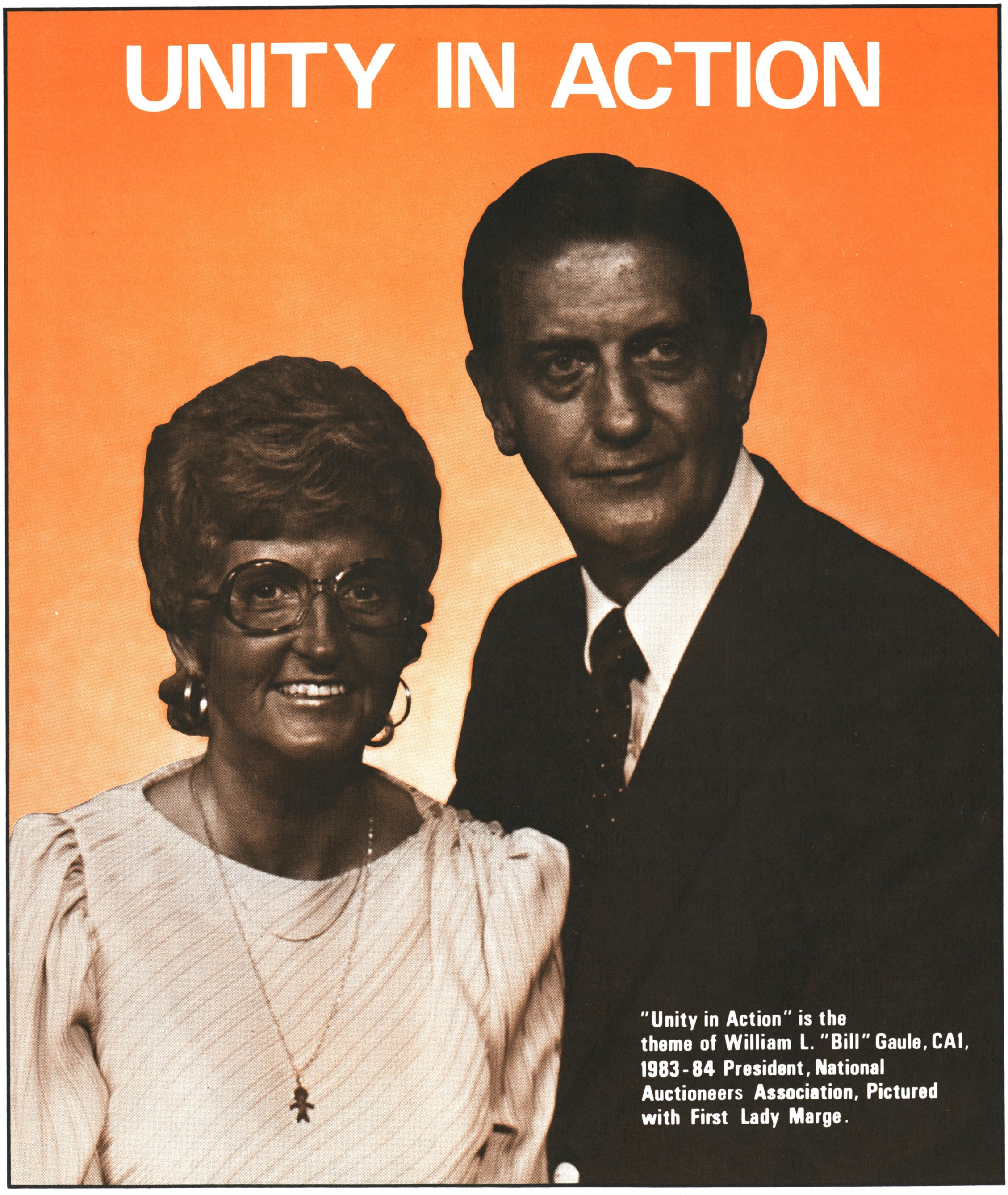
THE AUCTIONEER

The Magazine of the National Auctioneers Association ● September, 1983

UNITY IN ACTION



"Unity in Action" is the theme of William L. "Bill" Gaule, CAI, 1983-84 President, National Auctioneers Association, Pictured with First Lady Marge.

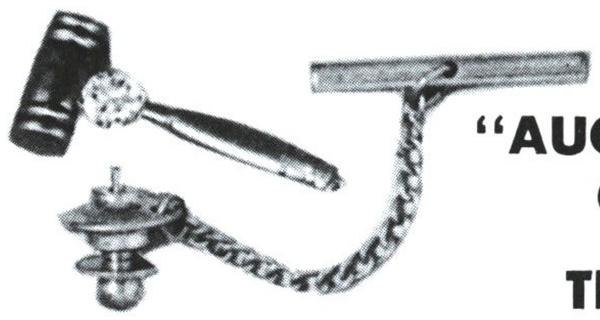
ATTENTION ALL NEW AND OLD MEMBERS OF NAA



Stetson "Wisp"



Auctioneer Hat



"AUCTIONEER'S GAVEL" TIE TACK

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

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

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

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

Silver Belly Felt "Auctioneer" Hat	**$48.00**
Wisp 4X Beaver Felt Hat	**59.00**
White Panama Hat (2½" brim)	**27.50**
Milan Straw Hat (2⅛", 2⅜" and 2⅝" brims)	**25.00**
London Fog Type Jackets w/Emblem	**30.00**
NAA Emblem — 4 color embroidered	**3.00**
Tie Tacs (18K gold, sterling silver, gold plated w/ or w/o diamonds and man-made diamonds) — Write for prices	**from $50.00**
Deer and Pigskin Gloves	**18.00 and 20.00**

PLUS 4% SALES TAX

COLONEL W. CRAIG LAWING

5521 Belhaven Blvd. — Charlotte, N.C. 28208
Telephone: Area Code 704/ Office 399-6372
Home 399-3260

Chicago Tribune Auction Mart...
because Chicagoland responds to the gavel.

If you haven't discovered the Chicago market . . . you're missing out on one of the best auction advertising opportunities in America:

- Chicago outranks both New York and Los Angeles in median buying income . . . over $26,000 annually per household.
- Chicago's suburbs are America's wealthiest, with a suburban household median EBI* of $30,658 a year.

*EBI is disposable income available after taxes.

Sunday and Wednesday Auction Mart

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

So it's no wonder that auction ads come to us from all over the world. Auctioneers know the Tribune is their best link to the Chicago area market.

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

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

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



LETTERS TO THE AUCTIONEER

Stolen heavy equipment, Alberta, Canada

Below is a brief description of two items of heavy equipment and the dates they were stolen. They have both been listed on our nationwide police computer, but I feel that they will likely appear for sale through an auction somewhere.

1) 1979 Case Crawler Tractor, Model 350
   seral number 3068287
2) 1979 Case Backhoe, Model 580C
   serial number 8991242M.

If either item is located, please contact your local police department.

Thank you for your assistance.

E. T. Smith, Cst.
Edmonton G.I.S.
Auto Theft Section

Please make correction

In the June issue of THE AUCTIONEER, in the article "Auction school profile: American Academy of Auctioneers", NAA member Bill Michie's name was misspelled. Please correct your copy to this spelling.

No longer "first timers"

This was our first national convention. In the past we were just like you, too busy to attend. That was the biggest mistake of our business career. We as professional auctioneers need all the input we can get.

Barbara and I were not really prepared for the amount of information we received in a matter of just four days. It was phenomenal. The workshops that are available, with each subject matter covered at least one, if not more of your specialties.

We learned more in the four days we spent in Houston, Texas, than we could have learned out in the field, struggling for a year.

We cannot say enough about this learning experience, and sharing of ideas with our peers. Professionals from all over this great United States and Canada, too, were there all interested in helping the first times; and help they did. Whenever we had a question, if they did not know the answer, they knew someone who did, and promptly introduced us to that person who gave us the answer.

Barbara and I thought we would be strangers among many people. This proved to be the biggest misnomer of many of the first timers. Within the first hour, we made many new friends. So will you if you attend the National Auctioneers convention next year.

John and Barbara Henson
NAA husband and wife team
Metairie, Louisiana

The economy and small business

Several areas of the economy in which thousands of small businesses participate are showing signs of recovery.

- Retail sales were up in March and April. Consumer Spending is expected to rise 3.3 to 3.8% this year after inflation.
- Housing starts have dropped slightly but are 50 percent above 1982's rate. About 1.6 million units are expected to be built in 1983.
- Sole proprietorship income was up the first quarter of 1983 and is expected to increase for the first year since 1979.

Small businesses are still encountering problems. Many have been financially strapped by the length and depth of the recession and will fail before the receovery helps them.

- Nearly 12,500 firms failed in the first 21 weeks of 1983 compared to 9,500 in 1982; 6,600 in 1981; and 4,400 in 1980 during the same period.
- Long-term business loans (1 year or more) under $100 thousand made by banks in February 1983 carried interest rates of 12.7 to 16.1 percent. Again these rates seem too high to sustain a strong economic recovery.

The biggest threat to the economic recovery is from interest rates. Some short-term rates are rising. Interest rates on long-term Treasury bonds have risen three quarters of a percent since early May. FHA recently increased the guaranteed home loan rate to 12% from 11.5%. Home building has been one of the strongest components of the recovery to date.

Although consumer confidence has risen sharply, consumers remain cautious about long-term commitments. More moderate consumer interest rates are needed to strengthen the recovery.

The weak world economy, the continuing financial problems of many third world countries, and strong dollar threaten to further reduce U.S. exports. This will act to slow U.S. recovery.

ASSOCIATED AUCTION SCHOOL
Since 1970
6349 Grapevine Hwy.
Fort Worth, Texas 76118
Phone 817-284-6416

1983-84 Officers

PRESIDENT

William L. "Bill" Gaule, CAI
909 West Walnut
Chatham, IL 62629
Phone: 217 483-2484

PRESIDENT-ELECT

Sammy L. Ford, CAI
P.O. Box 445
Mount Vernon, KY 40456
Phone: 606 256-4545

VICE PRESIDENT

Hugh B. Miller, CAI
18040 Volkman Road
Evansville, IN 47711
Phone: 812 867-2486

EXECUTIVE VICE PRESIDENT

Harvey L. McCray
8880 Ballentine
Overland Park, KS 66214
Phone: 913 541-8084

TREASURER

Dean W. Fleming, CAI
Atkinson, NE 68713
Phone: 402 925-2802

DIRECTORS

Terms Expiring 1986

Rex B. Newcom, CAI
Box 458
Whitewater, KS 67154
Phone: 316 799-2278

William Z. "Bill" Fox, CAI
1915 Charles Center South
Baltimore, MD 21208
Phone: 301 332-1333

Jack Nitz, CAI
Box 1522, 500 South Main St.
Fremont, NE 68025
Phone: 402 727-8800

Hugh R. Parker, CAI
Box 101
South Otselic, NY 13155
Phone: 315 653-7788

Edward A. Short, CAI
P.O. Box 9754
Phoenix, AZ 85068
Phone: 602 944-5626

Terms Expiring 1985

Howard Buckles
2nd and Main
Keosauqua, IA 52565
Phone: 319 293-3012

Marvin E. Alexander
239 University/Box 129
Martin, TN 38237
Phone: 901 587-4244

Gary Day, CAI
2484 N.W. Thurman St.
Portland, OR 97210
Phone: 503 222-9000

Ronald C. Harris, CAI
2000-G Sullivan Road
Atlanta, GA 30337
Phone: 404 996-7355

William M. "Bill" Yonce, CAI
P.O. Box 4867
Florence, SC 29502
Phone: 803 665-6060

Terms Expiring 1984

Archie D. Moody, CAI
P.O. Box 795
Darlington, SC 29532-0795
Phone: 803 393-0431

Harry A. Anderson, CAI
R.D. 2, Box 50
Georgetown, PA 15043
Phone: 412 573-9533

Louis B. "Benny" Fisher, CAI
437 East Atlantic Blvd.
Pompano Beach, FL 33060
Phone: 305 942-0917

Robert H. "Bob" Glass, CAI
Box 237
Central Village, CT 06332
Phone: 203 564-7318

Walter J. "Wally" Laumeyer, CAI
7306 Cleve Avenue East
Inver Grove Heights, MN 55075
Phone: 612 455-9547

THE AUCTIONEER

SEPTEMBER, 1983 **Volume XXXIV, Number 8**

FEATURE ARTICLES

Unity in Action, *William L. Gaule, CAI* 5
1983-84 NAA Committees 9
Headquarters Relocation Fund Report/Auction of NAA Building 10
1982-83 Financial Report 12
1984 NAA Seminars 16
Thanks for a Good Year, *Rex B. Newcom, CAI* 22
NAA Members Work Together, *Robert H. Glass, CAI* 23
Changing of the Times, *Howard Buckles* 25
Auxiliary to the NAA 29
Bud Knight Wins Livestock Auctioneer Crown 30
King Ranch Dedicates Sale to Walter Britten 31
Is It Worth It?, *Harrison "Bus" Retmier, CAI* 32
CAI Application ..... center section
Annual CAI Report 33
J. L. Todd Named to GAA Hall of Fame 39

DEPARTMENTS

Letters 3
In memoriam 42
State Associations 41, 47, 51
Promotional Items 59
Convention Cassettes 61
Advertising Index 62
Advertising Rate Schedule 62

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

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

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

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

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

Harvey L. McCray, Editor and Executive Vice President. Member: American Society of Association Executives, American Advertising Federation, Lincoln Advertising Club, Lincoln Chamber of Commerce, Admen's Gridiron.
Mrs. Sandy Chapin, Secretary
Ms. Marge Houser, Secretary
Mrs. Karen Van Dyke, Secretary
Mrs. Sharon Whisenhunt, Secretary

Unity in Action, 1984



By William L. "Bill" Gaule, CAI, President
National Auctioneers Association

(The following article is ekcerpted from Mr. Gaule's accepance address at Houston convention.)

I picked up something the other day, just happened to be going to several civic clubs, and I read something that really struck me because I know I have been guilty in the past. But I would like to read this to you before I share a thought or two with you. It it called our "Active Member"?

Are you an active member, the kind that would be missed, or are you contented that that your name is just on the list? Do you attend the meetings and mingle with the flock, or do you stay home and then criticize them not? Do you take an active part to help the work along, or are you satisfied to be kind that "just belongs"? Do you ever work on a committee to see that there is no trick, or do you leave the work to just a few and then talk about the clique? Do you come to the meetings often and help with hand and heart? Don't be just a member but take an active part. Think this over brother, you know the right and wrong. Are you a member or do you just belong?

I read that and it really impressed me because I know at times I have been guilty of paying my dues and not doing much, but hopefully not in this Association. But this year I would like to call my theme if I have one; Rex had the most beautiful theme "The Year of the Auctioneer". I hope that always continues, but I would like to call mine "Unity in Action, 1984". I can't do anything alone, neither can Rex or this Board of Directors or Harvey McCray or anybody. But I think together we can accomplish a lot for a chosen profession, for our field, and fellow members.

How do we do this? Well, I think number one is having this Association top grade — quality people, and quality auctioneers, such as you find leaders here tonight. We need this fine membership and if you are like I have been many times, you leave here enthused and say "I am going right home and bring in a new member". You get home, get busy, and you forget about it. I would like to set a goal today. I have always said before that if you shoot for the moon, even if you miss it, somehow you are going to wind up in the storms. I am going to set a goal that with our new affiliate and associate memberships, and with the members I know you can go out and help bring in, I am going to set a goal of 8,000 members. We are going to have 8,000 members one year from today.

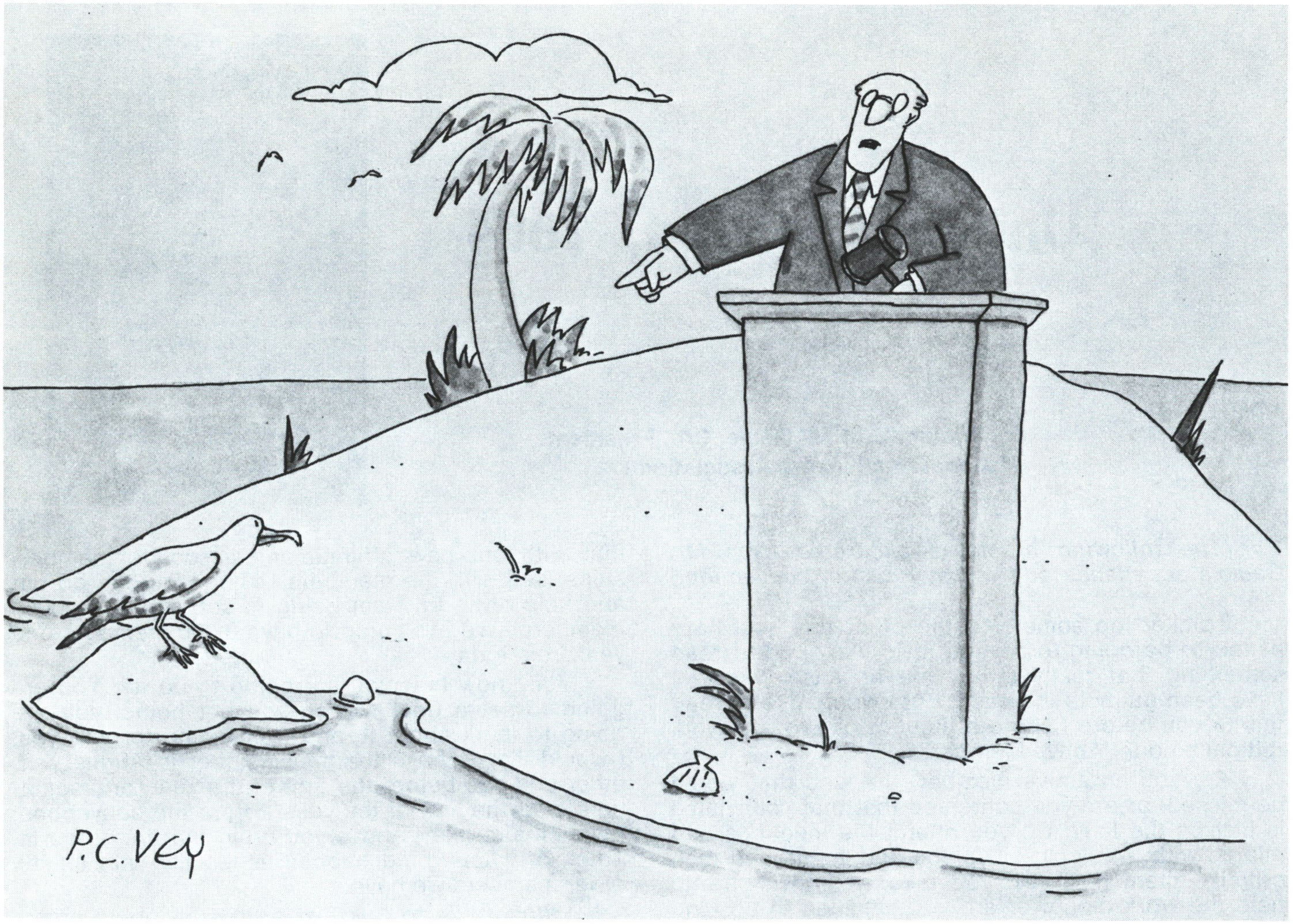
You know how you are going to do it? You are going to set a goal. When you get home, you are going to think about it, and I am going to help you. I would like to have the first member in August, another one due before the first of the year, and sometime after the first of the year, before the convention, I would sure like to have you bring that third one in. Think of what would happen especially with all the other members we have.

I would like to talk just a little bit about something else and that is the Ethics of our Association. I hope that when you leave here the fellowship that you have had here will pass on down through the year. But I hope this year that whatever you do, you keep the auction business foremost in your mind. I would like to say keep the client first, the auction business second, then yourself, but I have kind of changed that because a lot of times what that client thinks is best sometimes isn't; or it sure isn't good for the auction business. Think before you have an auction, what is the best for the auction business? What is the best for your client? You will seldom ever have to think about yourself.

I do hope this is the year that we have a strict adherence to the Code of Ethics. The one way that we can do that is to have all the auctioneers involved so that we can police our own industry. We can do alot of it right through this Association. Our publicity and public relations through this next year are something I am really looking forward to. Every auctioneer here, man or woman, is the image in your community of the auctioneer. You are also the image of the National Auctioneers Association. How you dress, how you act, where you go, what you do, reflects not only on you, it reflects on the auction business and the NAA in your area.

Together I would like to see us promote alot of NAA activities. I would like to see news articles.

Continued page 7



Escape from the isolation sell.

Auction sales shouldn't be lonely events. But they can be if you're not taking advantage of your full market potential.

The New York Times Auction Advertising columns offer you the chance to escape sales isolation with the best coverage of the country's most lucrative marketplace for auction sales: New York. The Times carries more auction advertising than anyone else in New York...*over 80 times more than the Post and the News combined.* That's the kind of selling power no one else offers. So place your ad where the auction action is—The New York Times.

For more information, call JoAnn Scebold at (212) 556-1687.

These times demand The Times.

The New York Times

Source: 1982 Scarborough ALS

And when you go to a convention or a seminar, when you attend anything in the educational, make sure that your local newspaper has that news copy. That is free advertising, not only for you but for the auction business and certainly for the NAA. Let's see these articles this year in newspapers, magazines. Let's promote the NAA, promote the auction business and you will be promoting your own business for sure.

I would like to see more use of the NAA emblems. I hope to visit as many of you that I can. You may be selling a sale someday and look up and see me there with Marge or someone else. Because when we plan a trip across the country, if I possibly can, I am going to plan to take in an auction or two along the way. I would like to see the NAA emblem on your advertising, your business card, your auction. Let's all use the NAA emblem more this year. Let's sell the NAA. Let's show what it does; and let's solicit other good members into our Association. I know that you will be a proud of them like I am.

The next thing I would like to touch on a little bit is conventions. I would like to promise to you that this NAA Board and myself are going to really work hard to search out convention sites that will benefit every family member. The ones that you can afford, the ones that you will enjoy when you get there. We are certainly going to work hard to do that. Another thing I would like to say ladies and gentlemen, as you look up and down the Board of Directors that we are so fortunate to have, I can't believe the talent that is on this Board. They are experts within their fields, almost any field that you want — selling real estate, antiques, livestock, horses, whatever — we have someone on this Board who is truly an expert.

During National Auctioneers Week I would like to see total participation this year. We have much individual participation, and it has been good, but we have just barely scratched the surface. What I would like to do and I would like to challenge all your state presidents, your officers, get a committee of people in the area of your state capitol and try to be there yourself. It is a great influential thing for our Association, for our business. If you will appoint a committee and every Governor will make the NAA Week for you. We can afford to give every Governor in this great country of ours, all 50 of them, honorary membership certificates. We can afford to make 5,000 city mayors if you will take the time to do it, honorary members of the NAA.

I would like to discuss education for a moment. As you know, one of our great education programs is THE AUCTIONEER magazine. We would like to challenge some of you to submit articles to our magazine. There is alot of people out there who really know how to do something. They know how to sell antiques, they know how to sell real estate and we would like to have you share that with us. The office staff simply edit our magazine. You are the ones that write it.

Our Board of Directors contribute each month. Individuals have a selected topic that they are expert in, or at least very knowledgable in, and they research and write these articles. But there are many of you who are walking vocabularies of what we need. What we want you to do is share with the rest of us your "how-to". What you have done to make that sale successful. When we share these ideas we all benefit. Vice president Hugh Miller has told me a lot of times that when two people walk down the street, each has a great idea, and they pass each other, neither are better off. But when they stop and share those ideas, then each leaves twice as good. Each of you has two good ideas. This year I would love to see more articles written by you fine people. And do it now, don't put it off. When you get home do some research.

The last thing that I would like to touch on is our seminars and our convention. Mark your calendar for the San Diego, California seminar January 23-25 and the Memphis, Tennessee seminar February 13-15. President-elect Sammy Ford is going to put together a beautiful seminar for you, and we hope you will register early. We hope you will be part of it. One other thing and that is our convention next year. The convention will be in Minneapolis, Minnesota next year, Wally Laumeyer and the entire Minnesota group are working now to try to make the convention next year one to be proud of. I hope that when you go home that you share this experience you have had here with others and you will encourage them to come. We will then have a tremendous attendance. We will work hard this year for you.

Our first meeting with Harvey, Wally and me will be in September. We will be having many of them between now and next year. We will be trying to put together not only an entertaining convention, but one that when you leave it is not only a renewal of friends, but something you can go home and put more dollars in your pocket. Something that when you go home you will be able to service the auction community better in your area.

I would like to say that the likely thing that I have tonight is the progress of the new NAA office. I hope that you will have an opportunity, maybe in your travels, to visit the NAA office and look at the progress. When it is all done the furniture all in and our office staff promoting everything that we have to sell the auction business, I hope that you will be able to stop anytime you go through Kansas City because you know that if you belong to this Association you have one chair in it and that is all any of us have. No matter what the great contributors have been, we couldn't have done it without the one who didn't contribute a dime but pays his dues and owns an equal share.

I had a man tell me something recently that kind of bothered me a little bit, I was at a State Convention and he remarked to me that he would have liked to give something to the building or to the relocation fund, but he just wasn't able to give very much. It embarrassed him to send what he could send. I don't know what he could have sent whether it was $5 or $50 or $100, but let me tell you right now nobody has to be embarrassed for what they send, or if you didn't send a dime. If you want to contribute anything to the building you know how much it is appreciated, but you don't have to.

What sums it up for this year is that I hope that we all help each other. I hope if you are riding down the road and you see a competitor's sign that is

Continued page 9



JULY APPRAISAL SCHOOL STUDENTS: **37 students from 14 states**

Paul Armbrister, Virginia; Robert Barton, Ohio; Stanley Bliss, Oklahoma; William Bryan, Tennessee; Evans Bunch, South Carolina; Stanley Davidson, Tennessee; James Freeman, South Carolina; Carl Graham, Missiouri; Carl Grant, South Carolina; Robert Greene, Georgia; Robert Green, Michigan; Fred Hobbs, Tennessee; Luther Hollaway, Alabama; Robert Hunter, Oklahoma; Roger Jones, West Virginia; Hazel Kistler, Alabama; Robert Leonard, Kentucky; Joyce Leonard, Kentucky; Evan Marmarellis, New Mexico; Chester Nowak, Michigan; Brenda Parker, New York; Claude Popham, Georgia; Evelene Raines, Kentucky; Alma Sain, Tennessee; Barry Shelton, Tennessee; Jerry Sims, Arkansas; Glenn Singleton, Alabama; Gregory Thompson, Georgia; George Thorne, Wisconsin; Selma Triplett, Ohio; Bob Wright, Georgia; Claude Brown, Tennessee; Russell Estes, Kentucky; William Bryant, Tennessee; Egbert Jones, Mississippi; Neli Murphy, Tennessee.

International College of Real Estate Appraisal

P. O. Box 190
Lawrenceburg, Tennessee 38464

Telephone: (615) 762-5534

BECOME A CERTIFIED REAL ESTATE APPRAISER

Certified Real Estate Appraisers are in great demand. We can teach you in a few short days how to prepare, research and put together an appraisal that will hold up in court, that will be accepted by FmHa, FHA, VA, banks and Savings & Loan institutions,and in cases of condemnations and many, many other fields where an appraisal by a certified appraiser is needed.

As a general rule, only the larger cities have people that are certified appraisers. They are the ones that are then given the high paying jobs of appraising.

We are the only approved college in the United States that teaches a fulltime course in Appraising, and offers certifications in residential, farm, commercial and industrial appraising.

Associate certifications and designations are available to those that can qualify by previous experience and work.

Write or call the above address or phone for more information and details on how to become a qualified certified appraiser.

The school is held in Nashville, Tennessee 6 times per year: Term soon: Write or call now 615-762-5534.

blown over that you won't go by and smile, but you will stop and go back straighten it up. The other day Ira Hayes said it. He said that the least used words in the English language were "thank you". And I never really thought about that until he said it. But then I thought about an old saying that I have heard many times and I am sure you have, that it is better to say thank you and not mean it than to really mean it and never say it.

Tonight I want to thank all of you wonderful people out there, our friends. I want to thank my family which is just a dream for me because we now are so far away we only get together a couple times a year. And I want to remind you that there are many people possibly in this coming year that you will have an opportunity to thank, I hope you won't forget the people who work, and how about the person that hires you, or the one who recommended you for the auction. That particular individual in most cases went out of his way to make sure you got a sale and many times you knew it but never called. You never thanked him or her or wrote a note. It doesn't take long to say thank you for it means an awful lot. I know that there is somebody out there tonight, somewhere, that has done something good for you, maybe you never took that time to say thank you.

There are a couple people that I would like to thank. I would like to thank the Illinois auctioneers, I would like to thank these Texas auctioneers, and the NAA Board that has given me an opportunity to work for them. I would like to thank everybody that is here tonight and the members who couldn't make it.

But I guess there are a couple of people if I could I would thank because it is impossible for them to be here, both of them are older gentlemen, one of them is the man who lived next to us when I was just a boy on the farm. He used to tell me, "son, when you become an auctioneer, I believe you will make a good auctioneer someday but when you practice just don't goof around, practice hard. Make every situation just like you were actually selling," and he said "son, remember one thing. The most valuable thing you have is your reputation." And he said always protect it and never let it be ruining you. He told me once there is a life after this life and something more important than your reputation is a good moral life. I will never forget that he used to say that people are like sparks on a bonfire, some of them will rise to great heights and you can see them for miles and miles around, and some of them will hardly get off the bonfire. But in the end they are all alike, they all go out. I always remember that and I think it is important, too.

There is one other gentlemen I would like to thank and that is a man who can't be here tonight because he is very ill. He is in the hospital. But he is a man who to me exemplifies honesty and service. Because of knowing him, honestly I can say to you tonight that I don't think I have ever taken a thing in my life that didn't belong to me. I guess the second thing he taught me was service towards other people because that was what he devoted his life to. He was the police chief about twenty years and before that a deputy sheriff, the worst job in the world. I said to him why in the world would you want to be police chief? And he said well, it is just the way I can be of service to others.

He never had a lot of money and he really didn't want a lot, and I guess never needed much. But three years ago our town had a day for him and one by one young people came forward and told what he had done to their life, how he had changed their life and how much he had meant to them. And if he could be here tonight, knowing what kind of man he is he would probably be out there thanking each and everyone of you for being so good to my family and me. Thank you.

National Auctioneers Association

1983-84 Committees

Audit & Budget: chairman, Rex B. Newcom.

Conventions & Resolution: chairman, Wally Laumeyer.

Members of the two committees: Rex Newcom, Wally Laumeyer, Dean Fleming, Harvey McCray and Hugh Parker.

Education: chairman, Sammy L. Ford, president-elect.

Membership: chairman, newly elected vice president.

Members of the two committees: Sammy Ford, newly elected vice president Hugh Miller, Robert H. Glass, Marvin Alexander and Bill Fox.

Laws & Regulations: chairman, Archie D. Moody.

Grievance: chairman, Louis B. "Benny" Fisher, Jr.

Members of the two committees: Archie D. Moody, Benny Fisher, Gary Day and Ed Short.

Public Relations & Publicity: chairman, Howard Buckles.

Publications & National Auctioneers Week: chairman, Harry Anderson.

Members of the two committees: Howard Buckles, Harry Anderson, Ronald C. Harris, William M. Yonce and Jack Nitz.

GOING - GOING - GONE

A Computer Program for Auctioneers

Portable Computer and Operating Package for as low as $ 2995. Prepare Catalogs, Billing, Buyer's Lists, Mailing Lists. Get speed, accuracy, savings with a Computer.

STANLEY I. CORMAN
1255 N. Sandburg Terrace
Chicago, IL 60610
312-266-9720

NAA Building to be Sold At September 15 Absolute Auction

Headquarters Relocation Fund Report

By Martin E. Higgenbotham, Chairman
Headquarters Relocation Committee

Take a thousand of the finest selling machines on earth, which is a ballroom full of auctioneers and challenge them with a need and anything can happen. It certainly did in Houston at the NAA Convention. I am elated to report on behalf of the building fund committee that we now have approximately $670,000 in money and/or pledges to go toward the completion of our new NAA office in Kansas City. In a recent communication with our builder he informed us that he has had some weather delays in early spring and summer, but it has cleared up now and they are proceeding with all haste. If everything continues as is now scheduled, we will be able to move into our new office on or before November 15.

My hat is off to those auctioneers and families who have made this endeavor a resounding success. And a special thanks to the Texas Auctioneers Association for a superb job of hosting and the Houston conventioneers for your tremendous show of support in putting us over the top. There are hundreds of individual and personal thank yous that need to be given, but this is not the place to attempt to do it.

I can assure you that all contributors will get just recognition for their efforts in making this new home a reality. From a cash flow standpoint I ask those of you who can complete your pledges in advance please do so, because the more cash we receive now, the less financing we will need. Again from our Building Fund Raising committee, the Board of Directors, and everyone who have been involved in this project, thanks for your outstanding support.

The NAA Headquarters Building in Lincoln, Nebraska, will be sold at absolute auction on Thursday, September 15, 1983, at 7:00 p.m. The auction will be held on the site (135 Lakewood Drive in Lincoln).

The Board of Directors of the National Auctioneers Association made the decision to sell the building at absolute auction — to the highest bidder — due to the recommendations and wishes of the membership and the auction was to be held within 90 days of occupancy of the NAA's new headquarters building in Overland Park, Kansas.

Originally scheduled to be completed in September, 1983, the Overland Park building has been delayed due to inclement weather and the contractor has provided the NAA Board with a new occupancy date of November. The Lincoln NAA building will serve as the headquarters office until the new buildings is ready for occupancy.

The auction will be conducted by the members of the National Auctioneers Association and NAA Treasurer and Chairman of the Sale Committee, Dean Fleming, is the registered broker. The officers of the NAA will assist Dean Fleming, including President William L. "Bill" Gaule, President-elect Sammy L. Ford and Vice President Hugh B. Miller, all of whom, in addition to Executive Vice President Harvey L. McCray, Immediate Past President Rex Newcom and Headquarters Relocation Committee Chairman Martin E. Higgenbotham, are members of the Sale Committee.

Pre-sale inspections are offered to interested parties on Thursday, September 1 from 7:00 to 9:00 p.m. Inspection of the building, in a prime area of Lincoln with an 0-2 Suburban Office District zoning, also is being offered during the usual office hours (8:30 a.m. to 5:00 p.m. daily, Monday thru Friday).

Sale brochures were distributed to many professional and business people throughout the Lincoln area. The sale brochure, prepared by Treasurer Fleming, pictured on the following page.

Be An Auctioneer

Two week term and home study.
Nationally recognided. G.I. approved.

FREE CATALOG!

1600 GENESEE / KANSAS CITY, MO. 64102
PHONE (816) 421-7117

Missouri Auction School

CALL OR WRITE FOR A FREE BROCHURE & SAMPLE KIT
(507) 645-4407

Personalized Bidder Numbers
A Kwick Klerk Innovation!!
Get a free business card* for each bidder number you buy.

*We print your name, address & logo on a detachable card - you give them to your clients & prospects.

Kwick Klerk

Box 147 Northfield, Mn. 55057

MULTI-PURPOSE OFFICE BUILDING

At 135 Lakewood Drive, Lincoln, Nebraska

SELLS AT

ABSOLUTE AUCTION

(SELLS TO THE HIGHEST BIDDER)

Thursday, Sept. 15

7:00 P.M.

SALE WILL BE HELD ON THE SITE

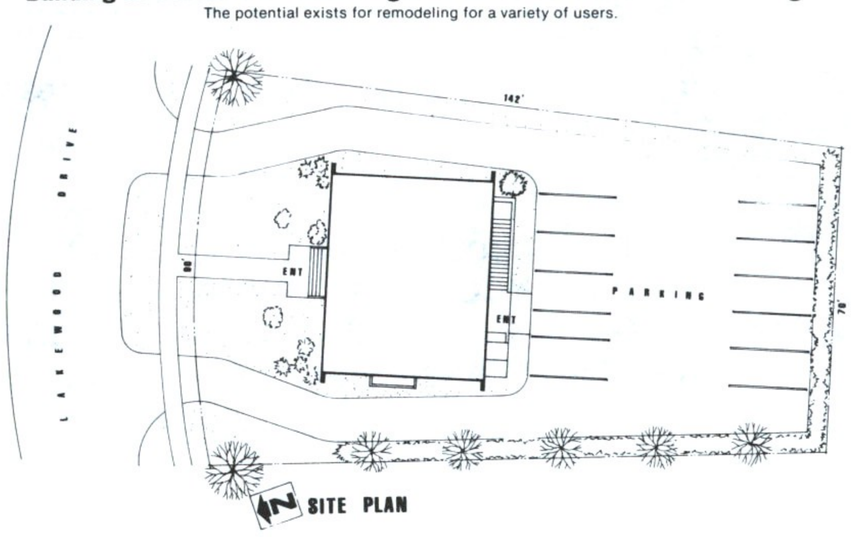
Lakewood Drive is 1 block east of corner of 70th and O Street.

This property is owned by the National Auctioneers Association and has been used as their home office since its construction in 1971. They are re-locating their office to Overland Park, Kan., thus prompting the sale of their present building.

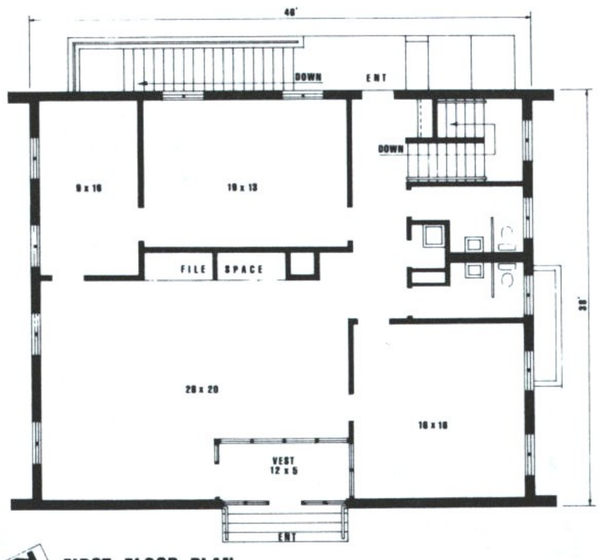
The building was designed to maximize the potential building space and to maintain adequate paved parking area for the users of the property. The parking area is in the back and affords some degree of privacy. The brick veneer building with asphalt shingle hip roof is a single story with full basement. There is a cement floor between basement and first floor level. Two private offices, reception area, and large work area, plus rest rooms, comprise first floor area. Basement area is a large open area with one small office, rest room, furnace room and kitchenette. See the floor plans printed elsewhere on this brochure for various square footages.

Building is heated with natural gas and has central air conditioning.

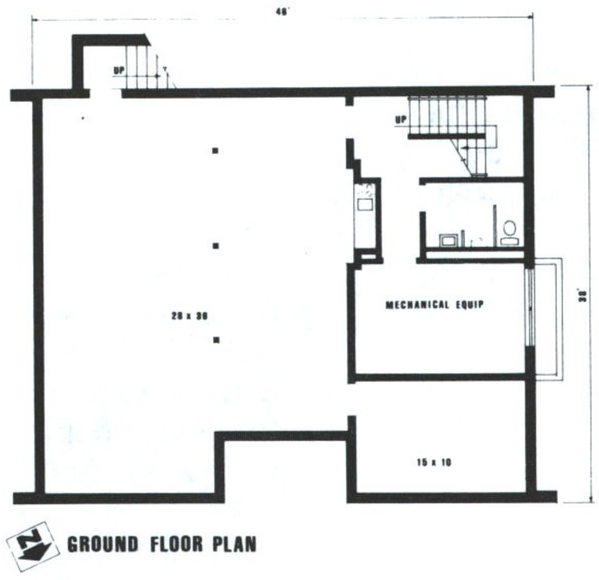
The potential exists for remodeling for a variety of users.



SITE PLAN



FIRST FLOOR PLAN



GROUND FLOOR PLAN

All information contained in this brochure is deemed true and correst to the best of our knowledge, but is in no way guaranteed. Announcements Sale Day take precedence.

BROKER COURTESY — Any Nebraska licensed Real Estate Broker who registers their prospective client not later than 5:00 p.m. on Wednesday, Sept. 14, and who becomes the successful purchaser, will be paid a 2% commission.







If you are seeking office building in prime area, your inspection of this property should not be delayed. This building was designed by the architectural firm of Hemphill, Vierk & Dawson. If you would like information regarding the specifications of this building and further information regarding zoning, please contact Harvey McCray at the National Auctioneers Association office at 402-489-9356 or Dean Fleming, NAA Treasurer at 402-925-2802.

ZONING — The property is zoned 0-2 Suburban Office District as outlined in Chapter 27.26, page 992 of the Zoning Regulations of the City of Lincoln.

There is a wide range of uses and permitted conditional uses applicable to this building.

TERMS — Buyer will be required to pay 10 per cent down payment day of sale and sign a Purchase Agreement which will provide for the balance of the purchase price to be paid on Dec. 15, 1983. NOTE: If the new building currently under construction can be occupied sooner, closing date and possession would be moved to an earlier date with the agreement of all parties.

Property will be conveyed by Corporation Warranty Deed and merchantable Abstract of Title will be furnished.

TAXES — 1982 Taxes and prior years' will be paid by the sellers. 1983 Taxes will be pro-rated to date of closing. 1982 Taxes are $1,516.97.

POSSESSION — Will be given upon final settlement on December 15, 1983, or possibly earlier as provided in the terms above printed.

LEGAL DESCRIPTION — Lot 12, Block 2, Wedgewood Manor, Lincoln, Lancaster County, Nebraska. This lot is an irregular rectangle, fronting on Lakewood Drive with a Northeasterly frontage. See the plat for details.

PRE-SALE INSPECTIONS — Will be offered to interested parties on Thursday, Sept. 1st, from 7:00 p.m. to 9:00 p.m. Inspection is also possible during usual office hours.

Plan Now To Attend . . . You Set The Price At This Auction

NATIONAL AUCTIONEERS ASSOCIATION

Dean Fleming, NAA Treasurer and Broker
Chairman of Sale Committee
Phone: 402-925-2802

OWNERS

Address: 135 Lakewood Drive, Lincoln, Nebr.
Phone: 402-489-9356

Harvey McCray
Executive Vice President
Phone: 402-489-9356

AUCTION WILL BE CONDUCTED BY MEMBERS OF NATIONAL AUCTIONEERS ASSOCIATION

Financial Statements National Auctioneers Association Lincoln, Nebraska

For The Year Ended June 30, 1983

UEBERRHEIN & ASSOCIATES, P.C.
CERTIFIED PUBLIC ACCOUNTANTS
100 NORTH 56TH STREET, SUITE 200
LINCOLN, NEBRASKA

Board of Directors
National Auctioneers Association
Lincoln, Nebraska

We have examined the accompanying statements of assets, liabilities and fund balances of the National Auctioneers Association as of June 30, 1983, and the related statements of cash receipts and disbursements and changes in fund balances for the year then ended. Our examination was made in accordance with generally accepted auditing standards and, accordingly, included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

As described in Note 1 to the financial statements, the Association's policy is to prepare its financial statements on the modified cash basis in which, with one exception, revenue is recognized when received and expenses are recognized when paid. The exception is for convention income and expense, which is recognized in the year of the convention. Accordingly, the accompanying financial statements are not intended to present financial position and results of operations in conformity with generally accepted accounting principles.

In our opinion, the aforementioned financial statements present fairly the assets, liabilities and fund balances resulting from cash transactions of the National Auctioneers Association at June 30, 1983, and its revenue collected and expenses paid and changes in fund balances for the year then ended, on the basis of accounting described in Note 1, which has been applied on a consisent basis.

Ueberrhein & Associates, P.C.

Lincoln, Nebraska
July 11, 1983

NATIONAL AUCTIONEERS ASSOCIATION
LINCOLN, NEBRASKA
STATEMENTS OF ASSETS, LIABILITIES AND FUND BALANCES
JUNE 30, 1983

ASSETS

	General Fund	New Building and Archive Fund	Total Funds
Current Assets:			
Cash in bank	$121,071	$	$121,071
Investments	165,894	69,152	235,046
Prepaid convention expense	31		31
Advances to new building fund	3,684		3,684
Total current assets	$290,680	$ 69,152	$359,832
Property and Equipment:			
Property and equipment, at cost, less accumulated depreciation of $64,567 (Note 2)	103,729	147,197	250,926
Other Assets:			
Pre-construction deposits (Note 3)		36,212	36,212
Construction in progress (Note 3)		89,853	89,853
Total assets	$394,409	$342,414	$736,823

LIABILITIES AND FUND BALANCES

Current Liabilities:			
Payroll taxes withheld	$ 2,245		$ 2,245
Deferred convention revenue	48,512		48,512
Advances from general fund		3,684	3,684
Total current liabilities	$ 50,757	$ 3,684	$ 54,441
Fund Balances	343,652	338.730	682,382
Total liabilities and fund balances	$394,409	$342,414	$736,823

The accompanying notes are an integral part of these financial statements.

NATIONAL AUCTIONEERS ASSOCIATION
LINCOLN, NEBRASKA
STATEMENT OF CASH RECEIPTS AND DISBURSEMENTS
FOR THE YEAR ENDED JUNE 30, 1983

	Total Actual Funds
Receipts:	
Membership	$312,774
State dues	36,512
Booster club contributions	5,399
Promotional items	12,198
Convention	79,523
Seminars	31,875
Advertising — "The Auctioneer"	56,580
Subscriptions — "The Auctioneer"	414
Hall of Fame	90
Ladies Auxiliary	345
Interest income	22,401
Miscellaneous	1,808
Total receipts	$559,919
Disbursements:	
Salaries	$ 90,920
Employee benefits	13,124
Payroll taxes	6,840
Printing — "The Auctioneer"	88,231
Postage — "The Auctioneer"	10,339
Insurance	2,813
Taxes	4,466
Office supplies	10,996
Printing — General	9,484
Postage — General	15,935
Maintenance	10,321
Utilities	6,805
Promotional items	12,182
Awards	1,394

Professional services	5,550
Dues and subscriptions	1,561
Travel — Executive Vice President	9,628
— Director of Association Services	1,661
— Convention staff	951
— President	7,008
— President-Elect	987
— Vice President	606
— Treasurer	166
— Directors (State Associations' Meetings)	4,042
— Board Meetings	22,429
Headquarters relocation	1,487
Special committee expense	1,218
Convention	72,976
Seminars	24,614
State dues	34,338
Refunds	1,497
Donations	75
Ladies Auxiliary	345
Bank charges	307
Miscellaneous	841
Property and equipment purchases	32,729
Pre-construction deposits	16,377
Construction in progress payments	89,853
Total disbursements	$615,126
Excess (deficiency) of receipts over disbursements before capital additions	$(55,207)*
Capital Additions:	
Contributions received	$165,946
Interest Income	6,721
Total Capital Additions	$172,667
Excess of receipts over disbursements	$117,460
Add — Property and equipment purchases capitalized	32,729
Add — Pre-construction deposits to be capitalized	16,377
Add — Construction in progress to be capitalized	89,853
Less — Depreciation	(10,675)
Excess of revenues over expenses	$245,744

*Includes disbursements for new building fund of $121,863.

The accompanying notes are an integral part of these financial statements.

NATIONAL AUCTIONEERS ASSOCIATION
LINCOLN, NEBRASKA
STATEMENTS OF CHANGES IN FUND BALANCES
FOR THE YEAR ENDED JUNE 30, 1983

	General Fund	New Building and Archive Fund	Total
Fund balance — Beginning of year	$269,088	$167,550	$436,638

Continued page 15



Col. JOE REISCH
Author & Publisher
(Photo taken Nov. 1978)

THE AUCTIONEER'S LIBRARY & REFERENCE BOOKS

Latest Advanced Methods For the Professional Auctioneer

The Most Comprehensive Information Ever Published on Auctioneering

TELLS YOU HOW TO KEEP THE BUSINESS YOU HAVE AND HOW TO GET THE SALES YOU HAVE NOT BEEN GETTING.

Nothing Is Left Out



Address All Mail To —

Col. Joe Reisch's Auction Library
Box 850, Dept. NA
Mason City, Iowa 50401

10 Books — First edition now off the press

WRITE FOR FREE BROCHURE

Easy To Take... anywhere your sale may be.

This rugged little action computer weighs ONLY 18 POUNDS. POWERFUL enough to computerize your whole business yet LIGHT & COMPACT to go anywhere easily. **ATTACHE** is dependable in non-ideal environments and can even be equipped for battery operation. Its HIGH SPEED DUAL PROCESSORS keep up with the fast paced AUCTION ACTION.

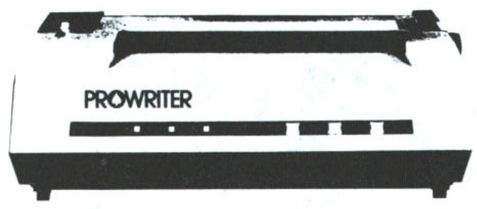


$4,995.00

Complete

ATTACHE AUCTION SYSTEM includes:

- ATTACHE AUCTION COMPUTER SYSTEM (18 lbs.)
- PROWRITER PRINTER w/cable (18 lbs.)
  COMPUTER TRAVEL PACK
- SYSTEM SOFTWARE including:
  - AUCTION CONTROL
  - WORDSTAR - PLUS
    - MAILMERGE
    - CHARTON (graphics)
    - VALET
    - MULTI-PLAN financial spreadsheet
      CP/M
- OTHER PACKAGES AVAILABLE
  PLEASE CALL FOR MORE INFORMATION
- FULL INTEGRATED ACCOUNTING PACKAGE
  (G/L, A/R, A/P, P/R) $395.00



The **ATTACHE** AUCTION SYSTEM comes complete, ready to handle your auction chores. SALE CATALOGUE - AUCTION SHEETS - QUICK & EASY SALE INPUT - DIRECT BUYER INQUIRY - INVOICING and FULL REPORTING by LOT - BUYER - CONSIGNOR.

Your auction system will include the powerful WORDSTAR-PLUS, the most popular word processor on the market.

The **ATTACHE's** high capacity diskettes can store up to 3600 names and addresses on a single diskette.

For that professional touch **ATTACHE's** CHARTON BUSINESS GRAPHICS has you producing high quality pie, bar, or line graphs of things like sales or expense analysis the first day.

The **ATTACHE** is a CP/M system. That means that you can choose from hundreds of "off the shelf packages" to run on your **ATTACHE.**



ATTACHE is Trademark of
OTRONA CORP., Boulder, COLO.

Data Dynamics Corporation

310 South Nina Suite 5 • Mesa, Arizona 85202 • 602-964-0152

Excess of revenues over expenses	74,564	171,180	245,744
Fund balance — End of year	$343,652	$338,730	$682,382

The accompanying notes are an integral part of these financial statements.

NATIONAL AUCTIONEERS ASSOCIATION
LINCOLN, NEBRASKA
NOTES TO FINANCIAL STATEMENTS

Note 1 — Summary of Significant Accounting Policies:
Accounting Method — The accounting records of the National Auctioneers Association are maintained on a modified cash basis in which, with one exception, revenue is recorded when received and expenses are recorded when paid. The exception is for convention income and expense. Amounts received during the fiscal year ended — June 30, 1983, for the convention to be held in July of 1983, are treated as deferred convention revenue and included in the liabilities section of the statement of assets, liabilities and fund balances. Likewise, amounts paid in respect to the July, 1983, convention are treated as prepaid convention expense and included in the asset portion of the statement of assets, liabilities and fund balances.

The accounts of the Association are organized on the basis of funds. The operations of each fund are accounted for with a set of self-balancing accounts that comprise the assets, liabilities, fund balances, receipts and disbursements. The funds are as follows:

a) General Fund — The general fund is the general operating fund of the Association.
b) New Building Fund — The new building fund is used to account for contributions received and expenditures made for the building of new Association headquarters.
c) Archive Fund — The archive fund is used to account for contributions received and expenditures made for the development of an archive in the new headquarters.

Fixed Assets and Depreciation — Fixed assets are recorded at cost. Depreciation has been recorded on building and equipment using the straight-line method to depreciate fixed assets over their estimated useful lives. Depreciation recorded for the year ended June 30, 1983, amounted to $10,675.

Income Taxes — The Association is exempt from federal income tax under section 501 (c) (6) of the Internal Revenue Code. However, certain activities of the Association such as advertising in "The Auctioneer" may be subject to federal income tax.

Note 2 — Property and Equipment:
Property and equipment consist of the following as of June 30, 1983:

Cost:	
Land	$ 14,423
Land — New Building	133,051
Building	77,212
Equipment	68,361
Equipment — New Building	14,146
Vehilces	8,300
Total cost	$315,493
Less accumulated depreciation	64,567
Total	$250,926

Note 3 — Pre-Construction Deposits and Construction in Progress:
As of June 30, 1983, the Association has made deposits of $36,212 for architecture and planning costs relative to development of new national headquarters in Overland Park, Kansas.
A construction contract for $524,719 was signed February 24, 1983, for the building of the new headquarters in Overland Park, Kansas. Progress payments of $89,853 have been made as of June 30, 1983. A mortgage for $260,000 was signed February 24, 1983, for construction payments, however, as of June 30, 1983, no advances were made. The loan is due August 24, 1983, with interest at ½% over prime.

Note 4 — Employees' Retirement Plan:
The Association has adopted a defined contribution retirement plan, effective July 1, 1978, covering all full time employees. There is no provision for past service liability and the plan calls for full vesting of benefits as soon as an employee becomes eligible to participate. The Association's cost is equal to 10 percent of the compensation of all eligible participants of the plan. Contributions to the plan during the year ended June 30, 1983, amounted to $8,087, which was for the plan year June 30, 1983.

Do you know these auctioneers?

The NAA office has made repeated and varied attempts to contact the following NAA members, so that THE AUCTIONEER and other Association mail can be delivered to them. If you know any of the people listed below, please have them **contact the NAA office as soon as possible.** If no correct address can be determined for the NAA members listed below, they will be **removed from the NAA mailing lists.**

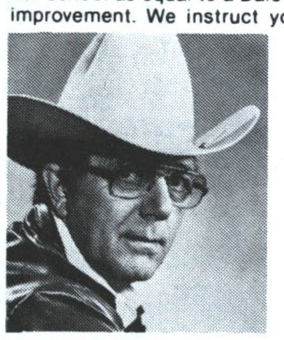
Kenneth Ray Green, P.O. Box 628, West Jefferson, North Carolina 28694
Charles Willard Huggins, 12000 Berryessa Road, San Jose, California 95133
Francis D. Roberts, P.O. Box 759, Kearney, Nebraska 68847

AUCTION FORMS
IMPRINTED WITH YOUR NAME & NUMBERED OR NUMBERED ONLY
Payment with Order — We Pay Postage
C. O. D. Orders — You Pay Postage
THE COMPLETE LINE OF AUCTION FORMS — WRITE FOR FREE SAMPLES TO --
STOCK YARDS PRINTING CO.
1613-A Genesee, Kansas City, Mo. 64102

America's Newest Auction School
Bismarck, North Dakota and Salem, Oregon
RIVER BASIN AUCTION SCHOOL
Provisionally approved by the
Vocational Education Department of Oregon and North Dakota

Learn to be an Auctioneer and Rodeo Announcer in 2 short weeks!

River Basin Auction School has been in operation since September, 1981 in Bismarck, North Dakota and Salem, Oregon. In that short time, we have trained auctioneers and rodeo announcers from 13 states and Canada — Florida , Illinois, Ohio, Kansas, Minnesota, Kentucky, Washington, Oregon, California, Idaho, North and South Dakota and Colorado. We consider our school as equal to a Dale Carnegie Course in self-improvement. We instruct you in the art of speech making. We teach attitude, confidence and enthusiasm. We guarantee our school will change your outlook on life, even if you never sell a sale. We teach all phases of auctioneering — farm sales, real estate, livestock, antiques, household, machinery, tobacco. We teach you how to get these sales. We also teach clerking and horse show and rodeo announcing. We have not had one dissatisfied student yet. Let us do the same for you.



The School Is Run By **Truman (T.P.) Kongslie** who has been an auctioneer and rodeo announcer for 25 years, named Rodeo Announcer of the Year for 11 years, State Champion Auctioneer 3 times and has been an instructor in an auctioneer college for 8 years.

We specialize in livestock selling and real estate. We have graduates selling in auction markets upon graduation. We will teach you the chant the easy way. We have helped train some of the world champion auctioneers.

The School Terms in Bismarck, ND are:
September, December, March and June
The School Terms in Salem, Oregon are:
September, January and May

IF YOU WISH TO CALL IN YOUR REGISTRATION
PHONE 701-258-1920
OR WRITE:
RIVER BASIN AUCTION SCHOOL
RR 2, Bismarck, North Dakota, 58501
"Bound For New Horizons"

Sign Lettering Kit



Produce professional signs rapidly, inexpensively. Get all of the signs you need when you need them at a fraction of the cost of other lettering systems. This lettering system is available in a wide range of sizes from ¾-inch to 25-inch — so you can produce small posters or large banners with ease and speed. The heavy-duty sponge rubber letters are guaranteed for 10 years. Spray ink will dry rapidly, not affect the rubber characters, is waterproof, fadeproof, and has a guaranteed shelf life of two years. All kits come complete.

Dewey-Carter Co.
P.O. BOX 822
228 WOOD ST., DOYLESTOWN, PA. 18901
Phone 215/348-8880

Only 150 to attend each NAA Seminar

Unlike the attendance figure of 200 in recent years, the 1984 NAA Seminars will be limited to 150 registrants each seminar. Especially with this year's lower registration limit, you are highly encouraged to send in your seminar registration as early as possible. Both seminars may be full, well before the hotel reservation deadlines.

In order to assure hotel lodging and control registration, the special hotel reservation form for each seminar hotel will be sent to the registrant only upon receipt of the complete seminar registration at right.

For example, the special form you'll use to make your hotel reservation for San Diego must be at the Hilton Hotel by January 2, 1984. The only way you can obtain your hotel reservation form is to mail your completed San Diego Seminar registration form and fees to the NAA office. Likewise for Memphis. Registrations will be processed at the NAA office, in the order of earliest postmarked date, so prompt registration is most important.

NAA seminars — who may attend

To clarify exactly who may attend an NAA seminar, the following Board of Directors' policies apply.

1. NAA member auctioneers must register themselves, family, and non-auctioneer business associates for the entire program, no partial registrations. **Under no circumstances will a non-member auctioneer be allowed to register for an NAA seminar.**

2. Only NAA auctioneers can attend NAA sponsored functions. **If an auctioneer works for an NAA member, that non-member auctioneer employee cannot attend the NAA seminars.** The non-member auctioneer employee must first join the NAA — full membership — in order to attend an NAA seminar.

3. On the other hand, non-auctioneer employees — clerks, cashiers, ringmen, secretaries. etc. — can attend NAA seminars only when they are accompanied by the NAA member employer. The reduced registration cost for the non-auctioneer employee only applies **when the NAA member accompanies the employee to the NAA seminar.**

4. **NAA spouses can attend seminars without the NAA member,** but the spouse must pay the full seminar registration cost. The reduced registration fee only applies to the second, third, fourth, etc., registrations after the NAA member makes a full registration for the event.

Because of the 150 limit in seminar registrations, **NOW** is the time to assure your seminar attendance for the 1984 NAA seminars in San Diego and Memphis.

Memphis Seminar February 1984

1984 NAA Seminar Registration

Memphis, Tennessee, February 13-14-15
Peabody Hotel

SUBJECT: BUILDING AN AUCTION BUSINESS

(The above general topic will be covered IN DETAIL by non-auctioneer experts as well as professionals in the auction business.)

HOTEL RESERVATIONS

Seminar registrants must make their own hotel reservations for each of the 1984 Seminars. The hotel reservation form for the February, Memphis Seminar will be mailed to the registrant upon receipt of seminar registration. **Hotel reservations for the Memphis, Building an Auction Business Seminar must be made by January 20, 1983.**

REGISTRATION FEES

Only three day registrations will be accepted. One or two day registrations will not be accepted for either 1984 NAA Seminar. Three-day fees are $150 per NAA member; half price ($75) for NAA member's spouse, family member, or guest attending with NAA member.

I HAVE MARKED THE FOLLOWING TO INDICATE MY 1984 MEMPHIS SEMINAR REGISTRATION.

_____$150 Three-day Seminar registration

_____$ 75 Spouse/guest three-day Seminar registration

$_____TOTAL MEMPHIS SEMINAR FEES

Enclosed is my check in the amount of $....., made payable to the National Auctioneers Association, for my 1984 NAA Memphis Seminar Registration.

NAA member's name,_____
spouse's name or guest
if applicable_____

Address_____

City_____Phone_____

State_____Zip_____

Send completed form and Seminar registration fee to:

NATIONAL AUCTIONEERS ASSOCIATION
135 Lakewood Drive, Lincoln, NE 68510-2487

San Diego Seminar January 1984

1984 NAA Seminar Registration

San Diego, California, January 23-24-25
Hilton Hotel

SUBJECT: REAL ESTATE AT AUCTION

(The above general seminar topic will be covered IN DETAIL by non-auctioneer experts, as well as professional real estate auctioneers.)

HOTEL RESERVATIONS

Seminar registrants must make their own hotel reservations for each of the 1984 Seminars. The hotel reservation form for the January San Diego Seminar will be mailed to the registrant upon receipt of seminar registration. **Hotel reservations for the San Diego Real Estate Seminar must be made by January 2, 1984.**

REGISTRATION FEES

Only three-day registrations will be accepted. One or two day registrations will not be accepted for either 1984 NAA Seminar. Three-day fees are $150 per NAA member; half price ($75) for NAA member's spouse, family member, or guest attending with NAA member.

I HAVE MARKED THE FOLLOWING TO INDICATE MY 1984 SAN DIEGO SEMINAR REGISTRATION.

_____$150 Three-day Seminar registration

_____$ 75 Spouse/guest three day Seminar registration

$_____TOTAL SAN DIEGO SEMINAR FEES

Enclosed is my check in the amount of $....., made payable to the National Auctioneers Association, for my 1984 NAA San Diego Seminar Registration.

NAA member's name,_____
spouse's name or guest
if applicable_____

Address_____

City_____Phone_____

State_____Zip_____

Send completed form and Seminar registration fee to:

NATIONAL AUCTIONEERS ASSOCIATION
135 Lakewood Drive, Lincoln, NE 68510-2487

Reorder, quantity prices now available for pamphlet

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

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

Customer pamphlet highlights information

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

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

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

Name and address

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

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

Jack A. Collins
Jack Collins

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

Business name on the cover

ABC
Auction
Company

We're
The
Professionals

John A.
Collins
Auctioneer

We're
The
Professionals

Business name and address inside

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

Slogans and street directions will not be accepted.

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

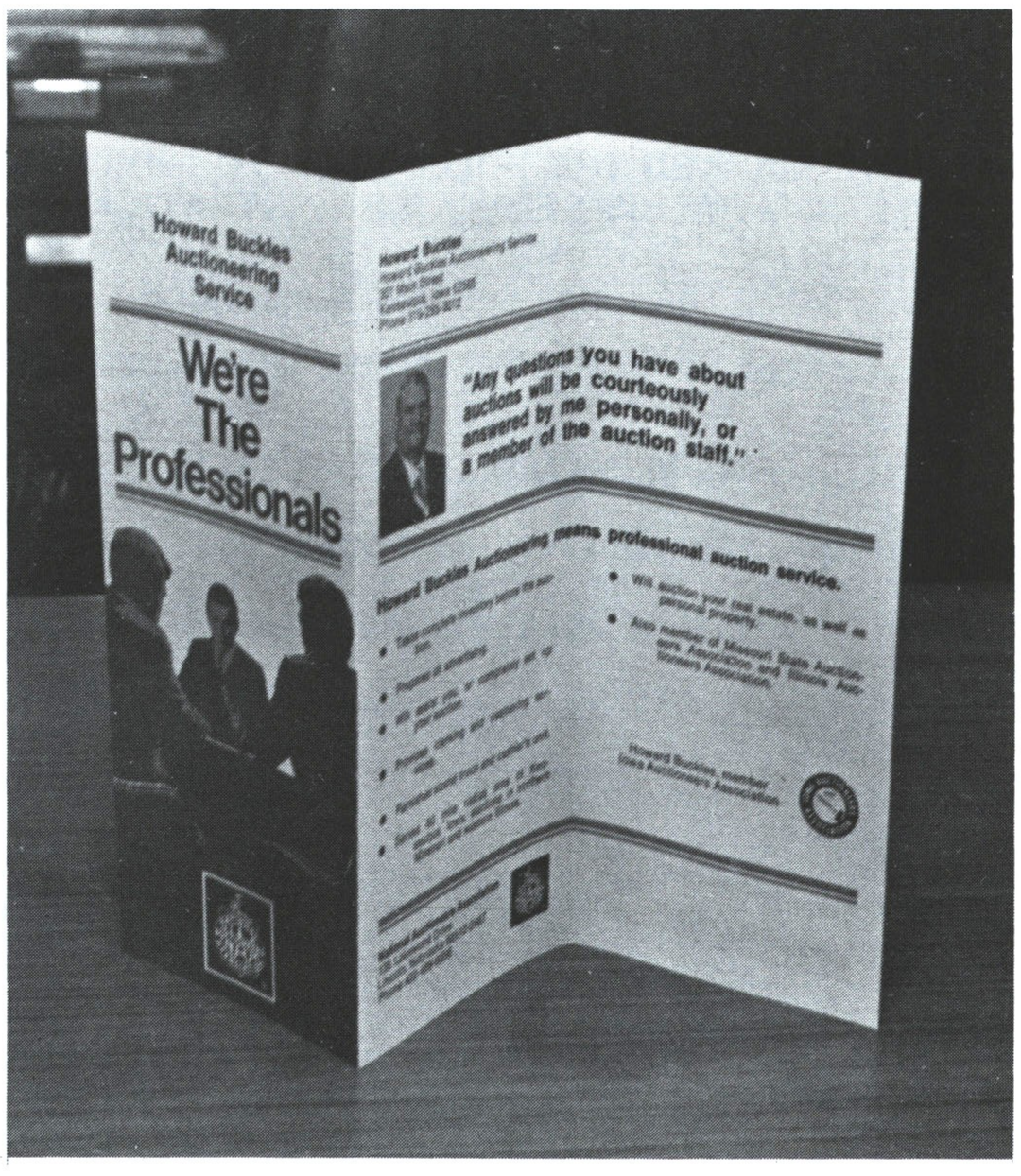
Multiple business phone numbers can also appear below your address.

Phone 402-489-9356 or 9357

Phone 402-489-9356
402-476-9211

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

Continued page 21



AUCTION CUSTOMER PAMPHLET to promote your business.

National Auctioneers Association

"Auction Customer Pamphlet" Order Form

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

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

_____ _____

_____ _____

_____

2) Name of auction company, or auction service _____

Street address _____ City _____ State _____ Zip _____

Business phone/area code _____

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

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

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

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

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

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

Add $12.00 for each additional photograph to be included.

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

7) Pamphlet reorders available at the following prices.

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

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

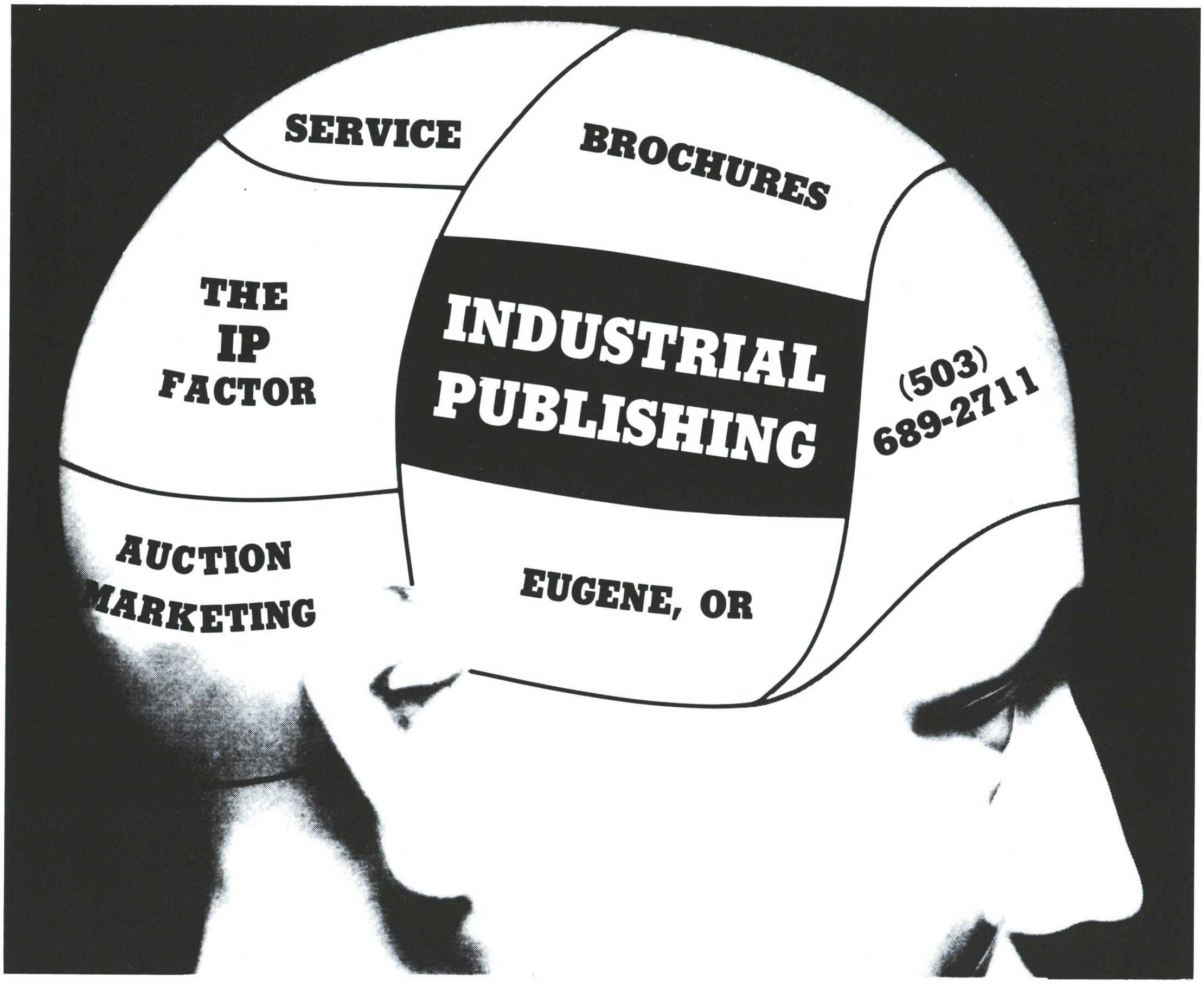
Number of pamphlets this order _____ **TOTAL AMOUNT ENCLOSED $**_____

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

Name of NAA member placing the order _____

Signature _____ Date your NAA membership expires _____

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



Positioning

In this complex world, we are inundated with constant messages. As businessmen, we employ marketing techniques to reach new prospects and keep in touch with our existing clients. Positioning is the ultimate marketing goal ... it establishes you (or your company) in the mind of your customer. Who do you think of for car rentals? copy machines? auction brochure printing? Who do you want them to think of for auction service?

THE LEADER IN AUCTION MARKETING AND PUBLISHING

Industrial Publishing

For Specific Program Information or Sample Literature, Write or Call:

P.O. BOX 2328 • EUGENE, OREGON 97402 • (503) 689-2711

John A. Collins

ABC Auction Company	ABC Auction Company-West
1215 Main Street	852 Oak Street
Hometown, State Zip	Othertown, State Zip
Phone 402-489-9356	Phone 402-476-9211

Auction service information

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

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

The following guidelines will apply to your auction service information.

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

Satisfaction guaranteed

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

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

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

Closeout JEWELRY 55¢ doz.

Catalog — 25¢

Roussel's 107-190 Dow Ave.

Arlington, Massachusetts 02174

CALL OR WRITE FOR A FREE BROCHURE & SAMPLE KIT
(507) 645-4407

Personalized Bidder Numbers
Perfect way for qualifing your buyers
Your name printed in a second color
Give them a try - we know you'll like them

Kwick Klerk

Box 147 Northfield, Mn. 55057

KRUSE INSTITUTE

AUCTIONEER TRAINING - TWO DAYS HARD WORK JAM SESSION

Personalized training with Kruse Book Study, bid calling and written test to help prepare student for auction business or state test. Fee of $100. If you can only be away from home a short time, are not afraid to work and want the best training possible for auctioneering, contact us at once. **Classes are held in March, July and November.**

THE PROFESSIONAL AUCTIONEER AND WHAT HE NEEDS TO KNOW

BY RUSSELL KRUSE

A book every auctioneer should have in his possession. Prepared for practicing auctioneer and the student or beginning auctioneer.

CHAPTER HEADINGS

1. Bid Calling
2. Conducting the auction
3. Contracts
4. Sale Summary
5. Uniform commercial code and auctioneer liability
6. Reserve bidding
7. Advertising
8. Ringman
9. Insurance
10. License Law - Bonds
11. Fees - Commission
12. Appraising
13. Land description and surveys
14. Working together
15. Definition of 276 terms and words every auctioneer should know or have available.

Price of book $15.00 (Volume discount available). WRITE: Kruse Office, Auburn, Indiana 46706. ATTENTION — Russell Kruse.

also

HOME STUDY COURSE ($35.00)

Includes Book and Tape

LIVE KRUSE TAPE ON BID CALLING ONLY ($15.00)

Ph. 219-925-5401 or write Russell Kruse at above address.

NAA officer/director articles . . .

Thanks for a "Good Year" of the Auctioneer

Rex B. Newcom, President
1982-83 NAA Year



NAA director Rex B. Newcom served the Association as president during the 1982-83 year. He has been equally active in the Kansas Auctioneers Association and currently serves that Association as Secretary-treasurer. Rex owns the Newcom Real Estate and Auction Service in Whitewater, Kansas, where he and his family conducts real estate, business liquidations, antique, farm and equipment auctions.

"It was a "Good Year" of the Auctioneer! The 1982-83 NAA Year ended at the 1983 Houston Convention and I deeply appreciate the support and assistance given to me as your president during the "Year of the Auctioneer!"

Naming individuals is impossible when I try to express gratitude to everyone who made our year a good one. Naomi and I have been received with exceptional courtesies and respect whenever we have traveled for the NAA as presidents of our respective organizations.

Immediately after assuming the presidency at the Atlanta Convention I was invited to attend many State Association conventions and functions and I tried to make them all. To those conventions where I was unable to attend due to scheduling conflicts I offer you my apologies and hope that the NAA representative enjoyed attending as much as I know I would have.

I need to recognize the members of the Kansas Auctioneers Association and their families for the support they have given me during the year. How proud Naomi and I are of the awards given to us at the 1983 NAA Convention for having the most registrants attend the Houston Convention and for having the most NAA members register from one state. That type of support has been given to me throughout the year and I do appreciate it.

I appreciate the manner in which the officers and directors of the NAA — our Board of Directors — conducted themselves during the many meetings during the year. It was a busy year and many decisions, affecting our great Association's future, were made. We initiated the construction of the new headquarters office building and plans were laid to relocate our headquarters to Overland Park, Kansas. Occupancy of the new building is expected in November, 1983, and I feel privileged to be a part of that progress.

During our board meetings the members spent long hours deliberating on the matters, which affect the NAA and though we all enjoy serving, much time and effort is spent by your board, conducting the business of the NAA.

I appreciate Bill Gaule's attention to the two very fine and educational seminars, which were held in Louisville (Real Estate) and New Orleans (Antiques). The seminars were well attended and the instructors did an outstanding job. Thank you, everyone, for your help.

Many members worked hard for the NAA during National Auctioneers Week. That event is sponsored by the NAA to promote and enhance the good image of the auction profession and the National Auctioneers Association. Many Honorary Membership certificates were presented to state governors and city mayors, recognizing them for their attention to our fine profession.

I am proud of my designation as a CAI member and appreciate the support given to the National Auctioneers Association by the Certified Auctioneers Institute. The NAA needs the educational benefits, which can be obtained in our CAI educational program and the members should take advantage of the special attention, which can be obtained through this program, which is made available only to NAA members.

The 1982-83 year ended on a positive note during the 1983 Houston Convention. Our 1983 Convention Chairman Joe Small and the entire Texas Auctioneers Association offered outstanding support and assistance during the convention. The Texas members, families and business associates had the largest number of registrants at the convention and a Texas auctioneer always is prominent during any of the worthy causes or programs of the NAA. The Texas Auctioneers Association was the first to purchase and pay for a conference chair in our "Chairs of States" program for the building fund.

R. C. Wiley of Rockdale, Texas, purchased the bronze casting of "The Auctioneer" at the 1983 Fun Auction and his purchase price of $6,500 was the highest successful bid ever at an NAA Fun Auction. In fact, the $25,000 raised at the 1983 Fun Auction was the highest ever raised during any NAA Convention. The bronze casting was contributed to the Fun Auction by the Texas Auctioneers Association and the prototype, or model, will be given to the Archives of the new building.

The 1982-83 year was "The Year of the Auctioneer" and I have been privileged to serve as your President. Thank you all for your help. Bill Gaule's theme for the 1983-84 year is "Unity in Action" and I know we will give Bill, just as you have given me, your full support.

On behalf of Naomi, my entire family, and me, it was "The Year of This Auctioneer" and I hope it was a good year for you too!

NAA members work together

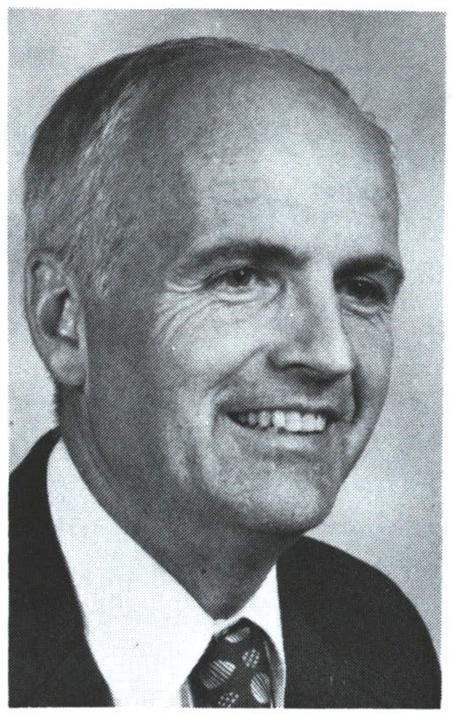
By Robert H. "Bob" Glass, CAI
NAA Director

The benefits of NAA membership were manifested recently when five auctioneers joined skills in presenting four auctions, one of them international.

February 1983 — 750 antique dolls, toys and banks by catalogue were auctioned at Central Village, Connecticut. The NAA members participating were Eugene Martindale, Iowa; Richard Moyer, Pennsylvania; and Robert Glass and daughter Gwen Williams of Connecticut. The one day auction raised about $40,000.

March 1983 — 1400 dolls, toys and paper dolls by catalogue were auctioned in two days in South Sioux City, Nebraska, by auctioneers Eugene Martindale and Robert Glass. Approximately $60,000 worth of merchandise was sold (uncut paper dolls alone grossed $10,000).

April 1983 — Two days saw 1200 antique dolls and toys by catalogue and the remaining contents of the estate sold in two more days (total of four days) in Willows, California. The capable professional expertise of NAA members Robert Glass and daughter Gwen Williams, Richard Moyer, and under the management of Harry Olsen, California, grossed $100,000.



NAA director Bob Glass was elected to the Board of Directors in 1981. He is the owner of the Robert H. Glass Auction Gallery in Central Village, Connecticut, and is active in the Connecticut, Massachusetts and Rhode Island Auctioneers Associations. The Glass firm specializes in auctioning antiques, and features the added talents of auctioneer and wife Barbara Glass, and six children, all of whom are also practicing auctioneers.

May 1983 — witnessed 1500 items auctioned in two days by catalogue in Mitchell, Ontario, Canada, by consulting auctioneer Robert Glass and auctioneer Richard Lobb, Ontario, Canada.)The second day of the auction was called for 13½ hours with a gross of $180,000.

Beyond the razz-a-ma-tazz of the big numbers, the record prices and the hoop-la of spirited bidding some real basic "success roots" were established. No matter what kind of specialty auction was presented, whether in Connecticut, Nebraska, California or Ontario, Canada, the following basic auction core was evident wherever I helped to plan or conduct an auction with NAA members.

Top quality location

Connecticut. Carpeted gallery, lighted showcases, wagon wheel lights, 200 yards off an interstate, fine parking and motel facilities nearby, seating approximately 250.

Nebraska. Ballroom location at a Best Western Motel, cooperative management planning for space and customers, seating for 400.

California. Fine parish hall. 300 yards off the interstate, full food service and master voice sound system, seating for 500.

Canada. Located at a well known sports arena close to the estate, full food service and well planned crowd control.

1. In all four locations, each a little different, customers were provided the following services and courtesies:

a. comfortable seating
b. smoking and non-smoking areas
c. small items were wrapped and boxed
d. quality food provided with card tables and chairs
e. each staff member had a name tag and was introduced at the beginning of the auction
f. all staff members were in Sunday dress or shirt and tie (in California blue tuxedos).

REPPERT SCHOOL OF AUCTIONEERING, INC.

Box 189

Decatur, Indiana 46733

TUITION $400 FOR 3-WEEK TERM—

ALSO HOME STUDY

Next Terms:

NOV. 28 — DEC. 16, 1983

JULY 30 — AUG. 17, 1984

FOUNDED IN 1921

Write or call for more information

219-724-3804

G. I. APPROVED — A.C. 0033

g. a welcome brochure or catalogue was available to each customer as well as a thank you flier or a brochure for a future auction.

2. The basic structure of these auctions was built around a catalogue or order of sale:

In Connecticut the catalogue was $5.00 (job done by a printer with poor proofreading, good quality and partially illustrated).

In Nebraska admission was $3.00 and included a catalogue (job done by a printer, accurate, no pictures).

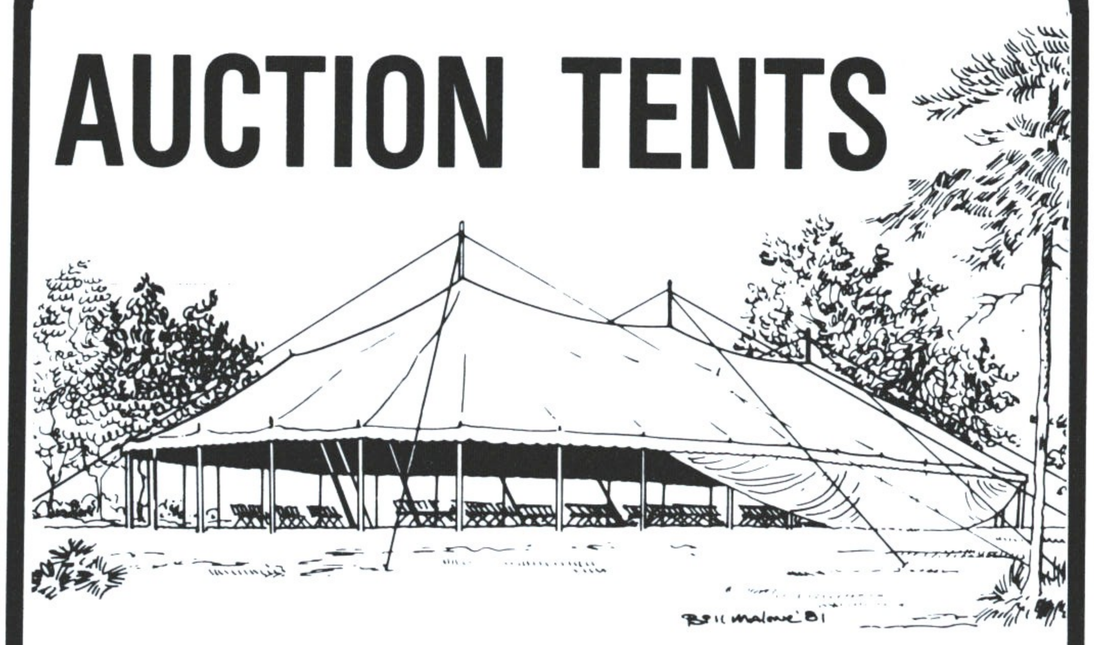
In California admission was by catalogue for $4.00. It was prepared in Connecticut along with the advertising and Emery Air Freight did the rest. The catalogue was quite lengthy, prepared on a Minolta copier. Also a 10% buyers' premium was charged (ex. if the hammer price was $2,000. plus 10% your final bill was $2,200).

In Canada the catalogue was $1.00, partially illustrated and printed on newsprint (an adequate job for lower cost).

It was an eye opening experience to work in auctions across the country and Canada but one axium ran true, wherever I was: auction customers react favorably to auctioneers if common sense principles of kindness, comforts, detailed explanation of change and friendliness prevail. The four auctions conducted in close harmony with five NAA members totalled over $380,000. It is my opinion that people who attended all of these auctions have a greater respect for our profession because all of the auctions reflected an efficient and carefully orchestrated presentation of sound marketing techniques and exemplified the highest qualities of professionalism and excellence.

Let's have more NAA members work together for the betterment of all of us. Feel free to write or call my office for specific details about any of these auctions: Robert H. Glass, Box 237, Central Village, Connecticut 06332, phone 203-564-7318.

AUCTION TENTS



Many sizes, styles and prices in stock now and available for immediate delivery!

VALDOSTA
Tent and Awning

706 N. Forrest/P. O. Box 3178/Valdosta, Ga. 31601

GORDON L. SHAW

BUS. (912) 247-9843
RES. (912) 247-5209

Manufacturers of Quality Tents for 25 Years!

CONTAINER BUYERS

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 will select, ship, and pay all charges and finance to your door. Supplying 20 and 40 foot containers, and bales of Oriental rugs, to U.S. and Canadian wholesalers and auctioneers. **Annual volume over $1,000,000. Write or call collect 503-654-3000.**

OR VISIT OUR WAREHOUSE

At Clackamas, Oregon and choose a truck or trailer load of merchandise from various countries. Open 10 to 5 daily (except Sundays and Holidays).

LYNN WALTERS
P.O. Box 116, Clackamas, OR 97015
Phone 503-654-3000

UNIVERSITY OF HOUSTON
VICTORIA
Division of Continuing Education

Announces

PROFESSIONAL AUCTIONEERING COURSE

Learn the art of Professional Auctioneering. Prepare to take the Department of Labor and Standards licensing test.

Instructor will use tapes and live demos to teach the auctioneer's chant. Other topics include: Ethics of Auctioneering, Selling Real Estate and Merchandise at Auction and Sales Success Methods.

INSTRUCTOR: VICTOR J. MCDONALD - 8 years experience as auctioneer . . real estate broker and auto dealer . . author and narrator of "The Professional Auctioneer" cassette course, sold nationally . . . has conducted many auctions, including one seen on CBS's 60 Minutes.

TIME AND DAY:	7 - 9 P.M. Monday and Wednesday
CLASS DATES:	September 26 through October 19
REGISTRATION FEE:	$58 - includes complete text of "The Professional Auctioneer"

FOR ADDITIONAL INFORMATION CALL OR WRITE
UNIVERSITY OF HOUSTON
Division of Continuing Education
2302C Red River, Victoria, Texas 77901
(512) 576-3151

Changing of the times



Howard Buckles served as president during the 1981-82 NAA year. He was first elected to the Board in 1974, beginning a long career of service to the National Auctioneers Association. He is the owner of Howard Buckles Auctioneering Service, Keosauqua, Iowa, conducting farm, estate, antiques, and real estate auctions. Mr. Buckles is also active in the Iowa Auctioneers Association, having served as an IAA resident.

By Howard Buckles
NAA Director

Have you ever thought of how much our auction business has changed over the years? I think back to the early days of my auction career and the different stories that I heard from some of the old timers.

The late, great Guy Pettit well known in the hereford cattle and the purebred hog auctions, could tell of many stories about how he would travel all night by train to get from one auction to another, even though it might not be so many miles from the auction he had just completed. Maybe after leaving the train, he might have to rent a horse to ride or a team and wagon to get from the train to the auction. He had to travel through mud, snow, cold, and all of the other bad weather you can think of. Maybe after arriving at the auction site, the auction would be held in a very crude type of an auction ring. Very seldom would there be any type of heat if the sale was held in the winter.

Something that was very popular in the earlier days and is now returning in more popularity was financing arrangements on the machinery and livestock. Of course, the prices are considerably different now than they were in the twenties and thirties.

Our modern day livestock markets with their heating and air conditioning are so different from the years gone by. So much more livestock is being marketed through them, also our modern day auction galleries are so much more professionally operated than they were just a few years back.



Jim Graham

Want Professional Assistance?

CCIM

Accredited
AFLB

CRB

We Cooperate To Help You!



NEW AUCTIONEERS - If you'd like professional assistance . . or if you've got a seller and are "just getting started" in business, call us. We'll handle the auction for you . . and jointly advertise your name . . to help you get established.

IF YOU'RE AN ESTABLISHED AUCTION COMPANY . . and would like to have some additional clout and expertise, you'll find us good people to have on your side while preparing and promoting the auction.

CALL AND TALK IT OVER!

Jim Graham, inc. AUCTIONEERS - REALTORS
. . and School of Auctioneering
204 US 1, North Palm Beach, FL 33408 (305) 844-1723

As time has progressed and we have moved to more modern times, we can hold an auction on one coast or border, and with the air travel of today, hold another auction the next day completely across the nation. With our highways so much better and advancement in our modes of transportation, it is much easier for us to conduct our business.

I know that many of us can remember that the auctioneer was known for big cigars and a bellowing voice. I think of how hard it would be for us to conduct the many auctions that we do today without a public address system. I know that some 33 years ago when I was beginning in the auction business, that I wouldn't think of using a microphone. Today I would not want to start an auction without having one. We also have our modern-day mobile units and our cashier units which make our work much easier and more professional.

Auctions of today are much larger than they were thirty to fifty years ago. Our farms are fewer, our ranches are fewer, both have been enlarged to where it takes hundreds of thousands of dollars to equip them for operation.

Years ago nearly all of the rural banks did the clerking and cashiering. Now, very few of them would do it even if you asked them. In my own area, there are still a number of small town banks that do provide this service and do a good job of it. Of course this will not be the case in many areas.

I just think of how many changes have been made in the auction industry in my thirty some odd years. What will the next thirty years bring?

METALWORKING
MACHINERY • EQUIPMENT • SUPPLY
AUCTIONEERS



We have the mailing lists that you need to get ACTION at your next AUCTION!

CALL OR WRITE FOR COMPLETE INFORMATION ON THE MOST UP-TO-DATE, PRODUCTIVE METALWORKING LISTS AVAILABLE.

SELECT FROM OVER 200,000 METALWORKING PLANTS

- BY GEOGRAPHIC AREA • BY PLANT SIZE
- BY S.I.C. NUMBERS • BY EQUIPMENT IN USE
- BY NUMBER OF EMPLOYEES

We can also produce your printing from concept to finished brochure — Call Today For Information!

HEARST BUSINESS MEDIA CORP., IMN DIVISION

Hearst Business Media Corporation

29516 SOUTHFIELD ROAD — P.O. BOX 5002
SOUTHFIELD, MICHIGAN 48086
TELEPHONE: (313) 557-0100 — TELEX: 231237

Christie's U.S. sales highest since firm opened N.Y. galleries in 1977

New York — Christie's auction sales in America were 21% higher in the 1982/83 season than in the preceding year, David Bathurst, president of Christie's in America, announced July 6. The turnover for the season was $141 million, the highest achieved by the London-based house since it opened auction galleries in New York City in 1977.

Dramatic increases were realized in sales of 18th, 19th and 20th-century American works of art, up 57%, American furniture and decorative arts, up 69%, Impressionist and modern works of art, up 62% and contemporary art, up 56%. Art Nouveau/Art Deco sales were up 44%, while print sales showed a healthy 37% increase.

Christie's continued in 82/83 to be selective in accepting consignments and, as hoped, the number of lots sold decreased while the average dollar value per lot increased. In sales held at Park Avenue, for example, the average lot sold for slightly more than $7,000, an increase of 39% over the average price per lot for the last season. At Christie's galleries on East 67th Street, where general sales are held, as well as specialty sales, the average price per lot sold was $660.

While last season declines were reported in jewelry sales, Art Nouveau and Art Deco and stamps, this season experienced increases in all these fields. In addition to dramatic increases in turnover sales of Impressionist and modern works of art, American paintings and sculpture, American furniture and decorative works and prints, substantial gains were reported for silver sales, Oriental works of art and wine.

Editor's note: departmental year-end reports available upon request. Statistical chart attached.

MOVE MERCHANDISE IN DALLAS, TEXAS

When you advertise in the Sunday, Dallas Times Herald, you reach more than 672,000 readers in the Dallas area.

When you want to reach auction goers with money to spend, Dallas is the place and the Dallas Times Herald is the newspaper.

Now featuring "The Auctioneer" every Sunday in the Classified section.

Contact Tammy Dent, 1101 Pacific Avenue, Dallas, Texas 75202, 214/741-1515.

Source: Dallas Times Herald Continuing Market Survey, 1981, 4,000 Telephone interviews.

Morning Dallas Times Herald

The best newspaper in the Southwest

Only The Globe reaches 76% of those Bostonians who attended auctions in the past year.

In fact, The Boston Globe reaches more people who are hunting for value in the Boston market than any other advertising vehicle.

Call (617) 929-2200 for more information about advertising in The Boston Globe. People are sold on it.

The Boston Globe

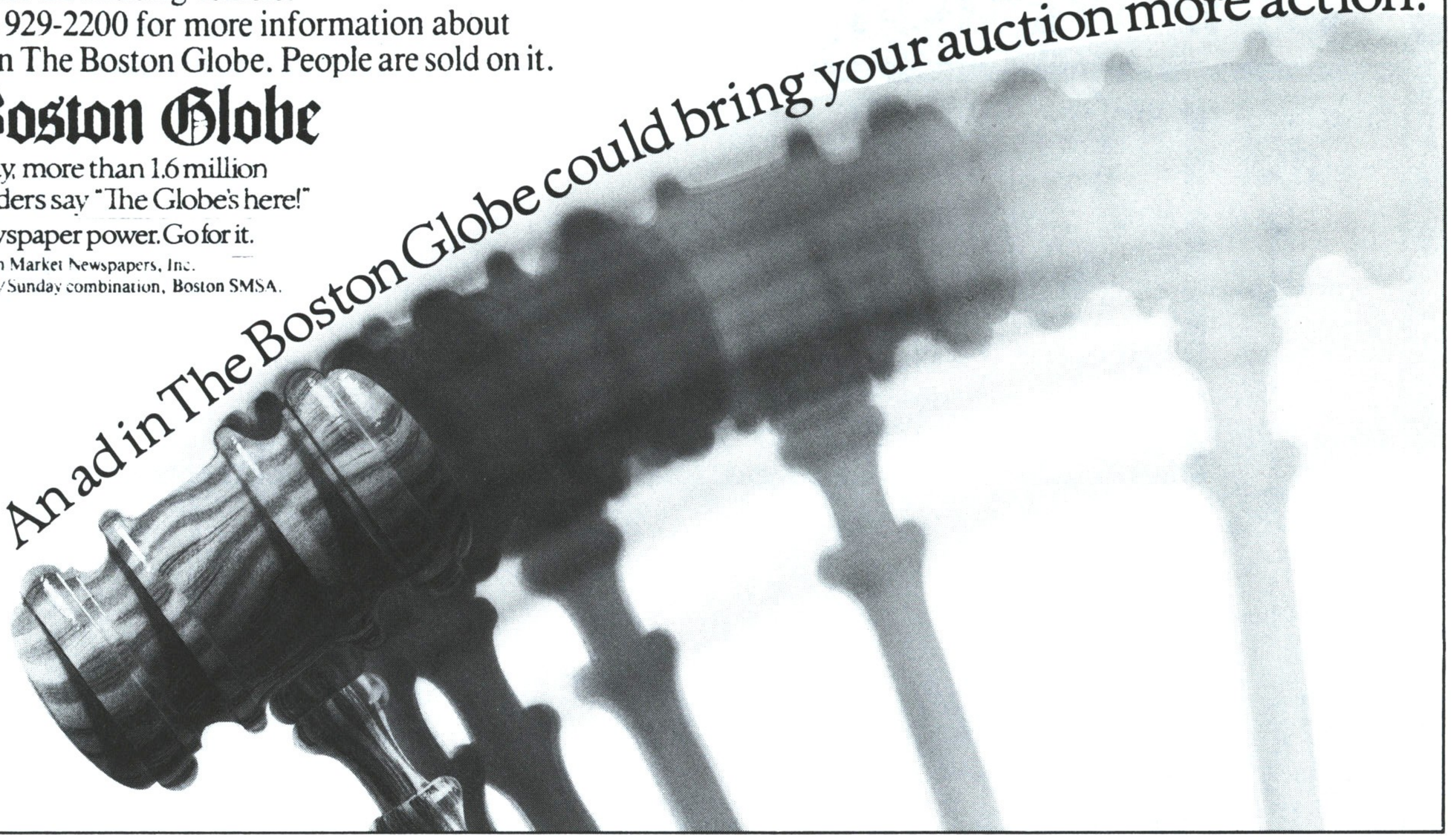
Every day, more than 1.6 million New Englanders say "The Globe's here!"

Newspaper power. Go for it.

A member of Million Market Newspapers, Inc.

*Scarborough, daily/Sunday combination, Boston SMSA.

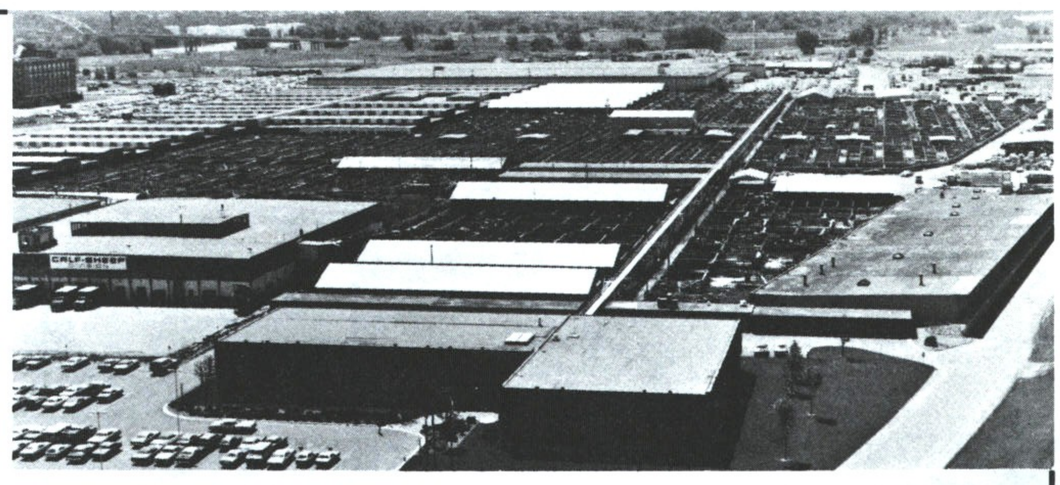
An ad in The Boston Globe could bring your auction more action.





Gordon E. Taylor
President

St. Paul Union Stockyards



SOUTH ST. PAUL LIVESTOCK AUCTIONEERING SEMINAR
SOUTH ST. PAUL, MINNESOTA
BRANCH OF REISCH WORLD WIDE COLLEGE OF AUCTIONEERING, MASON CITY, IOWA

SPECIFICALLY FOR LIVESTOCK AUCTIONEERS AND THOSE WHO WORK AS RINGMEN OR ASSISTANTS

A specialized course in Livestock Auctioneering and Sale pavillion operation and management. You will be selling in the world's largest, near-new, air-conditioned cattle and hog pavillions at the South St. Paul Stockyards.

Seminar is held the 1st week in February.



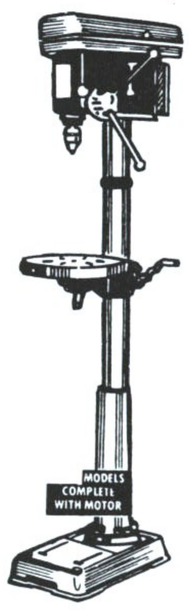
For catalog and enrollment information Send to:

Col. Gordon E. Taylor
LIVESTOCK AUCTIONEERING SEMINAR
REISCH WORLD WIDE COLLEGE OF AUCTIONEERING, INC.
P.O. Box 949 — Phone 515-423-5242 or 6396
Mason City, Iowa 50401



Home of

CHAMPION QUALITY TOOLS

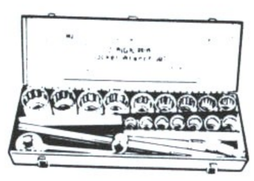


DEALERS THIS COULD BE THE MOST IMPORTANT AD YOU WILL READ. CALL US FOR MONEY SAVING PRICES. FAST SERVICE - LOW PRICES.

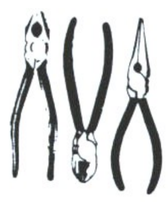
HUGE INVENTORIES: LOW, LOW PRICES. WHOLESALE ONLY. IMPROVE YOUR PROFIT PICTURE AND SALES VOLUME. BE ABLE TO MEET COMPETITION AT A PROFIT.

CHAMPION QUALITY TOOLS -- IMPORTED & DISTRIBUTED ONLY AT FRIEDER, INC. ONE OF THE LARGEST IMPORTERS IN THE MID-WEST. IN BUSINESS SINCE 1952.





5 Piece MECHANICS PLIERS SET



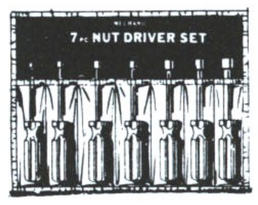




3-piece FLEXIBLE RATCHET SET

¼", 3/8", ½" dr.



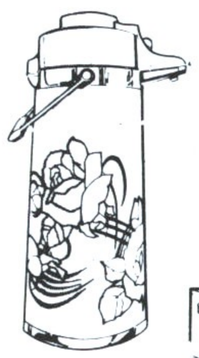


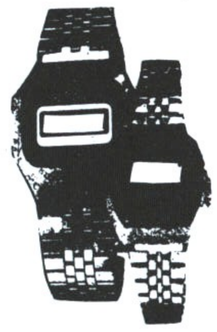


3/4" x 60ft PVC Electrical TAPE



Pump Pots







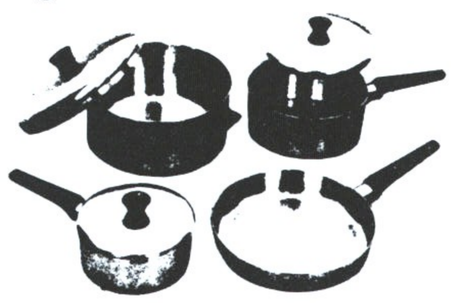


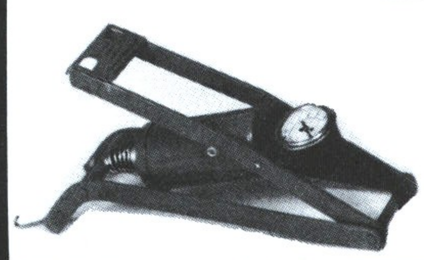
WALKING CANE POOL CUES



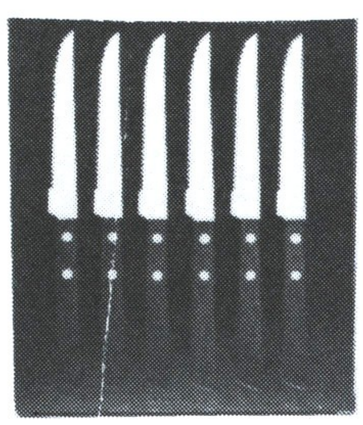












Lines We Carry:

ATARI
ACTIVISION
FUZZBUSTER
WHISTLER
INTELLIVISION
MAXELL
IMAGIC
PARKER BROTHERS
GAMES BY APOLLO
SANYO
TDK
PANASONIC
SONY
EXTEND-A-PHONE
SHARP
ALADDIN KEROSENE HEATERS

FRIEDER, INC.

2553 SUPERIOR AVE. / P.O. BOX 03109
CLEVELAND / OHIO / 44103

YOUR ONE STOP WAREHOUSE FOR TOOLS, GENERAL MERCHANDISE AND CONSUMER ELECTRONICS. FAST & FRIENDLY SERVICE.
CONTACT US FOR THE MOST CURRENT LOW PRICES.

HOURS 8:30AM to 5 Daily
8:30AM to 2 Sat.

Come in or Call In State:(216)781-6477
Out of State Watts: 1-800-321-8192

Dear Auxiliary members and friends,

Summer is here in full bloom and so are the on-site auctions. The 4th of July is past and in just a few weeks it will be Labor Day and then the kids will be back in school. Gee, where did the summer go?

We have had a busy summer — even booked two auctions for the week of the NAA convention, to give our good crew something to do while we were in Houston, Texas. I sure hope you made it to Texas, if not, why not start planning right now to go to Minneapolis next July? Don't forget about the winter seminars the NAA has — San Diego in January and Memphis in February. The NAA has always put together great programs. You can have a bit of vacation from the winter, learn with friends, and exchange ideas. Barney and I have enjoyed each seminar we have attended as well as the NAA conventions.

Going to convention or seminars is like going to your family reunion, but with additional benefits for you and your spouse in the betterment of the auction profession. You get your cost back twofold plus. I have enjoyed not only the excellent and well planned educational programs but the fun times, the new friends I have made each year, and the catching up with the old friends.

I think the Auxiliary has come along way over the years. It is an organization that is improving each year with more members — I sure hope you are one of us; if not why not? Please take the time right now to pay your dues and join us. We would like to add you to our list of members.

I have just finished my third year as a member of the Board of Directors and I want to thank you for this privilege. It was an enjoyable three years.

Virginia Dilgard, director
Auxiliary to the NAA
Ashland, Ohio

Houston 1983

"Yellow Roses — Deep in the Heart of Texas" was brought to mind as approximately 185 women sat down together in the elegant Continental Ballroom of the Shamrock Hilton in Houston, Texas, on Friday, July 29th. The hosting Texas Auxiliary provided a beautiful setting for an enjoyable luncheon meeting. Barbara Fox of Houston was the guest speaker with Ann Lynn Gross providing the musical portion of the program.

Pat Dunning, Elgin, Illinois, was installed as the 1983-84 president of the NAA Auxiliary. Those of us who have had the opportunity of working with Pat on the Auxiliary Board are all looking forward to a great year. She has many things planned and will be an outstanding officer.

For me, 1982-83 has been an enjoyable year as your president, and I would like to express my gratitude to all members who worked so diligently all year to make the Houston Convention one of the best.

It is my privilege to serve as chairperson of the Nominating Committee, along with Irene Erickson, Irene Dudley and Nan Gilbert, for 1984.

We would like to urge all States to please, please send in names of your members whom you would recommend to serve on our Auxiliary Board. We have so many capable and talented members who are not considered for nomination simply because their names were not submitted. We would appreciate hearing from you now for next year's nominees.

Since this was my husband's "Year of the Auctioneer" and knowing how much he appreciated the support given to him by the Auxiliary, I would urge all eligible members to join with us in the Auxiliary to help make our new NAA president, Bill Gaule's year a great one.

Naomi Newcom, immediate past president
Auxiliary to the NAA
Whitewater, Kansas

The Auxiliary to the National Auctioneers Association

1983-84 OFFICERS

PRESIDENT
Mrs. Pat Dunning, P.O. Box 866, Elgin, Illinois 67154. Phone: 312 741-3483.

PRESIDENT-ELECT
Mrs. Betty Short, 1341 E. Orchid Lane, Phoenix, Arizona 85020. Phone: 602 944-5626.

VICE PRESIDENT
Mrs. Virginia Dilgard, 135 Union St., Ashland, Ohio 44805. Phone: 419 325-2122 or 419 325-1337.

SECRETARY-TREASURER
Mrs. Tomi Ayers, 2233 Jacksboro Park, LaFollette, Tennessee. Phone 615 546-2296 or 615 562-7810.

HISTORIAN
Mrs. Alice Brandau, Route 1, Box 265, Wilton, Wisconsin 54670.

DIRECTORS

TERMS EXPIRING 1986
Mrs. Naomi Newcom, P.O. Box 458, Whitewater, Kansas 67154. Phone: 316 799-2278.
Mrs. Barbara Althaus, P.O. Box 312, Fredericksburg, Texas 78624.
Mrs. Barbara Fisher, 437 East Atlantic Blvd., Pompano Beach, Florida. Phone: 305 942-0917.

TERMS EXPIRING 1985
Mrs. Pat Lambright, 112 N. Detroit St., LaGrange, Indiana 46761. Phone: 219 463-2013.
Mrs. Mary Witzel, 761 E. Lefty Lane, Oak Harbor, Washington 98277. Phone: 206 675-6262.
Mrs. Marge Gaule, 909 W. Walnut, Chatham, Illinois 62629. Phone: 217 483-2913.
Mrs. Carol Bambeck, Rt. #1, Box 392, Dover, Ohio 44622. Phone: 216 343-1437.

TERMS EXPIRING 1984
Mrs. Glenda McCarter Johnson, 415 Kingfisher Ave., Sevierville, Tennessee 37862. Phone: 615 453-8417.
Mrs. JoAnne Laumeyer, 7306 Cleveland Ave., East, Inver Grove Heights, Minnesota 55075. Phone: 612 455-9547. From August 20 — June 1: 162 SW 53 Terrace, Cape Coral, Florida 33904. Phone: 813 549-4955.
Mrs. Fran Smith, Angell Road, Silver Creek, New York 14136. Phone: 716 934-4875.

After two years runner-up, Bud Knight wins livestock auctioneer crown

Dickson, Tennessee — "I could buy cattle from him all day," said a member of the crowd gathered here June 18 for the World Livestock Auctioneer Championship WLAC as finalist **Bud Knight** concluded his turn in the auction block. The panel of contest judges obviously agreed — they named Knight, who is manager of Billings Live Stock Commission Co., Billings, Montana, the 1983 World Champion Livestock Auctioneer.

Winning the championship accomplished a goal Knight said he set for himself "the day I got out of auctioneer school." It also answered a long-remembered challenge. Shortly after completing auction school, Knight said a man in his home town of Custer, South Dakota, told him that he wasn't — and never would be — good enough to be an auctioneer. "It's always kind of stayed in my mind," Knight said. "Just because he told me I couldn't do it, I had to do it. I wanted to be good enough to win the championship."

And that's what he did, eleven years to the day after graduating from the Western College of Auctioneering. But after the morning preliminaries at the Dickson Livestock Center, Inc., Knight said he was doubtful he'd even done well enough to make the finals.

The finals went differently, however. "I got eight drafts of cattle, one right after another," Knight said, "and sold them for $3-$4 each over what they were sent in at. It was just an excellent contest," he said, noting that the new WLAC format, which allows for a preliminary run-off contest followed by finals where contestants are guaranteed a minimum of four drafts of cattle each, makes for better competition.

"This year was the toughest competition I've ever had," said Knight, who faced 83 contestants for this year's title. "I think these young guys coming up now are super good," he said. "These kids are starting younger and they've really got it down pat. I'm glad I don't have to do it again."

Once an auctioneer has won the championship, he is no longer eligible to compete again. This was Knight's fifth try at the Championship title; he was named Reserve World Champion in both 1981 and 1982.

Until several years ago, when a friend suggested he had the kind of voice that would be good for auctioneering, Knight made his living as a professional rodeo announcer. That comment prompted him to look into auctioneering — "I'm darn glad I did, especially now," he added.

But the road to the championship was not an easy one. "I wore out about three cassette tape recorders practicing in my garage," Knight said. And he remembers many nights of "practicing, yelling into a coffee can so I could hear myself and correct my mistakes. I did that for about three years before I even asked anybody for a job," he continued. "I had to sell myself to me before I could sell myself to someone else.



BUD KNIGHT, 1983 World Livestock Auctioneer Champion (right), gets a congratulatory handshake from Reserve Champion Bruce L. Haley as Runnerup Champion Daryl Ball applauds.

"I guess I'm kind of a perfectionist," Knight said. "I wasn't going to be practicing on some livestock market owner's money."

Like most auctioneers, Knight started out selling at household sales and farm sales. In a few years he was selling at several South Dakota livestock markets on a daily contract basis. In 1976, he went to work full-time at the Sturgis Livestock Exchange, Inc., for Jack and Betty Smeenk and Richard and Ida Mae Orwick, partners in the operation. Knight expressed his gratitude to them for sponsoring him at the WLAC from 1979 to 1982. Earlier this year Knight accepted a position as manager of the Billings Live Stock Commission Co. "It was an attractive offer (and) a challenge," he said.

What's next for the new world champion? Well, he might consider trying his chant at a tobacco auction. "I'd like to sell tobacco once," Knight said, "just to say I did it." Also on the agenda are a number of purebred livestock sales, associated with the annual stock shows in cities such as Houston, Denver, Kansas City and San Francisco, where Knight hopes to sell livestock during the coming year.

"I wish I could just take a year off to promote auctioneering for Livestock Marketing Association and the National Auctioneers Association," Knight said. "With my new job, I'm not able to do that, but I'm still going to spend all the time I can on it."

The annual WLAC is sponsored by Livestock Marketing Association, Kansas City, Missouri. As part of his winnings, Knight received from LMA an engraved trophy, a $1,000 cash award and a diamond Championship ring, valued at $1,000. Knight also received a leather briefcase from the National Auctioneers Association, a gold microphone from the Missouri Auction School, the Golden Gavel Award from Reisch World-Wide School of Auctioneering, and merchandise prizes.

King Ranch dedicates sale to Walter Britten, establishes foundation in his name

The final rap of the gavel on the first lot in King Ranch's 32nd Annual Santa Gertrudis Sale this October 13 will launch the Walter S. Britten Foundation. For sale will be a daughter of King 55, so far the Santa Gertrudis breed's only Superior Sire. Proceeds from that lot, according to King Ranch General Manager Stephen J. "Tio" Kleberg, will establish the newly formed foundation for graduate study in animal science.

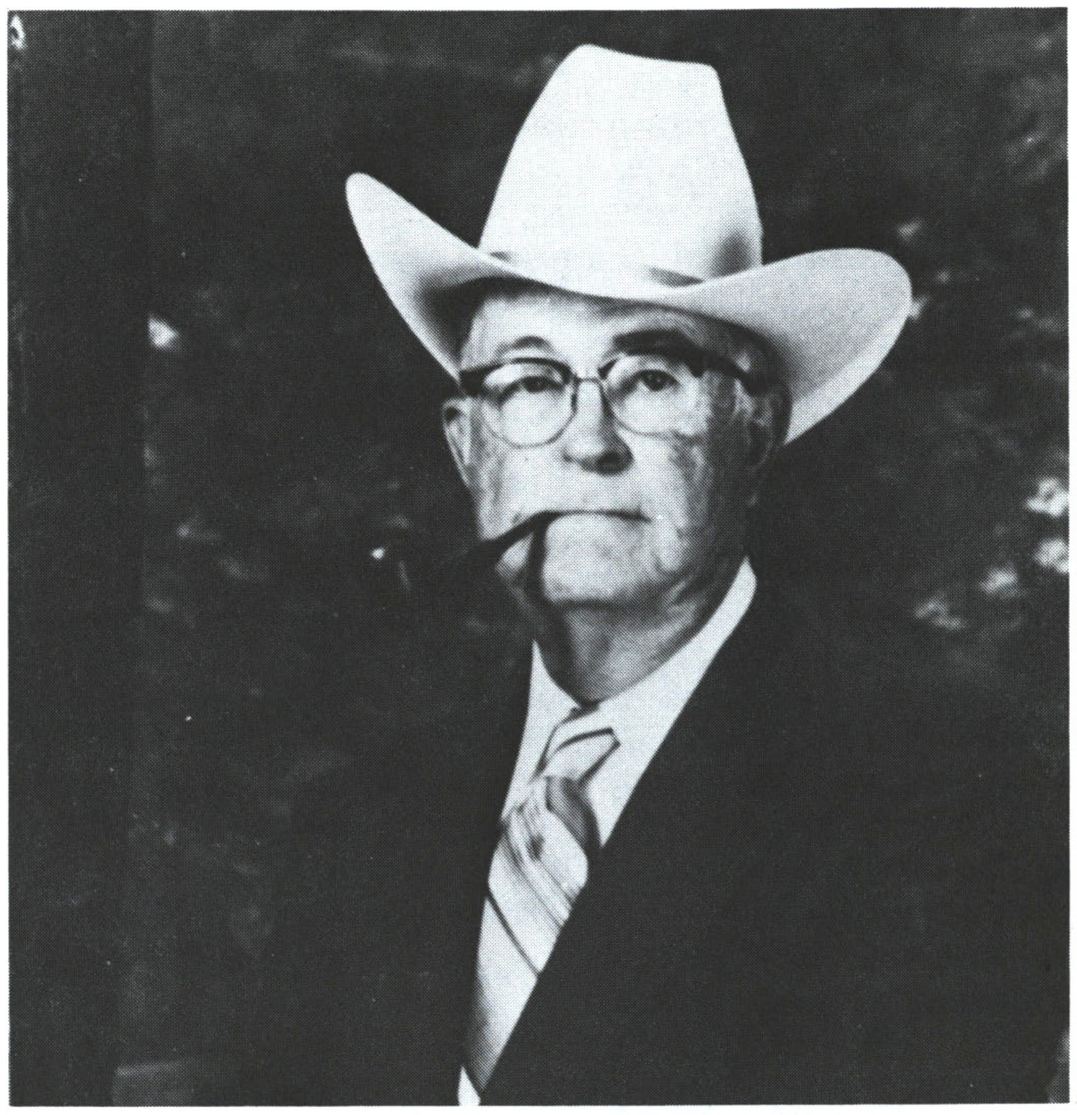
Not only is King Ranch setting up a foundation to honor NAA member Britten, it is dedicating its 32nd Annual Santa Gertrudis Sale to him. The sale will be held at the King Ranch Sale Pavilion near Kingsville, Texas, Thursday, October 13. Thirty-three years ago Britten cried King Ranch's first sale, a sale that also was the Santa Gertrudis breed's first purebred auction. Britten has sold every King Ranch sale since then, as well as most of the sales in the breed.

Walter Britten has been a major force in maketing in the purebred beef cattle industry since the 1930s. He sold his first auction in 1935 as a college student, and the money he earned at auctioneering made possible his continued schooling and graduation from Texas A&M University in agricultural economics. He continued to sell, earned the respect and admiration of the livestock industry and now, with close to 50 years' experience in the business, he is considered the dean of American purebred auctioneers; not only has he sold thousands of sales, he's also trained many of the best men active in purebred auctions today through an auction he operated for 37 years.

Britten loves the land, he says, the cattle and cattle people. But, he claims, youth involved in agriculture always have been his primary interest. He's sold every junior show champion at the Houston Stock Show for the past 41 years and he's sold all junior sales for that length of time at the State Fair of Dallas. Britten has handled the gavel in all of the junior sales at the 34-year-old San Antonio Stock Show. For 30 years he auctioned most of the Hereford sales in Texas, and he's sold numerous Quarter Horse sales.

As would be expected of someone who has figured so prominently in an industry for so long, Britten has earned a number of honors and awards. He's proud of all of them, but probably first on his list is the Master Salesman Award given him by the American Hereford Association. Close to that is the Auctioneer's Outstanding Award he received in 1968 from the National Auctioneers Association. A life member, he's been influential in the NAA for years and served as its 1963-64 president.

Britten also has received the National 4-H Alumni Award and has been honored for outstanding service by the Future Farmers of America. He was cited as an outstanding community leader for service to agriculture in Brazos County, Texas. Farmers Cooperative Market, Houston, honored him with its



WALTER BRITTEN, NAA president during the 1963-64 year, honored by King Ranch.

Friend of Farmers Award and he is an honorary Texas Hereford Assn. life member.

Britten has been active through the years in his community, having served as a member of the board of directors of the First Bank and Trust Co., Bryan, Texas, and having spent 30 years as a board member (10 as president) of Producers Co-op Assn. Britten resides in Bryan, Texas, where he and his son Dick are the principals in Britten and Britten, Auctioneers and Sale Managers. He's led an interesting and full life — so much so that Mrs. Howard Adams, Poteet, Texas, schoolteacher, is publishing a book on the subject next fall.

About his years of service and their importance to the livestock industry and to him, Britten says, "We render a service. We as auctioneers establish market values in the purebred industry where very often the people involved are good breeders, not merchandisers." He ranks the junior sales as most important to him, though, and thanks to his sales ability, Britten has helped any number of youngsters pay for their college education and get a start in whatever business they choose. It's gratifying, he says, that many of them have gone to careers in agriculture.

It's fitting then that the foundation begun by King Ranch at its annual sale will further young people's education.

BRITTEN AUCTION ACADEMY
P.O. Drawer B, Bryan, Tex. 77801
Approved by Texas Education Agency
The School of Distinction

After the foundation heifer is sold Britten will be passing the King Ranch sale gavel to another well respected (and Britten-trained) auctioneer, George Morse. Morse, Shawnee Mission, Kansas, who started in the auction business in 1958, has sold sales throughout this country and Canada. He's been very actively involved with six cattle breeds as well as with Quarter Horses; he is currently especially active in Quarter Horse and Western Art auctions, the latter primarly in Texas. A University of Missouri graduate, he serves on the board of that school's development fund. He is a member of the board of Kansas City's American Royal Livestock Show and is vice president of Saddle & Sirloin there.

At the 32nd Annual King Ranch Santa Gertrudis Sale, Morse will preside over the first public offering of members of King Ranch's elite Running W "A" Herd, a group of cattle undergoing continual selection based on efficiency, productivity and fertility. Among the lots Morse will sell will be a limited one-eighth semen interest in King Ranch Vago 638/6, the senior herd sire of the Running W "A" Herd. One-fourth interest in him sold for $76,000 in last spring's Western Heritage Sale to Pat Welder of Victoria, Texas.

Learn Auctioneering AT HOME

Complete cassette home study.
• 5 full hours of chant secrets, training exercises and all phases of auctioneering.

American Academy of Auctioneers
1222 No. Kenwood, Broken Arrow, OK 74012



FREE CATALOG

COMPLETE COURSE $49.95

Congress '83 "Special Report" now available from LMI

Kansas City, Missouri — The "Special Report" on the Fifth World Meat and Livestock Marketing Congress, which summarizes the proceedings of the June international conference, is now available from Livestock Merchandising Institute.

The 40-page publication includes the major points made by the more than 30 speakers, panelists and moderators as they discussed this year's theme, "Building World Trade".

The Congress, which was jointly conducted by the Institute and the International Meat Office, Madrid, Spain, attracted registrants from more than 25 countries to Nashville, Tennessee.

The five program sessions were "Building World Trade: An Overview"; "World Demand for Meat"; "Trends in Livestock Production and Marketing"; "Trends in Meat Processing and Distribution," and "World Trade Policy and Development".

Single copies, including postage within the continental U.S., are $2.50, with check or money order made payable to Livestock Merchandising Institute. Copies and prices on other quantities can be obtained by contacting the Institute, 301 East Armour Blvd., Kansas City, Missouri 64111.

Is it worth it?

By Bus Retmier, CAI
CAI president, 1983-84

How many times have you said to yourself "look at the thousands of hours I've spent trying to play my part and look how upset I get, not to mention the re-buttle I listen to. Do people really appreciate the amount of time, money, and mental anguish I spend. It just goes on and on." Sound familiar?

When I look at my auction appointment calendar, I see dates of benefit auctions and community meetings. Again, I ask myself the question, "what is my obligation to my fellow man and how much time do I really owe to stay even with my inner conscious." That last one really gets to me.

That brings me to the Certified Auctioneers Institute and the involvement of its Board of Governors and officers.

We have four board meetings a year. The meetings last from one to two days, starting at eight a.m. and lasting well into the evening hours. I have never been associated with a group of people who are so involved and so professional in their activity. Our meetings are very formal and we really get a lot of ground covered.

It doesn't take many of these meetings to start asking yourself again the same old question: "is it worth it?" I have a little story I would like to pass on to you that happened to me in Houston at the NAA Convention. You'll realize that the answer is "Yes, it sure is!" The title of my little story is "That's My Pop." Each year at the National, we have a portion of the awards banquet to introduce that year's CAI graduating class, and for most of us this is a most important part of the CAI program. All candidates are called up to the speaker's table and presented their CAI designation pin and certificate to prove they have successfully completed the course. I have found this to be the highlight of my three years with each student mainly because we are all as impressed and proud of them as they are of themselves. Some of the candidates bring their families with them because, let's face it, how many kids and spouses get to see dad or mom do anything as exciting as graduating from a lengthy educational program let alone a three year course and be the age dad and mom usually are? Well here comes the candidate and family right behind him. Cameras going, people clapping and one little guy standing there crying, "Boy, that's my Pop, he's the greatest! Some day I'm going to grow up and be an auctioneer and help people just like him."

So folks, maybe someday, like father like son. The response of that young man made all my hours of work spent on the CAI during the last four years well worth the effort and answered my question relating to the benefit I derived from the time put in. The answer is 'Yes" it's all worth the effort.

The Annual Report of the Certified Auctioneers Education Institute

The activities of the Institute as with any fledgling organization gains momentum year by year. This year has seen many advances for the Institute, in growth of membership, organization and in programming.

Our members indicated growing concern for future development of the recognition of the designation, CAI, by not only fellow members of the auction industry, but by the public as well. This problem has been addressed by the Institute's Board of Governors and action has been taken.

A look at the following categories provides a quick statement regarding the Institute, its programs and limitations.

CAI Courses

CAI Courses I, II, & III were held the week of April 10 thru April 15. The courses were attended by a total of 228 registrants. A number of last minute cancellations due to sickness and business prevented classes from being entirely full.

Course I tested 72 students and 70 passed and are eligible for candidacy in the Institute upon completion of their other obligations.

Course II tested 77 candidates and 75 successfully completed Course II and are eligible for Course III in 1983.

Course III tested 79 candidates and 78 successfully completed the course and are now eligible for membership in the Institute.

CAI real estate specialist program

The second offering of the CAI Real Estate Specialist program was attended by 26 members. All 26 of the students in the program successfully completed the course.

The Real Estate Specialist Program was created to give those members who have a particular interest in the sale of real estate auction more in depth training in the field of real estate. This program required the member to attend two sessions and pass the examination at the end of each session. The topics covered included real estate investment, finance, development, taxation and appraisal were taught by noted authorities from those fields.

This program is the first of a series of specialist programs being developed for the membership by the Institute staff to meet their continuing education needs and desires. Other programs will be announced by the Board of Governors after their next meeting.

Atlanta continuing education seminar

The second continuing education seminar was held for the members of the Institute prior to the convention in Atlanta last July. The seminar entitled "How The Entrepenuer Can Accumulate Wealth — Part II" was attended by 47 members and was well received.

The Board decided to encourage members to attend a seminar each year at the NAA Convention.

Study tour

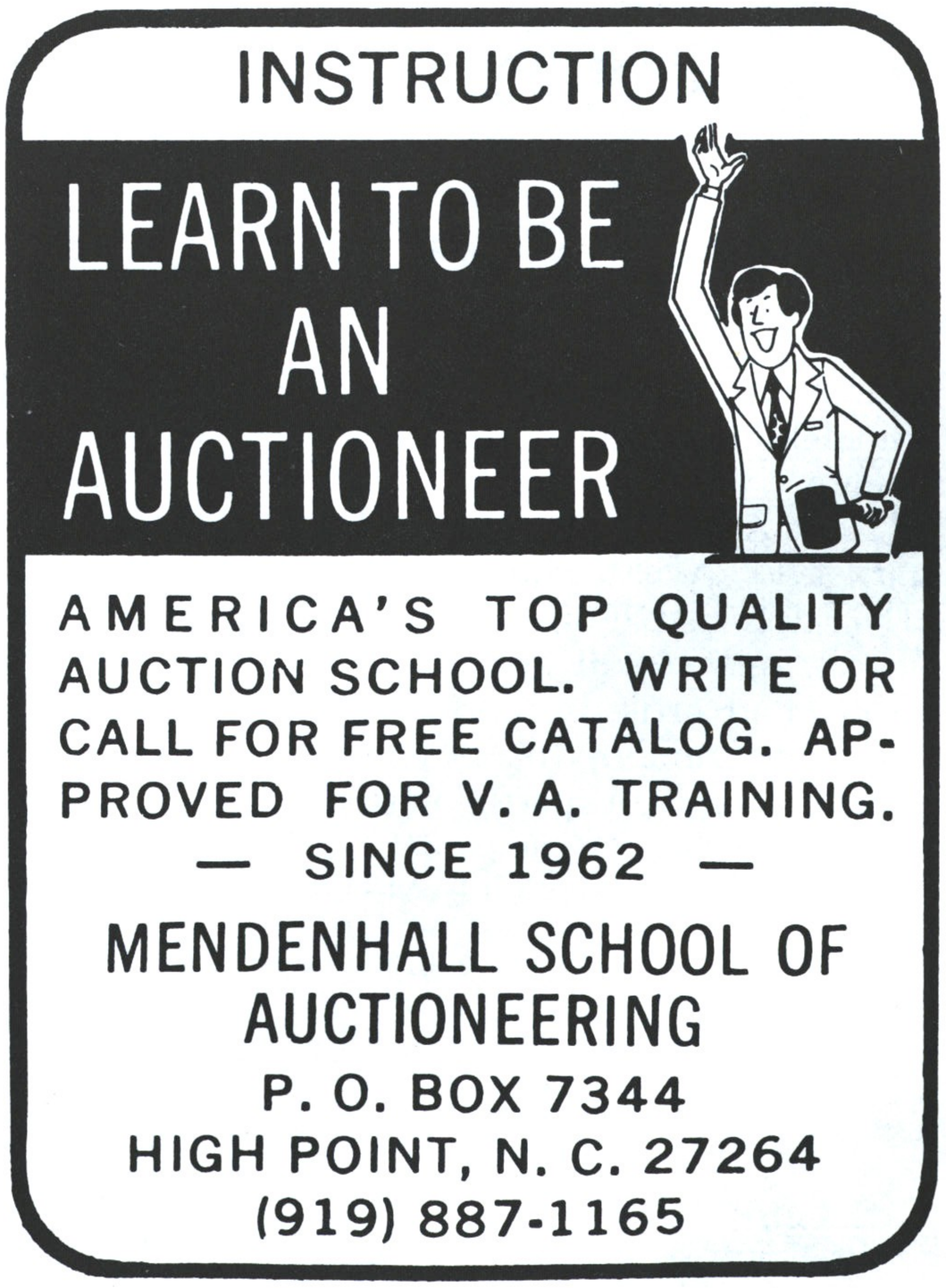
The Institute conducted its first overseas study tour to Great Britain in late September, 1982. This program provided a great opportunity for members to exchange information with their counterparts at a senior level overseas. Forty-four members and their spouses visited the great auction houses of Sotheby's, Christie's, Phillips, and Bonhams as well as a British car auction group Rolls Royce auction.

While in the countryside, members visited auctions of livestock and consumer goods.

The program was so well received that the Board approved the concept of an ongoing program, and will sponsor a Hawaiian study tour in December, 1983.

Finance

To create the opportunity for continued growth in advertising, operations, services to members and new programs, the Board of Governors announced a new dues and fee schedule for members and candidates. The new amounts were announced in the spring newsletter and will be effective January. 1984.



Advertising and promotion

The Board of Governors established yet another phase in the development of the Institute's advertising program. This phase included the placement of advertising in both the American Bankers Association and American Bar Association Journals as well as Real Estate Outlook. The promotional schedule began in the Fall of 1982 and had large advertisements in both journals under a coordinated time plan.

It should be noted that the coverage of this campaign has been increased significantly due to the generosity of an earlier graduating class who donated a sizeable sum for advertising.

Additional promotion appeared in conjunction with the Livestock Marketing Association and the National Auctioneers Association.

Throughout 1983 the Institute prepared and mailed to each member four newly developed advertisements repro sheets which were camera ready for use in local publications by members. Also this year the Institute created an all new computer generated membership roster which has been distributed nationally through requests received by the Institute. The roster was used in a presentation made by a member to the Ducks Unlimited National Convention.

All advertising prepared for the Institute is done by a professional advertising agency which regularly does work in the auction field. The work is conducted under guidance from the Advertising and Public Relation Committee with the approval of the Board of Governors.

A Wall Street Journal advertisement was placed during the summer of 1983. Budget was tight for this area during the year and caused some cut backs to take place.

Operations

The Institute continues to use the facilities and faculty of Indiana University for its courses. but maintains its own administrative offices.

The Institute now retains the following staff:
Executive Vice President Stephen J. Martin (15%)
Staff Vice President Thomas E. Battle (8%)
Editor Suzanne M. Owen (8%)
Secretary Arda Landergren (100%)

CAI Board of Governors — 1982-83

The following members served on the Board of Governors:
Lanny G. Thomas, Chairman
Douglas P. Bilodeau, President
H. J. Retmier, President-Elect
Stephen J. Martin, Executive Vice President
Harvey L. McCray, Secretary-Treasurer
Carlus D. Gay
Charles Cumberlin (NAA Representative)
Dean Howard
Rex Newcom (NAA Representative)
Robert E. Musser
Ray Patterson

SOLD...



YOU — when you buy The Philadelphia Inquirer to announce your auction values in America's fourth market. Every Saturday, our AUCTION PAGE offers the biggest, and most diversified listing of advertised auction sales to be found in this area . . . in an informative, expertly presented editorial environment with our own auction pro, DAVID IAMS.

YOU — when you capture the tested and proven response of some 1.3 million daily Inquirer readers. Join with marketers of every disipline and design who consistently find *Inquirer* and *quick results* to be synonymous.

YOU — when you take advantage of an outstanding daily Inquirer household penetration. Our 27.6% coverage in the Philadelphia metro area is greater than these leading papers: Chicago Tribune — 26.2%; Los Angeles Times — 25.1%; San Francisco Chronicle — 24.8%; Dallas Times Herald — 21.0%; New York Times — 12.5%.

YOU — when you plan an on-target schedule in one of America's five top rated daily newspapers. At no obligation, get additional details today:

FRANK RUGGERI,
(215)854-2418
24-hour Telecopier Service,
(215) 563-8928
Deadline: Thursday, 5 P.M.

The Philadelphia Inquirer
400 North Broad Street
P.O. Box 8263
Philadelphia, PA 19101

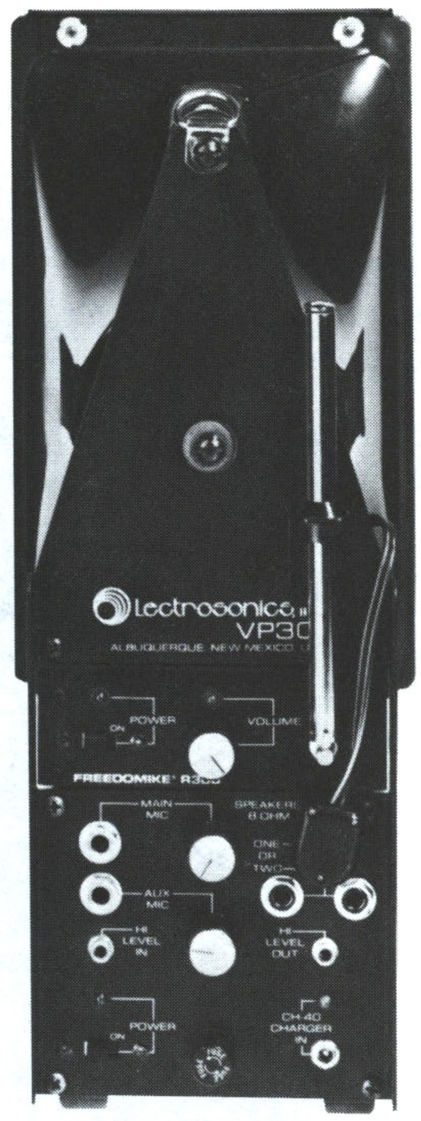
PUT EVERY BIDDER IN THE FRONT ROW!

If an under-powered or cumbersome P.A. system has been hindering the action at your auction, check out the features of the **Voice Projector®** VP300W Wireless Microphone Sound System.

- **Powerful** — 30 watt, rms amplifier reaches large audiences up to a distance of 700 yards.
- **Wireless** — no microphone cords to restrict your mobility. Up to 100 yard transmission range. Also operates as a conventional P.A. system with a hard-wired microphone.
- **Convenient** — operates on either AC power or built-in rechargeable battery pack. Less than 16 inches high and weighs less than 17 pounds.
- **Versatile** — inputs for two hard-wired microphones and an auxiliary input for a tape recorder. Outputs for two remote speakers plus an auxiliary output for a recorder or amplifier.
- **Designed for Outdoor Use** — anodized aluminum construction with high-impact Cycolac horn. Controls and jacks are mounted to minimize entry of dust and moisture.

The VP300W comes complete with a charger, wireless transmitter, a microphone with accessories, and a shoulder strap.





VP300W

(available without wireless as Model VP300)

Freedomike® FM-AV4 Wireless Microphone Sound System

For smaller audiences, consider the FM-AV4 — a complete wireless microphone sound system in a 13″ × 18″ × 6″ carrying case.



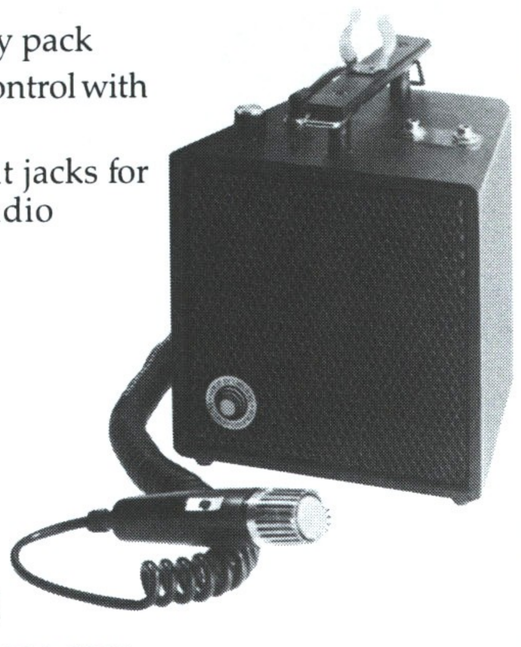
- AC or rechargeable battery operation.
- Auxiliary microphone and High-level inputs.
- High-level and microphone level outputs.

System includes microphone, transmitter, receiver/sound system, charger and carrying case.

Ultra Portable Voice Projector 18R

Full featured "over-the-shoulder" P.A. unit with microphone, charger and shoulder strap.

- 10.5 watt rms amplifier
- Built-in rechargeable battery pack
- On-Off switch and volume control with LED "power on" indicator.
- High level input and output jacks for connection to auxiliary audio equipment.
- Weighs less than 6 pounds
- 10¼″ high × 7″ wide × 7″ deep



Lectrosonics, Inc.

P.O. Box 12617 • Albuquerque, New Mexico 87195 • (505) 831-1010

Lectrosonics products for auctioneers are available from:

COL. GORDON TAYLOR
Reisch World Wide College of Auctioneering
Box 949
Mason City, Iowa 50401
515-423-5242

HUGH MILLER
Curran Miller Auction
13020 N. Street, Highway 57
Evansville, IN 47711
812-867-2486

DAVID A. KESSLER
The Auction Marketing Network
122 W. Main
New Paris, Ohio 45347
513-437-0263

ROWLAND HUEY
John Huey & Sons
11660 Parkway Drive
North Huntingdon, PA 15642
412-863-4961

RED WALLACE
Earl "Red" Wallace & Associates
1040 South West St.
Wichita, Kansas 67213
316-943-0217

FORREST MENDENHALL
Mendenhall School of Auctioneering
U.S. Highway 29 & 70 (I-85)
High Point, NC 27263
919-887-1165

BOB MILLER
Indiana College of Auctioneering
8846 Holliday Drive
Indianapolis, IN 46260
317-844-1088

BUFORD EVANS
Nashville Auction School
233 East Gaines Street
Lawrenceburg, TN 39464
615-762-5534



Charlie Gay's

Wholesale

DEALER AUCTION

2550 Shorter Avenue (Ga. Hwy 20 West)

ROME, GEORGIA

Every MONDAY 10 A.M.

This is an ABSOLUTE Auction where we sell Tools-Electronics-Watches
Furniture-Carpet-Gift Items-Household Goods and many other items
to the HIGH BIDDER.

ALL NEW MERCHANDISE SOLD — LARGE AND SMALL LOTS

NO JUNK

Terms of Payment: Cash or Certified Check

(WE SHIP — CALL OR WRITE FOR FREE CATALOG.)

PHONE (404) 234-5946

GA. AUCTIONEER LICENSE NO. 129

THE SCHOOL OF
THE PROFESSIONALS



Learn to Be A Professional Auctioneer

INTERNATIONAL AUCTION SCHOOL

Route 5 - South Deerfield, Massachusetts
413-665-2877

Make plans now for
New England's only Auction School.
Call for information on next term.

joe small
auctioneers, inc.

3114 Garden Brook Drive • Dallas, Texas 75234 • 214/241-1912

ATTENTION

AUCTIONEERS
ANTIQUE SHOPS
WHOLESALE OUTLETS

WE CAN SUPPLY YOU WITH

40 FT. CONTAINERS

OF BEAUTIFUL ANTIQUE FURNITURE, COLLECTABLES, AND BRIC-A-BRAC DIRECT FROM ENGLAND, IRELAND, SCOTLAND AND WALES. WE OPERATE A LARGE, WELL-RESPECTED AUCTION GALLERY AND ARE ONE OF THE LARGEST IMPORTERS IN THE SOUTHWEST.

- Merchandise Carefully Selected For Your Particular Market
- All Levels Of Quality Available
- Excellent "Mix" Of Items
- All Customs, Duties, Fees, and Freight Paid
- Guaranteed Delivery To Your Door

CALL US NOW FOR PRICES AND REFERENCES!
(214) 241-1912

member national auctioneers association and texas auctioneers association
Joe Small, CAI TXE-012-0252

The Auctioneer's "Auctioneer"

WHEN YOU HAVE AN AUCTION THAT REQUIRES THE FACILITIES THAT ONLY A NATION-WIDE ORGANIZATION CAN OFFER, HUDSON AND MARSHALL, INC. IS READY TO WORK FOR YOU. IN ADDITION TO THE SERVICES AND EQUIPMENT LISTED HERE, A LARGE STAFF OF HUDSON AND MARSHALL SALES ASSOCIATES IS AVAILABLE FOR CONSULTATION IN PRACTICALLY EVERY CATAGORY OF REAL OR PERSONAL PROPERTY.

- **COLORFUL TENTS (For Outside Sales)**
- **ALL ASSOCIATED EQUIPMENT (P.A. Systems, Chairs, Organs, Sound Trucks, Cattle Pens, Portable Generators, Etc.)**
- **NATIONWIDE ADVERTISING (In House Agency)**
- **NATIONWIDE MAILING LISTS**
- **FINANCING AVAILABLE (On Most All Properties)**
- **NATIONWIDE TOLL FREE TELEPHONE**

CALL THE AUCTIONEER'S AUCTIONEER",
HUDSON AND MARSHALL, INC. . . .
WE'RE READY TO WORK FOR YOU!!!

BROKER PARTICIPATION INVITED.

Call Toll Free

In Georgia Call
800/342-2666
Elsewhere Call
800/841-9400

HUDSON AND MARSHALL INC.
REALTORS AND AUCTIONEERS
ONE BACONSFIELD PARK • MACON, GEORGIA 31211
TELEPHONE (912) 743-1511

Home Offices
Macon, Georgia
Atlanta Offices
Suite 109
333 Sandy Spr. Cir.
404/256-5450

"I'll Fly To Your City And Clerk Your Sale For You On A PACS™ Auctioneer's Computer—You'll Be Under No Obligation To Buy!"



J. GREG RUTHVEN
Professional Auctioneers Computer Systems
Lakeland, Florida

(Call Me at 1-800-237-7669 for Details!)



(weather-resistant carrying case)



Professional Auctioneer's Computer Systems

You've heard
Greg Ruthven speak
at national seminars and
state conventions. You have seen
him use the Professional Auctioneer's Computer
System (PACS™) to automatically clerk sales the computerized way.
Now, have Greg come to your city with a PACS™ computer and clerk
your sale on a computer. Greg hopes you'll
go ahead and take delivery of the
computer he brings, but you
can just send him and
the computer home if you
prefer—no obligation.

There are now dozens of PACS™ computers used by auctioneers in fourteen states.

PACS

New **lower price** for the PACS™ system due to high volume of sales.

PACS

Tandy* equipment with nationwide service at Radio Shack* stores.

PACS

*TANDY AND RADIO SHACK ARE TRADEMARKS OF TANDY CORP.

PACS™ PROFESSIONAL AUCTIONEER'S COMPUTER SYSTEMS

A DIVISION OF VERTIMAX CORPORATION

522 South Florida Ave.
Lakeland, FL 32801
Call Today—
TOLL FREE 1-800-237-7669 (FLA. 813-688-1882)

TO: Professional Auctioneer's Computer Systems
522 South Florida Ave., Lakeland, FL 33801
TOLL FREE 800-237-7669 (FLA. 813-688-1882)

Please send me information on the PACS™ computer

NAME _____
COMPANY _____
STREET _____
CITY _____ ST _____ ZIP _____
PHONE _____

J. L. Todd named to Georgia Auctioneers Association Hall of Fame



J. L. TODD
Rome, Georgia

NAA member **J. L. Todd,** owner and president of the J.L. Todd Auction Company was named as the first recipient to the newly established Georgia Auctioneers Hall of Fame at GAA annual convention in Macon, June 5-6. Mr. Todd has been active in the Georgia Auctioneers Association since its beginning and has served as a director of the organization for several years.

Well recognized as a REALTOR®, Mr. Todd serves on the Rome Real Estate Board and the National Association of Real Estate Brokers. Because of his leadership activities in real estate, he has been named REALTOR® of the Year. Mr. Todd has been and is a seminar leader and speaker on both the state and NAA levels. In presenting the award, Ron Harris, annual Awards Chairman, said "it is most fitting that J. L. Todd receive the first Hall of Fame award because of his unequalled contribution to the Georgia Auctioneers Association. He has brought dignity and honor to the real estate profession. He has always conducted his own business in the most professional manner and has, no doubt, contributed more than any one person to the success of the organization. He is a friend to all of us and has unselfishly shared his knowledge and experience with us through the years. He has personally trained more good auctioneers than any other one person in the United States and most probably the world. It gives us great pleasure to present this award to Mr. Todd."

Mr. Todd, in accepting the award, said "I am deeply moved and honored to receive this award and to be a member of such a great organization. I thank all of you from the bottom of my heart for the support you have given me through the years. I will always treasure your friendship. God bless each of you."

Mr. Todd is also active in civic and business organizations, serving as a director of the National City Bank and the State Mutual Insurance Company. He is a member of the Governor's Staff of Georgia, and the Rome Area Chamber of Commerce. He is a trustee for the Hospital Authority in Rome, serves on the Council of Boy Scouts of America, the Army Advisory Committee, Rome Kiwanis Club, Boys Club of Rome, the YMCA, the United Way of Rome and Floyd County, the Elks and other civic, social and community clubs and organizations. The Boys Club of America has awarded him the "Golden Boy Award" for his activities in that organization.

He is on the Board of Trustees of Shorter College, chairman of the board of Coosa Valley Technical School, a former trustee of Darlington School, and was one of the founders of Thornwood School. His company is the purchaser and developer of Riverside Industrial Park in Rome.

Mr. Todd is a member of the First Baptist Church of Rome, where he serves as Trustee and is a member of Rome Baptist Men, Inc. He is a member of the Coosa Country Club of Rome. Mr. Todd is a sportsman, enjoying both hunting and fishing. He is a member of the Floyd County and National Wildlife Associations and Georgia Sportsman's Federation. He lives with his wife, Doris, and their children in Rome, Georgia.

WORLD'S MOST MODERN AND EFFICIENT AUCTIONEERING SYSTEMS
Registered U.S. Patent Office



Clerkmobile T.M.
Patented Clerking System Installed

Auction Tops
Fits on Standard ½ or ¾ Ton Truck

Used auction tops and Clerkmobiles for sale.

MAIL COUPON TODAY!

For Free Literature and Additional information —

Auctioneering Systems
Art Feller-Box 267
Cissna Park, Ill. 60924 Ph. 815-457-2202

☐ Yes . . . Send me Free Literature.
☐ Send me examples of clerking tickets and buyers numbers.

Name _____
Address _____
City _____
State _____ Zip _____

– FIDLER AUCTION SCHOOL –

One week class
Eves. + Sat./Sun.

Sm. personal class
Graduate A Colonel

Enjoy Disney World & Epcot While Learning
8335 Purcell, Orlando, Fla. 32817 (282-2463)

Now, Even Greater Results In A Farm Auction

Farmweek

In 1955, the *Eastern Indiana Farmer* began to make thousands of farm auctions a success throughout Eastern Indiana. Since 1976, many counties in Western Indiana and Western Ohio have been added under a new title, *Farmweek*.

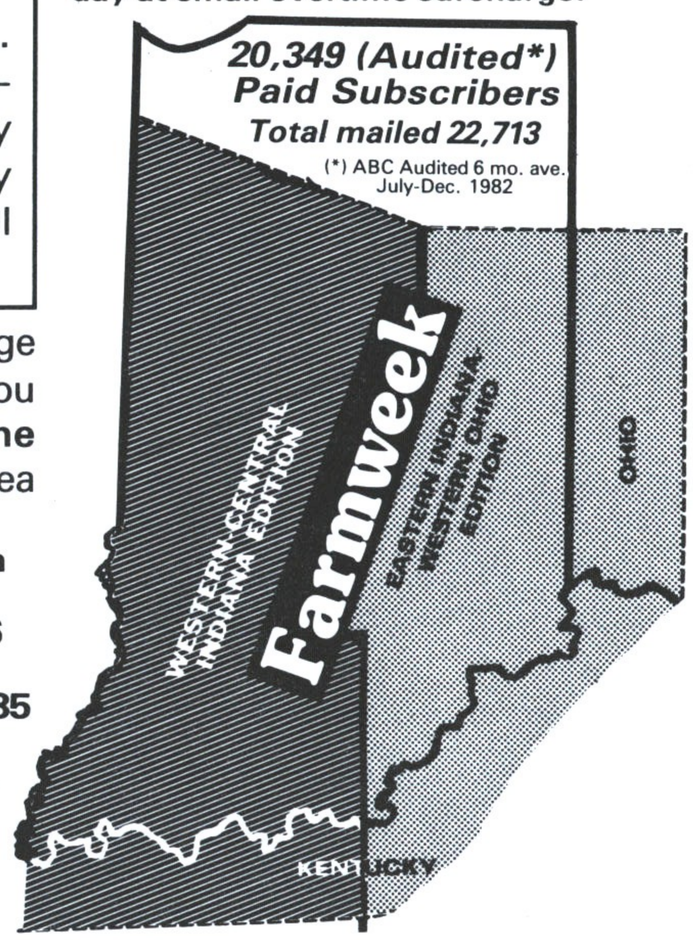
We offer two zoned editions for auctions and ads, but for only a little more cost, more benefit comes from auction ads in the entire issue.

Try it for your next farm auction! Results guaranteed or no pay! As a trial guarantee if you feel the results did not merit the cost, tell us and we'll not charge you one dime for the advertisement *(exceptionally bad weather excepted)*. But you must ask for a show of hands of who read it in *Farmweek!* **In 29 years, only one auctioneer has ever** claimed the response was poor and that was in a distant area and selling very old equipment.

1 Edition or Both Editions

Full coverage or 1 edition only. Auction ads may go in both editions or for one zone edition only -(slightly less cost) - The best buy on an auction, however is full coverage.

Deadline: Monday at 3:00 pm for Thursday delivery. Ads accepted to 8:30 am Wednesday at small overtime surcharge.



AUCTIONEER SUBSCRIPTION SPECIAL

Auctioneers are entitled to 40% OFF on regular mail subscription price of *Farmweek*.

Write or call toll free and mention you are an auctioneer for a 40% discount subscription offer or **free sample copy.**

Nice commissions to auctioneers for selling subscriptions directly.

PHONE TOLL-FREE
To Reserve Your Next Auction or for Advertising Info
outside Indiana 1-800-428-4156
Indiana 1-800-382-1050 or
Indianapolis North/East 326-2235
or Phone 345-5133

Free sample copies to auctioneers

Farmweek

P.O. Box 90, Knightstown, Ind. 46148

Publishers of Tri-State Trader



For That Antique, Estate or Collector's Auction

Be Sure to Use

The Weekly

TRI-STATE TRADER

P.O. Box 90TA, Knightstown, Ind. 46148

FOR A CROWD OF AFFLUENT BUYERS WHO FLY AND DRIVE LONG DISTANCES

Circulated primarily in Illinois, Indiana, Kentucky, Michigan, Missouri, Ohio, Tennessee, West Virginia, Wisconsin, Western New York, Western Pennsylvania, Eastern Iowa. *IN OUR 16TH YEAR.*

The Tri-State Trader has more antique auctions in the Mid-Central states than any other publication in the world! Results guaranteed or no pay! (Inclement weather excepted). *Ask for a show of hands.* Yes, we're that sure!

Free Samples Sent to Auctioneers on Request

Auctioneers receive commission on subscriptions — Call or write. 40% off on regular rate to auctioneers. You may call TOLL-FREE to subscribe.

Call *TOLL FREE* TO RESERVE ADS OR FOR INFO

AL AR DE GA IA IL KY MD MI MN MS MO NC NY OH PA SC TN VA WV WI DC 1-800-428-4156

Indianapolis & NE suburbs 326-2235

Rest of Indiana 1-800-382-1050

Other States (not toll-free). Phone 317-345-5800 or 317-345-5133

TOLL FREE HOURS: 7 am-5 pm Mon. thru Fri. and Sat. 8 am-12 noon. (Evenings after 5 and Sat. pm & Sundays BY CHANCE).

Delivered every Monday in most states.

Normal Ad Deadline: 9 am every Wednesday. **Ads** taken until 8:30 am Friday, but please call in reservation early. (Small surcharge for late ads after 9 am Wednesday.) Gelco or other Courier service recommended for late ads. Special delivery is good insurance.

Furniture and porcelain patterns

To assist with the identification of furniture and porcelain patterns, the following names and dates of circulation were submitted by NAA past president B. G. Coats, Rumson, New Jersey.

FURNITURE		PORCELAINS	
Adam J. & R.	1760-1812	Bow	1774-1776
Anne Queen	1702-1714	Bristol	1770-1781
Chippendale	1740-1779	Caughley	1772-1814
Cromwellian	1649-1660	Chelsea	1745-1784
Elizabethan	1558-1603	Coalport	1814
Georgian	1714-1820	Derby	1750
Hepplewhite	1770-1788	Liverpool	1756-1799
Jacobean	1608-1688	Longton Hall	1752-1760
Regency	1810-1820	Lowestoft	1757-1802
Shearer T	1788-1810	Minton	1796
Sheraton	1790-1804	Nantgraw	1811-1822
Tudor	1485-1558	Pinxton	1796-1813
William & Mary	1689-1702	Plymouth	1768-1771
Louis IV	1661-1715	Rockingham	1780
Louis XV	1715-1774	Spode	1772
Louis XVI	1760-1789	Swansea	1814-1824
Victorian	1865-1900	Wedgewood	1759
Empire	1830-1860	Worcester	1751
Windsor	1750-1765	Belleck	1857
Duncan-Phyfe	1795-1830	Faberge	1814-1846
Bentwood	1860-1890	Majolica	1884
Brewster	1799-1826	Delftware	1624
Belter	1840-1860	Rookwood	1880-1929
Shaker	1742-1796	Meissen	1709
		Dresden	1740
		Limoges	1773
		Haviland	1788-1847
		Bennington	1812-1847
		Sevres	1753-1809
		Royal Crown Derby	1784-1811
		Royal Copenhagen	1780-1802
		Royal Doulton	1753-1809

Wisconsin auctioneers hold 33rd annual convention

A good crowd of auctioneers and their families were treated to an outdoor pig roast and "hoedown" June 7 as a beginning to the 33rd annual meeting of the Wisconsin Auctioneers Association, at the Viking Hills Inn, Reedsburg.

Early risers spent the morning golfing on Wednesday while a number of ladies toured Frantiques, a three story home laden with antiques and graciously hosted by Francis Kelly.

Robert Mullikin, Janesville, served as program chairman for the 1983 meeting and introduced NAA president Rex Newcom to the crowd attending. After a short presentation, attorney Phil Karrman, Senator Richard Kreul and Assemblyman Robert Travis and Ed McNamara discussed the state statutes pertaining to auctioneers and explored the possibility of state registration versus licensing of auctioneers.

Members who attended were treated to a hospitality hour sponsored by the "Wisconsin State Farmer" newspaper prior to a steak dinner. This was followed by the annual fun auction which raised money for the WAA. Entertainment was furnished for the remainder of the evening.

Following the past and present officers breakfast, the convention reopened on Thursday with a large crowd listening to the seminar presented by Rex Newcom.

Norm Flynn, president of the Wisconsin Realtors® gave an inspiring talk on sales motivation, followed by a noon luncheon where Earl Brancel of Wisconsin Dairies Co-op addressed the group.

The annual meeting under the presidency of Paul Conrad, Westby, was called to order at 1:00 p.m. Reports by various committeemen were given, Racine, Wisconsin, was chosen for the 1984 convention and Alvin Miller, Holman, and Robert Paffel, Cumberland, were elected as members of the board of directors. Bob Massart, Green Bay, was re-elected secretary-treasurer, and Robert Mullikin of Janesville, accepted the WAA presidency with Pat McNamara, Lancaster, as vice president.

CALL OR WRITE FOR A FREE BROCHURE & SAMPLE KIT
(507) 645-4407

Clerking Sheets
A Kwick Klerk Exclusive!!
Individual, snap-out slips
The fastest system going
Some say the time saved pays for them

Kwick Klerk
Box 147 Northfield, Mn. 55057

NAA member celebrates 25th anniversary, feeds 1300

In conjunction with an auctioneering seminar that he held, NAA member **Dave Kessler,** New Paris, Ohio, also offered to feed 1000 people a roast beef dinner in honor of his 25 years in the auction business. He just wanted to say "thanks" for the support that people had given him over the years.

Well, the seminar was successful and certainly was the roast beef dinner. Auctioneer Kessler ended up feeding 1300 people at a youth center in the local county fairgrounds. The menu was roast beef (600 pounds in all), ears of corn, baked beans, biscuits, potatoes, and cole slaw. All of the miles of folding chairs and tables set for the occasion weren't enough to hold all of Kessler's friends, customers, and auctioneers from the seminar, so many "picnics" were also held at the fairgrounds, thanks to Kessler.

SALE CLERKING SHEETS
and other Auction forms
Write for Samples and Prices
BURTON PRINTING CO.
P.O. Box 597 Hastings, Nebr. 68901

In Memoriam . . .

JOHN L. CUMMINS

A fellow NAA member notified the headquarters office of the June 22 death of NAA past president and Hall of Fame recipient, John L. Cummins, 79, Cynthiana, Kentucky, of an acute heart attack. His death marked the end of a long career in the auction business and civic leadership.

For 16 years, John Cummins served Cynthiana as mayor, and was elected as a state senator in the 1930's. He began his auction career at the age of 18 and progressed to become president of the Kentucky Auctioneers Association in 1960, and NAA president in 1965-66. Cummins was named to the NAA Hall of Fame in 1970, the first Kentuckian to earn that distinction. In June, 1925, he began as an auctioneer for the Cynthiana Livestock and Tobacco Sales Co., a position he held with that firm until it closed in 1969. He sold tobacco for 51 years in towns near Cynthiana.

Church and civic committments for John Cummins included presidential posts in local fraternal and business groups, a local bank, and serving several years on the Kentucky Board of Auctioneers.

ALBERT O. MAAS

The headquarters office was notified by Mrs. Maas that NAA member Albert Maas, Millville, Minnesota, had died June 20 at the age of 85. He had graduated from the Chicago, Jones School of Auctioneering in 1922, and was a full time auctioneer for 57 years. He was also a member of the Minnesota State Auctioners Association.

CURTIS DEAN JOHNSON

The NAA office was notified in July of the death of member Curtis Johnson, Lakota, North Dakota, June 21, at the age of 39 from an apparent heart attack. He had just listed another auction and was preparing to teach an auction school class in Mason City, Iowa.

FORT SMITH AUCTION SCHOOL

Ft. Smith, Ark. 72903 — (AC) 501-646-1181

QUALITY TRAINING SINCE 1947

VETERAN APPROVED

TERMS FEB. — JULY NOV.

WRITE or CALL

Owner and chief auctioneer of his Curt D. Johnson Auction Co., he had auctioned in many parts of the country, listing sales in Texas, California, and Tennessee. He also conducted numerous charity auctions, and was a member of the North Dakota Auctioneers Association. Before becoming an auctioneer in 1969, Johnson had served as the town's chief of police.

VIRGIL F. SCARBROUGH

The NAA office was notified by a fellow member that Virgil F. Scarbrough, Quincy, Illinois, died July 1, 1983. He was a charter member of the Illinois Auctioneers Association.

IVAN A. NIXON

The NAA office was notified in July of the death of Ivan Nixon, Wakefield, Nebraska, on October 6, 1982.

LEONA DRAKE

The wife of past NAA president C. B. Drake, Leona Drake, died June 8, in Edina, Missouri, at the age of 75. She had started in the car auction business with her husband in Decatur, Illinois, and then established her own car auction in Indianapolis, Indiana. Mrs. Drake was very active in the NAA in past years.

KENNETH D. BALL

The headquarters was notified of the April, 1983 death of NAA member Kenneth Ball, Manhattan, Kansas.

AUCTION
CONESTOGA AUCTION COMPANY, INC.
898-7284
SAT. 10 AM

AUCTIONEERS + DEE SIGNS

EASY TO USE
SLIP IN YOUR MESSAGE
NO BOLTS, NO SCREWS.

QUALITY SIGNS AT FRIENDLY PRICES.

DEE SIGN CO
2501 NORWOOD AVE.
CINCINNATI, OHIO 45212
(513) 631-2222

CALL OR WRITE FOR A FREE BROCHURE & SAMPLE KIT
(507) 645-4407

Clerking Sheets
3 part & 4 part - carbonless forms
One writing - eliminates posting errors
Each **slip** individually numbered
Tabulates progress of your sale

Kwick Klerk

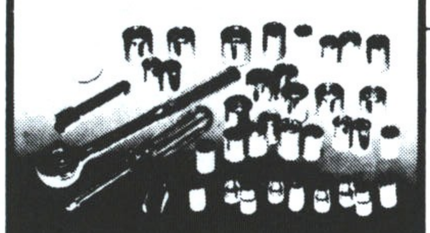
Box 147 Northfield, Mn. 55057

SHELDON CORD'S SPECTACULAR MILLION DOLLAR ROCK-BOTTOM FALL SALE — DON'T MISS THIS ONE!
BRING YOUR CAR OR TRUCK AND LOAD UP NOW!
OR ORDER FROM THIS AD NOW! NOBODY BEATS OUR PRICES

FOR ORDERS ONLY CALL TOLL FREE 1-800-621-7999 • FOR CUSTOMER SERVICE CALL (312) 973-6495

TOOLS

40 PC RATCHET SOCKET SET
1/4" & 3/8" COMBINATION
$2.75 EA.



7 PC WOOD HANDLE SCREWDRIVER SET
$1.75 SET

11 PC. WOOD HANDLE SCREWDRIVER SET
$2.90 SET

40 PC. TAP & DIE SET
$9.00 SET

17 PC. 1/4" DR. SOCKET SET
$2.00 SET

ASTRO PORTABLE WORK & EMERGENCY LIGHT
$7.90 EA.

HEAVY GAUGE 19" TOOL BOX
$6.90 EA.

3" LITTLE DUKE LOCK BLADE KNIFE W/SHEATH
$9.00 DZ.

2-BLADE AMER. MADE BARLOW KNIFE
$18.00 DZ.

10 PC SCREWDRIVER SET
$8.90 DZ. SETS

11 PC. BOX & OPEN END WRENCH SET
$4.50 SET

4 PC. PIPE WRENCH SET UP TO 18"
$8.50 SET

5" LOCK BLADE KNIFE W/LEATHER SHEATH
$15.00 DZ.

14 PC. BOX & OPEN END WRENCH SET
$8.90 SET

7 PC. NUT DRIVER SET
$1.25 SET

JEWELRY

LCD PEN WATCH
$1.75 EA.

2 IN 1 NECKLACE FLOATING HEART & GENUINE DIAMOND
$18.00 DZ.

LADIES' LCD WATCH PENDANT W/CHAIN
$3.00 EA.

LUCITE LCD DIGITAL QUARTZ DESK CLOCK
$36.00 DZ.

ULTRATHIN MEN'S OR LADIES' LCD WATCH DELUXE BAND
$5.00 EA.

LCD SKIN DIVER WATCH 6-FUNCTION
$5.00 EA.

3 DZ. DIAMOND CUT EARRING DISPLAY
$12.00 DISP.

CHILDREN'S 5-FUNCTION DIGITAL WATCH
$3.00 EA.

LCD STICK-ONS
$1.75 EA.

17-JEWEL POCKET WATCH W/ HUNT SCENE CASE
$18.00 EA.

MEN'S CALENDAR WATCH W/ TWIST BAND
$6.90 EA.

ASST. GOLD 48 PC. CHAIN DISPLAY
$18.00 DISP.

MEN'S RHINESTONE DIAL WATCH BOXED
$7.50 EA.

LADIES RHINESTONE WATCH BOXED
$8.90 EA.

CRYSTAL ASHTRAY & TABLE LIGHTER SET
$8.50 SET

MICKEY MOUSE WATCH
$5.90 EA.

LADIES LCD CHICKLET WATCH W/MATCHING PEN GIFT BOXED
$48.00 DZ. SETS

ASST. NECKLACE/ EARRING SET BOXED
$12.00 DZ.

ELECTRONICS & HOUSEWARES

MINI CREDIT CARD CALCULATOR W/ CASE & AUTO. SHUT-OFF
$3.75 EA.

AM/FM WALK-A-LONG STEREO CASSETTE PLAYER
$29.90 EA.

BATT. OPERATED GALAXY MULTI-PURPOSE LANTERN
$4.00 EA.

AM-FM POCKET RADIO
$6.50 EA.

7-PC. COPPER CLAD COOKWARE SET
$10.90 SET

LAST SUPPER QUARTZ CLOCK
$12.00 EA.

CORDLESS TELEPHONE
• RETAILS FOR $299.00 • RANGE 180 m • LAST NUMBER REDIAL • SECURITY DEVICE • RANGE FROM BASE TO HANDSET • PAUSE FOR REDIAL W/PABX • *CALL BUTTON PAGING DEVICE • WILL CLIP ON BELT*
Your Cost
$79.95



PROCTOR-SILEX STEAM & DRY IRON
$13.50 EA.

2 PC. CHEFMASTER CARVING SET
$2.50 SET

19 PC. REGENT SHEFFIELD CUTLERY SET GIFT BOXED
$7.00 SET

AM POCKET RADIO ASST. COLORS
$2.00 EA.

AM/FM WALK-A-LONG STEREO W/HEADPHONE



$9.00 EA.

NOVELTIES

BEER CAN LIGHTERS & COKE CAN LIGHTERS FLUID INCLUDED
$10.80 DZ.

"BLINKS AS YOU GO" LIGHTED VISOR HAT
$21.00 DZ.

DIAMOND CUT BUTANE LIGHTERS
$24.00 DZ.

2 PC. BEER POOL CUE ASST. LOGOS
$30.00 DZ.

SMALL PISTOL BUTANE LIGHTER
$3.50 EA.

TRAVEL ALARM CLOCK
$4.00 EA.

2 PC. PERFUME PEN SET
$10.80 DZ.

LG. PISTOL BUTANE LIGHTER W/FLASHLIGHT
$7.50 EA.

ANGEL MASCOT GOLD DERRINGER LIGHTER
$7.90 EA.

10 x 50 BINOCULARS W/CASE
$24.00 PR.

IMPORTED PEN/PENCIL SET — GOLD GIFT BOXED
$30.00 DZ.

MEN'S OR LADIES' FULLY AUTOMATIC PUSH-BUTTON UMBRELLAS
$24.00 DZ.

ANTIQUE DIE CAST PENCIL SHARPENER REPLICAS
$8.90 DZ.

FLIP-OVER BUGGY W/BLINKING LIGHTS
$33.00 DZ.

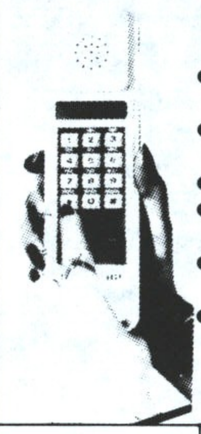
FOLDING SUNGLASSES WITH ZIPPER CARRYING CASE
$24.00 DZ.

DELUXE LEATHER TRUCKER'S WALLET
$36.00 DZ.

LARGE LUCITE MUSICAL PIANO
$5.90 EA.

ROLLS ROYCE RADIO
$4.50 EA.

LATE ARRIVALS



LARGE HANDY PHONE
- COMPACT ONE PIECE UNIT
- PUSH BUTTON DIALING
- MUTE BUTTON
- AUTOMATIC REDIAL
- TONE RINGER CONTROL
- WALL BRACKET INCLUDED

$11.00 EA.

25-PC. 1/2 DRIVE SOCKET SET
$7.90 SET

CREDIT CARD KEY CHAIN CALCULATOR
$3.75 EA.

5-WAY STEREO SPEAKER SYSTEM 6 x 9
$15.90 PR.

6 PC. CARVING SET
$4.00 SET

AIR PUMP BEVERAGE DISPENSER
$4.00 EA. (6 TO A CASE)

10 PC. CARBON STEEL CARVING SET
$4.90 EA.

FOLDING SUNGLASSES AVIATOR STYLE W/LEATHER-LIKE POUCH
$27.00 DZ.
6 DZ. $24.00 DZ.

SUNGLASSES
SMOKED $9.90 DZ.
MIRROR $10.80 DZ.
GRADIENT $12.90 DZ.
RAINBOW MIRROR $17.90 DZ.

5 PC. PLIER SET
$7.50 SET

COMPUTERIZED TELEPHONE W/ONE MEMORY & REDIAL
$9.00 EA.

DUAL PURPOSE LUGGAGE
ELEGANT HANDY & LIGHT
Folded to serve as handbag, opened to serve as luggage bag. Prepriced $49.95
Your Cost
$6.90



Order direct from this ad—Send Cashier's Check. Money Order or Certified Check for IMMEDIATE 24-hour service. $100 Minimum order. Wholesale–for resale only. Visit our Giant new Showrooms. Bring your car or truck and load up. Best in prices. service. quality. Send $1.00 for large Spring Catalog.

SHELDON CORD PRODUCTS
DEPT. ST-5 2201 W. DEVON CHICAGO, IL 60659

Open Mon.-Fri. 8 am to 6 pm
Sat. 9 am to 4 pm

Starting October 1,
Open Sunday 10 am to 4pm

PHONES: 1-312-973-7070 973-7071



BIG EXTRA PROFITS

COOK BROS. INC.

113 N. May Street,
Chicago, IL 60607
Area Code 312-421-5140

Or Visit our Giant Showrooms

Mon.-Fri. 7 a.m.—5:30 p.m.
Saturday 7 a.m.—3 p.m.

Auctioneers and independent sales organizations have long relied on Cook Bros. as their leading source for a wide variety of merchandise . . . including tv's and radios, CB radios, stereos, appliances, watches, cutlery, jewelry, cameras and small novelties . . . items that can be profitably and quickly sold.

All orders are shipped the SAME DAY we receive them! Whether you sell strictly from the auction block, in a store, or house-to-house or business-to-business, Cook Bros. should be your NUMBER ONE supplier for all types of general merchandise and closeouts! Mail coupon below for your big, new wholesale catalog. You'll boost your profits promptly!

***Lowest Prices *Name Brands *Large inventory always**
***Same day shipment *Direct importers**
***Merchandise warranted against factory defects**
***Catalogs without our name available for your use**

MAIL THIS NO-RISK COUPON TODAY

To: Cook Bros., Inc., Dept. A976
113 N. May St., Chicago IL 60607

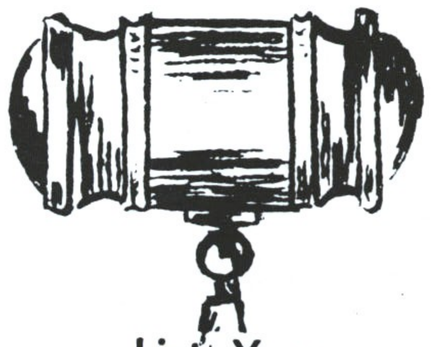
Yes, I want to make more money! RUSH my copy of your big, new wholesale catalog.

My name.....

Address.....

City.....

State..... **ZIP**.....



"The Souths Oldest Auction Company"

(Established 1917)

List Your
Property with Us

Reg. U. S. Trademark

J.L. TODD "WE SELL THE WORLD" AUCTION CO.

531 Broad Street

Rome, Ga. (404) 291-7007

LICENSED • BONDED • INSURED

GA. AUCTIONEERS LIC. NO. 137

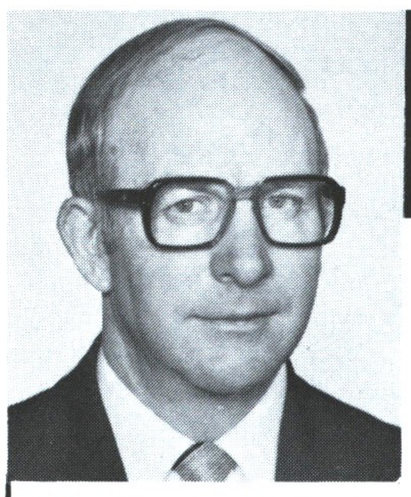
Atlanta Telephone 577-2634

REALTOR

Invites Participation
By Auctioneers & Real Estate Brokers, Nationwide

We will be pleased to cooperate in turning your listings into immediate cash.

Call Toll-Free Ga. 1-800-282-2662/U.S.A. 1-800-241-7591



Col. Gordon E. Taylor
Owner and President
Full-time Auctioneer

REISCH
WORLD WIDE COLLEGE OF AUCTIONEERING, INC.

Since 1933 Largest in the World
Approved for VA

YOU can be an AUCTIONEER!

START YOUR NEW CAREER NOW
AND MAKE BIG MONEY

Attend 2 weeks intensive training in all phases of this respected and highly profitable profession, taught by 25 of the nation's leading professional auctioneers.

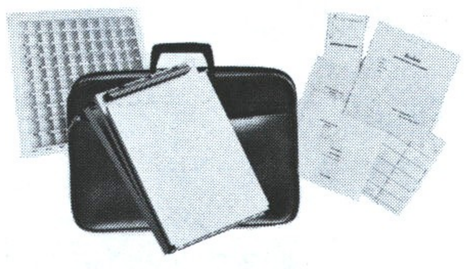


GRADUATES RECEIVE LIFETIME SCHOLARSHIP, DIPLOMA & POST-GRADUATE ASSISTANCE. OUR "ON THE CAMPUS" HOUSING & DINING FACILITIES, CONTRIBUTE GREATLY TO ENHANCE YOUR PROFESSIONAL TRAINING.

Please send me your FREE CATALOG.



FOR THE PROFESSIONAL AUCTIONEER
Clerking Supplies
Sound Systems
WRITE FOR INFORMATION





OBTAIN OUR MODERN AUCTION LIBRARY WITH YOUR CHOICE OF TRAINING RECORD OR CASSETTE TAPE. FREE WHEN YOU ENROLL IN THE TERM OF YOUR CHOICE.

Gordon E. Taylor, Member

MAIL COUPON TODAY!

Col. Gordon E. Taylor
Reisch World Wide College of Auctioneering, Inc.
P.O. Box 949
Mason City, Iowa 50401 **Ph. (515) 423-5242 or 6396**

NAME _____

ADDRESS _____

CITY _____

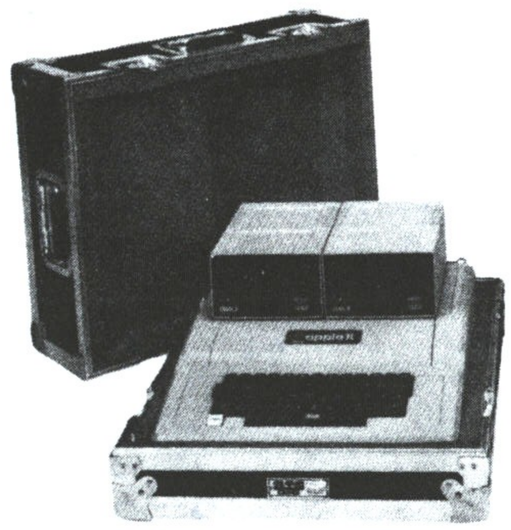
STATE _____ ZIP _____

NA

ABCS

AUCTIONEERS BUSINESS COMPUTER SYSTEM*





The running of your auctions will be as

"SIMPLE AS ABCs"

With a proven, fast and easy to use computer system — designed for you the auctioneer and developed in the field by people who understand your needs.

- Numerical Catalog of Lots
- Buyer Registration Throughout Sale
- Sales Entry
- Automatic Calculation
- Sale Tally and Summaries
- Consignors Summaries
- Mailing Labels

Designed to run on the **Apple II Plus**** completely portable computer

Heavy Duty Carrying Cases with Wheels for Air Shipping and for Local Travel.

Software available for Payroll, General Ledger, Mailing Lists, Etc.

*Copyright

**Trademark Apple Computer Co., Inc.

WE ALSO HAVE A VERSION OF THE AUCTIONEERS BUSINESS COMPUTER SYSTEM FOR THE

OTRONA "ATTACHE"

COMPUTER ASSISTED BUSINESS SERVICES

225 Worcester Road

Framingham, MA 01701

(617) 527-5563 **(617) 875-1305**

TAA state convention held

Lubbock, Texas, was the scene of the 1983 Texas Auctioneers Association annual convention, June 9-11. Speakers for the state convention included: NAA president Rex Newcom, who gave the TAA members last-minute encouragement before the national convention in Houston; and NAA members Gary Garrison, Muskogee, Oklahoma, and Brent Voorheis, Harrisburg, Missouri, who gave excellent presentations, and stayed in Lubbock for the entire convention to visit with the Texas auctioneers.

Texas State Senator Lloyd Doggett and Lubbock County Commissioner Coy Biggs also addressed the TAA gathering, as did representatives from the State Comptroller's Office, and the Texas Department of Labor & Standards, the auctioneer's regulatory agency.

Much attention was focused on the sale of "The Auctioneer" bronze statue commissioned by the TAA. With the first casting destined for the NAA Fun Auction in Houston, the remaining 49 bronzes in the limited edition were all spoken for by the end of the Lubbock convention.

Officers for the 327-member organization were elected during the business meeting Saturday afternoon. The 1983-84 TAA president is K. L. Espensen, McAllen, and serving with Ken will be president-elect Joe Small, Dallas, first vice president Pete Bond, McAllen, and second vice president Dudley Althaus, Fredericksburg. The TAA Board appointed Paul Henry, Houston, as secretary-treasurer.

Elected to three-year terms on the Board of Directors were Bob Emley, Fredericksburg (editor of the TAA newsletter, officially christened at this convention as "The Texas Auctioneer"), Dan Adkisson, Tomball, Rusty Parks, Dallas, and Paul Gaston, Rockwall. Charles Connour of Dallas will serve a two-year term; and Pete Bryant of Odessa was elected to fill a one-year vacancy left by the election of Dudley Althaus to a higher office.

The TAA Auxiliary also elected its officers: Barbara Althaus, Fredericksburg, president, JoAnn Roberts, Austin, vice president; Glenda Wiley, Rockdale, secretary-treasurer, and Pamela Smisek, Fredericksburg, historian. Elected to the Board were Janet Autry, Dallas, Kelly Adams, Jourdanton, Rita Faulks, Lubbock, Patti Hart, and Frankie Bertrand, Orange.

On the "unofficial" side of convention business, NAA executive vice president Harvey McCray won the annual TAA golf tournament. Tom Keilman of Austin was second, followed by Ken Espensen, third. Henry Storey, Brownwood, won the "Worst Golfer" award, because he had the highest score.

Outgoing directors Ronnie Wiley, Jim Parks, Charles Connour and Jack Faulks were also honored. Board members continuing their terms included Tom Keilman, Henry Storey, Roland Reese, Bert Bertrand, Bill Wade, and outgoing president Gary Fingleman.

Special awards were presented earlier to Harvey McCray and Rex Newcom. Each was given a brass sheriff's badge engraved with "Texas", along with a leather carrying case. These badges, on bright red and blue vests, will identify TAA members at the national convention in Houston.

A BREAK-THRU IN NUMBERING

— SAVE TIME — SAVE MONEY —

PRINTED NUMBERS — STOPS ERRORS

EASY TO READ — EASY TO APPLY

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

— WRITE FOR FREE SAMPLES TO —

STOCK YARDS PRINTING CO.

1613-A Genesee, Kansas City, Mo. 64102

The announcement of Danny Green, Fort Worth, as Texas Champion Auctioneer came as no surprise during the Saturday night closing banquet of the TAA convention. A 15-year veteran of the auction profession, Green is well-known in horse sale circles, and has been on the stand at some of the nation's finest sales. Career highlights include selling Thoroughbred for more than a milllion dollars on one occasion, and into the hundreds of thousands of dollars on many occasions.

Judges for the Texas Champion Auctioneer contest include NAA president Rex Newcom, and they had their work cut out for them as one of the finest competitions in memory took place Friday night, June 10. The contest is held just prior to the annual Fun Auction, which this year raised more than $3,300. Reserve Champion Auctioneer honors went to Pete Bond of Edinburg, Texas. First runner-up was Dan Curlee. "The auction business has been my family's business for 30 years," said Green in an interview after the awards presentation. "I'm proud to be an auctioneer. I can think of no better profession to be in, regardless of economic situations. An auctioneer can always make an honest living if you will dedicate yourself and work at it as a professional."

Jack Faulks of Lubbock was convention chairman, and along with his wife, attorney Yvonne Faulks, and family, was commended many times during the three-day meeting, for both the organization of the events and the quality of the programs. The 1984 TAA state convention will be held in Austin, Texas, and the 1985 convention has been set for Dallas.

Nashville Auction School

Nashville, Tennessee

THE NATION'S FINEST SCHOOL

☆ School is held in Music City USA, Nashville, Tennessee . . . home of the Grand Ole Opry

☆ FREE CATALOG — LEARN AUCTIONEERING

Full and partial scholarships available.

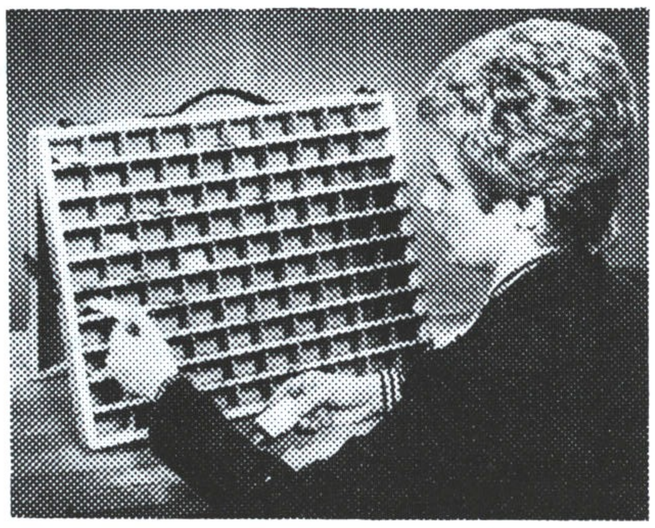
NASHVILLE AUCTION SCHOOL

Box 190, Department 5

Lawrenceburg, Tennessee 38464

MAKE CLERKING AUCTIONS EASY!

...Again Something NEW with CLERKEASY (100 And 200 Slot)





Portable
AUCTION CLERKING FILES

Simple System *ONLY*

- 20" WIDE x 16" HIGH
- 2½" DEEP-weighs 9½ LBS.
- SLOTS 2½" DEEP 1½" WIDE x 1⅜" HIGH

FOR NUMBER OR ALPHABET SYSTEMS

Just... $74.95 Each

AUCTION SYSTEMS CLERK "E-Z" FILE Portable Auction Filing Trays are available with 100 pockets marked Numerically 1 thru 100 and Alphabetically. The perforated items are appropriately filed in the slots, thus eliminating the error producing and time consuming operation of posting.

1 THRU 100 DIVISION FILE $74.95 EA. ALSO AVAILABLE WITH NUMBERS 101 THRU 200 FOR THE SAME PRICE OF $74.95. IF YOU DESIRE A 200 DIVISION SET-UP YOU SIMPLY ORDER 1-NO. AF-100 & 1-NO. AF-200 FILES.

ADVERTISE YOUR NAME AND PHONE ON YOUR "CLERKEASY" CLERKING TICKETS

●LOW PRICES● Form No. AT-18 imprinted 1 line at top right on ticket illustrated-size 1⅜ x 2¾". The AT-18 form is size 8½x 9" overall and is furnished in 3 parts on NCR paper (which makes its own carbon copies). There are 18 perforated tickets to a page, size 1⅜ x 2¾". All 18 imprinted with your name. Tickets (1-3 White, Canary & Card).

IMPRINTED PRICES

1,000 No. 18-AT Clerking Tickets $169-IM
2,000 No. 18-AT Clerking Tickets $154-IM
3,000 No. 18-AT Clerking Tickets $148-IM
5,000 No. 18-AT Clerking Tickets $139-IM

NON IMPRINTED PRICES

Number AT-18 Clerkeasy Clerking Tickets
Not Special Imprinted Prices
These in stock for immediate shipment
200 Sets No. AT-18 Clerking Tickets $30
1,000 Sets No. AT-18 Clerking Tickets $115

LOT NO. ITEM YOUR NAME AND PHONE IMPRINTS HERE 18

NAME OR NO.

YOUR RECEIPT FOR ABOVE

IMPORTANT...

We must have your payment with your imprinted order and clear copy to be imprinted. Allow 3 to 4 weeks for shipment prepaid freight.



●ALUMINUM WRITING TRAY...

A lightweight, spring-loaded tray, designed to hold ample forms for continuous operation throughout the sale. A storage compartment, a special feature of the tray, holds additional forms and completed auction item sheets. $19.50 ea.

To Auction Systems-John Green Press
430 W. 35th St., Davenport, Iowa 52806

ITEM	QUAN.	PRICE
AF-100 FILE SLOTS 1-100		
AF-200 FILE SLOTS 101-200		
AT-18 PLAIN CLERKING TICKETS		
AT-18 IMPRINTED CLERKING TICKETS		
AH-18 WRITING TRAY		
TOTAL...		

Ordered by:_____
Ship to:_____
Address_____
City_____
State _____ Zip _____
Phone_____ P.O. No._____

●Samples and prices of other Auction items available.

SEND $1.00 TO COVER POSTAGE & HANDLING

●We ship C.O.D. or you may send check and we prepay.

Order From:

AUCTION SYSTEMS ● John Green Press

430 W. 35th St., Davenport, Iowa 52806
Ph. Toll Free 1-800-247-3909
OLSON MFG. CO., INC.

PHONES:

OFFICE:	PLANT:	AFTER HOURS:
1-319-386-0636	1-515-233-1344	1-319-391-5994

A.A. IMPORTING COMPANY, INC.

4244-48 OLIVE ST., ST. LOUIS, MO 63108 U.S.A. • PHONE 314-533-3477

47 YEARS OF SERVICE • FINE CLASSICAL REPRODUCTIONS

WHOLESALERS TO DEALERS ONLY

- FURNITURE
- BRASS AND COPPER
- ART GLASS
- DOLLS
- PORCELAIN
- BISQUE FIGURES
- FINE HARDWARE
- IRON TOYS
- DECOYS
- DEPRESSION GLASS
- SPITTOONS
- PAPERWEIGHTS
- STEINS
- CRYSTAL
- TEA SETS
- WEATHER VANES
- TAXI HORNS



AS DIRECT IMPORTERS, WE ARE ABLE TO OFFER GOODS AT VERY FAVORABLE PRICES.

Dealers providing identification on card or letterhead to: Dept. AM, A.A. Importing Co., Inc. will receive our 120 pages, full color catalogue of over 700 Antique Reproductions. Please enclose $3.00. This amount will be credited against your first order.

OUR MERCHANDISE IS IDEAL FOR AUCTION

• We feature authentic reproductions • Most are designed by us in classical style • Many unusual items not elsewhere available • Items suitale for fine collections.



TRAVELING ROAD SHOW SCHEDULE: SPRING, 1983

SPECIAL SALES VALUES ARE OFFERED TO DEALERS ATTENDING ANY SHOW

Houston, TX	Quality Inn—University	3815 Gulf Freeway	January 9, 10, 11
New Orleans, LA	Holiday Inn—East Highrise	6324 Chef Menteur Hwy.	January 16, 17, 18
Tampa, FL	Holiday Inn—Downtown	111 W. Fortune St.	January 24, 25, 26
Miami, FL	Ramada Inn—North	16805 N.W. 12th Ave.	January 30, 31, February 1
Atlanta, GA	Holiday Inn—South	6288 Old Dixie Hwy.	February 6, 7, 8
Charleston, SC	Holiday Inn—Airport	I-26 & W. Aviation Ave.	February 13, 14, 15
Roanoke, VA	Best Western Coachman Inn	Exit 44, I-81 U.S. 220 North	February 20, 21, 22
Wash./Balt.	Holiday Inn—Laurel	Exit Wash./Balt. Pkwy. @ 198 West	February 27, 28, March 1
Hartford, CT	Ramada Inn—Wethersfield	1330 Silas Deane Hwy.	March 6, 7, 8
Boston, MA	Holiday Inn—Waltham	455 Totten Pond Rd.	March 28, 29, 30
Syracuse, NY	Syracuse Airport Inn	Hancock International Airport	April 3, 4, 5
Pittsburgh, PA	Holiday Inn—Parkway West	Rt. 22 & 30 Montour Church Rd.	April 10, 11, 12
Cleveland, OH	Holiday Inn—Airport	16501 Brookpark	April 16, 17, 18
Detroit, MI	Ramada Inn—Metro Airport	8270 Wickham Rd.	April 24, 25, 26
Columbus, OH	Howard Johnson—North	999 E. Granville Rd.	May 1, 2, 3
Des Moines, IA	Holiday Inn—North	3501 E. 14th St.	May 22, 23, 24
Minneapolis, MN	Airport Inn	7800 34th Ave. South	May 29, 30, 31
Denver, CO	Holiday Inn—East	13800 Colfax	June 5, 6, 7
Milwaukee, WI	Ramada Inn—Downtown	633 W. Michigan	June 12, 13, 14
Kansas City, MO	Ramada Inn—Independence	4141 S. Noland	June 20, 21, 22

The headquarters of A.A. Importing Co., Inc. is in St. Louis, MO. Direct all mail orders and phone orders to:
4244 Olive St. St. Louis, MO 63108

For immediate pick-up purchases, you may come to our St. Louis headquarters, to our branch showroom warehouse at 17015 Kingsview Ave., Carson, CA 90746, or to our new branch showroom warehouse at 106 Sylvester Rd., South San Francisco, CA 94080.

YOUR FLORIDA CONNECTION
REAL & PERSONAL PROPERTY



T.M.

Auction Company of America

Licensed Real Estate Broker
"America's #1 Auction Team"

JIM GALL

- President-Elect
  Florida Auctioneers Association
- Member
  National Auctioneer's Association
- Florida State
  Champion Auctioneer
  Gainesville, Florida Dec. 1980
- Florida State Fair
  Champion Auctioneer
  Tampa, Florida Jan. 1982

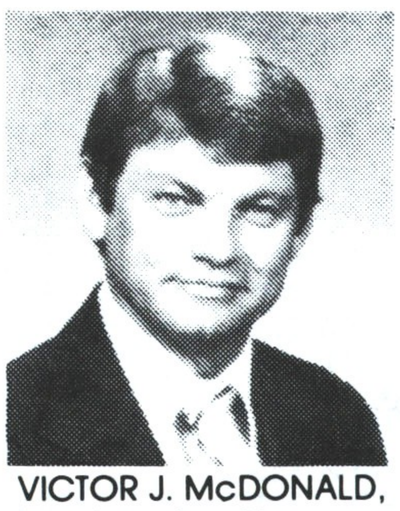


PRESIDENT

Headquarters: 888 Biscayne Boulevard, Miami, Florida 33132 • (305) 374-4353

YOU CAN BE A PROFESSIONAL AUCTIONEER

And Profit From The Crisis Of The 80's



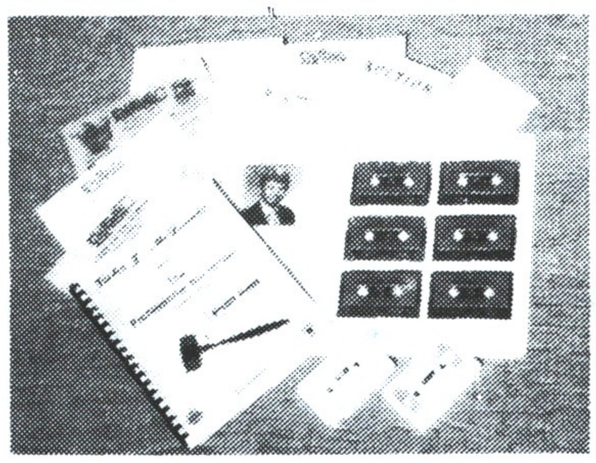
VICTOR J. McDONALD, Master Auctioneer, Real Estate Broker & successful businessman, has conducted many, many auctions. (Even one that was spotlighted on **CBS' 60 MINUTES.**)

MONEY BACK GUARANTEE

If you are not completely satisfied with this course at the end of 15 days, return it to us for your full 99^{00} refund.

- AUCTIONEERS CHANT
- HISTORY OF AUCTIONS
- NUMBER BRACKETS
- FILLER WORDS
- OPENING CHANTS
- SALESMANSHIP
- BUYING & SELLING
- CONTRACTS
- BANKING
- ETHICS

Sample Materials include brochures, tags, buyer cards, contract, actual newspaper ads, opening presentations, solicitation letters and over 100 one-liner jokes.



Years of preparation and research have gone into this 8 cassette auctioneering course and study guide textbook. The steps you must follow to reach your goal are set out in an easy and practical plan designed to be followed at your own rate of progress.

MAIL TO: AUCTIONEERING COURSE
P.O. BOX 1968 VICTORIA, TX. 77902

COMPLETE COURSE $99.00

NAME _____ ADDRESS _____

CITY _____ STATE _____ ZIP _____ PHONE NO. _____

MASTERCARD VISA CARD NO. _____ SIGNATURE _____

CHECK ENCLOSED *(Texas Residents add 5%)* C.O.D. (Call 512-578-9811)

Victor McDonald Company, Auctioneering Division
P.O. Box 1805 • Victoria, Texas 77902

Dietrich sells club calves

NAA auctioneer **H. Fred Dietrich, III,** Orlando, Florida, recently sold three, strong club calf auctions in Florida.

In June 4, the Heart of Florida Club Auction, held at the Florida State Fairgrounds, Tampa, saw 57 calves sell for a total of $29,205, to average $512. The top selling calf sold for $780, and the second high selling sold for $730.

At the June 18 M&N Club Calf Auction, Clewiston, 47 calves sold for a total of $37,675, to average a strong $802. Two calves sold for a high of $1300 each.

Finally on June 25, Freeman Cattle Co., Okeechobee, sold 34 calves for a total of $19,305, to average $568. The top selling calf sold for $810.



HUSBAND AND WIFE TEAM of auctioneer H. Fred Dietrich, III, and wife Gayle clerking at a Florida club calf sale.

Fourteen state associations reciprocal with NAA

The following State Associations have a membership reciprocal agreement with the National Auctioneers Association. Under that agreement, **new members must join both associations to be a member of either association** .However, auctioneers who were members of either association before the reciprocal membership agreement went into effect, do not have to join the other association to maintain their present membership status.

Here is a list of all reciprocal states as of this writing.

State Association	Dues (in addition to NAA dues, and vice versa)	Month billed for dues (both NAA and state amounts)
Arizona	$10.00	January
Arkansas	15.00	January
Colorado	10.00	January
Florida	35.00	January
Georgia	50.00	July
Iowa	20.00	January
Kansas	25.00	July
Kentucky	10.00	January
Missouri	15.00	July
Nebraska	15.00	July
Nevada	20.00	July
Pennsylvania	30.00	January
Tennessee	10.00	July
Wisconsin	35.00	July

Meeting the reciprocal membership requirements can sometimes be confusing to new members. However, since the reciprocal membership agreements have been in effect, the following general policies apply to new members from reciprocal states.

New members must pay the full dues amounts for both associations. The NAA office will then prorate the NAA dues; and with some states also prorate the state dues. The prorating allows for the new member (whenever the auctioneer joins) to be billed in the same month as other members from that state. All state association dues collected by the NAA office are forwarded to the state association secretaries.

Present members, those auctioneers who were members of either association when the reciprocal agreement went into effect, can join the other association at any time.

When sponsoring a new member, and your state association is reciprocal with NAA, please inform the new member that both dues amounts must be sent in with the completed and sponsored NAA application.

Only one state, Pennsylvania, requires that the new member must join through the state association, and not through the NAA office. An application from a prospective member in Pennsylvania will be returned, with the explanation that the new member must contact the state association and first meet their membership requirements.

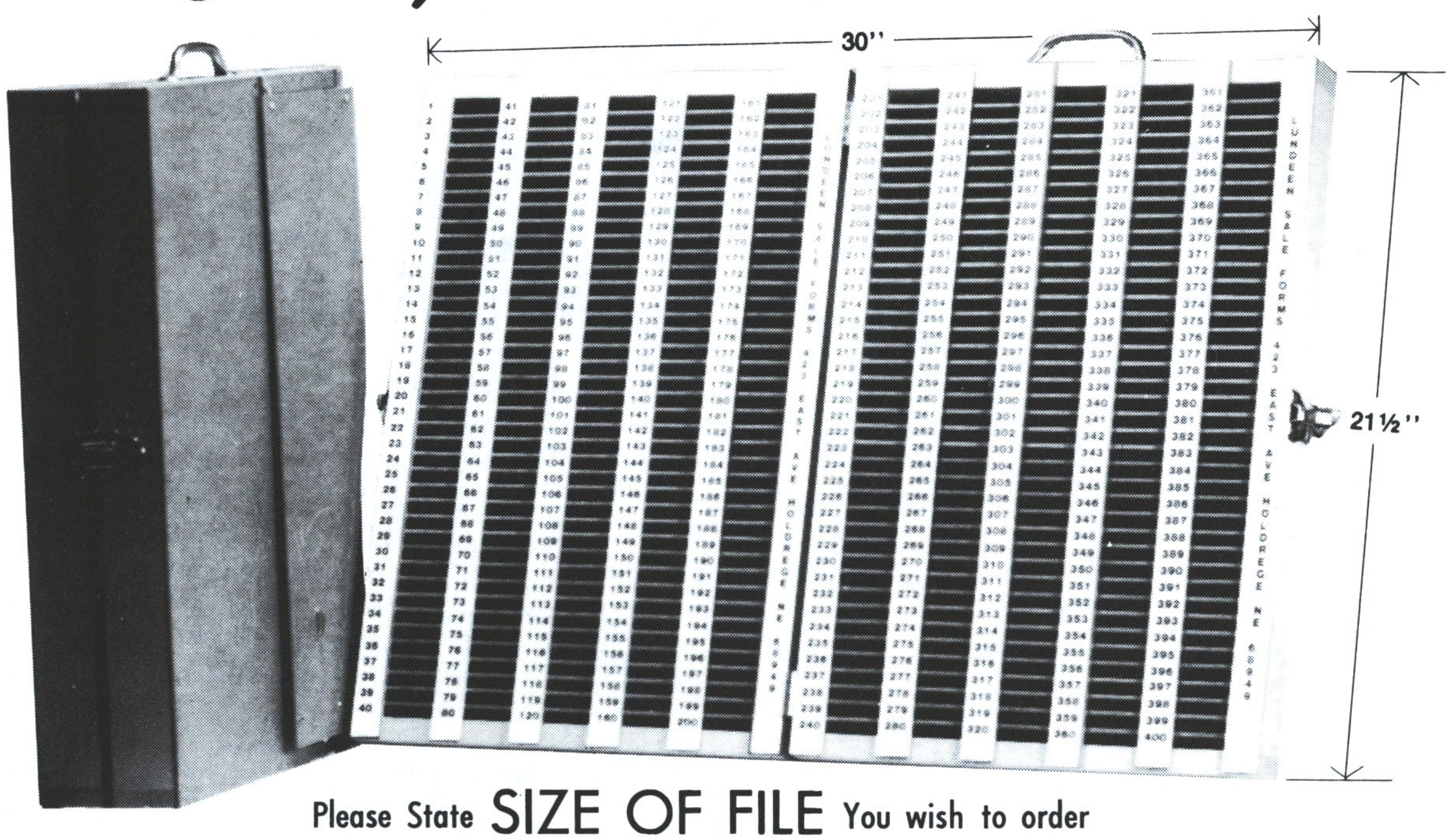
As current NAA members who live in reciprocal states, and may be approached by a prospective member to join the NAA, your cooperation is requested. Please inform the new member that your state is reciprocal; and he or she will become a member of both state and national associations upon receipt of both dues amounts. The NAA office will cordially answer any questions about the reciprocal membership agreements with the affiliated state associations.

GAA holds June convention

The annual convention of the Georgia Auctioneers Association was held June 5-6 at the Macon Hilton. Keynote speaker for the annual banquet was 1982-83 NAA president Rex Newcom. Also at that banquet J. L. Todd, Rome, Georgia, was the first recipient of the GAA Hall of Fame award.

Workshops for the convention included: wills and trusts, mistakes to avoid, computer use, videotaping in the auction business, and local advertising. Convention attendance was 60 registrants.

Makes Clerking Auctions Easier



Please State **SIZE OF FILE** You wish to order

400 Slot File	(Slots—3" deep - 2¼" wide)	**$169.95**
	36" Wide — 21½" High — Weight 32 lbs.	
400 Slot File	(Slots—2" deep - 1½" wide)	**$169.95**
	30" Wide — 21½" High — Weight 23 lbs.	
100 Slot File	(Slots—3½" deep - 2½" wide)	**$59.95**
100 Slot File	(Slots—2" deep - 2" wide)	**$59.95**
50 Slot File	(Slots—3½" deep - 2½" wide)	**$39.95**
50 Slot File	(Slots—2" deep - 2" wide)	**$39.95**

Sales Forms, in triplicate
200 sheets (4200 Items) **$40.00**

Item	No.
Purchaser	
Price	

We pay shipping charges on all items
Ship C.O.D. or Send Check to:

PLEASE STATE THE SIZE OF FILE YOU WISH TO ORDER.

We have the clerking sheets that come in triplicate, with three sides glued together. There are 21 items per sheet. These are made for the 2" file. We do not make a clerking sheet for the 3½" by 2½" file.

Package of 200 Sheets (4,200 Items) **$40.00**

Package of 600 Sheets (12,600 Items) **$115.00**

Telephones—Office (308) 995-8614
Home (308) 995-5098

LUNDEEN SALES FORMS

423 East Avenue — Holdrege, Nebraska 68949

Classic cars now a specialty

NAA member **Gary Petersen,** Salem, Oregon, has been in the auction business for over 20 years, but only the last six years has he specialized in classic cars. His auction career was part of an article in a May issue of the SOUTH SALEM NEWS because Petersen has auctioned quite a few celebrity vehicles and items.

In February of 1979 Petersen sold John Lennon's car for $16,000, which later sold for $280,000 at another auction following Lennon's death. Gary Petersen has also sold vehicles which belonged to Phyllis Diller, Elvis Presley, and other celebrities. One particular antique auctioned by Petersen was an authentic gambling stool used in the David O. Selznick classic 1946 western "Duel in the Sun".

When not auctioning classic and antique cars, Gary Petersen finds time to auction for various charities. During his auction career he estimates that he has raised over a million dollars for benefits and charities.



GARY PETERSEN

Christie's Old Master paintings auction brings $1.8 million

New York — Christie's important Old Master paintings auction on Friday, June 10, marked a significant improvement in the market, registering higher prices for the 120 paintings sold than the figures achieved at a similar auction only six months ago.

The recent single-session sale tallied $1.8 million and was held at the international firm's main New York saleroom on Park Avenue.

The pair of panels representing luscious park scenes by Hubert Robert were consigned to Christie's from a private collection and had originally been scheduled to be sold separately. At the last moment, the auction house decided to try to keep them as a pair and they were sold to an unidentified buyer for $286,000 more than $100,00 over the original high estimate of $80,000 each.

Another example of a pair of paintings with the right ingredients for success were two 18th-century Italian canvases described by Christie's as "school of Tiepolo". Although the artist remains unidentified, these paintings were of excellent quality, very decorative, in good condition and of good provenance.

Estimated to bring between $15,000 and $20,000, they were knocked down for $71,500 to an Italian bidder. The pair were until recently considered to be by Tiepolo himself, and were once in the collecton of Baron A. Rothschild in Naples.

Western
college of auctioneering

1948-1983 — 35 Years

1983 Term Dates

Billings, Montana:
March 7-18, June 6-17
Sept. 12-23, Nov. 28-Dec. 9

Fargo, North Dakota:
May 9-20, October 3-14

Merced, California:
August 15-26

WRITE: Western college of auctioneering

Box 21116, Dept. NAA
Billings, MT 59104

Phone: 406-252-7066

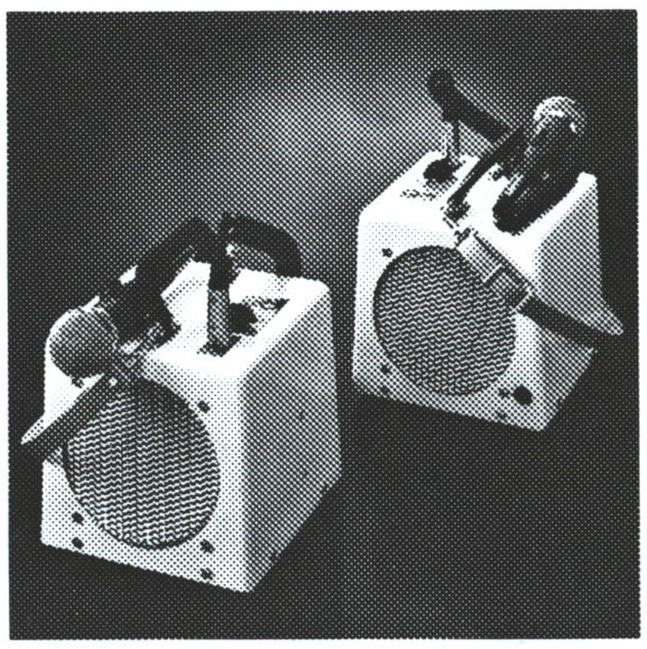
Two-day liquidation for electrical contractors

NAA member **Mike Melloan,** Owensboro, Kentucky, was one of nine auctioneers who held a two-day June liquidation auction for the Kentucky Electrical Contractors. High selling items included a bus for $47,000; a computer system for $18,000; and a lathe for $4700. Total amount for the auction was $197,000.

The auction company that conducted was Kurtz Auction and Realty. In business since 1945, the firm has five offices in Kentucky and Indiana, employs 16 auctioneers and hold 200 auctions a year.

Newspaper features auction

THE HUNTSVILLE TIMES featured photo coverage of an auction by former NAA director **John Horton, CAI,** Huntsville, Alabama. The farm auction was conducted for the U.S. Attorney General's office through a local trustee.



D-VOX COMPLETE
$295.00

ACCESSORIES



- Unidirectional Head-worn Dynamic Microphone
- 15'-20'-50' Microphone Cables
- Foreign Adaptor Kit

FIBERGLASS CASE—25 WATT MODULE—TWIN SPEAKERS

INCLUDES: Rechargeable Ni-Cad Battery Pack — Charger — Carrying Strap — Shure Unidyne Microphone — Complete unit weighs approx. 5 lbs.

*** * * SATISFACTION GUARANTEED * * ***

Order by mail: Payment with order — we pay shipping — C.O.D. — you pay shipping. Kansas residents add 4% sales tax.

DODGE MANUFACTURING CO. DWIGHT V. DODGE, Owner

1016 W. 6th Street • P.O. Box 1513 • Topeka, Kansas 66601-1513 • (913) 272-5667

The Reisch Auctioneer's Speaker

The greatest ever used in the auction profession. Nothing its equal. Either of these speakers will do the job — loud and clear — and can be heard for a half mile or more. The leading auctioneers throughout the U.S.A. and Canada use these speakers. Why not you? We have sold these speakers for the past 25 years. They are American made and of the finest quality.



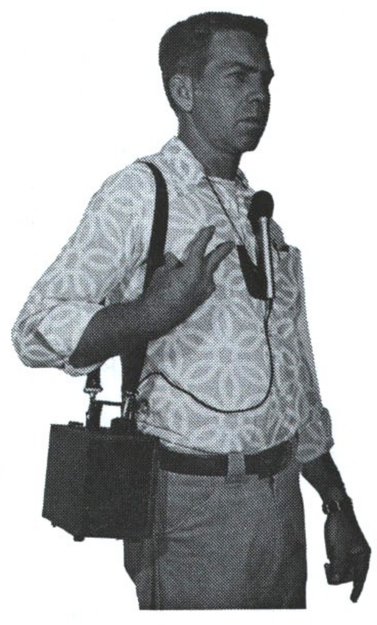
REISCH SPECIAL
"MR. BIG VOICE" — JR-1

THE JR-1 is the most powerful portable speaker made. It is powered by three 6 volt lantern batteries, giving 18 volts of power. Batteries last 60 hours or more. Set weighs 8 lbs. Comes with 12 ft. cord and shoulder strap and mike support holder, which leaves both hands free. Easy to carry at side, or can be placed on truck top, or used on a ladder. If you want the best, this is it.

THE JR-2 "Reisch Special" is a powerful little set. Operates on two 6 volt lantern batteries and has a battery powered mike. Only weighs 6 lbs. Complete with neck support to hold mike, shoulder strap and 15 ft. cord.

Be Modern. Use a Proven Up-To-Date Speaker

It is a voice saver. Select the set that you feel will work best for you.



REISCH SPECIAL
"LITTLE BIG VOICE" — JR-2

THESE SPEAKERS CAN ONLY BE PURCHASED FROM:

Col. Joe Reisch, Reisch Sales Company, Box 850, Mason City, Ia. 50401
Phone: 515 423-1465. Call or write for Special Wholesale Prices.

ATTENTION, ALL AUCTIONEERS!

RECEIVE COLORED GEMS ON CONSIGNMENT!

Dear Auctioneer,

We have been instructed to dispose of a vast quantity of genuine gems. They are to be sold in your auction regardless of price and with no minimum or reservation.

They are beautifully hand-cut, polished, and ready for mounting by your customers. Magnificent Ruby, Emerald, Sapphire, Opal, Amethyst, Blue Topaz, Garnet, etc.

Our company has, for many years, specialized in the mining, cutting, polishing and distribution of fine gems.

Recent economic developments have allowed us to acquire great reserves of these fine gems, which we, in turn, now offer to you for auction.

They are easy to sell and produce spirited bidding.

These fine gems are handsomely packaged and come with accompanying documentation. We provide a 30 day "no questions asked" money-back guarantee of satisfaction to your customers.

All you have to do is sell them, take your normal commission, and send us the proceeds.

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

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

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

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

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

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

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

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

Thank you and good selling!

Bob Rountree

Bob Rountree, General Manager

Consolidated Equity Associates

P.O. DRAWER 801216
DALLAS, TEXAS 75380-1216

CALL COLLECT
(214) 462-1707



$21.50

FLAGS

2½ X 3½ foot triangular nylon flag. Red ink on a yellow background. Reinforced with strong nylon thread which adds to the life of the flag. Strong grommet headings. Poles not included, but easily obtained from your local lumber dealer.

LABELS — Quality self stick labels keep things moving on Auction Day. 1¼ x 3½

- 1000 - $14.25

- 2000 - $27.50

LOT NO.	BUYER NO.
STYLE 1	
Do not move auction items without auction personnel present. Sold As Is, Where Is. All Sales Final. Thank You.	

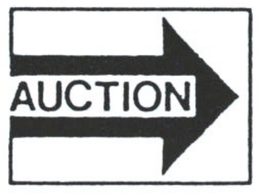
not shown actual size



LARGE 3 X 5 foot banner really stands out. Bright red ink on white canvas. Five foot tie lines are double sewn in. 29.50

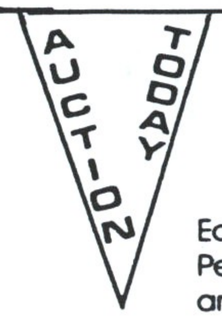
SIGN PACKAGE
25 Large 11 X 17 Arrows
50 Smaller 7½ X 9¾

only $ 12.00



Bright red ink on white

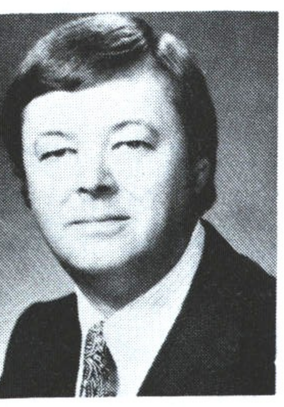
Mixture	Left
⅓ of each	Forward
	Right



PENNANTS

Made of long lasting Plasti-Cloth. Each Pennant is 12 X 18 inches with 12 Pennants per 30 foot string. Pennants are yellow with Fireball Red ink.

$16.50



SHOWN ACTUAL SIZE 1 x 1¾

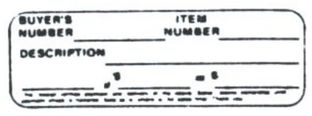
Bright Blue on White

Avoid Confusion -
Use Our
QUALITY LABLES
As You Sell

STYLE 5

Roll of 500	5 Rolls
6.50	$29.50

Low cost
CLERK SHEETS



10 Tickets on a 8½ x 7 page

3 part NCR

100 sets - 12.50
250 sets - 32.50
500 sets - 55.00

KASCO

KIEFER AUCTION SUPPLY CO.
P.O. Box 2141
Ft. Lauderdale, FL 33303

ADD $2.50 PER ORDER SHIPPING & HANDLING

Col. Don Wendel
President

LEARN AUCTIONEERING AT THE MASON CITY COLLEGE OF AUCTIONEERING



William Meeker
Vice president

No other school has the instructors that can give you the world's most advanced methods of auction training. Most of our instructors were trained by Col. Joe Reisch, and all are endorsed by Col. Reisch who has trained over 15,000 auctioneers.

REMEMBER

• Small classes • Personal and individual attention • Comfortable environment along with actual selling assures you the auction training you need — AND YES, it can be accomplished in just one week.

FIVE TERMS EACH YEAR

Write for free catalog and how to get your ten-book, advanced auction library and pre-training free.

MASON CITY COLLEGE OF AUCTIONEERING, INC.

P.O. Box 1463 **Mason City, Iowa 50401** **Phone: 515-423-7200**

Mullis named South Carolina Auctioneer of the Year

NAA member **Fred Mullis, CAI,** Lancaster, South Carolina, was named the 1983 Auctioneer of the Year at the recent South Carolina Auctioneers Association convention in Greenville. As shown in the picture accompanying this article, Mullis was also congratulated at the North Carolina Auctioneers Association meeting. The Mullis firm has an office in Charlotte, North Carolina.



CONGRATULATIONS to Fred Mullis (holding plaque), from left, George P. Pechilis, executive director of the South Carolina Auctioneers Commission, Sammy Ford, CAI, NAA first vice president, Mullis who was named South Carolina Auctioneer of the Year, and Ben Hoffmeyer, president of the North Carolina Auctioneers Association.

Boardwalk condos sold at discounts up to 54%

Seventeen residential condominium units in the Boardwalk of Chicago were scheduled for auction on a July Sunday afternoon, were sold in less than two and one-half hours at prices discounted as much as 54% The announcement was made by NAA member **Sheldon F. Good,** whose subsidiary, Real Estate Auctions, Inc., conducted the auction.

Total volume of the sale, which took place in the Holiday Inn-Mart Plaza, was $800,000. It was the second auction of units in the building in 10 weeks. Total volume of the first sale was $1.8 million.

Of the 17 units sold to the highest bidders, all were sold regardless of price. Units ranged in price from $29,000-$60,000. The studios sold at prices between $29,000-$30,000; the one-bedrooms sold between $34,500-$43,500 and the two-bedroom units sold for prices between $49,000-$60,000. Studio, one and two-bedroom units have been offered for sale privately at prices up to $49,000, $74,800 and $85,000, respectively.

Successful high bidders who were owner-occupants could finance up to 95% of the purchase price and were offered a choice of four financing plans: a 10.2%, 30-year graduated payment adjustable mortgage; 13 and 13⅛%, five-year adjustable rate mortgages; and a 13.5%, 30-year fixed rate.

Investors could finance up to 80% of the purchase price and could choose from either a 13.25%, five-year adjustable rate mortgage or a 14.5%, 30-year fixed rate. High bidders deposited certified or cashier's checks for each unit they purchased in the amounts of $1500 for the studios, $2,000 for the one-bedrooms and $2,500 for the two-bedrooms.

The majority of buyers, according to Gordon Greene, president of Real Estate Auctions, Inc., were first-time home buyers.

The sale took place because an investment trust was terminated. The trust decided to liquidate its inventory at public auction because it is the fastest, most cost-effective way to market and sell real estate.

Over the past 18 months, Sheldon F. Good & Co. has sold at auction more than 2,000 residential and commercial properties in 26 states.

How much did the New York auction house of Christie's make worldwide this year and last? Figures announced in July at the London Christie's accounted for $351.1 million during 1982/1983 worldwide sales.

DO YOU AGREE?

WITH THE BASIC CONCEPT OF AUCTION GEMS

"The right thing said at the right time in the right way makes people bid." — Col. Fred Andrews, Baltic, Ohio, a multi-state great for 65 years.

"There is no place in the auction business for anyone too lazy to commit to memory that which will get more bids or hold an audience." — Col. Fred Carpenter, 25 years President of American Auction College.

"Inject a little humor because a crowd in a good mood is a better bidding crowd." — James W. Heike, NAA Director, "Auctioneer", Feb. 1980



AUCTION GEMS and the booklet 52 BASIC AUCTION CHANTS

A 200-page book loaded with auction sayings, quips, laughs, bits, facts, etc., mostly one-liners, gathered from 100's of auctioneers throughout the U.S. and Canada during a 53-year period. ONLY $12.50 for both, postage paid.

Earl D. Wisard, Auctioneer, Box 91, Dundee, Ohio 44624

Job Market

All requests to THE AUCTIONEER Job Market are published in the next available issue after receipt at the NAA office.

REAL ESTATE AUCTIONEER WANTED

Immediate opening for an experienced auctioneer to sell both farm and residential real estate plus farm machinery and household goods. Send resume to ERA-LeBlanc Realty & Auctions, Inc., 123 West 17th St., Scottsbluff, NE 69361.

You can place an ad in the Job Market

To assist NAA members in both locating employment and recruiting, THE AUCTIONEER magazine offers this "classified" advertising section.

For $8.75 per column inch, per insertion, and a one-time typesetting fee of $10, an NAA member can provide job experience and address information as space allows. Please consult previous issues of THE AUCTIONEER for details and examples of what advertisements can be placed. Any questions should be directed to the NAA office before submitting advertisement.

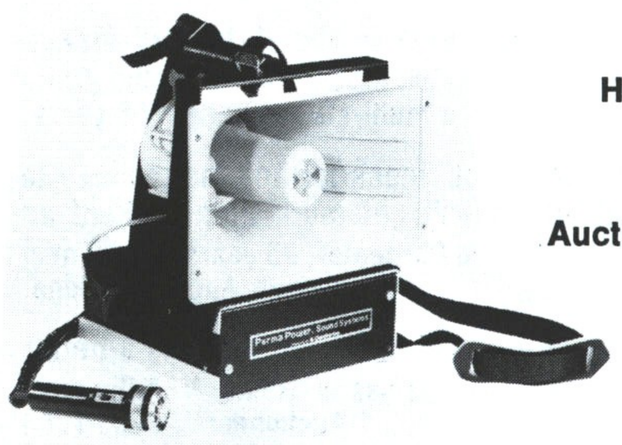
Need License Law Information?

For current license law information, consult the "License law update" in the April, 1983, AUCTIONEER magazine.

If you need additional information about states which have auctioneer license laws, write NALLOA. Any and all correspondence with the National Auctioneer License Laws Official Association should be sent to the address below.

NALLOA
P.O. Box 5774
Lincoln, Nebraska 68505-0774

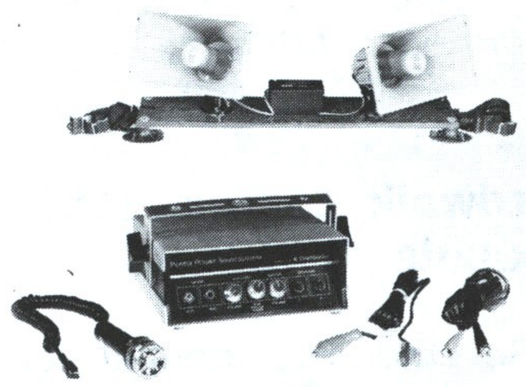
AUCTIONEERS P.A. EQUIPMENT AT WHOLESALE PRICES!



"The Professional Auctioneers' Choice"

HALF-MILE HAILER
MODEL S-610
List: $257.00
Auctioneers Cost: $205.00

SOUND CRUISER
MOBILE P.A. MODEL S-310
List: $440.00
Auctioneers Cost: $385.00



HALF-MILE HAILER MODEL S-610 — Projects further, louder, clearer than horn hailers . . . doesn't block vision . . . perfect for crowd control, athletics and other outdoor use. **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. **MICROPHONE:** Cardioid probe-type, noise-cancelling, hand-held microphone, supplied with 8' coil cord, on-off switch. **SPEAKER:** Weatherproof horn, can handle full amplifier output: detachable. **CONSTRUCTION:** Removable metal bracket attaches to amplifier with screw knobs: gripper handle and shoulder strap included. **Dimensions:** 11½" high, 11" wide, 9" deep. **WEIGHT:** 14 lbs. (with batteries). **Order Model S-610**

SOUND CRUISER MOBILE P.A. MODEL S-310 — Make any car a sound truck in 45 seconds. Ideal for cars, trucks, buses, boats. **AMPLIFIER:** Model S-302: 32 watts: all transistor. **Controls:** On-Off/Tone; Master Volume; Auxiliary Volume. **Inputs:** For microphone: for radio, tuner, recorder, etc. **Outputs:** For 8 or 16 ohm speakers. **Power Source:** 12V dc: plugs into auto cigarette lighter socket. Terminals provided for permanent installation. 120V ac and flashlight battery adapters available. **Size:** 8⅜" wide x 3¼" high x 8¾" deep. **Mounting:** Handle supplied for easy carrying or ready mounting under dash. **SPEAKERS:** Model S-1210: Two weatherproof horn speakers that swivel and lock in any direction, can handle full amplifier output, mounted on car-top carrier ready to clamp to car. **MICROPHONE:** Model S-2080: cardioid probe-type, noise-cancelling hand-held microphone, supplied with 8" coil cord, on-off switch, mounting clip. **WEIGHT:** Complete system, 25 lbs. **Order Model S-310**

Order by mail — payment with order — we pay postage . . . C.O.D., you pay postage.
North Carolina residents add 4% sales tax.

Col. Forrest Mendenhall,
Member

If you need good quality equipment,
this is your opportunity.
Write for Equipment Brochure today.

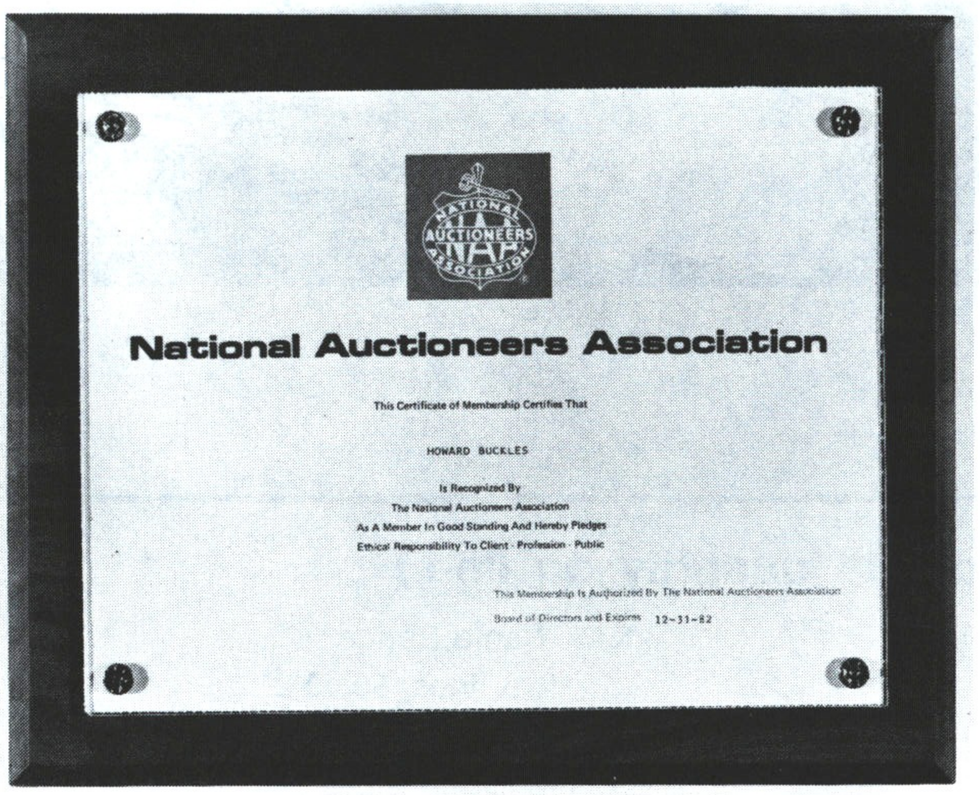
Mendenhall School of Auctioneering

P.O. BOX 7344 — U.S. HWY. 29 & 70 (185) HIGH POINT, NORTH CAROLINA 27263 PHONE (919) 887-1165

You're NAA and professional.

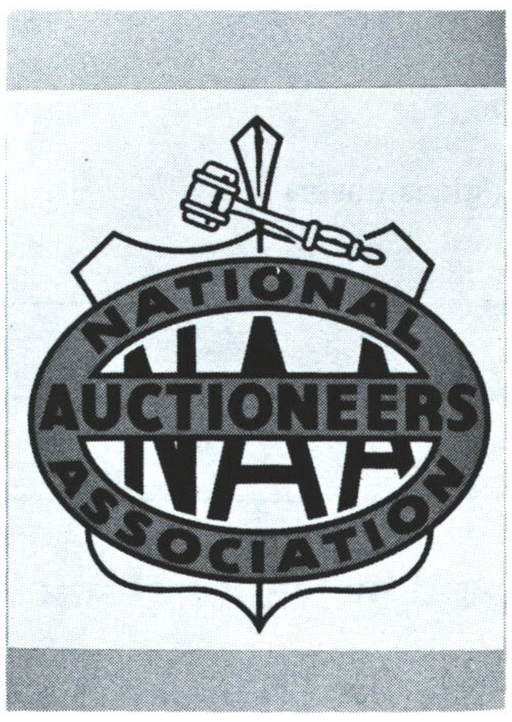
Show clients and associates that you're part of a nationwide organization . . . display the NAA emblem with these quality promotional items.

Certificate Holder. For 8½" x 11" NAA membership certificate. Walnut with plexiglass cover.

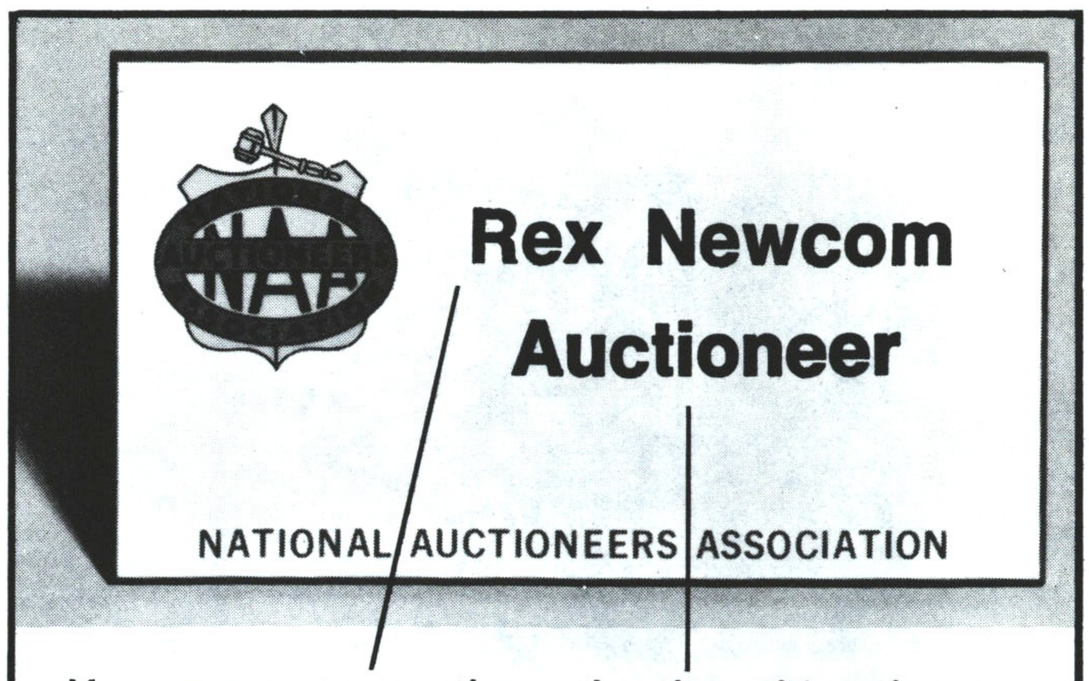


Embroidered Emblem. Red, black and gold emblem is available in two sizes for display on blazers, coats, dresses, etc.





Emblem Decals. Shows the red, black and gold emblem in two sizes. Large size adheres only to surface; two kinds available in smaller size.



Your name, or auction staff member, goes here.

Auction title also engraved — auctioneer, ringman, clerk, etc.

New NAA name badge now available

Quality, engraved name badges with full color NAA logo are now available from the NAA office. At a cost of $5.50 each (includes limit of two lines of copy), your name and title will be engraved on this sturdy plastic badge. (Price for three lines of copy is $6.00.)

Also, you can order name badges for members of your auction staff — clerk, cashier, ringman, etc. **However, if an auctioneer on your staff is not an NAA member, that auctioneer cannot wear an NAA name badge, being represented as an NAA member.**

Colors are white with green trim, full color logo, and red "National Auctioneers Association".

Order from the NAA office. Send full payment for all badges @ $5.50 each; plus exact copy for name(s) and title(s) to appear on badge.

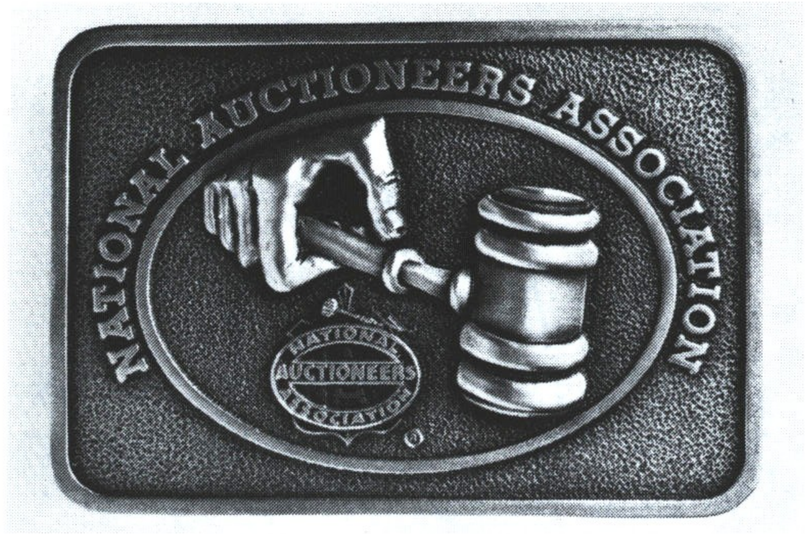
Single Deck Playing Cards. Displays in full color photo, the NAA headquarters building when dedicated in 1971. Excellent gift for clients.

Emblem Reproduction Sheet. A full sheet of black on white reproductions of the NAA emblem in various sizes. For use by individual NAA member on sale bills, newspaper and magazine advertisements.

Bumper Signs. Promotes the NAA auctioneer with the words, "HIRE NAA AUCTIONEERS". Identifies National Auctioneers Association and the NAA emblem. Red bumper sign with white and black copy.

MORE! . . .

New Style Belt Buckle. In pewter, brass and fine pewter finishes.



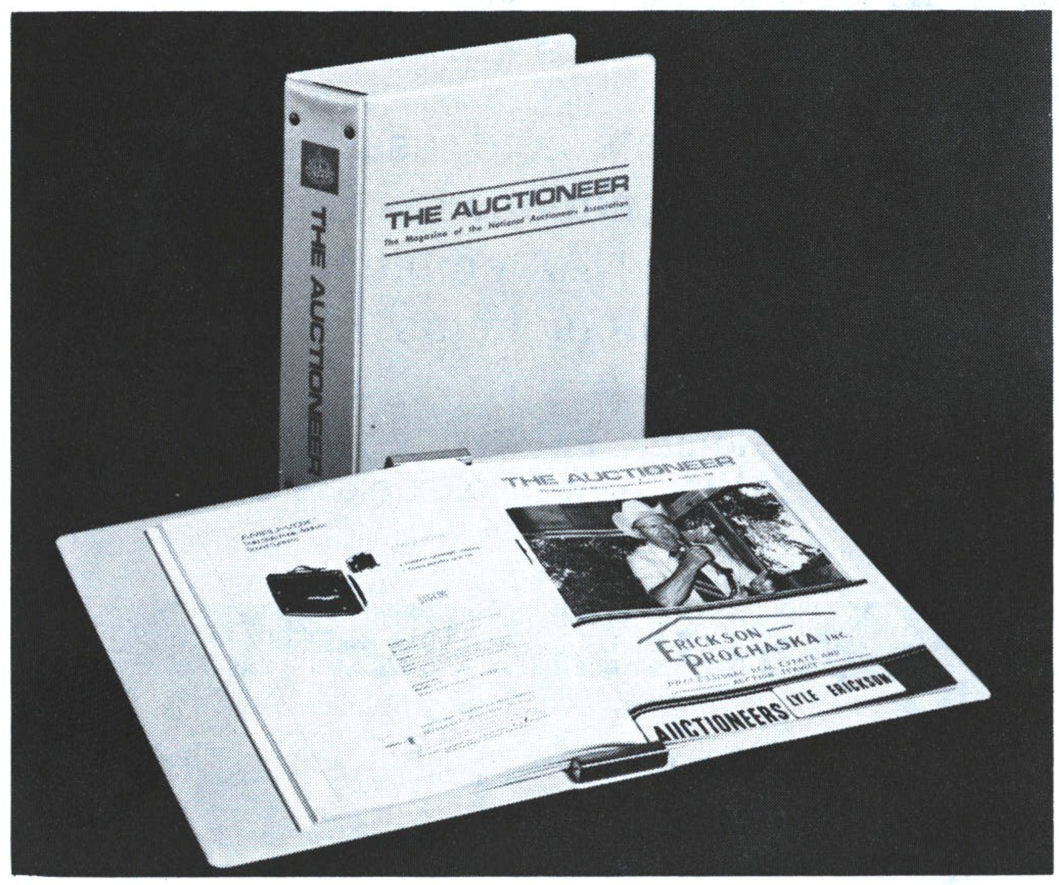
Emblem Lapel Button. Show NAA affiliation on suit coat or blazer lapel. May be worn as tie tac. Red enamel on 14K gold emblem; ½" wide.

(The price of the NAA lapel button may change without notice because of the cost of gold and due to the occasional increase in price by manufacturer.)

Pad Holders. Red vinyl with full color NAA emblem. Holds papers, business card, and legal pad.

Code of Ethics. Red and black on white, frameable paper stock. Size 11" x 14".

THE AUCTIONEER Magazine Binder. Preserves your permanent copies of THE AUCTIONEER magazine. Binder is bone color with red NAA emblem and holds the 11 annual magazines (plus NAA Directory). Designed to hold current 8½ x 11-inch size magazine.



NAA Promotional Items Order Form (Indicate quantity on line.)

NAA Emblem Decals
- 8" Pressure-sensitive @ $1.50 each _____
- 4" Pressure-sensitive @ 3 for $1.00 _____ (adheres on top of surface)
- 4" Pressure-sensitive @ 3 for $1.00 _____ (shows through glass)

NAA Bumper Signs
@ 2 for $1.00 _____

Single Deck Playing Cards
@ 75¢ each _____

NAA Embroidered Emblems
- 8" @ $7.50 each _____
- 3" @ $1.50 each _____

NAA Emblem Lapel Button
@ $5.00 each _____

NAA Emblem Reproduction Sheet
@ $1.00 each _____

THE AUCTIONEER Magazine Binder
@ $6.25 each _____

NAA Certificate Holder
@ $25.00 each _____
(walnut with plexiglass cover)

NAA Name Badge
- two lines, $5.50 _____
- three lines, $6.00 _____

NAA Code of Ethics
@ $1.00 each _____

NAA Pad Holders
@ $5.00 each _____

NAA Belt Buckles
- @ $4.50 each _____ (pewter finish)
- @ $4.50 each _____ (brass finish)
- @ $10.00 each _____ (fine pewter finish)

Name _____

Address _____

City _____ State _____ Zip _____

Send no money for postage. Return postage paid by National Auctioneers Association.

Enclosed is a check or money order made payable to The National Auctioneers Association, in the amount of $ ....., for the above marked NAA promotional items. (NOTE: NAA Board of Directors' policy prohibits orders shipped on a "charge" basis. Check or money order must accompany all orders.)

State Association Conventions — Dates and Locations

Convention Dates	State association	Hotel/motel and city	State Association contact
October 29-30	Idaho	Red Lion Inn, Boise	Darrel M. Johnson
November 6-7	Illinois	Holiday Inn, East Peoria	Harlan Henderson
November 6-7	New York	Syracuse Marriott Inn, Syracuse	Duane E. Gansz
November 10-13	California	Capitol Plaze, Holiday Inn, Sacramento	Elizabeth Blades
November 12-14	Indiana	Airport Inn, Indianapolis	Harry E Buckles
November 12-13	Iowa	Red Fox Inn, Waverly	Margaret Bloomer
December 4-5	Tennessee	Holiday Inn-Briley Parkway, Nashville	Danny MacDonald
December 10-11	Florida	Miami Beach	Jim Gall
January 6-8, 1984	Virginia	Sheraon Inn-Military Cr., Norfolk	Barry Cole
January 12-13	Pennsylvania	Harrisburg	Kerry Pae
January 13-14	Michigan	Long's Convention Center, Lansing	Richard Brodie
January 14-16	Ohio	Stouffer's Dublin Inn, Columbus	Thomas A. Baier
January 21-22	North Carolina	Burlington	Harvey L. Tate
January 21-23	Minnesota	Holiday Inn Downtown, Mankato	Patrick Ediger
February 16-18	Montana		Robert McDowell
March 9	Kansas	Holiday Inn, Hutchinson	Rex B. Newcom
April 29-30	Kentucky	Lexington	Danny R. Ford
June 8-9	Texas	Marriott, 6121 I 35 N at US 90, Austin	K. L. Espensen

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

Cassettes available from 1983 Convention Workshops

If you were unable to attend the 1983 NAA Convention, but wish to purchase the cassette recordings of the many sessions. Use the following order form and place your order directly with Eastern Audio Assocs., Inc. Be sure and specify the session(s) on the form and send your money so that your order can be processed as soon as possible:

$8.00 per cassette. Purchase any 11 cassettes and receive a 12th cassette and storage album FREE! **ONLY $88.00!**

GENERAL SESSIONS

____83265-010 The Great Round-up Luncheon Address — Keynote Address: Rex B. Newcom, CAI, president

____83265-021 1983 NAA Fun Auction

83265-022 (this session presented on 3 cas-
83265-023 settes — $24.00)

____83265-030 Friday Banquet and NAA Awards Festival

WORKSHOP SESSIONS

____83265-041 State Officers' Workshop — Modera-
83265-042 tor: Harvey L. McCray, NAA Exec. Vice President (this sessions presented on 2 cassettes — $16.00)

____83265-050 "Working the Auction" Workshop — Moderator: Dean H. Parker; Instructors: Dudley Althaus, Richard Keenan & Carlus Gay

____83265-060 Real Estate Auction Methods and Techniques Workshop — Moderator: Louis B. "Benny" Fisher Jr.; Instructors: Ronald J. Scott & Richard T. Kiko

____83265-080 Great Auction Ideas Workshop — Moderator: Charles E. Cumberlin

____83265-090 Booking An Auction Workshop — Moderator: Joe Small

____83265-100 License Laws Up-Date Workshop — Moderator: Hugh B. Miller

____83265-110 Bid Calling Workshop — Moderator: Archie D. Moody; Instructors: Paul C. Behr & Daniel Williams

____83265-120 Antiques Workshop (Identification of Fakes and Reproductions) — Moderator: Robert H. "Bob" Glass

____83265-131 Ladies Hospitality and Educational
83265-132 Program — "Retirement Plans" (this session presented on 2 cassettes — $16.00)

____83265-199 **COMPLETE SET 1983 CASSETTES — $140.00!** Includes 1 FREE cassettee & storage albums!

TO ORDER CASSETTES: Simply check off the sessions you wish to purchase on this form. Cassettes are $8.00 each. Any order to be mailed requires the addition of $2.50 to cover Postage & Handling. Send the completed form, with payment, to: NAA Cassettes; c/o Eastern Audio Associates, Inc., Oakland Center, 8980 Route 108, Columbia, MD 21045.

____Total Individual Cassettes at $8.00 each = $.____

____Total 12-Cassette Specials at $88.00 set = $____

____Complete set of Cassettes at $140.00 = $____

Postage & Handling = $ 2.50

GRAND TOTAL = $____

Make checks payable to: **Eastern Audio Assoc., Inc.**

☐ **PAYMENT $____ ENCLOSED**

Please fill out the information below before placing your order.

PLEASE PRINT CLEARLY

Name____

C/O____

Street____

City____ State____

Zip____ Phone____

THE AUCTIONEER Advertiser's Index

	Page
A. A. Importing	49
American Academy of Aucioneers	32
Associated Auction School	3
Auction Company of America	50
Auctioneering Systems	39
Boston Globe	27
Britten Auction Academy	31
Burton Printing	41
CAI Institute	Center Section
Charlie Gay	36
Chicago Tribune	2
Computer Assisted Business Services	46
Consoidated Equity	55
Cook Brothers Inc.	44
Dallas Times Herald	26
Data Dynamics Corporation	14
Dee Sign Co.	42
Dewey Carter	16
Dodge Manufacturing	54
Earl D. Wisard	57
Farmweek	40
Fidler Auction School	39
Fort Smith Auction School	42
Frieder's	28
Hearst Business Media Corp.	26
Hudson & Marshall	37
Industrial Publishing	20
International Auction School	37
International College of Real Estate Appraisal	8
J. L. Todd	45
Jim Graham, Inc.	25
Joe Reisch Library	13
Joe Reisch Sales	54
Joe Small Auctioneers	37
John Green Press	48
Kiefer Auction Supply Co.	56
Kwick Klerk	10, 21, 41
Lectrosoncis	35
Livestock Auctioneering Seminar	27
Lundeen Sales Forms	52
Lynn Walters	24
Mason City College of Auctioneering	56
Mendenhall School of Auctioneering	33
Mendenhall School of Auctioneering (PA Equip.)	58
Missouri Auction School	10, 63,64
NAA Promotional Items	59, 60
NALLOA	58
Nashville Auction School	47
New York Times	6
PACS	38
Philadelphia Inquirer	34
Reisch World Wide College of Auctioneering	45
Reppert School of Auctioneering	23
River Basin Auction School	16
Roussel's	21
Russell Kruse	21
Sheldon Cord	43
Stanley I. Corman	9
Tri-State Trader	40
Stock Yards Printing Co.	15, 47
University of Houston-Victoria	24
Valdosta Tent	24
Victor McDonald	50
W. Craig Lawing	2
Western College of Auctioneering	53

BUSINESS MATH

Once there was a millionaire junk dealer who never got beyond the eighth grade in school.

When asked how he had done so well despite his educational handicap, the man said: "well, it ain't been hard, really. I just buy things for $1 and sell them for $4. You'd be surprised how fast that three percent profit piles up."

SMALL FRY

Oklahoman: "You say you caught a fish?"

Texan: "Yep, but it was too small to fool with, so I had a couple of other guys help me throw it back in the water."

GULF COAST CATTLEMAN

Advertising Rate Schedule — THE AUCTIONEER MAGAZINE

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

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

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

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

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

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

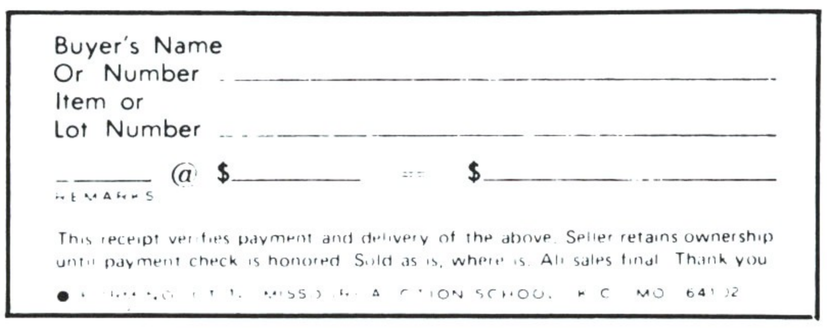
NEW ADVERTISERS: All new advertisers are required to submit credit account information, an insertion order, and payment in advance (with copy), before advertising will be accepted. If applicable to the new advertiser, advance payment for the first three months is required. Submission deadline for new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

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

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

CLERK-SAVER® — World's No. 1 Clerking System

More Professional Auctioneers Use the Clerk-Saver® System Than Any Other Method.



THE CLERK SAVER® IS:

- *Fast — check out in minutes.*
- *Accurate — Clerk writes buyer, item & price. Cashier writes nothing.*
- *Less expensive than any known system.*
- *Keeps a running total of the sale.*



- **"CLERK-SAVER" CLERKING TICKETS—Form No. CT-12**

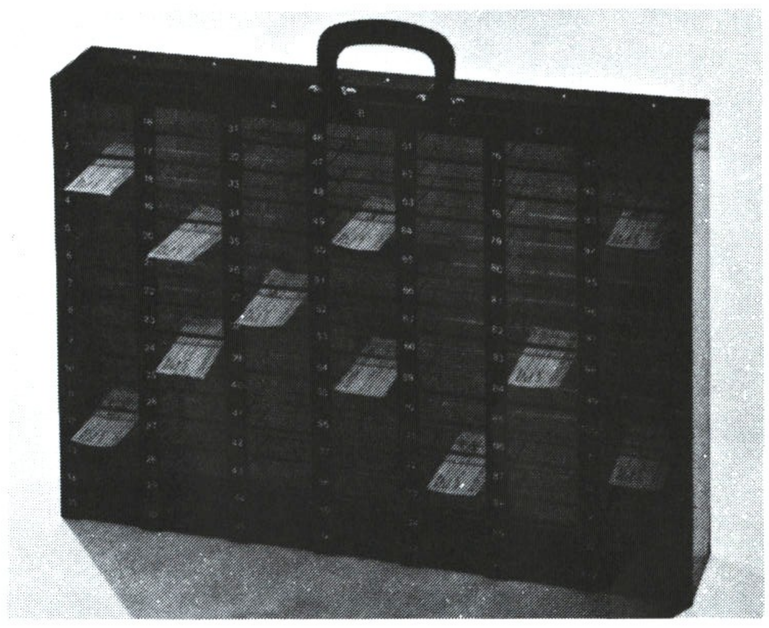
  Original and 2 copies on NCR paper (makes its own carbon copies) 8½x11" sheets perforated to make 12 tickets 1¾x4½". This is an extremely fast, easy, and accurate combination clerking and cashiering form. This one form replaces both the standard clerking sheets and cashiers statement. You'll like these.

  9,000 Tickets (1-3 White, Canary & Card) $27.50
  18,000 Tickets (1-3 White, Canary & Card) 52.50
  36,000 Tickets (1-3 White, Canary & Card) 98.50

- **ALUMINUM WRITING TRAY**

  The aluminum writing tray is a lightweight, spring-loaded tray which is designed to hold ample forms for continuous operation throughout the sale. A storage compartment, a special feature of the tray, holds additional forms and completed auction item sheets.

  Aluminum Writing Tray $14.95

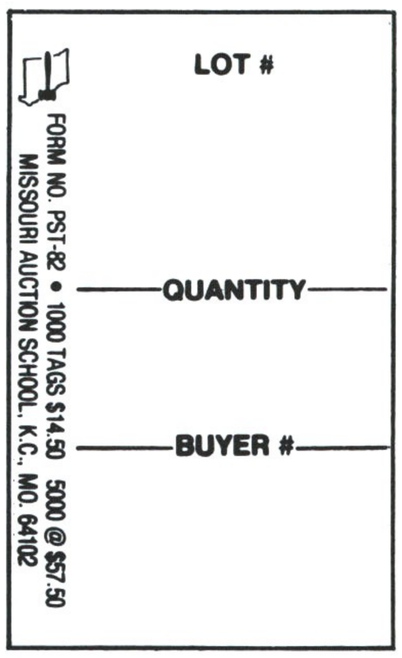


- **100 SLOT SMOKED PLEXI-GLASS CLERKING TICKET FILE**

  Overall size 23"x16"x4". Slots are 2⅜ " x ⅞" x 3½". Handle for easy carrying or nail to a wall for permanent installation.

  Slots numbered 1 to 100 plus A to Z ..... ONLY $59.95

- **GUMMED BACK TAGS — Form No. PST-82**
  Sticky back pressure sensitive auction equipment tags with space for lot number, quantity and buyer number. 1½x2½".
  Roll of 1,000 tags—$14.50 5,000—$57.50
- **EQUIPMENT LOT TAGS — Form RHT-83**
  Card stock tags with reinforced hole. 1½x3". Space for lot number, quantity and buyer number.
  1,000—$16.50 5,000—$67.50
- **WIRES FOR EQUIPMENT TAGS, 12" LONG**
  1,000—$10.00 5,000—$47.50



- **BUYER CARDS . . . Form No. BC-70**

  For buyer's number and purchase notes. 3¼x7½" (fits in buyer's shirt pocket).

  1,000 Cards....$9.50 2,500....$22.75 5,000....$44.75

- **BUYER'S REGISTRATION FORM . . . Form No. BR-69**

  8½x11", 50 sheets per pad. Space for buyer's number, name, address, phone and other information.

  $2.00 per pad, 10 pads at $1.50 ea., 20 or more at $1.25 ea.

SPECIAL CLERK SAVER STARTER KIT

THE SPECIAL KIT INCLUDES:

- Aluminum Writing Tray
- 9,000 CT-12 Clerking Tickets
- 1 Pad FS-69 Final Settlement Forms
- 1,000 BC-70 Buyer Cards
- 3 Pads BR-69 Buyer Registration Forms

All of the above plus:

One 100 Slot Clerking Ticket File (a $117.90 Value) Only **$89.95**

SAVE $27.00

Payment with Order—We Pay Postage . . . C.O.D. Orders—You Pay Postage
Order by Mail . . . Send Check or Money Order To:



Missouri Auction School
Top Floor Livestock Exchange Building
1600 GENESEE / KANSAS CITY, MO. 64102

PHONE: 816-421-7117

Now. . . COLONEL® . . . The Sound That Sells"

The all new COLONEL Series of Portable Heavy Duty P.A. Systems Designed Exclusively for Auctioneers



COLONEL® 1

- **Astatic Model 957L Anti-Feedback professional ball type dynamic cardiod microphone with on-off switch, detachable 10 foot coiled cord, and built in windscreen.**
- Deluxe padded shoulder strap.
- Full range six inch baffled speaker.
- Tough, attractive reinforced vinyl "Mule Hide" covering with metal corner protectors.
- Space age solid state amplifier.
- SPECIFICATIONS: Batteries: Eight "D" size flashlight batteries (not included) (Alkaline batteries will give many hours of extra service).
- DIMENSIONS: 7¾" High x 6" Wide x 7¼" Deep.
- WEIGHT 4 LBS., 14 OZ.
- There is a two year repair or replace warranty on everything except batteries.

List Price: $395.00 .... **Auctioneers Cost: $237.00**

COLONEL® 2

The COLONEL 2 has the same features as the COLONEL 1 plus:

- RECHARGEABLE BATTERY: Extra capacity battery will last all day long. Fully rechargeable overnight.
- AUTOMATIC "Full Charge" indicator light shows when battery is fully charged.
- Complete with recharger. Charger rated 120 VAC, 8 WATT, 300 MA.
- SPECIFICATIONS: Battery: Gel Type (2) #626 2.6 AH rating rechargeable.
- INPUTS: one microphone, one tape recorder, one battery charger.
- OUTPUTS: One extension speaker, one tape recorder.
- WEIGHT: 6 LBS., 12 OZ.

List Price: $570.00 **Auctioneers Cost: $342.00**





COLONEL® 3

The COLONEL 3 has the same features as the COLONEL 2 plus:

- Storage Compartment in back to carry recharger, microphone and cord.
- Slightly larger speaker baffle area with port hole.
- DIMENSIONS: 9⅜" High x 6" Wide x 7¼" Deep.
- WEIGHT: 7 LBS., 6 OZ.

List Price: $595.00

Auctioneers Cost: $357.00

WE STOCK A COMPLETE LINE OF P.A. EQUIPMENT. WRITE FOR FREE LITERATURE AND PRICES.

Payment with Order — We Pay Postage . . .
C.O.D. Orders — You Pay Postage
Order by Mail . . .
Send Check or Money Order To:



Missouri Auction School
Top Floor Livestock Exchange Building
1600 GENESEE / KANSAS CITY, MO. 64102

PHONE: 816-421-7117

THE AUCTIONEER
NATIONAL AUCTIONEERS ASSOCIATION
135 Lakewood Drive, Lincoln, NE 68510-2487

BULK RATE
U. S. POSTAGE
Paid
Lincoln, Nebraska
Permit No. 9

ADDRESS CORRECTION REQUESTED