washington state are looking forward to a week of getting acquainted with all of you and are busy making plans to make this trip a most memorable one for you. One of the highlights, of course, will be the ladies luncheon.

Supervised care for your children will be available so you can take part in as many events as you wish.

Let us now make plans to join hands across the nation and meet in Seattle in July for the National Auctioneers Convention.

**Mary Witzel, Chairman
Ladies Auxiliary Activities**

Ladies Auxiliary Organized in Massachusetts



THE MASSACHUSETTS STATE Auctioneers Association has organized a Ladies Auxiliary and installation ceremonies were publicized in the local newspapers during December. The charter officers, pictured above from left to right, are: Mrs. Kenneth MacLeon, Treasurer, Norton; Mrs. Paul Hefron, 1st Vice President, Wrentham; Mrs. William Moon, President, North Attleboro; Mrs. Mary Jane Hilditch, 2nd Vice President, Bellingham; and Mrs. Theresa N. Hilditch, Secretary, Ashland.

PROTEST

Although she was hoarse, the woman protested vehemently against the doctor's bill. "You charged me five dollars," she said, "and all you did was paint my throat." "What did you want?" the doctor replied wearily. "Wallpaper?"

Kansas City Sertoman

Take A Tour of Mount Vernon; In Washington State During The 1977 Seattle Convention

By Mary Witzel, Publicity Chairman

When you visit Seattle for the National Auctioneers Convention, you may wish to visit some of the surrounding area of beautiful Washington state.

To the north of Seattle lies the bicentennial town of Mount Vernon, named after George Washington's Potomac River home. In keeping with the spirit of the Bicentennial Year of 1976, the Pony Express ride left Mount Vernon to Valley Forge, Pennsylvania, during the week of June 22 to July 4, and many memorable articles were brought back and housed in the Pony Express Museum. Here is an opportunity to see momentos from this famous event.

While in Mount Vernon, visit the Washington State University Northwestern Research and Extension Unit. Valuable research is being conducted on the effectiveness of growth on plants by artificial lighting. This could have far reaching effects because growers will not have to depend so heavily on the weather. By use of artificial lighting growers may be able to raise crops more economically due to the rapid growing time. You will find experimental fields of vegetables and berries, as well as fruit orchards.

The major industry of the area is agriculture and also Mount Vernon is proud of its prime dairy country. Forty percent of all the frozen peas in the United States are raised in this area. Cauliflower, broccoli, strawberries, corn, and bulb flowers are grown in abundance. In season, one can view many fields of beautiful tulips.

Parks are available for picnicing and sightseeing. For instance, Hillcrest Park has an excellent playground for



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"Common Sense in the Auction Business" is a booklet compilation of the "Common Sense" articles exactly as they appeared in "The Auctioneer". The

booklet is complete and includes articles whose material was not directly pertinent to "Let's Talk About Auctions".

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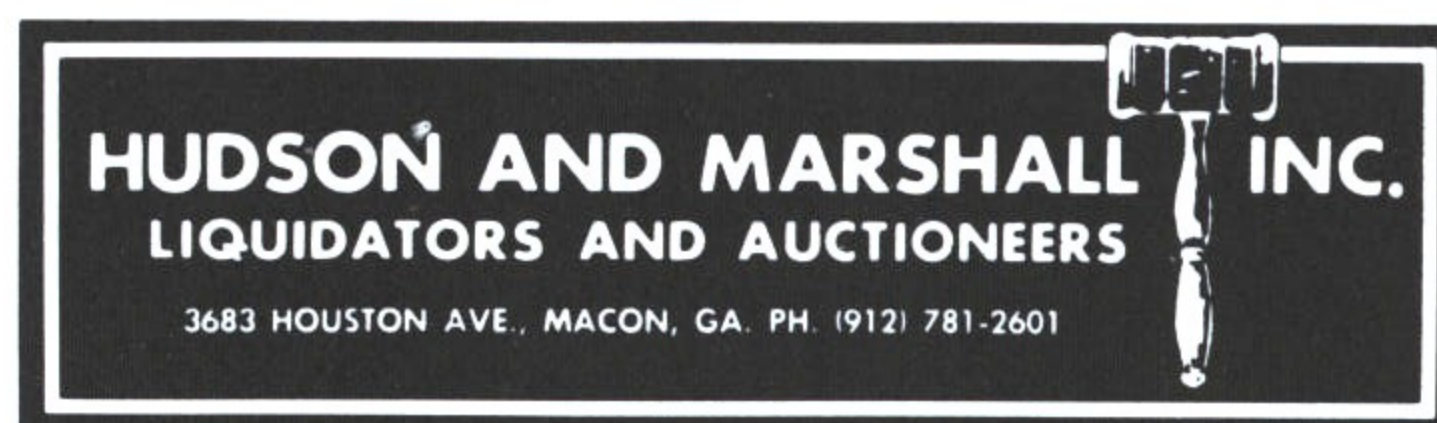
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Visit the lookout tower at Little Mountain Park where from an elevation of 927 feet you can view the Olympic and Cascade Mountain Ranges, Puget Sound, and the Skagit Valley. There are available picnic spots too.

Take a sidetrip to the nearby town of LaConner. There are antique shops, gift shops, a bookery, as well as shops featuring stuffed animals, handmade quilts, pottery, and handmade furniture. Some of these shops are run by artists and craftsmen.

Time is running out, so plan now to attend the National Auctioneers Convention in July. Make new friends, see old friends, see some beautiful country, and take home some new ideas.

Seattle — Just Like Heaven in '77!

An Auction Without A Sound!

**By Larry Stokes, Auctioneer
Port Orchard, Washington**

Recently a man who belongs to a local "Friends of the Deaf" club called me and asked if I had ever thought of having an auction and using sign language for the deaf. I told him the thought never entered my mind, but it sounded like a great idea.

We discussed the idea among the members of our auction service and decided that Jeff, my son, and I and our business auctioneers would attend a sign language class and would put on an auction for the deaf.

Auction day came and we set up to sell. Our crowd survey showed that about half of the crowd were deaf. The public address system was setup and the auction began. The auctioneer had mike in one hand, signing with the other.

The auction was a complete success and ranks among

our most exciting and successful auctions. I cannot express the sparkle in the eyes and the expressions on the faces of our non-hearing customers. It was almost like they were saying, "yep, yes, no".

We now use signs if there are any deaf customers at our auctions. Our deaf customers follow us because they know we offer the service to them. We feel as if this is a great addition to our auction service and have found the deaf enjoy auctions.

Antique Soda Fountain Brings \$3,900 At Auction

The John A. Horton Realty & Auction Company sold the famous City Drug Store, located on the town square in Huntsville, Alabama. The 165-year old cherry and marble soda fountain, famous in the area, was a meeting place where no generation gap existed. It sold for \$3,900. Many Hunstvillian and Madison County people always gathered around the busy soda fountain at the drug store on the square including judges, lawyers, politicians, and court house employees.

After the owners death, the widow, Mrs. Tom Dark, commissioned the Horton Auction Company to liquidate the entire store. Buyers came from many Alabama and middle Tennessee towns to bid. The sale was covered by the three local television stations, the radio stations, and the newspapers. The drugs were all sold for one bid to a registered pharmacist.

Antique wall shelving sold as high as \$100 per foot. The stock sold in lots. Overall the total came to about double what was expected. The Horton Auction Company has liquidated many Drug Stores in the North Alabama Area.

**John A. Horton
Huntsville, Alabama**

In Memoriam . . .

JAMES B. MESSER

Dan Stone, son-in-law of James B. Messer, reported that his father-in-law died on June 2, 1976. Col. Messer was a resident of Crab Orchard, Kentucky. Further information was not submitted.

J. HUGHEY MARTIN

J. Hughey Martin, well known auctioneer from Colchester, Illinois, died unexpectedly on February 2, 1977, in Galesburg, Illinois.

Col. Martin celebrated his 50th year as an auctioneer in September, 1976, and among his many accomplishments over the years was to help organize the Illinois Auctioneers Association, the National Auctioneers Association and was one of the organizers of the National Livestock Auction Markets Association. He has served as director of each of the three organizations.

Col. Martin was enroute to Ottawa, Illinois, on business with his nephew, Jim Cook of Macomb, and Attorney Kenner Harris of Macomb when he was stricken. He was 70.

Col. Martin's wife, Luella, died less than a year ago, on March 23, 1976.

Leona Drake, who submitted the information on Hughey Martin, wrote, "We, all in the auction business, owe much to the Martins. In addition to all of their help to individuals and associations, they were good examples!"

Douglas Galleries Hold Stein Auction

Despite freezing weather and blizzard forecasts the first stein sale of the 1977 season was held at Douglas Galleries, Route 5, South Deerfield, Massachusetts. With dealers registered from 14 states and 180 in attendance, the sale marked a continuing interest in and increasing value of steins. With 185 steins in 12 categories there was a good cross section to choose from.

Mettlach steins were, as usual, highly sought after. The prices on unrestored examples are still continuing to rise. Even restored examples were bringing well into the hundreds of dollars as collectors vied to complete their collections. Some examples were as follows: ½ L. no. 727 — \$105; ½ L. no. 2900 (no lid) — \$140; ¼ L. no. 1939 — \$130; ½ L. no. 2089 (restored) — \$210; 1 L. 1005 — \$230; 1 L. no. 2716 — \$550; 3 L. no. 2065 (restored) — \$610; 3 L. no. 2098 — \$350; and the high point of the sale was a 4 Liter Mettlach no. 2038 Black Forest, which brought \$3,600 from a prominent New Jersey collector.

Regimental steins, apparently not being hurt by recent reproductions, continued to gain in value. Regimental steins in pottery are still fetching a premium price with one in this sale selling at \$420.

Capo-Di-Monte examples of the first period are few and far between. When one does come on the market it fetches good money. A 2½ Liter example, decorated with Paris and the Trojan War with ormolu mounts of Paris fighting a lion, brought \$1,000. There appeared to be some restoration on the lid of this example. Another Capo-Di-Monte of a later period brought \$500.

Character, Royal Vienna and Dresden steins are always sought after. Some of these examples were a 1/10 Liter pottery circus bear which brought \$110 and went to a New York dealer. A ½ Liter Royal Vienna brought \$800, while a 1 Liter Dresden brought \$600. A Swiss ivory stein sold on one bid of \$2,000.

Early pottery and metal steins would appear to have

been the bargain of the night although some examples did very well. A 1 Liter Electors Krug brought \$575 and a ½ Liter Apostle Krug, \$500. Pewter and stoneware examples all sold for less than \$100 each. Several polychrome decorated steins were sold in the \$175 — \$225 price range and all going to a noted west coast collector.

The evening's selections of steins made for a most interesting sale, profitable to both consignors and buyers alike. The Douglas Galleries are already in the planning stages of Stein Sale II '77.

Douglas P. Bilodeau, Auctioneer

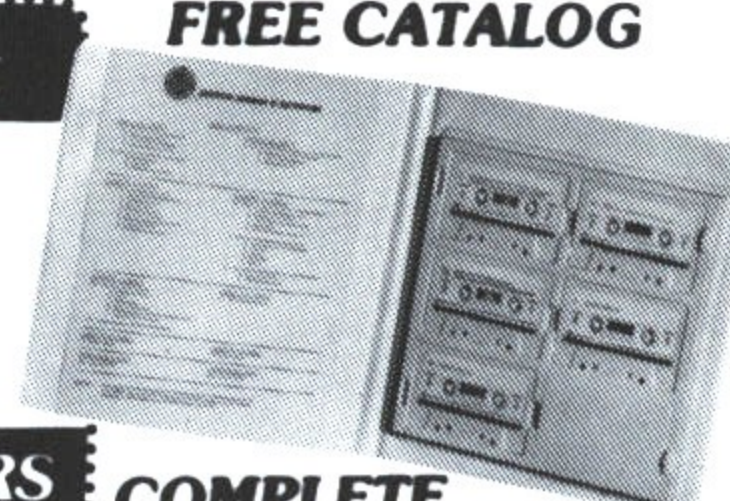
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A farmer was putting a bucket into a well when a doctor came along and asked, "Is something wrong?" The farmer answered, "I'm just having a little trouble trying to get water from the well." The doctor said, "Let me show you how to do it." But the farmer answered, "Look Doctor, you take care of the sick, and I'll take care of the well."

Kansas City Sertoman

POLITENESS WINS

An officer, in battle, happening to bow, a cannon-ball passed over his head, and took off that of the soldier who stood behind him. "You see," said he, "that a man never loses by politeness."

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New Officers Elected . . .

STATE ASSOCIATION OFFICERS

The December issue of THE AUCTIONEER magazine published the complete list of State Association Officers. Since that publication was issued, new State Association officers (Presidents and Secretaries) have been elected and periodically, the magazine will include the names and addresses of the new presidents and secretaries as they are submitted to the NAA Office.

The following have taken office since the last publication of officers' changes was made:

Colorado Auctioneers Association — President: Ernest Wimmer, 170 Palmer Drive, Fort Collins 80521; Secretary: Steve Baldwin, 103 11th Ave., Greeley 80631.

Florida Auctioneers Association — President: J. Wayne Taylor, 3848 Bird Rd., Miami 33146; Secretary: Lewis C. Dell, Rt. 1, Box 51, Sanford 32771

Maryland Auctioneers Association — President: William Z. Fox, Suite 1915 Charles Center South, 36 S. Charles St., Baltimore 21201; Secretary: Daniel M. Billig, 16 E. Fayette St., Baltimore 21202

Minnesota Auctioneers Association — President: Larry Born, RFD 4, Waseca 56093; Secretary: Sharon K. Henry, Route 2, Long Prairie 56347.

Nevada State Auctioneers Association — President: G. Robert Deiro, 801 Chabot Dr., Las Vegas 89107; Secretary: Stanley M. Zurawski, Jr., 5080 Eugene, Las Vegas 89108

New Jersey Auctioneers Association — President: John P. Kachmar, RD 2, Box 321B, Flemington 08822; Secretary: Jack Sartor, 437 West Clinton Street, Dover 07801.

Ohio Auctioneers Association — President: Floyd Rhoades, 125 W. Warren St., Germantown 45327; Secretary: Byron Dilgard, 124 Union @ Main, Ashland 44805

Pennsylvania Auctioneers Association — President: Ralph Zettlemoyer, RD 1, Breinigsville 18031; Secretary: Clay Hess, RD 2, Collegeville 19426.

Colorado Auctioneers Assemble For Annual Winter Meeting

The Colorado Auctioneers Association met on January 16, 1977, at the Holiday Inn North in Denver for the annual meeting. President Jack Salisbury called the meeting to order, and Secretary-Treasurer Artie Baldwin read the minutes of the 1976 meeting and gave the Treasurer's report.

Eldon Broughton gave information on the Colorado Auctioneers Association badge and membership roster; the members approved the badge and agreed to have the roster printed. Eldon will handle the mailing of the roster to CAA members at cost. These can be distributed to Attorneys, Judges, County and City officials who may have need of an Auctioneers services.

There was a discussion on City and County regulations concerning Auctioneers. Nearly every city and town in Colorado has some kind of license requirement. J. Lee Sears reviewed the information that has been gathered concerning a State License Law, and said that the committee is watching the new developments in the State Legislature that may affect Auctioneers, but no action would be taken at this time. Jack and J. Lee said that they would be glad to work with any member auctioneer who felt he was being discriminated against and try to work with them and their City Council, if necessary.

Bob Penfield, Bowman, South Dakota, former NAA President and member of CAA, spoke of some of the responsibilities in hosting a National Convention. We will need some money, but mostly hard work! Chuck Cumberlin moved that we submit a bid that the 1979 NAA Convention be held in Colorado. The NAA has a 7 page list of requirements of facilities, etc., for a convention. The motion passed by the members present. Booth Brown introduced Mark Williams of the Hilton Hotel who told us of some of the aids the Denver Convention Bureau can give us in seeking and holding a National Convention. A conservative estimate of the persons who would attend a National Auctioneers Convention is 1500; and they will require some 700 to 750 hotel rooms.

President Jack introduced Dick Mader from Gillette, Wyoming, a director of the NAA, and auctioneer and realtor. Dick's talk was very informative and stimulating. He suggested that we all re-read the Constitution of the United States and the Bill of Rights; and what America needs is to turn back to the Christian ways of our forefathers. We need faith in God, our country, ourselves and our fellowman.

Election of officers resulted in the following members being elected: Erine Wimmer, Fort Collins, President; Gene Doty, Fort Morgan, Vice President; and Steve Baldwin, Greeley, Secretary. Directors include: Terms expiring 1979 — Jack Salisbury, Fort Collins; Eldon Broughton, Colorado Springs; John Horvath, Jr., Hesperus; and Chuck Cumberlin, Brush. Terms expiring 1978 — Willard D. Hartnagle, Long-



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mont; Wayne Storm, Canon City; and Cookie Lockhart, Steamboat Springs. Terms expiring 1977 — Reuben J. Stroh, Loveland; J. Lee Spears, Fort Lupton and Fritz Rundell, Salida. Also Chuck Cumberlin of Brush was submitted as our candidate for NAA 2nd Vice President. He will need support at the 1977 Convention in Seattle if he is to be elected.

The banquet invocation was given by J. Lee Sears. The dinner speaker was Jim Mather who gave an inspiring talk about opportunities and goals. We need to set goals and work toward them. With faith in God, and in ourselves, we can achieve these goals.

President Jack Salisbury installed the new officers and Directors. President-Elect Ernie Wimmer spoke briefly and commended retiring President Jack and retiring Secretary Artie Baldwin for their two years of service to the Colorado Association. He would like to see a good number of Colorado Auctioneers at the National Convention in Seattle to help get Chuck Cumberlin elected as the National 2nd Vice President. Watch your Auctioneers magazine for dates and the location of the headquarters hotel.

The meeting adjourned to the music of "Minnie's Troubadors" who played for our listening and dancing pleasure.

Artie D. Baldwin
Denver, Colorado

Across the Antiques Auction Block... Telephones Are Popular Items

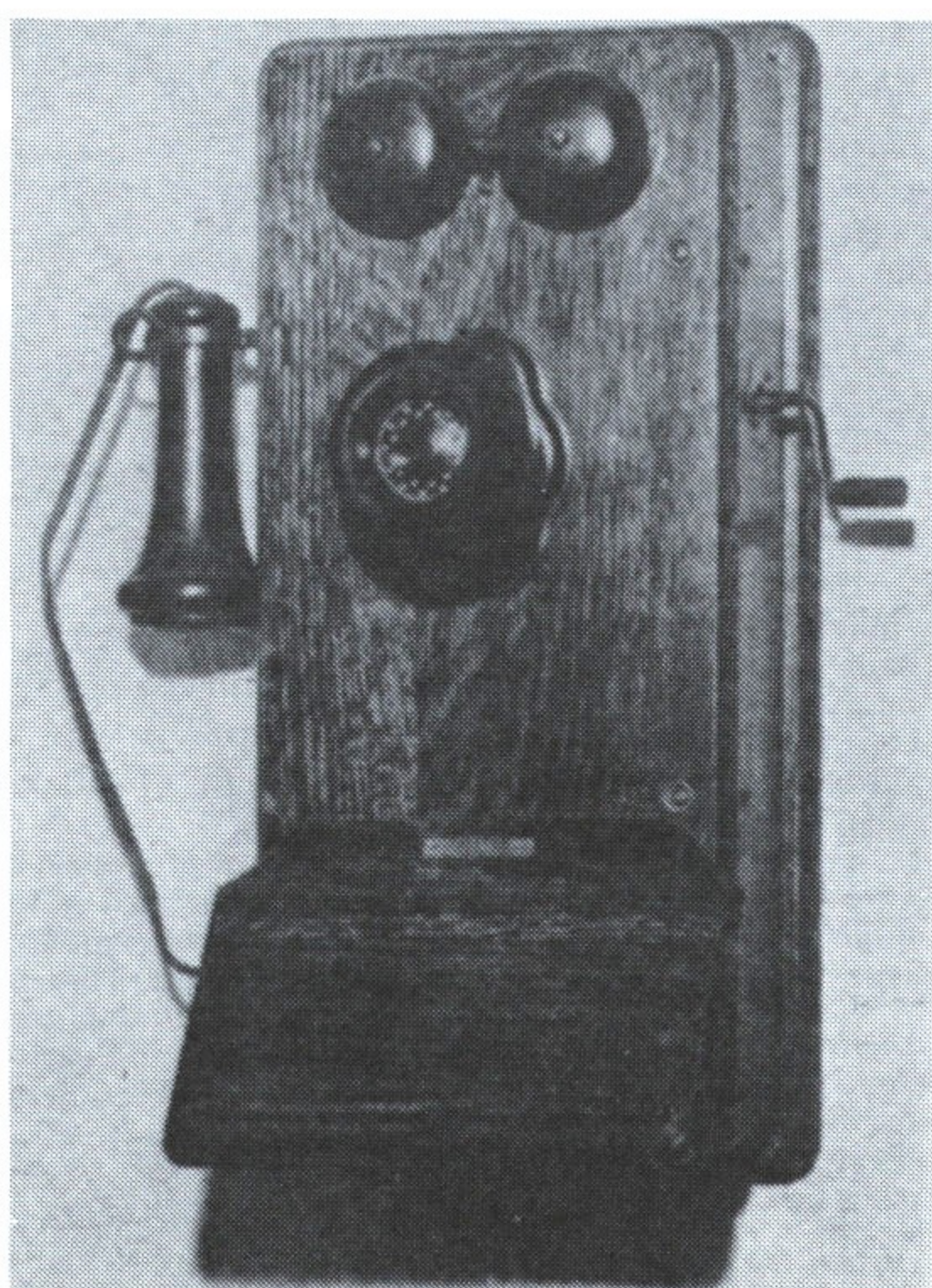
By Dave Kessler
New Paris, Ohio

When possible, articles from Dave Kessler's book, "Across the Antiques Auction Block" are published in THE AUCTIONEER magazine as an aid to the auctioneers needing information on antiques and the values of the articles shown in the book. Credit now is being given to Dave for the use of "Telephones Are Popular Items", which is included in "Across the Antiques Auction Block".

Alexander Graham Bell came to America from Scotland to teach the deaf in 1871 and in just five years developed his wonderful telephone.

The now famous words "Mr. Watson, come here I want you" were transmitted over the telephone line by Bell on March 10, 1876 and the invention of this device to transmit the human voice by wire ranks as one of the greatest inventions of all time.

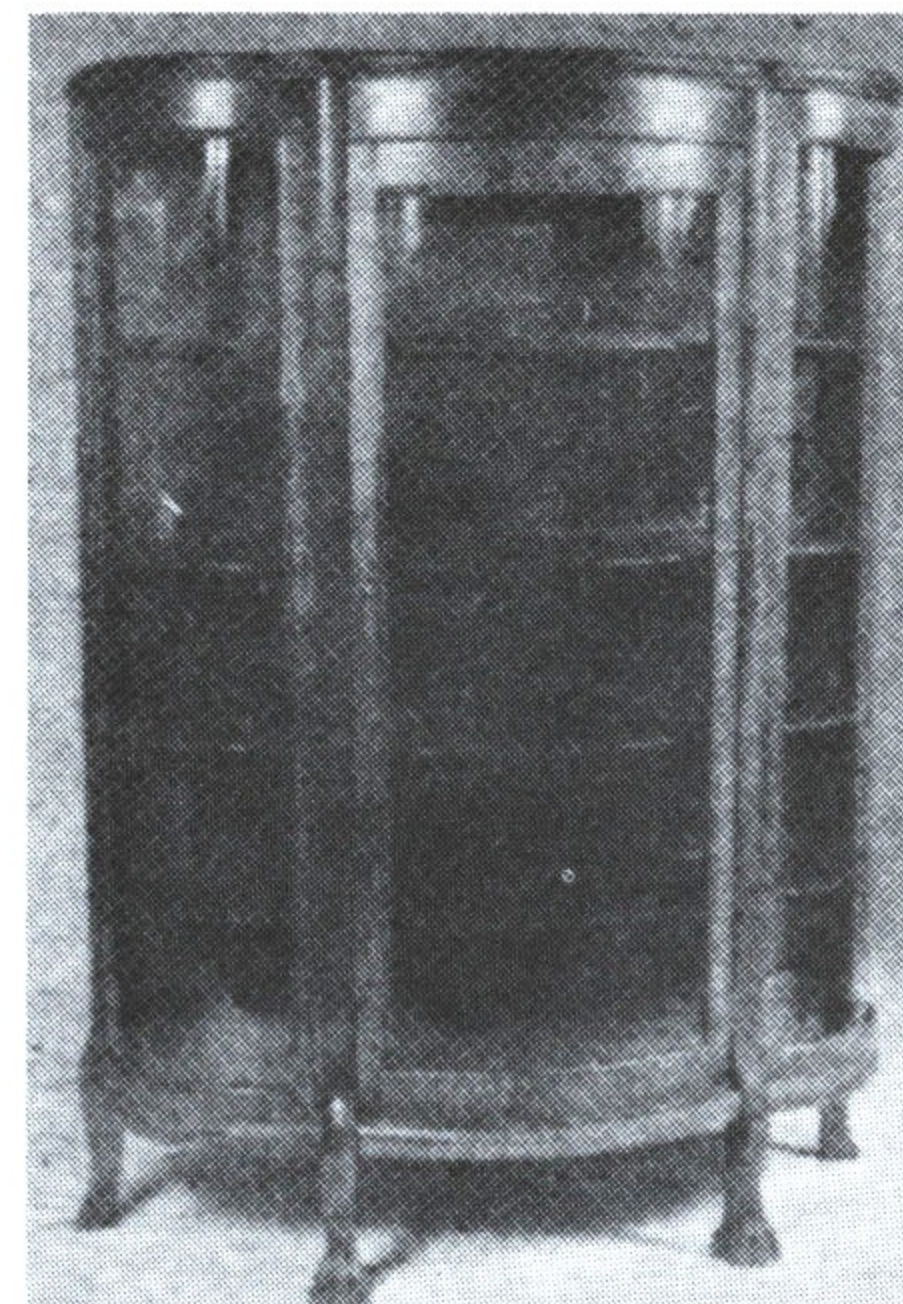
In June 1876, Bell gave the first public showing of the telephone at the Philadelphia Centennial Exposition and reports that the public in general didn't show much interest



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in the device. However, scientists and businessmen were quick to realize its potential and in just 11 months over 800 phones were in use in the Boston area.

First Exchange in 1878

January 1878 saw the first commercial telephone exchange opened in New Haven, Connecticut, and the telephone was well on its way to becoming a necessity to the American way of life.

The telephone underwent improvement and changing from time to time as each new generation of phones was introduced an older style was replaced.

As the phones were originally purchased and installed by the home owner, they were his to keep. These early phones that were stored away have become a favorite conversation piece of collectors and many homes now have old telephones prominently displayed.

Perhaps the most popular type telephone sought by collectors in the wall telephone in an oak cabinet. These were dry cell battery and magneto type phones that were sold by door to door hucksters and by mail order catalogs around the turn of this century.

They came in a price range of from \$9 to \$12 during the early 1900's and were advertised as bridging type for party lines and series type for private lines.

An array of magnets, wire and dry cell batteries were originally enclosed in the quarter-sawn golden oak cases, but an AM-FM radio is often placed in the interior of the cabinet by today's collectors.

The use of a wall phone for a decorative planter is also popular among some antiques buffs, but this practice is frowned on by some purists who use the old wall phones for a fine intercommunications system in their modern homes.

The collecting of old telephones of many types has become a very popular byproduct of Mr. Bell's original invention, and old phones are destined to remain popular in the homes of America because of their many uses by imaginative collectors and decorators.

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Superior School of Auctioneering's January, 1977, Class Photo



THE SUPERIOR SCHOOL OF AUCTIONEERING submitted the composite photo above of the January, 1977, class of auctioneers. The top row indicates the faculty of the School, who include instructors Neil Rich, G. Hannagan, Charle James and Ike Hamilton; L. Dale Hanna (director); Hugh James (president), Ray Sims (vice president), Paul Good (director), and instructors Donald Seten, Lou O'Dell and Leon Lane.

Antiques and Americana . . .

TAVERN TABLES

By George Michael
Merrimack, New Hampshire

We picture a typical tavern table, one made perhaps during the first half of the 18th century. Its top is a single wide pine board, and legs and frame most likely made from birch or maple. The legs are connected with an H stretcher as it resembles that letter.

This type of table received its name from the taverns of the time in which many were used. Their average height would be about twenty-seven inches. It is important that a single board was used for the top — the larger the better, as one with multi-board top will command less money.



The one (shown above) has what is called a breadboard end, as there is a rail mortised into each end of the wide board to prevent it from splitting. It resembles mother's breadboard in the kitchen. Most had drawers in which silver or other eating utensils were kept.

To be of the period, a tavern table must show pegs where the legs and frame are joined. Quite often, the small ball or pad feet were damaged over the years, and have



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been replaced. So long as the work is well done, and not noticeable, it will not harm the value much. The bolder the turnings in the legs and stretches, the better.

Tavern tables seem to have been made all along the eastern seaboard in the original 13 colonies, but will differ in style regionally. The one shown could have been made in New England or New York State. Those in Pennsylvania and the south feature much heavier legs, until one reaches Virginia and South Carolina, where the English influence prevailed.

Tavern tables are too low for comfortable eating today, as we are much bigger people than our ancestors. However, they make excellent utility and side tables and are the perfect height for serving a buffet.

Many tavern tables have repairs, new tops, etc., as this is furniture which was used a great deal, and repaired when needed. Look at any in which you are interested, quite carefully or get help from one knowledgeable in 18th century furniture.

QUESTIONS

From Conway, Massachusetts — We have some of the glass candy containers, which my husband bought as a child in the 1920s. We understand they have value. We have a battleship, railroad engine and an old auto.

Answer — Candy containers were first introduced at railroad stations, sold as souvenirs, as they were made in the design of the latest engines, and in tin. This was shortly after the War Between The States. Glass containers appeared about the turn of the century. They are still made today. Those in the twenties are valued today because of the old types of ships, planes, trains, etc., they portray. They can

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From Haverhill, Massachusetts — We have an old circus poster, colored, which has the name Strobridge Lithographing Company, but we cannot make out the city. It is for the Barnum, Bailey and Hutchinson Circus. When and where was it made?

Answer — The company operated in Cincinnati, Ohio — obviously the one you have was made late in the last century.

NEW BOOK

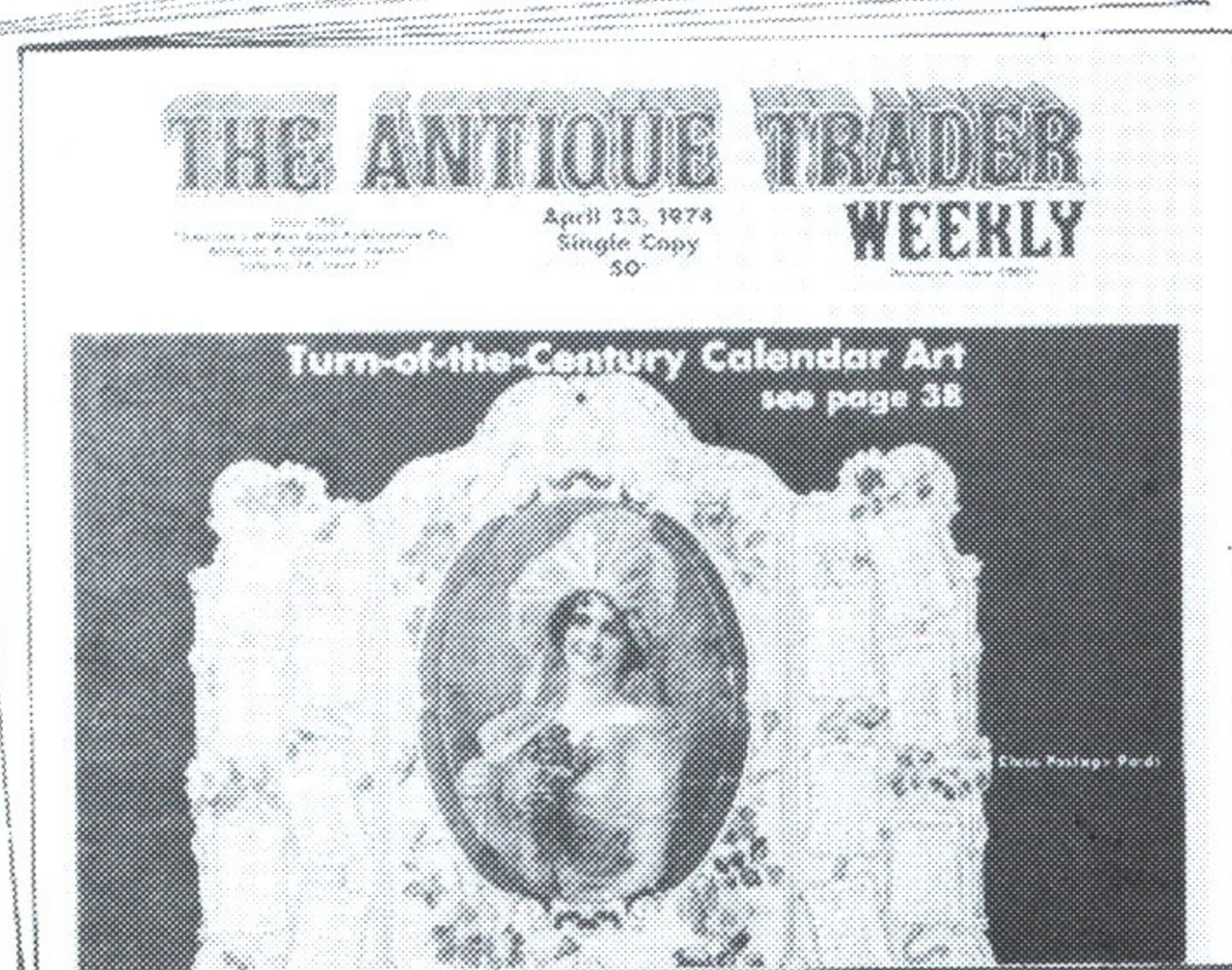
THE COLOR TREASURY OF 18TH CENTURY PORCELAIN by Siegfried Ducet; Thomas Y. Crowell Co., 666 Fifth Ave., New York, N.Y. 10019; \$11.95. With fabulous color photos, this book reveals the beauty and style of the European porcelains of that early era. There are several pages of identification markings. The author gives a fascinating account of the experiences of Johann Friedrich Boettger, who is credited with discovering the Chinese formula for making hard paste porcelain. A must book for collectors.

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

**April 3-4 — Kentucky Auctioneers Association, Stouf-
fer's Inn, Louisville.**

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

**May 7-8 — Missouri State Auctioneers Association,
Springfield.**

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

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

**May 15 — Alabama Auctioneers Association, Dothan,
Ramada Inn.**

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

**June 11-12 — West Virginia Auctioneers Association,
Cedar Lakes Camp, Riley.**

**July 28-30 — National Auctioneers Association, Olym-
pic Hotel, Seattle, Washington.**

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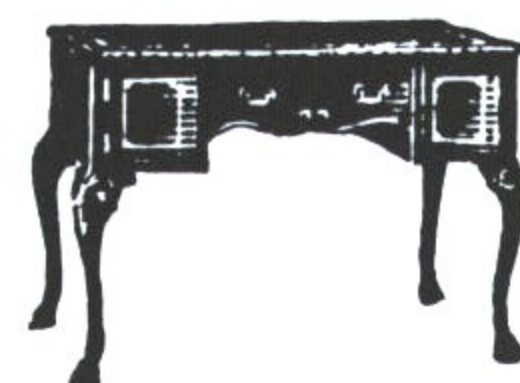
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The Word "Auctioneer" and Reference To Auctions Gets Attention in Media

Have you ever noticed how many times the word "auctioneer" and the reference to "auctions" have been referred to lately in novels, television and advertisements? I have, but unfortunately, all references have not been in the best image of our profession.

It seems as if everytime I turn around the word "auctioneer" has been referred to or is being used in television advertisements, television productions, magazines and novels. The only explanation I can offer is that the public is beginning to realize that the auction and auctioneer . . . is a "way of life" and people are beginning to realize the value of auctions and auctioneers.

While I was attending the New York City Seminar in January, many of us saw a new novel — fiction — on the bookshelf. It is a paperback novel, which was considered a bestseller, entitled, "The Auctioneer". Unfortunately, in my opinion, a better title to the novel would have been, "The Swindler" or "The Cheat" or anything but "The Auctioneer".

The character referred to in "The Auctioneer" was an auctioneer, of sorts, but his actions as an individual were not humane, nor did his actions depict the character of a decent human being. I only hope those reading this novel will have more understanding and realization, than did the author, that the majority of the auctioneers do not follow his example, nor is there any similarities to a bonafide — ethical — auctioneer, or more specific, a member of the National Auctioneers Association.

What really makes it unbelievable is this novel received a grant from a well-known foundation (educational). Is this what these educational institutions have as their purpose; to label, or degrade, a reputable profession?

I don't recommend anyone spending \$1.95 on "The Auctioneer" as it would do several things; mainly help the author sell her book and reap rewards for her unfairness to the auctioneers; and at the same time, offer more publicity to this book, due to the increased amount of books sold.

Personally, I recommend that those of us who have read the book write a letter to the author, and the foundation listed in the flyleaf, offering our disgust (without, of course, damaging the person or being certain that the letter clearly states the writer's position without labeling anyone — you must protect yourself at all times in letters, etc., which can offer later harm to your cause and yourself, personally).

Of course many of us saw all or portions of the television spectacular, "Roots". The production showed scenes of a slave auction and we must face facts that the phase of life, lived by our ancestors, happened, even though we may now regret it. The auctioneer used in the production did not, in my opinion, damage our current image as he played the part of the auctioneer well. It was the others, who organized

the sale of slaves, and the sellers and buyer who, in the most part, were the "culprits".

My thoughts, during the slave auction, were, "I wonder if the auctioneer in the movie had any experience as an auctioneer, or did he use anyone (professional auctioneer) to help him learn the chant or bid calling technique? But, the auction method of selling again was in the forefront, due to the movie.

Of course, the novel and movie both refer to the role auctions have played in our history. But, why can't the emphasis be placed on the benefits derived from auctions and the good will and service offered to the public by auctioneers?

During the movie "Roots", one commercial was shown by a well-known mouth wash firm. They were advertising throat lozenges (the commercial has been repeated often) and the auctioneer refers to the auction being held in five minutes, the same time it takes for the lozenges to work effectively. The amateurish method of announcing the auction; the humorous style of his chant and the timidity of the prospective buyer does nothing to the profession, with the exception it may sell some throat lozenges for the company.

My primary concern is why has this sudden "thrust" or "emphasis" been given to the auction method of selling? I personally have heard many other references made to the auction profession in magazine and newspaper advertisements, radio and television commercials and others. What we need to do, however, is make ourselves known when we hear or see these references — especially if the references degrade our profession.

We can't do much about the movie "Roots", but we can comment to the publisher and editor of the novel, "The Auctioneer"; and to the foundation offering the grant to write such a damaging image to our profession; and to the maker of the throat lozenges, which, evidently, was more interested in the sales pitch, without any interest in using the advice and talents of a bonafide auctioneer to really sell the product; or anyone in general, who makes unfair or seemingly bad references to the auction profession.

Have you noticed how many "benefit" auctions have been advertised lately and when you attend, "amateurs" conduct the auction (bid calling) — not because the charities cannot get good auctioneers, but because everyone wants to be an auctioneer? Ours is a profession which has much appeal and stirs the emotions of the public. Many people try to imitate the professional auctioneer and too many people are envious of your talents. Perhaps this is why so much attention has been given lately to the auction profession and the auctioneer in general.

Before I close, I must comment on the excellent advertisement displayed by the Volvo Automobile Company. NAA member Russell Kruse offered me the information, with which I personally wrote to thank the Volvo Company for their very fine and professionally prepared ad, using an estate sale as the backdrop and theme of the advertisement.

The Volvo advertisement publicized the professionalism of the auction profession as it should be publicized and the station wagon being advertised was being used as a means to carry home the fine merchandise — fine arts and antiques — home after the buyer successfully bid on that which he wanted most.

It takes us all to create our own image in the auction profession and let's make a good example of ourselves so that others will promote or portray us in the professional manner.

Harvey L. McCray, Editor

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 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
 N. Iver Schmidt—Ypsilanti
 Robert J. Wellman—Decatur
 Brent Wilber—Bronson
 Garth Wilbur—Bronson

MINNESOTA

Timothy Allison—Albert Lea
 Donald Babbitt—Conger

John M. Bliss—Clarks Grove
 Larry Born—Weseca
 W. A. Dickenson—Austin
 Wayne Ediger—Belle Plaine
 Wayne Estby—Delano
 Martin Ewert—Janesville
 Lowell Gilbertson—Hayfield
 Eldren Hecksel—Winsted
 Emery Henn—Zumbro Falls
 James Henry—Long Prairie
 Tom Klyve—Benson
 Alvin Kchner—Winona
 Wally Laumeyer—St. Paul
 Albert O. Maas—Millville
 Joseph J. Maas—Plainview
 Rene Marguth—Morton
 Terry Marguth—Redwood Falls
 P. J. Peterson—Badger
 Wayne Pike—Princeton
 Fred Radde—Watertown
 Steve Reinhardt—Palisade
 John Schoenfelder—Bemidji
 Gerrit Smith—Hutchinson
 J. A. Sundberg—Minneapolis
 Bert Trane—Karlstad
 Lowell Wagner—Moorhead
 Wayne Wormsbecker—Minneapolis

MISSISSIPPI

Perry Baygents—Waynesboro
 Quincy Bryant—Jonestown
 Harry T. Collins—Tupelo
 A. O. Dilley, Jr.—Belzoni
 Toxey Fortinberry—Water Valley
 David Gillentine, Jr.—Tupelo
 Lew Henderson—Gulfport
 Kline Ozburn Jr.—Canton
 Terry Ozburn—Canton
 Meadow Perry—Yazoo
 Howard Reed—Cleveland
 Liston Shows—Soso
 David Wigginton—Guntown

MISSOURI

W. L. Abney—Piedmont
 Ken Barnicle—Ballwin
 Joe Beck—Sikeston
 Lenzie Beck—Sikeston
 Herbert Butterbaugh—Kansas City
 Central States Auction School—Kansas
 City
 Greg Croll—New London
 Bill Edwards—Salem
 William L. Elder—Kansas City
 W. L. Ellis—Kansas City
 Phillip M. Farrell—St. Joseph
 Kenneth Gaines—Shelbyville
 Bob R. Hale—Sikeston
 Roy Hansen—Linn Creek
 Otis J. Hawthorne—Maplewood
 Cecil Hillis—Poplar Bluff
 Jackson Clay Hunter—New Madrid
 James Jones—High Hill
 Carl Kimble—Stewartsville
 Robert McCann—Harrisonville
 Joe McCord—Sikeston
 Bob McNeive—Sunrise Beach
 Paul Medley—Columbia
 Robert Merry—St. Louis
 Kathy Lynn Mills—Mexico
 Missouri Auction School—Kansas City
 Ace Modglin—El Dorado
 Jerry Ondracek—Sedalia
 Billie Orton—Memphis
 Sam Pickering—Licking
 Jerry D. Popplewell—Amity
 Floyd Rhine—W. Plains

J. H. Shell—Sikestown
 Dean Shepherd—Lee's Summit
 Charlie Sutter—Sullivan
 J. S. Thornhill—Caruthersville
 3-M Auction Service—Sunrise Beach
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 R. E. Voorheis—Harrisburg
 Gerard Weisbrod—St. Louis
 John F. Wagster—Broseley
 S. D. Warford—Bellevue

MONTANA

L. Doug Allard—St. Ignatius
 Bass Auction Company—Lewistown
 Gene Gabel—Billings
 W. J. Hagen—Billings
 Jack Hargrove—Helena
 Earl W. Kinney—Billings
 R. J. "Bob" Thomas—Billings
 R. J. "Bob" Tolbert—Kalispell
 Westernmark Auction Co.—Shelby
 Western College of Auctioneering—
 Billings

NEBRASKA

Jack Bernard—Omaha
 Capitol Auction & Realty—Lincoln
 Kenneth Carnes—Phillips
 Don Dirks—Bruning
 Jack Fajman—Columbus
 Richard A. Fajman—Columbus
 Elmer Galusha—Central City
 Harry Galusha—Central City
 H. A. "Hoot" Gibson—Aurora
 Rod Gillespie—North Platte
 Elmer Jacobsen—Grand Island
 Rose Ann Jacobsen—Grand Island
 Stacy McCoy—Arapahoe
 Melvin Meyer—St. Libory
 Henry I. Neuhaus—Elkhorn
 Gerald Phillips—Wallace
 Henry Rasumssen—St. Paul
 Frank Thimm—Beatrice
 Jim Walker—Omaha
 Gary Woodring—Davenport
 Rex Young—Plattsmouth

NEVADA

Ken Brown—Las Vegas
 Leo Grindley—Las Vegas
 James Watson—Las Vegas
 Leon Watson—N. Las Vegas

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 J. W. Barber—Lebanon
 George S. Foster III—Suncock
 Norman Goss—Brentwood
 Larry Gray—West Lebanon
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 Ray Key—Brookline
 Paul W. Lawton—Chesterfield
 T. R. Langdell—Milford
 Edward G. Stevens—Rindge
 Merle D. Straw, Jr.—Seabrook

NEW JERSEY

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 Edward F. Barber—Williamstown
 Edward Berman—Dover
 John Broadnar—Camden
 Fred Daniel—Neshanic Station
 Fred R. Daniel Auctioneers, Inc.—
 Neshanic Station
 Ralph S. Day—Leonia
 James E. Fawcett—Dumont
 George W. Hand—Robbinsville
 Paul Hauke—Oakhurst
 John Hedgepeth—Ringoos

Elwood Heller—Somerville
 Esier Heller—New Egypt
 Ralph D. Hughes—Richwood
 John Kachmar—Flemington
 Marge Kennelly—Ridgewood
 Jerome Krawitz—Fair Lawn
 Elsie 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
 D. A. "Knot" Smith—Salem
 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

NEW MEXICO

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

NEW YORK

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 Rex Accurso—Oneonta
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 Rick Amendola—Highland
 Tim Anspach—Albany
 Raymond Austin—Oneonta
 Lorion Bacorn—Ithaca
 William C. Baird—Elmira
 Merritte L. Barr—Walkins Glen
 Al Bigelow—Springville
 Lewis Bronstein—Buffalo
 Richard W. Bronstein—Buffalo
 Clare Brown—Staten Island
 Ted Bucknam—Holland
 Paul Calkins—Peru
 Walter Case—Belmont
 Peter Catanese—Pearl River
 Douglas A. Cater—Gallupville
 William Connolly—Liverpool
 Joseph N. Corsdale, Jr.—
 Saratoga Springs
 Thomas Coyne—Avon
 David DePuy—Madison
 John DiBello—Sterling
 Carl Deuble—Grand Island
 Wilbur Edwards—Patchogue
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 Pamela Moore Epstein—Liberty
 Pete Everett—Ghent
 Peter L. Fields—Amsterdam
 David Fleming—Avon
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 Regina Hayes—Forest Hills
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 J Kay's Auction Service—Dalton
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 Ted Kay—Hamburg
 Kenneth Kendes—Pt. Jeff Station

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 George Leontis—New York City
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 Bernard G. Lusk—Rochester
 George K. Lusk—Rochester
 David A. Luther—Amenia
 Stuart R. Maguire—Schuylerville
 Mel Manasse—Whitney Point
 Donald Martin—Ballston Spa
 L. W. Mason—Ganesvoort
 Robert Matson—Kennedy
 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
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 Robert Rappaport—New York City
 Norvel T. Reed Jr.—Sherman
 Ronald Reed—Sherman
 Kenneth M. Rice—Hamburg
 Gene Rosenberger—Albany
 Pearl Rosenberger—Albany
 Louis Rudin—Owego
 Elinor Schlossman—Tuxedo Park
 Joseph Senay—Jackson Heights
 Carmen Serianni—Kirkland
 M. Robert Shuster—New Windsor
 Sheldon Siper—New Windsor
 Marvin L. Smith—Silver Creek
 Harold Spoor—Cato
 Robert Thatcher—Hudson
 David H. Tracy—Pavilion
 Richard C. Tracy—Dansville
 Brian Trageser—Java Center
 J. Vernon Trageser—Java Center
 Howard W. Visscher—Nichols
 Oakley F. Wayman—Middleburgh
 Craig Wilcox—Bergen
 Harris Wilcox—Bergen
 Tor J. Worsoe—Holtsville
 Raymond T. Zipfall—Fort Edward

NORTH CAROLINA

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 Joe W. Beaver—Statesville
 Craig Delane Bennett—Statesville
 Harvey Benson—Salisbury
 J. T. Bolt—Charlotte
 Robert D. Bunn—Asheville
 Edward Butcher—Charlotte
 James E. Carpenter—Claremont
 Ronny Causby—Morganton
 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
 Ben G. Hoffmeyer—Charlotte
 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
 Fred Mock—East Bend
 Lawrence Nichols—Winston-Salem
 F. W. Pearson—Charlotte
 Keith Pierce—Winston-Salem
 Paul T. Reeves—Sparta
 Helen Robertson—Brevard
 Bernard Routh—Bennett
 Hugh Simpson—Rutherfordton
 Hugh. B. Slusser—Asheville
 Foy A. Smith—King
 Robert Stewart—Whitsett
 Tony Stone—Bailey
 Johnnie Sutton—Salisbury
 Kenneth W. Teague—Burlington
 Phillip A. Vivian—Newell
 J. W. Walden—Charlotte
 Al A. Willette—Providence

NORTH DAKOTA

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

OHIO

Ulysses S. Allen—Xenia
 John Anglin—Middletown
 Leonard Baker—Montpelier
 Walter R. Burgess—Valley City
 Gary W. Cain—E. Springfield
 Phillip A. Cole—Findlay
 L. A. Daniels—Columbus
 Darbyshire & Associates, Inc.—
 Wilmington
 Richard Davies—N. Olmstead
 Herb Demaree—Hamilton
 Dan L. Fiely—New Carlisle
 Donald R. Florea—Bainbridge
 Donald R. Florea—Hillsboro
 Donald R. Florea—Milford
 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
 Harry W. Kerns—Urbana
 Richard T. Kiko—North Canton
 Edward King—Washington C. H.
 Knotts Auction School—Gallipolis
 James B. Lawless—Portsmouth
 Roy Edward Leach—Cuyahoga Falls
 Mearl Maidment—Bowling Green
 Robert Martineck—Cincinnati
 Bill McNamee—Kenton
 John R. Murphy—Grafton
 Thomas A. Nero—Brecksville
 Jim Peddicord—Newark
 Lyle Planert—Gibsonburg
 Paul Plessinger—Springboro
 Boyd L. Owens—Westerville
 Larry G. Rainsburg—Kenton
 Albert L. Rankin—Alger
 Floyd Rhoades—German town
 Walter Rodelberger—Parma
 George Roman—Canfield
 John Ross—Greenfield
 Jason H. Sheppard—Gallipolis
 Bob Shoemaker—Columbus
 Don Standen—North Ridgeville
 Paul Stowers—Louisville
 Harold E. Vaughn—Hamilton
 Roy J. Viall—Wooster
 Don Zalewski—Hinckley

OKLAHOMA

Bob Crouch—Hooker
 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
 W. D. Williams—Oakhurst
 Norman C. Wilmeth—Guymon

OREGON

Ernest Amundson—Dundee
 Harold E. Ball—Portland
 Dick I. Boyd—Portland
 Orland J. Brenner—Medford
 Wallace Crawford—Hillsboro
 Cear'd Fixsen—Turner
 Frank M. Gwinn—Portland
 Jack Healy—Moro
 Donald F. Kennedy—Portland
 Edgar Lane—West Linn
 Richard Lang—Silverton
 Bobby Mendenhall—Portland
 C. A. Morrison—Grants Pass
 Virgil Munion—Roseburg
 Eldon R. Sherlock—Milton Freewater
 William H. Soeby—Tillamook
 Jim Suiter—Winston
 Lynn Walters—Clackamas
 Forrest Witthar—Portland
 He'en Wood—Roseburg

PENNSYLVANIA

Affiliated Auctioneers—Philadelphia
 Sanford Alderfer—Harleysville
 Mrs. Tom Berry—West Newton
 Sandy Billstein—Philadelphia
 Frank Black, Jr.—Carlisle
 Harry Boring—New Florence
 Dale Cunningham—Elwood City
 John A. Davidson—Norristown
 Dan L. Fiely—New Carlisle
 H. L. Frye—Pleasant Unity
 Clay Hess—Collegeville
 Ralph W. Horst—Marion
 Leo Jesion—McKeesport
 John Magil—West Newton
 Glenn Moyer—Allentown
 Richard J. Moyer—Spring City
 George Paich—Irwin
 Raymond Patterson—Eighty Four
 A. J. Plone—Philadelphia
 Michael Quinn—Washington
 Larry Reed—DuBois
 Alfred Traiman, President, Louis Trai-
 man Auction Co.—Philadelphia
 Wylie Rittenhouse—Uniontown
 Walter F. Viismeier—Montgomeryville

RHODE ISLAND

Jos. W. Champagne, Jr.—Coventry
 Arthur Hopkins—Providence
 Ernest O. Maine—Hopkinton
 Max Pollack—Providence

SOUTH CAROLINA

Jimmy Blocker—Waterboro
 Berry Brooks—Ft. Mills
 Ralph D. Brooks—Ft. Mill
 L. J. Calder—Charleston
 Hilton Dodgen—Greenwood
 William Gray—Orangeburg
 Andrew Fontana—Society Hill
 Lester T. Hite Jr.—Leesville
 C. Don Hyleman—Spartanburg
 Steve Ivey—Lakeview
 James R. Jayroe—Mullins
 John Longan—Allendale
 Otis C. Magaha—Anderson
 Wilbur McLamb—Little River
 Larry Meares—Pelzer
 Lloyd Meekins—Dillon
 Lloyd Meekins, Jr.—Dillon
 Harry E. Miller—Ward
 Archie Moody—Darlington
 Fred Mullis—Lancaster
 Stanley R. O'Neal, Sr.—Hartsville
 Richard Patterson—Lancaster
 George P. Pechilis—Columbia
 J. L. Pinckney—Orangeburg
 Jerry Sanders—Gaffney
 W. C. Smith, Jr.—Columbia
 Donald Therrell—Darlington
 William D. Tinsley—Easley
 Don Weatherford—Darlington
 Al A. Willette—Little River
 Don Wise—Florence
 Wm. Yonce—Florence

SOUTH DAKOTA

James Dunlap—Colman
 Jim Farrell—Milbank
 Charles Fisher—Long Lake
 Wild Bill Hickok—Hot Springs
 Truman P. Kongsli—Herreid
 Wes Mader—Sturgis
 S. G. Meyer—Mobridge
 Jim Payne—Yankton
 C. V. Penfield—Lemmon
 Earl Penfield—Lemmon

Vernell Qualm—Platte

TENNESSEE

Rubert Ainley—South Fulton

Aubrey Appling—Memphis

Richard W. Bethea—Chattanooga

M. C. Bowers—Elizabethton

Brooks Realty & Auction—Nashville

Bob Byrum—Hixson

Willie Coe—Livingston

Claude H. Coleman—Madison

Everett Auction Company—Maryville

Wilton K. Giliam—Alexandria

Will Ed Green Jr.—Lewisburg

Larry Haas—Nashville

Billy Hobbs—Lebanon

J. Robert Hood—Lawrenceburg

Jacob L. McClary III—Cleveland

L. Paul Monks—Fayetteville

Frank Stalcup—Franklin

Donald J. Smith—Sparta

Noel Spears, Jr.—Lafayette

A. Virgil Wilder—Knoxville

Norman Wilder—Morristown

Max Wilson—Kingsport

TEXAS

Adams & Adams Auction Service—
Corpus Christi

Albert Bass Jr.—Bryan

Bert Bertrand—Orange

Stafford Bertrand—Orange

Art Binder—Houston

Roy E. Briggs—Austin

Walter S. Britten—Bryan

Dub Bryant—Big Springs

Arthur Bunnell—Marble Falls

Phil Bunnell—Marble Falls

Roy Cagle—Tyler

Jim Davis—Richardson

Jimmy Davis—Odessa

Jack Dulin—Hale Center

Sam Edlin—Kingsville

Maurice Elsberry—Houston

Jack Faulks—Lubbock

Bob Fletcher—Brownwood

Robert Fletcher—Amarillo

Del Friend—Paris

Joseph Gauthier—Georgetown

Bob Goree—Amarillo

Bill Hollis—Houston

Grover Howell—Conroe

B. W. Jett—Ft. Worth

Alan Jones—Grand Prairie

D. A. Jones—Grand Prairie

James O. Lawlis—Houston

Jerry McClellan—La Porte

Theresa McCracken—Houston

William P. McCracken—Houston

Doyle McCurry—Lubbock

Don McNally—Mesquite

Homer O'Haver—Beaumont

Jack V. Ogle—Greenville

Jim Parks—Richardson

J. W. Perdue—Longview

Dorothy Rosebush—Sandia

Ralph Segars—Longview

Jim Short—Dallas

Blaine Smith—Dallas

R. J. Smith—Lone Oak

Sherrell Speer—Wharton

C. Bud Stockton—Georgetown

Tillery Gee, Inc.—Dallas

Jack W. Van Hauen—Keller

S. L. Vaughn—Mesquite

Bill Wade—Dallas

Bill Watson—Kilgore

Norma Weiss—San Angelo

W. J. Wendelin—Henderson

R. C. Wiley—Rockdale

UTAH

John R. Grimsley—Vernal

T. I. Mann—Salt Lake City

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VERMONT

Walter Flatow—Waterbury Center

Terry P. Lawton—Brattleboro

VIRGINIA

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Herbert Bluestone—Hampton

Sim Brewster—Cedar Bluff

Ronald C. Buchanan—Chesapeake

D. E. Bumpass, Jr.—Mineral

Jeff Burton—Bland

William Burton—Bland

Willie T. Catlett—Lynchburg

Paul Carrithers—Newport News

Edmond B. Cherry Jr.—Hampton

George & Martha Daniel—Blackstone

Haywood L. Darnell—Barboursville

Harold Entsminger—Buchanan

Morris F. Fannon—Pennington Gap

David H. Gladstone—Norfolk

Hilton and Smith Auction Service—
Newport

Paul S. Hilton—Newport

Charlie Hope—Arlington

Roger Isaacs—Rustburg

Calvin Jones—Scottsville

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Robert Kinder—Dublin

Vincent J. Kopek—Virginia Beach

Richard Lackey—Hampton

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Clarence L. Marshall—Hillsville

Nichols Auction Co.—Fredericksburg

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Robert Pangle—Woodstock

Jack Peoples—Chesapeake

Bob Pratt—Bealeton

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Maury Riganto—Norfolk

J. E. Sutphin—Newport

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Raymond N. Waldrop—Montpelier

Thad Williams—Wytheville

Calvin Zedd—Virginia Beach

WASHINGTON

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Ken Blankenship—Vancouver

Ray S. Brock—Pasco

Burnham & Burnham—Thornton

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Bud Chapman—Seattle

Bob Etherton—Seattle

Lee E. Garrett—Moses Lake

Al Gay—Seattle

Bill Johnson—Seattle

Bill Jones—Othello

Bob Laggart—Seattle

Arthur A. Lee—Bellevue

Robert F. Losey, Sr.—Renton

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

Earl Witzel—Oak Harbor

Fred F. Wood—Vancouver

WEST VIRGINIA

Roy Clark—Milton

Robert M. Fleming—Charlestown

Cleo L. Johnson—Fairmont

James McCutcheon—Parkersburg

Bill Sheets—Buckhannon

Duward Sprowls—Elm Grove

R. C. "Rick" Woodard—Barboursville

WISCONSIN

Jim Appleman—Cashton

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 Dumman—Algoma

Leonard Dye—Oxford

Jim Esch—Shawano

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 Froom—Three Lakes

Harold Gavin—Baraboo

James Gavin—Reedsburg

Dean George—Evansville

Paul George—Evansville

Fred C. Gerlach—Brookfield

Ray Gevelinger—Dodgeville

William Glass—Racine

Bert Grochowski—Durand

Henry Sonny Gygi—Cornell

Roland G. Hansen Sr.—Larson

Donald J. Hanson—Strum

James Heike—Mondovi

W. C. Heise—Oconto

Neil C. Hilgenberg—Shawano

Jack Hines—Ellsworth

Chester Hollenbeck—Rhineland

William Horn Jr.—West Bend

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John Johnson—Columbus

Bill Jones—Pickett

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
Frank Van Veghel—De Pere
Victor Voigt—Reedsville
George Wagner—Baraboo
Chan Walker—Manawa
Darrel R. Weber—Milton
Bob Wedel—Columbus
Walter Zeck—Eau Claire

WYOMING

Peter Briscoe—Dayton

Thomas Harrower Jr.—Kemmerer
Hugo Ward—Greybull

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Frank Buuck—Milverton, Ont.
Charles M. Campbell—
Republic of Singapore
John Glass—Sudbury, Ont.
Harold P. Higgins—Quebec
Robert Flora—Bermuda
Reginald W. Foston—Scarborough,
Ontario
Ross H. Kemp—Stratford, Ont.
N. F. Hovmand—Winnepeg, Manitoba
Ralph C. Neeley—London, Ont.
Joe Perlich—Lethbridge, Alta.
John E. C. Russell—Castlegar, B.C.
Frank Stapleton—Newtonville, Ont.
Barrie Wingrave—Millet, Alberta
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Common Sense in the Auction Business

By Leo Jesion
McKeesport, Pennsylvania

Every businessman experiences slumps — slow periods — and the auctioneer is no exception. After a while these periods become fairly predictable; for example, my own regularly fall around February. This probably explains the timing of today's article, which could be called "Constructive Things to Do During Your Slump". Look at the questions

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below and see if you don't come up with a time-filling list:

1. What are some basic improvements your business could really use?
2. Is it time to think about broadening the scope of your business? Narrowing its scope and specializing?
3. Do you need any new equipment? Time to repair or "tune-up" equipment you now have?
4. How are your printed supplies holding out? If low, is it time to think about a new letterhead? Flier design?
5. What are your weaknesses as an auctioneer and how can you improve them?
6. Do you have any irritating habits while on the block? Ask an honest friend to help with this one!
7. Have you evaluated your help lately? Do they understand and are they performing up to your expectations?
8. Would a mailing list be beneficial, or is it time to revise/expand your present list?
9. Are there any auctions scheduled that you'd like to see? Always a good way to learn.
10. Have you read any books lately that would make you more knowledgeable in your own field of sales, or as a businessman in general?

No doubt you can already think of additions or changes pertinent to yourself. Fine. The point of this list was to stimulate your thinking objectively about your business. We all have potential for improvement. Our slump periods present an ideal time to concentrate on achieving some of this potential. Time used wisely during these periods is a smart investment in your business's future.

Hang in there!

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Phil Neuenschwander Wins Indiana Auctioneer Contest

Phil Neuenschwander of Berne, Indiana, won the 1977 Bid Calling Contest during the Indiana Auctioneers Association Convention in January. He competed against the winners from the seven Indiana districts. At the Convention's ban-



PHIL NEUENSCHWANDER at work earning his title as the number one bid caller of Indiana during the Convention banquet.

About the Cover

The 1976 National Auctioneers Week observance met with great success when many state governors issued proclamations in recognition of the auction method of selling and the auctioneers in the respective states. The State Associations spearheaded the efforts to have the proclamations prepared and signed and it is hoped that even more states will observe the 1977 National Auctioneers Week — April 17-23 — by having state governors and city mayors issue proclamations.

Additional recognition can be offered to the event if auctioneers will support the program and ask the editors and publishers of the trade magazines and newspapers, which they receive, to publicize the 1977 National Auctioneers Week. Additional information (a sample proclamation and news release) is included in this issue of THE AUCTIONEER magazine.

quet, the two finalists sold items to those attending and the final decision was determined from a vote of the entire membership.

Phil has been an auctioneer and realtor for 31 years, following his graduation from the Reppert Auction School in Decatur, Indiana. He serves as an instructor there now.

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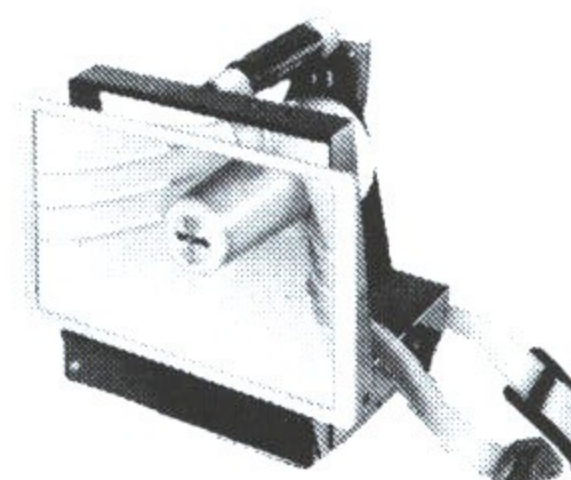
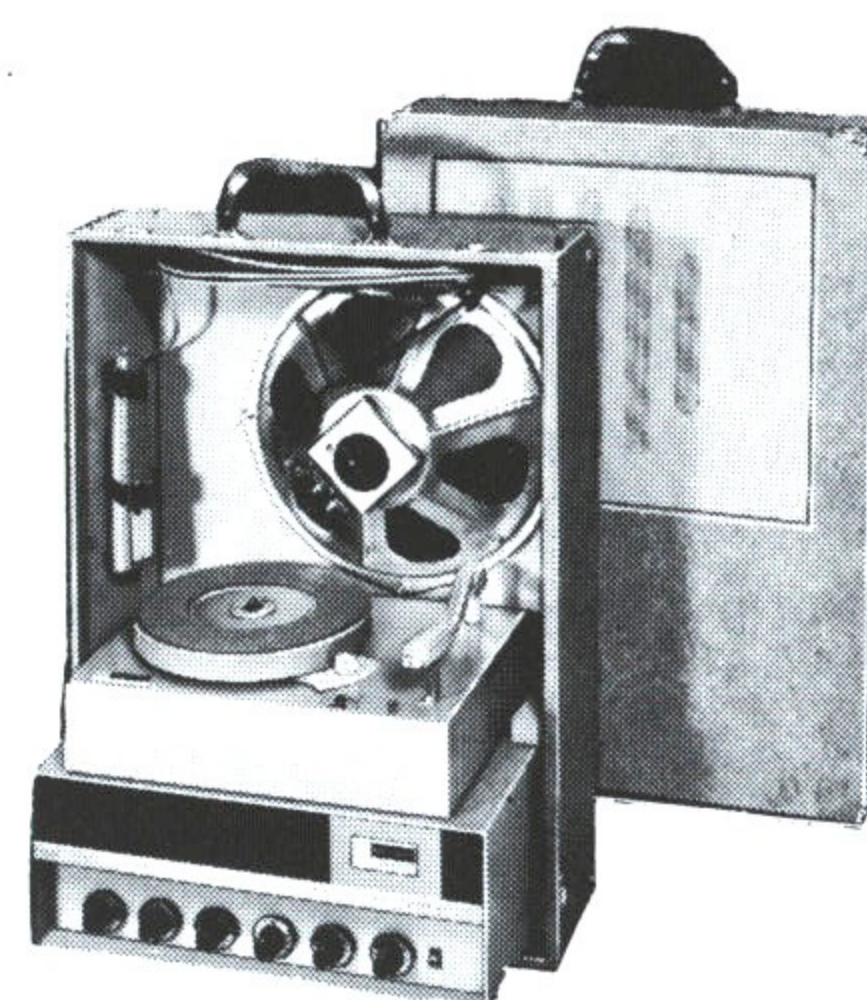
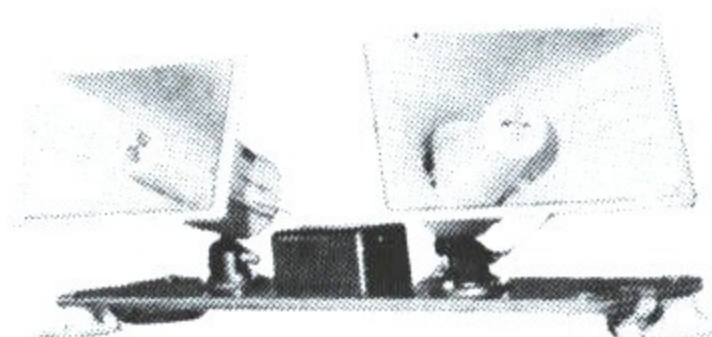
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