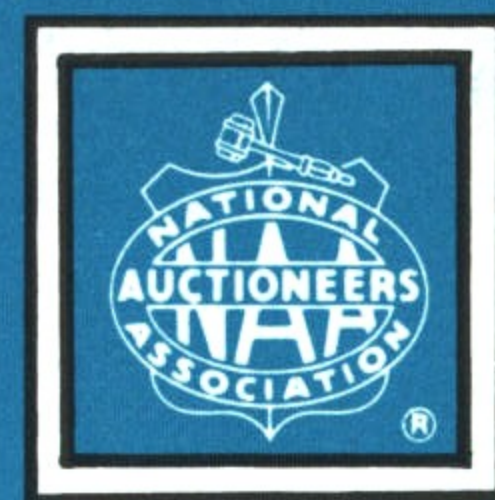


THE AUCTIONEER

The Magazine of the National Auctioneers Association ● January, 1979



The
Perfect Place To Hold



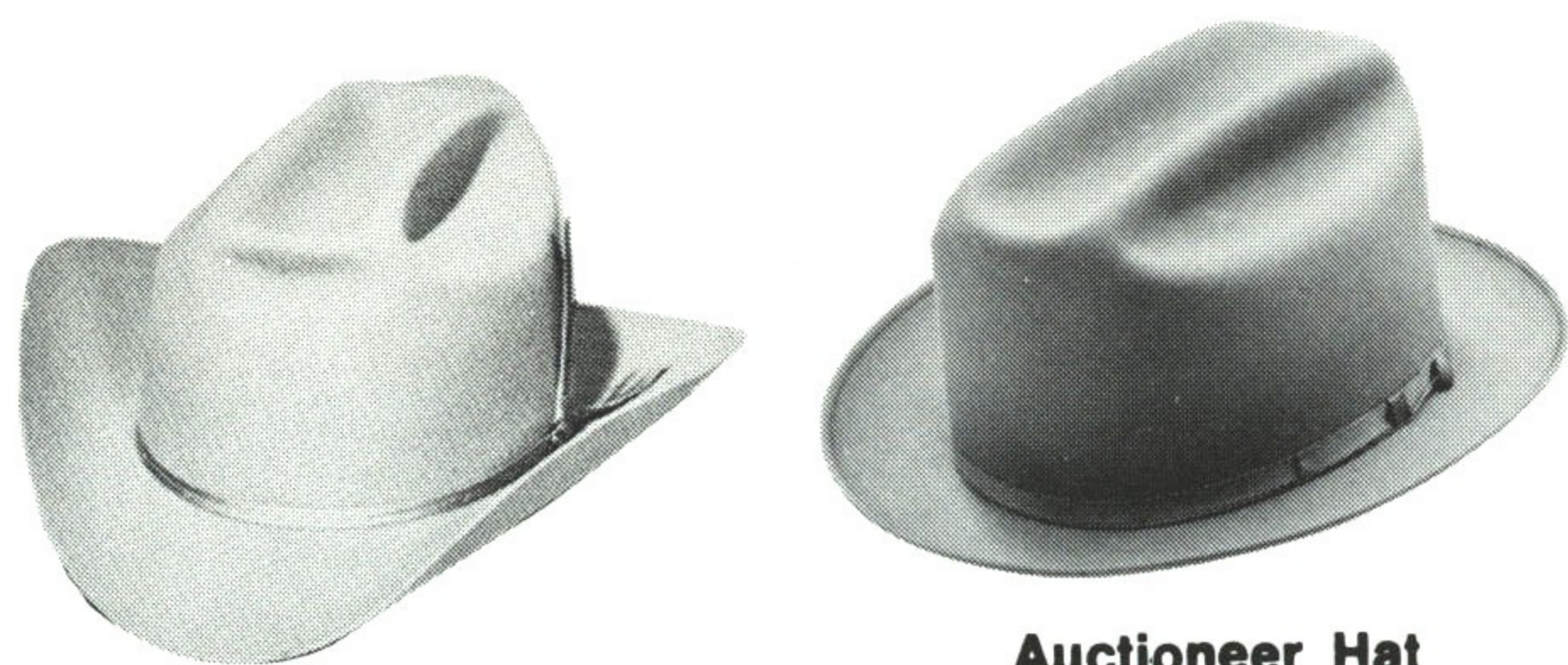
An

Seminar!

OPRYLAND HOTEL



Nashville, Tennessee
February 19-21, 1979



Stetson "Wisp"

Auctioneer Hat

New Hats Well Received in Boston!

The annual convention in Boston is now history. Those not in attendance missed a really spectacular convention. As we told you we tried several new items and found what would sell and what would not. Our regular auctioneer hat line held up good and we sold many of the beautiful Silver Belly Felt hats as pictured above as well as a good supply of our Milan Straws in brim width: 2 1/8", 2 3/8" and 2 5/8".

Our White Panama went over so good that someone stole our sample. It comes with 2 1/2" brim.

What really took the day was the new Stetson "Wisp", pictured above. It is western in style, silver belly in color and is a real nice hat. The Marlboro and Stampede did not go over; therefore we are not adding either of these. The T-shirts were so-so; the beautiful Car Coats, with orlon collars, went over big and we are adding the Putty Colored Car Coat to the line.

The monogrammed jump suits did not do anything;

nor did the over-the-calf sox with the NAA emblem on them. The baseball-type caps did not do anything either.

Our sterling silver gold-plated gavel tie tacs, with man made diamonds, did quite well as did the sterling silver gold plated plain gavel tie tacs. Listed below is now what we have. We are expecting a price increase on all our hats before the first of the year so order yours today!

Felt Silver Belly Hats	\$22.50
White Panama	16.95
Milan Straw (light tan)	14.95
London Fog-type Jackets with NAA Emblem (assorted colors)	21.00
WISP (Western Hat)	37.00
4-Color NAA Emblem	3.00
S. S. Gold Plated Tie Tack with .50 man-made diamond	50.00
S. S. Gold Plated Tie Tack without man-made diamond	30.00
T-shirts with your name & NAA emblem	\$45 Doz.; 2-Doz. minimum
Deer and Pig Skin Gloves	\$16.00 and \$18.00

Plus — 4% Sales Tax

We now have a catalog — will send upon request.

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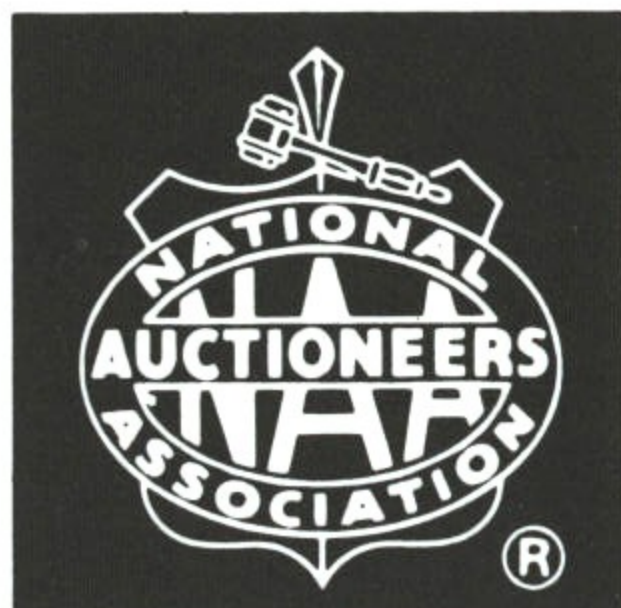
Every Sunday, Auction Mart gives our 2.6 million readers a preview of upcoming auctions. And our readers respond to the sales. That's why auction advertisers from all over the country (and overseas) placed 1,463 ads totaling over 154,200 lines of advertising in the Tribune's Auction Mart in the first seven months of 1978. In fact, of all the auction/bid advertising placed in the two metropolitan dailies, 87.8% ran in the Chicago Tribune

We're also the fourth largest newspaper in the country. Our Sunday circulation is 1,155,572. And 100,078

copies are distributed nationally. If you've got an auction coming up, keep in mind the biggest auction mart in Mid-America: the Chicago Tribune. For more information, call Mary Beth Howard at 312/222-4493 or Charles Shanley at 312/222-4042. Order deadline: Wednesday, 3 P.M.

Source: The Scarborough Report/Chicago 1978, Sunday single issue.
Chicago Newspaper Classified Advertising.
Ads and Lines Report, first seven months, 1978.
ABC Publisher's Statement, Period ending March, 1977.

Turn to the
Chicago Tribune



Auction Interest Continues to Increase; NAA's Programs Trying to Match Growth By Constant Review by Board of Directors

Wherever I go, during my travels as NAA President, I am constantly amazed at and by the continued interest being shown by the public in the auction method of selling real and personal property. The public — both buyers and sellers — have finally learned how important the auctioneers are to the marketing process.

Wherever I go read the local newspapers and always check to see where the auctions are; who the auctioneers are; and if they are members of the National Auctioneers Association. Unfortunately, many times I see NAA members advertise but fail to identify themselves as members of the National Auctioneers Association or their state auctioneers association.

I urge you to use your NAA affiliation to good advantage — people look to the associations for guarantees of good ethical business practices and belonging to your National and state associations assures them that you are interested in ethics and good business practices. The word "association" is synonymous with "progress" to many.

The National Auctioneers Association has become aware of the need to provide services to the auctioneer — the NAA member. The NAA board of directors has become a vital source of the progress in our auction businesses.

The programs being sponsored by our NAA board of today are the continuation of the decisions made by your board in recent years. These decisions have offered NAA members our educational programs (seminars and the CAI sponsorship) and created a demand in our current board of directors to constantly review the programs to increase the services needed by the NAA membership.

Your NAA board of directors is working this year. Immediately following the 1978 Boston convention, the 1979 Denver Convention Committee (Colorado Auctioneers Association) met with me, 1st Vice President Chuck Cumberlin, Executive Director Harvey McCray and NAA Director Rex Newcom to determine the program for the 1979 Convention, which will be held in Denver. Rex and his Kansas Association members have agreed to help Chuck and the Colorado auctioneers in conducting the Fun Auction at the 1979 Convention.

The Denver Convention program is being planned to match the activities of the past, but to improve on some of the scheduling which has created concern by many. Our conventions have become so well attended that it is hard to crowd in all of the activities into the time allocated for the program. The NAA board is working on the problem, however.

The board also has been concerned about some of the other programs, which are in need of attention. Though the word "association" is synonymous with "progress", it also is synonymous with the word "service". Service to the membership is the primary responsibility of the association and the NAA board is aware of that responsibility.

Already, in the fall, two committees have met in Lincoln to review our programs and legal documents to see if improvements can be made and/or if we can be satisfied with our organization as it currently exists.

As an example of the board's dedication, a committee was formed and approved by the board to determine if there is a need to add another staff member to our National Office who will serve in the capacity as a Director of Association Services. The committee, including Executive Director Harvey McCray; 1st Vice President Chuck Cumberlin; Director (and past president) Terry Dunning and Director Rex Newcom, met to determine if the new employee is needed. The method used to determine the need was to write a Job Description for the position and compare it with the services currently being offered by the NAA Office and Executive Director McCray and his current staff.

The NAA board of directors will either accept or reject the committee's recommendations at the January 31-February 1, 1979, meeting. The review will help the board determine which services are now being offered and how they currently are being administered.

Following the meeting of the Job Description Committee, NAA Treasurer Dean Fleming joined the committee to become the By-Laws Review and Study Committee, which was formed to determine if the current NAA By Laws provides the necessary pro-

Continued on page 5

THE AUCTIONEER

JANUARY, 1979

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

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

Editorial and Advertising copy must be received in the NAA Office on or before the 10th day of the month preceding date of issue. New Advertisers must submit payment in advance (with copy) before advertising can be accepted (see rate schedule below).

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

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

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

Advertising Rate Schedule — THE AUCTIONEER MAGAZINE

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

	One (1) Time	Six (6) Times	Eleven (11) Times
Full Page	\$125.00	\$120.00	\$115.00
Half Page	62.50	60.00	57.50
Quarter Page	31.25	30.00	28.75

Column Inch: \$7.00 per column inch — column is 21 picas wide (3½ inches).
 - (a) **Color Rates:** Two colors (black and issue color) are available only upon consultation with editor. Cover pages also available only after consultation with editor if and when cover (outside back and inside front and back) pages are available. Add 25 % to above rates if second color authorized by editor.
 - (b) **Short Rate and Rebate:** Rates are based on the number of insertions in a 11-month period. Short rates will be charged if a contract is terminated prematurely.
 - (c) **Rate Change:** The editor reserves the right to revise all rates quoted herein upon sixty (60) days written notice to holders of contracts. If a rate revision is made and not accepted by the advertiser, the advertiser may cancel his contract.
 - NEW ADVERTISERS: Submit payment in advance (with copy) before advertising will be accepted.
 3. **AGENCY COMMISSION:** Agencies must add amount of commission to stated rates above and collect from advertiser.
 4. **COPY AND CONTRACT REGULATIONS:** The editor reserves the right to reject any advertisement. No cancellations accepted after closing date (see item 6.). If advertising is discontinued before completion of contract, short rates for space will apply.
 5. **MECHANICAL REQUIREMENTS:** Printed offset. Trim size: 8½ by 11 inches. Number of columns: two (21 picas wide columns). Binding method: saddle stitched. Colors available: black on white and upon consultation with editor, second, or issue color.
Dimensions for ad space: Full page — 7¼ by 9½ inches: Half page — 7¼ by 4½ inches; Quarter page — 3½ by 4½ inches or 7¼ by 2¼ inches.
 6. **ISSUE AND CLOSING DATES:** Published monthly with the exception that an August issue is not published (11 issues annually). Issued on the first of the publication month. Deadline for ad copy is the 10th of the month preceding publication date.
- Submit all advertising to: The National Auctioneers Association, 135 Lakewood Drive, Lincoln, NE 68510. Phone: 402 489-9356.

NAA Meetings Schedule

Scheduling has been approved by the NAA board of directors and the following NAA Conventions have been announced by the board for future years.

NAA Convention Sites

- 1979 — Denver Hilton Hotel, July 11-14, Denver, Colorado
1980 — Opryland Hotel, July 30-August 2, Nashville, Tennessee
1981 — Las Vegas Hilton Hotel, July 22-25, Las Vegas, Nevada
1982 — Hilton Hotel, July 28-31, Atlanta, Georgia

1979 NAA Seminars

- January 29-30-31 — Flamingo Hilton, Las Vegas, Nevada
February 19-20-21 — Opryland Hotel, Nashville, Tennessee

National Auctioneers Association

1978-79 Officers

- President — Harvey C. Lambright, 112 N. Detroit Street, LaGrange, Indiana 46761. Bus. Phone: 219 463-2012
1st Vice President — Charles E. "Chuck" Cumberlin, P.O. Box 248, Brush, Colorado 80723. Bus. Phone: 303 842-2822
2nd Vice President — Archie D. Moody, P.O. Box 795, Darlington, South Carolina 29532. Bus. Phone: 803 393-0431
Executive Director — Harvey L. McCray, 135 Lakewood Drive, Lincoln, Nebraska 68510. Bus. Phone: 402 489-9356
Treasurer — Dean W. Fleming, Atkinson, Nebraska 68713. Bus. Phone: 402 925-2801

Directors

Terms Expiring 1981

- Martin E. Higgenbotham, 1702 Edgewood Drive, Lakeland, Florida 33803. Bus. Phone: 813 688-6094
Frank E. Bass, 501 1st Avenue South, Lewistown, Montana 59457. Bus. Phone: 406 538-8709
James W. Heike, 104 W. Main St., Mondovi, Wisconsin 54755. Bus. Phone: 715 926-5340
H. Layton Laws, Jr., P.O. Box 675, Manassas, Virginia 22110. Bus. Phone: 703 361-3148
Robert E. Musser, RFD 1 Box 1900, Cody, Wyoming 82414. Bus. Phone: 307 587-2131

Terms Expiring 1980

- Lyle H. Erickson, Box 239, Cresco, Iowa 52136. Bus. Phone: 319 547-3700
Herbert A. Bambeck, Route 1, Box 392, Dover, Ohio 44622. Bus. Phone: 216 343-1437
William L. Gaule, 909 W. Walnut, Chatham, Illinois 62629. Bus. Phone: 217 483-2484
Rex B. Newcom, Box 458, Whitewater, Kansas 67154. Bus. Phone: 316 799-2278
William J. "Bill" Wade, Route 2, Box 302, McKinney, Texas 75069. Bus. Phone: 214 424-2602

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- C. P. "Terry" Dunning, P.O. Box 866, Elgin, Illinois 60120. Bus. Phone: 312 741-3483
Wayne Ediger, 131 Hillcrest Dr., Belle Plaine, Minnesota 56011. Bus. Phone: 612 873-2292
William J. Josko, 3482 Post Road, Southport, Connecticut 06490. Bus. Phone: 203 255-1441
Forrest A. Mendenhall, Route 5, High Point, North Carolina 27263. Bus. Phone: 919 887-1165
Hubert D. Songer, 1602 Jones Blvd., Murfreesboro, Tennessee 37130. Bus. Phone: 615 896-4067

Auction Interest Increases

Continued from page 3

visions to meet the current-day needs. The committee met with Lincoln attorney Tom Fitchett and the complete By Laws were studied to determine if improvements are needed and if our legal document is descriptive enough to provide the programs and services now being sponsored by the NAA.

Again, the keyword to the two committees' work is "service" and it is hoped that the progress of the two committees matches the demands for additional service for the membership. Again, the board of directors will either accept or reject the committee's recommendations at the January meeting.

NAA officers and directors also have attended several state associations' conventions, since the Boston Convention. It is hoped that one representative of the NAA — either an officer or director, who is the choice of the state association — can attend the state association conventions to offer an update on the NAA's programs and to also provide some help in the officer's or director's auction specialization.

Many times NAA representatives are called on, during their convention appearances, to provide a seminar, workshop or presentation, which will help auctioneers in their field to better themselves.

Education is a vital instrument in the progress of the auction business and the NAA's membership have been the source of many, good educational programs. The best auctioneers in the world are members of the NAA and their expertise is valuable to the membership's growth.

The NAA is having a good year! But, one year's progress depends on, and is due to, the success the state associations are having in their programs. I compare our relationship (NAA with state associations) with a well-known commercial slogan, "Partners in Progress".

I like to consider the NAA and state associations as "Partners in Progress". Without the cooperation of either, our progress is endangered.

The Lambrights are enjoying the year, in which I am serving as NAA President. I have attended many out-of-state meetings and have been privileged to see many auctioneers at work. At these meetings, it is great to see the many different styles, different approaches to the same problems, and the different methods, which have caused me to reconsider how I am conducting my auctions.

I am always open to new ideas and my travels have offered me the opportunity to learn from the best!

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CONVENTION DATES

January 8, 1979 — Georgia Auctioneers Association.

January 18-19, 1979 — Michigan Auctioneers Association, Lansing.

January 20-22, 1979 — Minnesota Auctioneers Association, Holiday Inn North, Maplewood.

January 20-22, 1979 — Ohio Auctioneers Association, Winter Meeting, Marriott Inn, 2124 S. Hamilton Rd. @ I-70, Columbus.

January 26-27, 1979 — Pennsylvania Auctioneers Association, Inc., Host Inn, Harrisburg.

January 29-31 — National Auctioneers Association Seminar, Flamingo Hilton, Las Vegas, Nevada.

February 19-21 — National Auctioneers Association Seminar, Opryland Hotel, Nashville, Tennessee.

March 2-3, 1979 — Montana Auctioneers Association, Yogo Inn, Lewistown.

March 24-25, 1979 — Kansas Auctioneers Association, Downtown Ramada Inn, Topeka.

March 29-30, 1979 — Illinois Auctioneers Association, Spring Convention, Rochelle.

April 1-6 — Certified Auctioneers Institute, Indiana Memorial Union, Bloomington, Indiana.

April 8-9, 1979 — Kentucky Auctioneers Association, Owensboro.

April 20-21, 1979 — Arkansas Auctioneers Association, Spring Convention, Batesville.

June 7-8, 1979 — Wisconsin Auctioneers Association, Inc., Holiday Inn, Rhinelander.

June 10-11 — Tennessee Auctioneers Association, Ramada Inn, Jackson.

JULY 11-14, 1979 — NATIONAL AUCTIONEERS ASSOCIATION, DENVER HILTON HOTEL, DENVER, COLORADO.

November 4-5, 1979 — New York State Auctioneers Association, Holiday Inn, Saratoga.

New Jersey State Society of Auctioneers meets bi-monthly all year — February, April, June, August, October and December.

My wife, Pat, has been with me during most of my travels and she too has been aware of the different styles and methods and together we can share these ideas in our business.

Pat, as are my daughters, is a vital part of the Lambrights' auction business and being NAA president has helped us immensely.

But we also have seen the fellowship and friendship, which is an important part of the meetings, gatherings and conventions of auctioneers. When we share together, we care together and this is important to the good image all of us are trying to provide for the auction profession.

On behalf of the Lambrights — my wife, Pat, and our daughters, Deb, Denise and Dotie — I wish you the Blessings of the Holiday Season and Many Successes of the New Year for You and the Auction Profession.

**Harvey C. Lambright, President
National Auctioneers Association
LaGrange, Indiana**

Improper Use of Emblem Hurts Association's Image




The By-Laws of the National Auctioneers Association states that membership in the Association is by individual auctioneers only and the emblem is to be used to promote membership by only those individuals who belong. The By-Laws provision also may be interpreted to mean that auction firms should not use the emblem with the firm, but with the members' names only.

This interpretation has not been upheld, however, and the NAA board of directors has not been too concerned when a member's firm displays the NAA emblem on sale advertisements, letterheads, business cards and promotional material. But the member should be concerned how the emblem is displayed so that the image of the Association is one of dignity and value.

NAA members are proud of their association with the finest auctioneers in the business today and to degrade the membership opportunities by improper use of the NAA emblem does not help promote the auction method of selling real and personal property in a dignified manner.

A reproduction sheet of the correct NAA emblems is being added to the new members' materials when he is accepted into membership. The member then can use the reproductions — several are in-



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Pay low prices at Europe's largest wholesale source of antiques. Buy F.O.B. England or Antwerp, Belgium with similar services available from other countries, or we'll select, ship and pay all charges and finance to your door. \$150 to \$300 full price for packing and paperwork on 20 and 40 ft. containers. Supplying U.S. and Canadian East and West Coast wholesalers. Write or call collect to Lynn Walters. Annual volume over \$1,000,000.

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cluded on each sheet and in many different sizes and styles — to promote his membership on advertisements and brochures.

But, the reproductions should be clear and easily recognizable. And, on all future reproductions, the ® should appear at the lower right hand corner to signify that the emblem is registered and accepted by the United States Patent and Trademark Office.

The registration mark also means that *the use of the NAA emblem is controlled by the board of directors of the National Auctioneers Association*. Any violation of the proper use of the NAA emblem should be submitted to the NAA Office so that the violator can be contacted and asked to cease and desist in his or her use of the emblem.

Many NAA members display the emblem on their companies' informational materials. Even though individual representation is desired by the board of directors, firms may display the emblem as long as the firm and the auctioneers representing the firm complies with the NAA Code of Ethics. This procedure will continue until such time when the NAA emblem is degraded and that control of proper use cannot be maintained.

The NAA board of directors also requests and suggests that in all promotional material, the member use the following procedure to signify membership in the NAA:

Harvey C. Lambright, Member
National Auctioneers Association

OR

Harvey C. Lambright, Member



OR

Harvey C. Lambright



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auctioneer
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52 BASIC AUCTION CHANTS



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"Very good" (underlined)—Ex. Sec. Reppert School of Auctioneering, Decatur, Indiana.

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

"May I personally congratulate you on the fine collection you have compiled." — Pres. Wisconsin Auction School, Wisconsin Dells, Wisconsin.

Included at no extra charge a 12-page booklet (copyright 1976) entitled "AUCTION CHANTS", 52 basic chants. Improve your present chant or develop a new one. The price of the booklet, if ordered separately, is \$5.00. BID GETTERS sells at \$10.00 postpaid, check, money order or C.O.D. Order from Earl.

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



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Hotel Reservation Form — NAA Las Vegas Seminars January 28-29-30-31, 1979 — Flamingo Hilton Hotel

Please reserve the following accommodations at the Flamingo Hilton Hotel for the 1979 Las Vegas NAA Seminars:

Arrival on _____

day date time

Departure on _____
day date

Enclosed is my deposit in the amount of \$36 (one night's deposit) to guarantee reservation of the following:

Single Room @ \$36 per room per night;

Double or Twin Room @ \$36 per room per night.

Name _____

Address _____

City _____ State _____ Zip _____

Send this fully completed form to: *Reservations Department, Flamingo Hilton Hotel, 3555 Las Vegas Blvd. South, Las Vegas, NV 89109*

NOTE: One night's room rate deposit required before accommodations confirmed.

Register now for the 1979 Seminars — use the registration form on the following page. Complete the form and send the registration fees to the National Auctioneers Association. Reserve your hotel room now also for the Seminars you are registering for. Registrants must submit their own hotel reservation form. Hotel space will be limited if your reservation is not received 30 or more days in advance of the Seminars.

Hotel Reservation Form — NAA Nashville Seminars February 18-19-20-21, 1979 — Opryland Hotel

Please reserve the following accommodations at the Opryland Hotel for the 1979 NAA Nashville Seminars:

Arrival on _____

day date time

Departure on _____
day date

Single Room @ \$32 per room per night;

Double or Twin Room @ \$38 per room per night.

Name _____

Address _____

City _____ State _____ Zip _____

Send this completed form to: *Reservations, Opryland Hotel, 2800 Opryland Drive, Nashville, TN 37214.*

*** 1979 NAA SEMINARS REGISTRATION FORM ***

Please register me for the following 1979 NAA Seminars (check appropriate line):

Las Vegas, Nevada — January 29-30-31, 1979 — Flamingo Hilton Hotel

Nashville, Tennessee — February 19-20-21, 1979 — Opryland Hotel

SUBJECTS (both Seminars — Seminars begin 9:00 a.m. on Monday, Tuesday and Wednesday in each city): **MONDAY** — Real Estate (morning and afternoon); Bid Calling /Voice Analysis (evening); **TUESDAY** — Farm Equipment & Livestock (morning and afternoon); Advertising (late afternoon); Bid Calling/Voice Analysis (evening); **WEDNESDAY** — Antiques/Collectibles (Seminars end at approximately 5:00 p.m. Wednesday — no evening session on Wednesday).

INFORMATION ABOUT 1979 SEMINARS HOTEL RESERVATIONS: Seminars Registrants must make their own hotel reservations for the two 1979 Seminars. Hotel Reservation Forms for both the Las Vegas (January) and Nashville (February) Seminars will be published in subsequent issues of THE AUCTIONEER magazine. *Hotel Reservations must be made at least one month in advance of the Seminars to be assured of room accommodations.*

1979 REGISTRATION FEES INFORMATION. Three-day fees = \$150 per NAA Member; Half price (\$75) for NAA Member's spouse or family member attending Seminar with NAA member; Daily fee = \$60 per NAA Member per Day; Half price = \$30 for NAA Member's spouse or family member attending Seminar with NAA Member.

I HAVE MARKED THE FOLLOWING TO INDICATE MY 1979 NAA SEMINARS REGISTRATION:

_____ \$150 Three-day Las Vegas Seminar Registration
_____ \$ 75 Spouse's Three-day Las Vegas Seminar Registration
_____ \$ 60 Monday ONLY Seminar, Las Vegas
_____ \$ 30 Spouse's Monday ONLY Seminar, Las Vegas
_____ \$ 60 Tuesday ONLY Seminar, Las Vegas
_____ \$ 30 Spouse's Tuesday ONLY Seminar, Las Vegas
_____ \$ 60 Wednesday ONLY Seminar, Las Vegas
_____ \$ 30 Spouse's Wednesday ONLY Seminar, Las Vegas

\$ _____ **TOTAL LAS VEGAS FEES**

_____ \$150 Three-day Nashville Seminar Registration
_____ \$ 75 Spouse's Three-day Nashville Seminar Registration
_____ \$ 60 Monday ONLY Seminar, Nashville
_____ \$ 30 Spouse's Monday ONLY Seminar, Nashville
_____ \$ 60 Tuesday ONLY Seminar, Nashville
_____ \$ 30 Spouse's Tuesday ONLY Seminar, Nashville
_____ \$ 60 Wednesday ONLY, Seminar, Nashville
_____ \$ 30 Spouse's Wednesday ONLY Seminar, Nashville

\$ _____ **TOTAL NASHVILLE FEES**

Enclosed is my check in the amount of \$ _____, made payable to the National Auctioneers Association, for my 1979 NAA Seminars Registration.

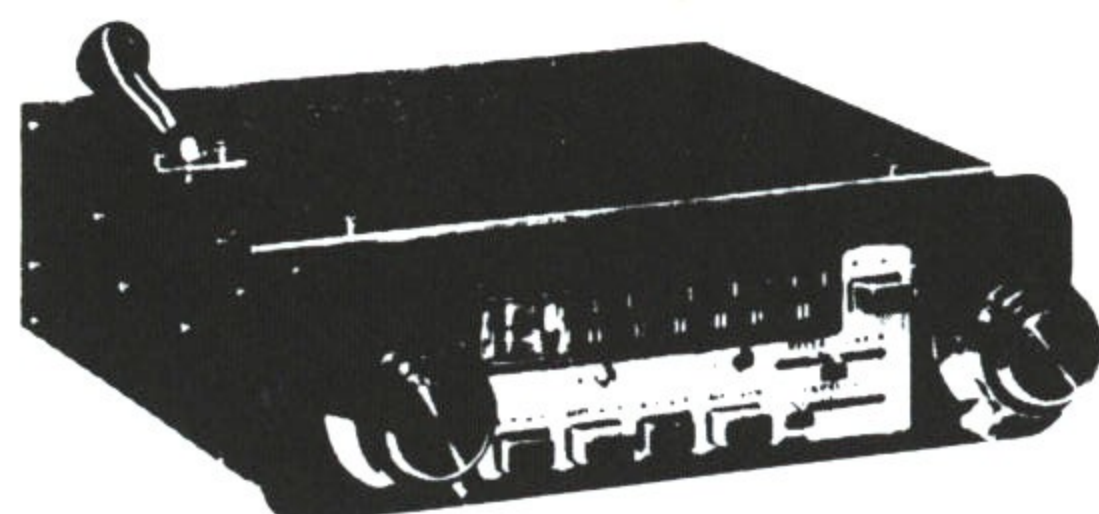
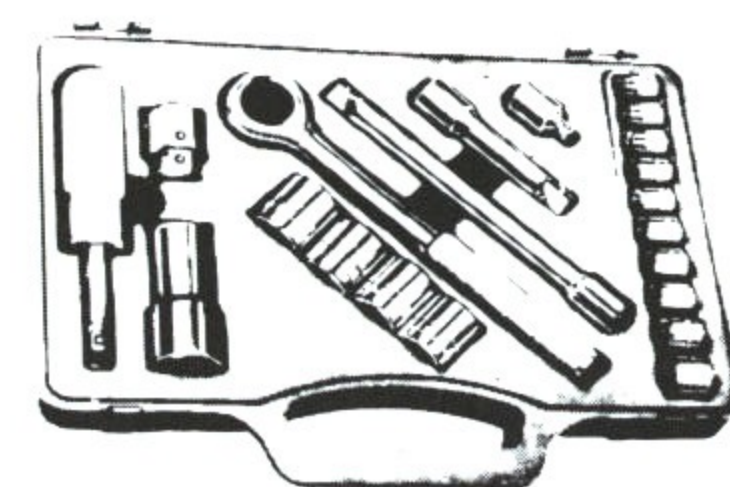
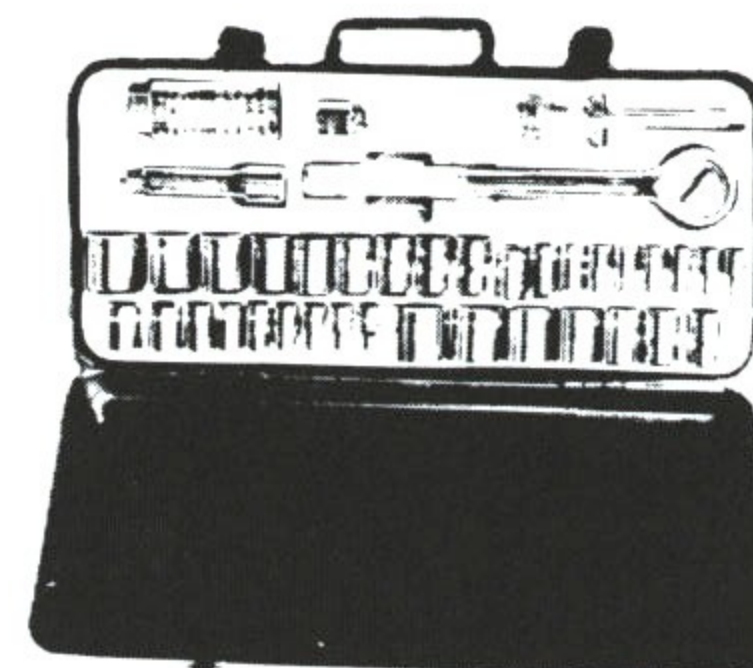
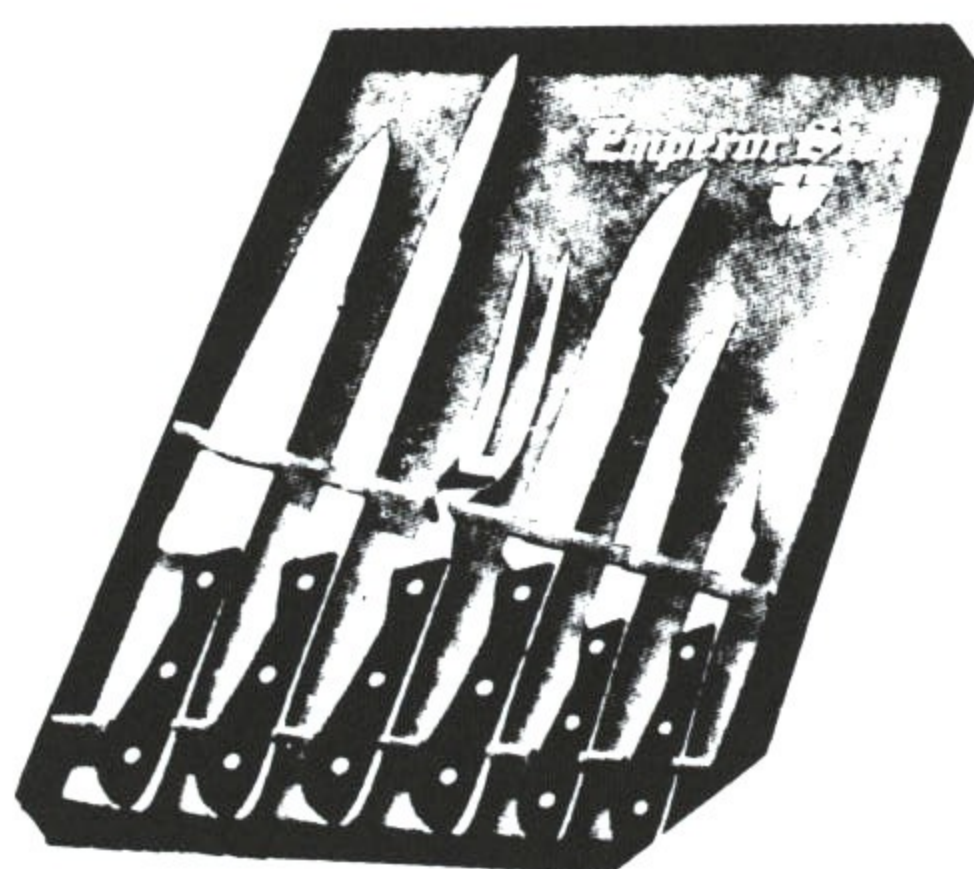
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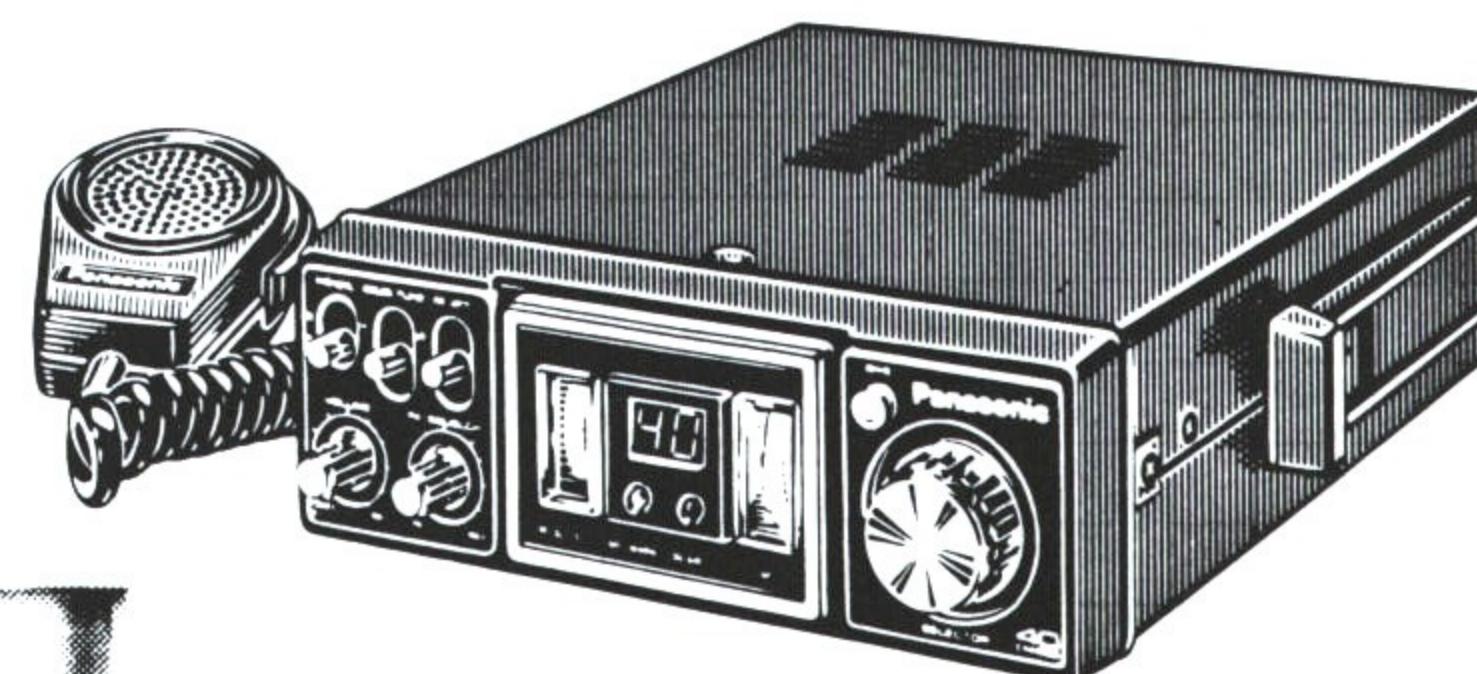
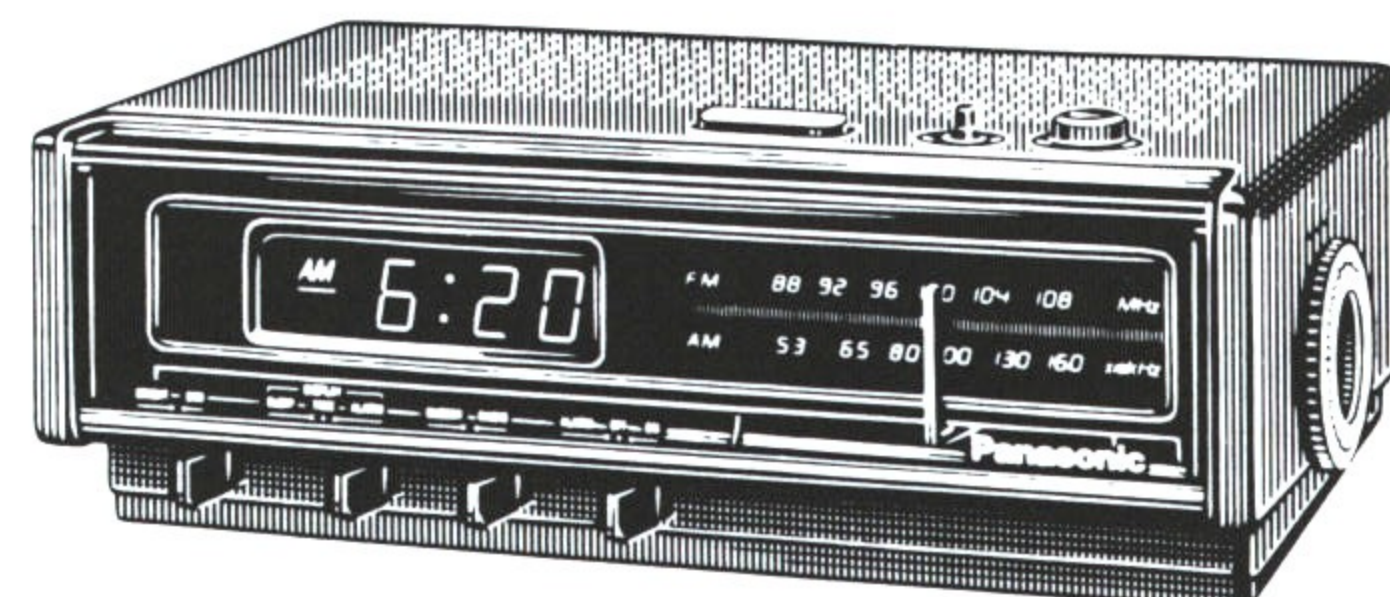
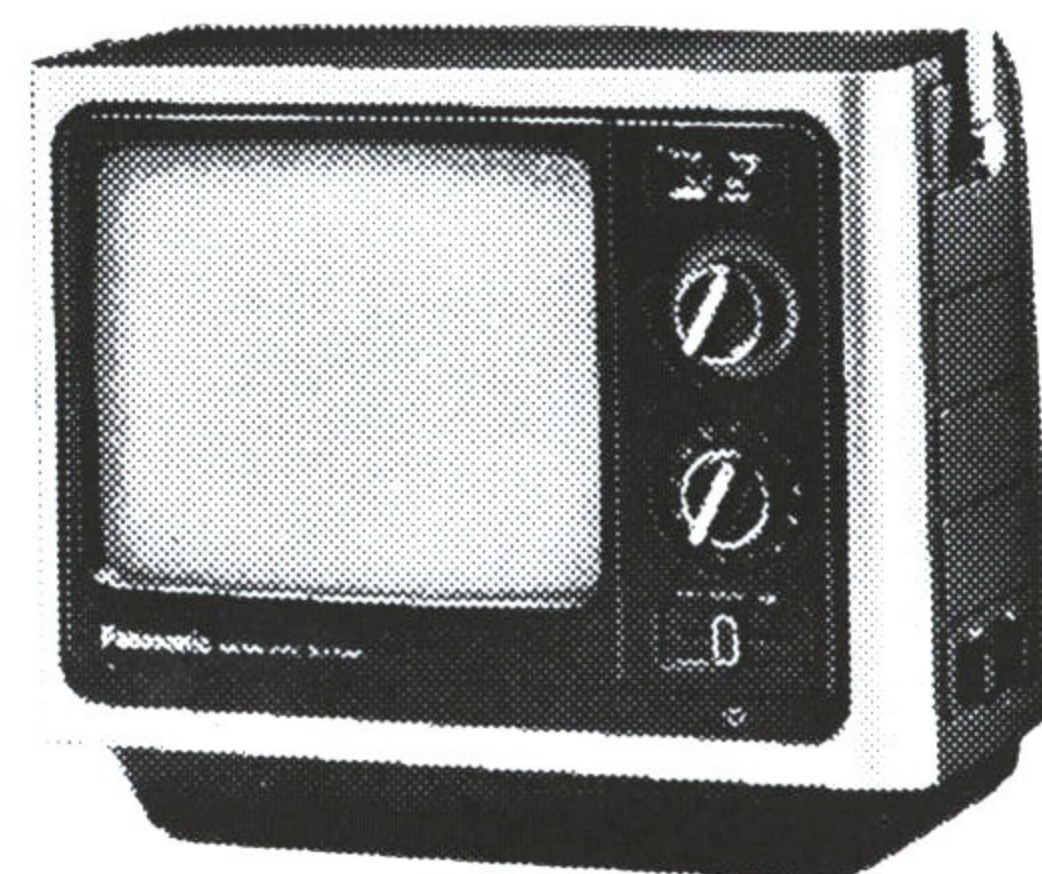


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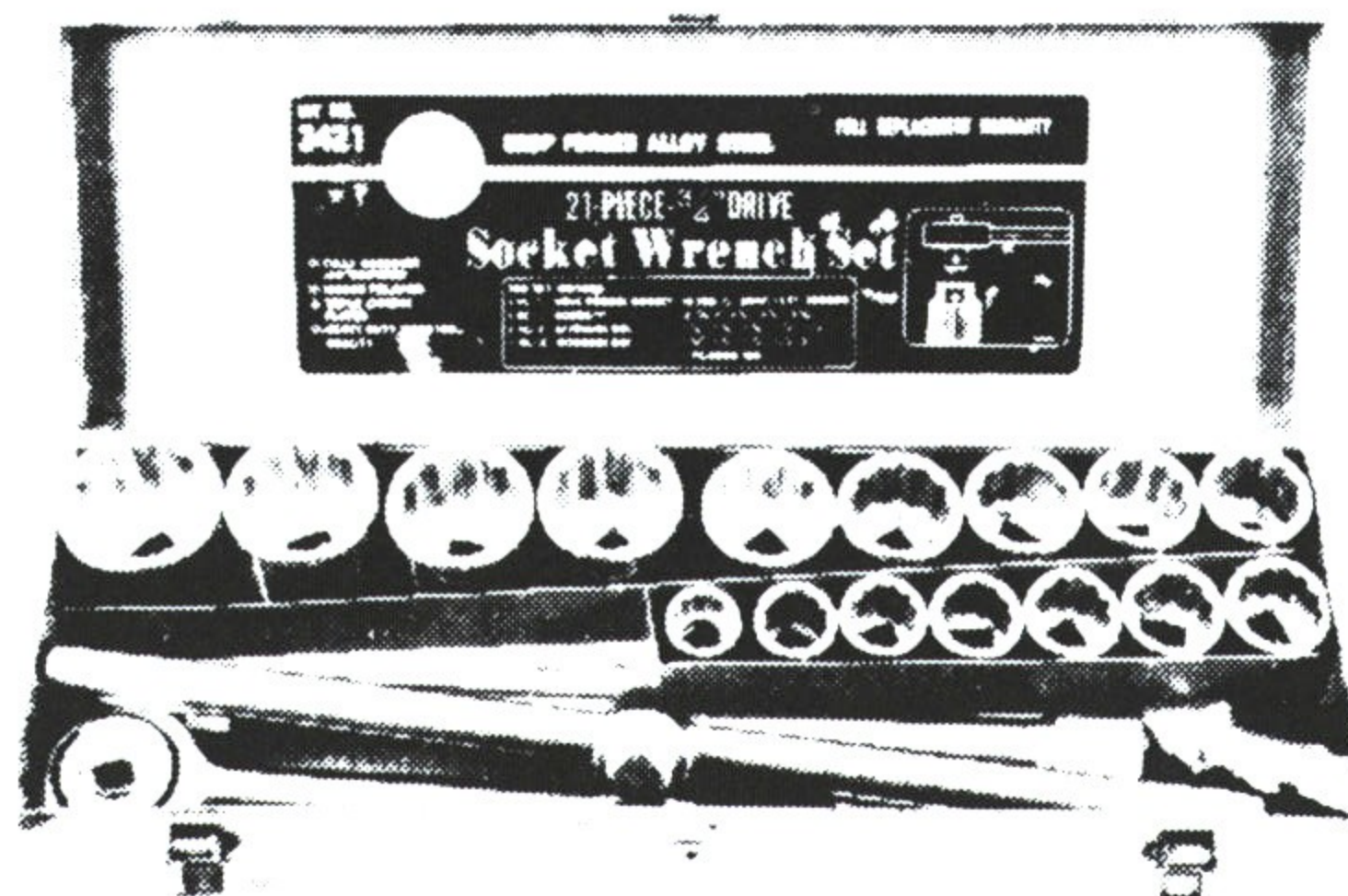


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By Robert E. "Bob" Musser, Director
National Auctioneers Association
Cody, Wyoming

As a small boy growing up on a farm in Montana, I was always intrigued by the "Action of the Auction". I often played hookey from school and rode my old grey mare to a farm auction being held in the area; would watch and listen to the old time auctioneer as he sold the household effects, machinery, livestock (teams of horses, cattle, sheep, hogs, and fowl) and other items to those attending. Like myself, many times he too arrived on his saddle horse, or with a team and spring wagon or sleigh, later on in a Model A Ford.

I loved to stand right up front and watch him as he coaxed one bid, then another from the farmers in the crowd. He had a twinkle in his eye and obviously enjoyed what he was doing. I am sure he was the product of the school of hard knocks and trial and error.

However, he got the job done to the satisfaction of the seller, like a lot of the old time auctioneers, from the same school. Somewhere along the line, some one recognized the need for a school to train auctioneers. Today there are several fine schools which are doing a good job of this.

It took me eight years after my first inquiry to an auction school, to scrape up the tuition and then the nerve to go. I had sat on my old John Deere "A" tractor many a day in the field and sold the neighbors cattle, the fence posts and telephone poles, and developed what I thought was a pretty good auction chant. I had finally decided to just advertise myself as an auctioneer and hope for the best.

Fortunately, at the urging of my wife, Lillian, I went to the 1956 winter term of the Western College of Auctioneering. I am sure that the education and professional training I received from my instructors at that time was a great help in getting me started on the right foot. With auction school under my belt, a lot more practice on that old tractor seat, the support and patience of my wife and family, and the trust and confidence of a few sellers, I was finally launched in the auction profession. I also joined the National Auctioneers Association.

It was with some apprehension that Lillian and I loaded up our family and took in the 1959 NAA Convention in Denver, Colorado. We were soon to realize that this would be a very enjoyable family affair and truly a learning experience due to the fine informational programs provided by the best auctioneers in the land. We have really appreciated the fact, that

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unlike a lot of other conventions, the NAA Convention is not a big party or just an excuse to get away from home, but a good family outing, a place to make new friends, and to learn how to serve the public better.

It has been our privilege to attend many NAA Conventions since and they have all been a real inspiration and shot in the arm for us.

In addition to the conventions, the Seminar programs, being sponsored by the NAA in different areas of the country, give everyone with the desire, the chance to keep up with new ideas and the changes coming about in the auction profession. If you are not signed up for the Seminar in Las Vegas in January or the one in Nashville in February, perhaps there is still time.

In addition to all of this, because of the forethought, the perseverance and dedication of past presidents, past directors, and other great auctioneers, every qualified member of the NAA now has the privilege of attending The Certified Auctioneers Institute at Indiana University in Bloomington. This great course will allow us to further expand our education in the auction profession and be of better service to our fellow men. The good Lord willing, I will be attending the second year course in April of 1979.

I would like to encourage every member of the NAA to get involved; to seriously consider attending one of the Seminars; to seriously consider starting to work for the CAI designation by signing up for Course I this year; to seriously start planning to attend the NAA Convention in Denver, Colorado in July, 1979.

Just as a successful auction is the result of proper planning and preparation, so is a successful auctioneer. With the great responsibility that rests upon our shoulders as auctioneers every time we get up on the auction block, we certainly owe to the public and ourselves, the time and effort it takes to be properly prepared. The fellowship and friendships made during the process make it all worthwhile.

As I am writing this, I am looking forward to being in Phoenix, Arizona, on December 9th for the official organization of the Arizona State Auctioneers Association.

Let us all work hard for the NAA and thereby for ourselves, remembering that "In Unity There Is Strength". Let's make this the best year for all.

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Association With Auctioneers in National
And State Associations Have Benefited Me;
Get Involved — It Will Be Worth Your Time!

By Frank Bass, Director
National Auctioneers Association
Lewistown, Montana

I hope this finds all of you in the National Auctioneers Association beginning another prosperous and successful auction year. Out west here in Montana we were fortunate in 1978, having a very good auction season.

Both my son, Colin, and I have been mighty busy since the NAA convention in Boston. We had to take my wife, Billie Jo, out of retirement a couple of times this fall to cashier auctions and it is always a pleasure to see her pretty smiling face at the desk again.

I prepared this article for the NAA while winging my way across the great vast state of Montana. My mind wandered a little as I looked across the land from an altitude of about 5,000 feet above sea level at a great, spacious country — the wheat strips and the rolling hills on a beautiful day. I was thinking of the 22 years I have been in the auction business in Montana. It took me back to when I first joined the NAA and I feel that I owe a debt of gratitude to the NAA for my success in the auction profession.

I have a lot of memories of when I first started — a young North Dakota farm boy, brand new in Montana, 26 years old. That was over 20 years ago. When I left auction school and went to Lewistown, Montana, to hang out my shingle as Montana's Flying Auctioneer, I didn't think it was possible that I could ever enjoy the auction business which we are enjoying today.

Perhaps my experience as an auctioneer may encourage the young auctioneers in the nation today who may be reading this article. I never dreamed of holding the office of director of the NAA. It would be an honor for any auctioneer and it's probably the greatest honor ever to be bestowed on me.

I think back over these 20 years. There was a lot of hard work involved, a lot of long, lean days, but, friends, it was worth every bit of it!

Auctioneering is probably one of the most exciting businesses anyone can ever get involved in. When I first went out into the world as an auctioneer, I thought if I could book one auction sale a week, I'd be the luckiest, proudest man in the world. Today it is not unusual for me to book two or three a day. Sometimes my son is across the state, as he was when I wrote this article, in the northern part of Montana booking a sale. I booked one yesterday, two the day before, and I'm on my way to book another one today.

Now you might wonder how I could write an article while I'm banging along at 175 miles an hour at the controls of a Mooney airplane. Well, my friend, Lyle Erickson, of Iowa, can tell you that a little hand

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I think my story is probably a story that you've heard a hundred times from a hundred different auctioneers who have made a success in the auction business. I don't want to toot my own horn about what a successful auctioneer I am, because I'm just getting started. As far as I'm concerned, I've just turned the first ground.

There are many new ideas which we have added to our auction business in the last year since my son, Colin, has become involved in the National Auctioneers Association and the state association. He's vice president of the Montana Auctioneers Association.

Brand new ideas — I think this young blood is fantastic!

But I want to caution some of you young auctioneers about one thing. I have mentioned this many times at various meetings. Don't go home from your auction schools and compete with the old auctioneers and cut prices. That's not the way you get business. You get business by performance. You get business by doing a job, selling them on yourself. But you don't get business by cutting prices. I think any of my competitors will say that's the one thing I've never done. I might sell a sale right down the road from one of my closest friends and competitors, but I'll not cut his price.

I like to look out here today at the beautiful vast countryside with the mountains in the background that Charley Russell used to paint, Square Butte on

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my left, the Little Rockies clear over to the east and the Bearpaws right on my nose. And there's my destination, Big Sandy, and a pickup waiting for me on the airstrip. So I'm going to sign off for a while.

Well, I'm back airborne and homeward bound. We have an auction sale to sell tonight, but before I land on my own little airstrip a few miles out of Lewistown, there's an important point I want to emphasize to all of you all over the nation who are involved in the National Auctioneers Association and particularly any auctioneer not involved in NAA who may be reading this article.

If you're an auctioneer and you aren't involved in the National Auctioneers Association or your state association, you are missing out on something that could prove to be very satisfying, very heartwarming and probably double your business over the years. I can honestly say that I believe my business is what it is today in a large part because of the ideas I have gained from the state and National Auctioneers Associations and my fellow auctioneers. On the other side of the coin, I've shared my ideas with them.

The advertising contest in the National Auctioneers Association is a fantastic program. It teaches young auctioneers some of the old auctioneers' ideas and it teaches some of the old auctioneers some new ideas.

In our business we've built up a tremendous advertising program. Distance, of course, is a big thing in our part of the country. We do a lot of direct mailing because we are so far apart and our sales are located so far part. Over the years, I've improvised a sale bill direct mailer program. I've shared this and other ideas with many other auctioneers. And, other auctioneers in the NAA have shared ideas with me.

For instance, there are methods of selling real estate at public auction. When I first went into the auction business in the 1950's, in our area you never heard of selling real estate at public auction. You might get locked in the bug house if you talked about a real estate auction. Today we hold a half a dozen real estate auctions a year, maybe more.. Of course, we have auctioneer friends back in the midwest whose primary business is real estate auctioneering. Maybe it will be in our part of the country someday. Maybe Colie, some day, will enjoy a tremendous real estate auction business.

These are the things we have to look forward to and this is why I say the auction business in the nation, in Montana and out west is just scratching

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Bus Retmier is a 1951 graduate of the Reppert School of Auctioneering and successfully completed Course I (1977) and Course II (1978) of the NAA-sponsored CAI (Certified Auctioneers Institute) and has sold the above appraisal books to the auction profession for the past 40 years on a money-back guarantee.

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the surface when it comes to being part of the great free enterprise system.

Some of the greatest men I've ever met have been those I've come to know through the National Auctioneers Association. I guess I'm a one-man campaign for the National Auctioneers Association and our state organization. I believe in it wholeheartedly.

But I want more and more people to take this thing more seriously. Watch your state legislation, auctioneers. Don't ever let your guard down. Our Executive Director in the National Association has his eyes and ears open continually for legislation. We're watching for state legislation, which may affect us. We have to prepare ourselves continually. It is wise to keep a few dollars in reserve in the state associations to fight legislation of various different kinds.

So, fellow auctioneers (and families), this business is one of the greatest businesses in the world and the reason it is is because of the great people who are in it. We want to keep it that way — one of the finest professions. We want to get more and more professionalism in auctioneering.

As a strong, two-year man going into his third year in the Certified Auctioneers Educational Institute at Bloomington, Indiana, I believe in continuing education.

And, boy, let me tell you, when you take a Montana farm boy and one out of school over 30 years and put him into a university like the one at Bloomington, it will make you scratch your head. But it is worth every bit of it. I'm looking forward to April, going back for my third and final year.

We're looking forward later to possibly establishing an extended education program to carry this thing on. This is what we in the National Auctioneers Association want to extend to more and more of you auctioneers. We want to provide opportunities for you to attend seminars, like the one we will have in January in Las Vegas and then again in February in Nashville. And, of course, there is our national convention in Denver, Colorado, in July of this year.

I urge you to take advantage of these opportunities to improve yourself professionally and exchange ideas with your fellow auctioneers across the country. Believe me, you will benefit from it, as I have.

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January, 1979, is the month and year in which the annual membership dues of the National Auctioneers Association will be increased \$30 per member per year. But, the increase of \$10 per member per year (from the \$20 dues amount) gives the NAA board of directors the opportunity to provide more and improved services to the membership — those services which are needed to enhance and improve on the image of the auction profession and create more demands for the services of NAA auctioneers.

Auctions and auctioneers are in great demand today. The news media — magazines, newspapers, radio and television — have learned that the auction method of selling real and personal property is of interest to the public. Auctioneers are recognized when they do something good and auctioneers are emphatically recognized when they do something bad!

It is up to the NAA to create and continue to create a good image for its nearly 6,000 members through services, which will be uppermost in the minds of the NAA board of directors. Continuing education through the scheduling of better and more thorough seminars is one goal. The development of an Association Services Department at the NAA Office is being considered by the board of directors, which will offer auctioneers help in all aspects of the auction business.

Another need of the NAA Office is the improvement of the membership records system. The current equipment is the same which has been used when the organization was much smaller. Faster, more efficient equipment will offer the membership better communications from the NAA Office. The magazine mailing procedures needs improving on and the possibility of adding more information to the membership records may be added, if the information will be beneficial to the membership in general.

Already the NAA board of directors is looking for help in the insurance programs of auctioneers by having several insurance specialists and/or brokers offer proposals at the January, 1979, board meeting. Results of that search will be forthcoming and if help can be offered to auctioneers by securing insurance programs, which will help reduce the premiums and offer added and/or better coverage, the board of directors will make that decision soon.

The dues have been increased to \$30 and this increase from the past \$20 annual dues amount will help maintain the NAA's sound, financial standing. The NAA is not in debt, nor has it been for some time, but the NAA board of directors intends to keep it out of debt. Increased costs in all phases of organizational administration is one important reason for the added dues; increased services to the membership is another.

There are many opportunities for auctioneers who belong to the National Auctioneers Association. One primary opportunity is the value of sharing and learning from one another in the same industry. Throughout the history of the NAA, top auctioneers

have been sharing their ideas and providing learning experiences for those who have been in need of assistance.

But, both the sharer and the learner have benefited. Whenever a new idea or new program has been adopted, which is an improvement over the existing auction style, it creates a new image for the entire profession — industry. These new ideas and styles have also created interest in the news media and today, the public wants — demands — the services of good auctioneers!

The NAA board of directors knows that the NAA's involvement in good educational programs has helped create the new image for auctions and auctioneers. The annual NAA Seminars; the Certified Auctioneers Education Institute (CAI®), which is sponsored by the NAA; the workshops and other related events at the annual NAA Conventions; and the availability of NAA representatives at State Associations' conventions and seminars is a continuing effort to help make the auction profession one to be proud of.

When your next dues statement arrives and you see the new dues amount of \$30 stamped on it, remember it represents increased costs and services from your NAA Office. Your help is needed to determine how we can get the most out of the \$30 dues, which will be beneficial to you and your associates in the National Auctioneers Association.

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Bid Boosting Subject of Article In Washington Post Newspaper; Three Non-NAA Auctioneers Charged

An art auction was the subject of a news article in the September 2, 1978, issue of The Washington Post newspaper. The title of the article, "3 Men Charged In Bid Boosting At Art Auction" created interest and concern in NAA member Ron Tull of Annandale, Virginia, who wrote to the Washington Post newspaper for permission to have the article, or portions of it, reprinted in THE AUCTIONEER magazine. Permission has been granted, providing that proper credit is given to the Washington Post and staff writer Lexie Verdon.

The individuals' and company's names have been omitted by THE AUCTIONEER editor, but the article clearly indicates how the word "auction" can have its name damaged by the possible illegal procedures of auction firms. The article clearly indicates how important it is to NAA auctioneers to abide by good business practices — ethical procedures — which are defined in the NAA's Code of

Ethics.

Staff writer Verdon wrote: "For the 250 people at an art auction in Rosslyn Sunday, the bidding seemed intense, but when \$900 was offered for a Norman Rockwell print, it was too much for one would be art collector. He dashed out of the hall to complain to Arlington police that the audience had to be laced with shills who were deliberately raising the bids.

"It was a new complaint to Arlington police, several of whom yesterday said they could not remember any similar allegations. But Officer Stan Garber quickly discovered state law on auctions and rushed off to catch the last hour of the art sale."

The sale was held at a conference room at the Ramada Inn, Arlington, Virginia, and was sponsored by an Ohio firm.

"According to investigator Garber, two men in the auction audience made the highest bids on several of the prints offered for sale. Yet when the auction was over they did not pay for the prints, a violation of Virginia auction laws, he said.

"Police said they found one of the bidders loading unsold prints into a truck outside the hotel. A second man was arrested leaving the auction."

The Ohio firm was charged with employing boosters in an auction, and two men were charged with acting as boosters at the auction. All charges are misdemeanors.

The owner was also charged with operating an auction without a state license, another misdemeanor.

If convicted each man could face fines of up to \$500 and a prison sentence of up to six months.

"One of the men, Garber said, submitted high bids on between \$2,000 and \$4,000 worth of art but he had \$67 in his pocket and no checks or credit cards when arrested.

"Garber said the police found no evidence of fraud in the advertising or representation of the art prints.

"Garber said boosters are used to raise prices paid by customers, to bid on art that is not selling well, allowing the owner to retain the art rather than sell below cost and to stimulate bidding among customers."

The art auction dealer said the two men were not employed by him or on his payroll. They bid on their own for art at the sale, he said.

"He said the men often came to his auctions in the Washington area since both have relatives here and that he asks favors of them, such as watching the doors." *The art auction dealer said he usually rewards the men by taking them out to dinner. They are definitely not in our employ and working for us. We do not know them. We have a lot of friends who have come to the shows for years.*

The art auction dealer, who said he has brought his auctions to Arlington at least once a year for the last three years, said his accountant had failed to secure the state and county business licenses for the auction.

"County records show that in the past he has secured the licenses.

"Officer Garber asked that anyone at the auction who noticed unusual bidding to contact him at police headquarters."

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HOW IS YOUR IMAGE AS AN AUCTIONEER ?

**By G. Kent Stewart, Member
National Auctioneers Association
Manhattan, Kansas**

*As An Auctioneer, You Can Get
What You Want By Helping Other
Folks Get What They Want.*

Have you noticed how some auctioneers seem to "have-it-altogether", while others are less sure of themselves? Those less successful have real questions about how they should act or what they should say or do. In short, these auctioneers have trouble determining how to become more professional in the auction business.

There are ten characteristics believed to be personal attributes of truly professional auctioneers.

1. First, good auctioneers are **ACTION-ORIENTED**. Action is doing the things which get a job done. Sharp auctioneers know clients want action in the sale of their goods. Some auctioneers believe the action takes place only on sale day. Yet, the *real* action, from the client's point of view, began when the sale was booked and ended when the receipts were disbursed. Sale day is only one part of the total action. So let us broaden our idea of action to include everything necessary to make a sale a success — from booking, advertising selling and on through settlement.
2. Auctioneers are **UNIQUE** individuals. They are looked to as someone special in their community. Really, who else but an auctioneer in four hours can sell what it has taken a man and wife forty years of sacrifice and effort to accumulate? Who else but an auctioneer can ease the burden of a serious liquidation by getting top dollar for distressed merchandise.

Yes, we are unique, and because of this we must look and act the part of a true professional. We are held by our community and our clients to a higher standard of behavior and ethics than is required of the average person.

3. Successful auctioneers are **CONGENIAL**. An auctioneer is a salesperson. Sales people are congenial people. They are friendly, compatible, agreeable and always acting in harmony with others. An auctioneer's success comes from the success of their clients.

Auctioneers get what they want by helping other folks get what they want. Your clients want a top-dollar sale, you want a good listing. The two get together through a congenial and professional relationship. Anything less than congeniality usually results in your competitor in the ring and you sitting home jealously reading the sale bill!

4. Perhaps one of the more important attributes of successful auctioneers is that of being **TIMELY**. Simply stated, this means good auctioneers know what is going on. They know values, products, and goods. They know what is selling, who is

buying, and what they are buying. In short, they keep up with what is new in the auction business. They understand people, and what motivates people to buy. An auctioneer who never has time for a seminar, a workshop, a convention or time for their professional association is an auctioneer who could be better employed. Keeping current, by keeping up is truly a stepping stone on the path to a successful auction business.

5. Timeliness is followed closely by the fifth characteristic of an active auctioneer — that of maintaining an **IMAGE** which is consistently positive. Negative-thinking auctioneers waste time "awfulizing". They gripe about how awful the economy is, how awful the buyers are, how awful the goods are, how awful business is and so on through a never-ending series of negative thoughts and comments.

People, potential clients, quickly sense negative attitudes and turn instead to seek services of an inspiring auctioneer who looks to the bright side of business. Psychologists and human engineers have proved beyond doubt that negative thinking people achieve less and re-

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ceive less from life than those who maintain a positive attitude. Positivism begets success, negativism begets frustration and ultimately an existence less than successful.

The way you think, talk, and act reflect not only your image of yourself, but more importantly, the image others have of you. The choice is yours.

6. The auctioneer who grows in success is OPEN-MINDED. To be open-minded means simply to be continually searching for anything new or different or some better way to solve an old problem. Open-minded auctioneers do a lot of listening. They are interested in people and in what people are thinking and saying. An open-minded person may not agree with what is said, but will respect, guard and accept another's right to their opinion. Growth occurs through open-minded listening, reading, watching and doing.

Society is dynamic — always changing — and unless we adjust to it, we are left in the dust of change.

7. Another essential characteristic for success is to be a good NEWS CARRIER. This is allied closely with being timely, up-to-date, and open-minded. The auctioneer who is active in local organizations, who supports the auctioneer's associations, who is constantly learning is also serving. Serving is bringing good news to others about what is new.

8. Never to be overlooked or even slighted is the requirement for ETHICAL behavior. During the lifetime of my father, who for over 40 years was a lawyer and court judge in Indiana, he taught consistently that, "anything not quite right is wrong".

Just as auctioneers are unique persons within their communities, they are held also to a high standard of ethics. The statement of ethics by the National Association of Auctioneers represents this standard of excellence in the finest fashion.

9. ENTHUSIASM is one of the most critically important traits which can be possessed by anyone working with people. An enthusiastic auctioneer can put spark and zeal into a sale which might otherwise be just another auction.

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Enthusiasm is catching, it radiates from the auctioneer to the buyers and makes sales come alive with action and success.

10. Finally, every successful auctioneer must be RESPONSIBLE. Not only responsible to clients and buyers, but responsible to himself or herself. There can be no personal growth without personal responsibility.

The attribute of responsibility is linked closely with image and ethical character. Some auctioneers refer to it as a conscience which checks temptations which befall anyone in public and private endeavor.

Responsibility and ethical conduct and an enthusiastic desire to help everyone be a winner contribute to separating the hard rights from the easy wrongs, and culminates in a deep commitment of responsibility to oneself.

SUMMARY

By way of summary, the ten personal attributes or characteristics of successful auctioneers can be typed on a card and carried in a shirt pocket, purse or wallet for regular referral. For your success an auctioneer is:

A — Action-oriented
U — Unique
C — Congenial
T — Timely
I — Image is Positive
O — Open-minded
N — News Carrier
E — Ethical
E — Enthusiastic
R — Responsible

(EDITOR'S NOTE: Dr. Kent Stewart teaches school administration for the College of Education at Kansas State University in Manhattan. He also is an auctioneer and active public speaker. NAA member Stewart is a graduate of the Reisch World Wide College of Auctioneering, Mason City, Iowa. He stated, when submitting the article: "As a recent member of the NAA, I believe the best way for me to contribute quickly to the ongoing success of the organization is to transmit the attached article manuscript for your (NAA Executive Director Harvey McCray) consideration. Editor McCray appreciates, very much, having the article and the efforts made by Dr. Stewart. His ideas and comments are worthy of all NAA members' review.)

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CAI® Members Elect Officers; Texas' Joe Small is President



Joe E. Small of Dallas, Texas has been elected president of the Board of Governors of the Certified Auctioneers Education Institute, Inc.

Other persons elected by the membership are Robert Ellenberger, Bluffton, Indiana, president-elect; J. Edward Vierheller, Claremore, Oklahoma; J. Wayne Taylor, Miami, Florida; Harry Anderson, Georgetown, Pennsylvania; and William Z. Fox, Baltimore, Maryland, governors. Chairman of the Board is Hugh Miller, Evansville, Indiana, the immediate past president of the Institute. Also serving on the Board are Harvey L. McCray, secretary-treasurer, and Stephen J. Martin, executive vice-president; both serve as appointed officers.

In the spring of 1979 members of the Institute's standing committees will be appointed. The committees will be professional ethics, admissions review, education, Institute laws and regulations, and public relations.

The 1979 Institute Courses are scheduled for April 1-7 on the Indiana University campus in Bloomington, Indiana. Applications for admission to Course I of the three-year curriculum that leads to the professional designation "Certified, Auctioneers Institute (CAI®)" are available from the Institute office: Certified Auctioneers Institute, Indiana Memorial Union, Suite 555, Bloomington, Ind. 47401. Also, the applications appeared in the September issue of THE AUCTIONEER.

Applicants must have two or more years of full-time auction experience to be accepted.

Certified Auctioneers Institute Specifies Use Of CAI® Designation by Institute Members

Since the first CAI® designations were awarded in July, the most frequent questions about the use of the designation have been about stationery.

The emblem may be used only on personal stationery, letterheads, business cards, and reports of members. It should be placed with the name of the member, not with the name of the firm. The emblem may appear only once on each sheet.

Examples of proper usage are as follows:

1. Joseph C. Smith Auction Company
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In this usage the placement of the CAI® is with the name, not the company.

2. The emblem should also be placed with the member's name, not with the company name. Since the same rules apply to the emblems of other organizations that Institute members often display, the CAI® emblem should be placed along side or in a grouping with the emblems of, for example, the NAA, Graduate REALTORS Institute, and National Association of REALTORS "R". All of the emblems would be



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3. If names of other members of the firm's staff are used on the letterhead, it should be clearly indicated that these persons do not share the same memberships (unless, in fact, they do).

4. When using "CAI®" with the member's name, it should be printed with a comma between the name and the CAI® and no periods should be used with the letters:

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These regulations on use of the designation and emblem also apply to business cards and sale bills.

Auction of Judy Garland's Items Gets Considerable News Attention; NAA Member Charles is Auctioneer

Many newspapers carried a news article recently in reference to the auction of Judy Garland's possessions. The Associated Press distributed the news items to the newspapers.

The articles did not offer the information that C. B. Charles, the auctioneer, is a member of the National Auctioneers Association and no doubt NAA members will be interested (and pleased) to learn of this fact. C. B. is from Pontiac/Bloomfield, Michigan.

The items auctioned by NAA member Charles included pictures and awards from Judy Garland's collection. The news item also indicated that the bidding was slow and not nearly as many Hollywood stars showed up as expected. Approximately 350 persons showed up for the evening session and only 200 were in attendance at the preceding afternoon event.

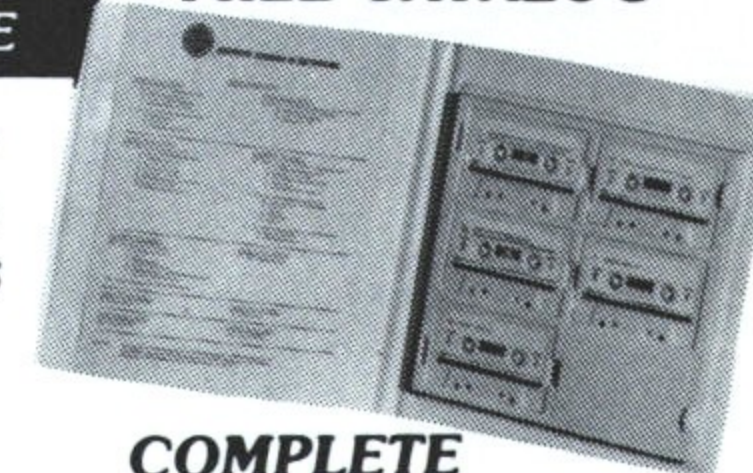
NAA member Charles began the auction by selling items from Miss Garland's collection of silver. A six-piece sterling silver tea set brought \$3,750 and a 69-piece sterling silver flatware set sold for \$4,000. The price of \$100 was the average successful bid for jam jars, ladles and silver trays, which sold quickly.

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Thanksgiving Auction Conducted By Robert H. Glass Auctioneers

By Michael Phelan
Central Village, Connecticut

Over 350 hopeful bidders packed the main floor and balcony for the Thanksgiving Holiday Auction on Saturday, November 25, at the Robert H. Glass Auction Gallery in Central Village in northeastern Connecticut. Bidders from over 10 states were represented, and spirited bidding was evident as 470 items passed over the auction block in a little under five hours of active selling.

Of major interest was a beautiful Steinway & Sons baby grand piano that was signed by Sergei Rachmaninoff in 1941 when he used the instrument during a concert in Stonington, Connecticut. It sold for \$3,600. Of equal interest were two single "Belter"-style rosewood side chairs with pierced backs. The morning glory motif chair brought \$525, and the rose carved chair sold for \$475.

Many music enthusiasts bid on a German cylinder music box with mahogany inlaid case, 24" x 6", with damaged teeth, and passed the auctioneer's gavel at \$850. A fancy "wreath" brass bed topped \$400. A French-style mantle clock with metal figurines of mother and child sold for \$120; a six-piece Limoges game set went for \$50, and 20 figurines of Royal Worcester, Royal Copenhagen, and B & G sold for \$35 to \$40 each. A set of porch furniture by Sanforth that included glass-top sectional tables and six chairs featuring a double-dolphin motif garnered \$450.

Other prices realized at the November 25 auction of antiques and collectibles included a sterling silver Paul Revere bowl, \$125; a large iron cauldron, \$60; another cauldron, \$82.50; wooden ice box, \$145; Royal Copenhagen frog, \$55; set of 172-piece Spode

New Officers Elected . . .

STATE ASSOCIATION OFFICERS

The following list of State Association Officers were elected since the last listing of State Association Officers was made in a previous issue of THE AUCTIONEER. Periodically in THE AUCTIONEER magazine a complete listing of State Association Officers will be published and the following were elected since that listing:

New York State Auctioneers Association — President: Donald I. Martin, RD 5, Balston Spa 12020, Phone: 518 885-9865; Secretary: Duane E. Gansz, 14 William St., Lyons 14489, Phone: 315 946-6241

Wisconsin Auctioneers Association — President: Leroy Jones, Route 5, Watertown 53094, Phone: 414 261-5391; Secretary: Victor V. Voigt, Route 2, Reedsville 54230, Phone: 414 772-4235

china, \$200; an album of trade cards, \$30; 12 cabbage plates, \$45; another album jam-packed with trade cards, \$125; eight Limoges bird plates, \$75; lady's kidney-shaped desk, \$90; walnut card table, \$140; a Victorian couch, \$205; a pink-upholstered sofa, \$325; copper boiler, \$27.50; and andirons, \$37.50.

A dozen Bavarian plates sold for \$125; a G.E. dryer, \$155; a maple hutch, \$110; low Lincoln rocker, \$40; cedar chest, \$32.50; amber ice cream set, \$57.50; and two Hitchcock chairs \$32.50.

The Robert H. Glass and Family Auction Gallery, with eight professionally-trained auctioneers from the Glass family, conducts about 80 auctions annually, with auctions at their Central Village gallery every Thursday night, plus estate auctions on the weekends.

The Glasses are members of the National Auctioneers Association and charter members of the Connecticut Auctioneers Association. Both Robert and wife Barbara were workshop instructors at the 1978 NAA Boston Convention.

World Record Auction Price Paid for Victorian Furniture

A three-piece carved rosewood Victorian suite, by John Henry Belter, New York, 1860, was sold at auction on November 28, 1978, for the world record price of \$42,000 by Mortons Auction Exchange of New Orleans, Louisiana.

The information was submitted by John Fowler of Mortons for NAA member Morton M. Goldberg.

The suite, which was intricately carved in the grape and rose pattern, comprised of a sofa and two gentlemen's arm chairs. It was purchased by a private collector from San Francisco.

The set is one of eight produced by John Henry Belter, of which only two sets are known to exist.

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Virginia Auctioneers Donate Time For Public Service TV Auction

Four Virginia NAA auctioneers donated their time and services to the Northern Virginia Public Television (WNVN Channels 53 and 14) "Great TV Auction" in the fall of 1978. Virginia auctioneers have made their contributions to the annual "Great TV Auction" in past years.



VAA PRESIDENT Stuart Desper (holding the microphone) and Ron Tull, CAI, prepare to sell "live" during the "Great TV Auction" in Fairfax City. The two NAA auctioneers donated their time and services to the Northern Virginia Public Television's auction.



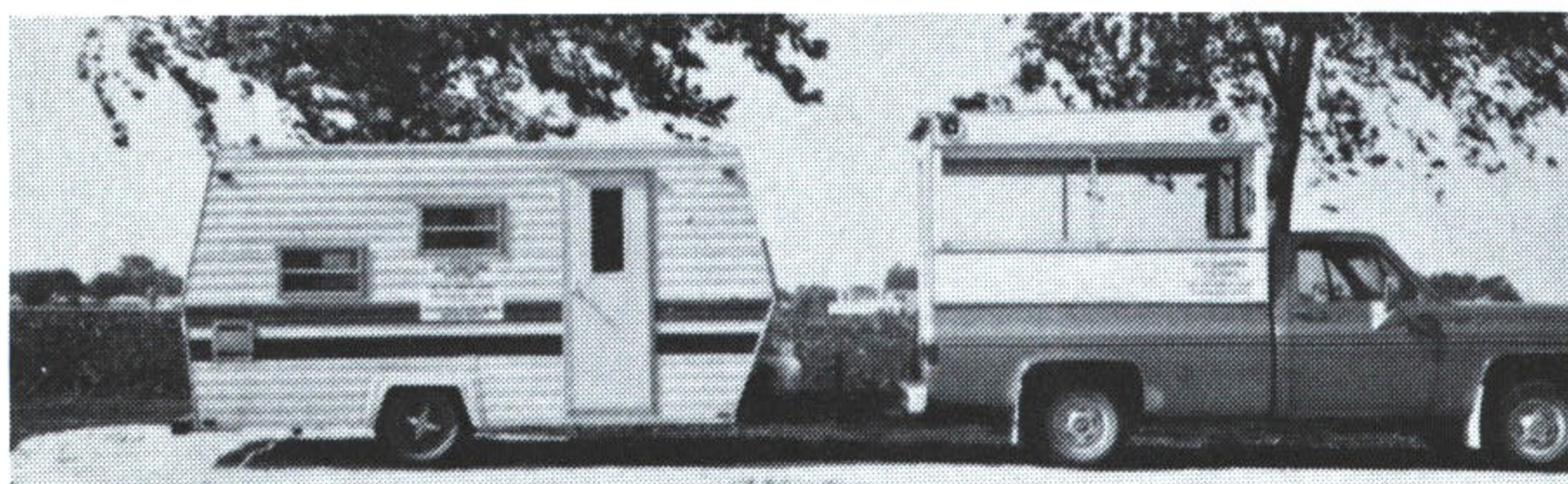
THE GREAT TV AUCTION set was erected in an enclosed shopping center in Fairfax City, Virginia. NAA and VAA auctioneers Ron Tull (with hat) and Lionel Reynolds wait their turn to sell "live" during the auction.

NAA members Ron Tull, CAI®, of Annandale; Lionel Richards, a CAI® candidate from Pittsfield; VAA president Stuart Desper of Swoope; and NAA director H. Layton "Sonny" Laws of Manassas. Sonny was an adviser to the antiques chairman and he also donated antiques to the auction.

A television set was erected in an enclosed shopping mall in Fairfax City (suburb of Washington, D.C.) and the auctioneers performed "live" approximately each hour of the 10-night auction. Bidders competed competitively via the telephones for the high dollar items. The live bid calling received the best prices and the bidders enjoyed the competition.

Proceeds from the auction are used by WNVN for local programming and expanded operations. The TV auction is WNVN's only viable source of income for their goals.

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DECODER

A socially prominent matron invited her doctor to dinner. She asked RSVP. The doctor was prompt in his reply, but the matron couldn't make out his scrawl. Was he or was he not coming?

Her dear hubby came to the rescue. He said he would take the doctor's reply to the local druggist, who had years of experience deciphering the long-hand of many doctors.

The druggist read the scrawl, bent down, and put a big bottle of medicine on the counter: "That will be three eighty, please."

EAR TO THE GROUND

A man walking along the road saw an Indian lying with his ear to the ground. He went over and listened. The Indian said, "Small wheels, Lincoln convertible, red, man driving, large dog beside him, Nevada license plate." The man was astounded. "You mean you can tell all that just by listening with your ear to the ground," he asked. "Ear to the ground, nothing," said the Indian, "that car ran over me."

VOTE COUNT

Let's see if I got it right . . . One vote is a majority . . . Two votes are a victory . . . and three votes is a landslide . . .

"Nashville of the North" Facility Sold at Auction by David A. Norton

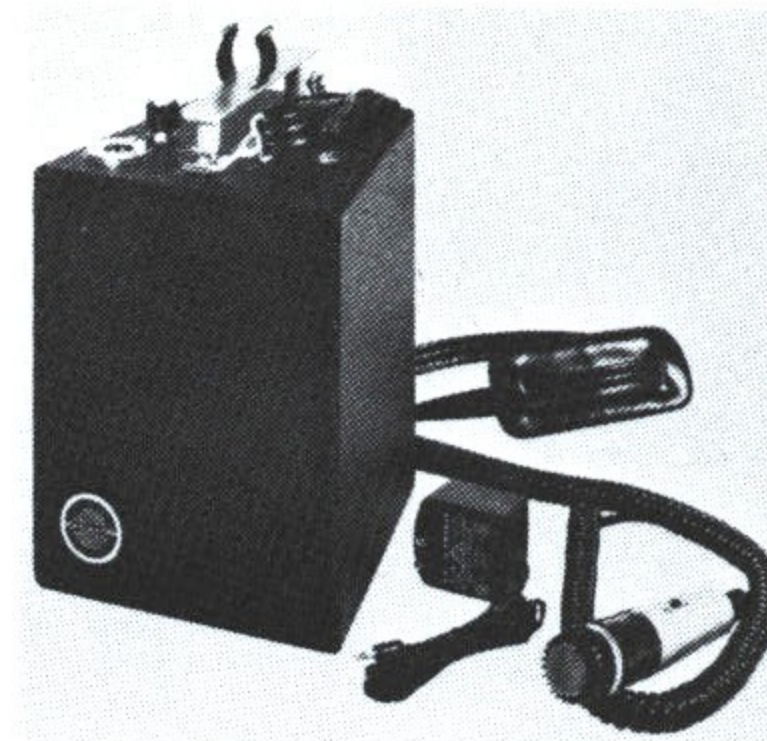
The auction sale of an amusement park, described as the "Nashville of the North" by many, but officially named Buck Lake Ranch of Angola, Indiana climaxed over six weeks and 1,000 manhours of work by the David A. Norton firm of Norton Auctioneers Incorporated of Coldwater, Michigan.

Included in the setup and preparation work was the proper display of carnival rides by the auction crew, which, in the words of NAA member David A. Norton, "was a 'carnival' in itself".

"Through strategically placed advance press releases from our office we were able to profit from exposure in 14 different trade publications, the national wire services and a full page article in the Ft. Wayne, Indiana, NEWS SENTINEL; all of which greatly attributed to the huge success of the amusement park", emphasized auctioneer Norton.

Over 1,800 people attended the 10-hour sale and prices realized were in excess of 35% of the Norton firm's pre-sale analysis. Buyers were in attendance from 17 states and two foreign countries.

The 70-acre park realized \$350,000, which was \$100,000 over the firm's appraisal and sale projection. The personal property ranged from restaurant equipment to ferris wheels and sold exceptionally. Auction high bids included: Hershel Carrousel (36' with 20 carved horses and two chariots) — \$7,500;



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train (Chance 1863 C. P. Huntington type CPH train — Ford 4-cylinder industrial power — with 2-36 passenger coaches and one-half mile of track) — \$16,500; inanimate lion (\$350) and gorilla (\$550); pin-ball machines — average price \$400; Fire engine ride (Mangels fire engine ride, eight trucks and 16 passenger capacity) — \$2,500; and Grama Says Fortune Teller — \$1,500.

Buck Lake Ranch — the "Nashville of the North" — was started in 1947 and continually offered top-name entertainment in the Country Western field, in addition to its western-style theme park facilities.

Such notables as Johnny Cash, Buck Owens, Dolly Parton, Porter Wagoner, Conway Twitty, both Hank Williams', Bill Anderson, Merle Haggard, Tammy Wynette, Mickey Rooney, the Lennon Sisters, Lassie and a host of like stars have entertained hundreds of thousands at Buck Lake Ranch.

The Terms of the Sale included payment for purchases were to be made by cash, cashier's check, or company check accompanied by a letter of credit from the buyer's bank. Payment in full was to be made on sale day. The Conditions: all items sold "as is, where is" without any warranties whatsoever, expressed and/or implied." Nothing was to be removed until settled for in full. And the Norton Company was not responsible for accidents nor goods after pronounced sold.

An interesting sidelite of the auction was a comment, which was made in the "Leisure Journal" section of the Fort Wayne JOURNAL GAZETTE news-

paper, which featured information of the new owner. The article stated: "One 29-year old area man, David A. Norton, recalls being led here — somewhat reluctantly — one night by his parents in 1961. The smaller outdoor theater, seating 4,000 in bleachers, was filled to capacity. But all Norton can remember is being filled with embarrassment when the grown-ups and the band struck up a chorus of the Buck Lake Theme song:

At the Buck Lake Ranch with you,
You'll greet friends both old and new,
Listen to girls sweetly humming,
While cowboys' guitars are a strumming,
Take your best girl by the hand,
For the music is grand . . . "

"And so it goes. Ironically, Norton will partake in the dismemberment of Buck Lake Ranch this week. Now an auctioneer specializing in resorts and museums, he will oversee the bidding at 10:30 a.m. Saturday for owners Edward T. Ball and Henry Guenther, Jr., who will be selling a raft of nostalgic items, antiques, restaurant equipment and "a little bit of" Buck Lake Ranch.

Appreciation also is being given now to THE AUCTION EXCHANGE newspaper of Kalamazoo, Michigan, for offering information on the prices which were realized at auction. A summary of the sale was featured in THE AUCTION EXCHANGE, which is published by NAA member John Schowalter.

Farm Land Appraised at \$15,000 Sold At Auction for \$48,000

" . . . I was pleased with your sale of the 10¼ acres of land in the captioned estate. As you know the property was appraised at \$15,000 by a Vice President of a local bank. Your thorough investigation of building possibilities with the Regional Planning Office was instrumental in your obtaining a total sales price of \$48,000. Thank you again for your valuable service. Sincerely yours, Kenneth P. Fox."

That expression of gratitude means much to Darrell Cummings of Bellevue, Ohio and to the auction profession in general. It, once again, proves the value of using the auction method of selling real estate and it also proves that the auction profession is not just an individual with a smooth voice calling the bids, but a businessman, who knows how to get the most out of a business venture.

NAA member Cummings wrote how he accomplished the feat of obtaining more than three times the appraised value for the 10¼ acres of farm land. After receiving the call from attorney Kenneth Fox, and been given the appraised value Darrell inspected the property and, "I realized it had good possibilities for building lots. So I took the time to check this all out," wrote Cummings.

"First I called the township trustee and found there was no zoning in the township. Then I

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checked with the regional planning director and found this property could be plotted since the original deed had never been divided. Next I went to the County Health Department and they assured me this property would pass the inspection for septic tank use, being sandy soil and sloped for good drainage.

"After the zoning, planning and drainage checked out, I went a step further and talked to the neighbors and found the water was good and there were no problems with rock bottom for digging basements," he continued.

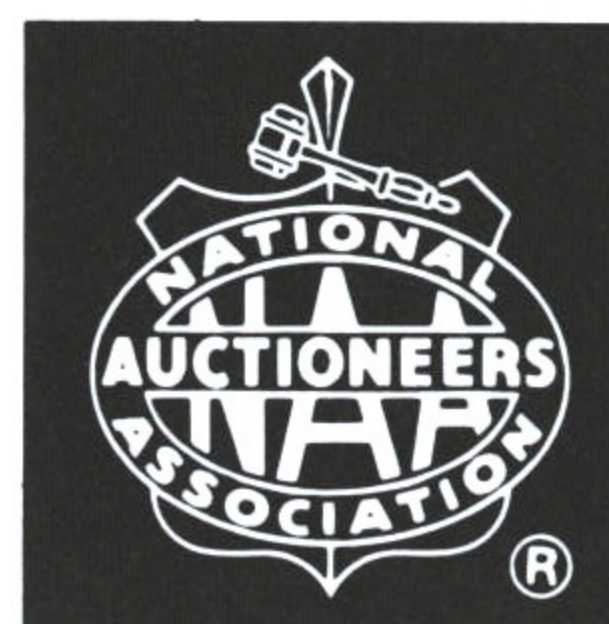
"So I contacted all the local and surrounding area building contractors and investors to let them know my findings.

"There was a large crowd the day of the sale, including bankers, lawyers, realtors, and building contractors. I had obtained a \$20,000 bid to start the sale, which this alone surprised a lot of the spectators.

"But the whole crowd was amazed when I finally sold this 10¼ acres for the sum of \$48,000."

Darrell Cummings' experience with this sale, which he explained was a small one, points out the value and advantage of checking out all possibilities and he believes strongly that the same principles apply to other real estate sales, large or small, improved or unimproved.

His concluding remarks, in regard to the auction, was: "So I would like to remind all the NAA members when they are listing real estate to be sold at auction, to stop and think: is this property being used to its highest and best use?"



In Memoriam . . .

ARTHUR STRYKER

The sudden death of Arthur Stryker of Frenchtown, New Jersey, was reported in the newsletter of the New Jersey State Society of Auctioneers. NAA member Stryker succumbed to a fatal heart attack.

Auctioneer Stryker is survived by his wife, Carol, and three children.

Ada, Ohio Newspaper Gives First Page Coverage On Albert Rankin's Techniques

"We sell everything under the sun" was included in the front page headlines of The Ada Herald of Ada, Ohio. The article and photographs covered over half of the entire first page of the June 28, 1978, edition.

NAA member Albert Rankin of Alber, Ohio, is a

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*As submitted to ABC, 9/30/78

**Profile Boston, Year 1977, SMSA, Sunday coverage figures, Carl J. Nelson Research, Inc., Chicago

well-known and respected auctioneer of the area, who also sells at auction in six to eight states. The paper said of him: "Friendly and talkative, Rankin agreed that it takes a certain kind of personality to become a successful auctioneer. 'You have to like people and do everything to make them like you,' Rankin stated".

Auctioneer Rankin has a diploma from the Reppert School of Auctioneering in Decatur, Indiana and the paper used the following information from him: Auctioneering school teaches you to talk fast in the traditional auctioneer's lingo, for maybe five to seven hours without stopping. Auctions may last for seven or eight hours, three days in a row, depending on the size."

The newspaper article, once again, offered the public some information about the auction method of selling real and personal property. It explained some of the procedures followed by NAA member Rankin, including: "The type of auctions here have changed somewhat in the past few years. He used to have a lot of livestock auctions, but most of the dairies which were here once have gone. Now, he mostly auctions farm machinery, real estate or settles estates.

"Prices of things sold at auctions 'keep increasing, along with everything else,' Rankin said. Antiques have especially risen in value. For example, small iron kettles which sold for \$6 or \$7 several years ago, have gone up to over \$20.

" 'An auctioneer has to know what items are worth to sell them, and the only way to know is to be busy all the time in the auction business,' Rankin stated.

" 'There's a market for everything at some kind of price,' Rankin claims and said he's never been unable to sell something. He always makes some kind of deal. This is the advantage of an auction over a garage sale, when you want to sell everything.

"Rankin said most people who hold garage sales and flea markets don't know how to price items and are either too low or too high. Also, the best things are sold first, leaving the dregs.

"An auctioneer sells everything, at the best price he can get.

"Rankin mentioned one large farm sale he conducted which people predicted would last until midnight. The auctioneer stated that anything that wasn't sold before 5 p.m. he would eat. The sale was over at three minutes before 5, having gone nonstop from 10:30 in the morning.

"Just as some of the merchandise he's sold has been unusual, some of the buyers are unusual too. Rankin claims that each and every sale is different — 'No two of them are alike.'

"Buyers have different ways of bidding, often telling the auctioneer before the sale how they will bid, so competitors won't know what they're bidding on.

"Rankin said one big horse dealer, holds a pony measuring stick. When his thumb is on top of the stick he's bidding. When he takes it off, the price is too high for him and he's done.

"Other people finger their tie, will wink, or put cigarettes in their mouth when they wish to bid. He said buyers expect him to remember their different

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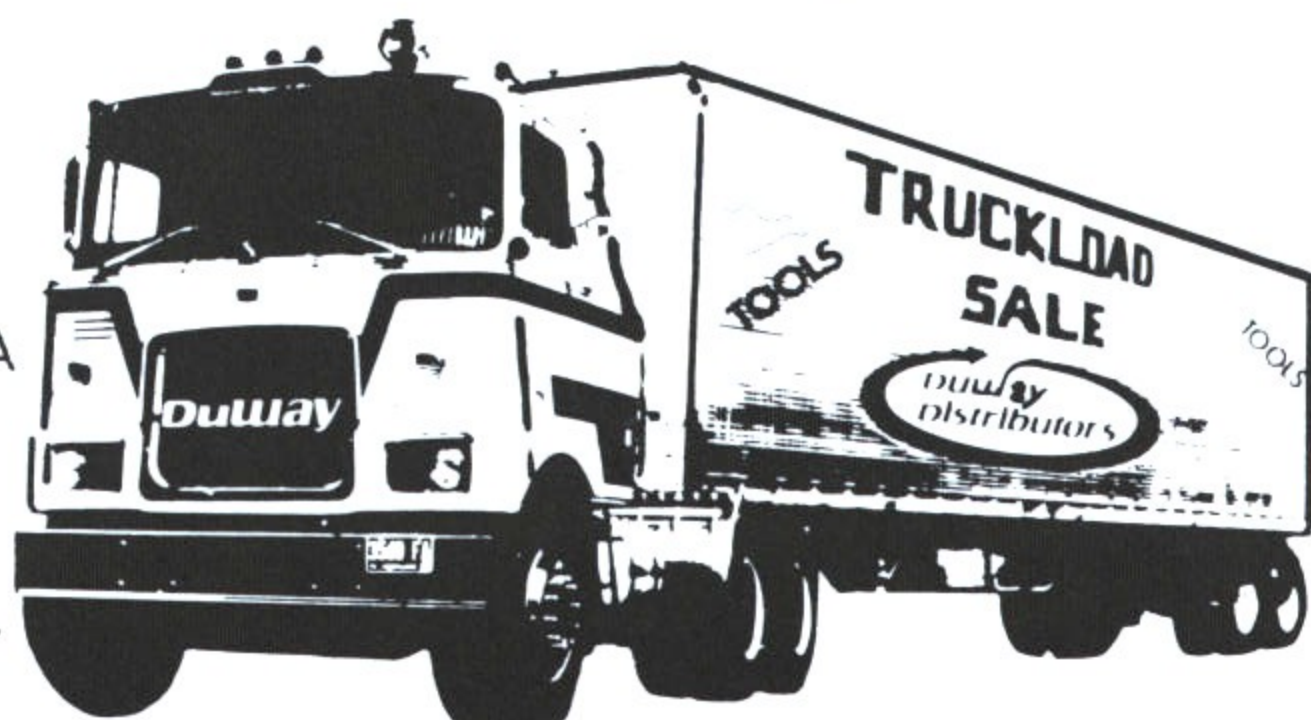
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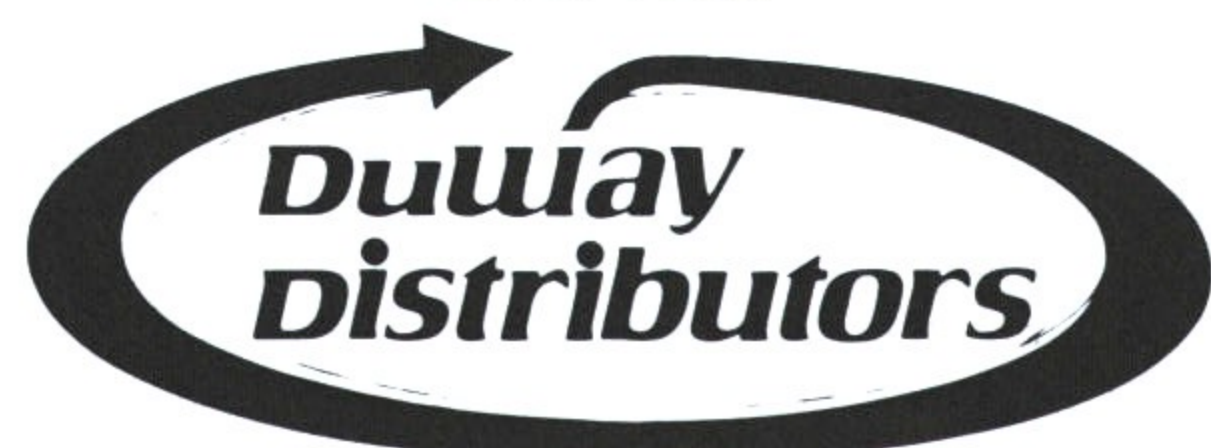


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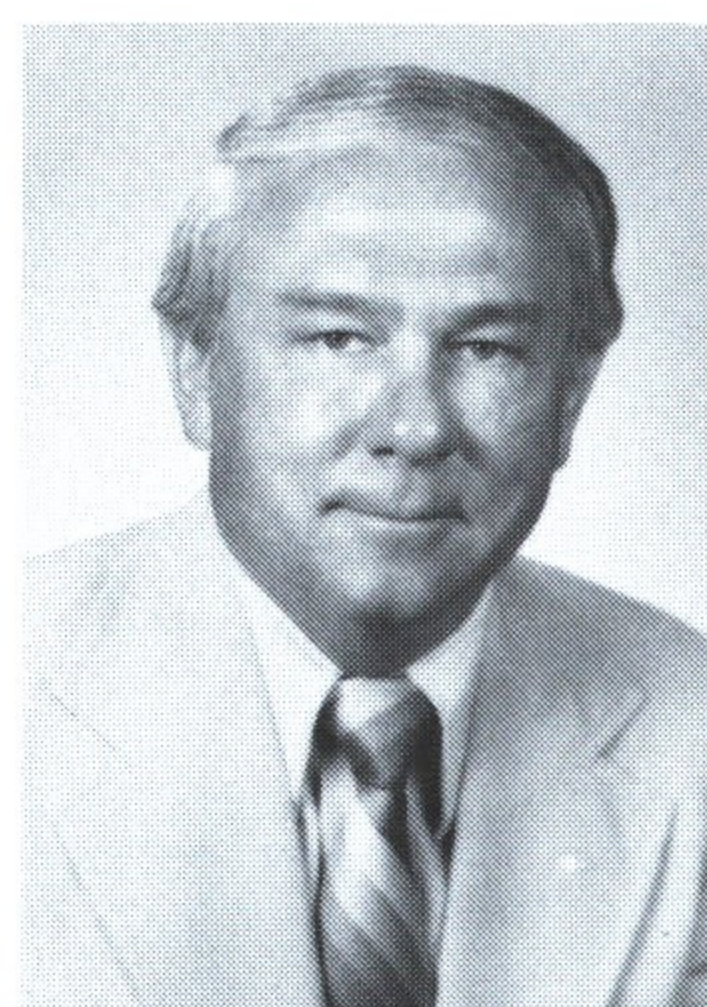
"Auctioneers get a commission from the sales, the amount depending on what type of sale it was. The amount also includes cost of advertising and any other help. Rankin said having a good clerk to keep track of sales and money is very important.

"Rankin's sale moves fast, using a number system for buyers, and most are strictly cash.

"He has served on the board of the state auctioneer's association and also attends the national auctioneer's conventions."

The article was concluded with a statement about the interest NAA member Rankin shows in the auction business: "You've got to like it or you're not going to be an auctioneer."

EDITOR'S NOTE: The publisher of The Ada Herald, Richard E. Chambers, allowed use of the material in his newspaper with the following statement: "Permission is granted to reprint in full or in part the article 'Everything Under The Sun' which appeared in our issue dated June 28, 1978." Recognition and appreciation now is being given to publisher Chambers for the article, which informed his readership about the auction method of selling.



Craig Lawing Re-elected To North Carolina Senate With 84.9% of Votes Cast

W. Craig Lawing received 84.9 percent of the votes cast in the 22nd Senatorial District of North Carolina in his bid for re-election, on November 7, to the North Carolina Senate. NAA member Lawing is scheduled to be president pro tem of the North Carolina Senate during the 1979-80 session of the General Assembly.

Senator Lawing has devoted more than one-half of his adult life to public service. At age 26 he ran and was elected to the Mecklenburg County (North Carolina) Commission, where he served a total of five terms. He then ran for and was elected to the North Carolina House of Representatives, where he served a total of three terms. The upcoming session will be his second term in the Senate.

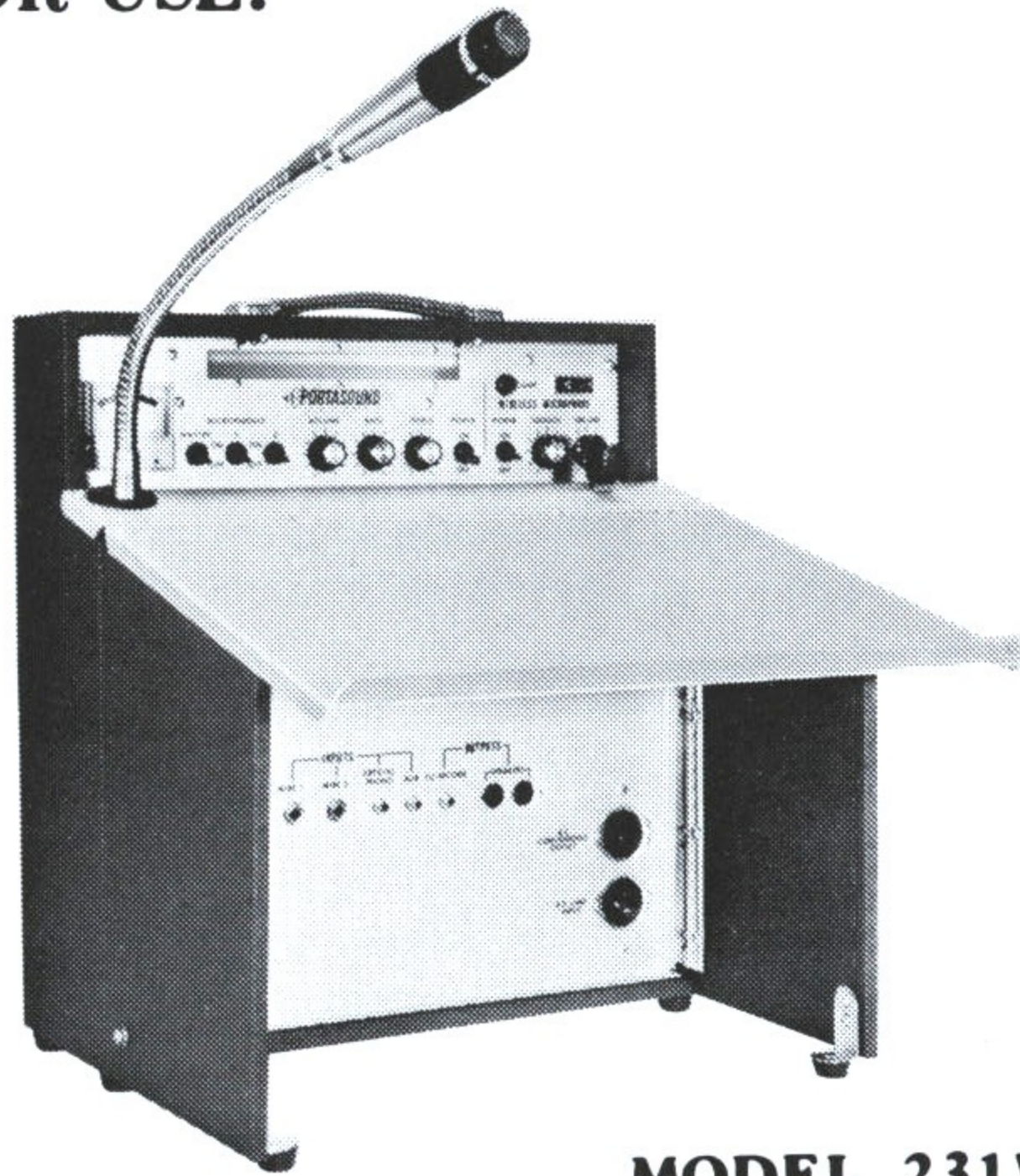
While in the House and Senate he has served as chairman of the Local Government Committee; Economy Committee; Banks and Banking Committee; Legislative Ethics Committee; and several study commissions. In spite of all the extra curricular activities Craig is involved in, he still manages to be one of the top auctioneers in his state.

Craig and his wife, Janie, live in Charlotte, North Carolina.



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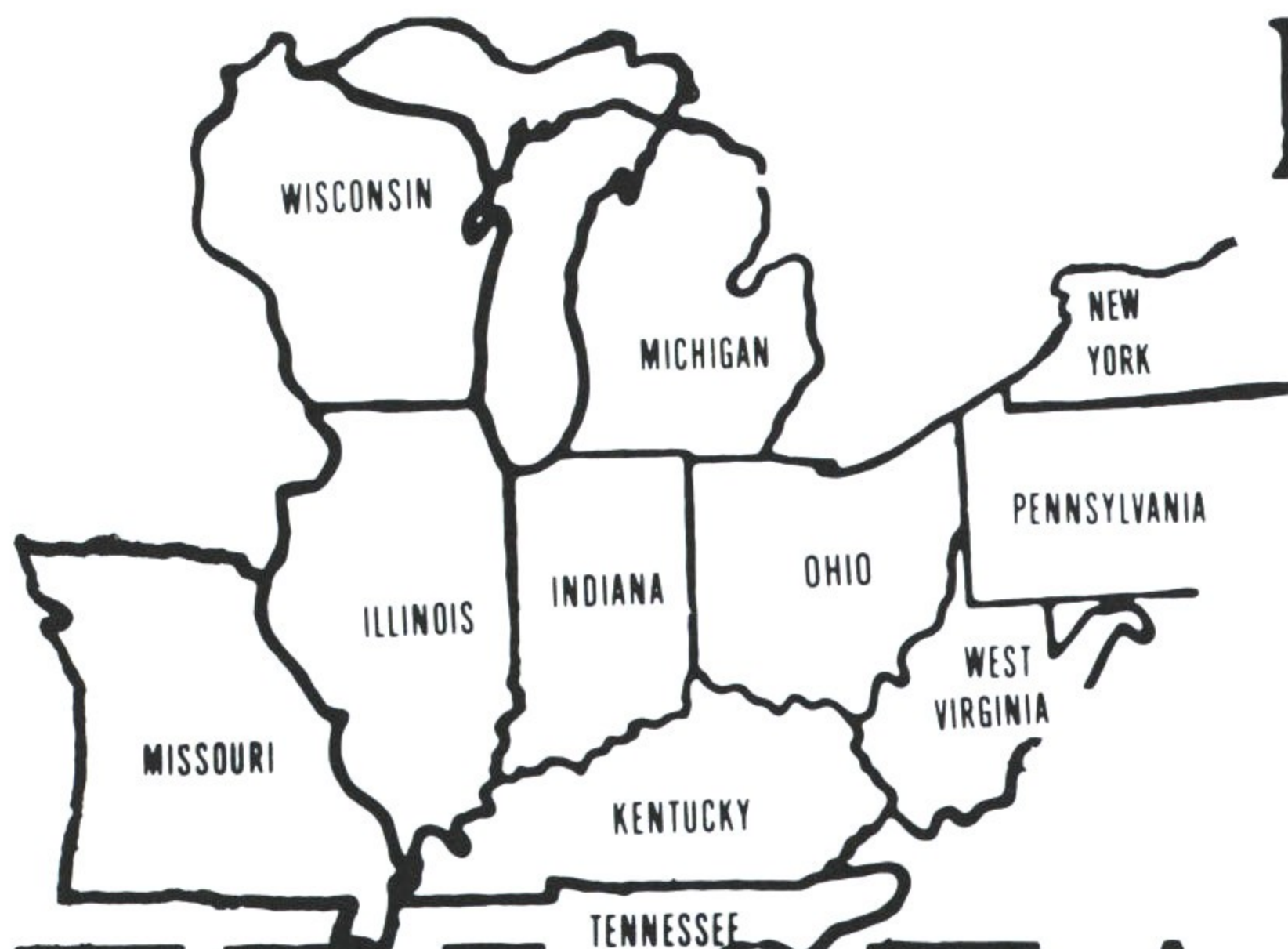
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New York Auctioneers Hold Record Convention

A new attendance record was established as more than 140 NYSAA members and their families met at Norwich, New York, for the 1978 New York State Auctioneers Association Convention, on November 5 and 6. Things got under way at 10:00 a.m. Sunday morning as 1978 NYSAA President Hugh R. Parker called the convention to order, and asked all members present to introduce themselves and their families. Among those present was Col. Timothy Anspach. At 93 years young, Col. Anspach remains one of the most respected auctioneers in New York and across the nation. As well as being a recipient of the NAA Hall of Fame Award, he is the only charter member of the NYSAA.

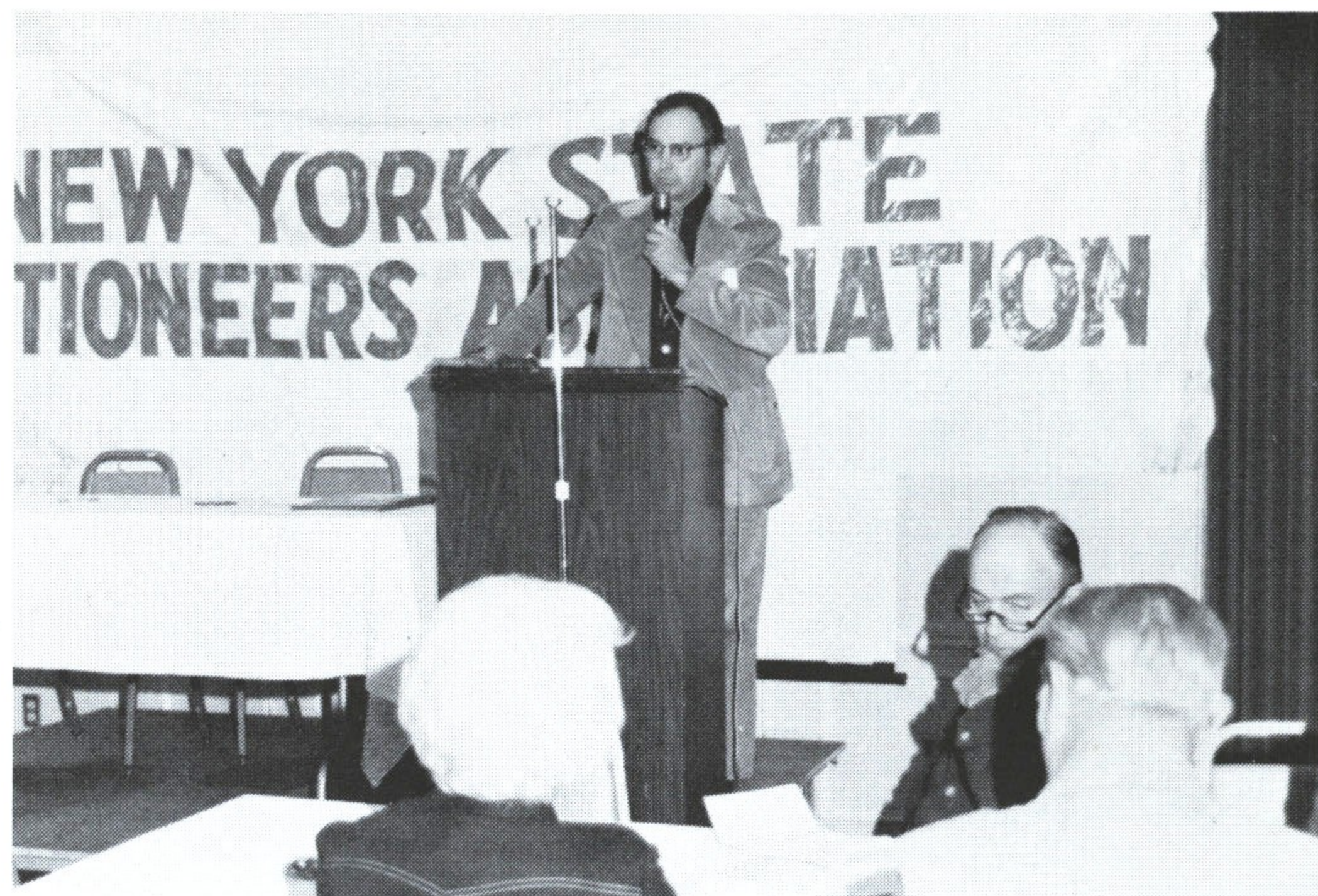
The morning session drew to a close as R. Scudder Smith, Publisher of the *Newtown Bee* paper, Newtown, Connecticut, gave an excellent presentation on preparation and "Getting the Most" from your auction ads. After lunch, the afternoon began with several NYSAA members conducting seminars and discussions on various aspects of the auction business. To close the daytime session, Don Castner, CAI®, of Branchville, New Jersey, spoke on "Climbing the Ladder to Success and Professionalism in the Auction Business".

The highlight of the convention proved to be the Grand Banquet, hosted by President Parker. After a delicious dinner and the presentation of several awards, the podium was turned over to Charles E. "Chuck" Cumberlin. The 1978 World Champion Livestock Auctioneer and 1st Vice President of the NAA soon had everyone's undivided attention, as he presented his entertaining and instructional address. Col. Cumberlin not only proved to be an engrossing speaker, but also a charming personality as well. His presence certainly added greatly to the 1978 NYSAA Convention.

Marvin Smith, Silver Creek, New York, past NAA Director, was presented the 1978 NYSAA Auctioneer of the Year Award. A popular choice, Col. Smith has



HUGH PARKER, President of the New York State Auctioneers Association, welcomed NAA 1st Vice President C. E. "Chuck" Cumberlin to the 1978 Convention. The reigning 1978 World Champion Livestock Auctioneer offered New York auctioneers help in their bid calling techniques.



MARVIN L. SMITH of Silver Creek, New York, was presented the coveted "Auctioneer of the Year Award" of the New York State Auctioneers Association during the 1978 convention. The award was presented to immediate past NAA Director Smith for his outstanding contribution to community, profession and nation, through his deep involvement in the auction and real estate business.

developed a very successful auction and real estate business in western New York. Along with his family, Col. Smith has remained very active in the NYSAA and NAA over the years.

The Fun Auction also proved to be a record breaking success, as over \$1,700 was raised from the sale of items brought from around the state.

David Kessler, New Paris, Ohio, was the featured speaker on Monday morning. His talk on "Antiques — What they are and how to sell them at auction" was extremely well received by the members. Col. Kessler's sense of humor and warm personality were a great delight to all.

The afternoon was brought to a close with the election of officers for 1979. Named as 1979 NYSAA President was Donald I. Martin, Ballston Spa; Ray Allen, Niverville was elected Vice President; and Duane Gansz was re-elected to the Secretary-Treasurer post. Dorothy Knapp, West Nyack, and Vern Trageser, Java Center, were elected as Directors with three year terms.

The 1978 NYSAA Convention was a great success and expectations are high for 1979.

**David W. Kent, Director
New York State Auctioneers Association
Chairman, Publicity Committee**

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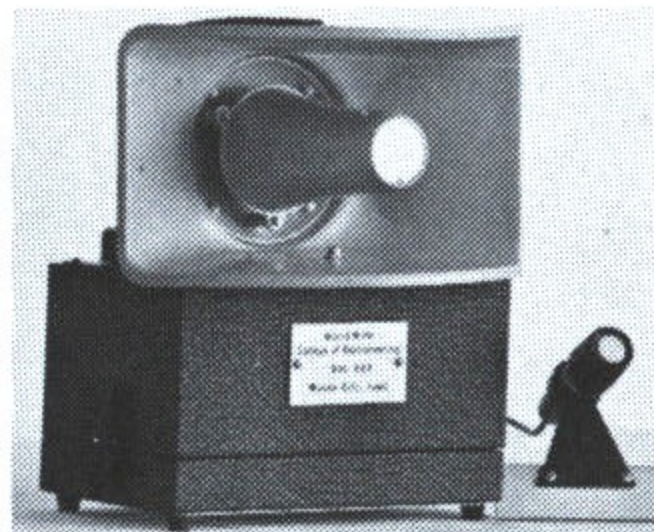
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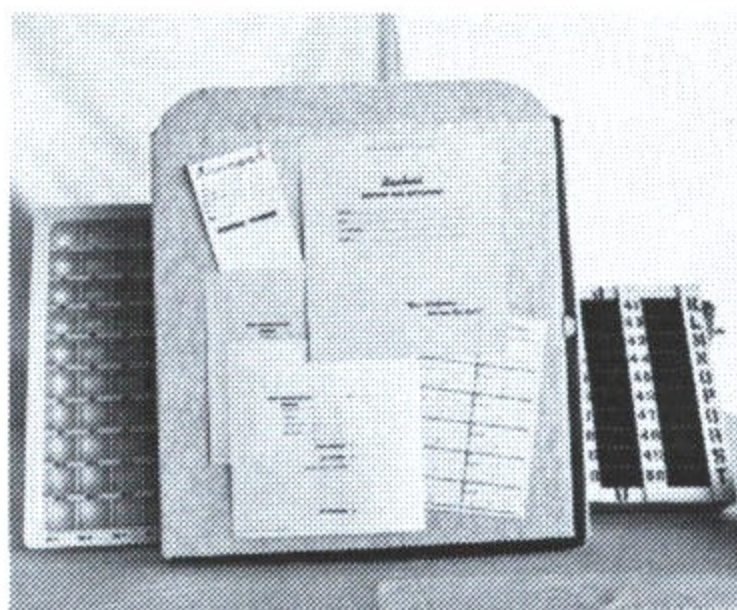
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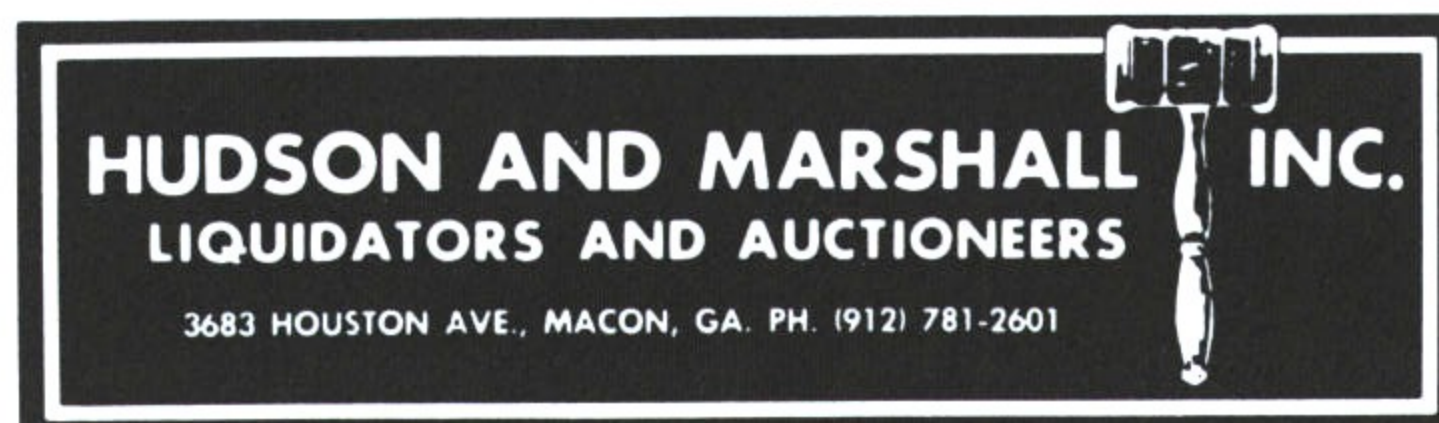
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Hi Ladies:

With winter set in and the holidays over, it is a good time to make plans to attend the National Auctioneers Convention next summer in Denver. I always like to think about our trip this time of year as it is usually a little calmer time than later in the spring. Colorado is a beautiful state and it will be a pleasure to visit there again.

I hope that more of you ladies will join our Ladies Association and become a part of the organization. We have the ladies luncheon and a nice program and now there will be more education programs for the ladies also. I am excited about having more to interest us. It is a good way to become better acquainted with other women who have the same interests across the nation. You are all welcome to join . . . so when your auctioneer sends his reservation in, be sure that you send yours in for the Ladies Auxiliary.

Each year, the convention becomes so much better that it always seems as if no one could do as well but usually the next year, it is even a little better. I am sure the auctioneers in Colorado have already planned a great time for us all.

See you there.

Joan Rittenhouse
Uniontown, Pennsylvania

Nominations Are Needed For Ladies Auxiliary Offices

A Happy and Prosperous 1979 to each and everyone!

My intentions were to get this letter into the December issue, but time flew by and we seemed to be busier than usual.

Several weeks ago I received a letter from our President Ruby Hartman, asking if I would write an article about our new method of helping the Nominating Committee with their slate of officers for 1979. We are going to "copy cat" the auctioneers on their method of selecting candidates.

This will also help you folks, as well as us, by getting names for candidates from your states of experienced and capable people to lead our Auxiliary.

The Auxiliary has come a long way since it was organized in 1951, but it has not had the "growing pains" it should have. This year we are sponsoring a seminar for Auxiliarians at our Denver meeting, which will be very interesting. Be sure to sign up for it!

We also thought that maybe we can get more folks involved by changing our method of securing our nominees for the Auxiliary offices.

President Ruby has appointed Brenda Higgenbotham, Joan Rittenhouse and me to the Nominating Committee for 1979 and has asked me to chair the committee. We want to have names submitted for National offices from your state organizations. The persons you wish to send in for consideration by the Nominating Committee must be a state and NAA Auxiliary member; have held state offices; should have attended at least one or more National Conven-

The Ladies Auxiliary To The National Auctioneers Association 1978-79 Officers

PRESIDENT:

Mrs. Walter (Ruby) Hartman, 12008 South St., Rt. 122, Camden, Ohio 45311. Phone: 513 787-3211

1ST VICE PRESIDENT:

Mrs. Leland (Irene) Dudley, Route 4, Hampton, Iowa 50441. Phone: 515 456-4284

2ND VICE PRESIDENT:

Mrs. Charles (Glenda) Johnson, P.O. Box 46, Sevierville, Tennessee 37862. Phone: 615 453-8417

SECRETARY-TREASURER:

Mrs. Ken (Marian) Barnicle, 5423 Blueberry Dr., Lakeland, Florida 33803. Phone: 813 644-3804

HISTORIAN:

Mrs. Rick (Donna) Lang, P.O. Box 255, Silverton, Oregon 97381. Phone: 503 873-5289

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Mrs. Wylie (Joan) Rittenhouse, 9 Derrick Avenue, Uniontown, Pennsylvania 15401. Phone: 412 438-0581

Mrs. Charles (Alice) Connour, 9770 Wisterwood, Dallas, Texas 76238. Phone: 214 348-2838

Mrs. Rex (Naomi) Newcom, P.O. Box 458, Whitewater, Kansas 67154. Phone: 316 799-2278

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Mrs. Martin (Brenda) Higgenbotham, 1702 Edgewood Drive, Lakeland, Florida 33803. Phone: 813 688-6094

Mrs. Forrest (Betty Jo) Mendenhall, Route 5, Box 395, High Point, North Carolina 27263. Phone: 919 887-1165

Mrs. Harvey (Pat) Lambricht, 112 N. Detroit St., LaGrange, Indiana 46761. Phone: 219 463-2012

Mrs. Bob (Ann) Williams, P.O. Box 183, Arlington, Washington 98223. Phone: 206 435-3608

TERMS EXPIRING 1979

Mrs. Don (Eileen) Standen, 38146 Sugar Ridge Rd., North Ridgeville, Ohio 44035. Phone: 216 327-8141

Mrs. Walter (Marie) Flatow, R.D. Box 125, Waterbury Center, Vermont 05677. Phone: 802 244-8817

Mrs. Edwin (Patsy) Fulkerson, R. 4, Box 232, Jonesboro, Tennessee 37659. Phone: 615 282-1236

tion (this is not absolutely necessary); and be willing to work toward the "top of the ladder" if she is elected.

We want to have you send us a resume on your auxilianian and her photo as soon as possible. The deadline for receiving nominations will be June 1, 1979. To be elected each year are a 2nd Vice President, Historian, Directors and every other year we elect a Secretary-Treasurer. The President and 1st Vice President are automatic "move ups".

Please help your organization and us, the Nominating Committee, by sending us a name if you feel you wish one of your state members on the slate of officers. Send the information to me:

Mrs. Lyle (Irene) Erickson
Box 239
Cresco, Iowa 52136

I will send copies to Brenda and Joan and the Lincoln office.

Also, I hope that you folks, who have state meetings coming up will sign up some NAA Auxiliary members. I guess this has not been done before, but



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you could collect the dues and send them and the names to our secretary-treasurer, Mrs. Ken (Marian) Barnicle.

Let's see how many new members we can get this year.

I will see some of you in Las Vegas during the 1979 NAA Seminar (January 29-30-31) and I will be looking forward to seeing many of you in Denver in July for the NAA Convention.

**Mrs. Lyle (Irene) Erickson, Chairman
Nominating Committee, Ladies Auxiliary
to the National Auctioneers Association
Cresco, Iowa**

Across the Antiques Auction Block . . .

CAST IRON POTS & KETTLES

The following information on Cast Iron Pots & Kettles was taken from NAA member Dave Kessler's (New Paris, Ohio) book ACROSS THE ANTIQUES AUCTION BLOCK. Dave has served more than once as NAA Seminars instructor and his book (available for purchase by contacting Dave Kessler, 122 West Main, New Paris, Ohio 45347) offers information on many antiques' and collectibles', which sell well throughout the United States. One hundred, ninety-

four items are described in the book and appreciation now is given to Dave Kessler for the use of CAST IRON POTS & KETTLES.

Cast iron cooking vessels are very collectible today and many interesting examples can be found. The earliest ones date from 1500 in England when the first cast iron was produced.

The early cast iron cooking vessels made before 1707 were made by the loam molding process. These were made in two part molds and had verticle mold marks and a large round sprue in the bottom.

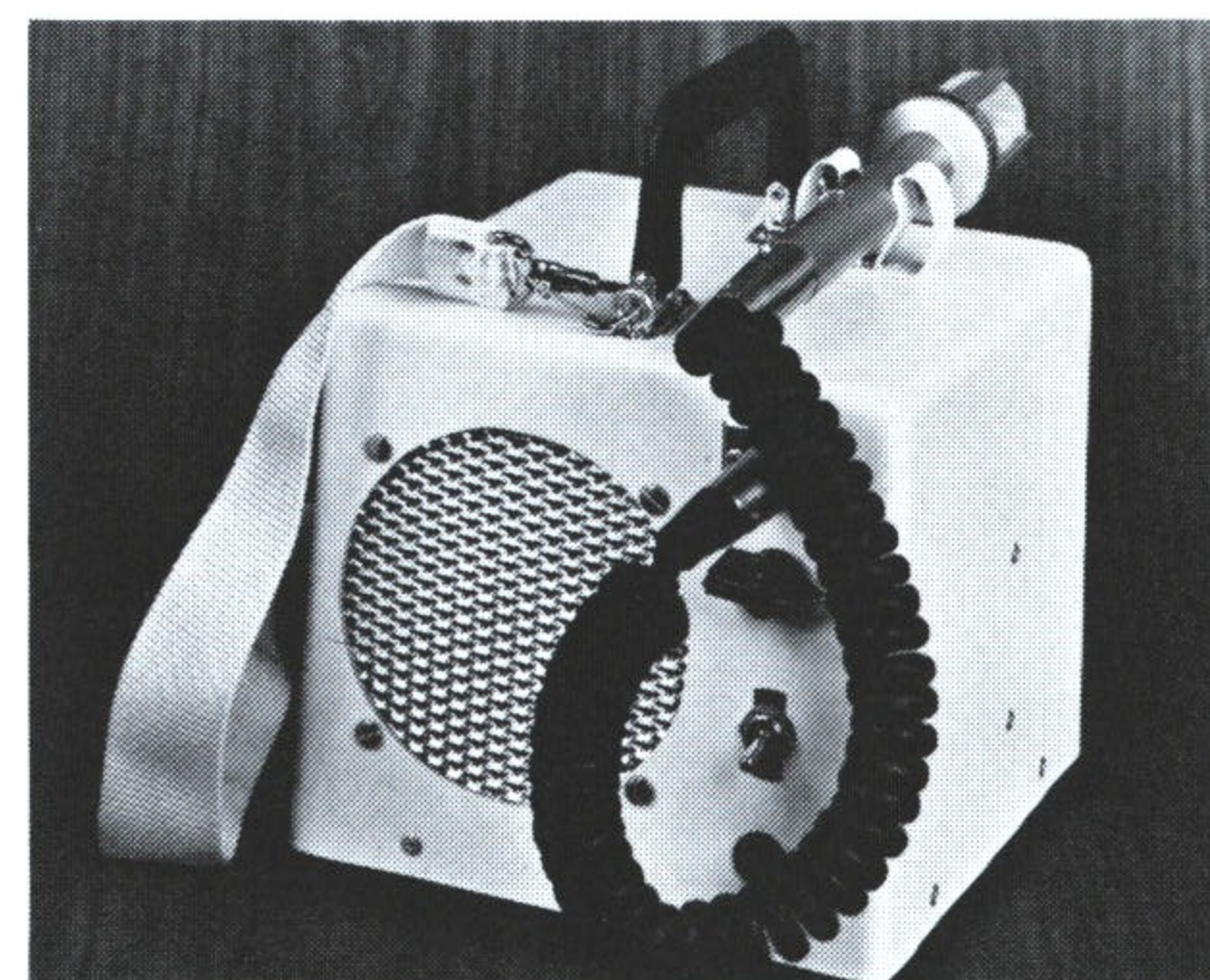
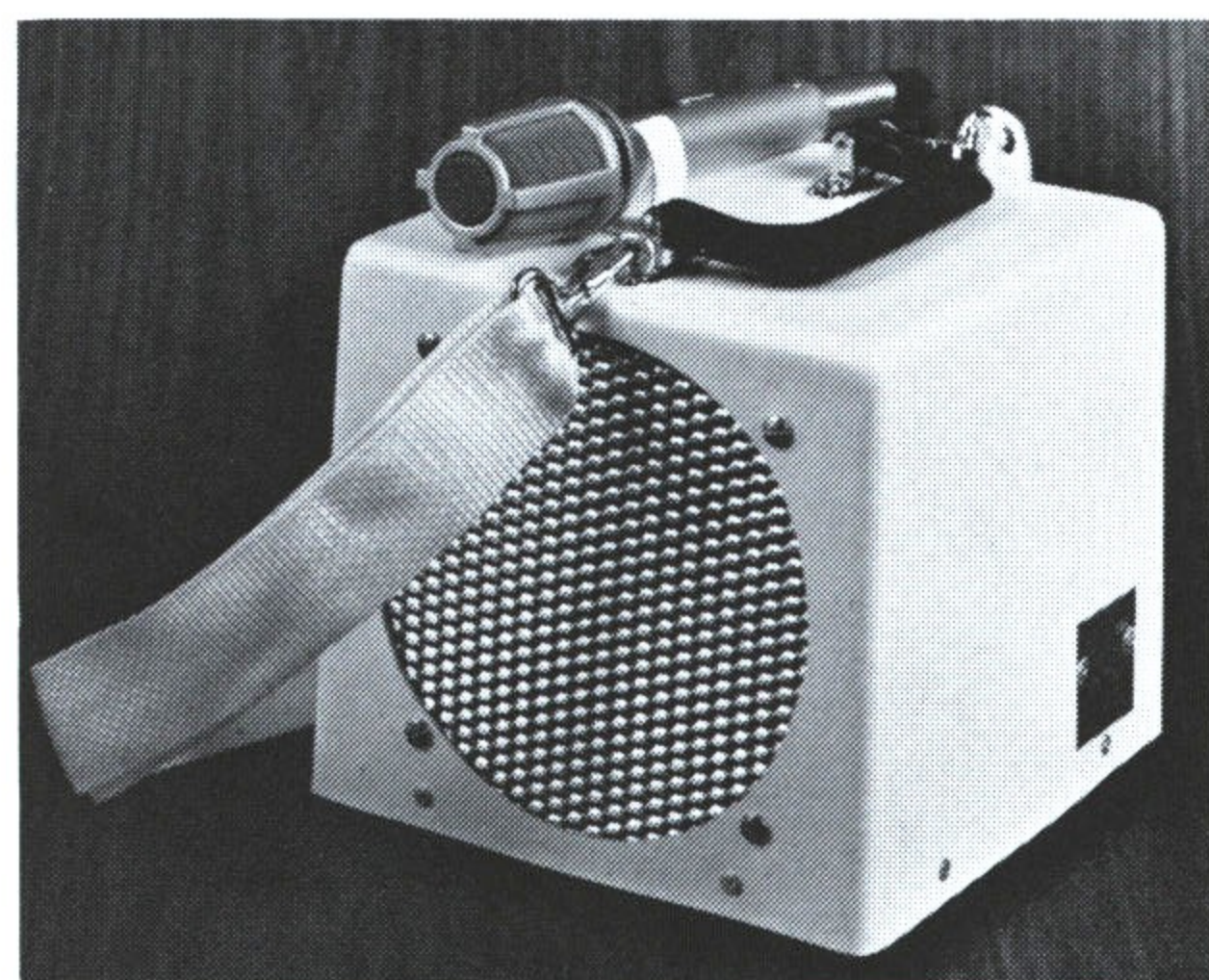
During the 1700's in England the process of sand casting with core molds was developed. Cooking vessels made by this process were formed in three part molds and they came to have a straight line gate instead of the round sprue on their bottom surface.

These hollow cooking vessels are known as pots if they taper into a more narrow diameter at the top. If their sides flare out at the top they are known as kettles.

The pots are generally of small capacity ranging from a few quarts up to 10 or 12 gallons. Kettles, however, are generally much larger with some going up to 30 to 50 gallons in capacity.

The pots made in the 1700's and early 1800's were usually bulbous in shape. Those made after 1850 were generally cylindrical.

The early cast iron pots and kettles usually had three long tapering feet. These were designed so that the pot would set above the coals in the fire-place. By the early 19th Century these legs had di-



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minished to ½" stubs. After 1850 most pots had inset bottoms without legs. They were designed to fit the tops of coal or wood cooking ranges.

The early pots have large angular "ears" to which the bail could be attached. The ears on these early ones were cast in two pieces. Nineteenth Century pots generally have small round ears which are described as being shaped like cow horns.

The earliest pots and kettles had very thick sides, or walls. These were difficult to heat because

of this thickness. They were also hard to keep clean because of their rough surface.

The sides of later sand cast models were much thinner and had nice smooth surfaces. This made more efficient use of the heat and they were much easier to keep clean.

The small cast iron pot pictured measures approximately 8" in height and is approximately 7½" in diameter. It has nice 2½" tapered legs and is molded in three parts. It dates from the early 1800's.

NAA SEMINARS: An Opportunity to Learn More About the Auction Profession

Two NAA Seminars have been planned and scheduled for the 1979 winter months, which will provide NAA members, their families and employees information about the auction method of selling real and personal property.

The first Seminar will be held on January 29-30-31 at the Flamingo Hilton Hotel in Las Vegas, Nevada — *late registrations may be accepted if space is available in the daily sessions and if late room accommodations can be reserved at the Flamingo Hilton Hotel* — and the second will be held at the Opryland Hotel in Nashville, Tennessee.

Hotel reservations must be made in advance at both hotels (already the room commitment at the Flamingo Hilton has had to be released — it is a hotel policy to release all space 30 days in advance of the meeting) and space in the Seminars may be unavailable unless you indicate your desire to attend immediately.

The hotel reservation form for the Opryland Hotel in Nashville is included in this issue of THE AUCTIONEER magazine. Complete it and send it now to the hotel to obtain your sleeping accommodations. Register immediately also to assure yourself of a place in the Seminars (use the form also included in this issue).

The auctioneers who will make presentations at the 1979 Seminars are some of the finest and most knowledgeable auctioneers in the nation, who include: John A. Horton and Rex B. Newcom, Real Estate; Charles J. Fischer, Farm Equipment; Dean H. Parker, Livestock; Robert E. "Bob" Musser, Bid Call-



THE FLAMINGO HILTON will be easily recognized by NAA members, who attend the January 29-30-31, 1979 NAA Seminars by this beautiful lighted symbol, or trademark. The Flamingo Hilton is newly remodeled and a new towers addition has been added; all to provide an excellent setting for the educational program of the National Auctioneers Association. The NAA room block was released 30 days in advance of the January Seminars date and late registrants will have to contact the Flamingo Hilton Hotel's reservations department to determine if room accommodations can be made. Hotel reservations are to be made directly to the Flamingo Hilton by the Seminars registrant and registrations to the Seminars are to be made with the NAA (135 Lakewood Drive, Lincoln, NE 68510 — use form in this issue of THE AUCTIONEER magazine and send fees immediately).

Hotel Reservations May Be Limited At The Flamingo Hilton Hotel in Las Vegas Due To Hotel's Policy Of Releasing Committed Space 30 Days In Advance Of The Meeting. Late Las Vegas Seminars Registrations MUST Check Room Availability Before Registering For Las Vegas Seminars.

ing and Voice Analysis; C. E. "Chuck" Cumberlin and Harvey L. McCray, Advertising; and Douglas P. Bildeau and Wayne Stewart, Antiques and Collectibles. They know their business and are willing to share their ideas with you. Take advantage of the opportunity and attend the 1979 NAA Seminars.

Hurry, though, time is limited (especially for the Las Vegas Seminar in January)!

The Reisch Auctioneer's Speaker

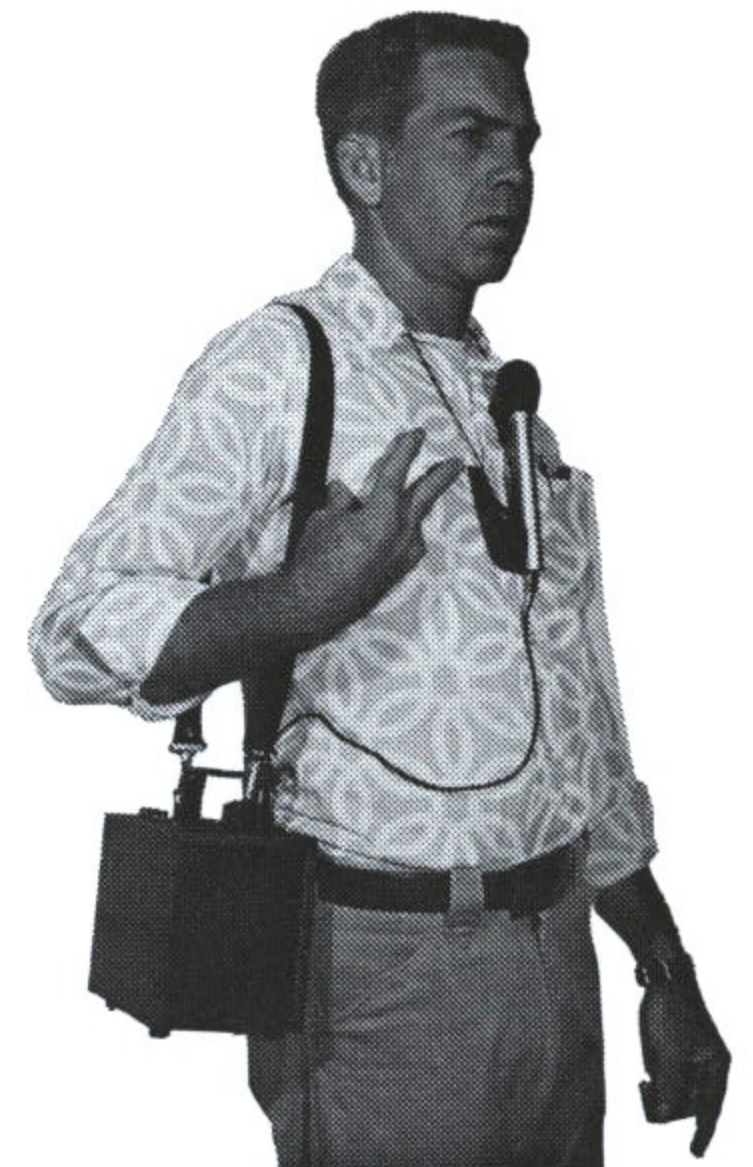
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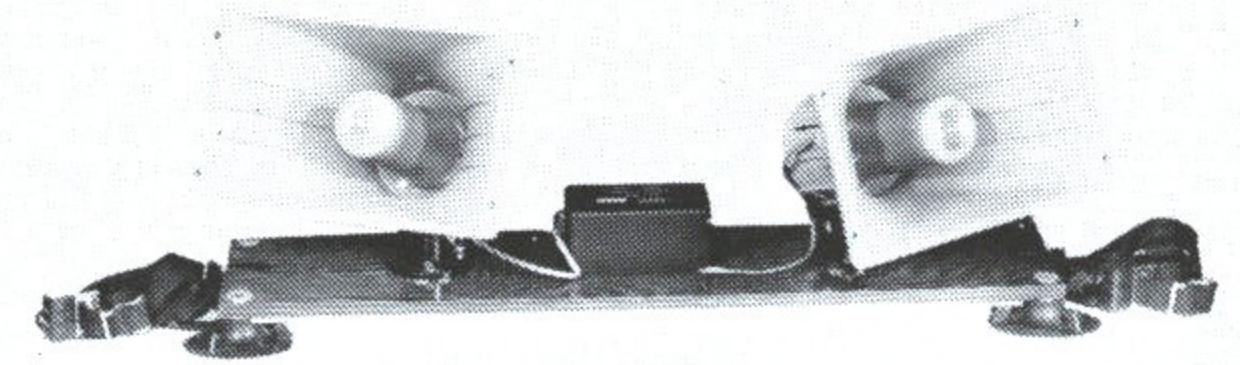
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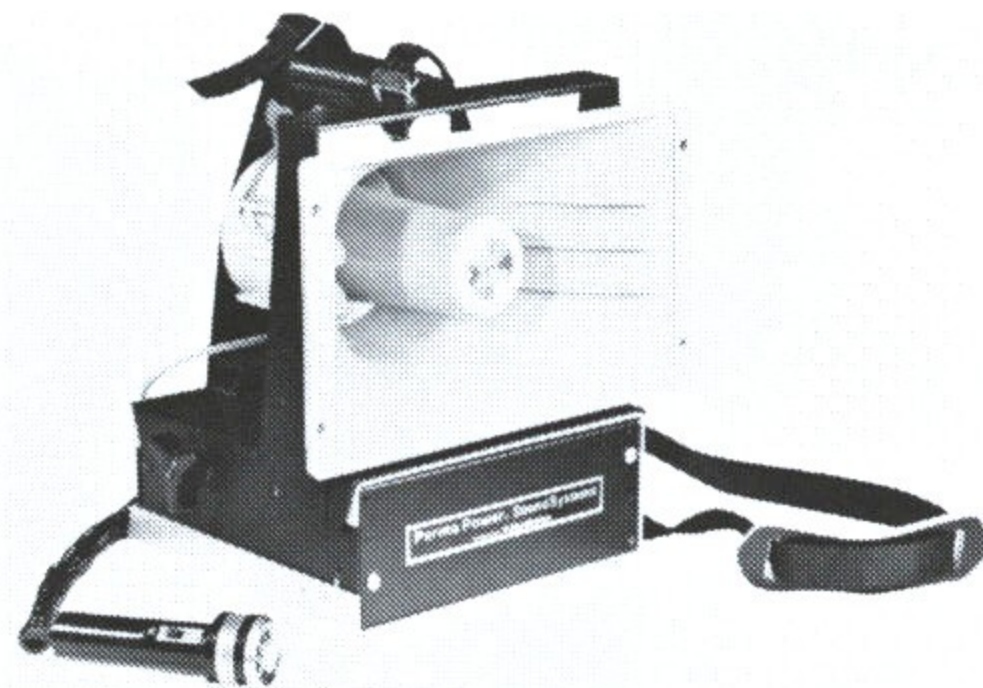


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Mendenhall School of Auctioneering Completes November Term



NOVEMBER 17, 1978 was the graduation date of the November, 1978 term of auctioneers at the Mendenhall School of Auctioneering, High Point, North Carolina. Nearly 50 students participated in the class. Instructors and staff pictured above, seated in chairs from left to right: Larry Hedrick, Bill Lanier, Joann Everhart (secretary), Forrest Mendenhall, Edna Regan (secretary), Billy Ragsdale and Betty Jo Mendenhall (secretary). Instructors not present when the photo was made included: Joe Byerly, Lewis Compton, Herman Crawford, Harold Craven, Morris Fannon, Louis Fisher, Jr., Jake Horney, George Jones, Jimmy Jones, Archie Moody, Carson Womack and Jim Owen. The next class is scheduled for February 5-16, 1978.

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tions have become the talk of the news media. Find out why when you attend the workshops and programs, being planned by the NAA President Harvey C. Lambright, Convention Chairman Chuck Cumberlin of Brush, Colorado and the many, many auctioneers of Colorado who want you to remember Colorado as . . .

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Remember the dates: July 11-15, 1979 (Wednesday thru Saturday). Remember the place: Denver Hilton Hotel, Denver, Colorado.

And, remember the reason for being there — 1979 NAA Denver Convention.

Hotel reservations forms and convention registration information will be featured in the next issue of THE AUCTIONEER magazine. But, reserve the dates NOW!

Antiques & Americana . . .

COLLECTING MILITARIA

To Americans, war has always been a fascinating subject. Naturally there are collectors of all types of war memorabilia and with such a wide succession of wars from which to choose, it is only natural that one may not relate items from one war to that of another. It seems, the older the war, the more valuable the artifact. Revolutionary items seem to have peaked out at the time of the bi-centennial, and some are declining in price. Items from the Civil War peaked in 1961 at the time of its centennial. It would seem that the prudent collector might watch for anniversaries of various wars with the knowledge that the interest in items it will be in great demand.

The sesquicentennial of the Mexican War will be



in 1990 and already collectors are showing great interest in artifacts from it, hoping to realize a good profit 13 years hence. One wonders if there will be any similar interest in items from the Korean and Vietnam conflicts.

We picture a helmet which was used in the Franco Prussian War of 1870. Seven years ago, it was a hot item for collectors overseas, but interest in it has diminished now. It is German, made of hardened steel and trimmed with brass. Shined up, it would make a good table ornament, but there are many who do not enjoy the remembrance of wars, hence the limited interest in such items. However, there is a brisk trade in items from World War II, since so many of today's collectors served in it.

Nazi items are quite popular right now and flags, helmets, revolvers, medals and uniforms are much in demand. At a flea market in Hamburg, Germany (June, 1977), we even saw a photo of Adolph Hitler prominently displayed for sale. Outside of weapons collecting, the field is quite hazardous from the standpoint of making an investment. One would do better to invest in those pieces related to functional use in the home. Most will always have value and not offend your friends.

LETTERS

From Schenectady, New York — We have several old decanters which have deposits of wine imbedded in them, and some white in the glass as well. We have tried everything to clean them out with no success. Can you help?

Answer — You must have tried bleach and ammonia, so if these do not work, why not a mild solution of sulfuric or nitric acid. These will eat any vegetable or animal deposits. Perhaps some high school student who is taking chemistry can help you, as these acids are in every lab. The white or sick glass is more difficult, as some of this is due to improper annealing when the glass was made and can never be removed.

From Springfield, Massachusetts — I have a silk United States flag with 45 stars, c. 1900. Where can I find an interested buyer? Does it have value?

Answer — I would recommend donating it to a local historical society or museum and taking a tax deduction for the gift. Such a flag is not old enough to have historic value. If it had been used at a famous battle or other noted event, it would enhance its value.

From Athol, Massachusetts — We have an item in tin which stands before a fireplace, we believe — it is a sheet, vertical on legs, with hooks hanging from it. Can you tell us what it was used to cook?

Answer — Most likely it is a bird spit. Small game birds were hung on the hooks in front of the fire and the tin backing reflected the heat to the rear of them. Actually, such items as chops or other chunks of meat might be hung on them as well. If you call it a bird spit, you would be most accurate.

From Portsmouth, New Hampshire — We have a small brass knife or carving tool — it has two blades, but they have only rounded cutting surfaces at the end? What was this tool used for?

Answer — Your description is that of an 18th century fleam — used to cut into veins to bleed people for health purposes — hardly an acceptable medical practice today. Collectors of medical antiques like them. Some historians feel George Washington was bled to death unnecessarily when his physician used one of these in his treatment.

BOOSTER CLUB

The NAA members whose names appear within their respective states have each contributed \$10 to have their names appear four times annually in support of their magazine — THE AUCTIONEER.

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

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In accordance with the decision of the NAA board of directors (January, 1977), Booster Club contributors will be listed four times annually in the January, April, July and October issues of THE AUCTIONEER magazine.

The voluntary contribution amount, to have your name added to the Booster Club contributors' listing, is \$10 annually.

Booster Club contributors will not be billed, but should add the \$10 contribution to the annual membership billing if desired. The \$10 contributions are for a one-year period, which

should coincide with your annual billing, or membership, period.

The board of directors offers their thanks and appreciation to those of you who have offered voluntary Booster Club contributions in past years, knowing that it was with your help that the NAA could offer you a magazine, which merits your dedication and support to the auction profession. Increases in the costs of printing, publishing and mailing the magazine made it impossible to continue listing Booster Club contributors at the \$5 rate, and in each issue.

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Sweeping statement: A father was having a talk with his ecology-minded teenage son. "I can't stand all this trash, dirt and pollution," the son declared. "All right," the father replied, "let's get out of your room and talk somewhere else."

TAKES THE CAKE

"Jimmy, there were two pieces of cake on the table last night when we went to bed and this morning there is only one. How do you explain that?"

"I don't know, Mom. I guess it was so dark that I just didn't see the other piece sitting there."

FAST TALKER

If you think twice before you speak, you'll never get into the conversation.

FAIR WEATHER FRIEND

The teenaged boy monopolized the phone for more than an hour, pouring his undying love to his girlfriend.

"Betsy, you've gotta believe me. If you were caught in a burning house, I'd beat out the flames with my hands. I'd dive into a waterfall, if that's where you were. If the guys insulted you, I'd take them all on with my bare fists!"

You're just wonderful, Joey" sighed the young lady. "When am I going to see you?"

"Saturday night — if it doesn't rain."

TEENAGE DAUGHTER

Undoubtedly the first man who ever tore a telephone book in half had a teenage daughter.

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There are many reasons why NAA auctioneers are chosen over other auctioneers and the primary reason is the professionalism and ethics represented in and promoted through the display and use of the NAA emblem.

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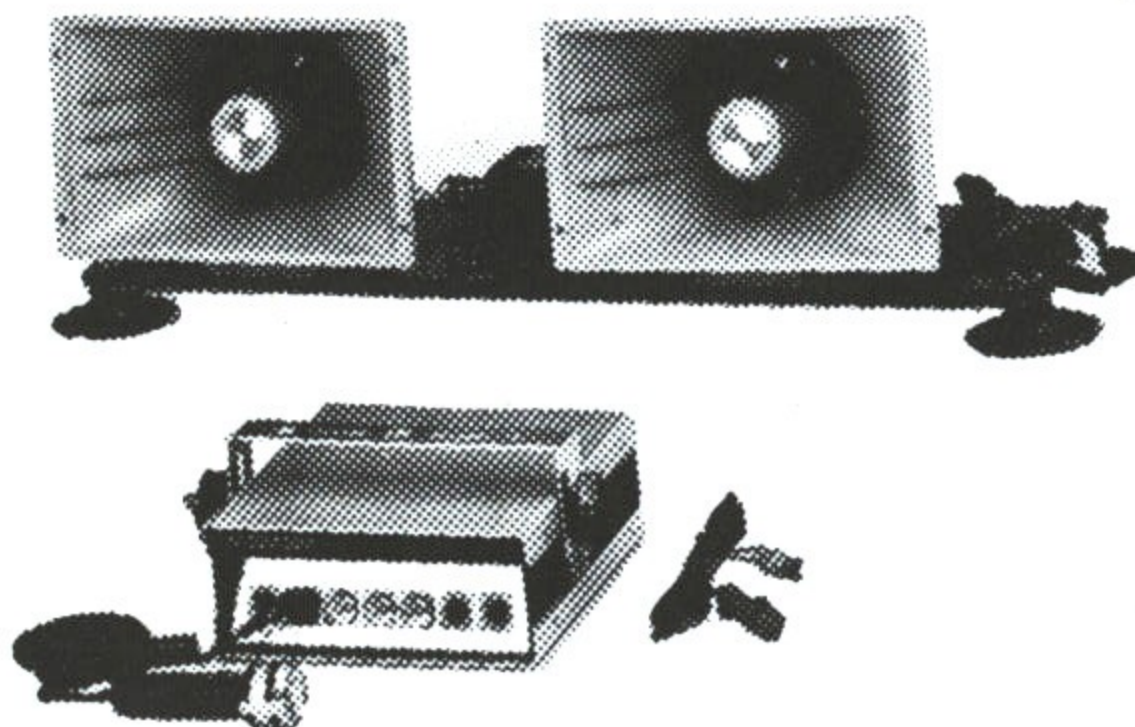
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CONSTRUCTION: Removable metal bracket attaches to amplifier with screw knobs; gripper handle and shoulder strap included.

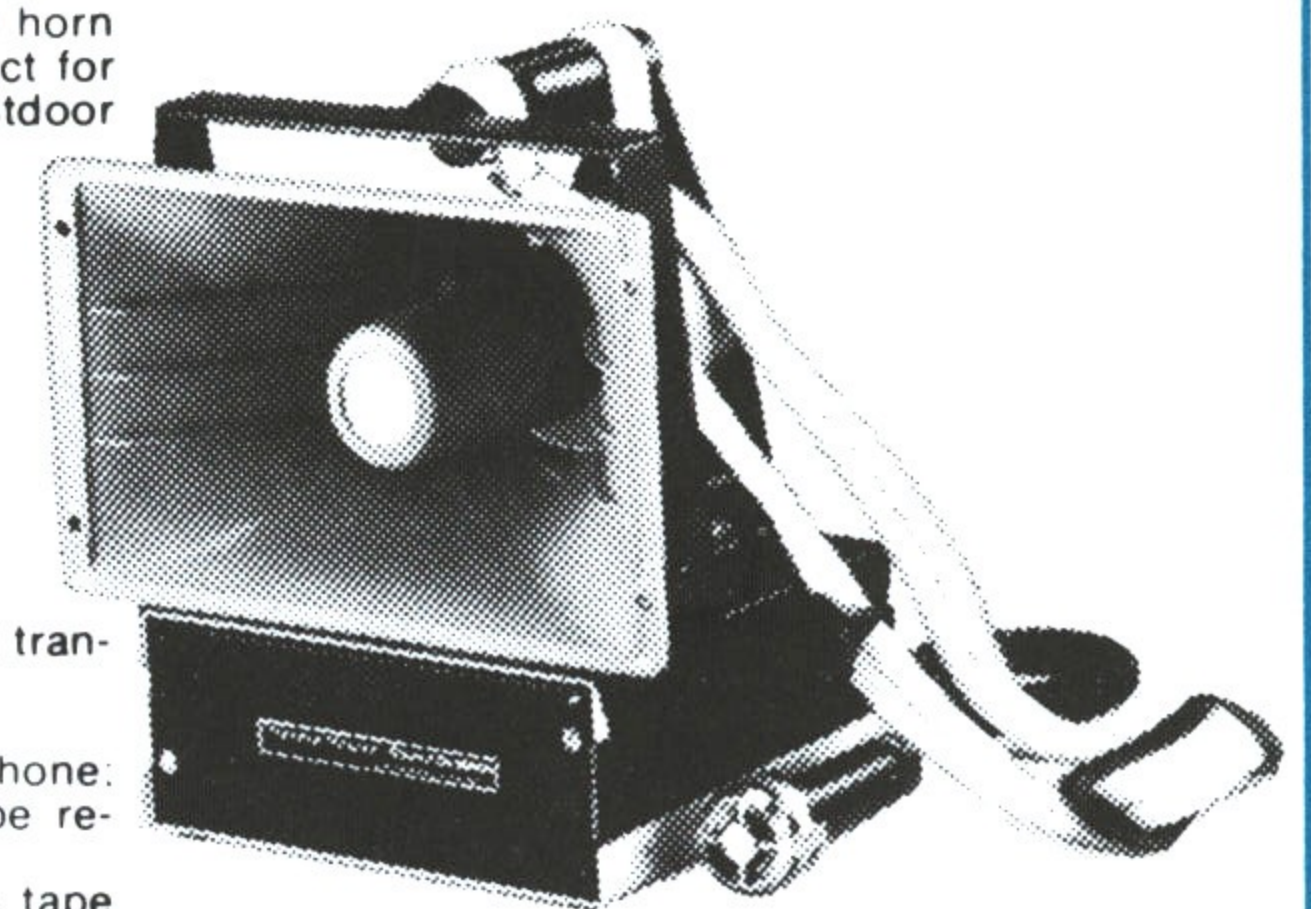
Dimensions: 11 1/2" high, 11" wide, 9" deep.

WEIGHT: 14 lbs. (with batteries).

Order Model S-610 **\$193.00**

A.C. adapter for Model S-702 Amplifier Weight: 2 lbs.

Order Model S-1410 **\$49.00**



\$193.00

Reading Table Systems

ROVING ROSTRUM MODEL S-122

Luggage-styled—self-contained—opens up to become its own lectern. Use indoors or out... covers audiences up to 1000... 2nd speaker in cover avoids feedback problems often prevalent in low-ceilinged rooms.

AMPLIFIER: Integral, 35 watt, all transistor.

Controls: On-Off, Volume.

Inputs: For microphone, tape, tuner or phono.

Outputs: For 2nd speaker, tape recorder.

Power Source: Ten "D" size flashlight batteries, alkaline type provides up to 200 hours operation for a full year's use. 120V ac adapter available.

MICROPHONE: Model S-2020. Shure professional dynamic cardioid with 10-ft. cable, supplied with adjustable flexible rod microphone holder and lavalier holder.

SPEAKERS: Two high efficiency units that can each handle full amplifier power. One built into reading table, one in cover with 40-ft. cable.

CONSTRUCTION: Molded scuff-proof black luggage type plastic, retractable legs for height adjustment.

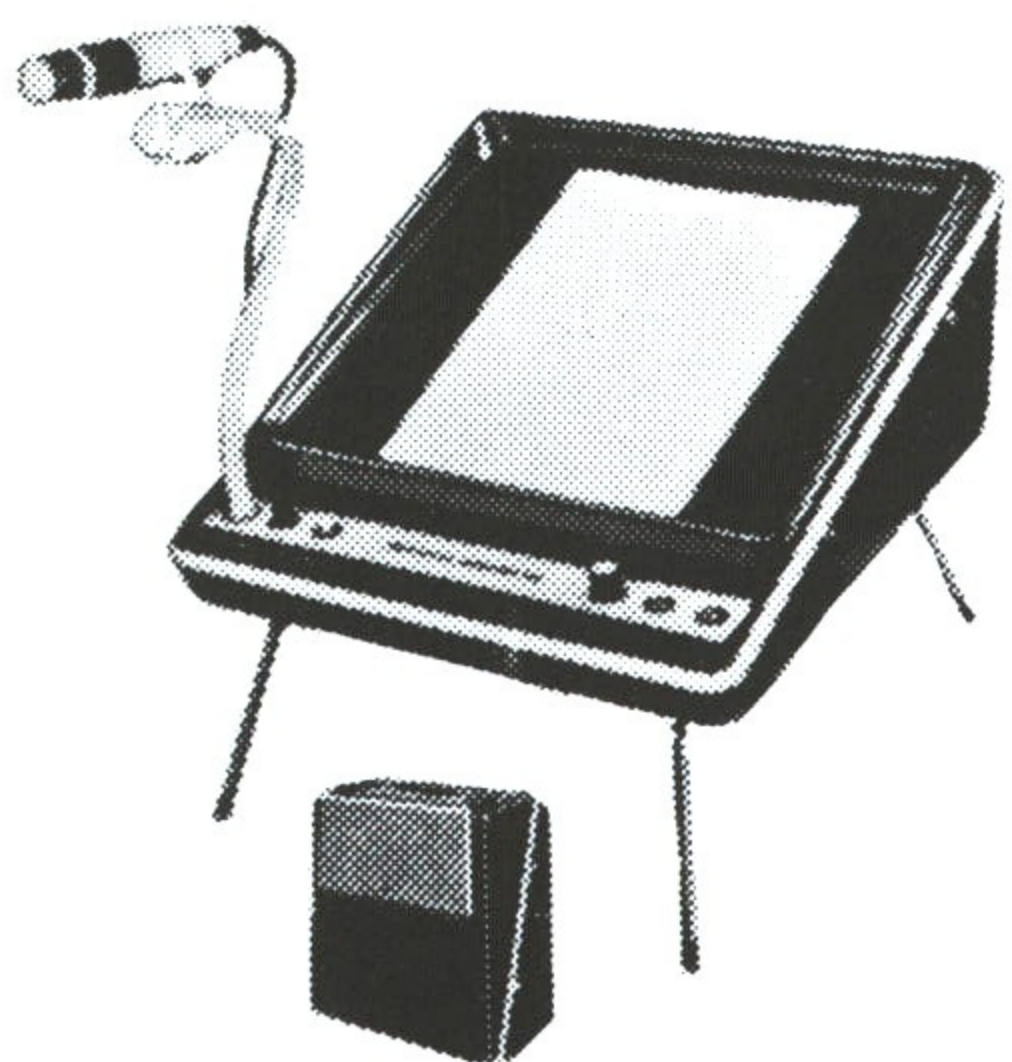
Dimensions: 8 7/8" high, 16 3/4" wide, 17 1/4" deep.

WEIGHT: 23 lbs. (with batteries).

Order Model S-122 **\$318.00**

A.C. adapter for Model S-122 Weight: 2 lbs.

Order Model S-1400 **\$49.00**



\$318.00

Highly Portable Systems

SOUND ATTACHÉ P.A. MODEL S-210A

Compact, powerful, this complete P.A. system in an attaché case covers audiences to 1000.

AMPLIFIER: Model S-702. 35 watt, all transistor.

Controls: On-Off, Volume.

Inputs: For ceramic or dynamic microphone, auxiliary input for phono, tuner, tape recorder, etc.

3 Outputs: For additional speakers, tape recorder.

Power Source: Ten "D" size flashlight batteries, alkaline type provides up to 200 hours operation for a full year's use. 120V ac adapter available.

MICROPHONE: Model S-2090. Low impedance dynamic cardioid with 10-ft. cable, lavalier cord to wear around neck.

MICROPHONE STAND: 2 piece adjustable assembly plus flexible rod microphone holder, and adapter for desk stand.

SPEAKER: 6" x 9" speaker in anti-feedback housing built into case. 40 feet of cable supplied for operation away from amplifier.

CONSTRUCTION: All wood case with black vinyl finish.

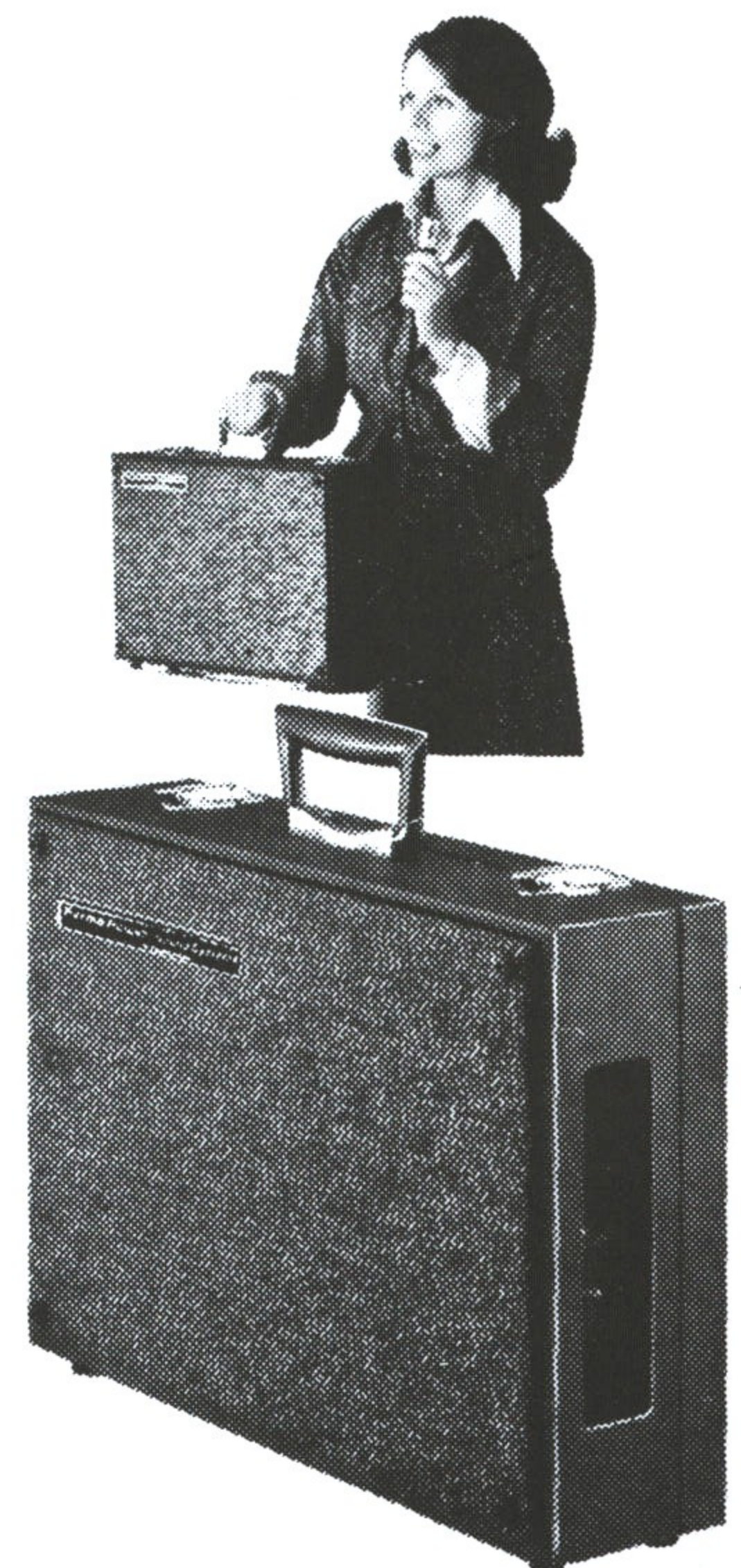
Dimensions: 12" High, 19" Wide, 4 1/4" Deep.

WEIGHT: 22 lbs. (with batteries).

Order Model S-210A **\$232.00**

A.C. adapter for Model S-702 Amplifier Weight: 2 lbs.

Order Model S-1410 **\$49.00**



\$232.00

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