

# THE AUCTIONEER

The Magazine of the National Auctioneers Association



May, 1977



## *COUNTRY AUCTION*

By C. L. "Chick" Peterson

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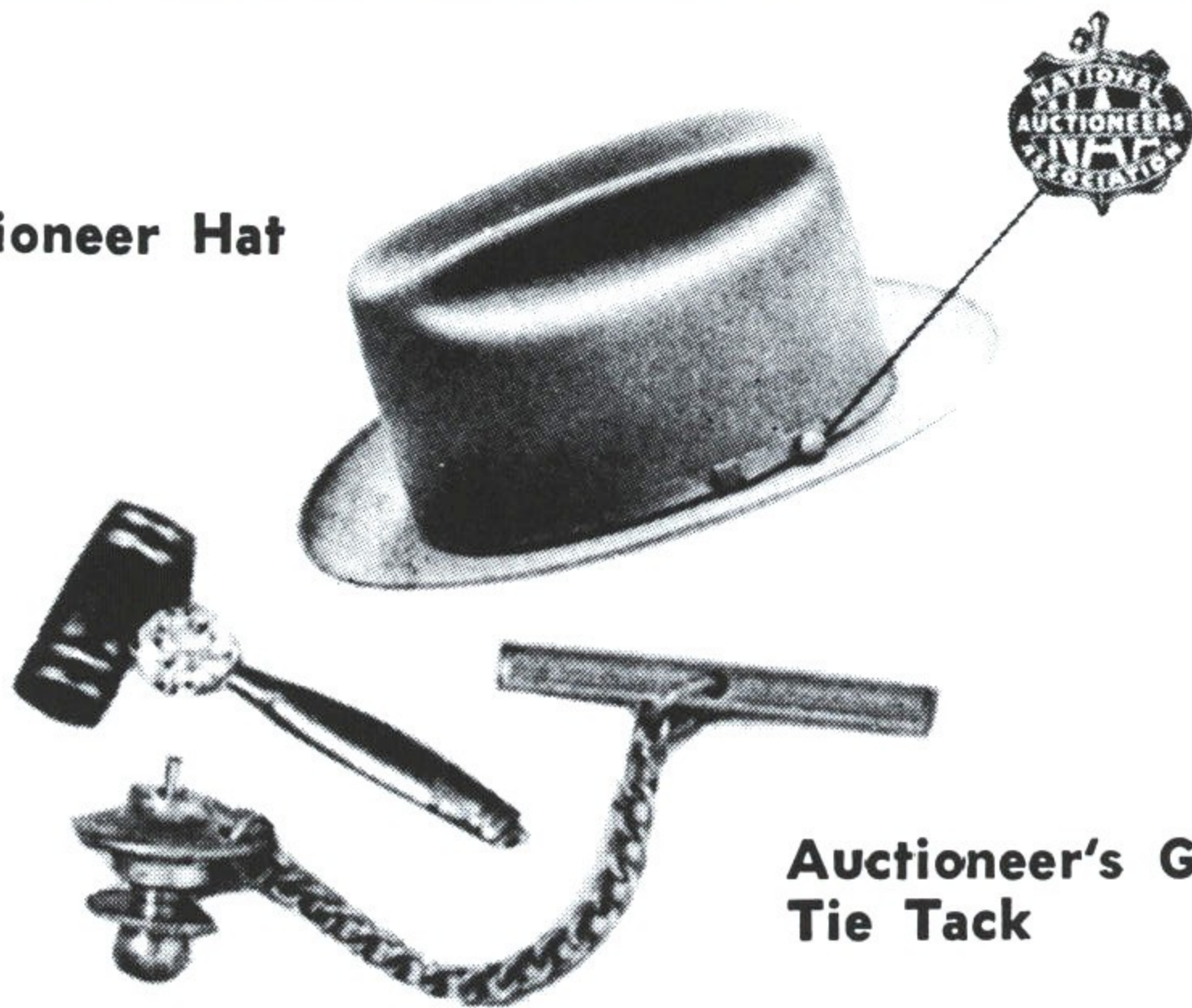
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Auctioneer Hat



Auctioneer's Gavel  
Tie Tack

#### Fellow Auctioneers:

Changes in the seasons dictate different methods of selling as well as different types of wearing apparel. The weather is getting warmer, therefore it is time to change to a cooler style hat.

We now have a complete size selection in the Milan straw in all three brim widths (2 $\frac{1}{8}$ "", 2 $\frac{3}{8}$ " and 2 $\frac{5}{8}$ ""). We also have the beautiful white panama in the 2 $\frac{1}{2}$ " brim.

It is also time to order your London Fog-type windbreaker jacket, either in canary, navy, brown, gold, French blue or beige in

medium, large and extra large, with the four-color NAA emblem attached.

Of course we keep a complete size assortment of silver belly felt auctioneer hats with red satin lining in all three brim widths. You can also order your fleece-lined car coat in sizes 40-48.

#### Solid Gold tie tack

w/.15K-high quality sparkling diamond .....\$159.95

w/.25K-high quality sparkling diamond ..... 219.95

Other size diamonds up to 1 full karat-prices on request

Felt Silver Belly Hat ..... 22.50

White Panama ..... 16.95

Milan Straw (light tan) ..... 14.95

Jackets w/4-color emblem ..... 19.95

Car Coat w/emblem ..... 39.95

4-color NAA emblem ..... 3.00

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## Business Is Best Ever for Ericksons; Good Business Is Result of Participation in State and NAA Programs



Time, never enough time!

What gets left out? What must get done?

Advertising deadlines must be met; auction listings; auction arrangements; magazine articles; state conventions; national convention and its programs; seminars; CAI (Certified Auctioneers Institute; business?

Business never has been better! We made more on commission on one real estate auction in 1977 that the total commissions earned the first 10 years I was in the auction business.

Why? Because I found the time to take part and participate in all of the above activities in our state and National Auctioneers Associations.

I have never been more enthused about the auction business than I am right now!

After Course I of the CAI program, which I just attended, I feel more confident and better qualified to call myself a professional than ever before. I may not have passed the examination, but I received all of the informa-

tion that everyone else did, besides meeting many old friends and making many new ones.

Thanks to all! It was great!

On April 17, Irene and I flew to Boston, Massachusetts, where we attended the New Hampshire State meeting in Manchester, New Hampshire, the following day.

George Michael volunteered to show us some of the sites and we enjoyed not only seeing the sites, but seeing many of our old friends from the New England states.

This issue of THE AUCTIONEER magazine, as did the April, 1977 issue, includes many good, informational articles about the 1977 NAA Convention in Seattle on July 27-30 at the Olympic Hotel. If you plan to attend this, the "Greatest of All Conventions" (thanks to Convention Chairman and Co-Chairman Robert F. "Bob" Losey and his wife, Winona, and all of the rest of the Washington State Auctioneers Association members and others in the Pacific Northwest) please reserve your room in the Olympic Hotel early — reservations must be made well in advance to assure you of a room!

Also, for the sake of each member attending the NAA Convention, for the sake of Executive Director Harvey McCray, the entire NAA Board of Directors and the NAA Office staff, please submit your Advance Convention Registration as soon as possible also so that advance plans can be made for you and all convention attenders. This is important!

Thanks to all of the folks who have agreed to be a part of our program in Seattle. You who will attend will have the best qualified persons to share with you their knowledge and experiences in the auction business.

May God Bless You All!

Lyle Erickson, President

### Mick Sather Appointed to Board of Washington State Fair Association

Mick Sather is the newest member of the Washington State Fair Association Board of Directors. He was appointed at the January meeting to fill the vacancy created by the resignation of Arlene McNutt.

Mick has been manager of the Skagit County Fair since 1972, and during that time he has directed over \$55,000.00 worth of capital improvement projects on the fairgrounds. He says, "I have always been interested in fairs and I see a need for active participation."

His off-duty occupation is being a professional auctioneer and appraiser. He operates the Sather and Rasmussen Auction and Appraisal Service with partner Ken Rasmussen. Mick is also the president of the Washington State Auctioneers Association.

He has served the Washington State Fair Association in many ways and on various committees in the past years. Mick says his age is the World's youngest secret, he was born in Mount Vernon, he is not married, and he has no such plans.

### About the Cover . . .

The painting "COUNTRY AUCTION" was painted by C. L. "Chick" Peterson for NAA member Milt Cully of MAC ENTERPRISES and is copyrighted by Milt Cully for the purpose of offering auctioneers the opportunity to have a copy for framing and display. The artist will number and sign 500 lithographs, with certificate of originality, and 2,500 additional unsigned pieces will also be available for sale. Auctioneer Cully will make a presentation of one of the signed pieces to the National Auctioneers Association for permanent display in the headquarters office.

Additional information on obtaining a lithograph copy of "COUNTRY AUCTION" will be included in the June, 1977, issue of THE AUCTIONEER.

Information about the 1977 NAA Convention also is offered on the cover of the May, 1977, issue of THE AUCTIONEER. NAA members are reminded that hotel space will become limited and rooms should be reserved early. A great demand for rooms from non-NAA members is being made and the hotel has committed 500 rooms with the NAA up through June 20, 1977. All rooms not reserved as of that date will be given up to others on a first-come, first-served basis.

# THE AUCTIONEER

MAY, 1977

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

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

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

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

Thru July, 1977	1-time	6-time	11-time
One page	\$110.00	\$100.00	\$ 95.00
Half page	55.00	50.00	47.50
Quarter page	27.50	25.00	23.75
Column inch: \$6.00 per column inch.			
As of September, 1977	1-time	6-time	11-time
One page	\$125.00	\$120.00	\$115.00
Half page	62.50	60.00	57.50
Quarter page	31.25	30.00	28.75
Column inch: \$7.00 per column inch.			

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

## SPECIAL NOTICE TO ADVERTISERS OF THE AUCTIONEER MAGAZINE

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

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

Harvey L. McCray, Editor  
and NAA Executive Director

	1-time	6-time	11-time
One Page	\$125.00	\$120.00	\$115.00
Half Page	62.50	60.00	57.50
Quarter Page	31.25	30.00	28.75
Column Inch Rate (21 picas wide columns): \$7.00 per column inch.			

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

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

## National Auctioneers Association

### Officers

President — Lyle Erickson, Box 239, Cresco, Iowa 52136.  
Bus. Phone: 319 547-3700

1st Vice President — Martin Higgenbotham, 1702 E. Edgewood Drive, Lakeland, Florida 33803. Bus. Phone: 813 688-6094

2nd Vice President — Harvey C. Lambright, 112 N. Detroit Street, LaGrange, Indiana 46761. Bus. Phone: 219 463-2012

Executive Director — Harvey L. McCray, 135 Lakewood Drive, Lincoln, Nebraska 68510. Bus. Phone: 402 489-9356

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#### Terms Expiring 1979

C. P. Terry Dunning, P.O. Box 866, Elgin, Illinois 60120. Bus. Phone: 312 741-3483

Wayne Ediger, 125 South Ash, Belle Plaine, Minnesota 56011. Bus. Phone: 612 873-2292

William J. Josko, 3482 Post Road, Southport, Connecticut 06490. Bus. Phone: 203 255-1441

Forrest Mendenhall, Route 5, High Point, North Carolina 27263. Bus. Phone: 919 887-1165

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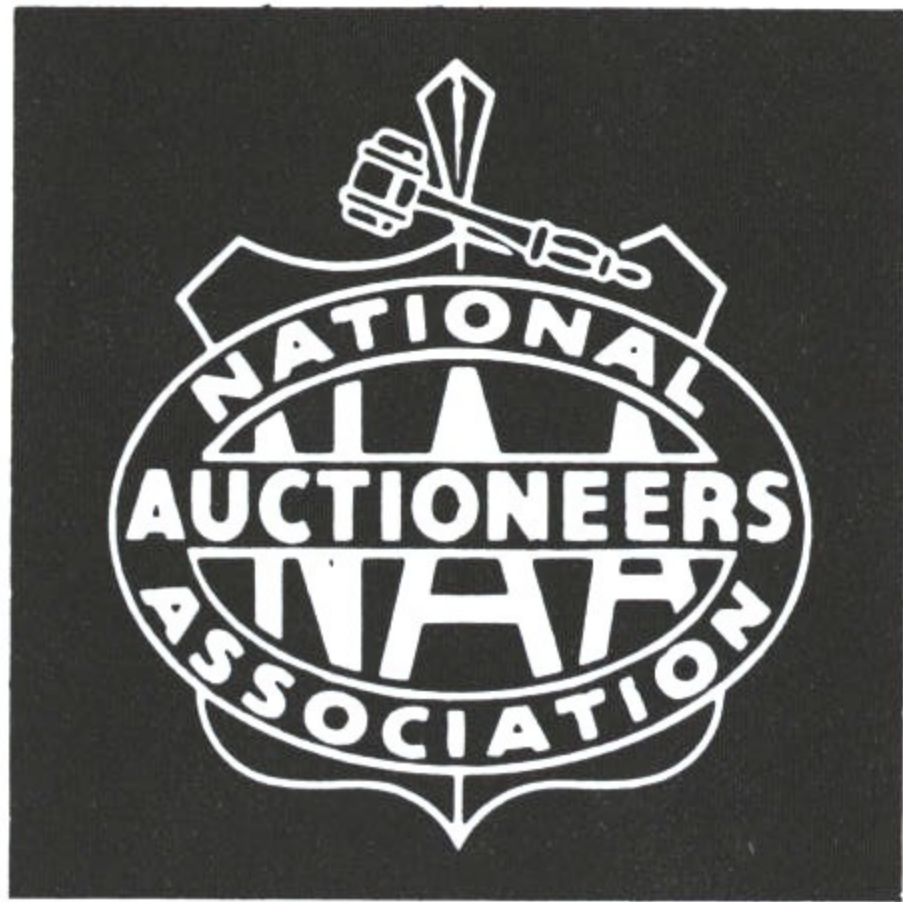
Joseph W. Donahoe, 627 East Harriet Street, Darlington, Wisconsin 53530. Bus. Phone: 608 776-2156

Howard Buckles, Keosauqua, Iowa 52565. Bus. Phone: 319 293-3012

Dick Kane, Wisner, Nebraska 68791. Bus. Phone: 402 529-6785

Dale McPherson, R.R. 3, Box 40 B, Rapid City, South Dakota 57701. Bus. Phone: 605 348-1369

Ray Wallace, 1841 Texas Avenue, Shreveport, Louisiana 71101. Bus. Phone: 318 423-8129



## Reminders . . .

Preparations are now being made for the 1977 Seattle NAA Convention, and several items of importance are now being published so that NAA members, in a glance, can be alerted.

### Convention Hotel Room Reservations

It is very important that members going to Seattle reserve their hotel room(s) IMMEDIATELY. Hotels need to sell each and every room and if NAA members do not fill their block of 500 rooms by June 20, 1977, the rooms will be given to non-NAA members for other than convention purposes.

Reserve your room now. If you learn that you cannot attend the convention, even after you have reserved your room, cancel it, but protect yourself now if there is any chance at all that you will attend the convention.

It doesn't cost anything to reserve the room — no deposits are necessary — but if you wait too long, you will not be able to get your room.

Use the Hotel Room Reservation form on page 11 and rush it to The Olympic Hotel immediately.

### Advance Convention Registrations

Once again, as in 1976, NAA members attending the 1977 Seattle Convention can register in advance for the convention and save money in doing so. Advance registrations are now being submitted to the NAA Office (a list of those already registered can be found on another page of this issue of THE AUCTIONEER magazine).

The primary purpose of registering in advance is to make sure that members can spend as little time as possible registering at the convention site, and more time enjoying themselves in the City of Seattle and with fellow auctioneers.

Another primary reason for the advance registration program is to allow the NAA Office staff ample time to prepare for those who attend the conventions — all head counts must be submitted 48 hours in advance at convention hotels now and it is impossible to crowd in large numbers of late registrants at the last moment.

Also, it will cost the NAA more to provide registration clerks to handle the large crowds and this is why a savings is being offered to Advance Registrants. The total cost for the NAA convention for Advance Registrations is \$35 per person; the cost for anyone submitting his registration AFTER JULY 1, 1977, is \$45 per person.

Save money by registering in advance, but more importantly, save time and effort when you arrive at the convention. Your registration envelope will be waiting for you on your arrival if you register in advance.

*Note: Any and all registrations postmarked after July 1, 1977, will not be worked until the registration clerks receive them in Seattle, so be sure and get your registration in early.*

### Convention Definitions

Many people may be confused by the many "definitions", which are connected with the NAA Annual Convention. In an attempt to clarify some of these definitions, here are a few "definitions" used when discussing NAA Conventions:

**RESERVATIONS:** Reservations, for convention purposes, refer to the hotel room accommodations the NAA member makes directly with The Olympic Hotel (1977 Convention headquarters). The Hotel Reservation Form for the 1977 NAA Convention is published on page 5 of this issue of THE AUCTIONEER magazine and members attending the convention should make his own reservation, using this form to obtain the special NAA Convention rates.

**REGISTRATIONS:** Registrations refer to the Convention Registrations for the convention events. The NAA member registers for the convention and Advance Registrations should be sent to the NAA Office and arrive before July 1, 1977, to obtain the special Advance Convention Registration rate of \$35 per person.

**PRE AND POST-CONVENTION ACTIVITIES:** Activities, planned by members of the Washington State Auctioneers Association, have been planned for the NAA member and family, who wishes to arrive in Seattle early or who wishes to take a vacation after the convention. A special Pre and Post-Convention Activities Form has been published in the last few issues of THE AUCTIONEER magazine and it also is included in this issue on page 13. Space on these "special activities" are limited and if you wish to take advantage of these activities, use the special form and send the form directly to Roberta Abhold, chairman (her address is listed on the form).

### 1977 Advertising Contest

The Advertising Committee announced, at the conclusion of the January, 1977, meeting of the NAA Board of Directors, the Advertising Contest rules for the 1977 Seattle Convention. The rules are being published now so that anyone interested in submitting his advertising can do so in accordance with this year's rules.

1. Entries must display the NAA emblem or statement that the auctioneer is a member of the NAA;
2. Entries must be submitted to the NAA Office by July 1;
3. Judging must consider cost of advertising in relation to the overall return the advertising creates for the sale and the type of sale;
4. Entries must be submitted on advertising for the current year (July 1, 1976 thru June 30, 1977);
5. Previous year winners or National Auctioneers Association officers and/or directors are not eligible to compete for the award, but they are encouraged to submit entries;
6. Winners' entries will be returned to the NAA Office, to be published in a future issue of THE AUCTIONEER magazine.

Marvin Smith, 1977 Chairman of the Advertising Contest Committee, reported that the categories for competition will include the following:

1. Commercial and Industrial Advertising (combined);
2. Farm and General Advertising;
3. Real Estate Advertising; and
4. Antiques Advertising.

Each category will offer an award for color and black and white advertising.

### Candidates for NAA Offices

The election of officers and directors will be held on Saturday afternoon at the Annual Meeting of the NAA (July 30, 1977) and if your state association has a candidate to sponsor for any office, submit your candidate's resume to Executive Director Harvey L. McCray prior to June 27, 1977. The candidates' resumes will be copied and mailed to the members of the Nominating Committee prior to their leaving for the NAA Convention on July 28-30.

The NAA Board of Directors approved and established a policy on Nominating Committee procedures at the last

meeting of the Board held in January, 1977, and the new policy is being published so that everyone will be able to understand the procedure of supporting candidates for the offices of NAA officers and directors. The new procedure is as follows:

1. All State Associations will be asked to submit names of candidates for directors and officers;
2. All members of the National Auctioneers Association, as well as the board of directors and the nominating committee, will be asked to suggest suitable candidates for office of officers and directors;
3. Recommendations should be in the hands of the committee thirty (30) days prior to the annual convention; a brief resume should accompany all recommendations;
4. Nominating committee will hold open hearings during the annual convention for any individual wishing to appear on behalf of any candidate;
5. Recommendations of candidates from the nominating committee will be posted on the morning of the annual convention;
6. Nominations will be open from the floor of the convention during the annual meeting;
7. Candidates selected by the nominating committee or from the floor will be entitled to have a member speak on their behalf for not more than three minutes;
8. Time and place of nominating committee meetings will be published in the Convention program;
9. Printed ballots will be made available and used during the election at the annual meeting.

#### 1979 and 1980 Conventions

The NAA Board of Directors will select the 1979 and 1980 NAA Convention sites at the July 27, meeting of the board, which will be held preceding the 1977 Seattle Convention.

The 1979 Convention Site Region includes the states of: Montana, North Dakota, South Dakota, Wyoming, Nebraska, Colorado, Kansas, New Mexico, Oklahoma and Texas.

The 1980 Convention Site Region includes the states of: Minnesota, Wisconsin, Iowa, Illinois, Indiana, Missouri, Arkansas, Kentucky, Tennessee, Mississippi, Louisiana and Alabama.

To help any state association decide whether facilities are available to host an NAA Convention, here are some facts to use when discussing future conventions with the Convention Bureaus and hotels/motels in the state:

- Attendance — 1,200-1,500 persons, including families and guests.
- Hotel Space — Sleeping rooms to accommodate 1,200-1,500 persons (600-750 rooms); meeting rooms to accommodate banquets, luncheons, etc. for 1,500 persons; two or more meeting rooms to accommodate 500 each meeting (with a luncheon of 1,500 to follow); several smaller meeting rooms to accommodate 25, 50, 100 smaller meetings, breakfasts, etc.
- Pre and Post-Convention Activities — Tours, special events for sightseeing, group-related events for 1,000 or more NAA families during the two days preceding the convention and perhaps one or two days following the convention.
- Convention Dates — NAA Convention (not including the state association tours, etc.) may begin on Wednesday night and runs thru (midnight) on Saturday during either of the third or last week in July annually.
- Host Sponsor — Convention site bidding thru State Association as all proposals submitted to the board of directors by the state associations after association made decision to bid.

Remember, the 1979 and 1980 NAA Convention sites will be selected by the NAA board of directors at the July 27, meeting, which will be held in Seattle, Washington, Olympic Hotel — preceding the 1977 NAA Convention. All convention proposals should be submitted to the NAA office on or before July 1, 1977, so that all proposals may be summarized in advance of the July 27 meeting.



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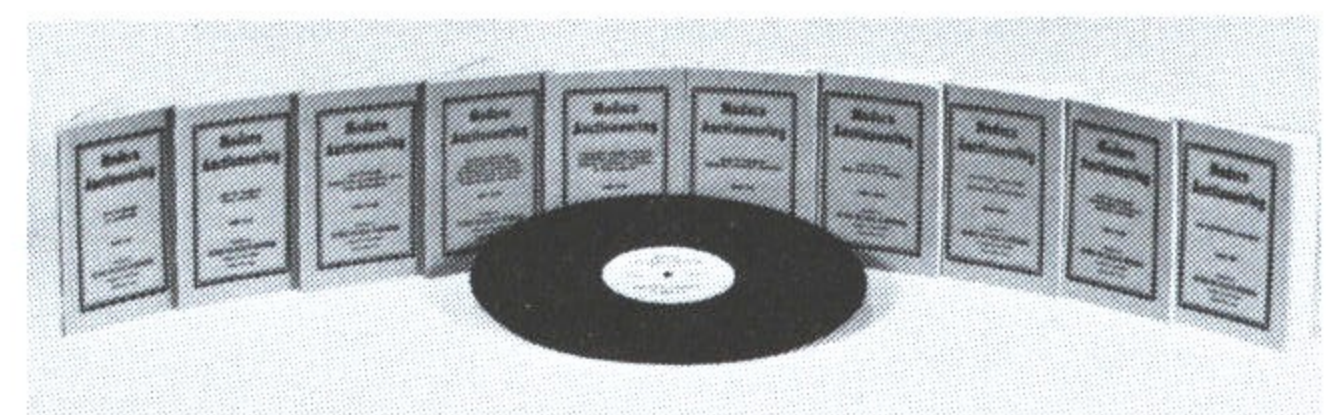
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## National Auctioneers Association

### 1977 Advance Convention Registration Form

**Advance Registration Deadline July 1, 1977. Any and all Registrations Received After July 1, 1977 Will Be At The \$45 Regular Registration Rate.**

Auctioneer's Name \_\_\_\_\_  
Please Print Last First Middle Initial

Preferred First Name \_\_\_\_\_ Is This Your  
Or Nickname to Appear First NAA  
On Convention Badge \_\_\_\_\_ Convention? \_\_\_\_\_ Yes \_\_\_\_\_ No

If Spouse or Guest Attending,  
Give Full Name to Appear on Badge \_\_\_\_\_

Your Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Name Additional Family Or Guests This Registration Includes:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Please Indicate Total Number of Registrants in Each Activity Selected and Total Amount Selected**

#### Registration Fee(s) Enclosed For:

\_\_\_\_\_ Individual(s) @ \$35 each for Advance Registration (includes registration fees for badges and program, in addition to Thursday luncheon and program; Thursday evening's entertainment; Friday evening bus and boat transportation to and from Kiana Lodge plus clam and salmon roast dinner; and Saturday night Banquet and Ball).

Total \$ \_\_\_\_\_

#### Special Event(s) Fee(s) Enclosed For:

\_\_\_\_\_ Individual(s) @ \$8.25 each for AUCTIONEERS' Luncheon on Friday, July 29 — luncheon and program hosted by Washington State Auctioneers Association.

Total \$ \_\_\_\_\_

\_\_\_\_\_ Ladies @ \$7.25 each for LADIES AUXILIARY Luncheon and program on Friday, July 29.

Total \$ \_\_\_\_\_

**ADD UP TOTAL FOR ALL EVENTS SELECTED ABOVE: TOTAL \$ \_\_\_\_\_**

**Make check payable to: National Auctioneers Association and send check (TOTAL ADVANCE REGISTRATION PAYMENT) to National Auctioneers Association, 135 Lakewood Drive, Lincoln, NE 68510. NOTE: Advance Registration Fees must be submitted and received at the NAA Office on or before July 1, 1977.**

**This form is for NAA Convention Advance Registration Only. For information on and registration for Pre and Post-Convention Tours and Activities, see other form in this issue of THE AUCTIONEER magazine.**

**Room Accommodations will be limited at the Olympic Hotel. Please use the NAA Convention Hotel Reservation Form and reserve your room accommodations' needs IMMEDIATELY! The Hotel Reservation Form also is included in this issue of THE AUCTIONEER magazine.**

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## The Pacific Northwest Is Family Vacation Territory

By Mary Witzel  
Publicity Chairman

The Pacific Northwest has it all — mountains, seashores, rivers, lakes, cities, historical sites, and culture. The green land, majestic landscape, and progressive cities are awaiting you when you come to the NAA Convention in Seattle — July 28-30, 1977.

See why the pioneers, who endured the hardships of the Oregon Trail, found their trip worthwhile when they arrived in the Pacific Northwest.

Travel through Idaho and photograph the lush greenery, trees, mountains, and rich farmlands and modern cities. Shop in busy Boise or enjoy an afternoon on the shore of Lake Coeur d' Alene.

Oregon's Willamette Valley is a good reason for Oregonians pride in their heritage. Here you will see rich farmlands, rivers, forests, and mountain ranges. Drive along the sandy beaches of the Oregon coastline. Beach-comb and explore, go clam digging and crabbing, collect seashells and driftwood.

Visit the many beautiful state parks and other interesting sites such as the Oregon Caves National Monument located southwest of Grants Pass. Look for agates and petrified wood near Prineville. As you travel through Portland, stop at the Japanese Gardens in Washington Park, the Portland Art Museum, the Museum of Science and Industry, and the Western Forestry Center.

As you leave Portland and cross into Washington on your way to Seattle, explore the Fort Vancouver National Historic Site where Hudson's Bay Company Post Site is preserved.

As you continue on to Seattle, you will come to the city of Tacoma. Visit the Point Defiance Park Zoo where



THE PACIFIC NORTHWEST offers outstanding scenery, such as this view of beautiful Mt. Helens, which is part of Washington's mighty Cascade Mountain range. This view of Mt. St. Helens was taken from the shores of Spirit Lake.

one of the things you will find is the Aardvark, an ant-eating African mammal. Tacoma also has an interesting aquarium where you may see more than 2000 specimens of Marine Life.

Arrive in Seattle, your Convention Headquarters, where you will enjoy a week of exciting and informative activities. Seattle NAA Convention' "Just Like Heaven in '77"



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## Convention Attendance Offers Many Good Returns in Business

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

I have just received my draft for the program of our Seattle convention, and it has reminded me of those questions I heard so often: "Why should I go to the expense of attending a convention? After all, I have to take time off that I could be using for sales. When it's so far away, think of the expense getting there, and if I take my family, Wow!"

Well, I always take my family to conventions, usually two of my grandchildren, and often my daughter and son-in-law, plus a toy poodle that flies in the cabin with us and therefore needs a ticket. So — yes, it's a lot of money but we usually get to see a new piece of America at the convention, and on the trip we take afterwards, and I'm able to take these expenses off my income tax and have a wonderful vacation for the family.

But even if we didn't have time to make the convention a vacation I feel that I get every single penny back on the way I'm able to increase my business from the knowledge I glean there. Where else would I have such an opportunity to meet so many fine people in my profession in one place, at one time, representing the whole country.

The information received and the help given at the convention workshops, I have found invaluable. And this year there seems to be an even wider scope, such as clerks and cashiers, industrial equipment, dairy, autos, coins, stamps, fun and charity auctions, and more.

What a variety.

With the activities and the programs planned, you and your family should be able to derive great benefits from attending Convention '77 in Seattle even if you are coming from the furthest corner of our great land.

After my great pep talk, why don't you get your reservations sent in right now. We need to know how many to plan for, the tours need to know how many buses they will need, Harvey McCray needs to know meal numbers, and before everything else, get those room reservations in so you will be assured of a room.



THE MT. SI GOLF COURSE will host auctioneers on Tuesday, July 26, when golfers and duffers alike will try and beat NAA President Lyle Erickson. Lyle has won the NAA golf tournament for the past two years and the members want their chance to beat him in 1977.

If you are coming by RV's and you don't plan on renting a room in the hotel, we have room in the lot at my barn for about 50 self contained units, plus the parking for those that are staying in the hotel. We will probably be running a shuttle to the Olympic every day.

If you want to park in my lot, write Convention '77, c/o Roberta Abhold, 12318 S.E. 198th St., Renton, WA 98055. Our phone is 206-255-7122.

If you are not self-contained and need to be hooked up to utilities, here is a list of the closest lots.

Trailer Inns  
15531 Interstate 90  
Bellevue, WA 98006

Willow Vista Trailer Village  
21740 84th Ave. So.  
Kent, WA 98031

Vasa Park Resort  
3560 W. Lk. Sammamish Dr.  
Bellevue, WA 98008

Burien Trailer Gardens  
14239 Des Moines Way S.  
Seattle, WA 98188

Hub Trailer Park  
641 N. Wells  
Renton, WA 98055

National Trailer Park  
912 N. 125th  
Seattle, WA 98133

Trailer Haven  
11724 Aurora Ave. N.  
Seattle, WA 98133

Evergreen Trailer Park  
10434 E. Marginal Way  
Seattle, WA 98168

Orchard Trailer Park  
4011 S. 146th St.  
Seattle, WA 98168

Aqua Barn Ranch  
15227 S.S. Renton  
Maple Valley Hwy.  
Renton, WA 98055

Lakeshore Park  
11448 Rainier Ave. S.  
Seattle, WA 98178

Rainbow Trailer Haven  
3714 S. 152nd  
Seattle, WA 98188

Widmer's Beautiful Mobile  
Park  
10604 E. Marginal Way  
Seattle, WA 98168

Holiday Resort Trailer  
Park  
19250 Aurora Ave. N.  
Seattle, WA 98133

Overland Manor  
1210 N. 152nd  
Seattle, WA 98133

University Trailer Park  
2200 N.E. 88th  
Seattle, WA 98115

Skyway Mobile Home  
Park  
13000 Empire Way So.  
Seattle, WA 98178

The pre-convention tours we have planned for Monday and Tuesday are really spectacular, so get those reservations in for them early. It will be harder to pick up last minute people on these tours, even if you can't get your check to us in time, send those reservations in.

The Golf Tournament has been changed to Tuesday afternoon, thus making it impossible to attend the Salmon Derby and the Golf Tournament.

Wednesday is really the day to get to see Seattle if you are not on the VIP Weyerhaeuser Tour or the Bremerton Tour. The Shuttle has been extended to run until 8:30 PM so that you can have a better selection of restaurants besides those just in walking distance of the hotel without going to the expense of a taxi. The Shuttle stops should put you close to 50-75 restaurants of a variety that will fit every taste bud and every pocket book, and you will have from 10:00 a.m. to pick it out.

Try to get back to the hotel on time because from 8:00-10:00 p.m. there will be a reception where you can meet the officers, the Board of the NAA and their wives. It should be quite an evening because, to accompany our cookie munching and conversation, we shall have a beautiful redhead, Patti Brown, playing her full size harp, for an interlude. She will accompany Helen McNab, a very fine singer.

Continued on page 13

**THE OLYMPIC HOTEL**  
**Headquarters**  
**For The 1977 Seattle**  
**National Auctioneers Association**  
**Annual Convention**

**Just Like Heaven in '77!**



**Hotel Room Reservation Form**

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

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

Please Reserve the Following Rooms:

- \_\_\_\_\_ Single Rooms at \$30
- \_\_\_\_\_ Double Rooms at \$39 **(\$6 Charged for each extra person in room.)**
- \_\_\_\_\_ Twin Rooms at \$39
- \_\_\_\_\_ One Bedroom Suite at \_\_\_\_\_\$65 Standard; \_\_\_\_\_\$80 Medium; \_\_\_\_\_\$105-\$135 Deluxe
- \_\_\_\_\_ Two Bedroom Suite at \_\_\_\_\_\$100 Standard; \_\_\_\_\_\$115 Medium; \_\_\_\_\_\$140-\$170 Deluxe

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

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

There will be \_\_\_\_\_ persons in my party.

Arrival Date \_\_\_\_\_ Hour \_\_\_\_\_ P.M.  
A.M.

Departure Date \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

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

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

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Phone: (216) 523-1940**

***Open Weekdays: 8 AM — 5 PM;***

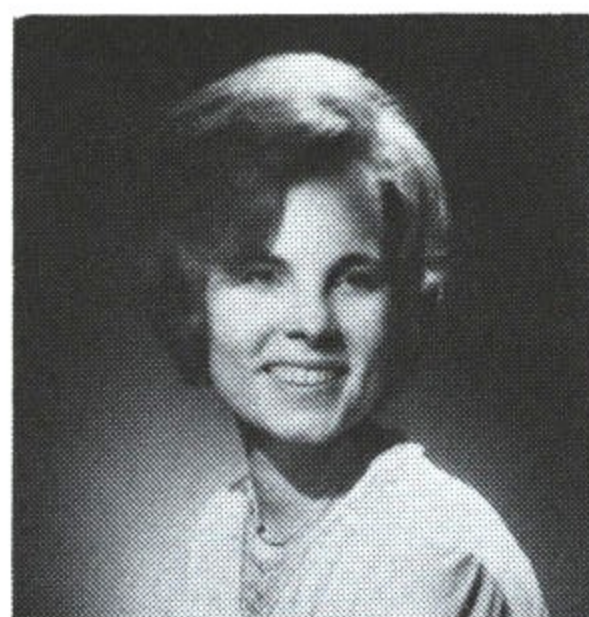
***Saturday : 8 AM — NOON***

## Convention . . .

(Continued from page 10)

### HELEN McNAB

Wednesday night's singer.



During their break, a few of our members are getting up a skit. From about 9:30 p.m. a really great banjo and piano duo, "The Yesteryears", will be holding forth in the Olympic Bowl (in the hotel) for those who prefer singing to talking. Of course, listeners will be welcomed. (Is it true, the rumor that one very vocal president has challenged all comers, feeling that he has got a better chance than past challenges in bronc riding and harness racing.)

The Williamsburg Room should be open from 2:00 p.m. Wednesday on for the younger generation to relax, play games, especially the coin operated electronic games we are bringing in for them. As you know from the March issue, we have a chaperoned party or tour planned every day with a chance to swim, square dance, roller skate, visit a wild animal preserve and that fantastic party full of surprises planned for Saturday afternoon.

To culminate all this there will be a disco dance with one of Seattle's top DJ's, Mark Jeffries, at the table. We hope it's a variety that all the ages will be able to find something they can enjoy.

For those who need more supervision, and so mothers can have some free time, we will have a day care room at hourly rates between breakfast and dinner. No host lunches can be provided. We will have a list of several sitter services for those who wish to go out at night.

Thursday morning we will have a style show staged by Nordstroms, one of our top department stores, open to all our ladies, young and old. Nordstroms is really a first-rate store of top quality so that is one event none of the conventioners of the gentler persuasion will want to miss.

We have been very honored through a personal campaign to have our Governor, Dr. Dixy Lee Ray, to open our convention at Thursday's lunch. Dr. Ray has an illustrious list of credits, rising to national prominence in her bid for the governorship. My whole family is really looking forward to hearing from her.

Our own President Lyle Erickson will be the keynote speaker so it should be quite an afternoon. In the evening before the well run Fun Auction, chairmaned by past president Jim Messersmith, will be a one hour variety show. We will open with the astounding mentalist, Dave La Kay, and close with a man who has had 18 years on TV and won't quite say how many years he has been in the business, Stan Boreson. He's a whole variety show in himself.

### STAN BORESON

Thursday  
night's  
entertainer



Of course, the Fun Auction is an event that needs no introduction, and Jim has a bang up one planned. Just you remember that it's your items that make the night memorable.

Friday will be another outstanding day with the programs planned for the Auctioneers and Ladies Auxiliary luncheons. They are two options you won't want to miss. Then at 4:00 p.m. we start boarding the buses that will take us to Seattle's waterfront where we will embark on sight-

seeing boats for a one and one-half hour trip through Elliot Bay and into the Sound where our dinner awaits us at Kiana Lodge, Garden of the Gods. And it really is a beautiful garden at almost any time of the year.

While we are enjoying the gardens and the lodge, our clam nectar is simmering on the beach and our salmon is barbecuing under the tree. Alder cooked salmon fillets are a taste treat that defies description. And after all this we still have the breathtaking trip back. No one should go away unhappy from this trip and dinner.

On Saturday during the usual schedule for the Auctioneers, their families should have a great time with the tour and party that are planned (details March issue). And the whole convention is to be topped off with the Grand Banquet. Lyle Erickson has picked a really fine speaker in Dr. Le Mar, President of Iowa Wesleyan College. After the formal part of the program we will have a short entertainment by the Margret Tapping Dancers. Then off to the President's Ball next door in the Spanish Ballroom with the versatile music of Frank Seugia.

For those who like to listen and have music with their conversation we will have a cabaret type set up in the area adjoining the ballroom.

The NAA Convention ends Saturday night but on Sunday, as you know, there are tours planned for Alaska, Hawaii and Canada. If you are not taking one of these I hope you are planning to see more of Washington.

So with the workshops planned, the speakers slated and the general activities you can't miss attending Convention '77 at the Olympic Hotel in Seattle. I would like to see all 5,000 NAA members there in July.

Robert F. "Bob" Losey, Sr., Chairman

## Huge Crowd Helps Church Net \$11,000 At Oregon Sale

One of the largest and authentic collections of antiques ever owned in the Marquam, Oregon, area was auctioned from the personal belongings of the late Tena Pedersen on March 11. All proceeds from the sale went to the Marquam United Methodist Church, where Tena Pedersen was a member.

Silverton, Oregon, auctioneer Rick Lang was the auctioneer and the net proceeds for the church was \$11,000. Items sold, and the prices raised, included: 1957 Chevrolet automobile — \$1,000; solid oak Kitchen Queen — \$400; set of 14 state commemorative spoons — \$50; two green depression pitchers at \$90 each — \$180; set of toy tin dishes — \$35; two globe table lamps (Hurricane style) with brass base — \$290; and curved glass China cabinet — \$450.



THE LARGE CROWD surrounds NAA auctioneer Rick Lang of Silverton, Oregon, during the sale of the personal belongings of the late Tena Pedersen, long time resident of the Marquam, Oregon, area.

## Limited Space Available For Pre and Post-Convention Tours

By Roberta J. Abhold, Chairman  
Pre and Post-Convention Tours

There are still a few places left on the post convention tours. If you hurry you can still get in these once in a lifetime tours.

Both Alaska and Hawaii are well worth your time and money. Each tour has been specially tailored over what you would be able to get from your local travel agent, so don't let this chance pass you by. It may never come again.

The detailed information is in the last three issues of THE AUCTIONEER and I still will send you a detailed itinerary for Alaska if you write me immediately.

One thing I really want to stress is that if you are flying to Seattle you should send for the Hustle Bus tickets. It is quite a savings and you can only get them by mail.

If you want the tickets, buy the round trip tickets since I will probably be unable to sell return tickets at the convention. It should be the cheapest, fastest way to get to The Olympic Hotel for most of you. The bus goes directly from the airport to the hotel with no stops in between.

As those who have already received their receipts know, I don't mail the tickets back to you. You will pick them up from me at The Olympic. I'll be in the hotel from Saturday afternoon July 23 onward, and you can locate me by referring to the hotel bulletin board, which will give you the location.

Right now, if you are planning to be in Seattle on Monday and/or Tuesday you should be thinking of signing up for the tours on those days. Each of these tours has been hand-picked and specially tailored by me. They show the best advantages of the area in the least time.

I feel each will be a spectacular, memorable experience and a shutter bug's delight. For bus and food scheduling, I need your reservations as soon as possible.

It really is hard for me to describe the scenery on these trips without sounding Hollywood. Even if you've brought your car or RV, one of these tour would be a good orientation of the area.

Please note that the Golf Tournament has been re-scheduled to Tuesday afternoon, July 25. We're sorry but this does create a conflict with the Salmon Derby. You won't be able to attend both functions.

For those of you who might be using the day care room, please fill out the form on page 15 and send it to us immediately. If you have any questions about the tours or Seattle, please let me know. See you in Seattle.

### Attention NAA Golf Tournament '77 Chairman:

I plan to be in Seattle on time on Tuesday, July 26, 1977, to play in the NAA Golf Tournament at Mt. Si Golf Course (my hotel reservations have already been made, etc.). Please include me in the group, who will try and beat NAA President Lyle Erickson in this year's tournament:

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Suggested Handicap \_\_\_\_\_; Actual Handicap \_\_\_\_\_;

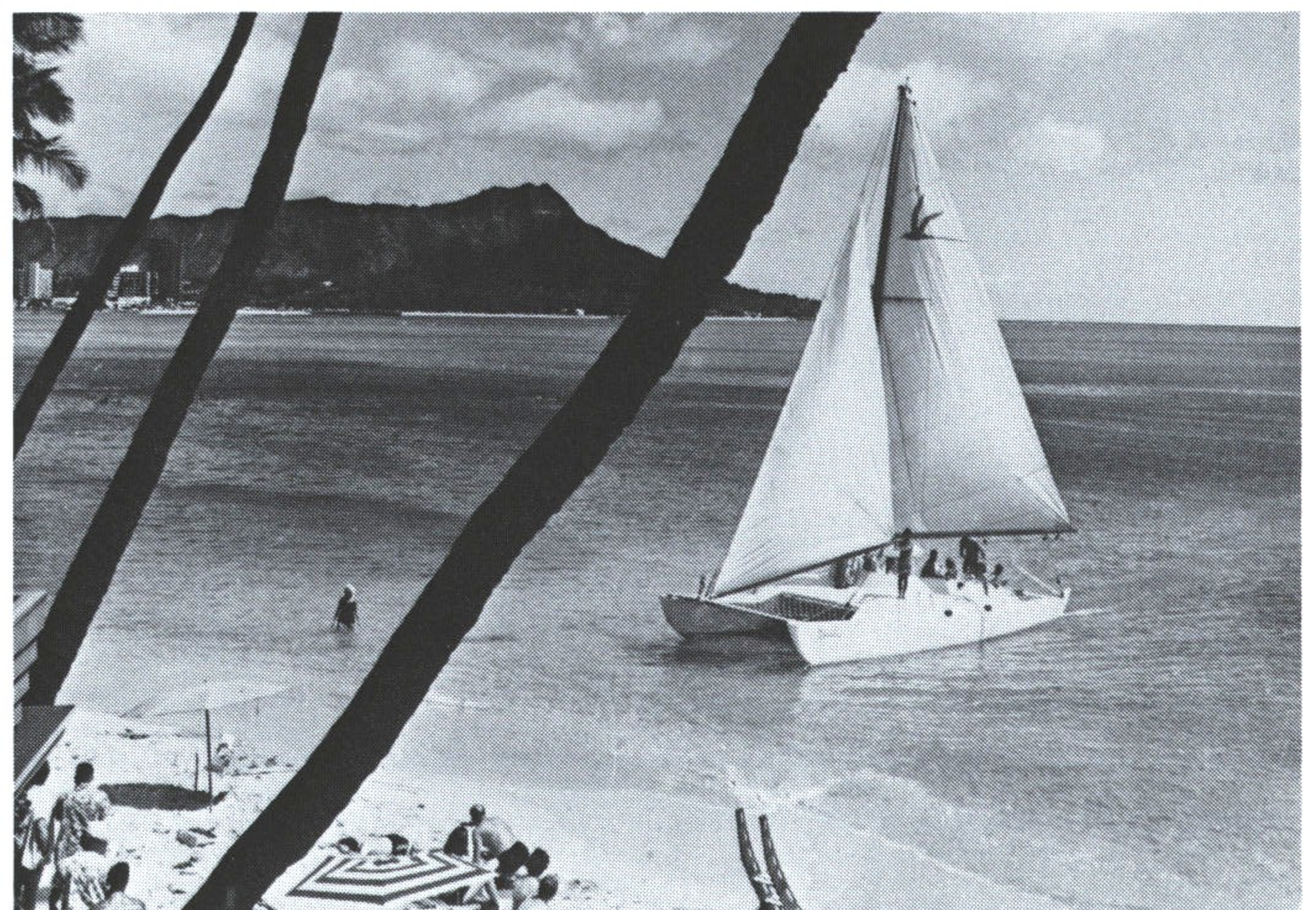
Send completed form to: NAA Golf Tournament '77, 135  
Lakewood Drive, Lincoln, NE 68510.



POST CONVENTION PLANNERS will eagerly await their visit to Mendenhall Glacier near Juneau, most popular glacier in Alaska.



SKAGWAY, ALASKA's main dirt street (Broadway) looks much as in the 1898 Gold Rush days. Skagway is planned for the Alaska Post Convention Tour.



HAWAII is the vacation spa of the World and auctioneers, their families and guests can "see for themselves" on the Post Convention Tour planned after the 1977 NAA Seattle Convention.

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

Name \_\_\_\_\_ Spouse's Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Please Include the following  
Children for Events Marked: \_\_\_\_\_

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

**Please Mark the Appropriate Events:**

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

**Monday, July 25**

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

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

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

Seattle Hotel

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

**Tuesday, July 26**

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

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

**TOUR E:** Beachcombing on the Olympic Peninsula \_\_\_\_\_ @ 26.00 ea. \_\_\_\_\_  
Children Under 12 Years \_\_\_\_\_ @ 16.00 ea. \_\_\_\_\_  
Golf Tournament \_\_\_\_\_ @ 10.00 ea. \_\_\_\_\_

**Wednesday, July 27**

**TOUR W-3:** Weyerhaeuser VIP \_\_\_\_\_ @ 10.00 ea. \_\_\_\_\_  
**TOUR W-4:** Chinatown \_\_\_\_\_ @ 2.00 ea. \_\_\_\_\_  
With Lunch \_\_\_\_\_ @ 6.00 ea. \_\_\_\_\_

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

**TOUR G:** Shuttle Service to Pioneer Square \_\_\_\_\_ @ 2.25 ea. \_\_\_\_\_  
Young People's Roller Skating Party \_\_\_\_\_ @ 3.50 ea. \_\_\_\_\_

**Thursday, July 28**

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

**Friday, July 29**

**TOUR I:** Northwest Trek & Swim \_\_\_\_\_ @ 9.00 ea. \_\_\_\_\_

**Saturday, July 30**

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

TOTAL: \$ \_\_\_\_\_

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

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

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

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BOSWELL, IN 47921

Contact DAN FIELY — Sale Manager  
Owner — PAUL TOLEN, JR.

CALL TOLL FREE FOR INFO. 800 428-0950

## Sign Up Now for the Tour of Washington State Agriculture

The "Cross State Agriculture Tour" committee is awaiting your letter, indicating that you will join them in the tour of the agriculture areas on a trip from Spokane to Seattle, preceding the 1977 NAA Convention on July 28-30.

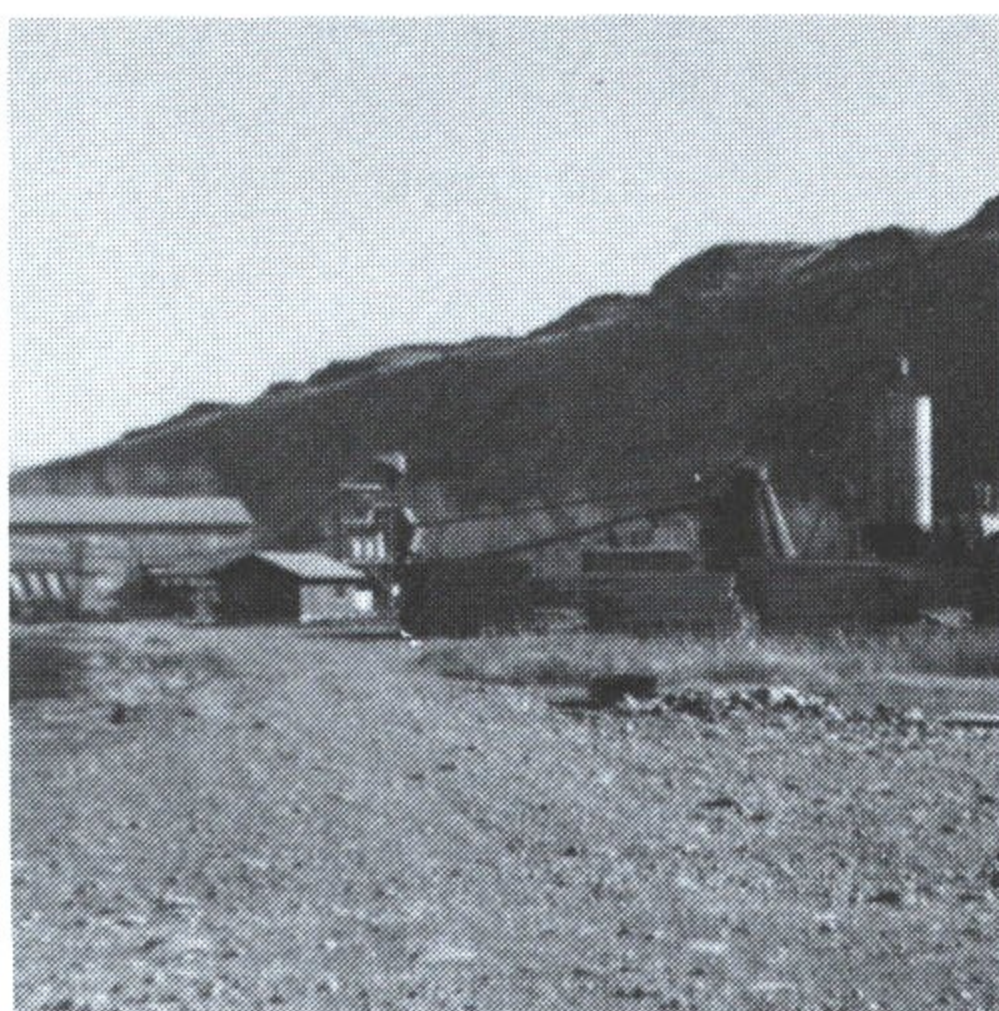
The cost of the Cross State Agriculture Tour by bus will be \$35 per person, which includes one breakfast and two lunches. If you are driving (traveling by camper or motor home) the cost of the breakfast and two lunches is \$10 per person.

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

Information about the Washington State "Cross State Agriculture Tour" was published in the last two issues of THE AUCTIONEER magazine, which includes the areas to view and the information about the hotels/motels along the way. If interested in this tour, please contact Bill Jones as soon as possible.

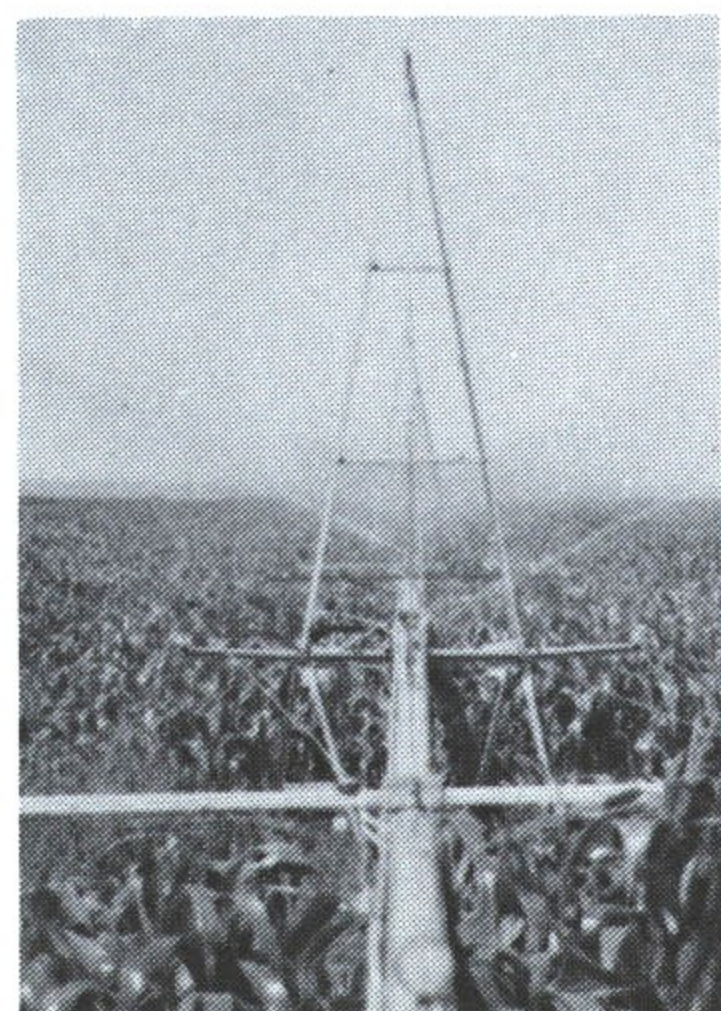


Whistlin Jacks Restaurant, one of the stops on the Tour.



Saw Mill on way to Whistlin Jacks restaurant.

Columbia Basin corn.



Alfalfa growing in Columbia Basin.



Wheat, growing in the Columbia Basin.

May, 1977

## Baby Sitter Request For 1977 Seattle NAA Convention

Dear Roberta:

I will need baby sitting facilities for my young children during the 1977 Seattle NAA Convention. I understand that you need advance information on ages, names, etc., of my children so that advance planning can be made to have qualified baby sitters in the special room on the second floor of THE OLYMPIC HOTEL during the convention activities.

I plan to arrive in Seattle at the Olympic on (date) \_\_\_\_\_

\_\_\_\_\_ and will need baby sitters for \_\_\_\_\_

children for the days of: \_\_\_\_\_ ;

\_\_\_\_\_ ; \_\_\_\_\_ ;

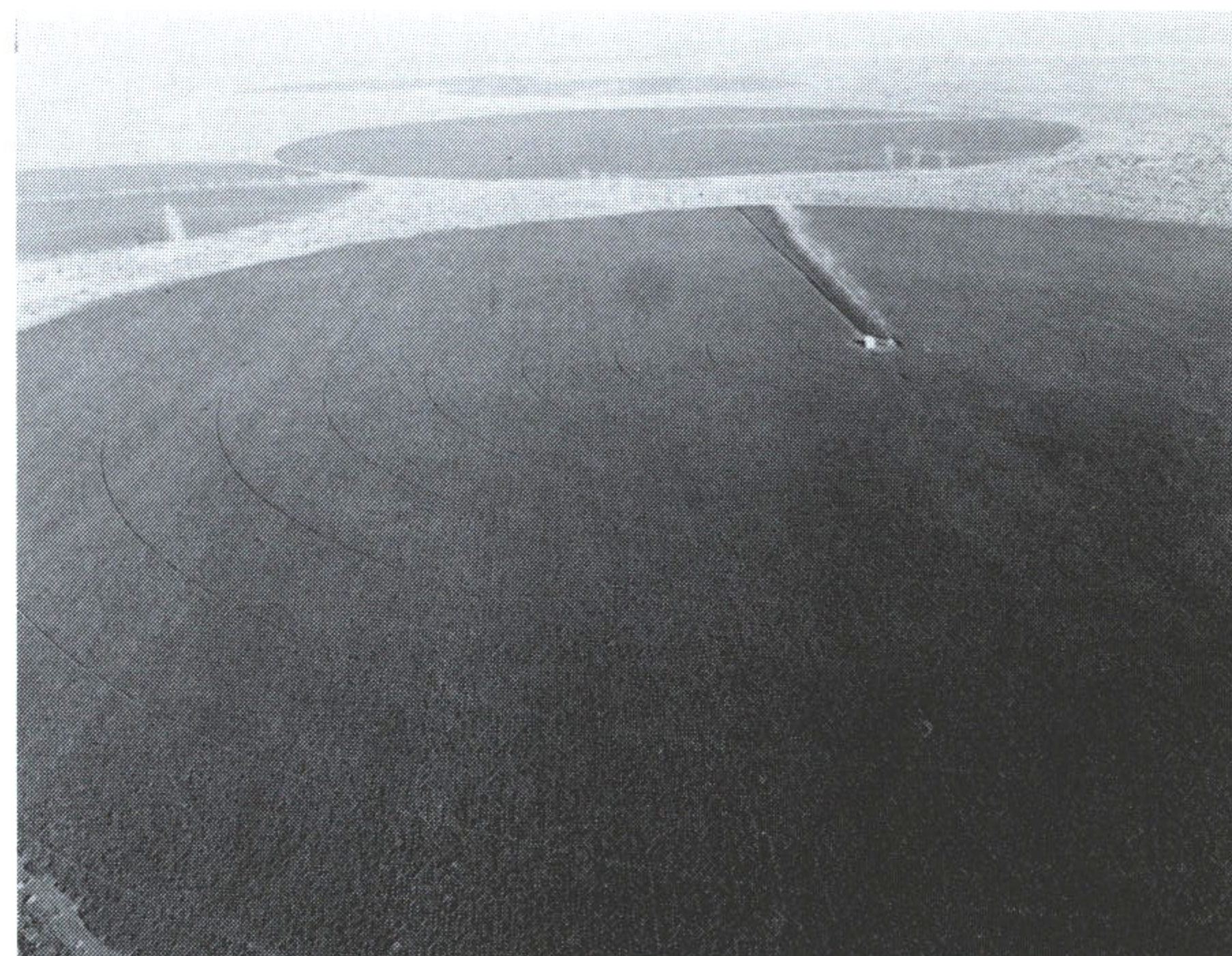
(day & date, time from - to) (day & date, time from - to)

\_\_\_\_\_ ; \_\_\_\_\_ ;

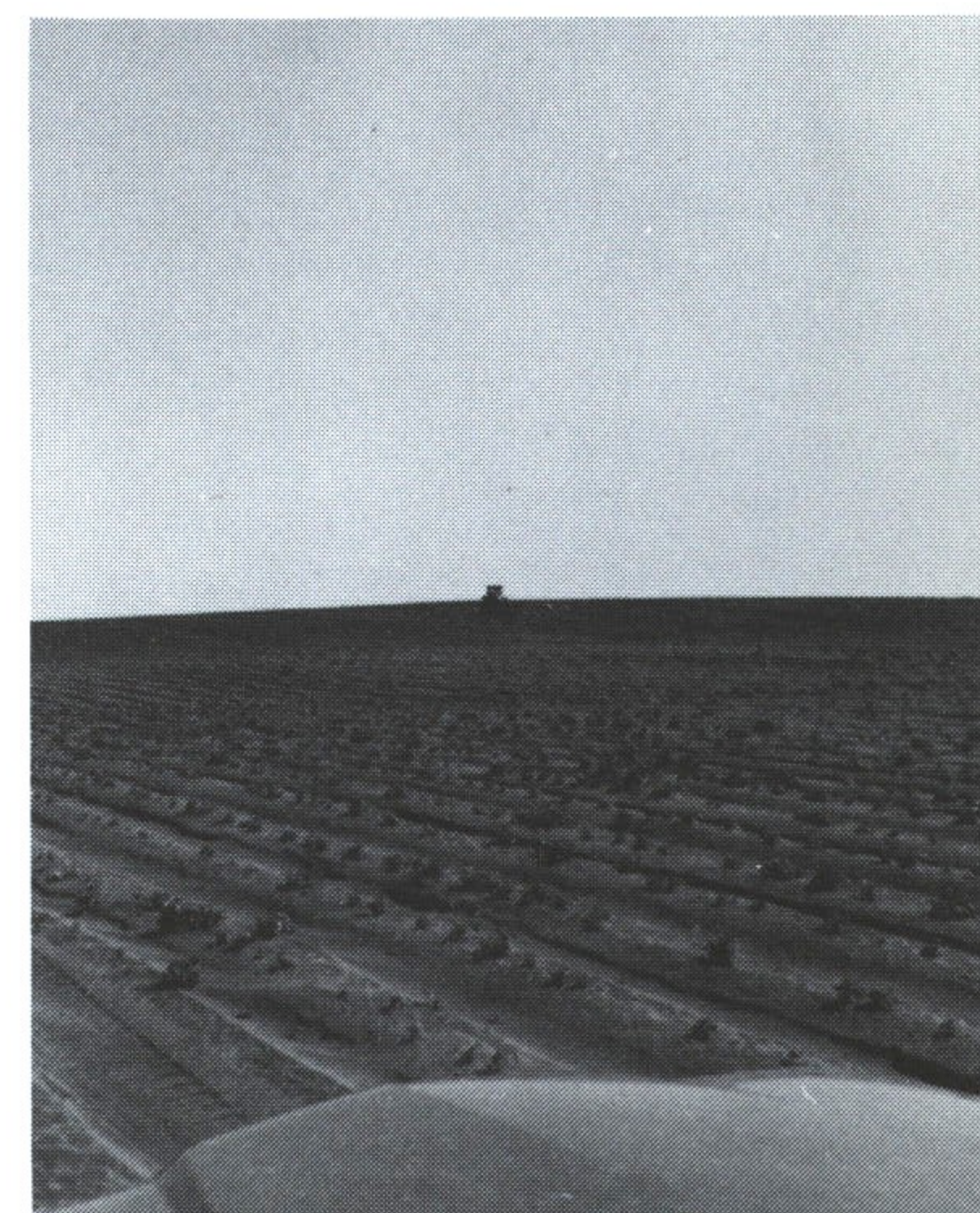
\_\_\_\_\_ ; \_\_\_\_\_ ;

\_\_\_\_\_ ; \_\_\_\_\_ .

Send this completed form to: Col. Roberta Abhold, 12318 S.E. 198th, Renton, WA 98055.



Potatoes, growing on circle irrigated farmland in Columbia Basin (top and bottom).



## 1977 World Livestock Auctioneer Contest to be Held in Calgary

Calgary, Alberta, is preparing for the 1977 World Livestock Auctioneer Championship to be held Thursday, June 16, 1977.

This international competition annually attracts the best livestock auctioneers from throughout Canada and the United States. It is sponsored by the Livestock Marketing Association, Kansas City, Missouri, and conducted by the Livestock Market Digest, Inc.

All contestants are professional auctioneers in a competitive event promoting professionalism, focusing on the role of the auctioneer merchandising livestock.

Last year's Championship was held at New Holland Sales Stables, Inc., New Holland, Pennsylvania, where Steve Liptay, Bowmanville, Ontario, bested a field of 52 contestants and judged 1976 World Champion.

The location of the Championship is moved each year to coincide with the annual Livestock Marketing Congress and to attract new competitors each year, emphasizing to each region of the United States and Canada the need for professionalism and the vital role of the auctioneer in the marketing sector of the livestock industry, said Gerald D. Nevins, Contest Coordinator.

World Champions include: Ed Buckner, 1963; Cecil Ward, 1964; Glen Helberg, 1965; H. 'Skinner' Hardy, 1966; Ken Troutt, 1967; Robert Schnell, 1968; Archie Moody, 1969; Ronald Woodward, 1971; Bob Steffes, 1972; Jim Strain, 1973; Ralph Wade, 1974; Ron Ball, 1975; and the current title holder, Steve Liptay, 1976.

This exclusive group of the 'World's Best' epitomizes the professional approach and is reflected in the caliber and skill of the many participants and winners, regional and world titlists, Nevins said.

The Championship is sanctioned by the National Auctioneers Association and receives excellent support from them through publicity in their monthly magazine and assistance at the event each year.

Contestants may enter by using entry blanks printed in the Auctioneer Magazine, the Livestock Market Digest, obtained from livestock marketing businesses or by writing to Livestock Market Digest, Inc., 4900 Oak Street, Kansas City, Missouri 64112.

Nine livestock market owners or managers are selected to judge the event, who scores each contestant on the same qualities he looks for when employing a livestock auctioneer. Judging is conducted while the contestants are merchandising livestock from a Showcase Cattle Sale.

Sequence of participating auctioneers in the contest is determined by a random drawing immediately prior to the competition during a pre-championship briefing.

Twelve winners are chosen each year: World Champion, Reserve World Champion, Runner-up World Champion, plus Champion, Reserve Champion and Runner-up Champion from each of the East, West and Central regions of North America.

Nevins said the Championship is always a colorful event as the best in livestock auctioneering enter the international competition to compete for the prestigious and numerous trophies, titles and prizes. Each contestant has a distinctive delivery and the rapid pace of the competition makes an enjoyable and educational spectator event.



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**We have often been imitated, but never equaled. It will cost you 13¢ to get the answer. (It used to be 3¢.)**

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

**WRITE:**

**Western**  
college of auctioneering  
Box 1458 Billings, MT 59103

### An Auctioneers' Wedding

Lee Viningre of Grahamsville, New York, and Betty Lou Hexamer, Orlando, Florida — both members of the NAA — were married on February 25, 1977. The couple were married in Col. Viningre's home in Grahamsville.

Betty Lou has been in the auction business for several years and prior to becoming a bride, was secretary-treasurer of District 2 of the Florida Auctioneers Association. Col. Viningre is a ten-year member of the NAA.

The couple will remain in Grahamsville where they will operate the Grahamsville Auction Center.

### Kansas City Auctioneer Sells Land at Average Of \$1,533 Per Acre

Four tracts of land in Western Missouri sold for an average of \$1,533 per acre and a total price of \$481,490 by the Shopen Realty Auction Company of Kansas City, Missouri. NAA member Cecil Shopen reports, "the tracts were sold individually and one of the tracts, an 18-acre tract, sold for \$1,703 per acre, which is a record high for the area in the State of Missouri."

The land sold is located forty miles north of Kansas City, in the Lexington, Missouri, area in Ray County. The tracts were sold individually and a large crowd attended the auction, conducted by Cecil Shopen and ably assisted by Col. Harry Glasscock of Waverly, Missouri, and Robert C. Shopen, Cecil's son, both experienced auctioneers.

The Shopen firm handled the sales for the Trust Department of the First National Bank of Kansas City and its associate bank, the Commercial Bank of Lexington, Missouri. The land was originally the Limburg estate.

Four tracts of farmland southeast of Henrietta, Missouri, totaling 314 acres, were sold and the 18-acre tract, mentioned above, is believed to be a record price in both the county and state for agricultural property. Shopen Realty said they believe the acre price on the tract will set a new record in Missouri for land to be used strictly for farming.



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3rd Monday in May	1st Monday in November

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2. We have the most modern teaching aids including video tape closed circuit T.V.
3. Effective January 1, 1977, there will be a change in tuition as shown in our catalog.
4. We are approved by the Tennessee Department of Education and approved for Veterans training.
5. We are located in Music City, U.S.A., Nashville, Tennessee, which has many activities including the Grand Ole Opry, Opryland and Country Music Hall of Fame.
6. We have a term beginning soon that will fit your plans.

**\* Write now for a free catalog or call (615) 762-5534! \***

## NASHVILLE AUCTION SCHOOL

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Nashville, TN 37203**

### Michigan Auctioneer Petitions Michigan Township Board on Proposed Ban of Auction Sales

The headlines in a newspaper article in AuSable, Michigan, stated, "New Law Stop Auctions in AuSable". Dan R. Price of Mikado, Michigan, doesn't like the law and has responded with a letter to the AuSable Township Board as follows:

AuSable Township Board  
Oscoda, Michigan

Gentlemen:

This letter constitutes a petition formally opposing the proposed township ordinance 25 which will outlaw all auction houses, livestock auction yards, car auctions and special auctions where the merchandise to be sold has not been in the owner or auctioneers possession for at least one year.

This ordinance is going to affect a large portion of the town people who need to be able to purchase merchandise for a reasonable price. It is not fair that a few town businessmen can force out competition this way. The auction way of selling is the oldest way of marketing in the world and is still the most widely used and best way of establishing a fair market price. The town businessmen are free to price their own merchandise, run special sales or hold auctions. However, an auction takes a big risk because the merchandise may not even bring the wholesale price.

Businesses are not required to hold merchandise in their possession for one year before selling, nor are they required to get special permits, or an inspection before they make a sale. To force an auctioneer to do so is discriminating against a legitimate business. What ever happened to our constitutional free enterprise system, and what is happening to AuSable and Oscoda?

I would like to suggest sections 1 thru 9 be dropped. However, certain portions of section 10 (letters A, B, C, E & K) that govern auctioneer's "ethics" definitely should be enforced. Letter D which prohibits a loud speaker is unreasonable as almost any event held outdoors with a large crowd has to use a microphone to be heard.

Section 11 should insert the word "new" reading "If the auction sale is of 'new' platinum, gold, silver, etc." Any other of these items other than brand new would probably be of unknown quality, origin or antique.

I am asking the township to reconsider before resorting to such a drastic measure. Thank you.

Sincerely,

Col. Daniel R. Price, Auctioneer  
cc of letter and Ord. 25: National Auctioneers Ass'n., Mich. Auctioneers Ass'n., Governor Milliken, Congressman Phillip Ruppe.

The newspaper article, describing the new law, is being reprinted to show the intent of the new law. The date the Township of AuSable Ordinance No. 25 was printed was March 9, 1977. The news article follows:

AuSABLE — An ordinance which would ban auction sales in which merchandise is brought into the community was adopted by unanimous action of the AuSable Township Board Monday night.

Appearing in full elsewhere in this edition, the ordinance will take effect 30 days after publication unless **petitions of opposition are filled with the township within that period.**

Patterned after a similar regulation in East Tawas, regulations under the ordinance call for permits for all auction sales in the township, but basic regulation of the law is that all merchandise sold in such sales must have been in the owner's possession for a year before the sale.

Behind the passage were complaints by some members of the business community against at least three recent auctions

at the American Legion building, two tool sales and one toy sale, in which all merchandise was brought in for the sales and no return was realized by the township.

It was the feeling of the township officials that such sales are unfair competition to local businesses which employ local people and pay local taxes.

Supervisor Terry Palmiter said that Oscoda is considering a similar restriction for that unit, also noting that AuSable officials will have consideration for adoption at the April meeting of morals ordinance.

## Virginia Auctioneer Ron Tull Complains About Auctions Held By Sheriff-Police Personnel

*NAA member Ron Tull of Annandale, Virginia, has written a letter of complaint to several local boards of supervisors, county executives and mayors. Auctioneer Tull wrote the NAA Office, saying, "I would appreciate it if you would publish it in THE AUCTIONEER and perhaps it would motivate others to do something in their locales if they have the same problem."*

Re: Sheriff-Police conducting their personal auction business from their public office (a conflict of interest).

"The Sheriff or Chief of Police or their subordinates are using their office and administrative personnel to receive auction calls, set auction dates, and conduct auctions which are not the duties of these people either by court order or by law. This type of private auction business is at the taxpayers' expense and contributes to an inefficient and inadequately run sheriff-police department. Some depart-

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ments are so blatantly open about their auction business that they buy auctioneer's license, conduct auctions for purchasing agents and private parties, print auction business cards, collect the auction fee and pocket it or deposit it in some fund ostensibly for the sheriff-police department.

"I have attended service club and public meetings at which law enforcement and public officials pleaded for more money and personnel to accomplish their law enforcing work. Our office continues to receive calls to conduct trustee auction sales or similar auctions and quite often the caller, when told our fee, will say the sheriff-police will do it cheaper! Yes, they can because they have no overhead! We continue to observe the sheriff-police department conducting auctions which are not their duty by law or court order. This kind of activity has made my blood boil time and time again not to mention the inequities and injustices these poorly promoted, managed, and conducted auctions generate on the public.

"I am requesting you bring this matter up at your next board-council meeting and investigate your law enforcing departments for improper auction business and then put them in the law enforcing business to do what they were elected, trained, educated, qualified, and hired to do.

"This letter is not a criticism of the departments which engage the services of a commercial auctioneer."



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# 1977 World Livestock & Auctioneer Championship

## June 16

The Calgary Livestock Exchange  
Calgary, Alberta

### Official Entry Form

Contestant's Name: \_\_\_\_\_ Date: \_\_\_\_\_

Home Address: \_\_\_\_\_

Business Address: \_\_\_\_\_

Contestants must complete the following information for use in pre-contest and championship publicity. Use additional pages, if necessary. A head and shoulders photograph of contestant is requested. Please print.

How many years has contestant been an auctioneer? \_\_\_\_\_

Has contestant entered previous auctioneer contest? \_\_\_\_\_

If so, when and where? \_\_\_\_\_

Awards won? \_\_\_\_\_

If contestant is employed or retained by a competitive livestock market, please complete the following:

Names and titles of market owners: \_\_\_\_\_

Approximately how long has market been in business? \_\_\_\_\_

Marketing days? \_\_\_\_\_

Name, address of newspapers, radio and television stations you would like to receive a news release announcing your participation in the World Livestock Auctioneer Championship.

\_\_\_\_\_  
\_\_\_\_\_

( ) My Entry Fee of \$125 is enclosed

( ) Photograph Enclosed

\_\_\_\_\_ Number of persons in your party who will attend the Awards presentation on June 16.

Mail this form with entry fee and photograph to:  
**World Livestock Auctioneer Championship  
Livestock Market Digest  
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## Record Number of North Dakotans Attend 1977 Association Meeting

A record attendance of North Dakota auctioneers was registered during the 1977 North Dakota Auctioneers Association Convention, held in Dickinson on February 26-27. NDAA President Roger Skiftun, of Manfred, presided over the meetings.

Very informative seminars were held by member auctioneers Harold Ellingson (Edgeley) and Gerald Kemnitz (Cavalier). NAA President Lyle Erickson was the featured and honored banquet speaker. The crowd enjoyed a lively talk, followed by his auctioning off his belt buckle to the highest bidder, who was Truman Kongslie of Herried, South Dakota. Truman paid \$100 for the buckle and donated the proceeds to the North Dakota Auctioneers Association.

A memorial service was held for Clayton Fjelstad, former director, who was killed in a car accident on September 21, 1976. Tony Heinze (Dazey) donated \$400 to the NDAA in Clayton's memory. Tony fulfilled Clayton's auction obligations and donated the commissions. Clayton was a long time member of the NDAA and will be sorely missed by all.

The Annual Champion Auction Contest was held and the winners included: Market Division: Number one — Lynn Weishaar of Shadehill, South Dakota; number two — Truman Kongslie of Herried, South Dakota; number three — Tony Heinze of Dazey, North Dakota.

Merchandise Division: Number one — Tony Krance, Southheart; number two — Chuck Rodin, Marion; number three — Bud Zimbelman, Bismarck.

The proceeds of the contest sale were donated to the 4-H Foundation and was much appreciated.

New officers and directors for 1977 are: President — Arlo Schmidt, Maddock; Vice President — Lester Van Beek, Hague; Secretary-Treasurer — Chuck Rodin, Marion. Di-



NAA PRESIDENT Lyle Erickson was the featured speaker at the North Dakota Auctioneers Association banquet. Pictured with Lyle are (left to right) Marge and Wilbert Kroh and Roger and Linda Skiftun. Roger is the immediate past president.

rectors: Tony Krance, Southheart; Bud Rice, Tioga; Gerald Kemnitz, Cavalier; Kelly Fisher, Hague; Bob Steffes, Arthur; and Roger Skiftun, Manfred. Judy Heinze will continue to serve as Executive Secretary and Treasurer and her address is 1008 4th Avenue East, West Fargo, ND 58078.

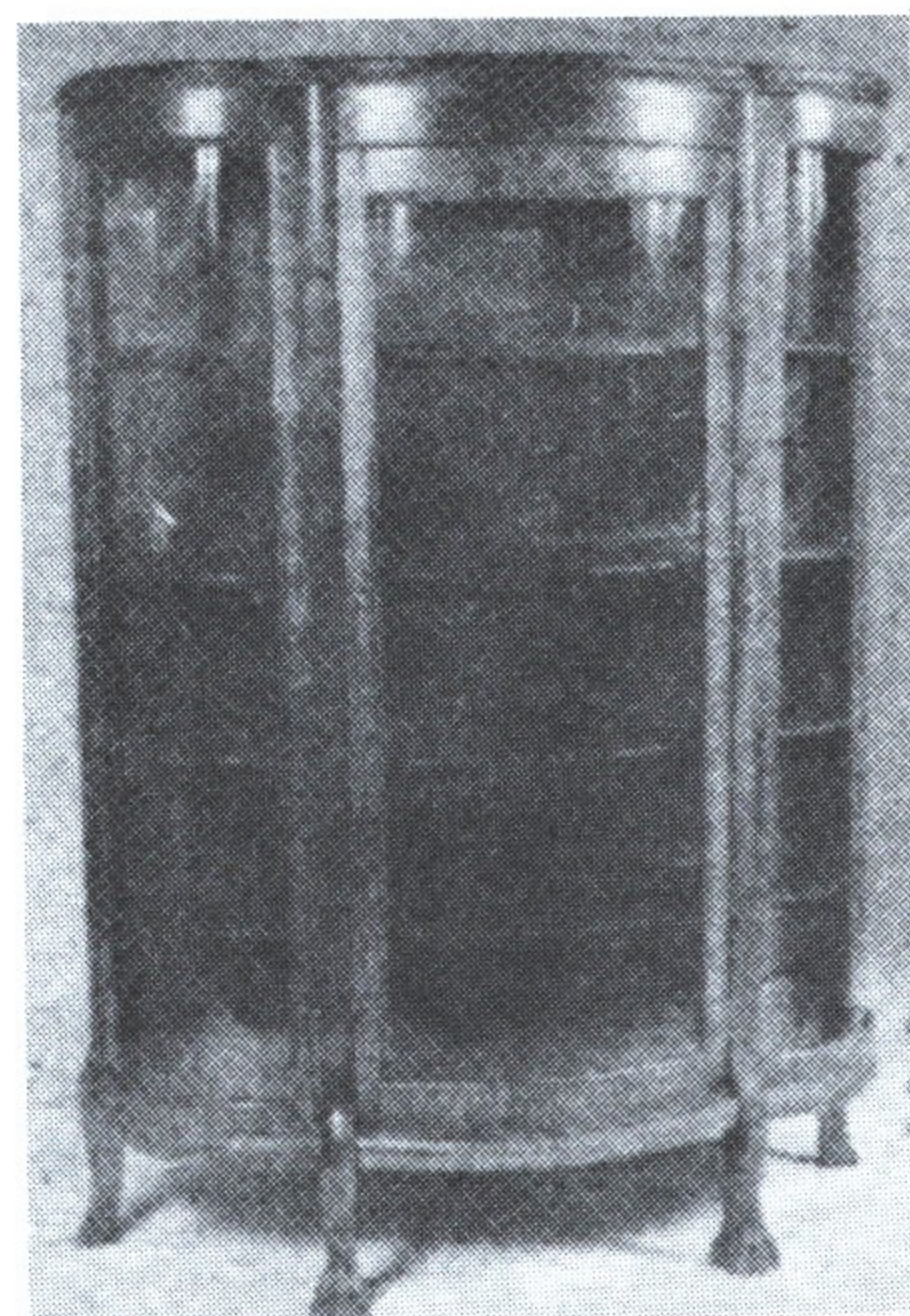


A CHECK was presented to the 4-H Council by newly elected NDAA President Arlo Schmidt (left). The contribution came from the proceeds of the Market and Merchandise Contest sale.

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Without hesitation she responded: "To test the patience of my relatives."

### SCHOOL BOY

Mother: Well, Johnny, what did they teach you in school today?

Johnny: Not much, mom. I gotta go back tomorrow.

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# National Auctioneers Association Convention

**July 25-30, 1977**  
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All events will be held in The Olympic Hotel, except Tour Events on Monday, Tuesday and Wednesday and throughout the convention (sponsored by Washington State Auctioneers Association) and the Friday afternoon bus and boat trip to Kiana Lodge.

**Monday, Tuesday and Wednesday Tour  
Times to be Determined by Washington  
State Auctioneers Association**

## Tuesday, July 26

- 12:00 noon MT. SI GOLF TOURNAMENT — Buses leave hotel at 12:00 noon for golf tournament at Mt. Si Golf Course, Snoqualmie, Washington. Transportation Arrangements to and from golf course to be made by Washington State Auctioneers Association committee.
- 1:00 p.m. REGISTRATION — Palm Court, Lobby

## Wednesday, July 27

- 8:00 a.m. REGISTRATION — Palm Court, Lobby
- 2:00 p.m. EXHIBITS SET UP — Spanish Lounge, Mezzanine Level
- 8:00 p.m. RECEPTION — Georgian Room, Lobby — Reception for all convention attenders by NAA Board of Directors and Convention Committees. Entertainment by Patti Brown and Helen McNabb. Reception followed by "Sing-A-Long" in Olympic Bowl. Entertainment provided by "The Yester-years" banjo and piano duo.

## Thursday, July 28

- 8:00 a.m. REGISTRATION — Spanish Lounge, Mezzanine
- 9:00 a.m. STATE OFFICERS' WORKSHOP — Georgian Room, Lobby — Workshop for state officers (includes president, vice president and secretary and/or treasurer). C. P. Dunning, Chairman; Wylie Rittenhouse, Co-chairman.
- BID CALLING SEMINAR — Olympic Bowl, Lower Level — Howard Buckles, Chairman.
- 12:00 noon CONVENTION '77 KICKOFF LUNCHEON — Grand Ballroom, Lobby Level — Luncheon includes introduction of head table guests and dignitaries; welcoming addresses from city and state dignitaries; recognition of convention hosts and committees; keynote address by Lyle Erickson, NAA President, Cresco Iowa.
- 3:00 to 4:30 p.m. CLERKS, CASHIERS AND AUDITING WORKSHOP — Georgian Room, Lobby — Hubert Songer, Chairman.
- INDUSTRIAL EQUIPMENT WORKSHOP — Olympic Bowl — John O'Connor, Chairman.
- 7:00 p.m. VARIETY HOUR — Grand Ballroom, Lobby Level — Entertainment by mentalist Dave La Kay, followed by comic, humorist and accordionist Stan Boreson. Entertainment will begin sharply at 7:00 p.m. so that the event will conclude at 8:00 p.m., at which time the Fun Auction will begin.
- 8:00 p.m. NAA FUN AUCTION '77 — Grand Ballroom, Lobby Level — The 1977 Fun Auction will begin as usual with the President of the NAA selling the first item. NAA Convention registrants, State Associations and auctioneers all are requested to submit Fun Auction items for sale at the 1977 Fun Auction. 1977 Fun Auction Chairman, Jim Messersmith.

NOTE: While auctioneers, their spouses and guests are attending Fun Auction, an "A Square Swim Party" will be held for the young people — See Pre and Post-Convention Registration Form for additional information.

## Friday, July 29

- 8:00 a.m. REGISTRATION — Queens Room, Mezzanine
- 9:00 to 10:20 a.m. ANTIQUES WORKSHOP — Georgian Room, Lobby Level — Forrest Mendenhall, Chairman.
- DAIRY AUCTIONS WORKSHOP — Olympic Bowl, Lower Level — Dale McPherson, Chairman.
- 10:30 to 11:45 a.m. AUTO AUCTIONS, DEALER & CLASSIC WORKSHOP — Olympic Bowl, Lower Level — Marvin Smith, Chairman.
- FARM SALES, MACHINERY CONSIGNMENT WORKSHOP — Georgian Room, Lobby Level — Joe Donahoe, Chairman; Wayne Ediger, Co-Chairman.
- 10:30 a.m. LADIES AUXILIARY BUSINESS MEETING — Spanish Ballroom, Mezzanine — All ladies attending the NAA Convention requested to attend this meeting. Mrs. Martin "Brenda" Higgenbotham, President, presiding.
- 12:00 noon LADIES AUXILIARY LUNCHEON — Spanish Ballroom, Mezzanine — Food and fun for the ladies of the convention. Mrs. Martin "Brenda" Higgenbotham, President, presiding. Luncheon sponsored by Washington State Auxiliary Association, Mrs. Earl "Mary" Witzel, Chairman.
- 2:00 to 3:15 p.m. OPEN MEETING, NAA BOARD OF DIRECTORS — Olympic Bowl, Lower Level — Meeting open to general membership.
- 4:00 p.m. KIANA LODGE "GARDEN OF THE GODS" OUTING — The entire convention delegation will board buses sharply at 4:00 p.m. for trip to Seattle Waterfront for transfer to boats for trip on Puget Sound to Kiana Lodge. Evening includes appetizer at Kiana Lodge of clam nectar and dinner of barbequed salmon. Event registration includes roundtrip bus and boat ride and dinner at Kiana Lodge. Event concludes at approximately 9:30 p.m.

## Saturday, July 30

- 7:30 a.m. STATE OFFICERS' BREAKFAST — Downstairs Room, Arcade Level — Sponsored by National Auctioneers Association Board of Directors for the State Association Officers. C. P. Dunning, Chairman; Wylie Rittenhouse, Co-Chairman.
- 8:00 a.m. LADIES AUXILIARY BOARD OF DIRECTORS CONTINENTAL BREAKFAST — Pacific Evergreen Room, Mezzanine.
- 9:00 to 10:20 a.m. REAL ESTATE WORKSHOP — Georgian Room, Lobby Level — R. A. "Dick" Mader, Chairman.
- COINS, STAMPS, GUNS & CHARITY AUCTIONS' WORKSHOP — Olympic Bowl — William J. Josko, Chairman.
- 10:30 to 11:45 a.m. AUCTION HOUSES, FURNITURE & HOUSEHOLD SALES WORKSHOP — Georgian Room, Lobby Level — Ed Huisman, Chairman.
- LIVESTOCK AUCTION MARKETS' SELLING WORKSHOP — Olympic Bowl, Lower Level — Dick Kane, Chairman.
- 1:30 p.m. ANNUAL MEETING OF THE NATIONAL AUCTIONEERS ASSOCIATION — Spanish Ballroom Mezzanine — Lyle Erickson, NAA President, Presiding. Includes Memorial Service by Ladies Auxiliary; NAA Committee reports; 1978 Boston NAA Convention highlights; election of officers and directors.
- 4:00 p.m. FIRST ANNUAL MEETING OF THE 1977-78 NAA BOARD OF DIRECTORS — Colonial Room, Mezzanine.

7:00 p.m. **PRESIDENT'S BANQUET** — Grand Ballroom, Lobby Level — Retiring President Lyle Erickson, Presiding. Includes introductions of 1977-78 President of both the National Auctioneers Association and the Ladies Auxiliary; installation of officers and directors of the NAA; presentation of awards to retiring directors and Advertising Contest finalists.

9:30 p.m. **PRESIDENT'S BALL** — Spanish Ballroom, Lobby Level — Dancing to the music of the Frank Seugia Orchestra.

**NOTE:** The June and July issues of **THE AUCTIONEER** magazine both will include complete information on speakers, workshop instructors, young people's activities, schedules, etc.

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Mrs. Walter (Marie) Flatow, Waterbury Center Vermont

Mrs. Edwin (Patsy) Fulkerson, Jonesboro, Tennessee

**Terms Expiring 1978**

Mrs. Morris (Velda) Fannon, Pennington Gap, Virginia

Mrs. Ken (Marian) Barnicle, Ballwin, Missouri

Mrs. John (Lucille) Freund, Omro, Wisconsin

**Terms Expiring 1977**

Mrs. Dean (Jean) Fleming, Atkinson, Nebraska

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## In Memoriam . . .

### Ralph S. Day

Ralph S. Day, longtime secretary for the New Jersey State Society of Auctioneers — he served in that position for 22 years — passed away on March 5, 1977, after a lingering illness.

Ralph was an auctioneer for over 40 years. He was one of the founders of the New Jersey State Society of Auctioneers and was secretary until his retirement earlier this year. A professional in every respect, he had done much to upgrade the image of auctioneering throughout the state. He will be sorely missed by his many friends and fellow members of both the NJSSA and the NAA.

He is survived by his wife of the home at 183 Broad Avenue, Leonia, NJ 07605.

### J. D. Cobb

J. D. Cobb of Adrian, Missouri, formerly of Kansas City, died Thursday, March 15, 1977, at Trinity Lutheran Hospital in Adrian. For the past five years J. D. worked together with Don A. Holman in Liberty, Missouri, when the two needed each other's help. Don said of J. D.'s passing, "Jay was the most honest, upstanding man and had more friends than anyone I ever knew."

He is survived by his wife, Mrs. Dorothy M. Cobb, of the home; a daughter, Mrs. Judy Funk of Aurora, Nebraska; his mother, two brothers, two sisters and four grandchildren.

### Wayne Holly

Wayne Holly died suddenly on Saturday afternoon, March 26, 1977, while holding an auction near Franklin, Tennessee. NAA member Holly lived in Nashville and is a longtime member of both the NAA and Tennessee Auctioneers Association.

Col. Holly is survived by a son, Robert Wayne Holly; his mother and two grandchildren.

## Art Auction in Massachusetts Held by Gabriel's Galleries

The watercolor paintings of the late and famous Boston artist, Charles P. Demetropoulos, known as "Mr. Copley Square," were auctioned off in two evening sessions at the 57 Motor Hotel in Boston on March 14 and 15 by Helen Gavrilles and her son Evan Gavrilles, auctioneers for Gabriel's Galleries of North Street, Walpole, Massachusetts.

Approximately 4,000 art lovers attended the exhibition and the auction. The following lots listed in their illustrated catalog, sold as follows: No. 228, Copley Square in the Rain — \$1,700; No. 48, Quincy Market — \$800; No. 69, Copley Square in the Rain (large) — \$3,500; No. 76, Trinity Church — \$1,400; No. 109, Boston Fish Pier — \$600; No. 126, Nemo's & Olde Union Oyster House — \$600; No. 131, Holy Cross Seminary Chapel — \$500; No. 41, Roxbury Back Yards — \$450; No. 47, Old South Church — \$500; No. 49, The Fenway — \$600; No. 111, The Fountain on the Common — \$500; No. 227, Public Garden, Charles & Beacon Streets — \$600.

Other paintings ranged from \$200. to \$500.

Art Critics and followers complimented Mrs. Gavrilles' fine exhibition of the paintings and the fine variety of art offered.

## National Auctioneers Week Gets Good Coverage By Governor's Proclamations in Several States

Governors in several states proclaimed National Auctioneers Week in 1977 on April 17-23 and already, photographs have been received in the NAA office, showing NAA members at the Governors' signings. Many other notices have been received in the NAA Office that additional states have had proclamations signed, but the photographs have not been received to date.

The best way to promote the auction method of selling is to have good publicity. National Auctioneers Week is one way of telling the public about the auction method of selling, and with the backing of State Governors, assures the public that NAA members do provide a valuable and ethical service.

Joining the growing list of Governors' proclamations this year are: Governor George C. Wallace — Alabama; Governor Otis R. Bowen, M.D. — Indiana; Governor Robert F. Bennett — Kansas; Governor Marvin Mandel — Maryland; Governor Rudy Perpich — Minnesota; Governor J. James Exon — Nebraska; Governor Bob Straub — Oregon; Governor Ray Blanton — Tennessee and Governor Dolph Briscoe — Texas. Mayor John J. Rhodes — Westfield, Massachusetts.

Trade, professional and news journals also offered good coverage to National Auctioneers Week by publishing news releases about National Auctioneers Week. NA Week Chairman Dale McPherson is very appreciative of this outstanding cooperation and beneficial service to the following publications: FARM & DAIRY, Salem, Ohio; THE JERSEY DEVIL, New Egypt, New Jersey; THE HAWKEYE REALTOR, Des Moines, Iowa; the FARMERS HOT LINE, Fort Dodge, Iowa; and the CHICAGO TRIBUNE, Chicago, Illinois.

Special thanks also are being acknowledged by Chairman McPherson to the State Auctioneers Association; many of which gave excellent promotion of National Auctioneers Week. Without the cooperation of all NAA members, this special observance cannot be successful, but "success" is evident in 1977 due to everyone's cooperation.

Congratulations, NAA auctioneers, for a job well done in 1977! Auctions and auctioneers will become more successful in the future when we all promote the good results, which a seller and buyer can obtain by "Selling It At Auction!" NAA Auctioneers are professionals and do a better job for the public!



**ALABAMA.** Governor George C. Wallace signs the proclamation as Hope Lynn (left) and Jim Casey watch. Hope is Alabama Association president and Jim, secretary-treasurer.



**KANSAS.** Governor Robert E. Bennett signs the NAA Week proclamation while Kansas Auctioneers Association president, Don Godwin, and Mrs. Godwin (left) and secretary, Rex Newcom and Mrs. Newcom, look on.



**INDIANA.** Harvey Lambricht (left) and Kenneth E. Sherbahl display the proclamation, signed by Governor Otis R. Bowen, M.D. Harvey is the 2nd Vice President of the NAA and Kenneth is Indiana Auctioneers Association president.



**TENNESSEE.** Governor Ray Blanton signs the National Auctioneers Association Week Proclamation while, left to right, Marvin Alexander (Tennessee Auctioneers Association President), Lloyd Nevels (member, Tennessee Auctioneers Commission) and Rubert D. Songer (TAA Secretary and NAA board member) look on.



MINNESOTA. Governor Rudy Perpich is not disturbed, while signing the proclamation, while auctioneers (left to right) Wayne Ediger, Larry Born and Wally Laumeyer receive a bid from the governor. Wayne is NAA Director; Larry is Minnesota Auctioneers Association president, and Wally, the Association's vice president.

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### Rhode Island Is Latest State To Form Auctioneers Association

After two meetings and the assistance and encouragement of the members of the Massachusetts State Auctioneers Association, Rhode Islanders have formed "The Professional Auctioneers Association of Rhode Island. "The newly formed association boasts a membership of 35 auctioneers.

The Rhode Islanders have adopted the National Auctioneers Association rules as guidelines and are privileged to have two members of the NAA on their rolls, who include Ernest O. Maine of Hopkinton and Arthur Hopkins of Providence. The entire membership intends to join the NAA and take part in the 1978 Convention in Boston.

Roger R. Houle was elected President of the Rhode Island Association and on reporting the formation of his Association, applied for membership in the NAA. President Houle offered his appreciation to the following Massachusetts Association members for their assistance in forming the Association: Abe Goldstein, Boston; Jack Armstrong Hilditch, Bellingham; Louis A. Cook, Pembroke; Charles Abroy; Mr. and Mrs. Robert Chaffee, Monson; Ronald V. Maynard; Henry Berman, Worcester; Leonard Sheinfeld, Framingham and William Moon, North Attleboro.

Special thanks also was offered to Bill Moon, who organized the Massachusetts with Al Trembley. President Houle said, "Bill was constantly encouraging me to get Rhode Island organized and I owe him a great deal for his help and support. This shows that the brotherhood of auctioneers is to help one another and the members of Massachusetts have proven that."

Elected to serve as officers for the Rhode Island Association for 1977 are: Roger R. Houle, President; Maxwell R. Carter, 1st Vice President; Christie A. Mercurio, 2nd Vice President; Ernest D. Maine, 3rd Vice President (Liason



OREGON. A large group was on hand to watch Governor Bob Straub sign the proclamation. Pictured, from left to right, are: Forrest Witthar, Blondie Lang, Jerry Fixsen, Rick Lang (Oregon Association president), Frank Gwinn (secretary), George Uden, Claude Kilgore and Steve Boles.

for Southern Rhode Island); David F. Lucas, Treasurer; and Patricia Walker, Secretary.

Charles W. Wotton also received special thanks for presenting an ebony gavel, in a black leather case, to the president, which will be passed on to his successor. M. C. Pointe was appointed chairman to look into the standardization of fees to open auctions for fellow auctioneers. William Montgomery was appointed chairman of special auctions to raise money for the association.

It was voted by the association to hold the meetings in a central location to make it convenient for all members to attend.

President Houle also stated, "We look forward to meeting our fellow auctioneers at the 1978 Boston Convention and will appreciate hearing from anyone who cares to write." President Houle's address is: 129 Norfolk Avenue, Pawtucket, RI 02861.

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

Price of book \$5.00 (Volume discount available). Being used by several states — auctioneer associations and auction schools. WRITE: Kruse Office: 305 South Union Street, Auburn, Indiana 46706.

## **Calgary, Alberta, Canada, Site of 1977 World Livestock Auctioneer Contest**

Three world titles, World Champion, Reserve World Champion and Runner-up World Champion, will be awarded following the 1977 World Livestock Auctioneer Championship competition June 16 in Calgary, Alberta.

In addition, Champion, Reserve Champion and Runner-up Champion titles will be awarded from each of the three geographical areas of North America (East, West and Central regions).

Championship rules are that each contestant must be a livestock auctioneer, an entry fee of \$125 is required of each contestant and may be obtained from the contestant through a sponsor.

The judging panel will consist of livestock market owners and managers located in the audience during the competition.

The annual contest is sponsored by the Livestock Marketing Association, Kansas City, Missouri and conducted by the Livestock Market Digest, Inc.

All contestants are judged on their ability to merchandise cattle from a Showcase Cattle Sale. Judges make their selections based on the criteria they use in interviewing prospective auctioneers for their marketing businesses. In doing so, they use a yardstick of successful livestock merchandising combined with a prospective public relations representative, according to Gerald D. Nevins, Contest Coordinator.

The Showcase Cattle Sale and competition will begin at the Calgary Livestock Exchange at 12:00 noon on June 16. There will be no preliminary elimination.

The amount of drafts and time allotted for each contestant is determined by the number of contestants and livestock for the 1977 Showcase Sale. Contestants agree to sell cattle under normal conditions and competitive live-

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stock marketing practices regularly applied by the Calgary Livestock Exchange.

Referees act in the capacity of counting, tallying and certifying votes of the judging panel. Referees include a representative of the National Auctioneers Association, media representative and a Certified Public Accountant.

An advisory committee, which assists in conducting the annual Championship, is comprised of former world champions, this year headed by Steve Liptay, Bowmanville, Ontario, 1976 World Champion.

Prior to the competition, all entrants will receive publicity in their local media (as noted on the entry form) regarding their participation in the 1977 Championship.

Winners will be announced to the media following the presentation of the awards immediately following the competition.

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## Frank Bass — the man behind the voice

*Editor's Note: The following article is being printed with permission from Mr. Rocky Eggart, General Manager of the Central Montana Publishing Co. of Lewistown, Montana, publisher of the News-Argus. The photographs, which accompany the news article, also were provided by the Lewistown News-Argus.*

*The article depicts the personal lives of Frank and Colin Bass, NAA members from Lewistown, and it does offer auctioneers the value, which can be received from news publicity. Publicity such as that received by Frank Bass not only does him good, but it is good for the profession in general. NAA members need to promote the good aspects of auctions to the public.*

*The article also points up the value of continuing education by auctioneers. Frank Bass, as stated in the article, attended the Certified Auctioneers Institute in Bloomington, Indiana, and from personal conversations with Frank by Harvey McCray, indicated how important and valuable the experience of CAI will be to him and his business.*

by **SHERRY SNIDER**

Frank Bass did not become an auctioneer by chance.

Auctioneering is something he has wanted to do since he was a small boy.

"My dad never missed an auction sale," Bass remembers. "He never bought a thing, but he went to them all. He loved them."

Bass was raised near Kenmare, N.D., "by a dryland dirt farmer."

He does not deny his North Dakota background, but says "I've lived in this country (Central Montana) for 30 years, and in that length of time you become a native."

"When I was a kid I sold fence posts, rocks, everything I could see."

At one time he followed an old auctioneer around, helping him set up sales.

"I'd stand behind and imitate him, and I still use some of the things I learned from him."

It was years after that initial auction experience that Bass auctioned his first sale.

"My first sale was 20 years ago, in March," he says. "It was on the Steve Slack place on Beaver Creek."

His auctioneering business has grown considerably since that first sale.

Except for the three years that he ran Bass-Mooney Aircraft (now Big Sky Aircraft) at the Lewistown airport, auctioneering has been Bass's only occupation.

Bass's long association with aircraft earned him the nickname, "Montana's Flying Auctioneer". He still flies and is proud that he has been a pilot for 31 years.

His interest in flying has led him into a new hobby. He now collects old planes, which he says are junkers when he gets them. After they are rebuilt their value increases.

"They are my retirement plans," Bass says.

Bass's dedication to the auction business is obvious.

"Ours is the only full-time, full-service general auction business in the northwest. We have always worked with the idea that we have to put back in as much as we take out of our business."

Shortly after he started auctioning he built "the first auction barn in Montana designed exclusively for that purpose."

He and his son, Colin, who joined Bass Auction Company four years ago, now sell "all over the country."

They auction between 100 and 150 sales each year, "95 per cent of them in Montana," Bass says. But he is also known outside Montana.

In past years Bass Auction Company has handled sales in Idaho, Wyoming and Iowa. They traveled to Jonesboro, Ark., last fall to handle an aviation auction.

"We'll have more out-of-state sales in the future," Bass predicts.

Not being content with his knowledge after 20 years in the business, he is planning to attend the Certified Auctioneers Institute at Indiana University in Bloomington, Ind., this year.

"Some people may laugh at going to an auctioneering college," Bass says, "But it will improve my service to my customers."

"Everyday we look for new ways to serve our customers by seeking new methods of merchandising and advertising."



FRANK AND COLIN BASS, partners at Bass Auction Company, have conducted auctions as far away from Lewistown, Montana, as Jonesboro, Arkansas. Colin, Frank's son, also is a member of the NAA.

Although Bass is especially interested in farm equipment sales, he emphasizes that Bass Auction Company can and will sell anything and everything.

"There is world of difference between general and merchandise auctioneers and auctioning a certified livestock auction." Bass Auction Company does not handle livestock auctions, although they do sell horses and cattle as part of some farm auctions.

"Chanting is the small end of my business," Bass explains. "A ventriloquist can make a telephone post chant. He can't make it an auctioneer though, because he can't make that pole think."

Warming to his subject, Bass says, "An auctioneer has to be a walking encyclopedia. He has to have some knowledge about everything that was ever made. And he has to know its up-to-the minute value. When you are auctioneering there isn't time to look things up."

Bass instructed at the Western College of Auctioneering in Billings at one time. Both he and his son are graduates of the college.

# APPRAISAL GUIDES

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"I learned more about auctioneering when I was teaching that I ever did in auction school," Bass said.

Although he is a "student of his business" and knows why and how he can do a good job for a customer, it is not necessarily the business itself that Bass really loves.

"I thrive on being among people.

"In 20 years in the auction business and in the rest of my life I have lived by one motto. That is 'I never met a stranger. They are just new friends to be met.'"

Because of his business Bass is a crowd psychologist. He knows people. More important, he likes them.

"I love to sit and talk to people from all walks of life," he says. "They are so interesting.

"You couldn't be in my business and not like people," he adds.

"To me, nothing in the world beats a good farm auction. I like nothing better than to look out and see 500 smiling farmers' faces. That's beautiful."

## New Officers Elected . . . STATE ASSOCIATION OFFICERS

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

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

**Kansas Auctioneers Association** — President: Marvin Knopp, Box 687, Dighton 67839; Secretary: Rex B. Newcom, P.O. Box 458, Whitewater 67154

**North Dakota Auctioneers Association** — President: Arlo Schmidt, Maddock 58348; Secretary: Judy Heinze, 1008 4th Ave. East, West Fargo 58078

**The Professional Auctioneers Association of Rhode Island** — President: Roger R. Houle, 129 Norfolk Avenue, Pawtucket 02861; Secretary: Patricia Walker, (No Address Available)

**Virginia Auctioneers Association** — President: Calvin S. Jones, Rt. 1, Box 42H, Scottsville 24590; Secretary: Martha M. Daniel, Rt. 4, Box 261A, Blackstone 23824

## Record Set in Total Sales At 1977 Texas Junior Steer Show

Auctioneer Jimmy Davis considered the 1977 Nacogdoches County Junior Steer Show a success at the completion of the March 24, 1977 sale. Twenty-six head of cattle were paraded through the premium sale for a total of \$13,083.85 and followed with a regular sale of 24 head of cattle for \$8,604.24.

The grand champion steer was sold for \$2.05 per pound in the premium sale and 48¢ per pound in the regular sale. Auctioneer Davis collected a total of \$2,222.30 for the 890 pound steer.

The reserve champion was sold at \$1.55 per pound in the premium sale and 47¢ per pound in the regular sale for a total of \$1,773.33.

The sale set a record in total sales paid in the combined sales, for total money in each of the two sales and for the average price per pound in the premium sale of 65¢ per pound and in the regular sale of 46.08¢ per pound.

Buyers paid \$21,688.09 for steers in the premium sale and regular sale.

# NATIONAL AUCTIONEERS ASSOCIATION

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Dear Fellow Auctioneers:

As Chairman of the Membership Drive this year, I am soliciting your support in aiding me in obtaining new members for our association.

I think we have more to offer as an association right now than ever before in the history of the NAA. All of our programs are functioning at maximum capacity and we are offering the young, aspiring auctioneer many aids in the auction field.

As I have said hundreds of times, a successful auction conducted by anyone in the state is an asset and aid to my own auction business and this is what the National Auctioneers Association is all about!

We are trying to help our membership in every way possible to become more professional and more successful auctioneers in their respective areas. This is another reason why I believe it is to the advantage of all auctioneers to support our program and help obtain new members for the NAA.

We are looking forward to seeing all of you in Seattle for the 1977 NAA Convention. It'll be "Just Like Heaven in '77!"

Yours truly,

Martin E. Higgenbotham, Chairman  
1977 NAA Membership Committee



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## Proposed Laws, Which Affect the Auction Profession Create a Need for Assistance by Pennsylvania Member

House Bill No. 291, which was introduced in the General Assembly of Pennsylvania and referred to the Committee on Professional Licensure on February 9, 1977, has created a desire for assistance by Pennsylvania Auctioneers Association Secretary, Clay C. Hess. A copy of the House Bill No. 291 was submitted to the NAA Office, with the note by Clay Hess, "Harvey please read this and comment on what the National can do."

In a desire to offer "input" from the membership, House Bill No. 291 is being reprinted so that auctioneers can respond to Clay Hess (R. D. 2, Collegeville, PA 19426) if comments, assistance, etc. can be offered.

### House Bill No. 291 — An Act

Amending the act of September 29, 1961 (P.L. 1745, No. 708), entitled, as amended, "An act to define, license and regulate resident and nonresident auctioneers and apprentice auctioneers in this Commonwealth, and revising, consolidating and making the law uniform relative thereto: conferring certain powers and duties on the Board of Auctioneer Examiners, the Commissioner of Professional and Occupational Affairs, the Secretary of the Commonwealth and on certain other departments and officers of the State; providing for the keeping of records and the inspection thereof; repealing certain inconsistent laws, and providing penalties," further defining unlawful act and penalties therefor.

The General Assembly of the Commonwealth of Pennsylvania hereby enacts as follows:

Section 1. Section 2, act of September 29, 1961 (P.L. 1745 No. 708), known as "The Auctioneers' License Act," reenacted and amended June 15, 1972 (P.L. 399, No. 119), is amended by adding a clause to read:

Section 2. Definitions. — As used in this act:

(9) "Fictitious" shall mean false, imaginary or pretended bids made for the purposes of deception, but shall not include bids left with the auctioneer prior to or at the time of the sale by a bidder, if said bidder will not be in attendance and if said bid is placed in writing and presented to the auctioneer prior to the time the item is placed up for sale.

Section 2. Section 28 of the act, reenacted and amended June 15, 1972 (P.L. 399, No. 119), is amended to read:

Section 28. Unlawful Act. — (a) It shall be unlawful for any licensed auctioneer or apprentice auctioneer to pay any compensation in money or other valuable thing to any person other than a licensed auctioneer or apprentice auctioneer for the rendering of any service or the doing of any of the acts by this act forbidden to be rendered or performed by other than licensees.

(b) No apprentice auctioneer shall accept or receive compensation of any kind from any person other than the licensed auctioneer by whom he is employed for any service rendered or work done by him as an apprentice in the discharge of his duties.

(c) The violation of the provisions of this section, **except as hereinafter provided in subsection (d)**, by any licensee shall be sufficient cause for the suspension or revocation of his license in the discretion of the board.

(d) It shall be unlawful for any licensed auctioneer or apprentice auctioneer, **or the agent or employee of either of them when involved in the conduct of a sale**, to bid and buy for himself or present fictitious bids at any auction he is conducting. **Violators of the provisions of this subsection shall on the conviction thereof be subject to pay a fine of one thousand dollars (\$1,000) or suspension or revocation of license for one year, or both.**

Section 3. This act shall take effect in 60 days.

### TWO BOOKS FOR AUCTIONEERS



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

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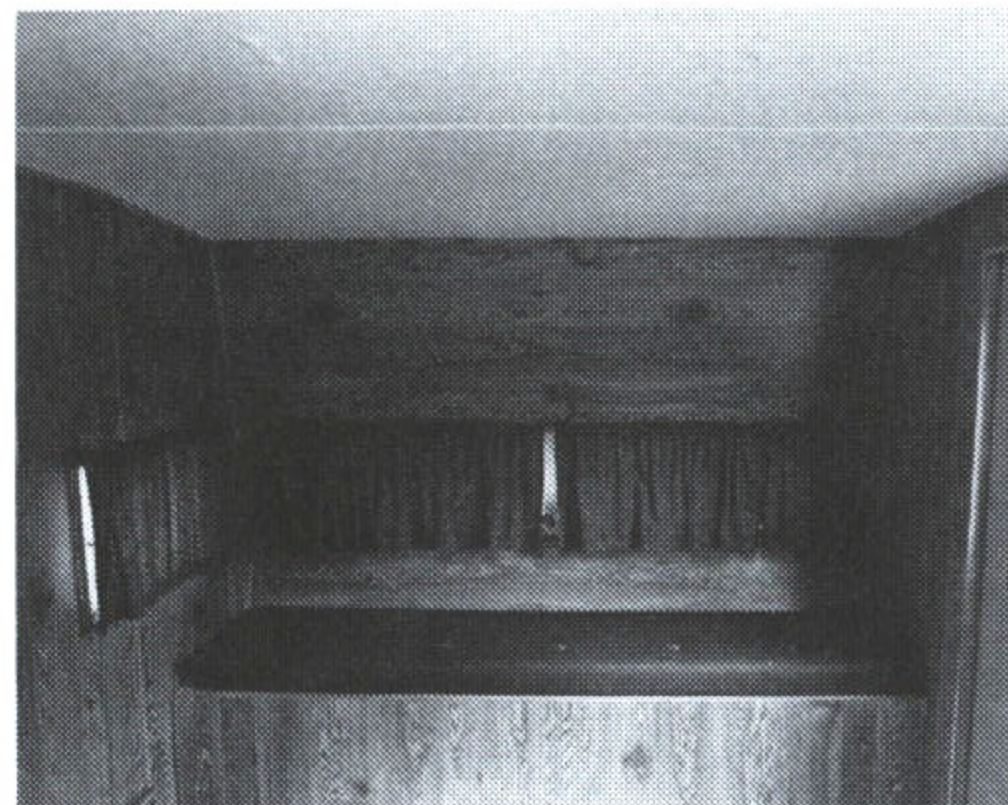
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By Art Feller



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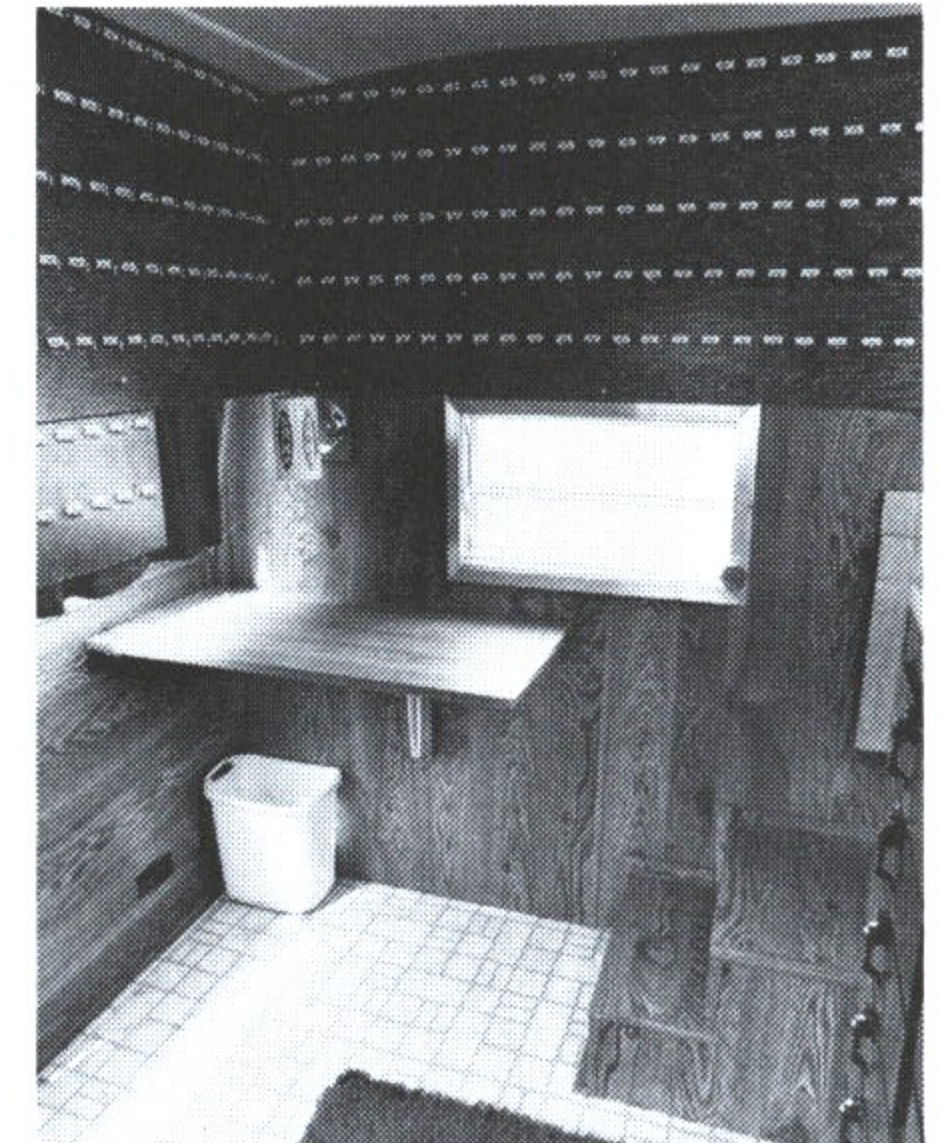
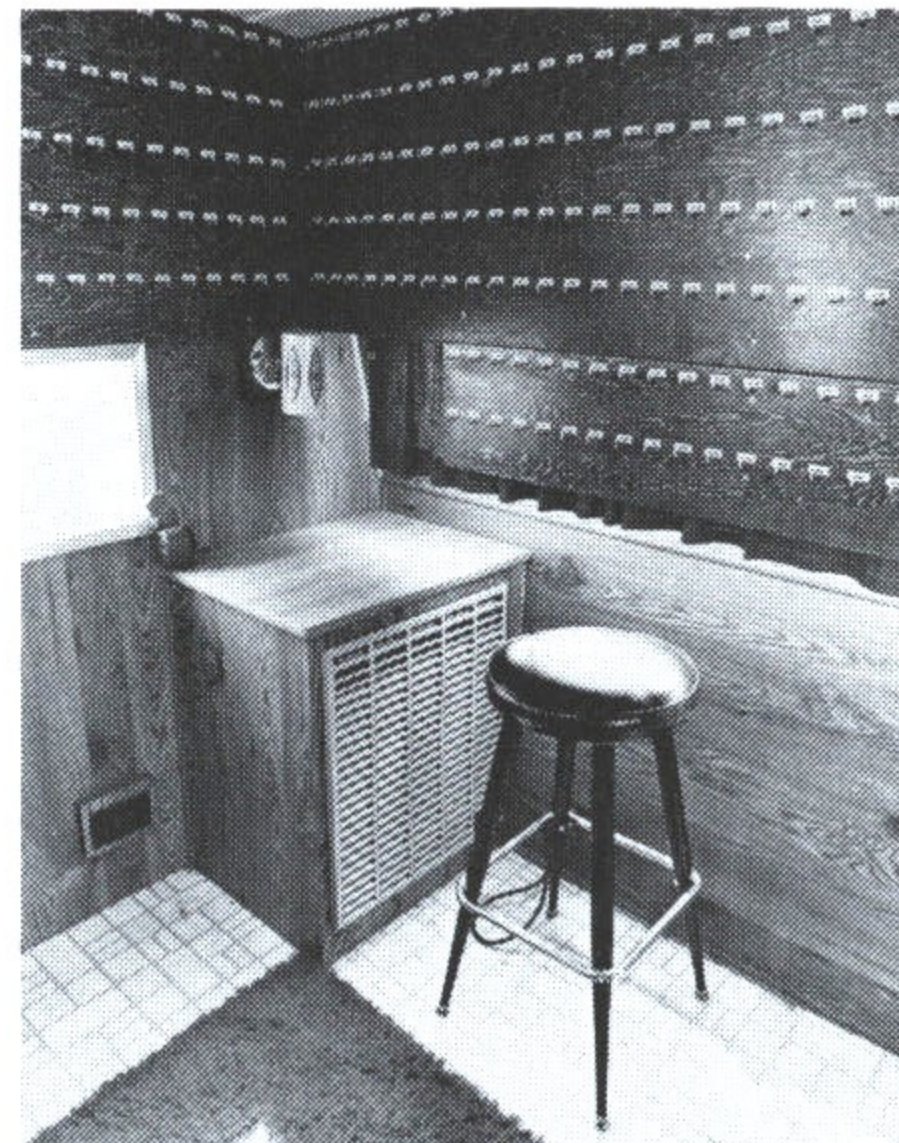
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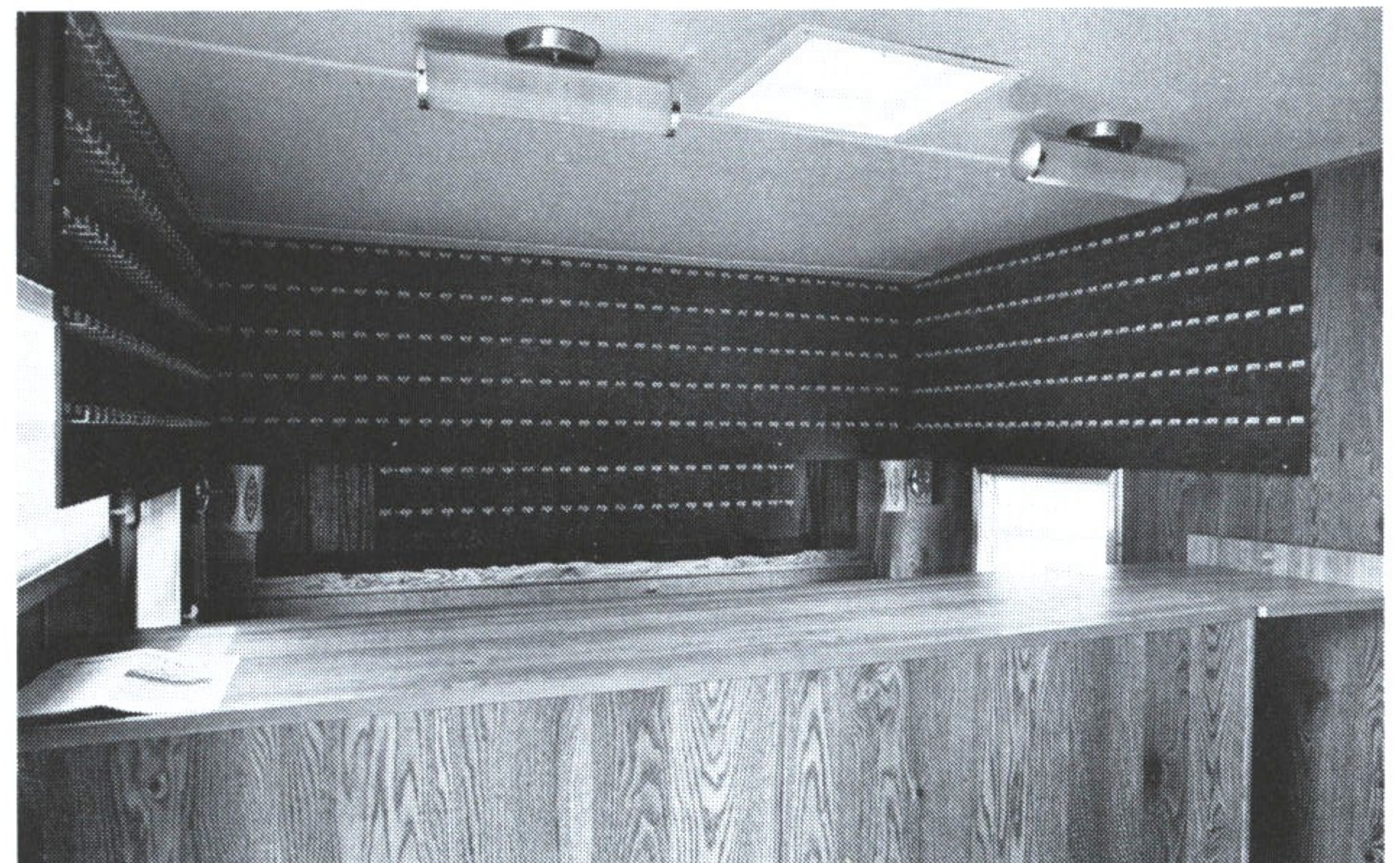
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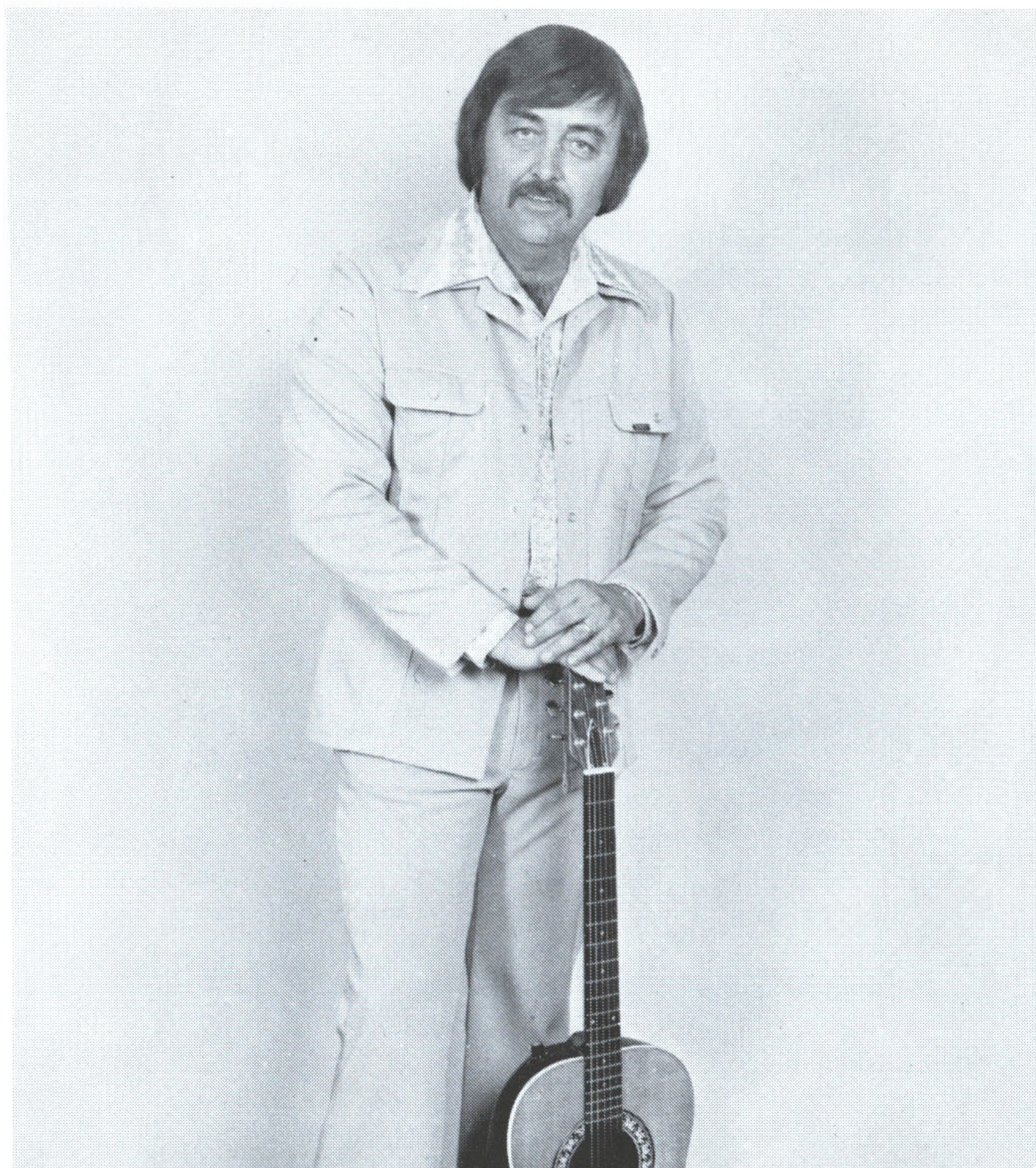
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## Kansas Auctioneer Goes Professional With His "Wheat Farmer Blues" Record

The next time you turn your radio on to your favorite country and western music station, you may hear a fellow auctioneer singing the "Wheat Farmer Blues". The voice you hear will probably be that of Kansas auctioneer Terry Sharman, which is his professional name, but Kansans may know him best as Terry Scheuerman of Alexander, Kansas.



Terry, a young farmer and auctioneer from the heart of the wheat country, has put the wheat farmers problem on record.

Terry packed his guitar and with his family, drove to Nashville, Tennessee, where he recorded "The Wheat Farmer Blues" and "Colorado Woman". These are two of the many country songs he has written in the last year.

Born near Alexander, Kansas, Terry has lived in the Alexander community all his life. He graduated from Alexander High School, and attended Dodge City Junior College and Emporia State College.

A country music fan, he started playing the guitar and singing at a young age. After recording two 45 records this will be his first attempt at putting a record officially on the market.

Glen Paul with Top-Ten Associates, Hendersonville, Tennessee, steel guitar player for "Little Jimmy Dickens", produced the new record. Also supporting the effort is Violet Doster, Rice, Texas. Violet's company, "Dina Publishing Company" published both songs. The songs will be the first on a new record label "Country Echo", also owned by Violet Doster.

In the last six or seven years, Terry has entertained in clubs throughout the area, including Hays, Great Bend, Stockton, Liberal, Hugoton and Seiling, Oklahoma, just to mention a few.

Terry says he hopes the "Wheat Farmer Blues" and "Colorado Woman" will reach out and touch someone who understands.

If you're a farmer, trucker or auctioneer or just someone who loves country music, we know you will understand!

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## New Englanders Brave Cold For Robert Glass Family Auction

Some 900 hardy auction-wise New Englanders braved the snowy remnants of "Storm Noah" in East Douglas, Massachusetts, on Saturday, April 26, to bid on over 800 offerings of tools, farm equipment, assorted vehicles, and household items from the Nyberg-Walmsley farm in a dual-auction conducted by the Robert H. Glass and Family Auctioneers of Central Village, Connecticut.

Six inches of snow covered the ground at the farm which hovered in the notch formed by Connecticut, Massachusetts, and Rhode Island. One bidder flew in from New Hampshire!

The Glass auction firm insulated the frosty ground with plywood sheets deluged with layers of straw and packing blankets. The bidders cuddled in blankets and storm coats, sipping coffee and clam chowder.

"But their bidding was hot!" said Bob Glass, who heads the firm of eight professionally-trained auctioneers in his family.

Some representative prices included: \$2,400 for a 1971 white Karmen Ghia sportscar in pristine condition with only 12,000 miles; \$2,500 for a 1971 cream-colored Volkswagen "poptop" camper, fully equipped, complete with trailer hitch and mounted snowtires; \$3,500 for a fully-equipped Elkhart "Traveler" fifth-wheel trailer; \$3,600 for a 1971 ¾-ton Ford Explorer special-custom pickup truck with the "Dweller" camper on the body, complete with air conditioning, snow tires, and the yoke for the fifth-wheel trailer.

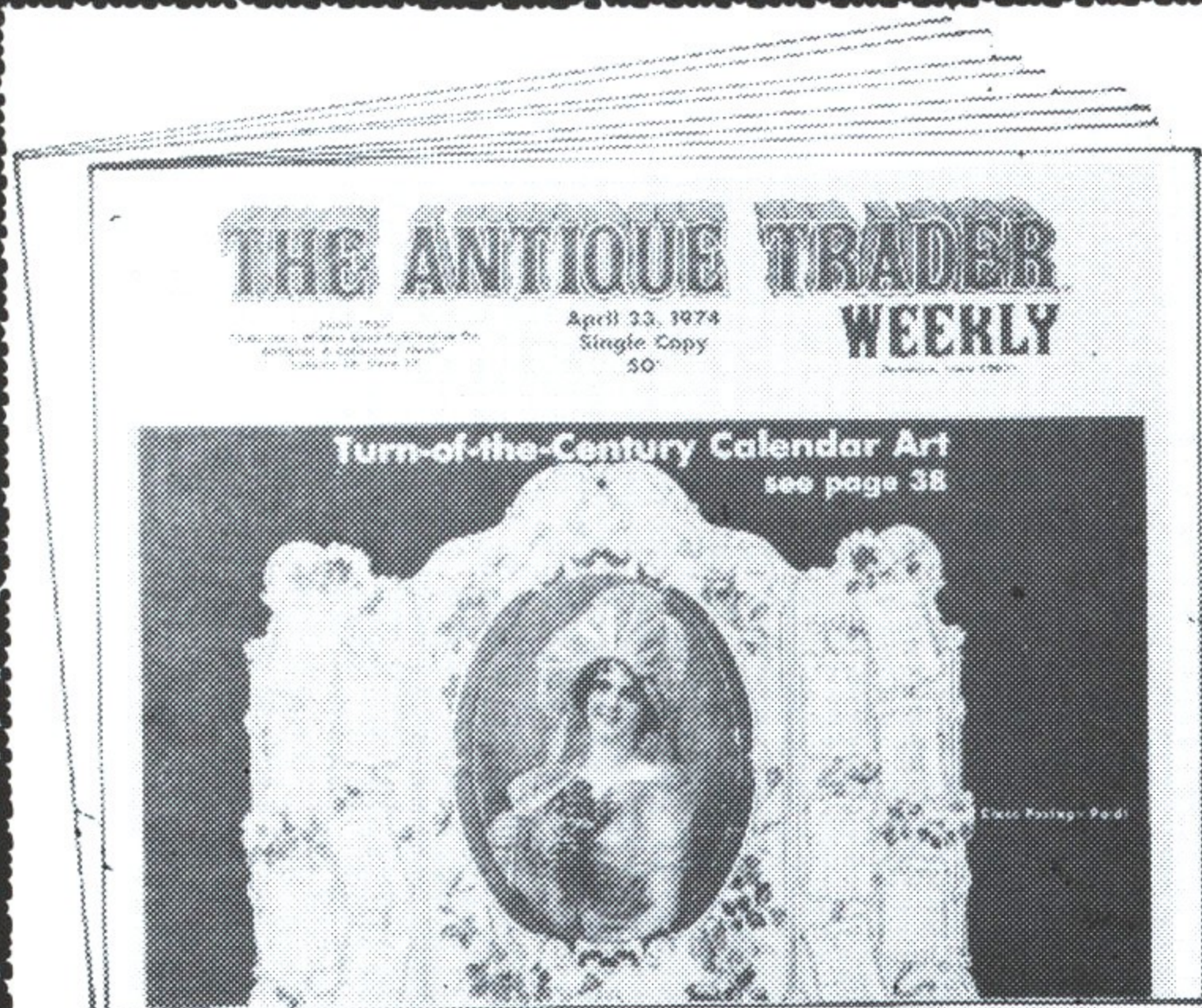
Two International Harvester farm tractors, one with a bucket, sold for \$1,650 and \$2600 respectively. An aluminum

12-foot rowboat brought \$185, and a boat trailer garnered \$265.

Among the vast assortment of power tools were a Sears chain-drive power reverse roto-spader with a Briggs & Stratton 8 h.p. motor — \$250; a similar 5 h.p. roto-tiller — \$135; a Craftsman table saw — \$190; a 12-inch Craftsman radial saw — \$260; Craftsman reciprocating saw — \$37.50; Craftsman 6½ h.p. skill saw — \$190; floor model drill press — \$105; Craftsman electric sander — \$10; Sears compressor and paint sprayer — portable, 2 h.p. — \$235; rotary lawn mower — \$62.50; Shopmaster table planer — \$160; Johnson 5 h.p. Sea Horse outboard motor — \$130.

Hand tools brought unbelievable prices. Box lots of vices, bits, braces, wrenches, screwdrivers, saws, hammers, garden tools, etc. sold in various lots from \$25 to \$130; a steel lawn roller — \$25; two aluminum extension ladders — 40 ft. — \$45; an 8' stepladder — \$12.50; shop power vacuum — \$17.50; six 5-gal. pails of driveway blacktop dressing — \$25.

Some other representative prices included: cement mixer — \$60; wooden drafting table — \$75; air conditioner — \$72.50; oak bookcase — \$42.50; Zenith color TV — \$130; mahogany kneehold desk-cabinet with Singer sewing machine head — \$235; two-burner propane stove — \$18; small propane gas tank — \$27; lawn sweeper — \$37.50; complete tool chest — \$155; three kegs of nails — \$60; pruning tool — \$14; small wood stove — \$52.50; two chain falls — \$22.50; chain hoist — \$27.50; glass fireplace screen — \$22.50; mahogany dropleaf table — \$22.50; pair of side tables with marble tops — \$75; RCA black-and-white TV — \$35; 2-gal. crock — \$26; Lane cedar chest — \$52.50; complete five-piece French Provincial bedroom set — \$325; slantfront secretary — \$155; French Provincial 5-piece bedroom set — \$400; recliner chair — \$75; and a bicycle exerciser — \$22.50.



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5	20	35	50	65	80
6	21	36	51	66	81
7	22	37	52	67	82
8	23	38	53	68	83
9	24	39	54	69	84
10	25	40	55	70	85
11	26	41	56	71	86
12	27	42	57	72	87
13	28	43	58	73	88
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## Annual George Washington Days Auction And Historical Society Benefit Create Good Response for Massachusetts Member

"It's nice to be important, but it's much more important to be nice!" This is the philosophy of NAA member Ollie Chase of Westfield, Massachusetts. Col. Chase has conducted the annual George Washington Days auction and the Western Hampden Historical Society's auctions annually for several years.

This year the Annual George Washington Days Auction was held on February 21, 1977, and the Western Hampden Historical Society auction, on March 26, 1977. At the George Washington Days auction, he sold an old wall type coffee grinder for \$27.50; a large 1873 two-wheel enterprise coffee grinder for \$175; an 1894 Miller oil lamp for \$225; an eight gallon butter churn for \$75; a small Federal mirror for \$75; a large pewter pitcher, dated 1820, for \$155; a very large 1890 cut glass bowl for \$135; cranberry pitcher for \$75; rare pewter container, dated 1776, for \$75; and a large U.S. Navy heavy bronze bell for \$190.

Col Chase normally dresses in western clothes for his regular bi-monthly auction, but during the George Washington Days auction, dresses in black, formal attire with a top hat.



A BLACK TOP HAT and formal attire are adorned by NAA member, Ollie Chase during his annual George Washington Days auctions. Col. Chase also conducts the annual Western Hampden Historical Society auctions in the Westfield, Massachusetts, Grange Hall.

Ollie Chase an auctioneer since 1965, is a graduate of Reisch's Worldwide College of Auctioneering and also the Missouri Auction School. He is a director of the Massachusetts State Auctioneers Association; is a realtor and for the past few years has been known for his Grange Hall auctions. He is a past master of the Westfield Grange and headed both the Westfield and Pioneer Valley Pamona Granges. Since an early age he had always wanted to be an auctioneer and finds it exciting to function as an entertainer and make money at the same time.

At the beginning of the article, a statement was made about the importance of being nice. The philosophy of Ollie Chase is promoted throughout the auction area as Col. Chase believes it helps him in his auctions.

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Solid brass coat rack, 71"	55.00	46.00	43.25
Solid brass drawing stand, 61"	58.50	50.00	46.55
Marble top brass table 15 X 17	17.50	15.00	14.00
Bentwood Hat Rack	27.50	23.00	21.28
Solid Brass paper rack 10 X 7	9.20	7.86	7.32

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**Solid brass drawing stand**

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**Marble Top brass table**

**Cost 9.60 plus 1.90 C.I.F. plus 1.00 handling 12.50**

**Brentwood Hat Rack**

**Cost 14.45 plus 3.09 C.I.F. plus 1.00 handling 18.54**

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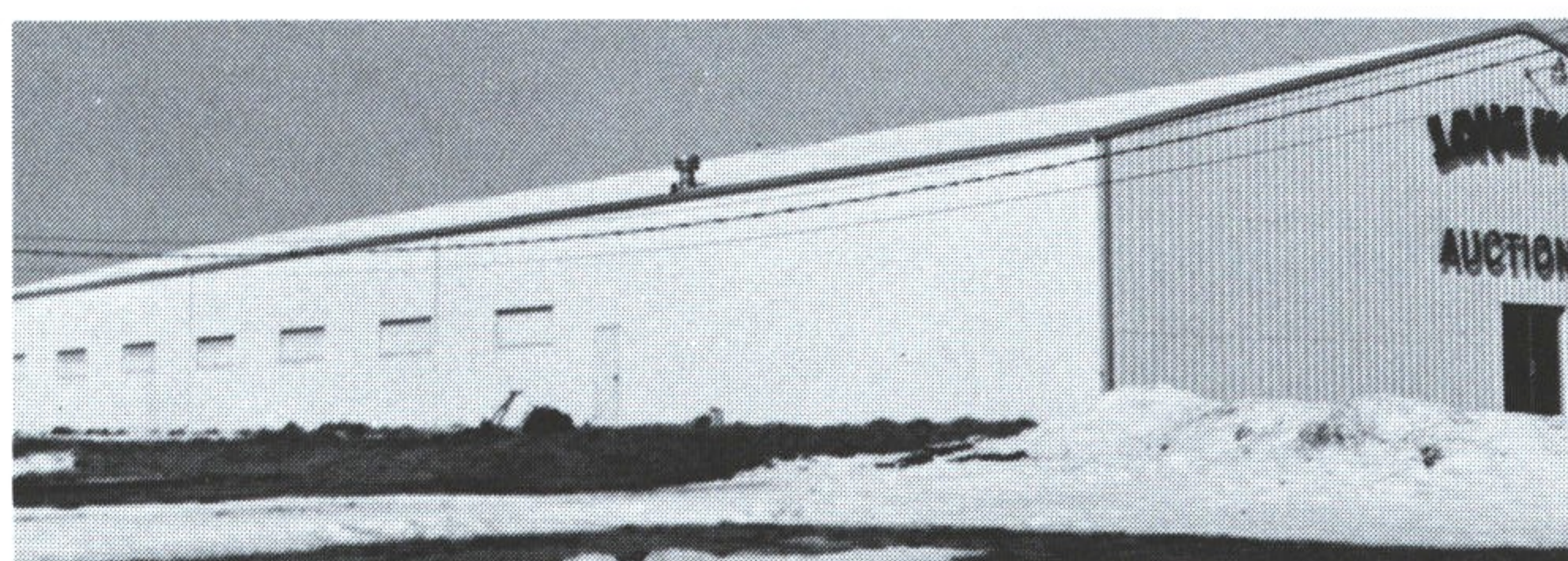
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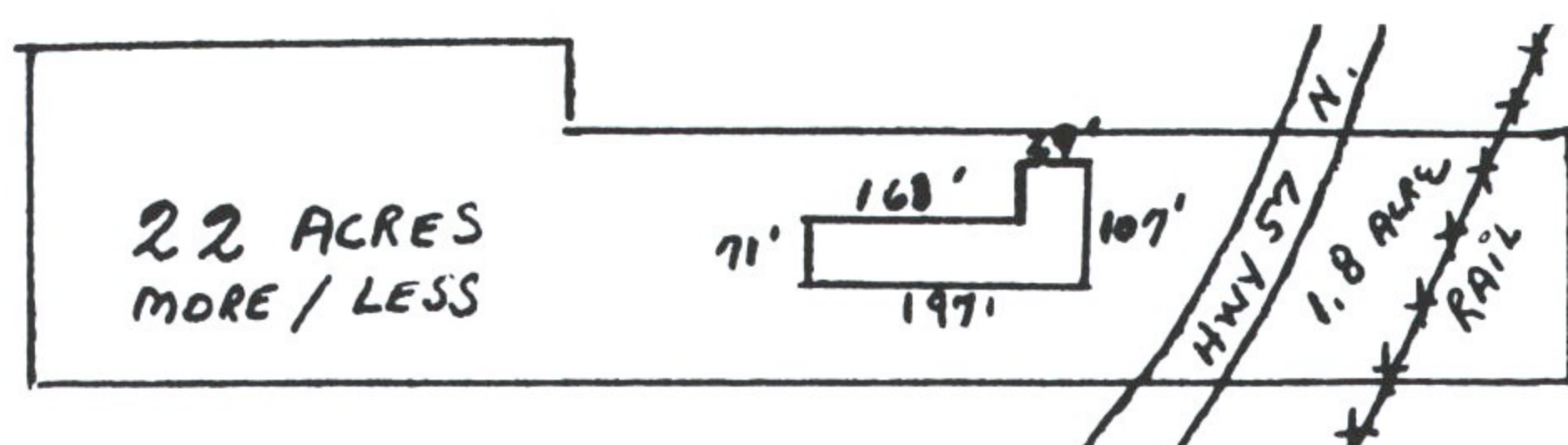


**WESTERN COLLEGE OF AUCTIONEERING.** The instructors and administrators of the Western College of Auctioneering sit in the front row before the March 19, 1977, graduating class of the college. From left to right are R. J. Thomas, President, Billings, MT; Jack Ellis, Roundup, MT; Truman Kongsle, Herried, SD; Lorraine Diver, Secretary; W. J. Hagen, Executive Secretary, Billings, MT; and Gene Gabel, Billings, MT.

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  - May 14-15 — South Carolina Auctioneers Association, Columbia.
  - May 15 — Alabama Auctioneers Association, Dothan, Ramada Inn.
  - May 21-22 — Oklahoma State Auctioneers Association, Holiday Inn East (Holidome), Oklahoma City.
  - June 9-10 — Wisconsin Auctioneers Association, Midway Motor Lodge, Eau Claire.
  - June 10-11 — Texas Auctioneers Association, Sheraton Inn, 505 Pine St., Abilene.
  - June 11-12 — West Virginia Auctioneers Association, Cedar Lakes Camp, Riley.
  - June 12-13 — Auctioneers Association of North Carolina, Inc., Maggie Valley.
  - June 12-13 — Tennessee Auctioneers Association, Hyatt Regency Hotel, Memphis.
  - June 25-26 — Ohio Auctioneers Association, Sheraton Aurora, 800 N. Aurora Rd., Aurora.
  - July 28-30 — National Auctioneers Association, Olympic Hotel, Seattle, Washington.**
- New Jersey State Society of Auctioneers meets bi-monthly all year — October, December, February, April, June & August.
- December 3-4 — Virginia Auctioneers Association, Martha Washington Hotel, Abingdon.
- Attention State Association Secretaries:** To have your State Association Convention dates listed in **THE AUCTIONEER**, send notification of the date, city and hotel/motel to Harvey L. McCray, Executive Director, NAA, 135 Lakewood Drive, Lincoln, NE 68510.

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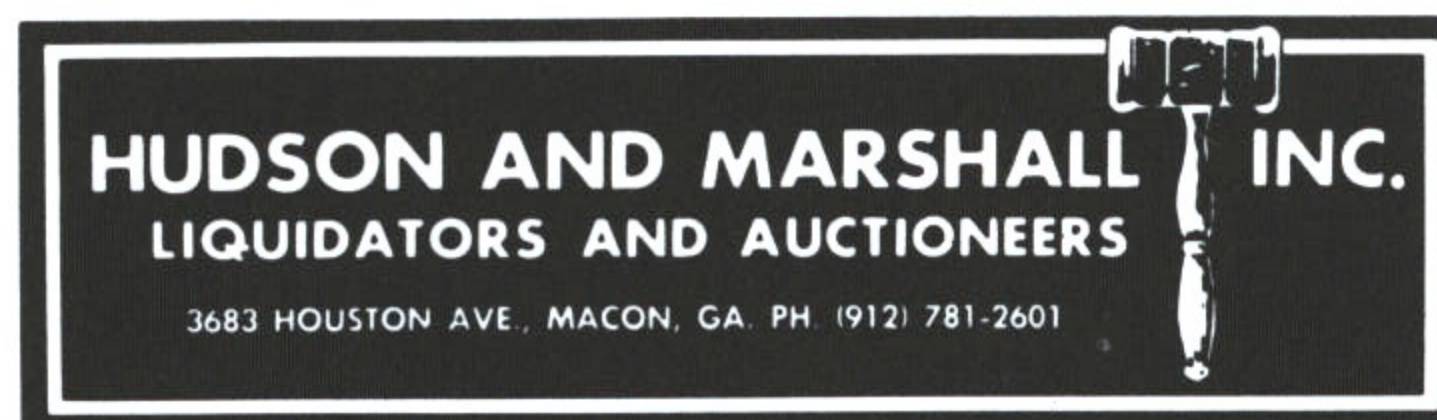
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INTERNATIONAL AUCTION SCHOOL. The March, 1977, class of the International Auction School are shown with instructors

George Michael (left, bottom row) and John O'Connor (center, bottom row).

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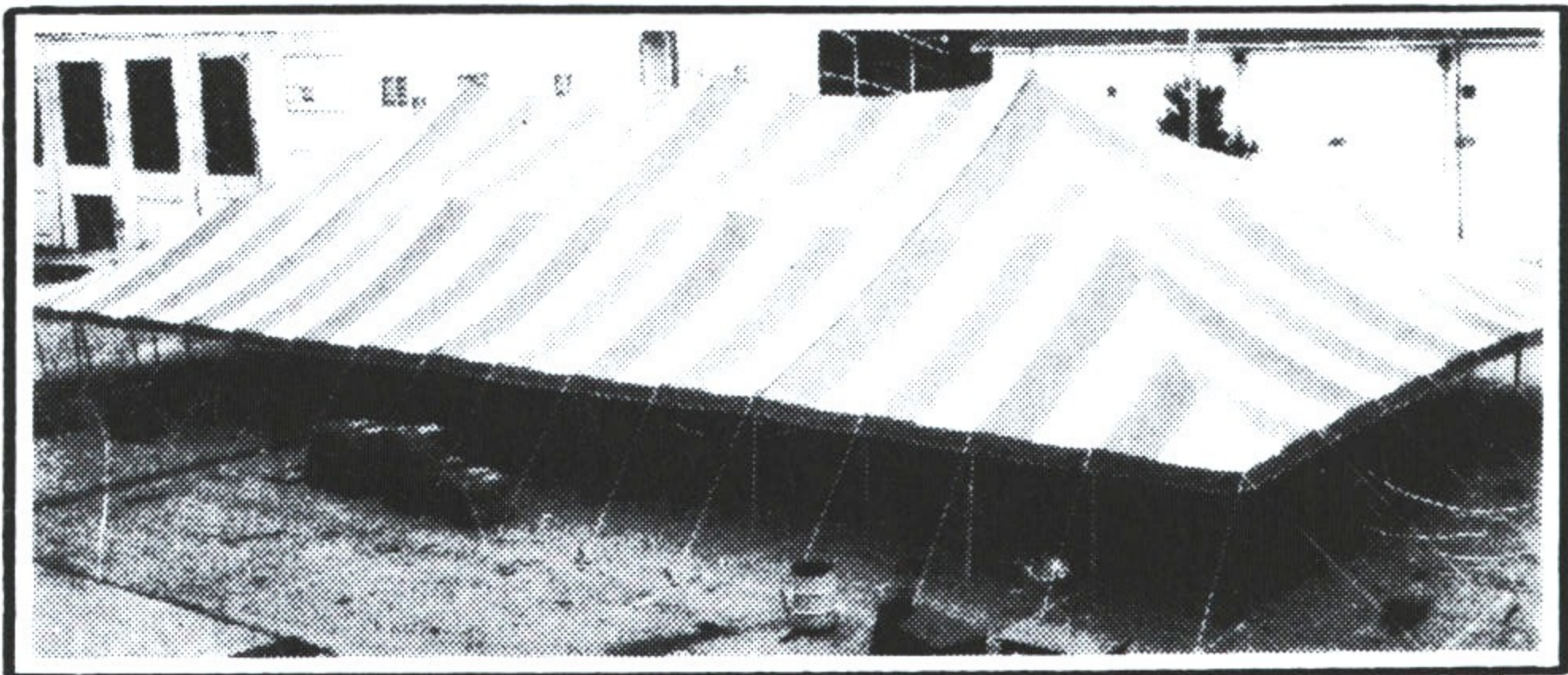
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# BOOSTER CLUB

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

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

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## NAA Board of Directors Revise Booster Club Listing Procedures

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

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

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

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

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

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

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

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 Fred Daniel—Neshanic Station  
 Fred R. Daniel Auctioneers, Inc.—Neshanic Station  
 Ralph S. Day—Leonora  
 James E. Fawcett—Dumont  
 George W. Hand—Robbinsville  
 Paul Hauke—Oakhurst  
 John Hedgepeth—Ringoes  
 Elwood Heller—Somerville  
 Esler Heller—New Egypt  
 Ralph D. Hughes—Richwood

Jack Hunter—Montclair  
 John Kachmar—Flemington  
 Marge Kennelly—Ridgewood  
 Jerome Krawitz—Fair Lawn  
 Ellie Maher—Piscataway  
 Roman Osadchuk—Wildwood  
 John R. Potts—Neshanic Station  
 George Puglia—Paterson  
 John Reed—Neshanic Station  
 Charles Roeder—Oakland  
 Joseph Sartor—Towaco  
 J. Edward Scott—Williamstown  
 D. A. "Knot" Smith—Salem  
 Dallas Smith—Salem  
 Gerald Sterling—Berkeley Heights  
 Arthur Stryker—Frenchtown  
 T. J. Sullins—Malaga  
 John Torlish—Raritan  
 Howard Wikoff—Saddle River  
 Arthur Williams—No. Plainfield  
 Warren Young—Bordentown

#### NEW MEXICO

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

#### NEW YORK

Roy Abbey—Angola  
 Rex Accurso—Oneonta  
 Raymond W. Allen—Niverville  
 Rick Amendola—Highland  
 Tim Anspach—Albany  
 Raymond Austin—Oneonta  
 Lorion Bacorn—Ithaca  
 William C. Baird—Elmira  
 Merritte L. Barr—Walkins Glen  
 Al Bigelow—Springville  
 Lewis Bronstein—Buffalo  
 Richard W. Bronstein—Buffalo  
 Clare Brown—Staten Island  
 Ted Bucknam—Holland  
 Paul Calkins—Peru  
 Walter Case—Belmont  
 Peter Catanese—Pearl River  
 Douglas A. Cater—Gallupville  
 William Connolly—Liverpool  
 Joseph N. Corsdale, Jr.—Saratoga Springs  
 Thomas Coyne—Avon  
 David DePuy—Madison  
 John DiBello—Sterling  
 Carl Deuble—Grand Island  
 Wilbur Edwards—Patchogue  
 Donald J. Elliott—Blue Point  
 Pamela Moore Epstein—Liberty  
 Pete Everett—Ghent  
 Peter L. Fields—Amsterdam  
 David Fleming—Avon  
 George W. Forrest—Holley  
 Clarence Foss—Wales  
 Robert J. Gallow—Bronx  
 George Gates—East Freetown  
 Duane E. Gansz—Lyons  
 Robert H. Glass—Central Village  
 Lee Goldman—Massapequa  
 Regina Hayes—Forest Hills  
 John Hilderbrant, Jr.—Campbell Hall  
 Morris Hodkin—Melville  
 J Kay's Auction Service—Dalton  
 Harold Jones—West Winfield  
 Ted Kay—Hamburg

Kenneth Kendes—Pt. Jeff Station  
 Victor Kent—Cuba  
 Elmer Kilmer, Jr.—Port Byron  
 Dorothy Knapp—W. Nyack  
 Henry Leonard—Yorktown Heights  
 George Leontis—New York City  
 Robert S. Linwood—North Merrick  
 Bernard G. Lusk—Rochester  
 George K. Lusk—Rochester  
 David A. Luther—Amenia  
 Mel Manasse—Whitney Point  
 Donald Martin—Ballston Spa  
 L. W. Mason—Ganesvoort  
 Robert Matson—Kennedy  
 Crawford McFetridge—Penn Yan  
 Doyt McGinnis—Nedrow  
 Dick Monasky—Binghamton  
 Glenn Munson—McLean  
 Cliff Newman—Owego  
 Frank Nickerson—Hamilton  
 John O'Sullivan—Brooklyn  
 Hugh Parker—Pitcher  
 Jack Perry—Wilson  
 Will Potter—Springville  
 Hubert Punchard—Elmira  
 William E. Ransom—Utica  
 Robert Rappaport—New York City  
 Norvel T. Reed Jr.—Sherman  
 Ronald Reed—Sherman  
 Kenneth M. Rice—Hamburg  
 Gene Rosenberger—Albany  
 Pearl Rosenberger—Albany  
 Louis Rudin—Owego  
 Elinor Schlossman—Tuxedo Park  
 Joseph Senay—Jackson Heights  
 Carmen Serianni—Kirkland  
 M. Robert Shuster—New Windsor  
 Sheldon Siper—New Windsor  
 Marvin L. Smith—Silver Creek  
 Harold Spoor—Cato  
 Robert Thatcher—Hudson  
 David H. Tracy—Pavilion  
 Richard C. Tracy—Dansville  
 Brian Trageser—Java Center  
 J. Vernon Trageser—Java Center  
 Howard W. Visscher—Nichols  
 Oakley F. Wayman—Middleburgh  
 Craig Wilcox—Bergen  
 Harris Wilcox—Bergen  
 Tor J. Worsoe—Holtsville  
 Raymond T. Zipfall—Fort Edward

#### **NORTH CAROLINA**

Earl Alligood—Washington  
 Kenneth Aycock—Kenly  
 Joe W. Beaver—Statesville  
 Craig Delane Bennett—Statesville  
 Harvey Benson—Salisbury  
 J. T. Bolt—Charlotte  
 Edward Butcher—Charlotte  
 James E. Carpenter—Claremont  
 Ronny Causby—Morganton  
 Bobby F. Cheek—Winston-Salem  
 Don Cox—Paw Creek  
 Boy Man Dixon—Hickory  
 George K. Dukes—Winston-Salem  
 Billy Dunn—Maxton  
 G. T. Gilbert—Lincolnton  
 Frank Godley—Charlotte  
 Johnny Godley—Charlotte  
 E. Brooks Harris—Henderson  
 A. M. Hauser—High Point  
 George Hawley—Stokes  
 J. Martin Haywood—Rockingham  
 Johnny Hendricks—Zebulon  
 Billy Hinton—Zebulon

Phillip P. Hockett—Greensboro  
 Ben G. Hoffmeyer—Charlotte  
 Edmund Huntley—Wadesboro  
 William Kester—Salisbury  
 William B. Langley—Greensboro  
 Charles Langston—Whiteville  
 W. Craig Lawing—Charlotte  
 Ed Leatherbury III—Whiteville  
 William Long—Candler  
 John Loy—Greensboro  
 C. D. Maxwell—Fayetteville  
 Kevin McDaniel—Woodleaf  
 R. Johnson McDaniel—Gastonia  
 Thomas M. McInnis—Rockingham  
 Max D. McSwain—Shelley  
 Red Mendenhall—High Point  
 Forrest Mendenhall—High Point  
 Mendenhall School of Auctioneering—  
 High Point  
 Fred Mock—East Bend  
 Lawrence Nichols—Winston-Salem  
 F. W. Pearson—Charlotte  
 Keith Pierce—Winston-Salem  
 Eugene Poe—W. Jefferson  
 Paul T. Reeves—Sparta  
 Helen Robertson—Brevard  
 Bernard Routh—Bennett  
 Hugh Simpson—Rutherfordton  
 Hugh B. Slusser—Asheville  
 Foy A. Smith—King  
 Robert Stewart—Whitsett  
 Tony Stone—Bailey  
 Johnnie Sutton—Salisbury  
 Kenneth W. Teague—Burlington  
 Wm. D. Tinsley—Easley  
 Phillip A. Viviano—Newell  
 J. W. Walden—Charlotte  
 Al A. Willette—Providence

#### **NORTH DAKOTA**

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

#### **OHIO**

Ulysses S. Allen—Xenia  
 John Anglin—Middletown  
 Leonard Baker—Montpelier  
 Barb Baytos—Poland  
 Walter R. Burgess—Valley City  
 Gary W. Cain—E. Springfield  
 Ward Cole—Painesville  
 Philip A. Cole—Findlay  
 L. A. Daniels—Columbus  
 Darbyshire & Associates, Inc.—  
 Wilmington  
 Richard Davies—N. Olmstead  
 Herb Demaree—Hamilton  
 Dan L. Fiely—New Carlisle  
 Donald R. Florea—Bainbridge  
 Donald R. Florea—Hillsboro  
 Donald R. Florea—Milford  
 Arthur L. Forney—Bellevue  
 Jerry French—Defiance  
 Ford Good—Seville

Rose Marie Gribble—Marion  
 James Haldane—Waverly  
 Walter Hartman—Camden  
 Ron Hartung—Vandalia  
 Hunter-Chambers Co.—Hillsboro  
 William Jesset—Westlake  
 Harry W. Kerns—Urbana  
 Richard T. Kiko—North Canton  
 Edward King—Washington C. H.  
 Knotts Auction School—Gallipolis  
 H. John Kramer—Eaton  
 James B. Lawless—Portsmouth  
 Roy Edward Leach—Cuyahoga Falls  
 Mearl Maidment—Bowling Green  
 Robert Martineck—Cincinnati  
 Bill McNamee—Kenton  
 John R. Murphy—Grafton  
 Thomas A. Nero—Brecksville  
 Jim Peddicord—Newark  
 Lyle Planert—Gibsonburg  
 Paul Plessinger—Springboro  
 Larry G. Rainsburg—Kenton  
 Albert L. Rankin—Alger  
 Floyd Rhoades—German town  
 Walter Roderberger—Parma  
 George Roman—Canfield  
 John Ross—Greenfield  
 Jason H. Sheppard—Gallipolis  
 Bob Shoemaker—Columbus  
 Don Standen—North Ridgeville  
 Phil Thompson—St. Paris  
 Harold E. Vaughn—Hamilton  
 Roy J. Viall—Wooster  
 Don Zalewski—Hinckley

#### **OKLAHOMA**

Jay Blodgett—Duncan  
 William Brock—Norman  
 Leo Brown—Clinton  
 Bob Crouch—Hooker  
 Orval Free—McAlester  
 Roy Georgia—Oklahoma City  
 Lee Hickman—Oklahoma City  
 Carlos Lindley—McAlester  
 Doyle Neece—Elk City  
 Clay Powell—Oklahoma City  
 Bill Riggs—El Reno  
 Glenn Wayne Ritter—Bokoshe  
 Paul Spitler—Prague  
 F. E. Springer—Red Oak  
 Mutt Standefer—Tuskahoma  
 Earl Straughan—Oklahoma City  
 Robert Turman—Hartshore  
 Ed Vierheller—Claremore  
 Walter W. "Dutch" Voss—Stillwater  
 V. Paul Wells—Tulsa  
 John West—Cashion  
 Don White—Longdale  
 W. W. Wilkinson—Tulsa  
 W. D. Williams—Oakhurst  
 Norman C. Wilmeth—Guymon

#### **OREGON**

Ernest Amundson—Dundee  
 Harold E. Ball—Portland  
 Sanford J. Blau—Salem  
 Dick I. Boyd—Portland  
 Orland J. Brenner—Medford  
 Wallace Crawford—Hillsboro  
 Gear'd Fixsen—Turner  
 Frank M. Gwinn—Portland  
 Jack Healy—Moro  
 Charles Johnston—Creswell  
 Donald F. Kennedy—Portland  
 Edgar Lane—West Linn

Richard Lang—Silverton  
 Bobby Mendenhall—Portland  
 C. A. Morrison—Grants Pass  
 Virgil Munion—Roseburg  
 Eldon R. Sherlock—Milton Freewater  
 William H. Soeby—Tillamook  
 Jim Suiter—Winston  
 Lynn Walters—Clackamas  
 Forrest Witthar—Portland  
 Helen Wood—Roseburg  
 Charles "Ed" Wurtz—Sutherlin

#### PENNSYLVANIA

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 Sandy Billstein—Philadelphia  
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 Dale Cunningham—Elwood City  
 John A. Davidson—Norristown  
 Charles Detweiler—Pukasie  
 Dan L. Fiely—New Carlisle  
 H. L. Frye—Pleasant Unity  
 Clay Hess—Collegeville  
 Ralph W. Horst—Marion  
 Leo Jesion—McKeesport  
 John Magil—West Newton  
 Glenn Moyer—Allentown  
 Richard J. Moyer—Spring City  
 George Paich—Irwin  
 Raymond Patterson—Eighty Four  
 A. J. Plone—Philadelphia  
 Michael Quinn—Washington  
 Larry Reed—DuBois  
 Alfred Traiman, President, Louis Trai-  
 man Auction Co.—Philadelphia  
 Wylie Rittenhouse—Uniontown  
 Walter F. Vilsmeier—Montgomeryville

#### RHODE ISLAND

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

#### SOUTH CAROLINA

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

Wm. Yonce—Florence

#### SOUTH DAKOTA

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

#### TENNESSEE

Rubert Ainley—South Fulton  
 Aubrey Appling—Memphis  
 Richard W. Bethea—Chattanooga  
 M. C. Bowers—Elizabethton  
 Brooks Realty & Auction—Nashville  
 Bob Byrum—Hixson  
 Willie Coe—Livingston  
 Claude H. Coleman—Madison  
 Everett Auction Company—Maryville  
 Wilton K. Giliam—Alexandria  
 Will Ed Green Jr.—Lewisburg  
 Larry Haas—Nashville  
 Billy Hobbs—Lebanon  
 J. Robert Hood—Lawrenceburg  
 Jacob L. McClary III—Cleveland  
 L. Paul Monks—Fayetteville  
 Frank Stalcup—Franklin  
 Donald J. Smith—Sparta  
 Noel Spears, Jr.—Lafayette  
 A. Virgil Wilder—Knoxville  
 Norman Wilder—Morristown  
 Max Wilson—Kingsport

#### TEXAS

Adams & Adams Auction Service—  
 Corpus Christi  
 Wm. C. Archer—Tyler  
 Rocky Ash—Clyde  
 Albert Bass Jr.—Bryan  
 Bert Bertrand—Orange  
 Stafford Bertrand—Orange  
 Roy E. Briggs—Austin  
 Walter S. Britten—Bryan  
 Dub Bryant—Big Springs  
 Arthur Bunnell—Marble Falls  
 Phil Bunneil—Marble Falls  
 Tom Bush—LaMarque  
 Roy Cagle—Tyler  
 Jim Davis—Richardson  
 Jimmy Davis—Odessa  
 Jack Dulin—Hale Center  
 Sam Edlin—Kingsville  
 Maurice Elsberry—Houston  
 Jack Faulks—Lubbock  
 Bob Fletcher—Brownwood  
 Robert Fletcher—Amarillo  
 Del Friend—Paris  
 Joseph Gauthier—Georgetown  
 Bob Goree—Amarillo  
 Jerry Handley—Ft. Worth  
 A. D. Hill, Sr.—Kerrville  
 Bill Hollis—Houston  
 Grover Howell—Conroe  
 B. W. Jett—Ft. Worth  
 Alan Jones—Grand Prairie  
 D. A. Jones—Grand Prairie  
 Jerry McClellan—La Porte  
 Doyle McCurry—Lubbock  
 Don McNally—Mesquite  
 Tex McPherson—Dallas  
 Grady W. Morris—Colorado City  
 Homer O'Haver—Beaumont  
 Jack V. Ogle—Greenville

Jim Parks—Richardson  
 J. W. Perdue—Longview  
 Ralph Segars—Longview  
 Jim Short—Dallas  
 Blaine Smith—Dallas  
 R. J. Smith—Lone Oak  
 Sherrell Speer—Wharton  
 C. Bud Stockton—Georgetown  
 J. V. Cee, Inc.—Dallas  
 Jack W. Van Hauen—Keller  
 S. L. Vaughn—Mesquite  
 Bill Wade—Dallas  
 Bill Watson—Kilgore  
 W. J. Wendelin—Henderson  
 R. C. Wiley—Rockdale

#### UTAH

John R. Grimsley—Vernal  
 T. I. Mann—Salt Lake City  
 John Owada—Salt Lake City

#### VERMONT

Walter Flatow—Waterbury Center  
 Terry P. Lawton—Brattleboro  
 Douglas D. Linzer—S. Ryegate  
 Tom Whittaker—Brandon

#### VIRGINIA

C. W. "Buck" Bayne—Covington  
 Herbert Bluestone—Hampton  
 Sim Brewster—Cedar Bluff  
 Ronald C. Buchanan—Chesapeake  
 D. E. Bumpass, Jr.—Mineral  
 Jeff Burton—Bland  
 William Burton—Bland  
 Willie T. Catlett—Lynchburg  
 Paul Carrithers—Newport News  
 Edmond B. Cherry Jr.—Hampton  
 George & Martha Daniel—Blackstone  
 Haywood L. Darnell—Barboursville  
 Harold Entsminger—Buchanan  
 Morris F. Fannon—Pennington Gap  
 David H. Gladstone—Norfolk  
 Hilton and Smith Auction Service—  
 Newport  
 Paul S. Hilton—Newport  
 John Holder—Alexandria  
 Charlie Hope—Arlington  
 Roger Isaacs—Rustburg  
 Calvin Jones—Scottsville  
 Dan E. Kerbel—Alexandria  
 Robert Kinder—Dublin  
 Vincent J. Kopek—Virginia Beach  
 Richard Lackey—Hampton  
 H. Layton Laws, Jr.—Manassas  
 Clarence L. Marshall—Hillsville  
 Ray D. Miller—Salem  
 Nichols Auction Co.—Fredericksburg  
 T. B. Palmer—Chilhowie  
 Robert Pangle—Woodstock  
 Jack Peoples—Chesapeake  
 R. W. Pratt—Bealeton  
 Tom W. Reese—Remington  
 Maury Riganto—Norfolk  
 J. E. Sutphin—Newport  
 J. D. Vaughan—Keysville  
 Raymond N. Waldrop—Montpelier  
 Thad Williams—Wytheville  
 Calvin Zedd—Virginia Beach

#### WASHINGTON

Bob Berger—Pasco  
 Ken Blankenship—Vancouver  
 Ray S. Brock—Pasco  
 Burnham & Burnham—Thornton  
 A. M. Bushell—Seattle  
 L. Thomas Carns—Edmonds  
 Bud Chapman—Seattle

Bob Etherton—Seattle  
 Lee E. Garrett—Moses Lake  
 Al Gay—Seattle  
 Bill Johnson—Seattle  
 Bill Jones—Othello  
 Bob Laggart—Seattle  
 Arthur A. Lee—Bellevue  
 Robert F. Losey, Sr.—Renton  
 Doug Macon—Walla Walla  
 Cecil E. Mings—Dayton  
 James G. Murphy—Edmonds  
 C. A. "Chuck" Porter—Cunningham  
 Mick Sather—Conway  
 Eric Schenfeld—Port Orchard  
 Orville Sherlock—Walla Walla  
 Jeff Stokes—Port Orchard  
 Larry Stokes—Port Orchard  
 R. M. (Bob) Williams—Arlington  
 Richard E. Williams—Kennewick  
 Earl Witzel—Oak Harbor  
 Fred F. Wood—Vancouver

#### **WEST VIRGINIA**

Roy Clark—Milton  
 Robert M. Fleming—Charlestown  
 Cleo L. Johnson—Fairmont  
 James McCutcheon—Parkersburg  
 Bill Sheets—Buckhannon  
 Duward Sprowls—Elm Grove  
 R. C. "Rick" Woodard—Barboursville

#### **WISCONSIN**

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

Peter Faith—Whitewater  
 Charles A. Fandrich—Portage  
 George H. Felton—Madison  
 Dean Ferris—Lancaster  
 Judy L. Fish—Poynette  
 John Freund—Omro  
 Robert Freund—Omro  
 George Frook—Three Lakes  
 Harold Gavin—Baraboo  
 James Gavin—Reedsburg  
 Dean George—Evansville  
 Paul George—Evansville  
 Fred C. Gerlach—Brookfield  
 Ray Gevelinger—Dodgeville  
 William Glass—Racine  
 Bert Grochowski—Durand  
 Henry Sonny Gygi—Cornell  
 Roland G. Hansen Sr.—Larson  
 Donald J. Hanson—Strum  
 James Heike—Mondovi  
 W. C. Heise—Oconto  
 Neil C. Hilgenberg—Shawano  
 Jack Hines—Ellsworth  
 Chester Hollenbeck—Rhineland  
 William Horn Jr.—West Bend  
 Wenzel Humpal—Boyceville  
 Wayne Huntzicker—Cashton  
 John Johnson—Columbus  
 Bill Jones—Pickett  
 Leroy Jones—Watertown  
 Edwin Kjendle—Janesville  
 Foy Kneisel—Friendship  
 Fritz Koehler—Shawano  
 Ernie Kueffner Jr.—Hartford  
 Ernie Kueffner Sr.—Hartford  
 Fred Lehman—Rosendale  
 Jerome Liebe—Iola  
 Don Lloyd—Oshkosh  
 Gordon Lockwood—Hollandale  
 Bob Logslett—So. Milwaukee  
 Ed McNamara—Lancaster  
 M. M. Malinowski—Thorp  
 Clair M. Meighen—Eastman  
 Alvin Miller—Holmen  
 Robert Mulliken—Janesville  
 Neil Nelson—Westby  
 Albert Noble—Mineral Point  
 Walter Nowatke—Mukwonago  
 James D. O'Brien—Eden  
 Pat F. O'Brien—Eden  
 Francis O'Connor—Clintonville  
 William S. Otradovec—Kewaunee

John Paffel—Cumberland  
 H. Jim Paul—Kewaskum  
 Gerald Pearson—Plainfield  
 Donald Poller—Platteville  
 Eugene Pourchot—Oxford  
 Jeff Pourchot—Oxford  
 John Reynolds, Jr.—Dodgeville  
 Lloyd Riek—Woodville  
 Tom Rusch—Oshkosh  
 Gene W. Schmit—Grafton  
 Eldon Schraepfer—Hollandale  
 Donald A. Shaw—Fond du Lac  
 John Spies—Waterloo  
 Larry Springer—Linden  
 Clarence M. Sturgul—Shawano  
 James Severson—Eau Claire  
 Robert Sweeney—Ripon  
 M. T. Szatalowicz—Stanley  
 Julius Temkin—Beaver Dam  
 LeRoy Teske—Berlin  
 Jerry Thiel—Chilton  
 Jeffrey Thomas Bahrke—Gillett  
 Dean Travis—Milwaukee  
 Thomas D. Troon—Milton Junction  
 Frank Van Veghel—De Pere  
 Victor Voigt—Reedsville  
 George Wagner—Baraboo  
 Chan Walker—Manawa  
 Darrel R. Weber—Milton  
 Bob Wedel—Columbus  
 Walter Zeck—Eau Claire

#### **WYOMING**

Peter Briscoe—Dayton  
 Thomas Harrower Jr.—Kemmerer  
 Hugo Ward—Greybull

#### **ELSEWHERE**

Charles Benovoy—Ottawa, Ont.  
 Jerry Brooks—Clear Creek, Ont.  
 Frank Buuck—Milverton, Ont.  
 Charles M. Campbell—  
 Republic of Singapore  
 Harold P. Higgins—Quebec  
 Robert Flora—Bermuda  
 Reginald W. Foston—Scarborough,  
 Ontario  
 Ross H. Kemp—Stratford, Ont.  
 N. F. Hovmand—Winnepeg, Manitoba  
 Joe Perlich—Lethbridge, Alta.  
 John E. C. Russell—Castlegar, B.C.  
 Frank Stapleton—Newtonville, Ont.  
 Barrie Wingrave—Millet, Alberta  
 Ladies Auxiliary to the NAA

## **Outstanding, Dedicated Auctioneers Are Included in NAA Presidents List**

The NAA shows a long list of dedicated auctioneers, who have served in the prestigious office of president. Serving in that capacity always has not been too easy, as reflected by the beginning of the National Auctioneers Association in 1949.

Recognition is now being given to those who have served in the position of president of the National Auctioneers Association after its formation in 1949. Missing, due to the fact that the NAA did not entirely include all members of the NSA, are others who have served as president of the "Society", but this list includes only those who have held the office since 1949.

1949-51—Foster G. Sheets, Roanoke, Virginia  
 1951-52—Paul F. Bockelman, Sioux City, Iowa  
 1952-53—Clyde M. Wilson, Marion, Ohio  
 1953-54—Walter Holford, Edwardsville, Illinois  
 1954-55—Herman W. Sigrist, Fort Wayne, Indiana  
 1955-56—C. B. Drake, Decatur, Illinois  
 1956-57—E. T. Sherlock, St. Francis, Kansas

1957-58—Harris Wilcox, Bergen, New York  
 1958-59—C. B. Smith, Williamston, Michigan  
 1959-60—Ernest C. Freund, Fond du Lac, Wisconsin  
 1960-61—Carman Y. Potter, Jacksonville, Illinois  
 1961-62—Charles Corkle, Norfolk, Nebraska  
 1962-63—J. Meredith Darbyshire, Wilmington, Ohio  
 1963-64—Walter S. Britten, College Station, Texas  
 1964-65—John A. Overton, Albuquerque, New Mexico  
 1965-66—John L. Cummins, Cynthiana, Kentucky  
 1966-67—Brad L. Wooley, Little Rock, Arkansas  
 1967-68—Ralph W. Horst, Marion, Pennsylvania  
 1968-69—Robert E. Penfield, Bowman, North Dakota  
 1969-70—Jim Messersmith, Jerome, Idaho  
 1970-71—Dean W. Fleming, Atkinson, Nebraska  
 1971-72—Grover Howell, Houston, Texas  
 1972-73—Morris Fannon, Pennington Gap, Virginia  
 1973-74—Joe Donahoe, Darlington, Wisconsin  
 1974-75—Wylie Rittenhouse, Uniontown, Pennsylvania  
 1975-76—C. P. Terry Dunning, Elgin, Illinois  
 1976-77—Lyle Erickson, Cresco, Iowa

## **Wine Sold for Record Price At Auction in South Africa**

A case of Nederburg Selected Cabernet 1963 (wine) received a record price of R400 (South African currency is Rand) at the Nederburg wine auction in Paarl, western Cape, writes "Die Transvaler". The information about the wine auction was published in the South African DIGEST, which is received frequently at the NAA Office.

The auction was attended by 1,500 people, including record numbers of overseas buyers from Europe and America. There was unprecedented enthusiasm for South African wines, described by Sotheby's auctioneer, Mr. Patrick Grubb, as among the best in the world.

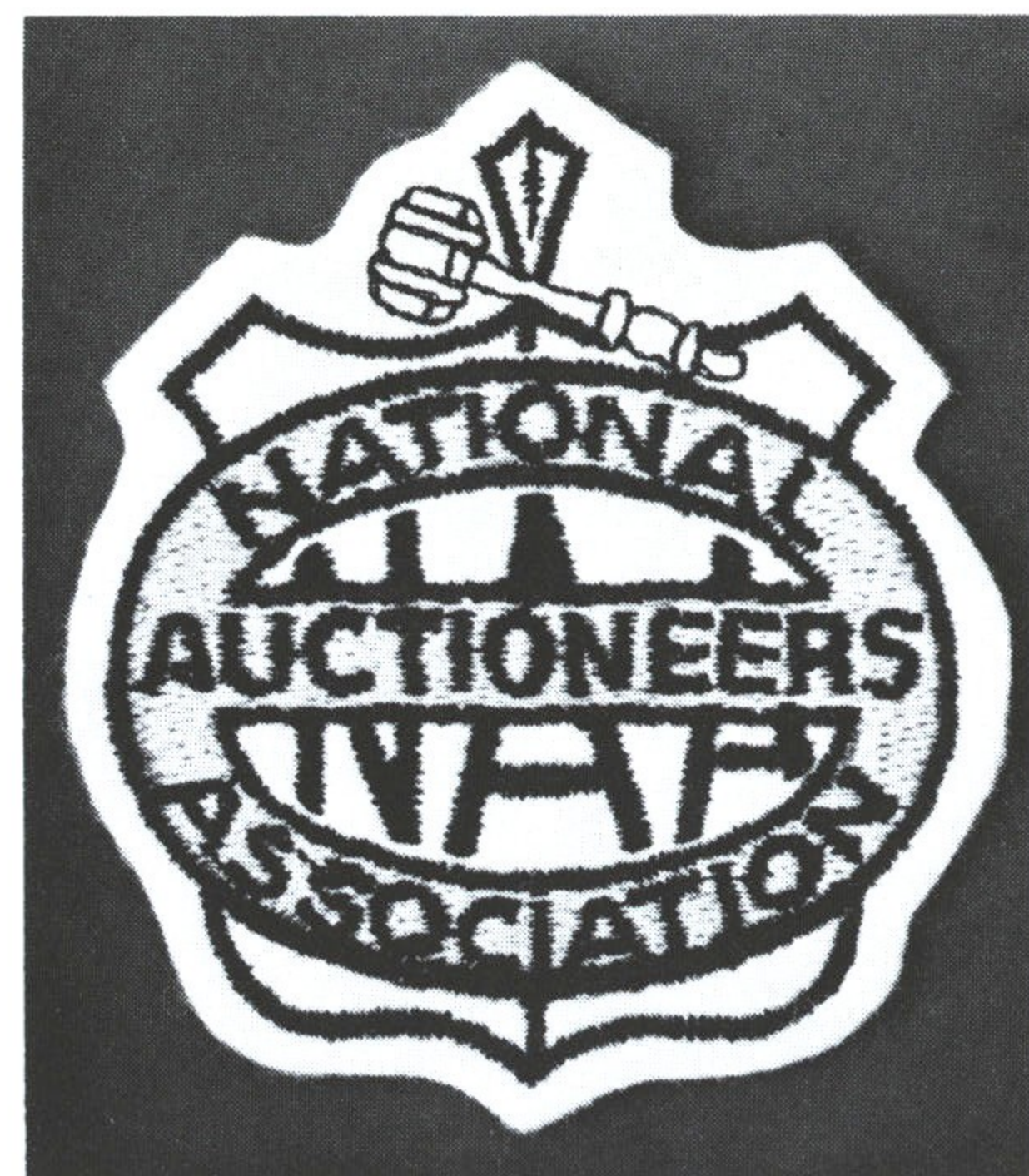
A record price of R1,500 was paid by Mr. Bennie Goldberg of Johannesburg, for a bottle of 1838 Martell cognac, which was presented by Mr. Michel Martell of France in commemoration of the house of Martell's 250th anniversary.

American Mr. Ron Heinz paid a record price of R430 for a single bottle of 1940 Chateau Libertas from the Stellenbosch Farmers' Wine cellars. Two other bottles of 1940 Chateau Libertas received R330 and R275 each.

The money paid for the four bottles will be given to the Southern Cross Border Fund. The average price for red wine — R63 a carton — was R12 more than last year's average price and the average price for white wine — R35 per carton — was R5 higher.

The highest price for white wine — R68 — was paid for a carton of 1974 Nederburg Paarl Edelkeur.

(Editor's Note: On April 15, 1977, the dollar/Rand exchange rate was R1.15 to \$1.)



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# AUCTION



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- **"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.  
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18,000 Tickets (1-3 White, Canary & Card) ..... 38.00  
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- **STANDARD CLERKING SHEETS . . . Form No. CLS-2**  
8½x11", 50 sheets per pad. Has column for lot number, description of item, quantity, purchase price, etc.  
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.
- **STANDARD CHASHER'S STATEMENT . . . Form No. CAS-1**  
2-part, original for auctioneer and copy for buyer, 50 sets per pad, 5½x8½".  
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.
- **EQUIPMENT AUCTION TAGS . . . Form No. EAT-59**  
3 part perforated tag with hole on top. Space to mark lot number on all 3 section. 2½x5"  
1,000 Tags.....\$9.75      5,000 Tags.....\$42.50
- **WIRES FOR EQUIPMENT AUCTION TAGS, 12" LONG**  
1,000 Wires.....\$10.00      5,000 Wires.....\$47.50
- **BUYER CARDS . . . Form N. BC-70**  
For buyer's number and purchase notes. 3¼x7½" (fits in buyer's shirt pocket).  
1,000 Cards....\$7.50      2,500....\$17.50      5,000....\$32.50
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8½x11", 50 sheets per pad. Gives standard terms & conditions of sale to be displayed at auction site.  
\$1.50 per pad, 10 pads \$1.25 ea., 20 or more at \$1.00 ea.
- **CONSIGNMENT CONTROL . . . Form No. CC-73**  
8½x11, NCR paper, 3 sheets per set. Space to list many items. Seller signs he has good title. Original for auctioneer, copy to seller at check-in and last copy mailed with payment check. Eliminates Form CC-69.  
250 sets \$16.50    500 at \$32.50    1,000 at \$59.50
- **FINAL SETTLEMENT FORMS . . . Form FS-69**  
8½x11", 50 sheets per pad. Space provided for total gross proceeds of sale less expenses and commissions to be paid by seller. Seller signs that he received net proceeds and guarantees to provide merchandise title to all items sold and deliver title to purchasers.  
\$150. per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.
- **BUYER'S REGISTRATION FORM . . . Form No. BR-69**  
8½x11", 50 sheets per pad. Space for buyer's number, name, address, phone number and other information.  
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- **CONSIGNMENT CHECK-IN FORM . . . Form No. CCI-69**  
8½x11", 50 sheets per pad. Original for auctioneer, copy for consignor. Space for seller's name, address, phone, date, lot number, description of items, sale price, sale commission or expense and consignor's net payment. Space to list a number of items.  
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.
- **PENSONAL PROPERTY CONTRACT . . . Form No. PPC-69**  
8½x11", 50 sheets per pad. Space provided for general or detailed listing of items to be sold, sale date, time, location, expenses to be paid by seller, and other terms and conditions of sale. Seller signs that he has good title to all items and the right to sell.  
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- **GAVEL**  
Northern Rock Maple Hardwood Gavel in a beautiful walnut finish. Weighs 4 oz., 9-inch handle.....\$3.00 postpaid.
- **BUSINESS CARDS**  
1,000 Cards wih black or blue ink .....\$11.50  
1,000 Cards wih red and black ink .....\$14.50  
1,000 Cards wih gold ink .....\$19.50
- **AUCTION PROMOTION SCHEDULE . . . Worm No. APS-72**  
18½x11. 50 sheets per pad. Column to list seller's name, property location, date, estimator cost, date ads ordered, amount paid and amount advanced by seller. Itemized by newspaper, radio-T.V., sigs, sale bills, postage, addressing, labor for tagging, clean-up, security, etc.  
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