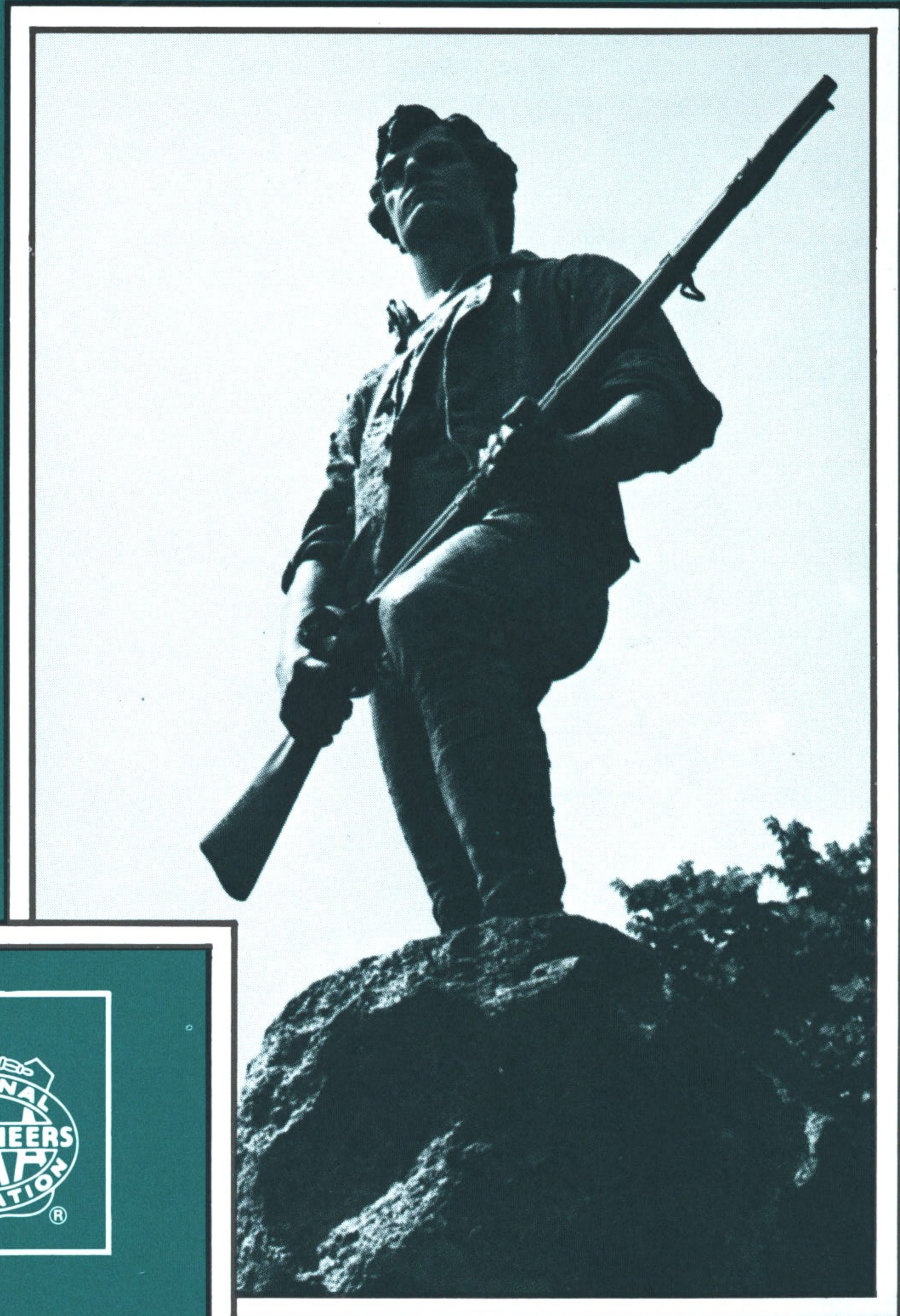


THE AUCTIONEER

The Magazine of the National Auctioneers Association • July, 1978

On The Alert
For NAA Members
Who Will Travel
To Boston For The
1978 NAA Convention



BOSTON



1978 NAA Clambake Convention
Sheraton-Boston Hotel
July 19-22, 1978

Auctioneer Hat



Auctioneer's Gavel Tie Tack

ALL NAA MEMBERS PLEASE NOTE!!!

Everywhere we go and see auctioneers the question is always the same — "What do you have to offer for auctioneers?" Many suggestions have been made as to what different auctioneers would like to have. Janie and I have decided if the interest is out there we will have a catalog printed and offer anything we can secure that any of you might like to have.

We are going to bring to the convention in Boston some samples and if enough interest is shown we will stock some thirty different items that, if used, can help make you stand out as the best auctioneer in your area. We are thinking of such things as jump suits with the NAA emblem (your company name and your name appearing thereon) — monograms, T-shirts, jackets, car coats, soxs, gloves, ball caps, blazers with co-ordinated trousers, sterling silver auctioneer gavel tie tacks (with or without diamonds) — gold plated gavel with or without diamond — my regular line of silver belly auctioneer felt hats,

Panama and Milan straw hats as well as the famous Stetson (western — rancher — stampede and wisp), stick pins, cuff links, rain proof covers for all style hats, — plus anything enough of you think we should stock.

In the meantime order your summer straw hats now — either in white Panama or Milan straw — Panama's have 2½-inch brim; Milan comes in 2¼, 2¾ and 2½-inch brims as does our world famous Silver Belly Felt. Our London Fog-type wind breaker jacket is ideal for this time of year.

Solid Gold tie tack

w/.15K-high quality sparkling diamond\$189.95

w/.25K-high quality sparkling diamond 249.95

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

Col. W. Craig Lawing

Tel.: Office: 704 399-6372; Home: 704 399-3260
5521 Belhaven Blvd., Charlotte, NC 28216

The biggest auction mart in Mid-America is a newspaper

The Chicago Tribune.

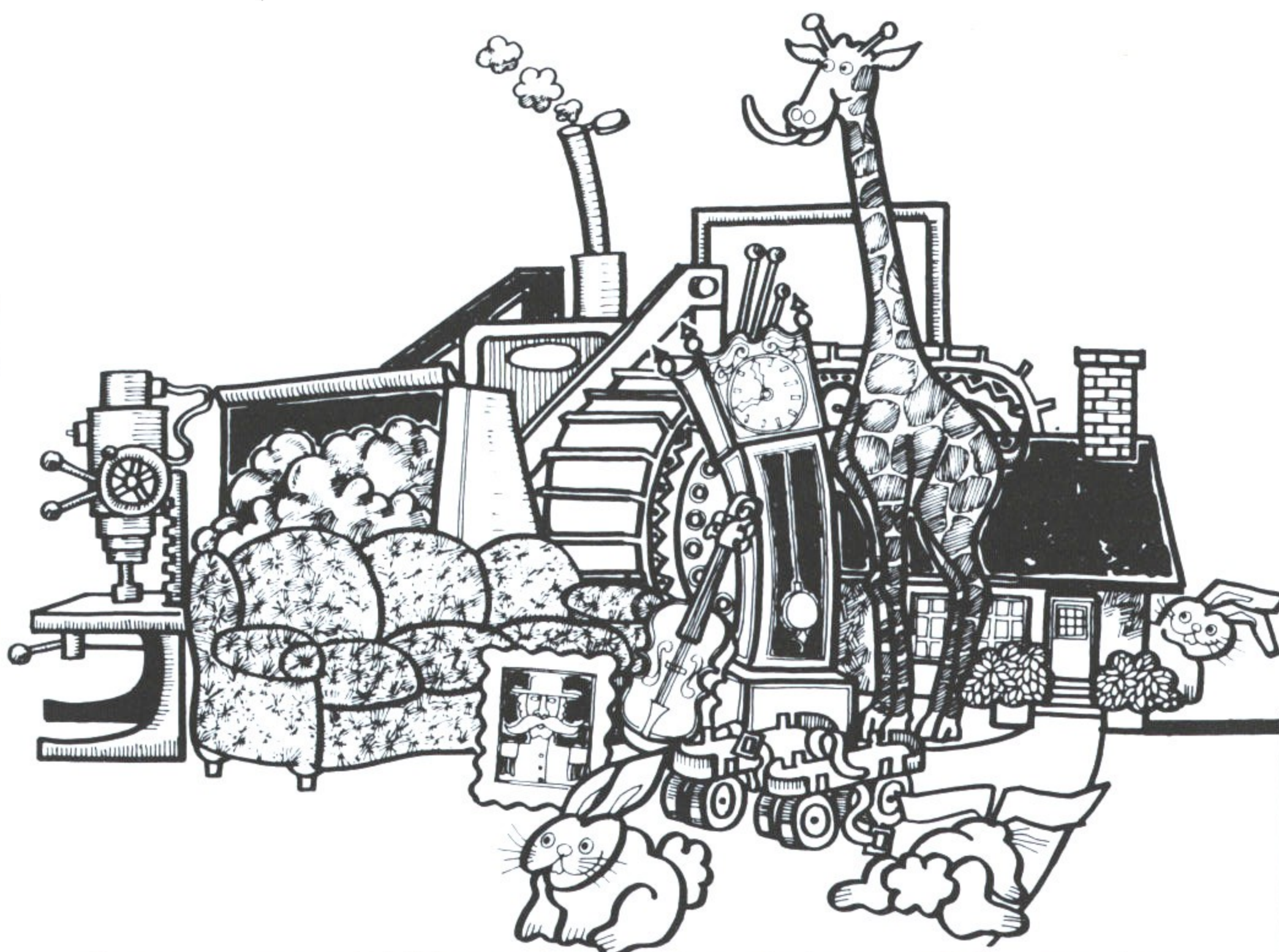
Every Sunday, over 2.2 million* prime prospects get a copy of our Auction Mart. And they respond to the sales. That's why auction advertisers from all over the country (and overseas) placed 2,293** ads totaling over 250,000 lines** of advertising in the Tribune's Auction Mart during 1977. In fact, of all the auction/bid advertising placed in the major metropolitan Chicago dailies last year, 73.5% ran in the Chicago Tribune.

And the advertisers got a bonus, too!

Their auction/bid sales messages also appeared in



Turn to the
Chicago Tribune



the 1,155,572*** copies of the Chicago Tribune that are distributed nationally.

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

Source: *Markets in Focus/Chicago, 1975 Sunday, single issue

**Chicago Newspaper Classified Advertising

Ads and Lines Report, first eleven months 1977

***ABC Publisher's Statement, Period ending March, 1977

From the President's Desk . . .

Individual Efforts Can Change Course of History

Martin Higgenbotham, President



George Washington, Abraham Lincoln, Teddy Roosevelt, Charles Lindberg, Amelia Earhart — the list goes on and on of the statesmen and heroes of our past whom through their individual efforts have changed the course of history in their time.

Everyone says "Well, yea, in their day things were different, life was less complicated, the bureaucracy did not exist." Etc. etc. But, just when you get the feeling of absolute hopelessness and you feel that there is nothing you as an individual could do about anything — I would like to bring out a couple of names you won't recognize.

One of those is Howard Jarvis. Nobody nationally had ever heard of Howard Jarvis but he upon deciding that California taxes were too high went about his merry way of getting 1,000,000 signatures in order to bring about a special referendum vote on tax relief. At this writing, I don't know how this vote came out and for the purpose of my point, it is immaterial.

Another name whom you may or may not recognize is that of Serral G. Barlow, a gentleman who singlehandedly has forced the government regulatory board known as OSHA into a corner and now before they can come in and indiscriminately check your business or manufacturing plant for safety hazards, they must first have a search warrant. OSHA, in my opinion, has added more dollars in cost to the consumer and created more inflation than perhaps any other governmental agency in existence today.

Now who is Howard Jarvis??? Just an individual who wanted to see a change made in the tax structure. Who is Serral G. Barlow? He's just a small businessman who runs a very small plumbing shop in Pocatello, Idaho, who didn't like

The State of the Mind

Earl Nightingale is so fond of saying, "We will become what we think about". Those are a few words, but offers much meaning.

We can cultivate our minds to harvest successes or accept the negative attributes of failure.

How do we develop the successful state of our minds? The answer very simply is to develop an optimistic, positive mental attitude.

This verse may make the point more directly:

If you think you're beaten, you are;
If you think you dare not, you don't;
If you like to win, but think you can't,
It's almost a cinch that you won't;
If you think you'll lose, you're lost;
For out in the world we find,
Success begins with a fellow's will;
It's all in your state of mind.

Remember, "Man's grasp must exceed his reach or what is Heaven for?"

So long for now and good positive thinking to you.

**S. L. Brewster
Cedar Bluffs, Virginia**

OSHA's tactics and decided he would fight them to a draw. He did and he won!!

As businessmen who operate totally and wholly within the free American enterprise system, our membership has indicated to me this year their deep concern about the state of the economy, governmental relations and welfare give-away programs. The list goes on and on. But at the bottom and at the root of all these problems there is a mass known as the "people" of which you and I are a part. We are the voters. In that capacity, we individually and collectively have the power to do anything we want to do within the framework of our American Free Enterprise system.

So, as I have said to you every place I have been — we aren't followers — we, auctioneers, are the leaders in our communities. If you don't like something, change it! It has been proven time and time again that all you have to do is have the determination to get it done and this American free enterprise system that we operate (big and impossible as it may seem) still can be changed by us as NAA members or by us as individual auctioneers.

Two of our members who are now serving in their individual legislatures are Ernie Niemeyer and Craig Lawing. Ernie is from Lowell, Indiana and Craig is from Paw Creek, North Carolina. These gentlemen are both senators in their respective states. I just as of this week received a telephone call from Mr. Niemeyer informing me of a situation that was arising concerning the commission on livestock sales which we will keep you up to date on as it progresses.

These are two members that I know of who are aware of the fact that they have made a personal commitment to "get involved" in our system. And, as this is an off election year for the governors and senators, I would recommend to our membership to do everything we can to support the people whom we believe can do the best job in our local state and national government. This is the very least we can do as American citizens and businessmen.

W-O-W!!! As I am dictating this letter, I am driving home from an auction and I have just had a wild turkey fly across the road in front of my windshield and my mind has immediately gone from the seriousness of composing a letter to my love of hunting! Hopefully I can get back to the seriousness at hand in the next paragraph.

I hope that all of you have made your reservations for the Boston Convention. But, if you haven't, it is still not too late. Get a telephone call in and pack up the family and let's go to Boston. The New Englanders will be there to welcome you with open arms and help you in any way they can to get you situated for the grandest convention ever!!! One more time in case you didn't read it or have forgotten it — **PLEASE LEAVE ALL FIREARMS AT HOME. DO NOT CARRY FIREARMS OF ANY KIND IN YOUR VEHICLE INTO THE STATE OF MASSACHUSETTS.**

Looking forward to being with the auctioneers in Wisconsin and Texas and will see all of you in Boston in July.

Martin E. Higgenbotham, President

THE AUCTIONEER

JULY, 1978

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

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

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

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

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

Harvey L. McCray, Editor and Executive Director

Mrs. Cheryl Griffith, Office Secretary

Mrs. Helen Witters, Office Secretary

Advertising Rate Schedule — THE AUCTIONEER MAGAZINE

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

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

Column Inch: \$7.00 per column inch — column is 21 picas wide (3½ inches).

(a) **Color Rates:** Two colors (black and issue color) are available only upon consultation with editor. Cover pages also available only after consultation with editor if and when cover (outside back and inside front and back) pages are available. Add 25 % to above rates if second color authorized by editor.

(b) **Short Rate and Rebate:** Rates are based on the number of insertions in a 11-month period. Short rates will be charged if a contract is terminated prematurely.

(c) **Rate Change:** The editor reserves the right to revise all rates quoted herein upon sixty (60) days written notice to holders of contracts. If a rate revision is made and not accepted by the advertiser, the advertiser may cancel his contract.

NEW ADVERTISERS: Submit payment in advance (with copy) before advertising will be accepted.

3. **AGENCY COMMISSION:** Agencies must add amount of commission to stated rates above and collect from advertiser.

4. **COPY AND CONTRACT REGULATIONS:** The editor reserves the right to reject any advertisement. No cancellations accepted after closing date (see item 6.). If advertising is discontinued before completion of contract, short rates for space will apply.

5. **MECHANICAL REQUIREMENTS:** Printed offset. Trim size: 8½ by 11 inches. Number of columns: two (21 picas wide columns). Binding method: saddle stitched. Colors available: black on white and upon consultation with editor, second, or issue color.

Dimensions for ad space: Full page — 7¼ by 9½ inches: Half page — 7¼ by 4¾ inches; Quarter page — 3½ by 4¾ inches or 7¼ by 2¼ inches.

6. **ISSUE AND CLOSING DATES:** Published monthly with the exception that an August issue is not published (11 issues annually). Issued on the first of the publication month. Deadline for ad copy is the 10th of the month preceding publication date.

Submit all advertising to: The National Auctioneers Association, 135 Lakewood Drive, Lincoln, NE 68510. Phone: 402 489-9356.

NAA Meetings Schedule

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

NAA Convention Sites

1978 — Sheraton-Boston Hotel, July 19-22, Boston, Massachusetts

1979 — Denver Hilton Hotel, July 11-14, Denver, Colorado

1980 — Opryland Hotel, July 30-August 2, Nashville, Tennessee

1979 NAA Seminars

January 29-30-31 — Sahara Hotel, Las Vegas, Nevada

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

National Auctioneers Association

1977-78 Officers

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

1st Vice President — Harvey C. Lambright, 112 N. Detroit Street, LaGrange, Indiana 46761. Bus. Phone: 219 463-2012

2nd Vice President — C. E. Chuck Cumberlin, P.O. Box 248, Brush, Colorado 80723. Bus. Phone: 303 842-2822

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

Treasurer — Dean Fleming, Atkinson, Nebraska 68713. Bus. Phone: 402 925-2801

Directors

Terms Expiring 1980

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

Herbert A. Bambeck, Route 1, Box 392, Dover, Ohio 44622. Bus. Phone: 216 343-1437

William L. Gaule, 909 W. Walnut, Chatham, Illinois 62629. Bus. Phone: 217 483-2484

Rex B. Newcom, Box 458, Whitewater, Kansas 67154. Bus. Phone: 316 799-2278

Bill Wade, Route 2, Box 302, McKinney, Texas 75069. Bus. Phone: 214 424-2602

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

Hubert D. Songer, 1602 Jones Blvd., Murfreesboro, Tennessee 37130. Phone: 615-896-4067

Terms Expiring 1978

Wylie S. Rittenhouse, 9 Derrick Avenue, Uniontown, Pennsylvania 15401. Bus. Phone: 412 438-0581

R. A. Dick Mader, Box 147, Gillette, Wyoming 82716. Bus. Phone: 307 682-3882

John P. O'Connor, 2916 Chippewa Drive, Owensboro, Kentucky 42301. Bus. Phone: 502 685-2000

Marvin L. Smith, Hanover Road, Silver Creek, New York 14136. Bus. Phone: 716 934-4875

Ed Huisman, 5212 Lemon Hill Avenue, Sacramento, California 95824. Bus. Phone: 916 422-2792

Get Ready for the Clambake . . .

Enjoy the Mouth Watering Goodness Of the 1978 NAA Boston Clambake; And, the History of New England,

By William F. "Bill" Moon

July — NAA Convention month and by the time you read this article you will be packed and ready to leave for one of the finest conventions ever held by the National Auctioneers Association.

Boston will be your destination and the bakemaster is ready for you during the Boston Clambake on Friday, July 21. You will enjoy one of the finest New England clambakes, featuring steamers, lobsters, chowder, chicken, corn on the cob, watermelon and beverage.

For those of you who have never eaten lobster we have arranged to have instructions given by the bakemaster's assistants, who will be attending the tables under the gigantic tent where the bake will be served.

Reservations are being accepted by the Sheraton-Boston Hotel and even though they have been very slow in sending confirmations, they now are getting them out. NAA Tour Chairman Jack Hilditch has put together some of the finest tours in Massachusetts and I know that you will enjoy touring the historical sites in New England and Boston — "Where It All Began!" For those of you who have not registered for the tours, we will try and make late accommodations, but please let us know immediately if you have forgotten to register for the tours.

New England — A Tourist Paradise

If you are planning your vacation around the NAA Convention, visit Maine, New Hampshire, Vermont, Rhode Island, Connecticut and Massachusetts — representatives of each of those states will be available during the NAA Convention to tell you about their respective states. Brochures on each state's attractions will be available at the convention.

In the last issue of THE AUCTIONEER magazine, we discussed some of the New England states. Rhode Island and Connecticut were held until this issue, but the vacation opportunities in those two states are just as outstanding.

Rhode Island, the smallest state in the Union, offers some of the finest beaches, boating and fishing imagineable. During the first week of August the Tuna Fishing Derby begins and if you are a fisherman you can enjoy this Atlantic Ocean opportunity. You may also like to see some of the tall ships in Newport Harbor or maybe take a boat ride to Block Island.

Connecticut also is a beautiful state and has many fine beaches along its east coast. Old Mystic Seaport offers a great collection of whaling boats and a whaling museum that will be of interest to auctioneers and their families. One can spend an entire day there.

In the northern part of Connecticut Valley and see New England tobacco being grown and how it is cured. Or, visit a New England dairy farm during milking time; see the cows being milked and how the milk is processed. Connecticut offers many other vacation opportunities.

New England has a lot to offer auctioneers, their families and guests. By time your read this article, reservations at the Sheraton-Boston Hotel will be limited, but you can try for a room immediately. The Advance Registration for the NAA Convention ended on July 1, but you can register at the door on Wednesday, Thursday and Friday. We want you to attend this convention!

It will be a pleasure for me, and my wife Eleanor, to greet and meet you in Boston at the 1978 NAA "Boston Clambake" Convention. May your stay in Massachusetts be enjoyable and educational and I will see you at the convention!

**William F. "Bill" Moon, Chairman
1978 NAA Boston Clambake Convention**

Rely on the Professional . . .

Hire The Auctioneer Who Displays the NAA Emblem



The Ladies Program Offers Entertainment at the 1978 NAA Boston Clambake Meeting

Plans have been completed and many ladies have registered for the 1978 NAA Boston Clambake Convention and with their registrations, have registered for the Ladies Auxiliary Luncheon on Friday, July 21. A fine program for the children — youth of the NAA families and guests — is being arranged by Mrs. Theresa Hilditch.

At the Ladies Auxiliary Luncheon, you will be entertained by Fred Crockett, who is a descendant of Captain Hanson Crockett Gregory — the man who invented the hole in the doughnut in Clam Cove, Maine in 1847.

On Friday night, everyone of the convention will enjoy the New England Calm Bake — the NAA has named it the Boston NAA Clambake — which is to be held at the Boston Aquarium. Following a tour of the Aquarium you will see the actual bake and can then eat to your heart's content: steamers, lobster, chowder, chicken, corn, watermelon and beverage.

The bake master will be ready when you are, so don't disappoint him — your attendance is desired and needed. Attend the first NAA Convention to be held in New England.

The ladies — wives and guests of the National Auctioneers Association members — play an important part to the successes of the auction profession. You will enjoy meeting with wives of auctioneers from throughout the United States, and some from Canada, and enjoy the association of ladies who have many things in common, but the most important thing — the auction profession.

Come see us in Boston — we're waiting for you at the 1978 NAA Boston Clambake Convention — July 19-22, 1978 at the Sheraton-Boston Hotel.

Superior

SCHOOL OF AUCTIONEERING

"A Very Select School"

If you miss our next term, it will be SIX MONTHS before you have another opportunity to attend SUPERIOR. A term only lasts two (2) weeks. YOUR EDUCATION IS FOR A LIFETIME. Doesn't it make sense to learn from TODAY'S auctioneers? From the people who are selling many of the Nation's top sales — not from someone who is not an auctioneer or not enough business, as an auctioneer, to keep him busy? He cannot tell YOU how to be a SUPERIOR auctioneer.

SEND FOR OUR FREE CATALOG. YOU WILL KNOW US.

SUPERIOR SCHOOL OF AUCTIONEERING

P.O. Box 1281, Desk A, DECATUR, ILLINOIS 62525

THE SALE SAVER — STERIL AUCTION TENT



How many tent companies can offer the features of the Steril Auction Tent:

What every auctioneer needs is a tent that is versatile, one that can be used for the small sale and the large sale.

Why wear your nerves to the breaking point with indecision? Why have costly cancellations? If you own a Steril Auction tent, you can negotiate tent rental with your client as soon as inclement weather is forecast, which may be just before the sale.

Our tent is strong, wind-resistant, portable, lightweight, multi-use, profitable, and versatile. Why?

PROFITABLE:

1. You rent the tent to your clients.
2. You avoid costly cancellations.
3. You are going to get more sales if your competitor doesn't have one; also you will get sales that you may have lost when a prospective client asks, "What do we do if it rains, snows, or the sun is unbearable?"
4. Your commissions will be greater because more people will stay and be comfortable — more people, more bidders.
5. More people will attend your sale if your ad reads, "Sale under tent in case of bad weather'.
6. You can rent out your tent to other auctioneers.

7. You can rent out your tent for parties, weddings, graduations, catered events, baseball tournaments, etc.
8. Your status as a real professional is enhanced. Let's face it — a tent is impressive.
9. You have all these advantages at essentially no cost: Your clients and customers will eventually pay for it. Think about it!

LIGHTWEIGHT: Its aluminum frame makes it so.

PORTABLE: The frame comes apart in sections that can be hauled easily. The heaviest single tarp weighs about 90 pounds — and that's on the largest model.

STRONG: The frame is heavy gauge aluminum tubing w/hickory arches.

STERIL AUCTION TENTS DON'T COST, THEY PAY!
Information to help select your Steril Auction Tent:

Three deluxe models are available, all complete with four sundecks. One will fill your needs. All canvas is 12.65 oz. wt. 3 x 2 waterproof ARMY DUCK.

Due to the high cost of mailing and handling there is a \$1.00 charge for brochures, however, you can get one free with an order of any of our products below.

Please send me a tent brochure . Enclosed is check or money order. Send to:

Name _____

Address _____

City _____ State _____ Zip _____

JESION'S AUCTION SERVICE

P.O. Box 46 • McKeesport, PA 15135

TWO BOOKS FOR AUCTIONEERS



"Let's Talk About Auctions" and "Common Sense in the Auction Business". The books are designed as fundamental guides for amateur auctioneers and as refreshers for more seasoned, professional auctioneers.

In "Let's Talk About Auctions", the basic ideas from the "Common Sense" series are enlarged upon, added to and reorganized to logically cover both broad and specific aspects of general auctioneering. Topics include "The First Steps", "Getting the Sale", "Preparing for the Sale", "Conducting the Sale", "The Auctioneer", "Your Crew", "Ordinances and Security", "Ethics in Auctioneering", "Partnerships — Good or Bad?", "Auction Accessories", and more. The text is illustrated.

"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".

I'm sure you'll like them. Hang in there.

AUCTION ARROWS

Auction Arrows — 100, 8½" by 11" bright red arrows with the word "AUCTION" above them on white background. One third showing arrow pointing to the right; one third showing arrow pointing to the left; and one third showing arrow pointing straight. Shipped complete with helpful hints on how to make full use of the arrows.

100 ARROWS, \$10, plus \$1.00 for shipping and handling



THROW AWAY AUCTION SIGNS



BEFORE



AFTER

Paper signs, 18" by 24", in bright red lettering, plus 4 multi-colored Hefty markers. Simply fill in date, time, name and phone number.

25 signs and 4 multi-colored Hefty markers, \$12.95 postpaid.

50 signs and 4 multi-colored Hefty markers, \$19.95 postpaid.

100 signs, no marker, \$29.95 postpaid.

Please send me the following:

____ "Let's Talk About Auctions" @ \$5.95 each postpaid.
____ "Common Sense in the Auction Business": @ \$2.00 each postpaid.

____ SPECIAL: Both books for \$7.00 postpaid.

____ 18" by 24" Paper Signs in 4" bright red lettering in the following quantity:

____ 25 signs and 4 multi-colored Hefty markers @ \$12.95 postpaid

____ 50 signs and 4 multi-colored Hefty markers @ \$19.95 postpaid

____ 100 signs and no marker @ \$29.95 postpaid

____ 100 AUCTION ARROWS, 8½" by 11" bright red arrows with word AUCTION above red arrow — one-third showing arrow pointing right; one-third showing arrow pointing left; one-third showing arrow pointing straight — 100 AUCTION ARROWS @ \$10, plus \$1.00 for shipping and handling.

Order Your Auction Supplies from:

FLOWMASTER MARKER



How many signs have you seen that failed to serve their purpose because they were difficult to SEE, let alone READ? Whatever the reason, if signs can't be read easily, they're costing you money.

Now FLOWMASTER has designed a king-sized permanent marker which assures clear, bold readable letters. Permanent ink prevents blurring and running due to moisture. This amazing king-size marker makes letters from ½" to 1" in width with one stroke.

Made of polished aluminum and features a large ink reservoir, pump and three different (replaceable) nibs in a plastic case. Comes with a 4 ounce can of permanent ink and a 4 ounce can of nib cleaner.

Writes on anything — glass, paper, wood, etc. Ideal for auctions, auction houses, office, shop, home or school.

Only \$8.95 postpaid (NOT AVAILABLE IN STORES)

____ FLOWMASTER Marking Kits, including king-size FLOWMASTER Marker, four ounce can of permanent ink and four ounce can of nib cleaner @ \$8.95 postpaid for each set.

I enclose ____ Check or ____ Money Order for \$
(Pennsylvania Residents Add 6% Sales Tax)

Name _____

Address _____

City _____ State _____ Zip _____

Send to: _____

JESION'S AUCTION SERVICE

P.O. Box 46 • McKeesport, PA 15135

ASSIGNMENT: AUCTION HOUSE

By J. Wayne Taylor, President
Florida Auctioneers Association
Miami, Florida

A Utopian auction house was the assignment. Some of the University of Miami students hadn't the slightest notion of what "auction" meant—let alone a specialized architectural facility which needs to encompass a myriad of utilitarian concepts: a gallery, a warehouse, a theatre.

The 65 architectural students were a young lot, in their 20's, and looked at me with a "what's-so-special-about-an-auction-house" look as I stood before their group. As third year students they were fledglings, and just beginning to exercise the abstract concepts of spacial relationships versus design, versus use, versus site, versus building materials, versus cost, versus versus. In two years they would be graduated and independently design those structures men carve out between the earth and the sky. But for now . . .

I've had my fantasies, like every auctioneer, about a building big enough, which was grand enough, and contained enough contraptions to hang all the silk rugs of Persia and had enough floor space to hold and sell the contents of Buckingham Palace. So maybe now it could all come to a kind of reality, on paper anyway. Right before me were the group of young minds unlimited by the realities of dollars and time.

For them this project was to become an adventure, and for me — an experience of sharing knowledge which would yield a viable product.

Architecture Professor Ralph Johnson, at 34 a Yale graduate, city planner, etc., and auction buff, came to me with the invitation to work with his students in a series of lectures and workshops. He'd been to auctions and seen the limitations imposed by inadequate facilities. "An architect must become accountable to functional need," Professor Johnson told his students. "He must work with the intervention of materials in the structure, and actualize the additional vocabulary which comes from the created compatability of environment to the buildings."

"The coordinated whole is the architect's culminating product, and one element cannot supercede to the detriment of others," he said. The professor began enumerating the architectural process, "An organizational phase, a spatial phase, a natural environment phase, a mechanical environmental phase, a fixed structural vocabulary phase, a free structural vocabulary phase . . ."

As it turned out very few of the students had ever been to an auction or had an idea of the reality of an auction. I gave them an outline of its mechanics from the acquisition of

merchandise, to its transport, display and the total process through sale and delivery.

The foundation had been laid in the first lecture. Each student was given the assignment of producing an "idea board", a collage of what they thought constituted an auction. These "idea boards" came to be a collection of trite images of the hammer, the auctioneer, the goods. They were paste-ups and drawings on cardboard which would never make the Metropolitan Museum of Art but gave away the fact that these novice architects were void of necessary information.

I became the client. J. Wayne Taylor, auctioneer, businessman, art and antiques connoisseur. At last this was the opportunity for me to set forth the needs and luxuries of an auction house of perfection.

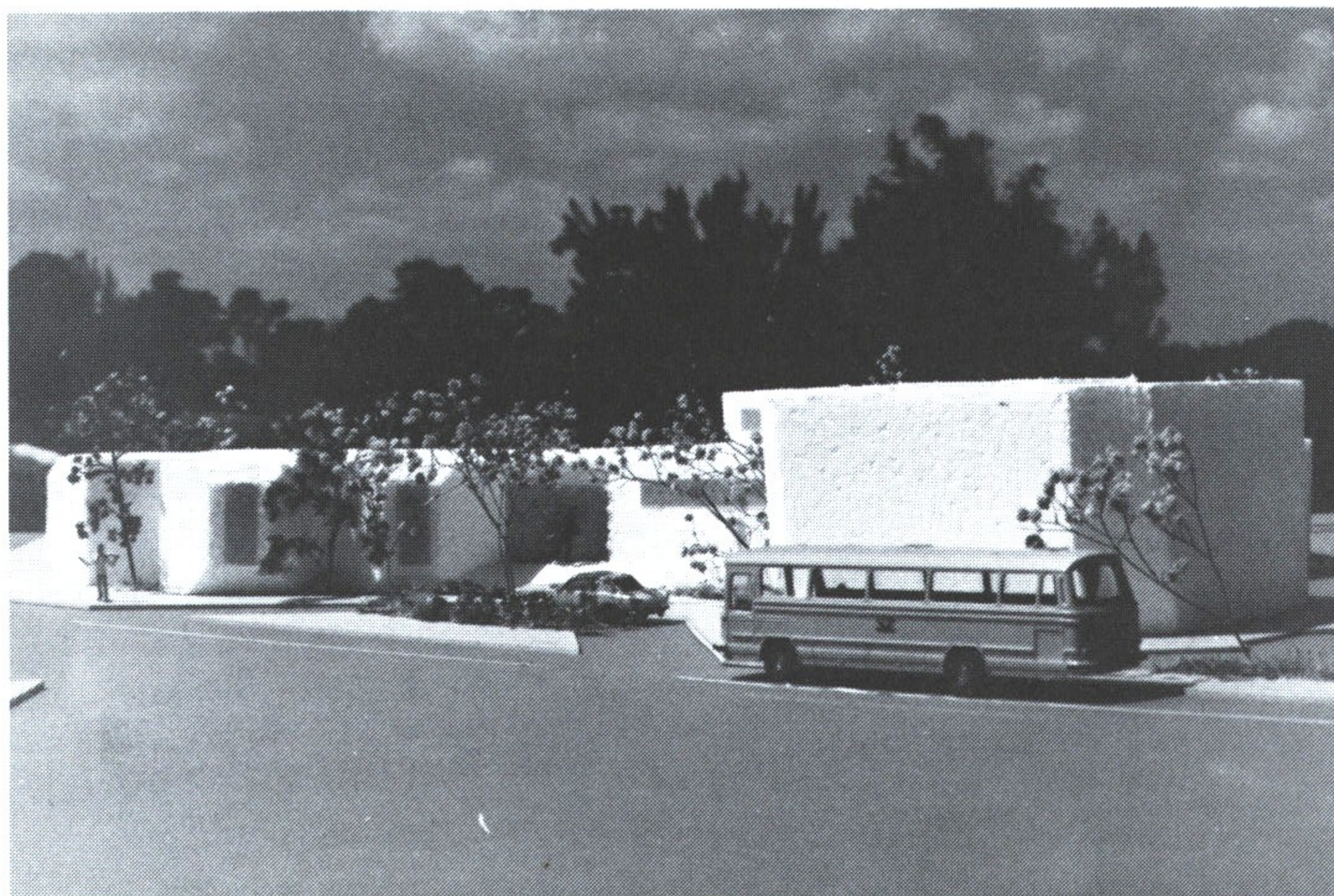
"Last call, and sold to number forty-seven." We were at an auction, all of us. The beginning point had to be an auction itself, so we met one evening at an auction and of course some of the students got caught up in the excitement and bought some stuff. But for most it was the maiden experience into this age-old method of marketing. Professor Johnson had stressed that the students observe for "activity analysis". That is the role of each person in the auction process.

Although the auctioneer was the focal point and leader of the activity he actually had a limited function as the total auction was concerned. Students' eyes darted throughout the room as ringmen paraded about with paintings and porcelains. The bid recorder sat close to the auctioneer and enscribed every name and number in the books. At the pick-up station the bookkeeper approved checks and accepted payments. Then the merchandise processors wrapped and released purchased merchandise to the new and appropriate owners. A husky crew of men were on hand to help heavy furniture or whatever.

The architectural caravan moved through the streets of Miami's village of Coconut Grove for the subsequent meeting. It is in this section of the sun-lit city and its two million plus people that the art and artists' center has evolved. In Coconut Grove a series of small shops provide an elegant market place for shoppers as they stroll through lantern lit streets. And it is in this community that I wanted my Utopian auction house.

Together, the class and I and Ralph Johnson selected a site on a tree-shaded rocky bluff overlooking the harbor. An idyllic setting. Here people congregate in the park across the street to listen to the sounds of palm fronds whispering in the fresh air and sunlight. Here they could amble into an auction gallery after having been relaxed by the tranquility of the outside environment.

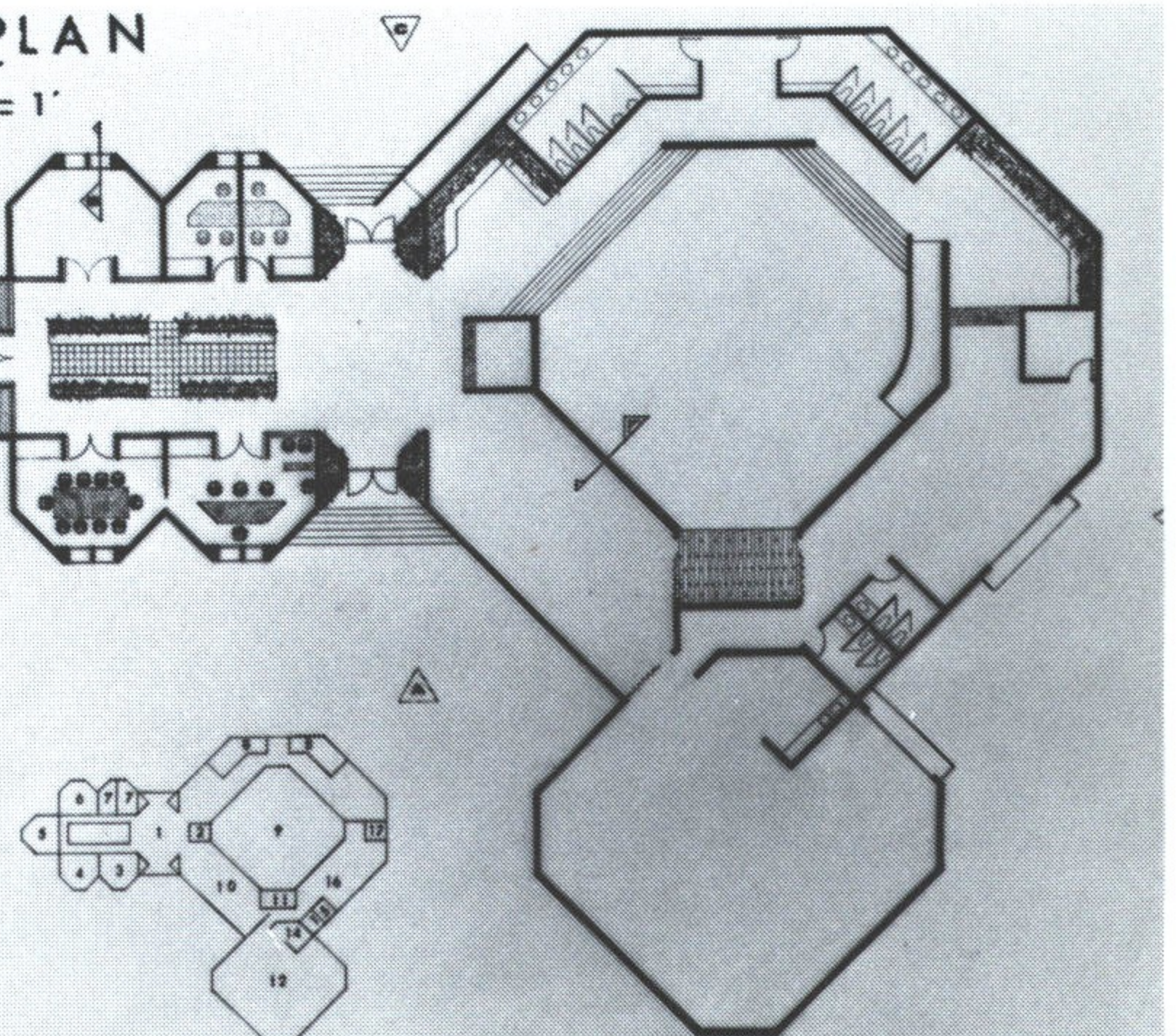
The novice architects needed to take the details of the environment into consideration. Without the integration of the beauty of the outside world into the interior structure, site



FLOOR PLAN

SCALE 1/8" = 1'

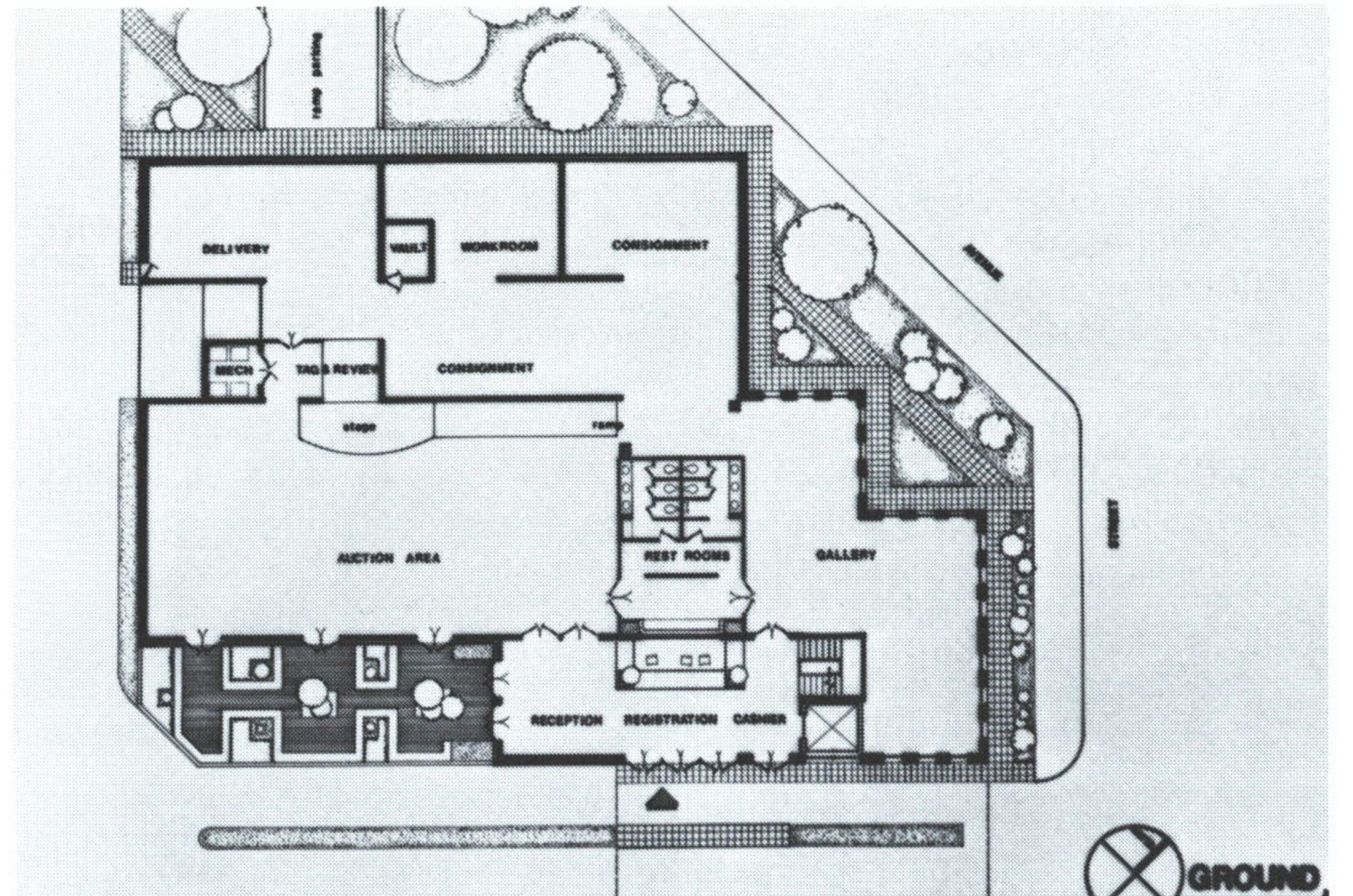
- KEY
- 1. rec. area
 - 2. receptionist
 - 3. exe. off.
 - 4. conference
 - 5. lounge
 - 6. mail
 - 7. offices
 - 8. public restrooms
 - 9. auction room
 - 10. gallery
 - 11. stage
 - 12. entrance
 - 13. vault
 - 14. work shop
 - 15. private bathroom
 - 16. sold room
 - 17. mechanical room



LAURA PEREZ'S architectural design model of the auction house won first place in the competition. Her model is shown left. Her floor plan is shown right.



EDUARDO PEREZ-HEYDRICH won second honors in the auction house architectural design competition. His model is shown left, next to the scale drawings of the ground floor.



house architectural design competition. His model is shown

selection wouldn't matter. The young designers of buildings were first told by their professor to evaluate the overall orientation of the site. Then they must look at sun exposure, breezes, traffic patterns, pedestrian traffic, exterior noise, existing foliage; in other words every minute detail which would serve as a liability or asset to the auction, and minimize or maximize that factor accordingly.

"Create a matrix", said Ralph Johnson. That was the assignment. "Determine how one required space related to another space. The relationship of the warehouse to the actual auction theatre. Consider closets, offices, parking . . . At this point what we are looking for is a rough draft."

The architectural seminars became as much of a learning experience for me as for the students. With each progressive stage and meeting we exchanged ideas about what an auction house should be, and I learned further of the complexities of the technology of building design.

"Now we are ready for the bubble diagrams." This was the detailed illustration of the matrix and the embryonic stage for the finished floor plan.

The preliminaries had been completed. Professor Johnson guided the students to the **executive phase**. Here they began to explore and utilize the technology of the 20th Century.

"Air conditioning is very important," said Professor Johnson. "But what effect will it have on the public address system. Will the current of the electricity or the rush of cool air too close to the speakers interfere with sound?" And they had to consider the audio system further. Would it adequately serve to carry music throughout the gallery during non auction

hours? They grappled with the factors of lighting. I told the students it had to be a versatile system. A flood light needs to be directed to the constantly changing pieces in the inventory, therefore they could not be fixed paths for light beams.

Their innovation was inspiring. The class agreed that mechanical rug lifters were an absolute necessity. So were adjustable picture hooks. One student contributed the idea of a conveyor belt in the use of transporting uniform size cartons.

The atmosphere was to first provide for buyer comfort, of course. This included a buyer lounge. A space luxury that my bulging inventory never permitted. This lounge would include a closed circuit television, like at the race track, to accommodate the overflow of people who couldn't squeeze into the crowded auction theatre.

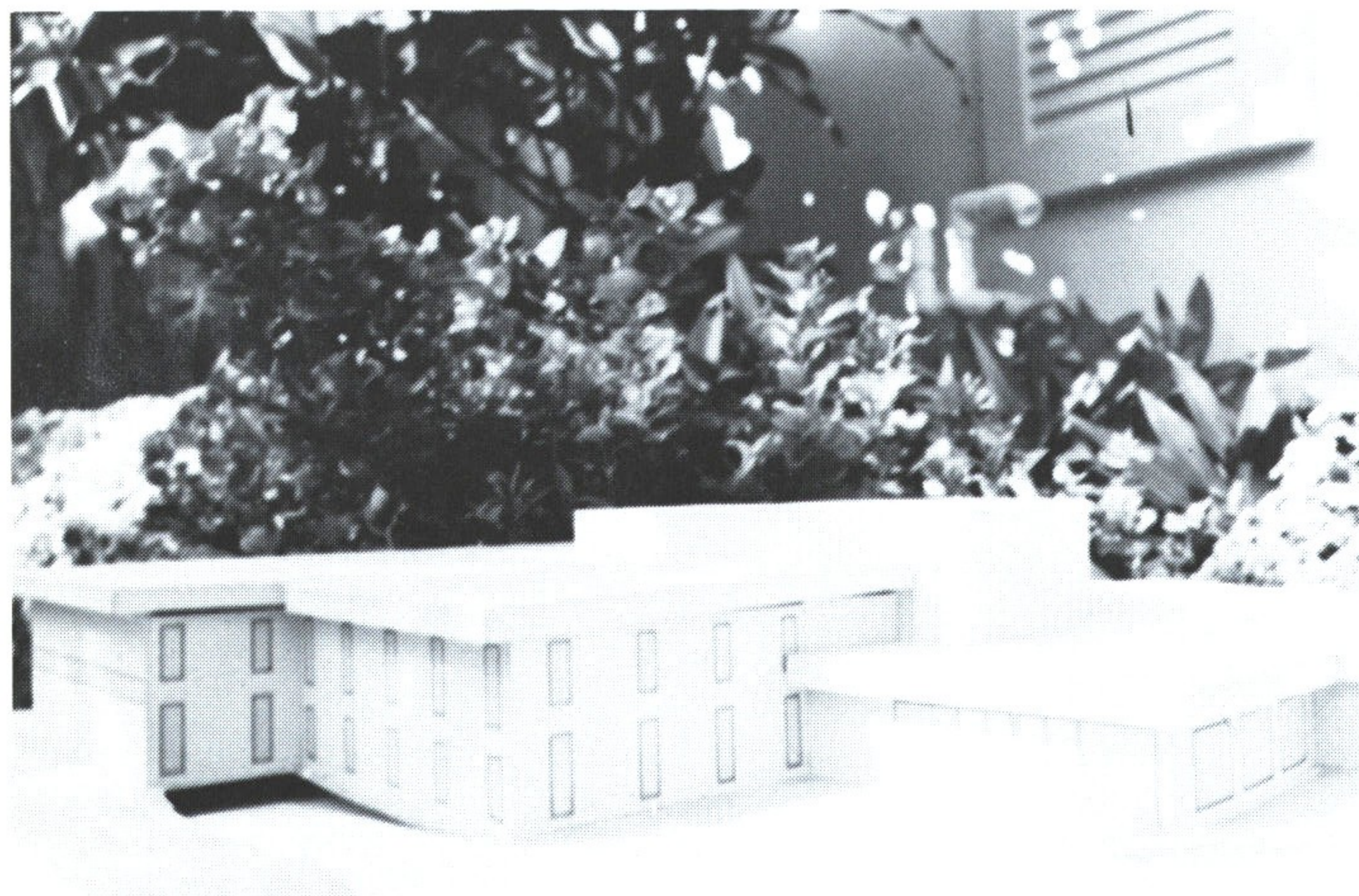
These students also provided security in their designs. Alarm systems of the most sophisticated nature.

The reception area was only the start of a walk through traffic pattern, which lead through mazes of exhibition rooms, then to the pick-up areas, and so on.

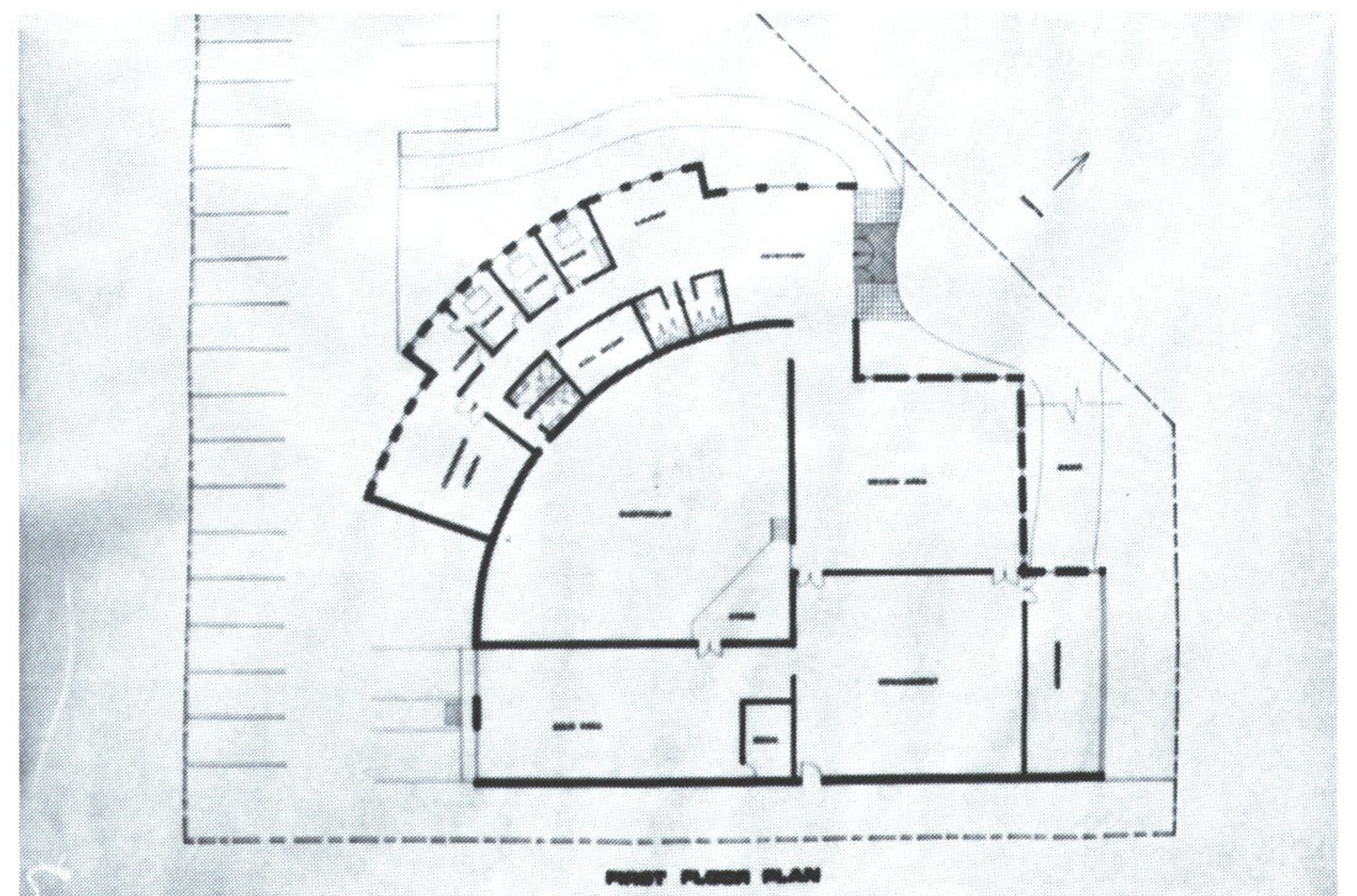
What marvelous young minds!

Now to put them all to the test. I was eager to see the final renderings and models. As the client I also became the jury in selecting the most outstanding design. I told the novice architects I was to first look for their sensitivity in responding to the needs of an auction house, and secondly to how well the problems were solved. Both Professor Johnson and I joined in looking for the best graphic presentation.

It was an anxious day as students filed into the classroom with their final presentations. They said they had had fun in



ROBERT LOEFFLER'S model of the auction facility was judged third best. His model is shown above left next to the first floor plan.



working the project. It showed in enthusiasm. They had learned about auctions as well as architecture. Some found that at one time or another their parents had bought at auction and were more familiar with the sales process than they. 'I never thought it could be this interesting,' said one of the students.

Professor Johnson and I considered each product of each student. Most were excellent. As good as many a full fledged architect could produce, I thought. Yet there was the one presentation which stood out above the others. It came from a student who had developed her concept early on.

Laura Perez is certainly not the type one would expect to be an architect. If I had to guess I would have said she was majoring in home economics — not architecture. She is an exceptionally pretty dark haired girl of Latin descent, soft spoken and very intense in her ambitions. The architectural model she produced was well done and considered all and more of the problematic factors presented by Professor Johnson and I.

Our second choice was the work of Edwardo Perez-Heydrich. Unlike Laura, he looked like an architect. Young, tall, lean, a handsome 20-year-old with a "matter-of-fact-I-know-I'm-good" attitude.

Robert Loeffler, handsome young blond man, became our third auction house design choice. And if there would have been subsequent choices to make it would have been done with difficulty. For even though not all were outstanding, each one in the class had been innovative in one manner or another. They had all obviously been thinking and working and producing.

At least my Utopian auction house is on the drawing board. I certainly would have given the commission to Laura Perez were I able to purchase the idyllic site in Coconut Grove and begin a building from the ground up and up and up.

But I'm bound to an established business with crowded warehouses, an auction theatre carved out of an existing building — without electronic rug lifts and without conveyor belts — let alone a loading platform. Yet for a while, I felt as if I were really working toward the reality of an auctioneer's Taj Ma Hal.

(EDITOR'S NOTE: J. Wayne Taylor will display the winner's architectural design at the 1978 NAA Boston Convention).

Western college of auctioneering

Learn to Be — One of the most respected and successful individuals in your community.

We can start you in a profession that is honorable, pleasurable and most rewarding financially. We have been doing same since 1948. Ask your successful auctioneer — he has been there!

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

CONVENTION DATES

JULY 19-22 — NATIONAL AUCTIONEERS ASSOCIATION, SHERATON-BOSTON HOTEL, BOSTON.

October 7 — Arkansas Auctioneers Association, Ramada Inn, Mountainhome.

October 15 — Mississippi Auctioneers Association, Downtown Holiday Inn, Jackson.

October 28-29 — Iowa Auctioneers Association, Hilton Motel, Des Moines.

November 5-6 — New York State Auctioneers Association.

November 19-20 — Indiana Auctioneers Association, Hyatt Regency Hotel, Indianapolis.

January 8, 1979 — Georgia Auctioneers Association.

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

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

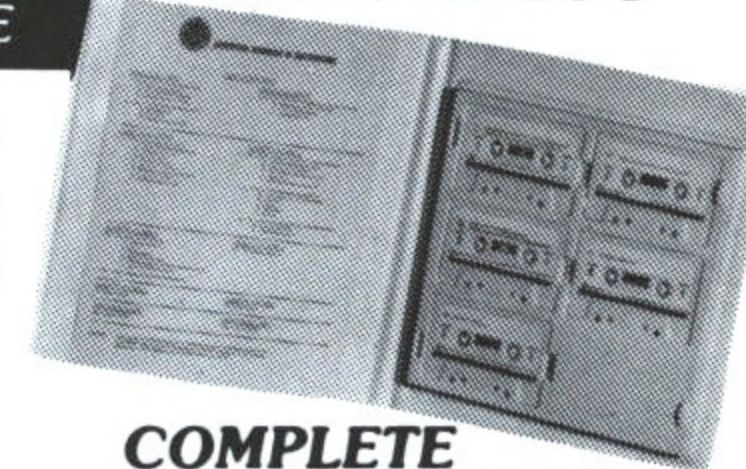
April 8-9, 1979 — Kentucky Auctioneers Association, Owensboro.

Learn Auctioneering AT HOME

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

American Academy of Auctioneers
1222 No. Kenwood, Broken Arrow, OK
74012. Ph. 918 251-1111

FREE CATALOG



COMPLETE COURSE \$49.95

1979 NAA Seminars Announced By Chairman C. E. Cumberlin

Two exciting sites have been selected by the NAA Education Committee for the 1979 Seminars. In 1979 auctioneers in the western states will have the opportunity to attend the seminars in January in Las Vegas, Nevada at the Sahara Hotel; and in February, 1979, the seminars will be held in Nashville at the beautiful, new Opryland Hotel (site of the 1980 NAA Convention).

The dates for the 1979 Seminars are: **Las Vegas, Nevada — January 29-30-31; Nashville, Tennessee — February 19-20-21.** The daily schedule for each of the 1979 three-day Seminars is as follows: Monday — Real Estate (the session will include many aspects of selling real property at auction); Bid Calling/Voice Analysis in the evening. Tuesday — Farm Equipment and Livestock, in addition to Advertising; Bid Calling/Voice Analysis in the evening. Wednesday — Antiques/Collectibles.

The instructors for the 1979 NAA Seminars are being contacted now. Registration forms will be available at the 1978 NAA Boston Clambake Convention and published in the fall issues of THE AUCTIONEER magazine.

Hotel reservation forms for each Seminar session will be published in the fall issues of THE AUCTIONEER magazine at the Sahara (Las Vegas) and the Opryland (Nashville) and seminars' registrants will make their own reservations at each hotel.

Seminars registration will begin at 8:30 a.m. on each day and it is suggested that hotel accommodations be reserved for the night preceding the first session of which the auctioneer will attend. Most seminars registrants attend all three sessions (days) as the information offered usually will fit all aspects of auction selling, even though the subject may not be titled in the auctioneers' categories.

Look for the 1979 Seminars registration and hotel reservation forms early in the fall and reserve the dates for the 1979 Seminars — January 28 (Sunday arrival) thru January 31 (Wednesday — last seminar day) in Las Vegas; February 17 (Sunday arrival) thru Wednesday, February 20 (Wednesday — last seminar day). The Wednesday session in each city will end at approximately 4:30 p.m.

LEARN AUCTIONEERING



EST. 1965

**PLAN NOW
TO ENROLL FOR
NEXT TERM**

At The

FLORIDA AUCTION SCHOOL

Classes are held three terms each year

MARCH • JULY • OCTOBER

**ATTEND 2 WEEKS INTENSIVE TRAINING
IN ALL PHASES OF THIS RESPECTED AND
HIGHLY PROFITABLE PROFESSION**

SEND FOR FREE CATALOG

Write or call for information today



MAX HUEBNER, MEMBER



FLORIDA AUCTION SCHOOL
P.O. Box 1444 • PHONE: (904) 732-6991
OCALA, FLORIDA

NEW TOOL

AUCTION

We will bring tools anywhere in the
United States.

All tools guaranteed.

We have the largest rolling inventory
in the tool business.

Tool auctions are great fund raising projects!

Stop in and visit our show room.
Call and talk to one of our salesmen.

Boswell Wholesale Inc.

BOX 334

BOSWELL, IN 47921

CALL TOLL FREE FOR INFO. 800 428-0950

For That Antique, Estate or Collector's Auction Be Sure to Use

The Weekly

TRI-STATE TRADER



FOR A CROWD OF GOOD BUYERS

Circulated primarily in Illinois, Indiana, Kentucky, Michigan, Missouri, Ohio, Tennessee, West Virginia, Wisconsin, Western New York, and Western Pennsylvania.

Since 1971 the Tri-State Trader has had more antique auctions than any other publication in the world! Results guaranteed or no pay! (Inclement weather excepted). Ask for a show of hands. Yes, we're that sure!

Phone (317) 345-5134

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

Reasonable rates.

Normal Ad Deadline: Every Wednesday, Reserved & Penalty - Rate Ads taken to 8:30 a.m. Friday.

Delivered every Monday in primary states.

Free Samples Sent to Auctioneers on Request

\$1,006,020 for 1,250 Acres . . .

Noted Virginia Farm Sold at Auction In April by Virginia Auctioneers

The "Southwest Virginia Enterprise" newspaper of Wytheville, Virginia, "splashed" the news about the Wythe County farm, which was sold on April 29, 1978 by the Horney Brothers Land Auction Co. of Wytheville and Ownby Auction & Realty Co., Inc., Richmond. The paper described the sale as follows:

**By Joe Heldreth,
News Editor**

"One of the most publicized auction sales ever conducted in the state of Virginia opened at 10 o'clock Saturday morning (April 29) in Wythe County and seven hours later 1250 acres and \$1,006,020.00 had gone across the block.

"Horney Brothers Land Auction Co., Wytheville and Ownby Auction & Realty Co., Inc., Richmond, combined Saturday to auction off the famed Graham's Forge Farms, divided into six blocks ranging from 50 to 400 acres and further divided into 103 tracts ranging from one acre to 100 acres each.

"NAA members, Dennis Ownby, assisted by Morris Fannon (Pennington Gap) barked out bid invitations while a half-dozen buyer prodders urged individual potential property seekers to be the final bidder.

"Twenty-six of the large crowd which filled a circus-type tent to overflowing came from several states to purchase their share of the prized land.

"Potential buyers came beckoned to the sale by advertisements in leading daily and weekly newspapers and commercials on several television stations. NAA member Jake Horney of Horney Brothers said the Wall Street Journal even carried an ad proclaiming the event.

"Bryan Shankman and Dow Owens, Pulaski attorneys representing the sellers, Mr. and Mrs. R. E. Weiskotten termed the sale very successful and commended the auctioneers on

a job well done.

"One block of the land is located at the Intersection of I-77 — I-81 and the rest, much of it along Reed Creek lies only minutes off the two Interstate highways.

"The sale was confirmed in General District Court in Pulaski Monday."

SCHOOL OF AUCTIONEERING KNOTTS

Learn the art of modern scientific auctioneering from our famous tape recorded course for home study or from classroom courses, which we conduct at various colleges, universities and vocational schools. This school is approved by the State Board of Schools and College Registration in our home state of Ohio. Reg. Number 71-12-0286H. Chief instructor, Col. R. E. Knotts, has thirty years experience and more than four thousand public sales to his credit. He has also been a professional auctioneer instructor and counselor since 1959.

**Rt. 2, Box 161-C, Gallipolis, Ohio 45631
(614) 446-2917**

NAA Director Mendenhall Selected As Rotary's Paul Harris Fellow

The following letters to Forrest Mendenhall, NAA Director of High Point, North Carolina, from C. H. Kruyer, Vice President of College Affairs of High Point College and Harry A. Stewart, Secretary of Rotary International, explain the honor, which was bestowed on Forrest. Forrest has served as auctioneer for charitable activities and his generous gifts have been recognized by being honored as a Rotary International "Paul Harris Fellow". The letters follow:

"Dear Forrest:

"Congratulations on receiving the well deserved recognition as a Paul Harris Fellow on Thursday evening. You well deserve this fine recognition because of the great help you have provided in making it possible for our club to have the great participation it has experienced with the Rotary Foundation.

"It was my good fortune this year to serve on the selection committee for our district for recommending candidates for the Foundation's Educational Awards program; it is an experience which really brings the fine work of the Foundation into focus.

"Again, congratulations. Best regards."

(C. H. Kruyer, Vice President, College Affairs, High Point College, High Point, North Carolina)

"Dear Forrest:

"The Rotary Club of High Point, North Carolina, made a generous contribution to The Rotary Foundation in your honor and it is my pleasure to inform you that as a result, you have been designated a PAUL HARRIS FELLOW.

"You can be proud of this very special way you are being honored, for gifts to the Foundation make it possible for young men and women to participate in programs that further international understanding. Thousands of award recipients have served as ambassadors of good will around the globe and their accomplishments have had far reaching results.

"The Foundation is proud of its programs, participants and donors. This contribution will help insure future opportunities for young people all over the world.

"On behalf of the trustees of the Foundation, my congratulations and best wishes. Sincerely."
(Harry A. Stewart, Secretary, THE ROTARY FOUNDATION of Rotary International, Evanston, Illinois.)

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.

APPRAISAL GUIDES

"You can't tell the names of the players, without a program." We have the tools for the auctioneer, appraiser, banker, finance company, car salesman, etc.

RED BOOK OFFICIAL USED CAR VALUATIONS\$20.00

Complete Regional Edition issued 8 times yearly . . . Retail, finance & wholesale values for all U.S. cars, popular import cars, light duty trucks, past 6 years. Insurance symbols, front end views, vehicle number, etc. (Mr. Auctioneer: worth the price for you personally to trade automobiles with!)

NATIONAL FARM TRACTOR & IMPLEMENT

BLUE BOOK\$20.00

Valuations, Nebraska tests, major accessories — past 10 years. Published yearly.

BLUE BOOK OFFICIAL USED TRUCK

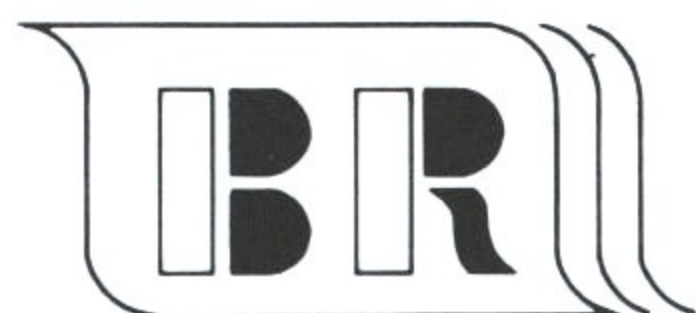
VALUATIONS\$25.00

Issued twice yearly. Lists all trucks, past 7 years . . . Gives values of trucks and major optional equipment.

OUTBOARD MOTOR GUIDE	\$ 5.95
Over 35 major manufacturers of outboard boat motors	
OUTBOARD BOAT GUIDE	\$ 5.95
More than 185 manufacturers, 15,000 models listed	
INBOARD & OUTDRIVE BOAT GUIDE	\$ 5.95
Does not include inboard boats	
INBOARD BOAT GUIDE	\$ 5.95
Does not include I O or stern drive boats	
BOAT TRAILER GUIDE	\$ 5.95
Over 5,000 different trailers listed	
CAMPING TRAILER & TRAVEL TRAILER GUIDE	\$ 5.95
More than 200 different lines included	
TRUCK CAMPER GUIDE	\$ 5.95
Over 177 manufacturers listed	
MOTOR HOME GUIDE	\$ 5.95
More than 167 different manufacturers shown	
SAILBOAT GUIDE	\$ 5.95
Over 116 different manufacturers listed	
PONTOON HOUSEBOAT GUIDE	\$ 5.95
Now shows over 80 different manufacturers	
CHAIN SAW GUIDE	\$ 5.95
More than 900 different models listed	
SNOWMOBILE & ATV GUIDE	\$ 5.95
There are over 200 different manufacturers listed	
MOTORCYCLE & MINI-BIKE GUIDE	\$ 5.95
Over 120 different listings — plus trailers	
LAWN EQUIPMENT GUIDE	\$ 5.95
Includes walking and riding mowers, snow blowers, etc.	
COMPACT TRACTOR GUIDE	\$ 5.95
All the major manufacturers are listed in this book	
MOBILE HOME BLUE BOOK	\$10.00
January or June edition (Whichever is most current)	
POCKET KNIVES GUIDE	\$ 5.95
Complete descriptions and illustrations — years made — variations — stampings and mint prices, etc.	

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

BUS RETMIER'S



VALUATION GUIDE SERVICE

8481 Bash Street, P.O. Box 50248
Indianapolis, Indiana 46250
Phone: 317 849-3304

Enclose \$1.50 handling & mailing charge per order
Shipped via UPS

Dear Bus:

Please send me the items circled above for which I am enclosing

(___check) (___money order) in the amount of \$_____

Name _____

Address _____

City _____ State _____ Zip _____

Challenging Bidder Applauded When Bows Out to Buyer of Table Which Brings \$7,600 At Glass Auction

By Michael Phelan, Publicity
Robert H. Glass Auction Gallery
Central Village, Connecticut

A new American auction gallery record was established at the Robert H. Glass Auction Gallery here on May 9, when an eager New York auction-buff successfully bid \$7,600 for a beautiful marble-top, turtle-top table with ornately-carved gargoyle legs and carved center-basket of fruit. The 400-plus excited onlookers rose and applauded when the challenging bidder finally bowed-out to the New Yorker!

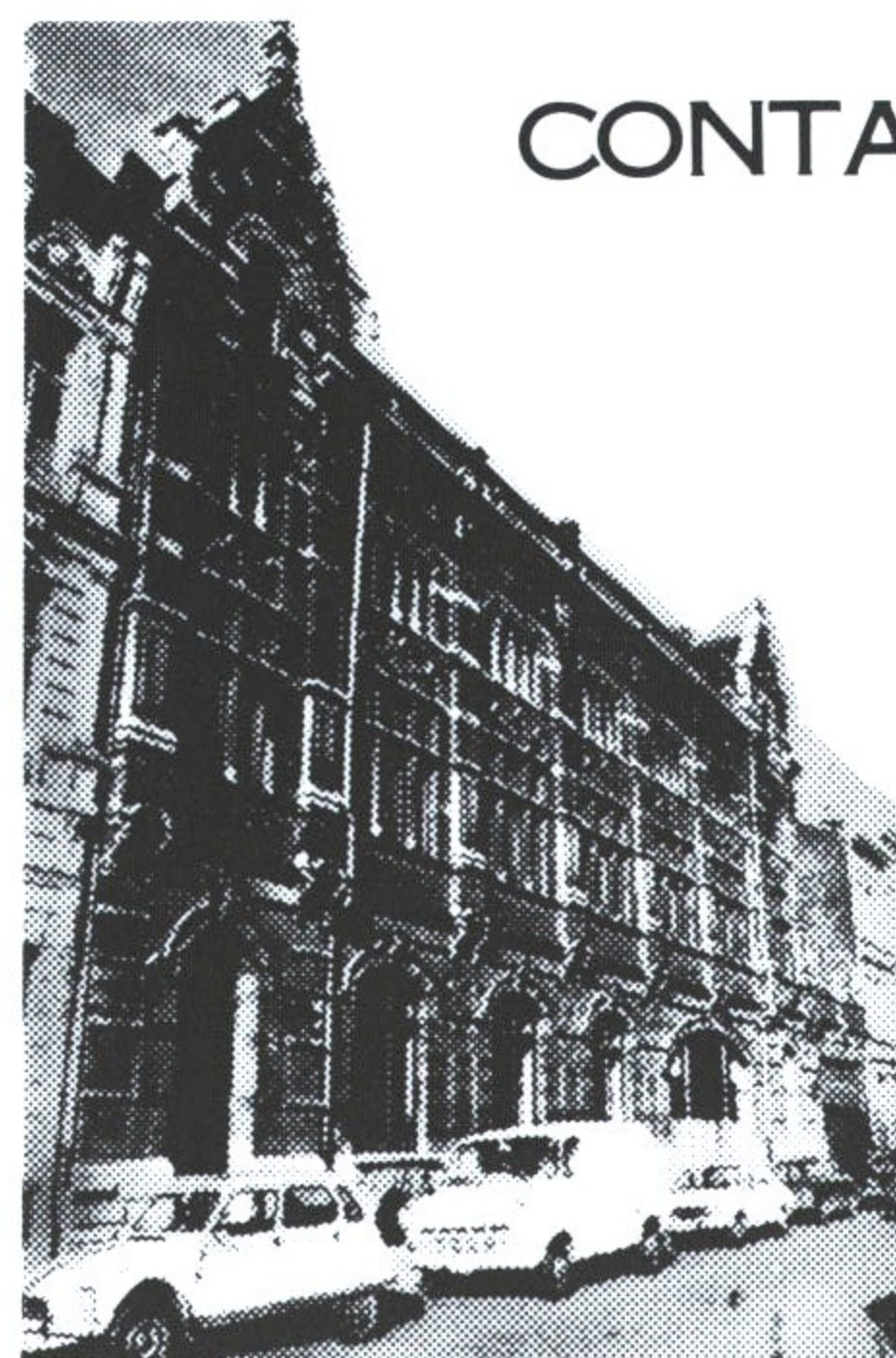
The auction, which featured quality Victorian furniture and a large selection of Lionel toy trains, also brought additional prices which were termed "fantastic" by Auctioneer Glass.

Two elegant high-backed pierced laminated rosewood Belter-styled couches in red velvet coverings brought \$9,000 for the pair, while an unusual dentist's cabinet with porcelain liners and glass knobs fetched \$360.

Among the Lionel toy trains, two brass engines and tender No. 10 brought \$3,050, and two early Lionel No. 9 race cars garnered \$450, while a box of 30 pieces of track went for \$210. An "inter-urban" trolley from Lionel sold for \$1,050; an unusual tin trolley with reversible seats went for \$950; and an engine, green with red undercoat, sold for \$450.

Additional items and their prices included two East Lake style arm chairs, \$400; a mirror-back corner curio table with cabriole legs, \$750; a 29" round marble-top table with umbrella support legs and center carved basket of fruit, \$450; an early 18th century tiger maple bed, \$260; a small oak school desk, \$70; an Ansonia mantle clock, \$80; a carmel slag lamp, \$90; an Atkins weight-driven pillared mantle clock, \$215; four flow-blue plates, \$100; a doll with pierced ears, \$135; child's Empire-style chest, \$60; a pair of copper ship's lanterns, \$105.

Two black walnut armchairs, \$190; wooden turned hall tree, \$75; beautiful oak rocking chair, \$210; round oak table and four chairs, \$195; brass ship's clock, \$90; ship's bell, \$65; four medallion-back grape-carved chairs, \$240; 8-day mantle clock, \$155; hand-cranked oak upright victrola, \$100; oak bookcase, \$115; two green flasks, cornucopia style, \$125; a mocha mug with cover, \$90; a green-upholstered couch, \$250; a toy horse pulling a Borden trolley, \$120; a round oak china closet with mirror, \$290; a brass bed, \$250; and a Schaeffer Brewery advertising picture, \$210.



CONTAINER BUYERS

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

ONE OF OUR ANTWERP WAREHOUSES
LYNN WALTERS

13011 S.E. 84th

Clackamas, Ore. 97015

[503] 654-3000

Iowa Auctioneers Sell Antiques And Farm Machinery For Ritchie, The 1976 Hall of Fame Recipient

Wendell Ritchie, owner of farm machinery and antiques, but more widely known to NAA members for his active participation in the activities of the Iowa and National Auctioneers Associations — he received the 1976 Hall of Fame Award from the NAA at the St. Louis Convention — retired and asked Iowa auctioneers to conduct the auction on Saturday, April 1, 1978.



WENDELL AND BERNICE RITCHIE stood by NAA auctioneer **Dale E. Smith's** auction topper during the farm machinery and antiques sale of the Ritchies.

The four Iowa auctioneers asked to conduct the auction by Wendell were Dale E. Smith and Bob Winegarden both of Pocahontas; Jay Arnold of Mallard and Donn Phillips of Laurens. Dale, Bob and Jay are members of the NAA and IAA.

Wendell has been a very loyal and active member of both the National and State associations. He had been an auctioneer for forty years until ten years ago when he fell in a corn crib and injured his legs. He had to retire as an active auctioneer, but he very rarely, if ever, missed a State or National convention.

The response to the items being sold was good and the four auctioneers had a good sale and a most enjoyable day. The sale lasted for five hours with all four auctioneers doing some selling.

The sale was well attended and was one of the first good antique sales held in the spring of 1978. The prices were at a new high again and farm machinery sold real well also.



FOUR GOOD AUCTIONEERS and friends of Wendell Ritchie — Dale Smith, Bob Winegarden, Jay Arnold and Donn Phillips — conducted the auction sale of farm machinery and antiques for the Ritchies. They are shown here calling for and receiving the bids.

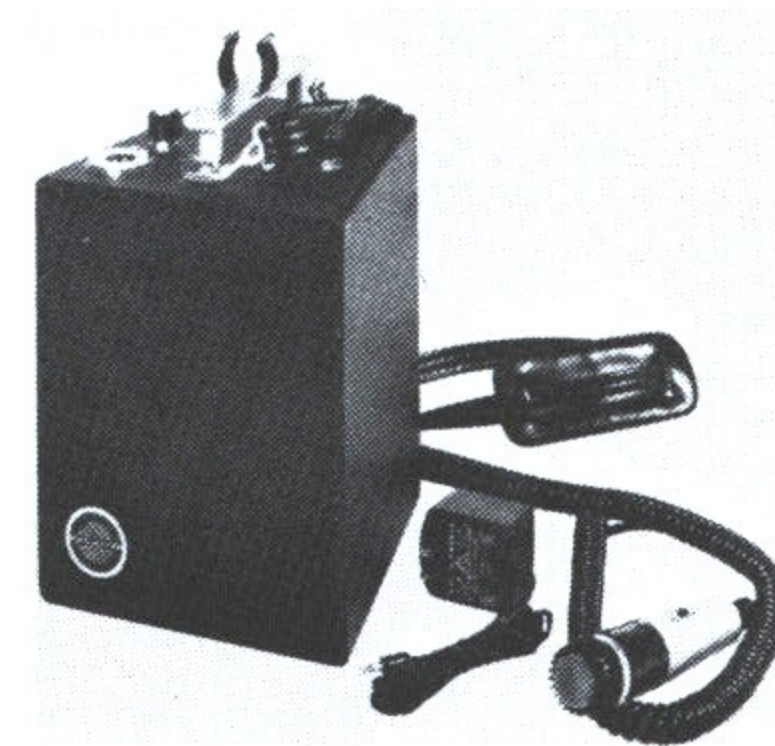


ANTIQUES and farm machinery were sold on April 1, 1978, by four auctioneers for Wendell Ritchie, auctioneer of 40 years, supporter of Iowa and National Auctioneers Associations' activities and 1976 NAA Hall of Fame Recipient.

The sale bill was prepared with three columns of items, which included the following headings: "2 Tractors & Other Machinery", "School House Bell, Spinning Wheel & Other Collectibles", "Tools, Loading Chute & Livestock Equipment", "Horse Drawn & Farm Collectibles & Guns", and "Miscellaneous Items".

Wendell was an active auctioneer in the Marathon, Iowa area for 40 years, but as Dale Smith said, in his letter reporting on the sale, "As nervous as Wendell was that day, you'd have thought he was crying his first sale."

No doubt Wendell will be able to tell you about his sale at the 1978 Boston NAA Convention — as stated above, he rarely, if ever, misses one!



Save \$15
below retail

**OVERNIGHT DELIVERY
IN INDIANA**

Yes, you can save fifteen dollars below retail on the all-new Model 16 Voice Projector. This unit replaces the Model 18, which has given such dependable service over the year. The Model 16 comes equipped with a top-quality Shure microphone; 16' coil microphone cord, and shoulder strap. Power is supplied by nine standard "D" cell batteries (not included, but available everywhere). Alkaline batteries will provide about 200 hours of sound at normal levels. Jack for tape recorder included. Price: only \$250.

Many top auctioneers across the country believe that Voice Projector products are the best on the market. They prove their confidence by buying and using them with pride, pleasure and profit. The Model 16 will save you money and make you money.

We also have the all-new Model 15, which sells for only \$175. Nine alkaline "C" batteries (not included) will provide about 100 hours service.

**Next Class:
June 5-9**

COL. ROBERT S. MILLER
MEMBER



**INDIANA COLLEGE
OF AUCTIONEERING**

8846 Holliday Drive, Indianapolis, IN 46260
317-844-1088



Where can you find over 50 auctions in one place every Sunday?

In Boston's number one auction paper — the Boston Herald American. Antiques shoppers in New England — and all over the country — make a point of looking in the Herald's auction pages, where an average of 50 auctions and antiques sales all over the area — and beyond — can be found every Sunday. The Boston Herald American is the auction paper in Boston, carrying 65% of the antique auction advertising. So people who want complete coverage of auctions turn naturally to the Herald — and people who want results choose the Herald to reach the audience of antiques buyers. If you're looking for a 1790 curio cabinet by Josiah Hepplewhite . . . or a pair of Sheraton side-chairs . . . or just the right "piece" to give the final touch to your room . . . or if you're in the business of selling antiques, there's really only one newspaper in Boston.



Boston Herald American

National Auctioneers Week Proclaimed by Iowa Governor



THE STATE OF IOWA recognized the auction method of selling when Iowa Governor Robert D. Ray signed the proclamation during National Auctioneers Week. Iowa Auctioneers Association members present for the occasion included, left to right, Dale Smith, 2nd Vice President from Pocahontas; Jay Arnold, Director from Mallard; Kenneth Erickson, 1st Vice President from Decorah; Pat Foster, President from Iowa City; Wayne Stewart from Audubon; and Lyle Erickson, Director and past NAA president from Cresco.

Minnesota Observes National Auctioneers Week



MINNESOTA GOVERNOR Rudy Perpich signed the proclamation, recognizing the auction profession during National Auctioneers Week, while MAA president Wally Laumeyer of Inger Grove Heights (left) and MAA vice president Duane "Beno" Benoit of South Haven look on. The Minnesota governor, immediately following the signing, was made an honorary member of the Minnesota and National Auctioneers Associations.



CCIM AFLB CRB

LEARN AUCTIONEERING IN FLORIDA

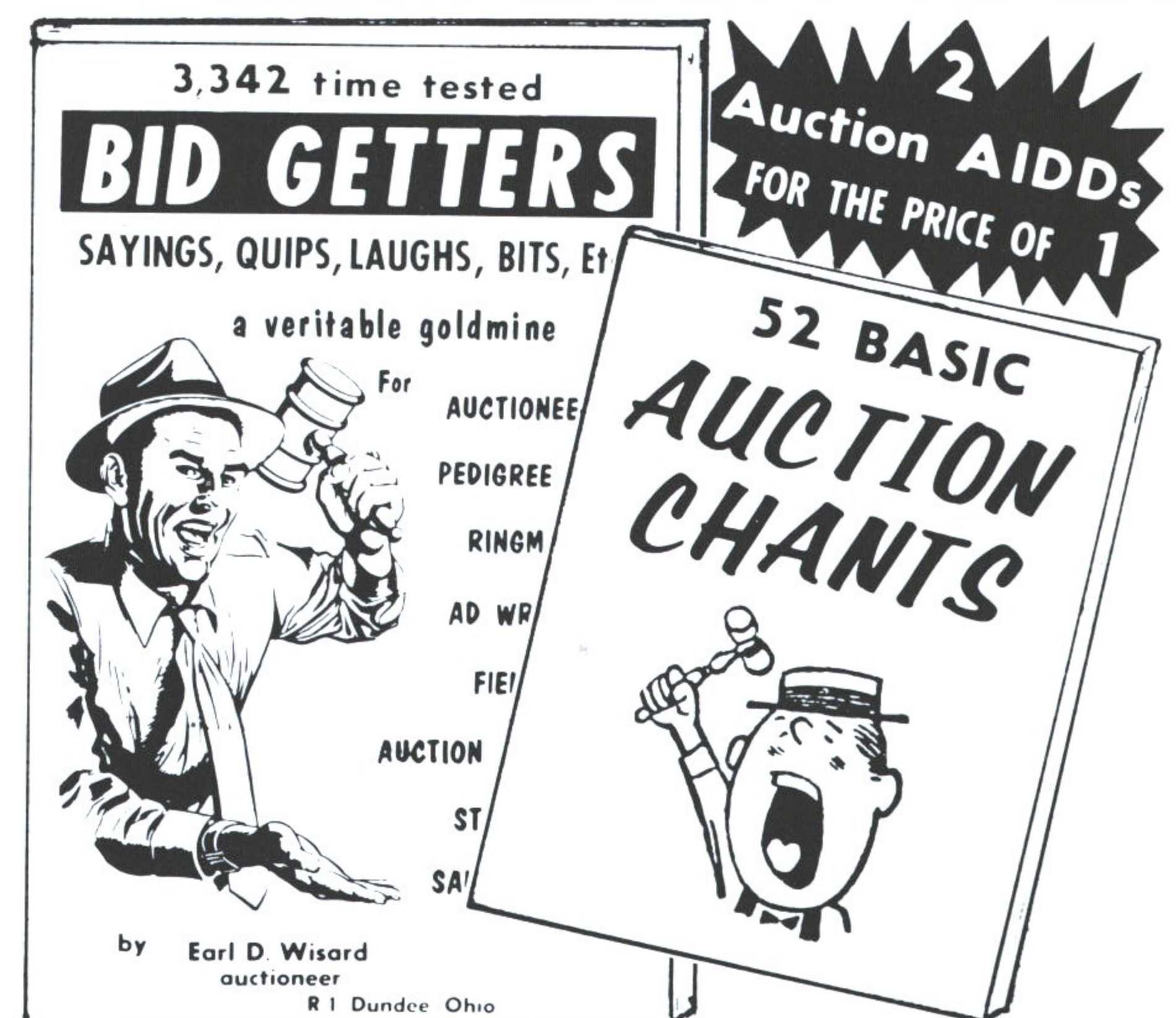
JIM GRAHAM
SCHOOL OF AUCTIONEERING

204 US 1, North Palm Beach, Fl 33408

Rhode Island Proclaims National Auctioneers Week



RHODE ISLAND recognized National Auctioneers Week when Lieutenant Governor Thomas LeLuglio (pictured right), representing the governor, presented the proclamation to members of the Professional Auctioneers Association of Rhode Island. Roger R. Houle (second from right) is PAARI president and attending the ceremony with him were, left to right, 1st vice president Chris Mercurio; secretary Louise E. Wordell; and treasurer David Lucas. The Professional Auctioneers Association of Rhode Island is one of the newer state associations formed, having been in existence for nearly one year. The PAARI members have become quite active and will serve as co-hosts for the 1978 NAA Boston Convention as an active member of the New England Council of Auctioneers.



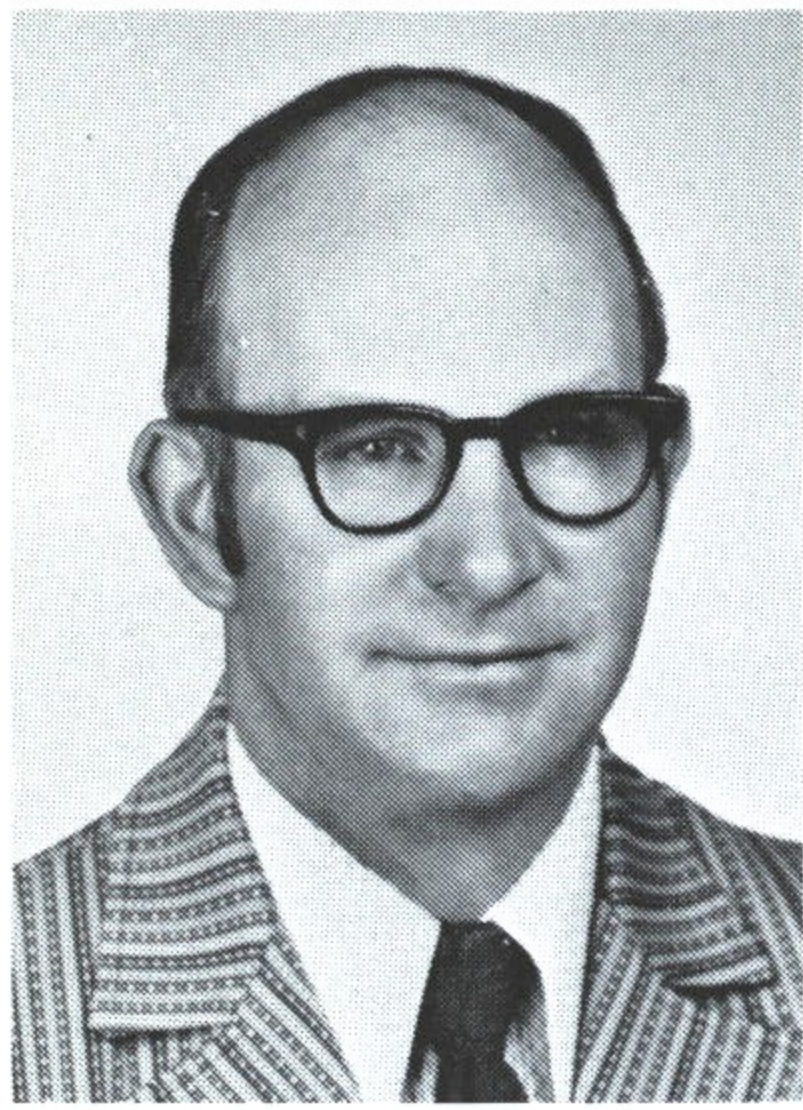
BID GETTERS (Third Edition)

is a 132-page book loaded with 3,342 sayings, quips, laughs, ribs, banter, bits, etc., mostly one-liners collected from 100's of auctioneers all over the U.S. and Canada during a 53-year period. Bid Getters is written to do two things:

1. Get more AIDD — attention, interest, desire, decision.
 2. Increase your ability to persuade, cajole, exhort or otherwise promote bidding.
- "An excellent book." "Used in our school." — Mendenhall School of Auctioneering, High Point, North Carolina.
 "Very good" (underlined)—Ex. Sec. Reppert School of Auctioneering, Decatur, Indiana.
 "Truly a masterpiece which can be of unlimited value to auctioneers whether they be apprentices or professionals." — Knotts School of Auctioneering, Gallipolis, Ohio.
 "May I personally congratulate you on the fine collection you have compiled." — Pres. Wisconsin Auction School, Wisconsin Dells, Wisconsin.

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

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



YOU CAN BE AN AUCTIONEER

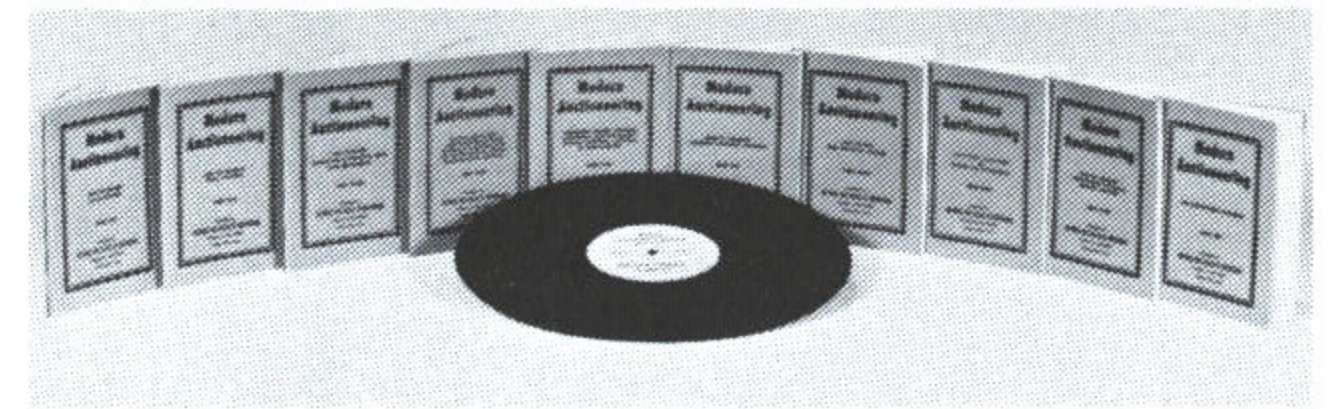
MAKE BIG MONEY START YOUR NEW CAREER

Col. Gordon E. Taylor
Owner and President
Reisch World Wide College
of Auctioneering

FOR THE PROFESSIONAL
AUCTIONEER

Clerking Supplies
Sound Systems

Write for Information



Learn how you can get my Home Study
Course — 10 books and record

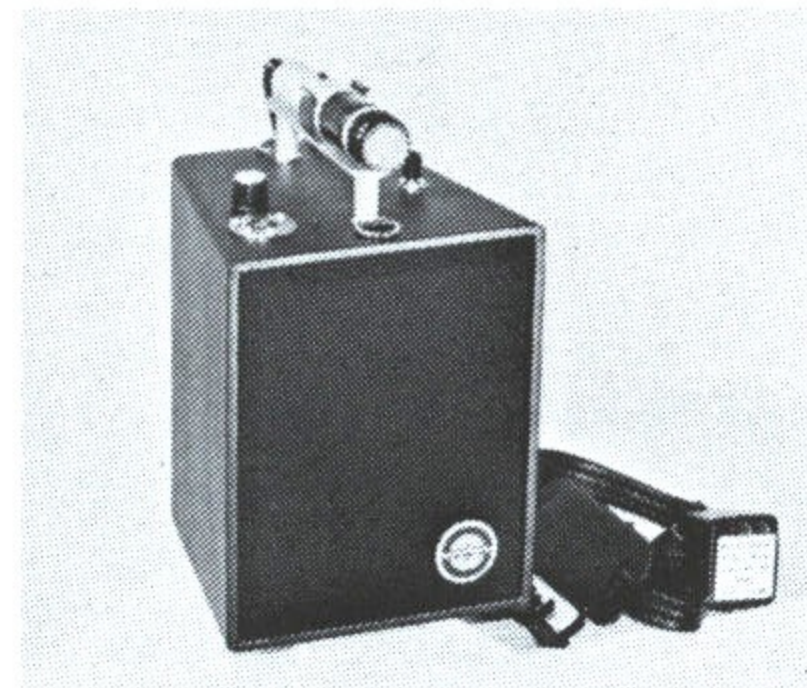
Graduates receive lifetime scholarship
and post-graduate assistance

... I CAN HELP YOU!

SEND FOR LARGE FREE CATALOG

ATTEND 2 WEEKS INTENSIVE TRAIN-
ING IN ALL PHASES OF THIS RE-
SPECTED AND HIGHLY PROFITABLE
PROFESSION.

20 of nation's leading auctioneers show
you how



MAIL
COUPON
TODAY!

Since 1933 Largest in the World • V.A. Approved

Reisch World Wide College of Auctioneering
Box 949

Mason City, Iowa 50401

Ph. (515) 423-5242

☐ YES . . . Send me FREE catalog

☐ Send information on Supplies/Sound Systems

NAME

ADDRESS

CITY

STATE ZIP

NA



ZOMAX INDUSTRIES, LTD.

34-24 HUNTERS POINT AVENUE
LONG ISLAND CITY, N.Y. 11101

(212) 392-4141

BUY DIRECT FROM PRIME SOURCE
ALL TYPES OF HAND TOOLS

PROMPT SHIPMENT
EXCELLENT VALUES

- Wrench Sets
- Socket Sets
- Adjustable Wrenches
- Pipe Wrenches
- Pliers
- Hammers & Mallets
- Drill Sets
- Screwdriver Sets

- Vises
- Folding Rules
- Bolt Cutters
- Padlocks
- Tap & Die Sets
- Wrecking Bars
- File Sets
- Sandpaper

- Trowels
- Trouble Lights
- Kerosene Lanterns
- Rope
- Saws & Hacksaws
- Measuring Tapes
- Chain Hoists
- PVC Tape

MANY OTHERS

Write for FREE Catalog

(212) 392-4141



ZOMAX INDUSTRIES, LTD.

34-24 HUNTERS POINT AVENUE
LONG ISLAND CITY, N.Y. 11101

Florida, Massachusetts Offers Proclamation For National Auctioneers Week; NAA Member Is Chief Executive, Board of Selectmen

One of the best ways to assure the National Auctioneers Association success in promoting the auction profession during National Auctioneers Week is to have the chief executive of the town serve as the town's auctioneer.

Such is the case in Florida, Massachusetts, where Roy C. Burdick is the Chairman, Board of Selectman (the chief executive of the town of Florida). NAA Member Burdick wrote the following letter to the NAA Office:

"I wish to thank you for the article on me in the April issue, and I hope you can use this one because it is unique in that being the chief executive of the Town of Florida (Massachusetts) and only auctioneer, and the only National Auctioneers member in Berkshire County, I had to ask myself for a proclamation for National Auctioneers Week.

"Newspaper and radio gave good coverage."

**Roy C. Burdick, NAA Member
Chairman, Board of Selectmen
Florida, Massachusetts**

Auction Supplies

Paddle Cards • Item Receipt System •
Clerk Sheets • Direction Signs

Write for Samples and prices

SMART ART PAPER PRODUCTS

501 Penna. Ave.

Downingtown, PA 19335

Advertising Guide Reissued For Small Business By SBA

WASHINGTON, D.C., March 29 — An updated edition of the small business management booklet, "Selecting Advertising Media: A Guide for Small Business," has been issued by the U.S. Small Business Administration.

Authored by Harvey R. Cook, the publication emphasizes the importance of advertising a small business's products and services and explains advertising media and agencies. It also suggests different types of promotional materials and advertising budgets for small firms.

Orders for the booklet, which sells for \$2.75, should be sent to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Payment should be made in the form of a personal check or money order made out to that office.

SBA publishes 160 free and for-sale small business management publications. The aids cover many subjects and range from "Locating or Relocating Your Business" to "Getting the Facts for Income Tax Reporting."



Roy C. Burdick Auction Co.

We Sell and Appraise Everything
Put ZIP in your Sale Hire Us
The Auctioneers Auctioneer

RFD No. 2, Box 14, North Adams, Mass. 01247

PHONE - 413 664-6055



ROY C. BURDICK, NAA member and Chairman, Board of Selectmen of the Town of Florida, Massachusetts, signs with "two hands" the National Auctioneers Week proclamation. He is the town's chief executive and only NAA member in the county.

**You Can Learn To
Be An Auctioneer**

INTERNATIONAL AUCTION SCHOOL

912 *KENTUCKY HOME LIFE BLDG.*
LOUISVILLE, KENTUCKY

Send for Catalog

**NATIONALLY KNOWN INSTRUCTORS
THE \$UCCESS \$CHOOL OF MID-AMERICA**

Next Class: April 23 — May 5

Castner Preaches Sermon on Sunday During National Auctioneers Week; Title Was "Going, Going, Gone!"

New Jersey auctioneers were quite active in promoting National Auctioneers Week in 1978 (June issue of THE AUCTIONEER depicted news releases, etc.), using several area newspapers. NAA member Don Castner, of Branchville, recognized NAA Week in a special way when, as guest preacher at the Lafayette Federated Church in Lafayette, New Jersey, gave the sermon entitled, "Going — Going — Gone!"

Don is past president of the New Jersey State Society of Auctioneers and an active lay preacher in local churches.

ATTEND

GEORGIA AUCTIONEER'S
LICENSE NO. 129

Charlie Gay's



DEALER AUCTION

Every Monday 10 a.m. 'til ?

2550 Shorter Avenue "Ga. Hwy. 20 West"

ROME, GA. 30161

"404 - 234-5946 or 232-3451"

THIS IS AN ABSOLUTE AUCTION - ALL MERCHANDISE IS SOLD TO
THE HIGHEST BIDDER

No Junk Will Be Sold

ALL NEW MERCHANDISE SOLD IN LARGE AND SMALL LOTS

10% Commission Is Charged The Seller On All Sales Made On The Premises

Terms of Payment: CASH or CERTIFIED CHECK

Auctions: Winning the Battle of the Bids

By Dorothy Berger

The following article is reprinted courtesy the Fairfax (Virginia) Journal, copyright 1978. The article was submitted to THE AUCTIONEER magazine by Ronald Tull, Annandale, Virginia. Tempo editor Jim Scott allowed a ONE-TIME REPRINT PERMISSION.

Featured in the article is NAA member H. Layton "Sonny" Laws of Manassas, Virginia.

Special to the Journal

Bidding at an auction can be thrilling, nerve-tingling entertainment. It has all the allure of a three-ring circus. In just a few hours, thousands of dollars worth of beautiful, rare and ordinary items change hands.

There's continuous anticipation in the air, like at a horse race, a game of bingo or an important test. Who's going to get the prize? Who's going to say, "Oh, well! Next time!"?

Yes, auctions are fun. But, they're more than that. They're big business. And, they're a way homeowners can get good antiques and pieces of furniture at a fraction of their retail cost.

To a person attending an auction for the first time, the entire procedure can seem confusing. He may be left gasping, panting, wondering what has happened. Everything was so fast.

An item is only up for a bid for about 30 to 60 seconds. In that time you have to make up your minds. Do you want it? How much are you willing to pay for it? What is it worth? Hesitate for just a minute, and it's gone, out of your grasp. Another bidder with quicker reactions owns it.

How can you increase the odds in your favor? How can you compete in this fast-paced game? How can you learn to become a successful bidder, and carry away that pot of gold at the end of the rainbow?

One man who has a lot of the answers is successful auctioneer H. L. (Sonny) Laws, of Laws Auctions and Antiques,

Manassas. Laws lives, breathes and loves the searching for, the finding and the joy of bidders when they carry off their auction prize.

The hours are long; the job is difficult. But to him it is worthwhile when a customer tells him, "You know, I've been all over the world. Yet, I enjoy that piece of furniture I bought at your auction more than anything I've seen anywhere."

Since Laws realizes that informed bidders are more likely to be happy bidders, he's willing to share some of his knowledge.

"Don't come to an auction late, jump in and start bidding," he warns. Sometimes people do this. Then suddenly they wonder, "Do I really want this item, can I use it, where am I going to put it?"

Says Laws: "Get to the auction early enough so that you can become familiar with what is at the sale. Walk through and find the merchandise that interests you. Study it carefully. Observe its condition.

"After all, it's impossible for an auctioneer to describe every item as he comes to it, to tell you every little nick, or every little this-and-that wrong with it. Good auctioneers will generally discuss any major damage or repair. But it is impossible to point out every little scratch."

"Learn the value of the items that interest you," he advises. "See what they go for at auctions, study price catalogs, check their retail value in antique shops. Before an item that attracts you goes up for bidding, observe its condition. Decide what it is worth, how much you are willing to pay for it.

"In that way, you'll be able to recognize a bargain when it comes up. For you never know in advance what item will not be going at its true value.

"Maybe it will be that Chippendale chest that is going low. Just that particular day, it is not bringing what it is worth. If you are prepared, you will be ready to take advantage of it.

Better Auctioneers Start With Better Training!



SHORTCUT TO BEING A "TOP AUCTIONEER"

WHEN YOU GET YOUR AUCTIONEER TRAINING AT MENDENHALL SCHOOL OF AUCTIONEERING YOU GET AN AUCTION PROGRAM THAT IS TAUGHT BY 14 OF THE NATION'S TOP AUCTIONEERS AND BUSINESS LEADERS. EACH INSTRUCTOR IS A SPECIALIST IN HIS OWN FIELD AND EACH IS AN OUTSTANDING INDIVIDUAL.

SEVERAL OF OUR INSTRUCTORS HAVE PARTICIPATED AS INSTRUCTORS AT SEMINARS SPONSORED BY THE NATIONAL AUCTIONEERS ASSOCIATION THROUGHOUT THE NATION.

IT'S SUCCESSFUL PEOPLE LIKE THIS THAT YOU LEARN MORE FROM. YOU WILL BE TRAINED BY SOME OF THE BEST AUCTIONEERS AND INSTRUCTORS IN THE WORLD.

FORREST MENDENHALL,
MEMBER



ENROLL TODAY!



Write or call for
free information
today.

Mendenhall School of Auctioneering

U.S. HWY. 29 & 70 (I-85) • HIGH POINT, NORTH CAROLINA, 27263 • PHONE (919) 887-1165

Otherwise, you might say, "Golly, I didn't look at that item. I wonder if there is something wrong with it. Is that why it is not going high, or is the bidding just off today?" Unless you're informed," Laws warns, "you just can't bid intelligently."

Studying the antique market is well worth your effort. Laws points out: "When you buy an antique, its value continues to go up. There are only a limited number available. When you buy new furniture, it's like buying a new car. The value drops right away. But, when you get an antique you are getting something of real value, that can be sold later for as much or more than you paid for it. For there will be very few like it."

Games People Play

"There are different types of games that some experienced bidders play at auctions to help them make the winning bid," Laws says. "It's sort of like the different theories people have on horse racing."

- Some people try to open an item at a low price. The theory is that it won't build up fast enough, and that people will get tired before it gets to its real value.

- Some bidders will open high instead of low. The aim is to scare a lot of other bidders, who didn't expect it to open that high. During that 30 to 60 seconds it is being offered, it will throw some bidders off guard. The next thing you know, it's sold. Then, they're mad because they didn't bid, although they had planned to bid more than the winning bid.

"If an item will go for \$150, people expect it to open at \$25, \$50, maybe," Laws notes. "Someone jumps in, and says \$75. This will throw things out of kilter. The other bidders were prepared to go higher; but that high opening shook them, just for 30 or 40 seconds.

"Then, it is too late! The item is sold before they collected themselves enough to bid. People have told me, 'I don't know, I was going to go \$125 on that item. But, it opened at \$75, and I don't know why, I just didn't bid.'"

- There are others who jump bids. Say an item is going for

\$5, \$10, \$15. Some guy will say \$25. Everybody expected him to say \$20. That will confuse people for 20 to 30 seconds, just enough time for him to close the winning bid.

- Some people bid in a loud, forceful voice. They think this will shake people into holding back their bids.

- Some try to hold down the price by cutting bids. The bid is going . . . \$125, \$150. They'll go back to \$135 or \$125.

Myths and Misconceptions

"There are many myths and misconceptions that the auction business lends itself to," Sonny Laws observes. He tells it as it is.

- "Many times people have the misconception at an auction that the prices are getting out-of-sight when they hear an item or two bringing in a lot of money. They hear an item going for \$2,000, and they think, 'Wow!' But, they don't realize that the item is worth 4 or 5,000 dollars.

"It's like hearing that a Lincoln Continental sold for \$7,000, and being amazed, if you didn't follow the market. But, they cost \$15,000. Just because an item or two brings a lot of money doesn't mean that the bidding is out-of-sight."

- People have the misconception that if you send an item to auction that it is going to go high. But that is just not true. For people who attend auctions are generally informed people who know the value of the items on which they are bidding. You don't find people paying \$100 for a \$50 item.

- Then, there's the joke that goes around about auctions. There are these two people locking horns, bidding against each other, bringing the price unreasonably high. Neither will give up. One wins, and gleefully pays \$2,000 for a \$100 item.

"Generally when people lock horns on an item, it is because it is an item that you just can't replace," says Laws. "For example, two collectors coming in to bid on a Model T Ford, one coming from New York, the other from Chicago. They know the value of the item. They know that there is almost no other one available. They didn't make the trip for nothing. They're prepared to pay its full value. And, although

Makes Clerking Auctions Easier

PLEASE STATE SIZE OF
FILE YOU WISH TO ORDER

100 Slot File
(Slots—3½" deep - 2½" wide)

\$59.95

100 Slot File
(Slots—2" deep - 2" wide)

\$59.95

50 Slot File
(Slots—3½" deep - 2½" wide)

\$29.95

50 Slot File
(Slots—2" deep - 2" wide)

\$29.95

You can use any of the above files for several hundred bidders or more.

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

Package of 200 sheets (4,200 Items)

\$32.00

Package of 600 Sheets (12,600 Items)

\$90.00

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

We pay shipping charges on all items

- ★ Filing System
 - ★ Supplies Carrier
 - ★ Sale Forms
- Supplies Carrier
11½" x 19" x 3½" includes
Clip Board for sales forms.
\$19.95



	A	B	C	D	E
1	16	31	46	61	76
2	17	32	47	62	77
3	18	33	48	63	78
4	19	34	49	64	79
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
14	29	44	59	74	89
15	30	45	60	75	90

Sales Forms, in triplicate
200 sheets (4200) **\$32.00**
Items

Item	No.
Purchaser	
Price	

This is for the 2" file

Send Check or Money Order to:

LUNDEEN SALES FORMS

423 East Avenue

Holdrege, Nebraska 68949

it may seem that way to people who don't follow the market, these collectors don't overbid."

● Another misconception that people have about auctions is that there is a skill in the audience to bring the bidding up. "How are we going to pay our overhead," Laws wonders, "if we buy our own items back? There's no way a person in the audience could guess when other bidders are going to stop. How could anyone know how high it's safe to bid?"

"It's getting increasingly difficult to find good-quality marketable antiques at a reasonable price," Laws observes. "People are becoming more aware of the value of what they own, often researching their own items. The days are almost gone where an auctioneer can buy a \$100 item for 20, 30 or 40 dollars.

"On the other hand," he notes, "bidders at auctions carefully follow the market. This knowledge is a built-in protection for the buyer. It's like the Democrats and the Republicans. Auctioneers, like politicians, can only get away with so much, because there are built-in watchdogs that act as protectors for the public. Of course, here is some impulse buying in the auction business, just like in any other business. But the rumors that tend to fly about double value being paid for items are just a lot of nonsense."

While it's getting harder and harder to get fabulous buys in the auction business, there are exceptions. "Everyone in the antique business can tell you about the exceptions," says Laws. "That is what keeps the business interesting. There is still the collector who can boast that he found his Tiffany lamp for \$12. It is worth \$300, but nobody at the auction was aware of its value. So, you can still get 'finds,' but it's getting harder to do. Therefore, it's more fun. But, there are still buys to be had."

Northeastern America is still full of the 13-room houses that have been in the same family for a hundred years, where antiques are just stored away. "I was in a house, not long ago, with original toy trains, in original cartons, and a whole collection of original bisque dolls. It was unbelievable," Sonny Laws says enthusiastically, "to still find a house like this. There were the old original leaded stained glass windows in the house. All these items were in mint condition, had never been owned by anyone else.

"But, houses and antiques like this only come on the market often enough to keep it interesting, to keep it exciting, and to keep you looking. When we're lucky enough to get one of these, we can see the excitement and enthusiasm of the crowd. It's all that built-in protection.

"When you get the good stuff, the people are there, and they're excited. This is the rainbow that we all search for. I put in long hours, evenings, weekends, holidays, driving everywhere to find antiques, keeping up the trends, constantly learning what people's interests are, deciding how much to pay and sell an item for.

"If it weren't for the rainbow neither I, nor anyone else would be there. But, I love it. After all, if you had a job, where you did the same thing every day, there's no rainbow, no rainbow at all."

REPPERT

SCHOOL OF AUCTIONEERING

Tuition \$300 for 3-Week Term — Also Home Study

Founded in 1921

Decatur, Indiana

Box 189 46733 AC 0033

AUCTION FORMS

IMPRINTED WITH YOUR NAME & NUMBERED OR NUMBERED ONLY AS LISTED

ALL CLERKING TICKETS - 3 copies 8½" x 11" NCR
12 on or 10 on - not numbered - 100 sets \$9.00;
250 sets \$19.50, 500 sets \$38.00, 1000 sets \$75.00.
CLERKING TICKETS 10 on or 12 on - Imprinted your name, address and telephone number; 100 sets \$25.00; 250 sets \$39.00; 500 sets \$62.50; 1,000 sets \$100.00. **NOT NUMBERED.**

CLERKING TICKETS 10 on only - numbered 1 to 1,000, or 1 to 100, 100 sets \$14.00; 200 sets \$26.00; 500 sets \$53.00; 1000 sets \$100.00.

CLERKING TICKETS: 10 on only - numbered 1 to 1,000 or 1 to 100 and Imprinted your name, address and telephone number on each ticket. 100 sets \$30.00; 250 sets \$45.00; 500 sets \$77.50; 1,000 sets \$125.00.

ALL FORMS LISTED UNDER THIS HEADING are 8½" x 11" sold in pads of 50 each pad at \$1.40 per pad, 10 pads at \$1.20 each, 20 or more pads at .95c each pad. Not numbered.

CLERKING SHEETS - CASHIER'S STATEMENTS
TERMS OF SALE - CONSIGNMENT CHECK-IN
CONTRACT FORM - PROMOTION SCHEDULE
BUYER'S REGISTRATION - 2 FORMS - 1 with room for 13 names - new form room for 20 names.

Above Forms can be imprinted your name, address and telephone number 500 \$15.00 extra; 1000 \$20.00 extra.
FORMS LISTED BELOW NUMBERED FROM 1 to 1000 or 1 to 100; 1 pad 50 sheets \$2.65; 10 pads at \$2.35 each, 20 or more pads at \$1.95 each.

CLERKING SHEETS - BUYER'S REGISTRATION
CASHIER'S STATEMENTS numbered from 1 to 1000 or 1 to 1 to 100; 1000 lots only, \$39.00. Imprinted your name, address and telephone number and numbered 1 to 1000 or 1 to 100; 20 pads only \$46.00.

TAGS Cardboard 2½" x 5½" - 3 part perforated, hole at top. 1000 tags \$8.50; 2500 tags \$19.75; 5000 tags \$40.00. **WIRES FOR TAGS** 1000 \$8.50; 5000 wires \$40.00.

TAGS Cardboard - 2½" x 5½" - Numbered 1 to 1000, or 1 to 100; 1" numbers - 1000 tags \$19.50; 2000 tags \$38.00; 5000 tags \$90.00.

TAGS Sticky Back, no wires needed, peel off and stick on or 1 to 100; 1" numbers - 1000 tags \$18.50, 2000 tags \$36.00; 5000 tags \$85.00.

TAGS - Sticky back - Numbered 1 to 1000 - 1" numbers. 1000 tags \$22.50, 2000 tags \$42.00, 5000 tags \$102.50.

BUYER CARDS FORM BC-20 3¼" x 7" - 1000 cards \$7.50, 2500 cards \$17.50, 5000 cards \$32.50.

BUYER CARD - numbered from 1 to 1000 or 1 to 100 1000 cards \$17.50; 2000 cards \$34.00; 5000 \$82.50. Numbered and imprinted your name, address and telephone number 1000 cards \$22.00; 2000 cards \$42.00; 5000 \$100.00.

BUYER CARD — No. BCND-50 Numbered 1 to 1000 or 1 to 100; 1" display numbers; 1000 cards \$20.00; 2000 cards \$32.00; 5000 cards \$77.00. **NO NAME.**

ARROW DIRECTION SIGNS colored cardboard 9" x 11" **Word AUCTION** and **ARROW** in big Type. 50 signs \$7.00, 100 signs \$9.00. Arrow directions assorted.

Payment with Order — We Pay Postage

C. O. D. Orders — You Pay Postage

— WRITE FOR FREE SAMPLES TO —

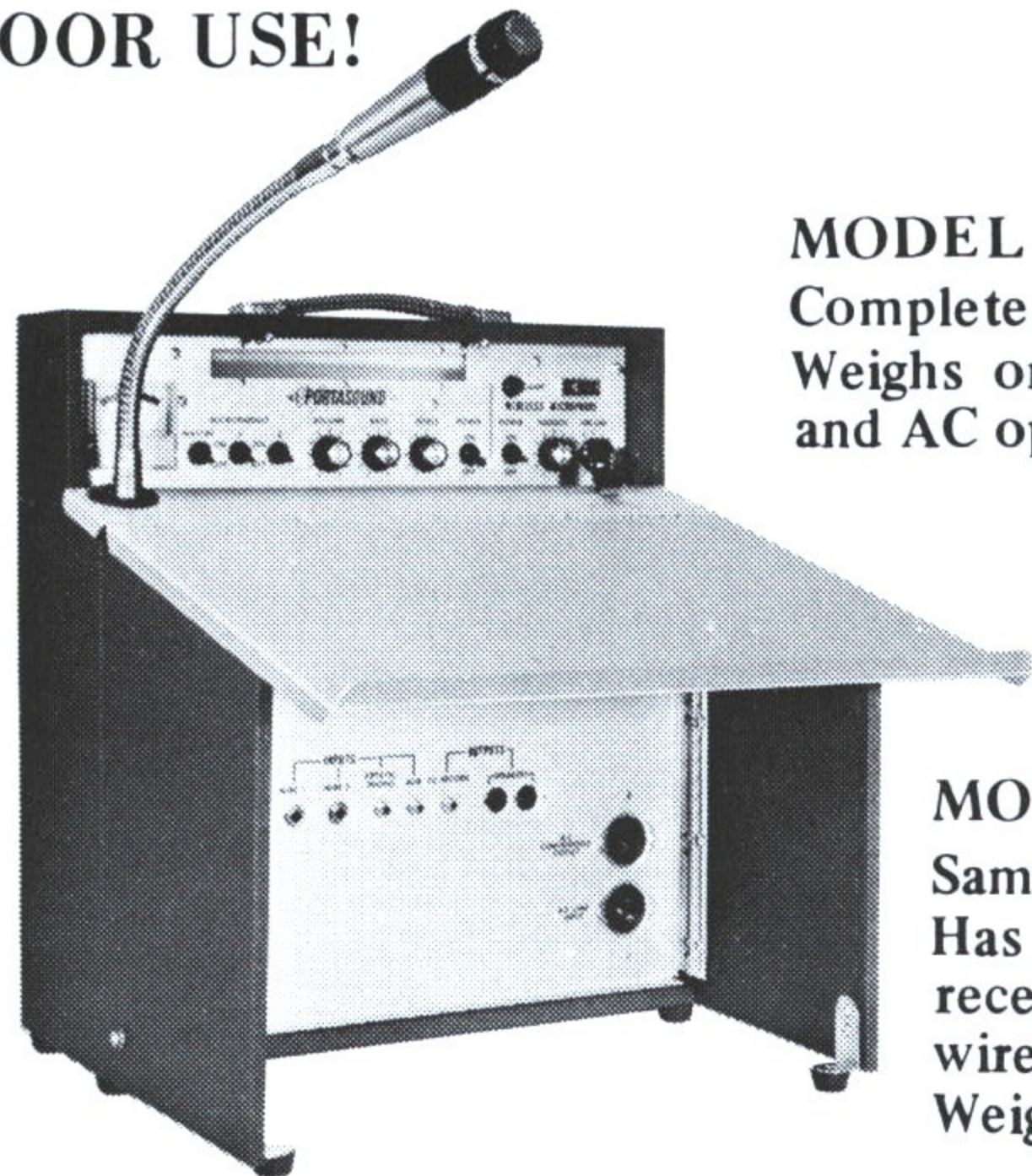
STOCK YARDS PRINTING CO.

1613-A Genesee, Kansas City, Mo. 64102

PORTASOUND[®]

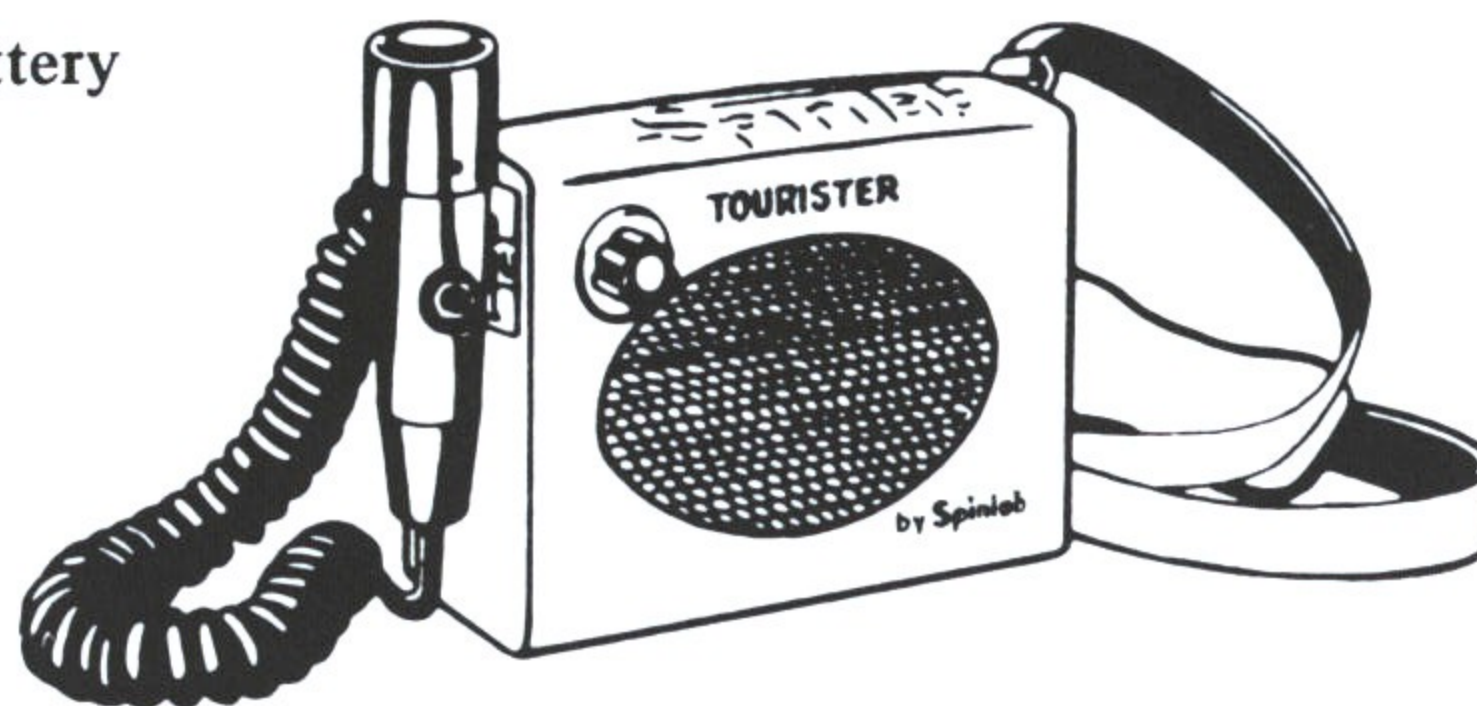
Goes With You- ANYWHERE!

NOW CARRY YOUR OWN RELIABLE,
INSTANTANEOUS PUBLIC ADDRESS
SYSTEM. . . . FOR INDOOR AND OUT-
DOOR USE!



MODEL 231
Complete portable system.
Weights only 28 pounds. Battery
and AC operation.

MODEL 231W
Same as Model 231.
Has built-in wireless
receiver and roving
wireless microphone.
Weights 33 pounds.



MODEL 244 "TOURISTER"
Compact shoulder
carried P.A. system
weights only 3 pounds.
Rechargeable batt-
eries. Charger included.

PORTASOUND
312 W. Vine Avenue, Knoxville, TN. 37901

AT THE WISCONSIN AUCTION SCHOOL YOU WILL LEARN ABOUT

Ethics of the Auctioneering Profession
Voice, Poise, & Public Speaking
Physical Fitness
Motivation & Enthusiasm
Advertising & Promotion
Clerking & Cashiering
Ring Work
Salesmanship & Sale Management
Promotion of Your Auction Career
Sale Barns & Auction Houses
Antique & Furniture Auctions
Farm Auctions
Bankruptcies
Machinery & Automobile Auctions
Real Estate Auctions
Estate Liquidations
Livestock Auctions
Merchandise Auctions
Tool Auctions
Bid Calling
and more.

The Wisconsin Auction
School is approved by the
Wisconsin Educational Ap-
proval Board.

You will learn from successful
auctioneers, educators, and
business people.

A. E. Pourchot
Member



Instant replay video tape system will let you, the
student auctioneer, both see and hear yourself
in action. You will also sell at regular auctions.



You will learn by doing.
- SEND FOR BULLETIN -
Two Weeks Term Starting:
Second Monday in September
First Monday in November
Second Monday in February
First Monday in April
Second Monday in June
Weekend Sessions Also

WISCONSIN AUCTION SCHOOL
Box 62
Wisconsin Dell, Wisconsin 53965

The NAA Keeps on Growing

By Arthur A. Williams, Member
North Plainfield, New Jersey

Ten or twelve years ago The National Auctioneers Association was much like the local social club: it was nice to belong, but you received no great material return on your investment of membership dues.

In those days you would never think to invite that "no good so-and-so", your competitor from your same town or across the state, to join your group. After all, his main purpose in life was to destroy your business.

Then along came the activists and consumers were being incited to "rise up" against the corrupt business community. At the same time a more involved federal and state government began to barrage you with legislation that threatened to choke your business and destroy your free enterprise system.

Suddenly that "no good so-and-so" had become your best friend. You and he had to unite to help each other develop more professionally. Together they must develop a stronger and more effective voice to reach your government policy makers.

The National Auctioneers Association offers the means to obtain these goals. Your association provides you with the training, education and research tools to assist you in your daily management efforts. It helps foster communications within the auction industry at meetings, seminars and conventions. The sharing of ideas solves problems before they become insolvable.

We urge each of you to help yourself grow more professionally and economically by convincing your auctioneer associates to join our association family.

June was membership month, but we can make every month membership by inviting qualified auctioneers to join our association.

Remember, a larger and stronger NAA membership means more professional training aids and a larger unified voice to our governmental decision makers.

SALE CLERKING SHEETS and other Auction forms

Write for Samples and Prices

BURTON PRINTING CO.

P.O. Box 597 Hastings, Nebr. 68901

\$2,500 License Fee Paid

The Kruse Classic Auction Company was required to pay a \$2,500 fee for a one-day auction, held in Miami, Florida, recently.

NAA member Russell Kruse wrote, "The auction conducted was for antique and collector automobiles. The Kruse Company is always willing to pay whatever license fee and bonding that is necessary; however, without question the \$2,500 was an exorbitant fee to pay for a one-day sale."

Russell continued, "Kruse will be happy when all states have some type of license laws or bond that covers the entire state so that auctioneers may enjoy the same rights and privileges, which are afforded real estate brokers and other state licensees, who pay practical license fees of usually less than \$100 per year."

BUSINESS CARDS

EMBOSS

\$12.00 per 1,000

2 color - \$14.00

Either emblem \$1.00 extra

CARDPRINT

701 Park Ave., Galion, Ohio 44833

Be An Auctioneer

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

FREE CATALOG!

Missouri Auction School

1600 GENESEE / KANSAS CITY, MO. 64102

WANTED: RELIABLE AUCTIONEER

We are looking for a reliable auctioneer to work full time setting up and booking auctions in the western states. We specialize in farm and construction equipment auctions. Must be honest and willing to travel. Must relocate to the west coast and be a self-starter and promoter. Salary open with all expenses and bonus paid. Send your qualifications to:

Southwest Auction Company

1535 E. Sixth St., Beaumont, California 92223

Glen Sharp — Phone: 714 845-2111

Clock Auction Sets Records Iowan Harris is Auctioneer



Over \$92,000 worth of clocks were sold at the 21st Semi-annual Clock Auction at the Gene Harris Antique Center in Marshalltown, Iowa recently. A record number of 66 consignors were in attendance from New York to Colorado to sell their clocks at the auction.

The top-selling clock was an extremely rare Simon Willard lighthouse clock, which was purchased by a dealer for a private collector at the price of \$18,000. A rare J. C. Brown acorn mantle clock also sold to a private collector in Colorado for \$4,500.

Five Howard banjo clocks highlighted the auction with their quality and beauty. A fabulous seven-inch Ansonia pin wheel, jeweler's regulator in a walnut case sold for \$2,200; a fine nine-pipe Herschedes grandfather clock sold for \$2,500.

NAA member Gene Harris and his wife, Donna, conduct this fine auction twice a year, depending on the collectors from across the nation to consign quality clocks. The next clock auction will be held on Saturday, October 7, 1978.

SUBSCRIBE NOW

Are you interested in equipment, trucks, auctions, etc? Then subscribe to the **TEXAS TRADER**, semi-monthly publication. \$10.00 per year. Box 3945NA, Bryan, Texas 77801



Leslie Swainbank Antiques Inc.

Head Office-
34 Church Rd, Roby, Nr. Liverpool, L36 9TD, Lancashire, England
Telephone 051-489 1142



World Wide Antique Exporters

CALLING ALL AUCTIONEERS

ARE YOU LOOKING FOR FINE AUCTION SALE ANTIQUES?

We Supply 40 Ft. Containers Direct From England

Consisting of 250 to 300 items of furniture, Rolltop Desks, Halltrees, Washstands, Bedroom Suites, Parlor Sets, Bric-A-Brac etc., etc.

Every item shipped is ready for immediate sale upon delivery in U.S.A. **WE DO NOT SHIP UNSALEABLE OR BROKEN ITEMS. Satisfaction Guaranteed.**

SAVE TIME: EXPENSIVE HOTEL BILLS: AIR FARES: PACKING CHARGES: OUR SHIPMENTS ARE EXPERTLY PACKED FREE OF CHARGE.
Saving at Least \$600 per Container Load:

WE OFFER THE FINEST QUALITY AT THE LOWEST PRICE THAT IS WHY, WE HAVE MANY SATISFIED CUSTOMERS WHO BUY ANTIQUES DIRECT FROM US, ON A REGULAR BASIS.

PLEASE WRITE TODAY FOR AN OFFICIAL CONTAINER ORDER FORM

SHIPMENTS AVAILABLE FROM \$5000 TO \$50,000.

Container full of **LEADED GLASS** available by request.

WE HANDLE ALL PAPERWORK DOOR TO DOOR. FULL INSURANCE ALSO.

LESLIE SWAINBANK ANTIQUES LTD.

Worldwide Antique Exporters

Head Office 34 Church Road, Roby, Nr. Liverpool

L36 9TD, Lancashire, England

Call 051-489-1142 or 051-207-4312

**THE LADIES AUXILIARY TO THE
NATIONAL AUCTIONEERS ASSOCIATION**

1977-1978 Officers

PRESIDENT: Mrs. Wylie (Joan) Rittenhouse, Uniontown, Pennsylvania

1st VICE PRESIDENT: Mrs. Walter (Ruby) Hartman, Camden, Ohio

2nd VICE PRESIDENT: Mrs. Leland (Irene) Dudley, Hampton, Iowa

SECRETARY-TREASURER: Mrs. Charlie (Glenda) Johnson, Sevierville, Tennessee

HISTORIAN: Mrs. Bill (Dorothy) Cooke, Griffith, Indiana

DIRECTORS

Terms Expiring 1980:

Mrs. Marty (Brenda) Higgenbotham, Lakeland, Florida
Mrs. Forrest (Betty Jo) Mendenhall, High Point, North Carolina

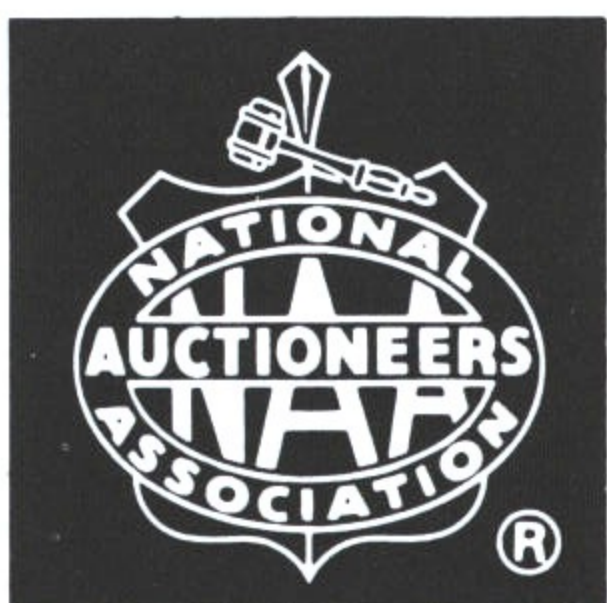
Mrs. Harvey (Pat) Lambright, LaGrange, Indiana
Mrs. Bob (Ann) Williams, Arlington, Washington

Terms Expiring 1979:

Mrs. Don (Eileen) Standen, North Ridgeville, Ohio
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



In Memoriam

H. W. ENGLE

A heart attack was the cause of death for H. W. Engle of Creola, Ohio. Mrs. Engle, who survives her husband, reported that he passed away on March 16, 1978.

DAVID S. BLEW II

David S. Blew II, 71-year old NAA member of Bridgeton, New Jersey, died at his home after a lengthy illness. He was well known in the Bridgeton and South Jersey area as an auctioneer, Realtor and appraiser. He was born in Bridgeton and lived in the Bridgeton area all of his life.

He was a member of the Central United Methodist Church; member and past president of the American Society of Real Estate Appraisers; member and past president of the Bridgeton Rotary Club; member and past president of the Cumberland County Board of Realtors; a director and member of the executive committee of the Cumberland Mutual Fire Insurance Company; vice president of the Equitable Building and Loan Association; and a member of the advisory board of the Farmers and Merchants National Bank.

He is survived by his son, David S. III; a daughter, Mrs. Malcolm MacGregory; a sister and six grandchildren.

**Prices Hold and Demand is Good
On Sawmill Equipment Auctioned
By New York Auctioneer Trageser**

Prices continue to hold and the demand is good for used sawmill machinery equipment on the auction market. On a cold day in May an auction was held by J. Vern Trageser of the Star Industrial Auction Service, Java Center, New York, and people attended from 12 states. The Smathers Lumber Company of Troutville, Pennsylvania sold the sawmill machinery.

In spite of the bitter cold the crowd held and the machinery and equipment sold at average and above average prices.

In April the firm sold sawmill equipment in Orbisonia, Pennsylvania; pallet shop equipment in Ontario, New York; and motorcycles at York, Pennsylvania. The firm specializes in industrial sales.



NAA AUCTIONEER J. Vern Trageser at work calling bids on conveyors for the Smathers Lumber Company.



THE CROWD at the Smith Lumber Company, Orbisonia, Pennsylvania, where J. Vern Trageser sold at auction sawmill equipment.

WANTED

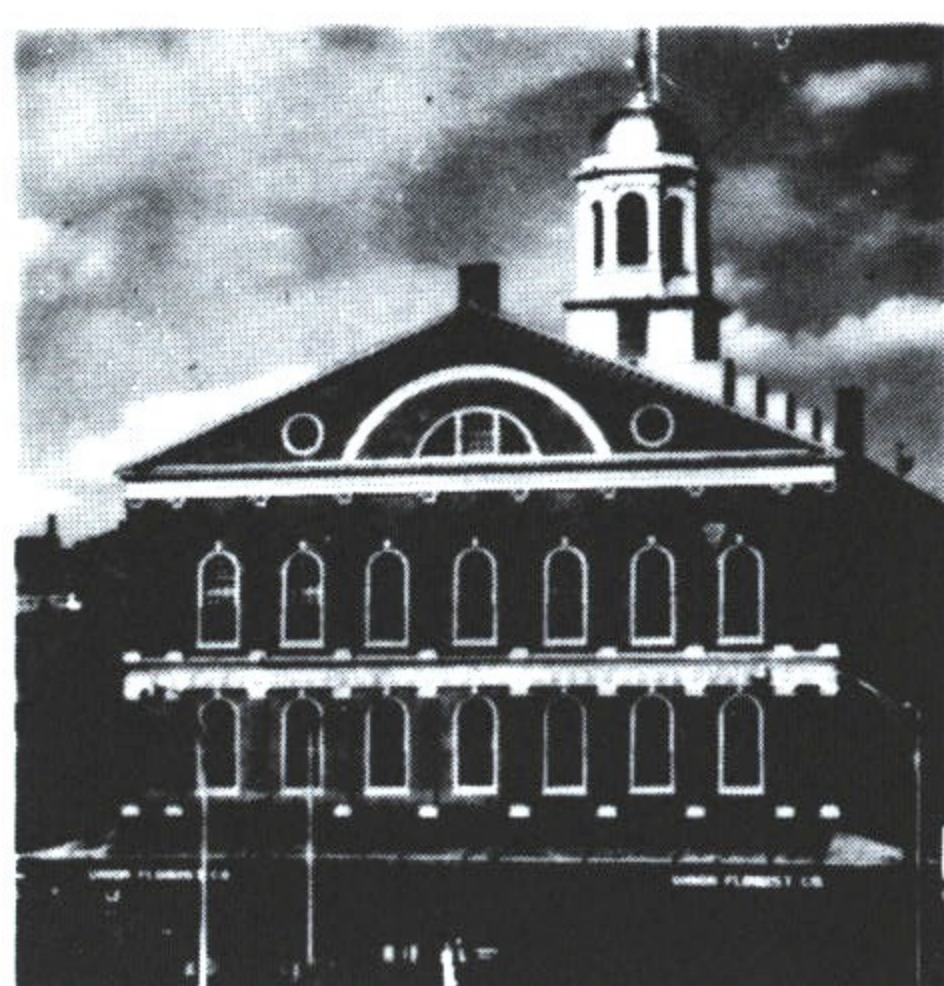
**AUCTION HOUSE LOCATIONS
TO CONDUCT TOOL AUCTIONS!**

Largest Auction Supply on Wheels in the Southeast. Merchandise Owned and Supplied by:

PIERCE-AIR TOOL COMPANY
119 CHELTENHAM DRIVE
WINSTON-SALEM, NORTH CAROLINA 27103
PHONE: 1-919-765-1643

KEITH J. PIERCE

Will consign all merchandise — we furnish fliers, clerk sheets, and pay 1/2 of newspaper advertising. I will be there personally to work the sale with you.



WELCOME TO BOSTON... AND WELCOME TO THE BOSTON GLOBE

We're happy you've selected Boston as headquarters for your 1978 NAA Convention. It's a wonderful city!

And while you're here, The Globe is probably the newspaper you'll be reading. Simply because more Bostonians read The Globe than any other newspaper in New England. In fact, we reach nearly a-million-and-a-quarter readers every weekday.

Why do they read The Globe? One reason is because we carry the bulk of the Classified advertising published in Boston: 75% of it last year! And we ran 93% of all the Help Wanted advertising, 85% of the Real Estate and 67% of the Automotive.*

Something else you should know: our readers are young, affluent and constantly on the go! The kind of people who run to auctions. The kind of people you want to talk to!

So, while you're in Boston, read The Globe. You'll see what makes it the kind of newspaper auction advertisers can count on!

*ALS, Year 1977

The Boston Globe

Boston, Mass. 02107

(617) 929-1500

Antiques & Americana

By George Michael
Merrimack, New Hampshire

CHIPPENDALE TABLE

Every once in a while, a classic piece of American furniture turns up. We picture a rather rare form in a Chippendale drop leaf table, which was most likely made in Portsmouth,



New Hampshire. It is mahogany, 30" in length, and features perhaps the most graceful set of Chippendale legs these eyes have ever seen. They are cabriole, terminating in ball and talon feet. Wood is mahogany.

PROVEN SILENT SALESMEN

Removable Magnetic Signs for cars, trucks and stands. For all trades. All logos available. Send for brochure and Information Sheet for FREE LAYOUT and quotation.

ORIGINAL TRI METRIC "3-D" SIGNS "SIGNS OF THE TIMES"

5 Tracy Dr., R.D. #3, Skaneateles, NY 13152

It is spectacular because of its delicate proportions, style, workmanship and age. Totally hand made, it is the result of many hours of painstaking work. It is 18th century and represents the kind of fine craftsmanship which was evident along the coast where cabinetmakers were at work satisfying the needs of wealthy merchants, sea captains and landowners. It is ultra-sophisticated in form yet very country and provincial in its look as it is not embellished with carving or other decoration.

There is a trend toward the appreciation of the smaller pieces of furniture. Size is important and relates directly to value in many instances. Quite often, an added four inches in width on some pieces can make a difference of many dollars. A thirty inch drop leaf table in this period is a rarity, much less one in such pleasing form. Most are 36" or longer. The deeper the leaves, the better, and these are in direct proportion to its length — any deeper and they would not be harmonious. It is important that all boards, in the top as well as leaves, be single board construction, not two or more boards doweled together. The wide boards were more difficult to find, hence their rarity and greater value today.

Mahogany was a very expensive wood in the 18th century, so it is valued in furniture today. Color is important — refinishing should be done only to clean and complement the piece.

ATTENTION, ALL AUCTIONEERS!

Large Estate Settlement of Colored Gemstones

We have been instructed to dispose of a vast quantity of gemstones. However, in our auctions in Dallas, Houston, and San Antonio, we cannot even scratch the surface of the inventory we have.

We need your help in liquidating these gemstones. We are looking for approximately 100 auctioneers who will sell these emeralds, rubies, sapphires, aquamarines, opals, amethysts, garnets, moonstones, tiger eyes, jade, etc., on consignment.

Please tell us your commission, how many you would like, etc., and we will send them to you immediately.

These gemstones are guaranteed to be genuine. They have been weighed on a jeweler's scale and are accurate to within 1/100 of a carat. All are cut and faceted. They are to be sold without minimum or reservation.

In our own experience, they have proven to be excellent "fillers" for our auctions, take very little time to sell and bring in an extra \$50-\$250 profit for us at every sale.

Please call or write our office as soon as possible.

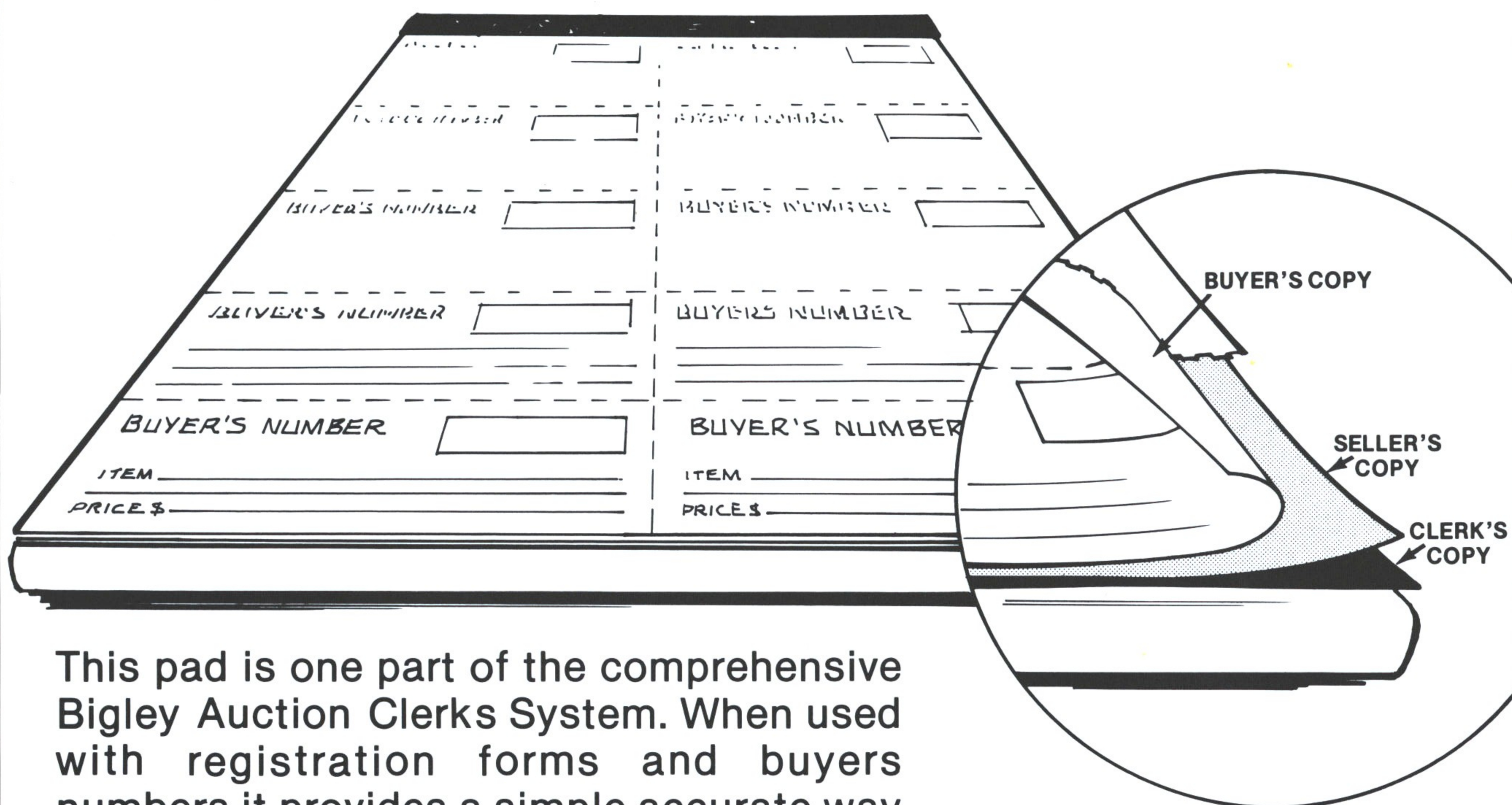
Thanks very much.



3114 Garden Brook
Dallas, Texas 75234

Contact: Mr. George Wallace
(214) 243-1345

The pad that's auction record, sales receipt and clipboard all in one.



This pad is one part of the comprehensive Bigley Auction Clerks System. When used with registration forms and buyers numbers it provides a simple accurate way to record each buyer, item and purchase price. As purchases are recorded the perforated top sheet is separated into individual buyers receipts. The bottom two copies remain intact as a complete record for the seller and clerk.

- Bound Pad contains 25 triplicate clerk sheets
- Provides space to record 250 purchases.
- No carbon paper required.
- Eliminates the need for separate clipboard.

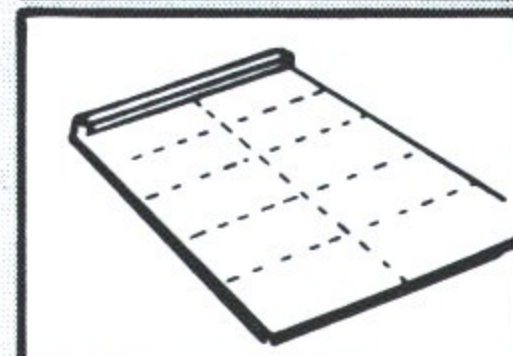
PUT THE COMPLETE BIGLEY SYSTEM TO WORK FOR YOU



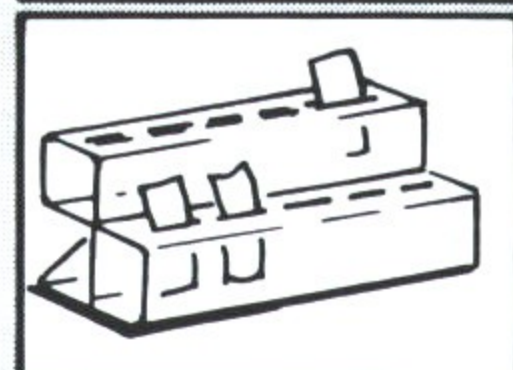
REGISTRATION FORMS
Numbered pads—a real time saver.



BUYERS NUMBERS
Matched to Registration Forms for accurate recording.



CLERKS SHEETS
A triplicate sales record for all parties. Space for buyers numbers.



HOLDING RACK
Gives easy access to buyers copy of sales slip.

BIGLEY AUCTION CLERKS SYSTEM

P.O. Box 164 / Elysian, MN 56028

Please ship (Bigley prepays shipping costs on all orders over \$25.00):

BUYERS NUMBERS AND INDIVIDUAL REGISTRATION FORMS—per hundred \$3.75

____ Sets, numbered 1-100

____ Sets, numbered 1-200

____ Sets, numbered 1-500

____ Sets, numbered 1-1000

CLERKS SHEETS—in tablets of 25 triplicate sheets. Buyer's sheet is in sections. Other two remain intact, but detachable.

____ 1 Tablet, \$3.25 ____ 10 Tablets, \$31.00 ____ 40 Tablets, \$118.00

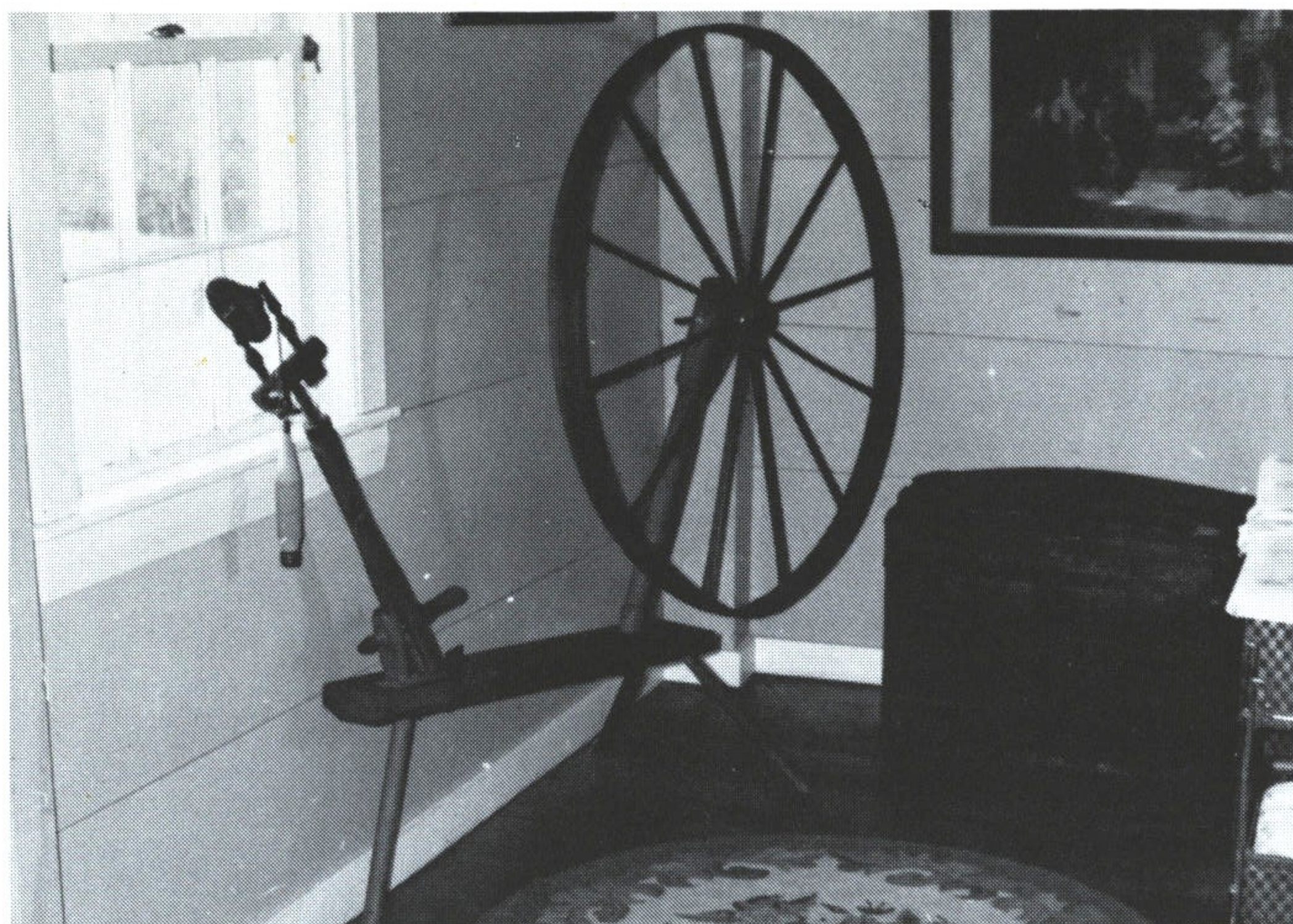
HOLDING RACK—holds several hundred sales slips. Provides quick access to any purchase.

____ Holding Rack(s), \$22.00 each

NAME _____

ADDRESS _____

CITY _____ STATE, ZIP _____



SPINNING WHEELS

Spinning is the process of making thread or yarn by drawing out and twisting textile fibers. Woolen yarn is composed of fibers from $\frac{1}{2}$ to $1\frac{1}{2}$ " in length. The tensile strength of yarn comes from twisting these short fibers together. Woolen yarn spinning was based on the spindle. The mechanical principle of spinning by drawing it off the end of a rotating shaft is the same in the hand spindle, wool wheel, spinning jenny, jack or mule.

The spinning wheel first appeared in Europe during the middle ages and is thought to have come from India. We picture what is often called the large, tall or great wheel. It offers the mechanical advantage of turning the large wheel which rotates the smaller spindle at a high rate of speed, making it possible

BRITTEN AUCTION ACADEMY

P.O. Drawer B, Bryan, Tex. 77801

Approved by Texas Education Agency

The School of Distinction

to spin much yarn quickly. It is said that it took from eight to ten spinners to supply enough yarn to keep a weaver busily occupied, so practically everyone in the family, boys and men included, took turns making the yarn for mother to whip up into cloth.

Spinning bees were quite popular in early America during the colonial period and were regarded as great social occasions. Contests were held on the Boston Common before the revolution. Many museum restorations feature spinners at work and in some areas classes are taught.

There is still an abundant supply of wheels to be found. It is an item that was seldom thrown away. Back in the early 50s, one could buy one complete for three to five dollars. Today, most are in the three figures if they are in decent condition. Make sure the one you buy is complete — most have missing parts. Check pictures of them in books for identification of what belongs on them.

QUESTIONS:

From Merrimack, New Hampshire — We have a desk, picture enclosed with missing cross pieces going from leg to leg. Can you identify same and tell us what type of stretchers they were.

Answer — This desk was made c. 1870-90 in Eastlake style. It demands an X-stretcher with pulpit center in Eastlake style.

From Portsmouth, New Hampshire — Can you give an idea of value and history of a 250 piece service of 12, white dinner

The Auctioneer's "Auctioneer"

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

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

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

BROKER PARTICIPATION INVITED.

Call Toll Free

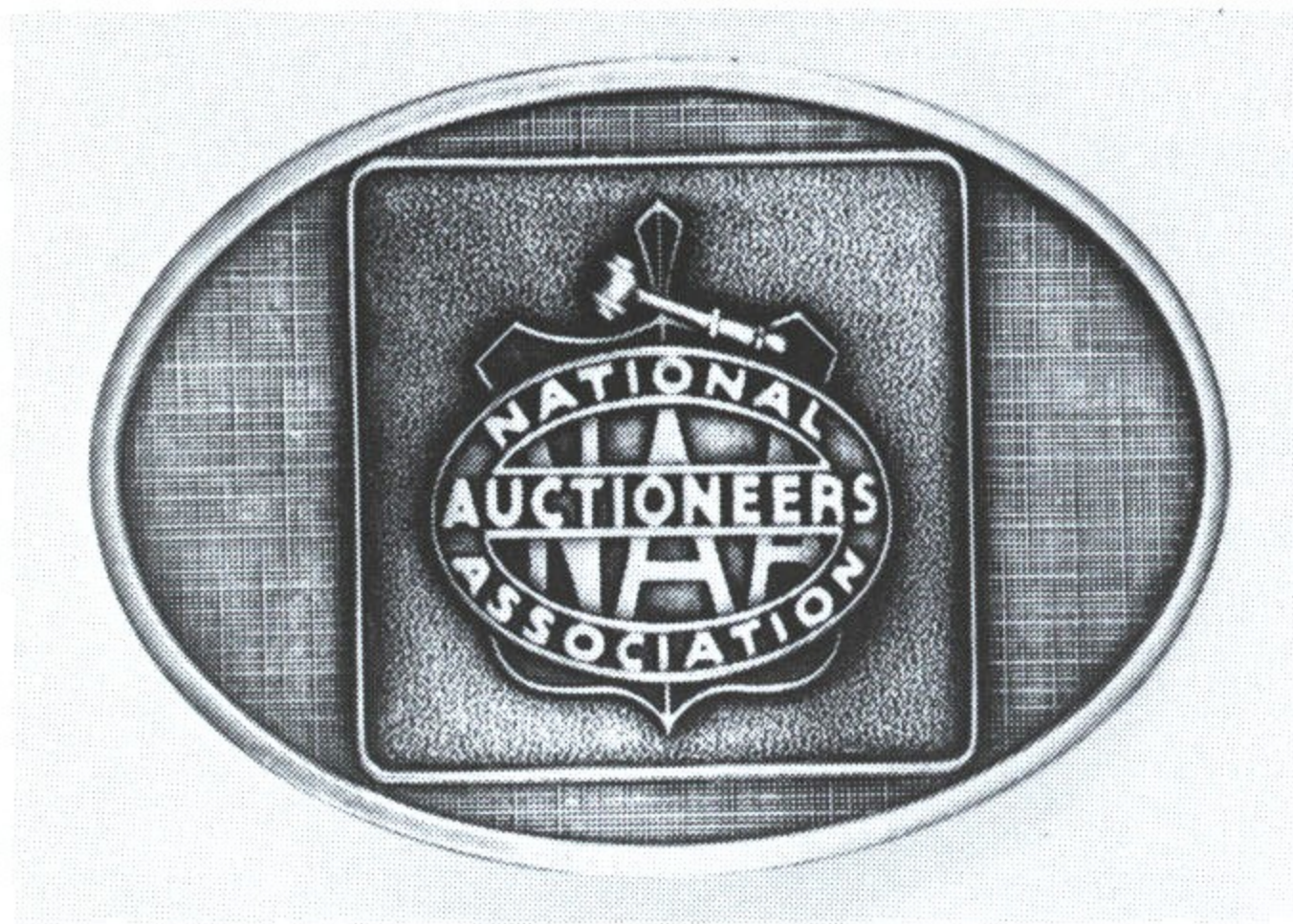
*In Georgia Call
800/342-2666*

*Elsewhere Call
800/841-9400*



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

Identify Your Membership In The National Auctioneers Association



NAA Belt Buckle, in either brass or pewter finish. Specify either brass or pewter finish.

\$4.00 ea., postpaid

NAA Emblem Electrotpe (not pictured) for use by printer in advertisements, sale bills, etc. Size of Emblem shown is 7/8" wide.

\$2.50 ea., postpaid

NAA Emblem Decals (not pictured), showing the red, black and gold emblem in two sizes: 8" and 4". Large size is pressure sensitive; smaller size available in both pressure sensitive and water soluble.

8" Pressure-sensitive

@ \$1.50 ea., postpaid

4" Pressure-sensitive

3 for \$1.00 postpaid

4" Water-soluble,

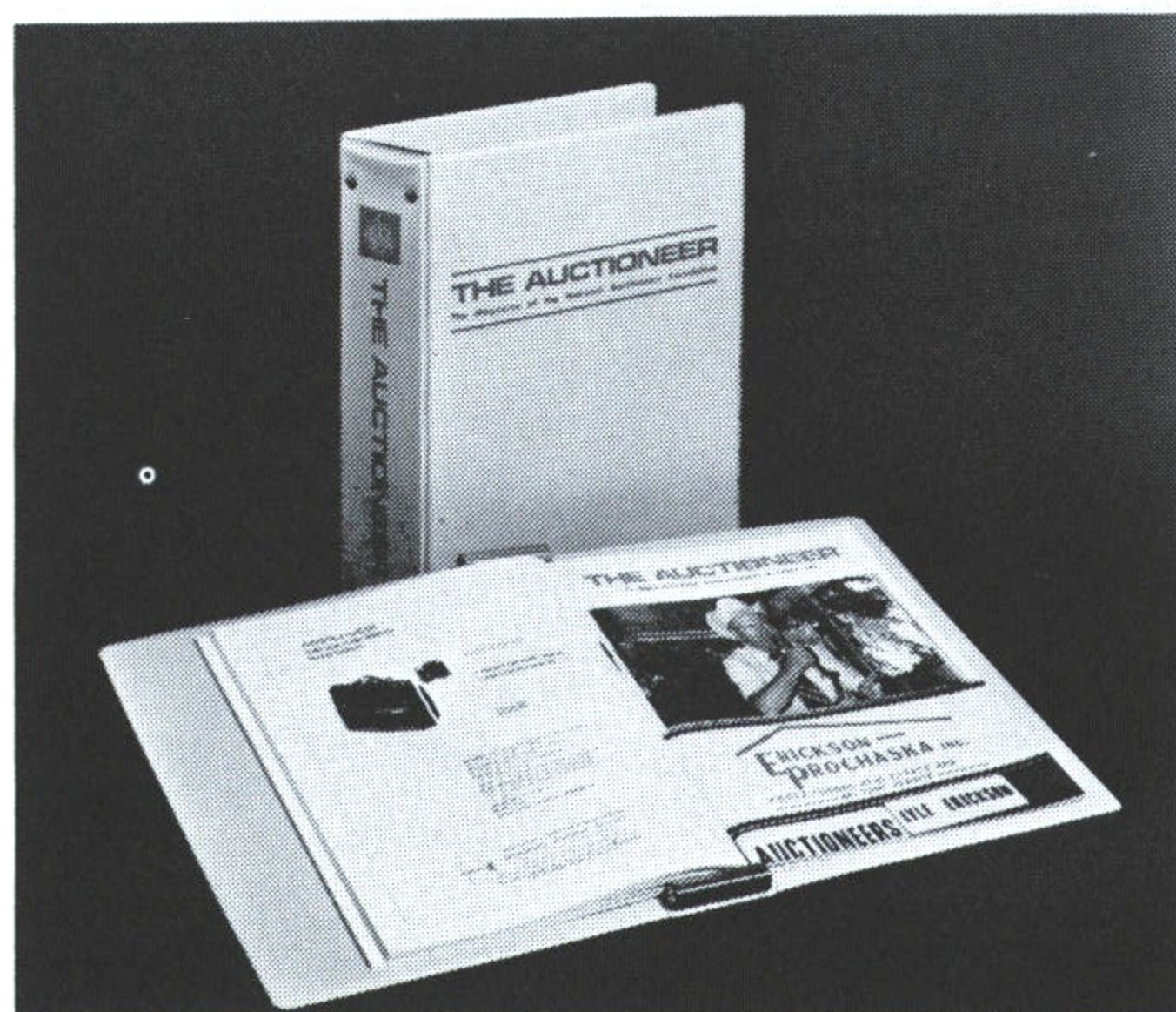
4 for \$1.00 postpaid

NAA Single Deck Playing Cards (not pictured), with the photo of the NAA Office in full color. Perfect for gatherings with friends or business clients with whom you meet socially.

75¢ ea., postpaid

NAA Magazine Binder to maintain permanent copies of THE AUCTIONEER magazine. Binder is bone color with red NAA emblem and holds 11 issues annually (plus NAA Directory). Designed to hold current 8½" by 11" magazine, but will also hold former 6" by 9" size magazine.

\$3.75 ea., postpaid



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

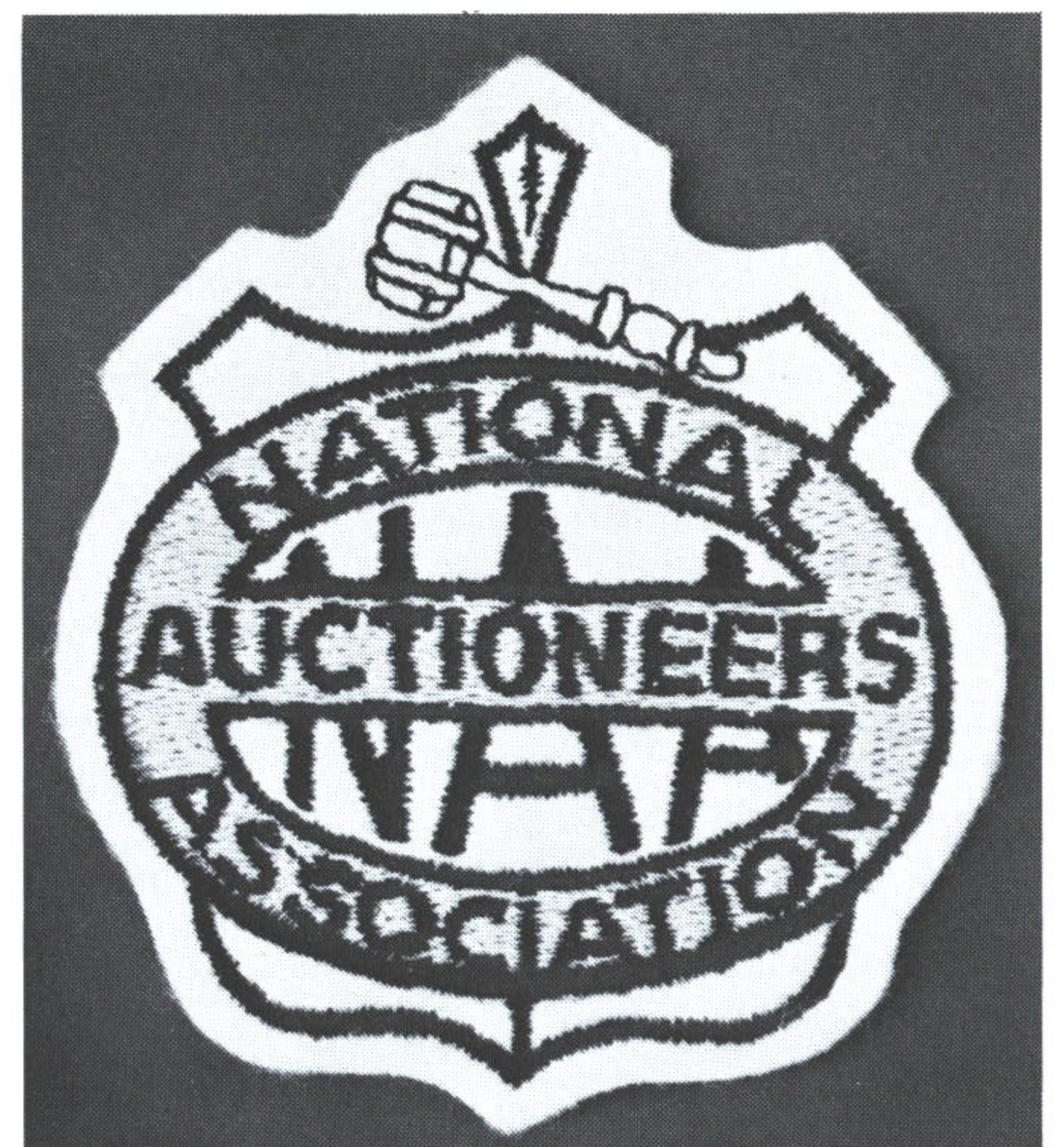
Put your NAA membership to work by displaying the NAA emblem. Let the public know you belong to the professional team of auctioneers!

Magnetic Blazer Patch Holder to hold NAA Embroidered Emblem for display on coat/blazer breast pocket. Magnet holds emblem in place and pressure-sensitive tape holds emblem on holder.

Magnetic Blazer Emblem Holder

\$2.50 ea., postpaid

NAA Embroidered Emblem and Magnetic Holder per set, **\$4.00 postpaid**



NAA Embroidered Emblem for display on blazers, coats, jackets, dresses, etc. Size of red, black and gold emblem is approximately 3" wide by 3½" high.

\$1.50 ea., postpaid

NAA Lapel Button (not pictured), to be worn as tie tac or in your lapel or collar. Red enamel on 14K gold filled emblem, ½" wide.

\$5.00 ea., postpaid

NAA Promotional Items Order Form

Please Send Me The Following Promotional Items:

____ NAA Emblem Electrotypes
@ \$2.50 ea., postpaid

____ NAA Lapel Buttons
@ \$5.00 ea., postpaid

NAA Emblem Decals:

____ 8" Pressure-sensitive
@ \$1.50 ea., postpaid

____ 4" Pressure-sensitive
@ 3 for \$1.00 postpaid

____ 4" Water-soluble
@ 4 for \$1.00 postpaid

____ NAA Blazer Emblem
@ \$1.50 ea., postpaid

____ Magnetic Blazer Emblem
Holder
@ \$2.50 ea., postpaid

____ NAA Blazer Patch and Magnetic Blazer Emblem
Holder
per set \$4.00 postpaid

____ NAA Magazine Binders
@ \$3.75 ea., postpaid

____ NAA Single-deck Playing
Cards
@ 75¢ per deck postpaid

____ NAA Pewter-style Belt Buckle
@ \$4.00 ea., postpaid

____ NAA Brass-style Belt Buckle
@ \$4.00 ea., postpaid

Name _____

Address _____

City _____ State _____ Zip _____

Enclosed is a check (or money order) to the National Auctioneers Association in the amount of \$_____ for the above marked items.

set with gold filigree border-on reverse is L. Bernardard & Cie, Limoges, Higgins and Seiter, New York?

Answer — The set was made in Limoges, France between 1900 and 1920. Higgins and Seiter is the store which sold it in this country. It must be seen to be valued.

From Portsmouth, New Hampshire — Forty years ago I acquired a vase that was not new then. It is about 5½" high and at the widest part measures 20" in circumference. It looks like black basalt, but turns green when wet. It appears to have snake designs around it.

Answer — This sounds like a production piece of Japanese or Korean redware which has been colored. It does not sound of important value, made late in the last century.

From Lee, Massachusetts — I have a collection of 25 glass flower frogs. Do you have any idea what type of frog has any value, if any or do you know any history behind them?

Answer — The heyday of the flower frog was the 1920s. I have seen them made by Tiffany and other fine glass makers of that era. I guess his would be the best, and would be signed L.C.T. and/or Favre, his trademark. I know of no writing on them.

From Nashua, New Hampshire — I have an old time sugar shaker, picture enclosed; it is blue, two shades and has been in the family the last four generations. How can I obtain value of this item?

Answer — Don't bother — it is a simple inexpensive art glass form, but a few dollars at most flea markets.

From Housatonic, Massachusetts — I have just completed the rebuilding of an old maple chair. At the moment it has been rubbed down to a satin finish, and contemplated finishing the work with either linseed or lemon oil. In light of the Sampler article you did it is quite obvious linseed or other oil should be used. What is the best material for the final finish?

Answer — Simply use flat satin varnish. This is a surface finish — will not soak into the wood. It gives furniture a nice dull sheen which should be on an antique. One coat with a rag. Dry overnight, then steel wool it to take off the roughness. Another finish coat and you are done. No need to rub it, and no need to harm it with oil which is the worst substance to put on bare wood. We use Bruce floor cleaning wax to keep our furniture in good shape — it cleans and polishes with a dull sheen which is most desirable for an antique.

From Dalton, Massachusetts — In our attic, we found an old kite, advertising Coca Cola. It is in remarkably good condition. Does it have value?

Answer — We can answer on value for this one, as one in excellent condition sold at auction in York, Pennsylvania, recently for \$45.00.

From Bennington, Vermont — On a recent trip South we saw Elvis Presley Christmas tree ornaments which were being sold as a good collector's item. Are these good to invest in? Will they grow in value?

Answer — I have seen these ornaments and I believe they are in bad taste. I do not foresee their being sold for long, which is something which will prompt interest in them as a collectible. However, something once made by a machine can be reproduced by a machine at any time. It is better to buy quality hand made items.

(George Michael answers questions in this column. Send them to him at P.O. Box 776, Merrimack, N.H. 03054)

REPEAT PERFORMANCE

Two elderly ladies arrived at a baseball game just as the batter hit a home run. Twenty minutes later the same batter came up to bat and hit another home run. One of the old ladies turned to the other, "Let's go. This is where we came in."

AUCTIONEERS P.A. EQUIPMENT AT WHOLESALE PRICES!

PULSTAR 132-A

List: \$149.95

Auctioneer's Cost: **\$119.00**

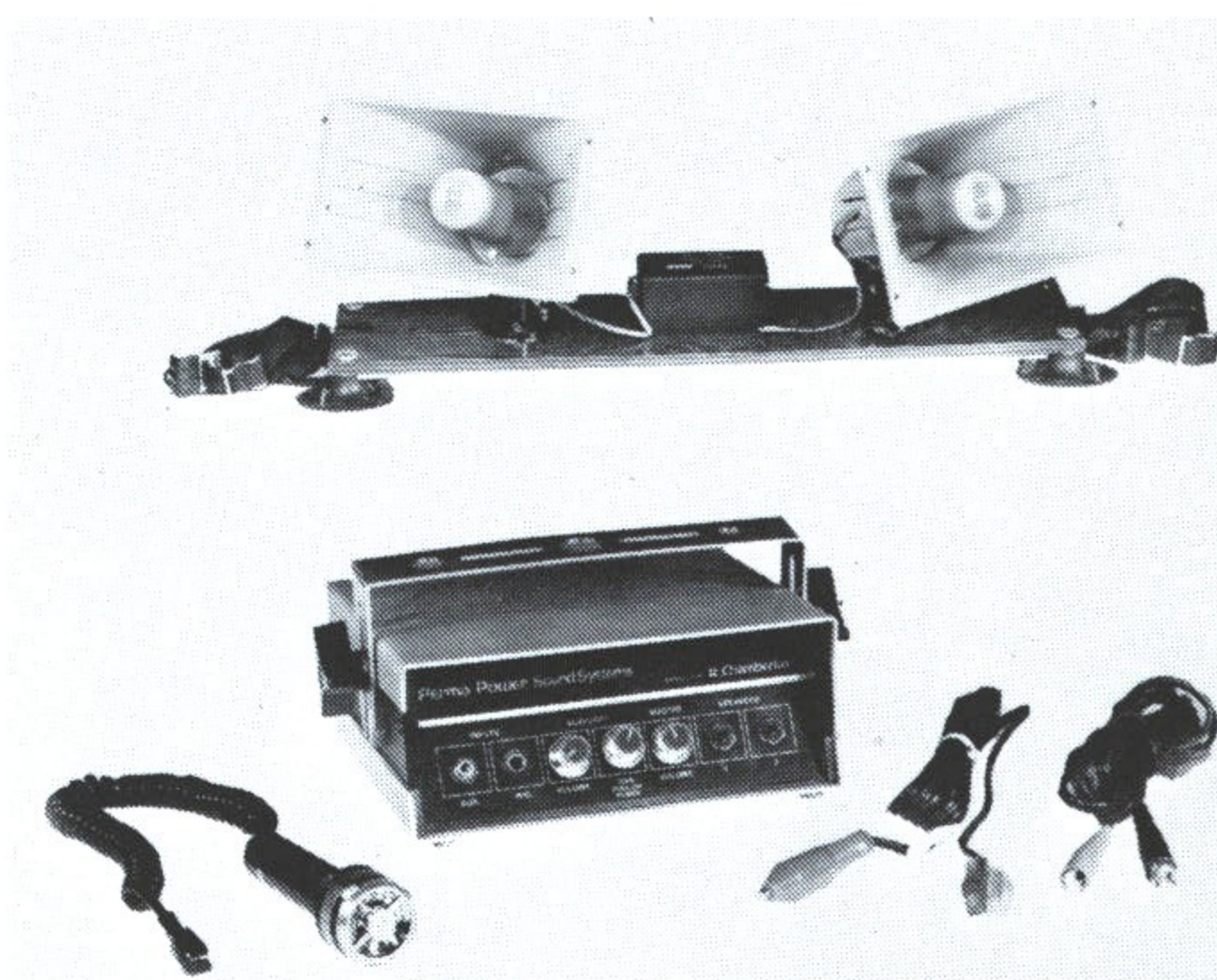
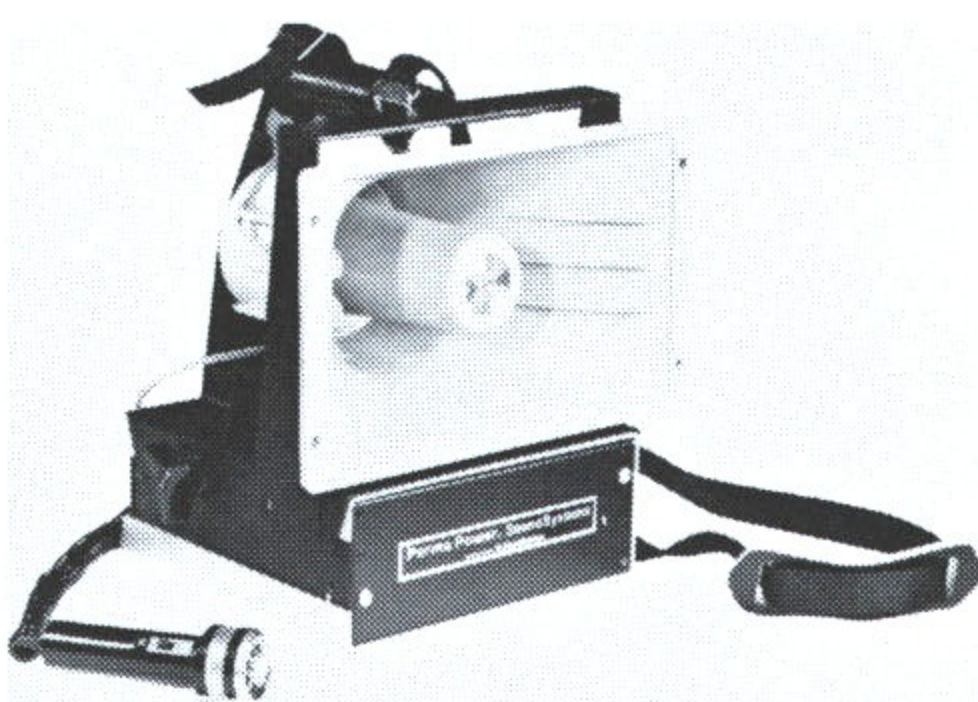
American made, 5-year factory warranty. Included with the unit-6 "D" cell batteries, AC adapter, neck-strap, mike and cord. Weighs only 9 pounds. Make your job easier, order a PULSTAR 132-A today.



"HALF-MILE HAILER"

List: \$179.99

Auctioneer's Cost: **\$149.00**



"SOUND CRUISER"

List: \$275.00

Auctioneer's Cost: **\$230.00**

Ideal for cars, station wagons, buses, trucks, etc.

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

Col. Forrest Mendenhall,
Member



Mendenhall School of Auctioneering

U.S. HWY. 29 & 70 (185)

HIGH POINT, NORTH CAROLINA 27263

PHONE (919) 887-1165

DEALER'S AUCTION

Every 2nd & 4th Thursday of each month

11:00 a.m. C.S.T.

JULY 13, 1978 — \$1,000 TO THE BIGGEST BUYER!

Midway between Guin and Winfield, Ala.
Hwy. 78 in Gu-Win, Ala.
for information
call 205-468-3556 or -2705

ALL DEALERS WELCOME

Come BUY or SELL a load!! All merchandise
sold — large & small lots.

10% Commission on all sales on premises
cash, certified check or letter of credit from
bank. We act as agents only and make no
guarantees of seller's merchandise.

NO JUNK

Dates for future Auctions:

July 13, 1978
July 27, 1978

August 10, 1978
August 24, 1978

Sale managed and conducted by:

Webster's Auction Co.
Route 2, Hwy. 78
Gu-Win, Ala. 35563

Phone:
205-468-3556
205-468-2705

Auctioneer:
Col. Ray Webster
Ala. Lic. #174

We Sell Anything for Anyone, Anywhere

Ray Webster, Member: Alabama and
National Auctioneers Association

BOOSTER CLUB

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

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

ALABAMA

William D. Ray—Lanett
Ray Webster—Guin

ALASKA

E. K. Elmes—Anchorage
James B. Taylor—Anchorage

ARIZONA

Edward Short—Phoenix

ARKANSAS

Rick Ellis—Searcy
Doyle Goodman—Timbo
C. G. Henson—Rogers

CALIFORNIA

Peter Bridgman—Pomona
James P. Byrd—Delmar
Keith Cullum—Pomona
John Eubanks—Port Hueneme
David Hansen—Porterville
Diane Holiday—Port Hueneme
Donald Ferrell Kennedy—El Segundo
Gene Schobinger—Los Altos
Morris Schwartz—Hollywood
James R. Smith—Lakeside

COLORADO

John Horvarth, Jr.—Hesperus
Ken Kerbs—Colorado Springs
Ronald Rodenberger—Ft. Collins
Howard Roland—Grand Junction

CONNECTICUT

Francis E. Collette—Stafford Springs
Milton Crosby—Sharon
John McKale—Wilton

DELAWARE

Riley Jefferson—Lincoln

DISTRICT OF COLUMBIA

Irving Kamins—Washington

FLORIDA

Roy C. Abbey—Apollo Beach
R. K. Beebe—W. Palm Beach
Leonard Blanchard—Tifton
Louis Boyleston Realty & Auction—
Pensacola
Floyd E. Cole—Zolfo Springs
Marshal Greene—Palm Beach
Charles Helfond—N. Miami Beach
Jim Hill—New Smyrna Beach
Bill Morgan—Lakeland
Terrie Schofield—Tampa
LeRoy J. Webb—Pensacola
Wilma Wilkins—DeLand

GEORGIA

Wade E'Dalgo—Ray City
R. J. Flowers—Ringgold
John Alton McQuaig—Dunwoody
Charles F. Pope—Harlem
John Suarz—Atlanta

IDAHO

Irvin Eilers—Kimberley
Rick Musick—Grangeville
Gerald Pearson—Salmon
Charlie Phelps—Ashton

ILLINOIS

American Auction Associates, Inc.—
Chicago
Eldon Bloemker—Greenville
Joseph Butler—Decatur
Miles Chappell—Washington
Charles P. Dunning—Elgin
Art Feller—Cissna Park
Michael M. Gordon—Chicago
Roger Hank—Monmouth
Marvin Harris—W. Frankfort
A. R. Henninger—Belvidere
Chuck House, Jr.—Monee

Emil Iwanski—Chicago
Richard Kurz—Antioch
Thomas Panouses—Lincolnwood
Tom Sapp—Springfield
Howard Schultz—Elgin
Phil Stagen—Champaign

INDIANA

Tom M. Dunlevy—Jeffersonville
Joseph M. Justice—Crown Point
Harvey C. Lambright—LaGrange
Noble Ratts—Whitestown
Roland Reppert—Decatur
H. Harold Smith—Brownsburg
Ed Sprunger—Decatur
C. E. Towner—Elwood
Mary Jane Weddle—Ellettsville
John E. Yager—Spurgeon

IOWA

W. A. Dickenson—Marshalltown
Leon Joy—Ames
Lorenz Willman—Postville

KENTUCKY

Adrian Atherton—Hodgenville
Bailey & Grissom—Glasgow
Roy Butler, Jr.—Hardinsburg
Frank Crain—Elizabethtown
Aleck Gribbins—Louisville
Jeffrey Gribbins—Louisville
Joseph Gribbins—Louisville
Henry Hodges—Elizabethtown
E. Howard Hunt—Louisville
Thomas R. Hunt—Bowling Green
Bill McConnell—Paris
James E. Proffitt—Tompkinsville
Rex Proffitt—Tompkinsville
Sharon Proffitt—Tompkinsville
Wm. S. Stewart—Louisville
Cordell Tabb—Cecilia
Julius Wise—Elizabethtown

LOUISIANA

Robert Danzy, Jr.—Alexandria
Valery C. Watts—Livingston

MAINE

Don Hinkley—Farmington
Mason Johnson—Rockland
George Martin—East Lebanon
Austin D. Nelson—Waldsboro

NOTICE TO BOOSTER CONTRIBUTORS

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

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

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

The board of directors offers their thanks and appreciation to those of you who have offered voluntary Booster Club contributions in

past years, knowing that it was with your help that the NAA could offer you a magazine, which merits your dedication and support to the auction profession. Increases in the costs of printing, publishing and mailing the magazine made it impossible to continue listing Booster Club contributors at the \$5 rate, and in each issue.

The increase in the numbers of members also has increased the per page cost of each issue, thus making the new policy necessary.

The April issue of THE AUCTIONEER magazine will include only those Booster Club contributors who have paid \$10 as their voluntary Booster Club contribution. Announcements to this decision by the NAA board of directors have been published in each issue of THE AUCTIONEER magazine since the decision was made in January, 1977.

BIG EXTRA PROFITS



COOK BROS. INC.

113 N. May Street,
Chicago, IL 60607

Area Code 312-421-5140

Or Visit our Giant Showrooms

Mon.-Fri. 7 a.m.—5:30 p.m.

Saturday 7 a.m.—3 p.m.

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

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

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

**MAIL
THIS
NO-RISK
COUPON
TODAY**

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

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

My name.....

Address.....

City.....

State.....ZIP.....

Richard Ward—Limestone
Morgan Willis—N. Berwick

MARYLAND

Lee Roy Baublitz—Hampstead
Austin Bohn—Union Bridge
Emmert Bowlus—Frederick
Robert H. Campbell—Annapolis
Thomas E. Cawood—Clarksburg
Don "Hap" Davis—New Carrollton
Burton Hoffman—Hagerstown
Robert Jackson—Glen Burnie
Harold D. Milstead, Sr.—Waldorf
Lawrence Plant—Clinton
Lewis Shapiro—Thurmont
Homer Snyder—Hampstead

MASSACHUSETTS

Abe Levin—Fitchburg
Clifton D. Rockwell—Newburyport
John Shibley—Shelburne

MICHIGAN

Samuel J. Babcock—Alpena
George Blackford—Flint
Richard Brodie—Westland
Freeman F. Glenn—Port Huron
John Glassman—Eau Claire
Julius C. "Tex" Haas—Saline
Eldon Hallmark—Grand Junction
David A. Norton—Coldwater
John Pace—Marquette

MINNESOTA

John Bliss—Clarks Grove
Larry Born—Waseca
Mavis Karbo—Northfield
Marlin Krupp—Elmare
Wally Laumeyer—Inver Grove Heights
Albert Maas—Millville

MISSISSIPPI

Aubrey Joe Appling, Jr.—Walls

MISSOURI

James A. Cornell—Columbia
Bill H. Edwards—Salem
Roy Hansen—Lincoln
Robert H. McCann—Harrisonville
Jerry Ondracek—Sedalia
Bill Tilley—Viburnum
R. E. Voorheis—Harrisburg
Gerard Weisbrod—St. Louis
A. D. Whitaker—Osage Beach

MONTANA

Bass Auction Co.—Lewistown
W. J. "Bill" Hagen—Billings
Earl W. Kinney—Billings
R. J. Thomas—Billings
Western College of Auctioneering—
Billings

NEBRASKA

Henry Rasmussen—St. Paul
Frank Rybin—Omaha
Allen Samuelson—West Point
Rex Young—Plattsmouth

NEVADA

George Chadwick—Carson City

NEW HAMPSHIRE

Geo. Clement—Lisbon
Norman M. Goss—Epping
Lawrence J. Guay—Gorham
Paul McInnis—N. Hampton
Wayne K. Mock—Tamworth
Archie Steenburgh—Pike

NEW JERSEY

Donn Fagans—Cherry Hill
James E. Fawcett—Dumont

John Hedgepeth—Ringoos
John Kachmar—Flemington
Jerome Krawitz—Park
George Puglia—Paterson
J. Edward Scott—Williamstown
Walter Wright—Williamstown

NEW MEXICO

Richard M. Goree—Roswell

NEW YORK

Tim Anspach—Albany
Merritte L. Barr—Wilkins Glen
Walter Case—Belmont
Duway Dist.—Groton
Pete Everett—Ghent
Herb Hensley—APO New York
Dorothy Knapp—W. Nyack
David Luther—Amenia
Crawford McFetridge—Penn Yan
L. Ward Mason—Ganesvoort
Clifford Newman—Owego
Henry Ott—Middleport
Herbert Punchard—Elmira
Kenneth M. Rice—Hamburg
Marianne D. Slough—Brentwood
Robert Thatcher—Hudson
Tor Worsoe—Holtsville

NORTH CAROLINA

E. Brooks Harris—Henderson
J. Martin Haywood—Rockingham
Johnny Hendricks—Zebulon
Billy S. Hinton—Zebulon
Edmund Huntley—Wadesboro
John Erwin Loy—Greensboro
Eugene Poe—W. Jefferson
Paul Taylor Reeves—Sparta
Hugh Simpson—Rutherfordton

The Reisch Auctioneer's Speaker

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



REISCH SPECIAL
"MR. BIG VOICE" — JR-1

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

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

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

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



REISCH SPECIAL
"LITTLE BIG VOICE" — JR-2

THESE SPEAKERS CAN ONLY BE PURCHASED FROM:

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

A. MARCUS CO.

Hillside, Illinois

ESTABLISHED 1908

TOOLS

Wholesaler Distributor of Brand Name

AIR TOOLS — STATIONARY TOOLS

ELECTRIC TOOLS — HAND TOOLS

GENERAL MERCHANDISE — CLOSEOUTS

VISIT OUR SHOWROOM

OR

Write for our FREE monthly catalog

Order NOW by calling us 800 323-0231

Illinois call (312) 544-9510

Our TWO MILLION DOLLAR INVENTORY means any order is shipped immediately!

All merchandise is fully guaranteed!

\$500.00 MINIMUM ORDER — MERCHANDISE FOR RESALE ONLY

4170 MADISON ST., HILLISIDE, ILL. 60162

Kenneth Teague—Graham
W. M. Warner, Jr.—Elizabethtown

NORTH DAKOTA

Edmer A. Goetz—Bismarck
James Smykowski—Cayuga

OHIO

Barb Baytos—Poland
Darrell Cummings—Bellevue
Chris B. Dawson—Waverly
Walter Hartman—Middletown
Dick Haverland—Hamilton
Dick Pfarr—Marysville
Larry Rainsburg—Kenton
Floyd B. Rhoades—Germantown
Ralph Rupp—Stryker
Glenn Salisbury—Columbus

OKLAHOMA

Jay Blodgett—Duncan
Orval Free—McAlester
B. L. "Lee" Hickman—Oklahoma City
Clay Powell—Oklahoma City
Ben D. Steen—Ada
W. W. Voss—Stillwater
V. Paul Wells—Tulsa
W. W. Wilkinson—Tulsa

OREGON

George Coulter—Portland
Richard Hurley—Portland
Claude Kilgore—Salem
Jack McBride—Portland
John J. McBride—Portland
Gary Petersen—Salem
Charles E. Wurtz—Sutherlin

PENNSYLVANIA

Margaret Berry—W. Newton
Ralph W. Horst—Marion
John Welcer—Norristown

SOUTH CAROLINA

Jimmy Blocker—Walterboro
Ralph D. Brooks—Ft. Mill
John S. Carroll—Williston
Hilton L. Dodgen—Greenwood
Richard L. Patterson—Lancaster
Don Wise—Florence
C. W. Worrell—W. Columbia
William M. Yonce—Florence

SOUTH DAKOTA

Paul Hickok—Hot Springs
Jim Payne—Yankton

TENNESSEE

Aubrey J. Appling, Sr.—Memphis
Richard Bethea—Chattanooga
Charles A. Kiesling—Monroe
Joe "Pizza" Plank—Nashville
Statewide Realtors & Auctioneers—
Nashville
Jim Trusty—Nashville
A. Virgil Wilder—Knoxville

TEXAS

Stafford Bertrand—Orange
John T. Gregory—Dallas
Jimmy Joe Mahan—Gilmer
McManus Auction Co.—Corpus Christi
James M. Ross—Dallas
Bill Wade—McKinney

UTAH

T. L. Mann—Salt Lake City
John M. Owada—Salt Lake City
Glenn Short—Salt Lake City

VERMONT

Walter Flatow—Waterbury Center

VIRGINIA

George A. Daniel—Blackstone
Harold Entsminger—Buchanan
Charles Hope—Arlington
H. Lawton Laws—Manassas
Ray D. Miller—Salem
Walter J. Paulette—Richmond
Maury Riganto—Norfolk
J. E. Sutphin—Newport
Thad Williams—Wytheville

WASHINGTON

Ray Brock—Pasco
Juel Burling—Everett
Bud Chapman—Seattle
Al Gay—Seattle
Robert F. Losey, Sr.—Renton
C. A. Porter—Connell
Mick Sather—Mt. Vernon
R. M. Williams—Arlington
Earl Witzel—Oak Harbor
Fred F. Wood—Vancouver

WEST VIRGINIA

Leonard F. Eddy—Middlebourne

WISCONSIN

W. C. Heise—Oconto
Jack Hines—Ellsworth
M. T. Szatalowicz—Stanley

CANADA

British Columbia

Al Leismeister—Summerland

Ontario

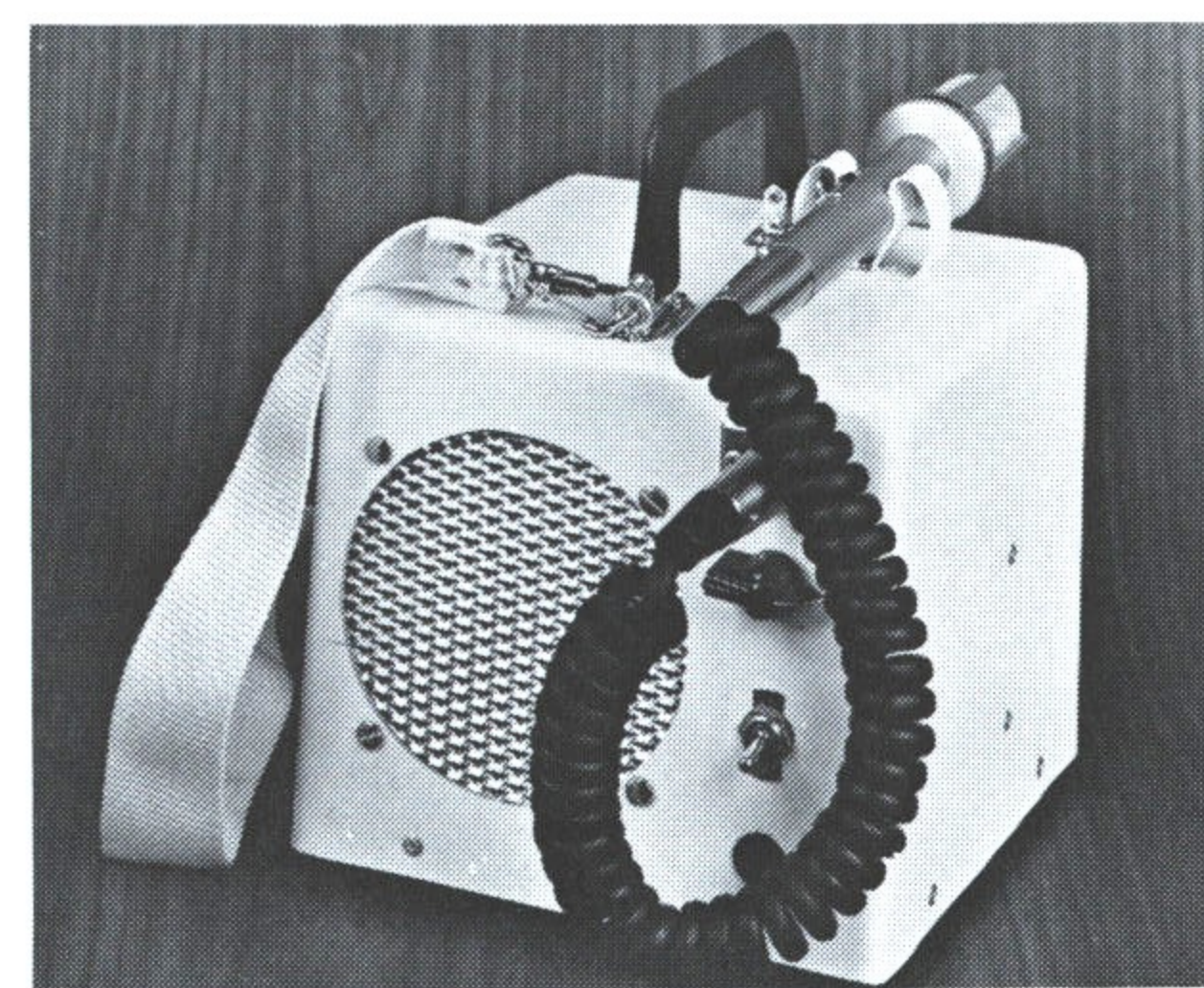
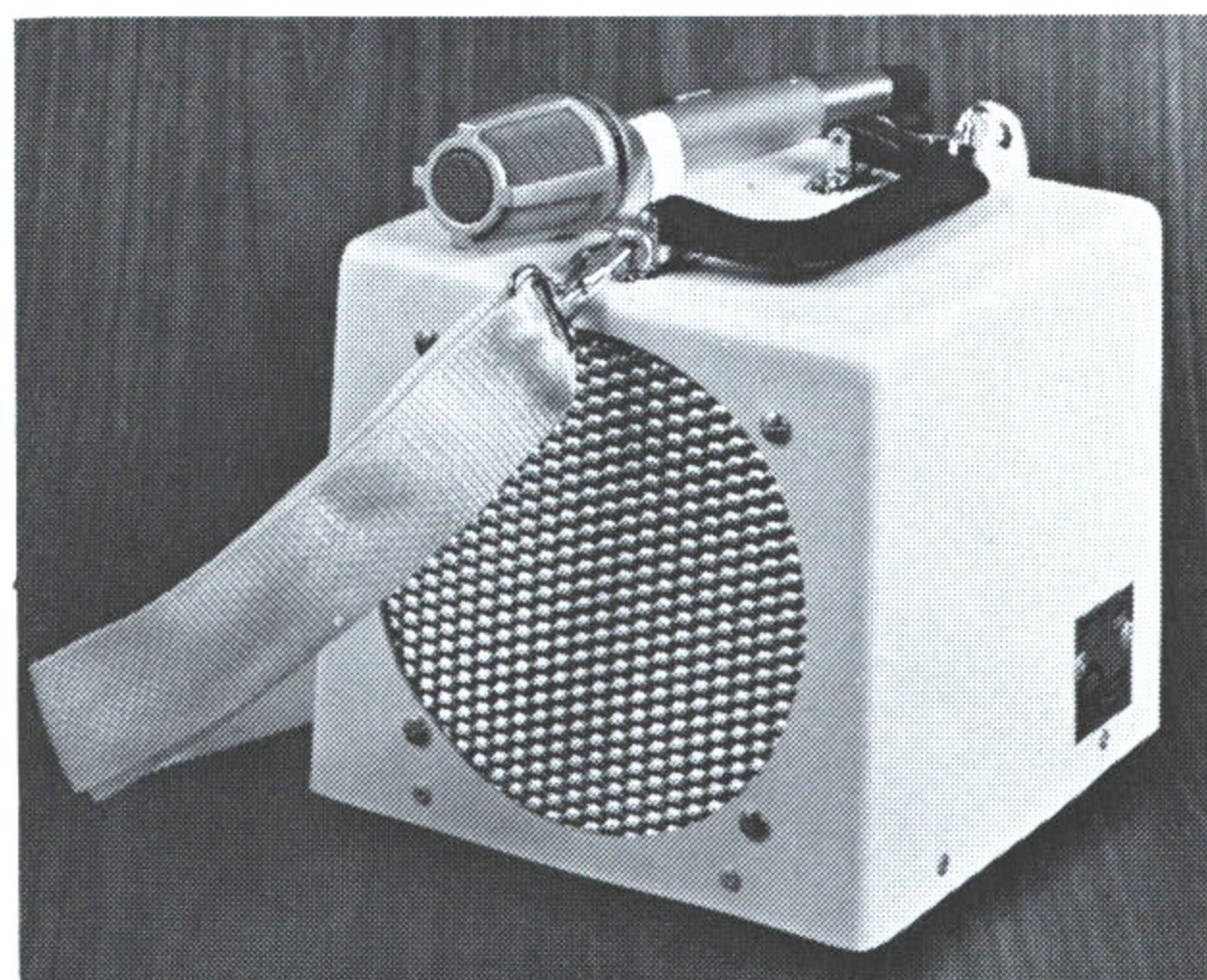
Reginald Foston—Scarborough

Quebec

Harold Higgins—Huntington

ADDITIONAL CONTRIBUTORS

Ladies Auxiliary to the NAA



D-VOX Complete --- \$275.00

FIBERGLASS CASE — 25 WATT MODULE — TWIN SPEAKERS

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

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

Order by mail: Payment with order — we pay shipping . . . C.O.D. — you pay shipping. Kansas residents add 3½ % sales tax.



DODGE MANUFACTURING CO.

1123 W. 6th Street • P.O. Box 1513 • Topeka, Kansas 66601 • (913)234-6677

DWIGHT V. DODGE, Owner

More Information About . . . STATE LICENSE LAWS

The following information has been submitted to the NAA Office about "State Auction/Auctioneers Licensing Requirements". Additional information has been published in THE AUCTIONEER magazine periodically during the 1977-78 NAA year (July 1, 1977 to July 1, 1978) and the information was provided to the NAA Office by State Auctioneers Associations' officers.

The NAA Office is not an authority on State Auction/Auctioneers License Laws and does not have the staff talent or time to interpret the state laws, which are reported to the NAA Office. However, in an attempt to offer auctioneers information about the States' License Laws, will report to the membership when information is submitted. A form was submitted to the State Associations' officers and many were returned, complete with the information available. That information has been published earlier.

Here is additional information for your review and use:

California — Does not require auction/auctioneers license. (Information submitted by Tipton Holloway)

Georgia — Does require an auction/auctioneers license. Name of state agency: Georgia Auctioneers Commission, c/o State of Georgia, Atlanta, GA 30303. Code Title 84-3A Enacted 1975, amended in session of 1978. Chapter 84-302A, entitled "Auctioneers and Apprentice Auctioneers; License Required" states: From and after July 1, 1975, it shall be unlawful for any person directly or indirectly, to engage in or conduct or advertise or hold himself out as engaging in or conducting the business, or act in the capacity of auctioneer or apprentice auctioneer within this State without first obtaining a license as such auctioneer or apprentice auctioneer, as provided in this Chapter, unless he is exempted from obtaining a license under Code section 84-303A. Information on exemptions should be obtained by contacting the Georgia Auctioneers Commission at the above address. (Information submitted by GAA President Gerald Bowie)

Illinois — Does not require auction/auctioneers license. No bills pending at present. (Information submitted by William L. Gaule and Janet Gravin)

Iowa — Does not require auction/auctioneers license, but the Iowa Code says that county boards of supervisors may issue auctioneers' licenses, but very few counties do. Such a license would be good state wide. Quite a few of the larger cities have licensing and bonding requirements. (Information submitted by Pat Foster)

Kentucky — Does require auction/auctioneers license (as previously reported on in THE AUCTIONEER magazine). Name of state licensing board/commission: Kentucky Board of Auctioneers, Ina L. Schoen (new, March, 1978), Executive Secretary, 1210 Kentucky Home Life Building, Louisville, KY 40202. The 1977-78 Kentucky Legislature enacted several new acts relating to the licensing of auctioneers. These acts will become effective the latter part of June, 1978. (Information submitted by Aleck Gribbin, Jr.)

Minnesota — Does require auction/auctioneers license. Name of state licensing board/commission: Joan Growe, Secretary of State, State Capitol, State Office Bldg., St. Paul, MN. Must be bonded and licensed. A few cities have local license requirements. Each auctioneer in Minnesota gets his license from the county auditor in the county where he resides; he must first be bonded before issuance of license, then each county auditor sends a copy to the Secretary of State. (Information submitted by Sharon K. Henry)

Pennsylvania — Does require an auction/auctioneers license. Name of agency: State Board of Auctioneer Examiners, Alfred Traiman, Chairman; Mrs. Dawn Hepler Glowaski,

Corresponding Secretary to the Board, Professional & Occupational Affairs, State Board of Auctioneer Examiners, Box 2649, Harrisburg, PA 17120. Pennsylvania does not license auction houses, auction barns or galleries. Pennsylvania licenses the auctioneers and apprentices, corporations, associations and partnerships. The Pennsylvania Auctioneer Act 119, under Section 1, Sub-paragraph (4) states that the Apprentice Auctioneer shall be 18 years of age and having completed a prescribed course of study at an accredited auctioneering school, approved by the board and one year's apprenticeship under the supervision and control of a duly licensed auctioneer, or at least two year's apprenticeship under the supervision and control of a duly licensed auctioneer and duly licensed as provided in this act. In both cases they must submit to and pass the apprentice auctioneer examination. Auctioneer — shall be 18 years of age and have at least two year's experience as an auctioneer in the profession of auctioneering and being duly licensed as provided in this act, which would come under Section 1, Sub-paragraph (4), and sit for the auctioneer exam. (Information submitted by Mrs. Dawn Hepler Glowaski)

Nicholls Auctions 88 Acres In Virginia for \$349,000

Charles Nicholls of the Guy Townsend Realty & Auction, Inc. was the auctioneer selected when the State of Virginia sold 88 acres in Albemarle County at public auction. The price realized for the sale was \$349,000.

The tract of land was located near the intersection of Interstate 64 and bypass route 29, just north of Charlottesville. Four tracts were divided and auctioned separately and then at the conclusion of the four sales, the entire lot was put together and sold as a whole for the purchase price of \$349,000.

The sale was well attended and bidding was brisk until the final hammer fell.



Auctioneers In The News

William F. "Bill" Moon, 1978 NAA Convention Chairman and auctioneer from North Attleboro, Massachusetts, received publicity for himself and the 1978 NAA Boston Convention when the "Local News" newspaper of the Attleboro and North Attleboro cities featured him in a three column news feature, complete with photo.

Bill is a detective of the North Attleboro Police Department, but on weekends — and most other occasions when he gets the chance — he wields a gavel as one of the area's most distinctive auctioneers. The newspaper indicated that Bill has sold a lot of everything and particularly pointed out the taxidermist's business once; 17th century estates; new cars; and tracts of real estate valued up to \$100,000. "Right now, he's working on a commissioners sale of 195 acres of land in Plainville (Massachusetts)," stated the paper.

The paper stated, "He once sold the Carpenter estate on Mendon Road, on land granted by the English crown over 200 years ago. 'There were sleigh bells, wagons, all kinds of antiques in that sale,' says Moon, who describes the Carpenter estate as his 'big break' in the auction profession."

The Local News described Bill's auction company as having a part-time crew of up to eight persons and Bill now holds as many as 50 sales annually with a volume running into the hundreds of thousands of dollars.

The news article described Bill Moon favorably and offered him — as well as the auction profession — good publicity. The concluding paragraph provided information to the public about his activities in the Massachusetts Auctioneers Association (he was charter president and helped found the Massachusetts Association in 1962) and that he will serve as chairman of the 1978 National Auctioneers Association Convention to be held on July 19-22 in Boston.

Appreciation is given to the "Local News" for the information on auctioneer Bill Moon — and the manner in which it portrayed Bill in his profession and the publicity offered to both the Massachusetts and National Auctioneers Associations.

Wisconsin's Lust Featured In Capital Times Article

Auctioneers continue to receive good, promotional write-ups in newspapers and rather than be featured as a showman or fast talker many now are having the opportunities to promote the auction method of selling as a business. Richard O. Lust of Verona, Wisconsin, uses reprints of an article, which appeared in THE CAPITAL TIMES, April 14, 1978 as an in-house promotional brochure.

The article, written by Gary Peterson, described NAA member Lust's thoughts as a youngster ("I often thought I'd like to when I was a kid and wanted to try when the market was right. I've always thought I could talk and communicate."); his auctioneer training (Reisch World Wide Auction College of Mason City, Iowa); and his goals as an auctioneer ("My goal is to continue to educate myself; to strive to be the recognized professional.").

The article also talked about how Richard Lust will further his education and professionalism by his enrollment in the Certified Auctioneers Institute (sponsored by the NAA in Bloomington, Indiana at Indiana University's Memorial Union).

He also inferred that his business is expanding, due to his continued education in the auction field ("The amount of auctions have doubled in the last five years. It's a rural, small town tradition; entertainment for some people; a nice way to spend a Sunday afternoon. There's a renewed interest in antiques — you run into people who collect door knobs and green depression ware. They don't make things like they used to.")

He also offered information about the increased interest in land sales with a reference to the fact that in Iowa's corn-belt, 75 percent of the land is sold at public auctions.

But to benefit the reader of the article, Lust also offered good, sound information to prospective bidders/buyers, who are interested in attending auctions. He stated that at the beginning of each auction he offers information on the procedure of bidding.

His explanation of the "fast talker" offered the reader good information also ("The ability to talk fast is not it. If you can't be heard or understood, it doesn't matter. The chant, taught in auction school, implants the numbers in your mind. You have to sense it from the crowd, when it's time to change. Your mouth actually starts working by itself while your mind is doing something else.").

Once again, an auctioneer has used the press effectively in describing the nature of auctions and the goals and professional attitudes of an auctioneer. THE CAPITAL TIMES is to be commended for its help to improve the auction/auctioneers image.

Black & White Glossies Preferred . . .

Good Photography Is Important In the Auction Business

The old adage, "A picture is worth a thousand words" is not always true if the "picture" is not clear, does not capture the subject properly and, in the situation of auctioneers trying to promote something, is not the proper kind for good reproductions.

Too often an auctioneer does not realize, when he prepares copy for a sale bill, newspaper advertisement, magazine article, etc., that he can add definite interest and excitement to his material by having a good photograph taken. Too often, also, as in the case of the photographs, which are submitted to THE AUCTIONEER magazine for publication, the photographs will not reproduce properly or clearly.

Many times NAA members will submit to the NAA Office "pictures" for use with magazine articles, but they cannot be used or reproduced properly by the printer. Unfortunately, too many of the non-useable photographs are submitted and time does not permit the editor writing to ask for a good black and white glossy photograph to replace the "picture". The word "picture" has been used in quotes here as the NAA Office receives everything from a newspaper photograph, improperly exposed personally-owned camera snapshot, color photographs, magazine reprints, etc.

This article is not intended to criticize, but to offer information to auctioneers, who are not professional photographers, but spend their time being professional businessmen in the auction profession. Perhaps the comparison should be made that "when you are sick, you go to a doctor — a professional in the medical field" and "when you need to sell merchandise at auction, you go to the professional in the auction field — the auctioneer!"

The same holds true with photography, if you are not a photography buff, or work in that profession, you are not expected to be an expert in photography. This is why this article was written: to offer information to auctioneers, who need help in determining what to do when they want good photographs for the use in their business.

Perhaps the following comments will help you determine what kind of photographs to have made when you want to use emphasis on your sale bill, advertisement or magazine (newspaper) article:

- Provide good, clear black and white glossy photographs of a size, which will be clearly reproduceable (the printer, etc., can enlarge or reduce the size — it's clarity which is needed; also use proper size — 5x7-inch or 8x10-inch prints preferred);
- Don't confuse the issue by crowding — too many subjects — your photograph. A mob scene is uninteresting if you are trying to capture in print individuals;
- Action is exciting in photography. Action will create interest if the subject matter is something, which depicts action (perhaps farm machinery will sell better if it is advertised in use or two individuals, or three, at work doing something is more exciting than having them stand side by side "staring" at the camera). But don't sacrifice sharpness in your photograph when you capture action, nor should you lose identity when trying to show action.

The comments above are just a few of the many ideas, which you may obtain from your printer; your local photographer or news photographer at the newspaper. Also, if you are interested in taking your own photographs and need help, many camera stores include photography courses when equipment is purchased from them.

Many community colleges/universities/public schools offer continuing education courses and photography is one of the subjects offered for adults, wishing to continue their education. Photography can be fun and at the same time, you can improve on your advertising techniques, as well as create interest in the articles submitted for THE AUCTIONEER magazine or other editorials for newspapers and magazines.

NAA magazine editor, and Executive Director, Harvey L. McCray considers the 5,600 members "Assistant Editors" of THE AUCTIONEER magazine. Without the assistance and coopera-

tion of the membership, the magazine could not be published — the “writers” are the members; the editor and publisher has the easiest job (putting together the information which is submitted to the NAA Office).

But with the assistant editors title goes the responsibility of having good, reproduceable photographs and it is hoped the above comments will assist NAA members create a better image for themselves, their business and the auction profession. Project yourselves in a professional manner and good black and white, reproduceable photographs, which depict action, excitement and interest will certainly help.

Harvey L. McCray, Editor
THE AUCTIONEER Magazine

Let's All Beat the President . . .

GOLFERS: Sign Up Now
For 1978 Golf Tournament
At the Boston Convention

NAA President Marty Higgenbotham plays golf at least once a year — during the NAA Convention's annual golf tournament. Now, as president, he must defend the honor of the many fine golfing presidents who have preceded him by playing his best game ever at the 1978 Boston Clambake Convention's "BEAT THE PRESIDENT" Golf Tournament.

NAA and Massachusetts Auctioneers Association member Robert "Bob" Chaffee has been appointed by Convention Chairman Bill Moon as the 1978 BEAT THE PRESIDENT Golf Tournament chairman. Bob has attended many NAA conventions in the past and plays, annually, in the NAA Golf tournaments. He has finalized the plans for the Boston golf outing and hopes many of you will participate this year and try to beat President Marty's score.

Bob Chaffee has arranged for a special treat at the 1978 Golf Tournament: Jimmy Nichols, famous one-armed golfer, will give a golf clinic (20-30) minutes at 11:30 on Tuesday, July 18 — just before the golf tournament begins at 1:30 p.m.

Jimmy is the Monson, Massachusetts, golf pro and has been

Registration Form

BEAT THE PRESIDENT GOLF TOURNAMENT

____ Yes, sign me up for the 1978 NAA Beat the President Golf Tournament, to be held at the Colonial Country Club, Lynnfield, Massachusetts on July 18, 1978. I understand that I am to meet at 10:30 a.m. at the Lobby of the Sheraton-Boston Hotel on Tournament day.

____ Here is my \$11 per person registration fee, which includes the cost of greens fees, awards and tournament administration (golfers will receive a gift at the tournament).

Payment enclosed for _____
Golfers @ \$11 each. TOTAL \$ _____

Name _____

Address _____

City _____ State _____ Zip _____

My handicap is: _____

(NOTE: NAA Golf Tournament Open to everyone attending the NAA Convention.)

BEAT THE PRESIDENT GOLF TOURNAMENT

Tuesday, July 18, 1978

- 10:30 a.m. GOLFERS ASSEMBLY — Lobby, Sheraton-Boston Hotel. Drive to Colonial Country Club, Lynnfield, Massachusetts.
- 11:30 a.m. JIMMY NICHOLS CLINIC — Learn about golf from A. G. Spaulding & Bros. staff member and outstanding one-armed professional.
- 12:00 noon LUNCH (on your own at the Colonial Country Club).
- 1:30 p.m. BEAT THE PRESIDENT Golf Tournament. Golfers will be organized by the "shotgun" method of tournament play to offer early return to the hotel. Tournament is 18 holes and Tournament Chairman Bob Chaffee will explain rules before tournament begins.

playing professional golf for more than 30 years. Professional golfers do not use handicaps but Jimmy has one. His is more serious than a few strokes off his golf score — Jimmy Nichols is the most amazing golfer in the world, because he only has one arm and plays better than most golfers with two!

He is a member of the famous A. G. Spaulding & Bros. staff of golf consultants. He is in constant demand as a lecturer and conducts clinics on behalf of Spaulding. He annually instructs similarly afflicted persons who look to golf because of its therapeutic value, and he consistently shoots par golf or better.

NAA members, who are golfers (and even duffers) will enjoy the 1978 NAA BEAT THE PRESIDENT Golf Tournament — the opportunity to beat Marty Higgenbotham is exciting, but the opportunity to learn from a pro — in life as well as in the sport of golf — will be beneficial to all signing up for the 1978 tournament.

Register now! Use the form below and Learn From Jimmy Nichols How To Beat Marty Higgenbotham in the 1978 BEAT THE PRESIDENT Golf Tournament. The tournament will be played at the Colonial Country Club, Lynnfield, Massachusetts (30 minutes drive from Boston). Golf Tournament registrants will meet in the lobby of the Sheraton-Boston Hotel at 10:30 a.m., Tuesday, July 18 and drive to the tournament. Transportation will be furnished by the Massachusetts (New England Council) hosts.

The Registration fee is \$11.00 per person and includes greens fees, awards and NAA gift. Extra charge will be made for cart rental (motorized) at \$11.50 (for two) each. The rules of the Tournament will be explained at the course.

A GOOD EDITOR

A good editor is one who has never made a mistake; who has never offended anyone; who is always right; who can ride two horses at the same time he is straddling the fence with two ears to the ground; who always says the right thing at the right time; who always picks the right horse as well as the right politician to win; who never has to apologize; who has no enemies and who has worlds of prestige with all classes, creeds and races. There has never been a good editor.

EARLY BIRDS

Hubby: "Those roosters next door awakened me early again this morning."

Wifey: "Yes, but remember when you got up early one morning, you crowed about it for a week."

SECOND HAND AUTO

Parson: "I've brought back that second-hand car you sold me."

Salesman: "What's the matter, Parson? Can't you drive it?"
Parson: "Not and stay in the ministry."

Directory of State Associations' Presidents and Secretaries

- Alabama Auctioneers Association** — President: James Anderson, P.O. Box 811, Gadsden 35901; Secretary: Pete Horton, 111 4th Street SW, Huntsville 35805
- Arizona Auctioneers Association** — Chairman: Edward A. Short, 11017 N. Cave Creek, Phoenix 85020
- Arkansas Auctioneers Association** — President: Paul Kelly, Route 7, Box 631A, Batesville 72501; Secretary: Jayne Lowery, P.O. Box 34, Dennard 72629
- California Auctioneers Association** — President: Tipton Holloway, P.O. Box 1136, Yuba City 95991; Secretary: Roy Ford, 6838 Pacific Ave., Stockton 95207
- Colorado Auctioneers Association** — President: Eugene V. Doty, 531 W. Platte Ave., Fort Morgan 80701; Secretary: Art Parker, 1212 8th Ave., Greeley 80631
- Connecticut Auctioneers Association** — President: William J. Josko, 3482 Post Road, Southport 06490; Secretary: Lorraine M. Smith, 37 Wallingford Rd., Cheshire 06410
- Florida Auctioneers Association** — President: J. Wayne Taylor, 3848 Bird Rd., Miami 33146; Secretary: Billy H. Wells, 121 Aldean Drive, Sanford 32771
- Georgia Auctioneers Association** — President: Gerald Bowie, Whitesville Road, West Point 31833; Secretary: J. H. McCorvey, Ashburn 31714
- Illinois State Auctioneers Association** — President: J. C. Kornburst, 4121 Tenth St., East Moline 61244; Secretary: Jan Gravlin, Melvin 60952
- Indiana Auctioneers Association** — President: Amos Wittmer, Montgomery 47558; Secretary: Harry E. Buckles, RR 1 Box 262, Anderson 46011
- Iowa Auctioneers Association** — President: Pat Foster, 1696 Ridge Road, Iowa City 52240; Secretary: Mrs. Mike Bloomer, Rt. #3, Box 51, Glenwood 51534
- Kansas Auctioneers Association** — President: Marvin Knopp, Box 687, Dighton 67839; Secretary: Rex B. Newcom, P.O. Box 458, Whitewater 67154
- Kentucky Auctioneers Association** — President: Aleck Gribbins, 3026 Taylor Blvd., Louisville; Secretary: Mrs. Adrian Atherton, Box 148, Hodgenville 42748
- Louisiana Auctioneers Association** — President: Marvin Henderson, Livingston 70754; Secretary: Bill Bailey, 420 Gansville Rd., Jonesboro 71251
- Maine Auctioneers Association** — President: Jim Heckman, 66 Violette St., Waterville 04901; Secretary: George A. Martin, East Lebanon 04027
- Maryland Auctioneers Association** — President: William Z. Fox, Suite 1915 Charles Center South, 36 S. Charles St., Baltimore 21201; Secretary: Daniel M. Billig, 16 E. Fayette St., Baltimore 21202
- Massachusetts Auctioneers Association** — President: Louis Cardoza, 56 Orchard Street, Fairhaven 02719; Secretary: Ronald V. Maynard, Groton Rd., Dunstable 01827
- Michigan State Auctioneers Association** — President: Brent Wilber, Rt. 4, Bronson 49028; Secretary: Brent Belcher, 148 West Michigan Avenue, Marshall 49068
- Minnesota Auctioneers Association** — President: Larry Born, RFD 4, Waseca 56093; Secretary: Sharon K. Henry, Route 2, Long Prairie 56347
- Mississippi Auctioneers Association** — President: Hal Thompson, Rt. 10, 125 Reservation Drive, Gulfport 39501; Secretary: J. L. Henderson, P.O. Box 26, Gulfport 39501
- Missouri State Auctioneers Association** — President: Tony Thornton, 1555 N. National, Springfield 65803; Secretary: Doran H. Livingston, Rt. 1, Box 21-A, Willard 65781
- Montana Auctioneers Association** — President: Rick Stahl, Opheim; Secretary: Steve Hermanson, 2910 Canyon Ferry Rd., Helena 59601
- Nebraska Auctioneers Association** — President: Blaine A. Farrar, Maywood 69038; Secretary: Ronald L. Sabata, Bellwood 68624
- Nevada State Auctioneers Association** — President: G. Robert Deiro, 801 Chabot Dr., Las Vegas 89107; Secretary: Stanley M. Zurawski, Jr., 5080 Eugene, Las Vegas 89108
- New Hampshire Auctioneers Association** — President: Richard A. Crane, Center Road, Hillsboro 03244; Secretary: George Michael, Evergreen Drive, Merrimack 03054
- New Jersey State Society of Auctioneers** — President: John P. Kachmar, RD 2, Box 321B, Flemington 08822; Secretary: Jack Sartor, 437 West Clinton Street, Dover 07801
- New York State Auctioneers Association** — President: Hugh Parker, Box 3, Pitcher 13136; Secretary: Duane Gansz, 14 William St., Lyons 14489
- North Carolina Auctioneers Association** — President: C. D. Maxwell, 2629 Clinton Rd., Fayetteville 28301; Secretary: Johnson B. Gilbert, Rt. 1, Box 349K, Lincolnton 28092
- North Dakota Auctioneers Association** — President: Arlo Schmidt, Maddock 58348; Secretary: Kay Aldinger, RFD, Cleveland 58424
- Ohio Auctioneers Association** — President: Emil Konesky, 846 Pemberville Rd., Woodville 43469; Secretary: Byron Dilgard, 124 Union @ Main, Ashland 44805
- Oklahoma Auctioneers Association** — President: Bob Curry, 8200 NE 28th St., Spencer 73084; Secretary: Ray Patterson, 113 N. 9th, Frederick 73542
- Oregon Auctioneers Association** — President: Forest Wittmar, 11700 SW 90th, Portland 97223; Secretary: Helen M. Wood, 1841 NW Cording, Roseburg 97470
- Pennsylvania Auctioneers Association** — President: Ralph Zettlemoyer, RD 1, Breinigsville 18031; Secretary: Clay Hess, RD 2, Collegeville 19426
- The Professional Auctioneers Association of Rhode Island** — President: Roger R. Houle, 129 Norfolk Ave., Pawtucket 02861; Secretary: Mrs. Louise E. Wordell, P.O. Box 93, Kingston 02881
- South Carolina Auctioneers Association** — President: J. L. Pinckney, P.O. Box 592, Orangeburg 29115; Secretary: Larry Meares, Jr., P.O. Box 57, Pelzer 29669
- South Dakota Auctioneers Association** — President: Dick Payne, 1712 Douglas Ave., Yankton, SD 57078; Secretary: Jim Payne, 113 Cedar, Yankton, SD 57078; Executive Secretary-Treasurer, Renee Bessman, R. R. 1, Box 209, Madison, SD 57042.
- Tennessee Auctioneers Association** — President: Haskel Ayers, LaFollette 37766; Secretary: Hubert D. Songer, 1602 Jones Blvd., Murfreesboro 37130
- Texas Auctioneers Association** — President: Bill Wade, Rt. 2, Box 302, McKinney 75069; Secretary: Joe Small, 8231 Santa Clara Dr., Dallas 75218
- Utah Auctioneers Association** — Chairman: Glenn Short, 250 E. 6790 S., Midvale 84047
- Vermont Auctioneers Association** — President: Robert E. Lawson, Lyndonville 05851; Secretary: Richard Abare, Grand Isle 05458
- Virginia Auctioneers Association** — President: Calvin S. Jones, Rt. 1, Box 42H, Scottsville 24590; Secretary: Martha M. Daniel, Rt. 4, Box 261A, Blackstone 23824
- Washington State Auctioneers Association** — President: Lee Garrett, 510 So. Ash, Moses Lake 98837; Secretary: Ann Williams, P.O. Box 183, Arlington 98223
- West Virginia Auctioneers Association** — President: Patrick Balch, 1033 Village Drive, Morgantown 26505; Secretary: Wilson E. Woods, 118 Faculty Drive, West Liberty 26074
- Wisconsin Auctioneers Association** — President: Robert Brandau, Rt. 1, Box 265, Wilton 54670; Secretary: Victor Voigt, Route 2, Reedsville 54230

Hold the Magazine Presses . . .

2nd Vice President Cumberlin Wins 1978 Livestock Contest; Is World Champion Auctioneer!

C. E. "Chuck" Cumberlin, 2nd Vice President of the National Auctioneers Association from Brush, Colorado, won the 1978 World Livestock Auctioneer Contest, conducted by the Livestock Market Digest and sponsored by the Livestock Marketing Association. Chuck was honored as the 1978 World Champion Livestock Auctioneer at the event's "whole hog roast" in Sedalia, Missouri, on Saturday night, June 17.

NAA member Ralph Waite, Coffeyville, Kansas, won World Reserve Champion honors.

The contest was held at the Four Square Auction Market facility, Marshall Junction, Missouri, which is owned and operated by NAA member Jerry Graham.

A panel of seven Livestock Market operators judged the 71 auctioneers and 12 awards were given: World Champion; World Reserve Champion; and World Runner-up Champion. Also awarded from each of the three regions (Western, Central and Eastern) were Champion, Reserve and Runner-up awards.

NAA Executive Director Harvey L. McCray served as moderator of the judges panel, but did not have anything to do with the selections. He certified the winners to the Livestock Market Digest officials.

Several other NAA members won world and regional awards at the contest, and the complete list of winners will be announced in the September, 1978, issue of THE AUCTIONEER magazine. The presses were held up so that the announcement could be made of Chuck Cumberlin's World Championship honor.



Important News for Gun Toters . . .

Don't Carry Firearms to Massachusetts When Traveling to the Boston Convention Violation Carries One Year Jail Sentence

"It is unlawful to carry on one's person or under one's control in a vehicle:

- a. a firearm without a license to carry; or
- b. a rifle or shotgun without a Firearms Identification Card, or a license to carry."

The above spells it out pretty plainly in Massachusetts. Violators can be jailed for one year and NAA members traveling to Massachusetts for the 1978 NAA Boston Clambake Convention should take heed.

Can non-residents ever carry pistols or revolvers in or through Massachusetts without a license? This question can be answered by repeating the statute as follows: The statute allows non-residents to carry pistols or revolvers in or through the Commonwealth for the purpose of taking part in pistol or revolver competition or a meeting of firearm collectors or for hunting provided that the hunters have a hunting or sporting license issued by Massachusetts or their destination state. **The non-residents must also be U.S. residents and have a permit or license to carry from a state which does not issue permits**

or licenses to convicted felons or drug offenders.

A conviction for the unlicensed or unauthorized **carrying** of firearms, rifles, or shotguns, loaded or unloaded carries with it a mandatory jail sentence of one year. This mandatory jail sentence, which becomes effective upon conviction rather than upon sentencing, cannot be reduced to less than one year, nor can it be suspended, nor can any person convicted be eligible for probation, parole, or furlough or receive any deduction from his sentence. Prosecutions cannot be continued without a finding or placed on file.

NAA members, don't be caught short and have to spend a year in Massachusetts in jail. Leave your firearms at home when you go to the NAA convention.

If additional information is needed about the Massachusetts gun law, write to the:

**Commissioner of Public Safety
1010 Commonwealth Avenue
Boston, MA 02215
ATTN: Pistol Permit Section**

AUCTION



SUPPLIES

- **"CLERK-SAVER" CLERKING TICKETS—Form No. CT-12**
Original and 2 copies on NCR paper (makes its own carbon copies) 8½x11" sheets perforated to make 12 tickets 1¼x4½". This is an extremely fast, easy, and accurate combination clerking and cashing form. This one form replaces both the standard clerking sheets and cashiers statement. You'll like these.
9,000 Tickets (1-3 White, Canary & Card)\$19.50
18,000 Tickets (1-3 White, Canary & Card) 38.00
36,000 Tickets (1-3 White, aCnary & Card) 75.00
- **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 CHASHIER'S STATEMENT . . . Form No. CAS-1**
2-part, original for auctioneer and copy for buyer, 50 sets per pad, 5½x8½".
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.
- **EQUIPMENT AUCTION TAGS . . . Form No. EAT-59**
3 part perforated tag with hole on top. Space to mark lot number on all 3 section. 2½x5"
1,000 Tags.....\$9.75 5,000 Tags.....\$42.50
- **WIRES FOR EQUIPMENT AUCTION TAGS, 12" LONG**
1,000 Wires.....\$10.00 5,000 Wires.....\$47.50
- **BUYER CARDS . . . Form N. BC-70**
For buyer's number and purchase notes. 3¼x7½" (fits in buyer's shirt pocket).
1,000 Cards....\$7.50 2,500....\$17.50 5,000....\$32.50
- **TERMS OF SALE — Form TOS-74**
8½x11", 50 sheets per pad. Gives standard terms & conditions of sale to be displayed at auction site.
\$1.50 per pad, 10 pads \$1.25 ea., 20 or more at \$1.00 ea.
- **CONSIGNMENT CONTROL . . . Form No. CC-73**
8½x11, NCR paper, 3 sheets per set. Space to list many items. Seller signs he has good title. Original for auctioneer, copy to seller at check-in and last copy mailed with payment check. Eliminates Form CC-69.
250 sets \$16.50 500 at \$32.50 1,000 at \$59.50
- **FINAL SETTLEMENT FORMS . . . Form FS-69**
8½x11", 50 sheets per pad. Space provided for total gross proceeds of sale less expenses and commissions to be paid by seller. Seller signs that he received net proceeds and guarantees to provide merchandise title to all items sold and deliver title to purchasers.
\$150. per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.

- **BUYER'S REGISTRATION FORM . . . Form No. BR-69**
8½x11", 50 sheets per pad. Space for buyer's number, name, address, phone number and other information.
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.
- **CONSIGNMENT CHECK-IN FORM . . . Form No. CCI-69**
8½x11", 50 sheets per pad. Original for auctioneer, copy for consignor. Space for seller's name, address, phone, date, lot number, description of items, sale price, sale commission or expense and consignor's net payment. Space to list a number of items.
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.
- **PENSONAL PROPERTY CONTRACT . . . Form No. PPC-69**
8½x11", 50 sheets per pad. Space provided for general or detailed listing of items to be sold, sale date, time, location, expenses to be paid by seller, and other terms and conditions of sale. Seller signs that he has good title to all items and the right to sell.
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.
- **AUCTION BANNERS**
Heavy, outdoor drillcloth hemmed on all sides. Built to stand up in rugged weather, 13 x 19 inch blue drillcloth panels with 15 inch red letters that spell AUCTION. Banner is 10 feet long and 16 inches high with 50 feet of rope at top and bottom. Folds to 13x19x3 inches for easy storing.
Complete Banner.....\$14.92 Postpaid.
- **ARROW DIRECTION SIGNS . . . Form No. ADS-811**
Orange cardboard 8½ 11". Word AUCTION and ARROW in bold black print. Package of 50 signs for \$7.50, 100 \$10.00 postpaid. (Arrows assorted, one-third point left ann one-third right and one-third straight ahead) Form No. ADS-811.
- **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, address-ing, labor for tagging, clean-up, security, etc.
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.

PERSONALIZED OR CUSTOM PRINTING

All of our forms are printed in large runs on a high speed press and therefore we can not offer personalized or custom printing.

NOTE, No single form or set of forms can fit all situations. Your attorney should advise you in situations not covered by these forms as we can assume no liability for errors, omissions, or local requirements.

Payment with Order—We Pay Postage . . . C.O.D. Orders—You Pay Postage
Order by Mail . . . Send Check or Money Order To:



Missouri Auction School

Top Floor Livestock Exchange Building
1600 GENESEE / KANSAS CITY, MO. 64102

PHONE: 816-421-7117

NATIONAL AUCTIONEERS ASSOCIATION

1978 Annual Convention — July 18-22 ● The Sheraton-Boston Hotel, Boston, Massachusetts

Tuesday, July 18

10:30 am to 5:00 pm — NAA BEAT THE PRESIDENT GOLF TOURNAMENT — Colonial Country Club, Lynnfield, Massachusetts.

10:30 am to 6:30 pm — NAA TOUR A — Sturbridge Village.
1:00 am to 5:00 pm — TAA TOUR B — Plymouth Pilgrimage.

Wednesday, July 19

8:30 am to 4:30 pm — NAA TOUR C — The Grand Combination.

9:00 am to 6:00 pm — REGISTRATION — Constitution Foyer, Second Floor.

1:00 pm to 4:00 pm — NAA TOUR D — The Greater Boston.
6:00 pm to 12 midnight — EXHIBITS SETUP/DISPLAY — Constitution Room, Second Floor.

YOUTH ACTIVITIES ROOM — Beacon Complex D & E Rooms, Third Floor.

8:00 pm to 12 midnight — NAA RECEPTION — Grand Ballroom, Second Floor.

Thursday, July 20

7:30 am to 9:30 am — CAI (Certified Auctioneers Institute) OPEN HOUSE & CONTINENTAL BREAKFAST — Independence Room, Second Floor.

8:00 am to 11:45 am — NAA TOUR E — Salem The Witch City.
8:00 am to 6:00 pm — REGISTRATION — Constitution Foyer, Second Floor.

9:00 am to 12 midnight — YOUTH ACTIVITIES ROOM — Beacon Complex D & E Rooms, Third Floor.

EXHIBITS DISPLAY — Constitution Room, Second Floor.

9:00 to 10:45 am — WORKSHOP A — BID CALLING — Republic Ballroom, Second Floor.

ADVERTISING CONTEST COMMITTEE MEETING — Liberty E Room, Second Floor.

NAA HALL OF FAME MEMBERS' MEETING — Liberty F Room, Second Floor.

9:00 to 11:30 am — WORKSHOP B — STATE OFFICERS' WORKSHOP — Fairfax Room, Third Floor.

11:00 to 11:45 am — POINTS TO PONDER — Republic Ballroom, Second Floor.

12 noon to 3:00 pm — NAA KICKOFF LUNCHEON — Grand Ballroom, Second Floor.

3:00 to 4:30 pm — COMPUTERIZED ACCOUNTING FOR AUCTIONEERS — Republic Ballroom, Second Floor.

3:00 to 5:00 pm — NAA NOMINATING COMMITTEE CANDIDATES' MEETING — Board Room, Second Floor.

NALLOA (National Auctioneers License Laws Officials' Association) MEETING — Hampton Room, Third Floor.

4:00 to 6:00 pm — WESTERN COLLEGE OF AUCTIONEERING RECEPTION/REUNION — Gardner Room, Third Floor.

MENDENHALL SCHOOL OF AUCTIONEERING RECEPTION/REUNION — Fairfax Room, Third Floor.

4:30 to 7:00 pm — FUN AUCTION ITEMS COLLECTED — Grand Ballroom, Second Floor.

7:00 to 8:00 pm — THE CHARLEY DORNAN FUN HOUR — Grand Ballroom, Second Floor.

8:00 pm to 12 midnight — 1978 NAA FUN AUCTION — Grand Ballroom, Second Floor.

Friday, July 21

7:30 to 9:00 am — MISSOURI AUCTION SCHOOL OPEN HOUSE/CONTINENTAL BREAKFAST — Independence Ballroom, Second Floor. Everyone Welcome!

KENTUCKY AUCTIONEERS ASSOCIATION BREAKFAST — Commonwealth Room, Third Floor.

NAA HALL OF FAME MEMBERS' BREAKFAST — Berkeley Room, Third Floor.

8:00 am to 4:00 pm — REGISTRATION — Constitution Foyer, Second Floor.

9:00 am to 12 midnight — YOUTH ACTIVITIES ROOM — Beacon Complex D & E Rooms, Third Floor.

EXHIBITS DISPLAY — Constitution Room, Second Floor.

9:00 to 10:20 am — WORKSHOP C — ADVERTISING — Republic Ballroom, Second Floor.

WORKSHOP D — BANKRUPTCY/BUSINESS LIQUIDATORS — Independence Room, Second Floor.

9:00 to 11:30 am — NALLOA (National Auctioneers License Laws Officials' Association) OPEN MEETING — Dalton Room, Third Floor.

10:30 to 11:30 am — WORKSHOP E — ANTIQUES/NEW ENGLAND PRIMITIVES — Republic Ballroom, Second Floor.

LADIES AUXILIARY MEETING — Fairfax Room, Third Floor.

12 noon to 2:45 pm — AUCTIONEERS' LUNCHEON — Grand Ballroom, Second Floor.

LADIES AUXILIARY LUNCHEON — Commonwealth Room, Third Floor.

3:00 to 4:00 pm — ANNUAL OPEN MEETING OF THE NAA BOARD OF DIRECTORS — Republic Ballroom, Second Floor.

4:30 to 11:30 pm — NAA BOSTON CLAMBAKE — Boston Aquarium.

Saturday, July 22

7:30 to 8:45 am — STATE OFFICER'S BREAKFAST — Gardner Room, Third Floor.

8:00 to 10:00 am — LADIES AUXILIARY BOARD OF DIRECTORS CONTINENTAL BREAKFAST — Clarendon Room, Third Floor.

9:00 am to 12 midnight — YOUTH ACTIVITIES ROOM — Beacon Complex D & E Rooms, Third Floor.

9:00 am to 3:00 pm — EXHIBITS DISPLAY/BREAKDOWN — Constitution Room, Second Floor.

9:00 am to 12 noon — REGISTRATION — Exeter Room, Third Floor.

9:00 to 10:15 am — WORKSHOP F — REAL ESTATE/INDUSTRIAL-COMMERCIAL — Republic Ballroom, Second Floor.

WORKSHOP G — SPECIAL COLLECTORS' SALE (GLASS/JEWELRY) — Independence Room, Second Floor.

10:30 to 11:45 am — WORKSHOP H — ESTATE PROBLEMS & YOUR CLIENTS — Republic Ballroom, Second Floor.

WORKSHOP I — CLERKS & CASHIERS — Independence Room, Second Floor.

11:00 am to 1:00 pm — LADIES AUXILIARY PAST PRESIDENTS' BRUNCH — Clarendon Room, Third Floor.

1:00 to 1:30 pm — VOTER REGISTRATION/BALLOTS DISTRIBUTION — Republic Vestibule, Second Floor.

1:30 to 4:00 pm — ANNUAL MEETING OF THE NATIONAL AUCTIONEERS ASSOCIATION — Ballroom, Second Floor.

YOUTH ACTIVITIES ROOM — Beacon Complex D & E Rooms, Third Floor.

4:00 to 5:00 pm — FIRST ANNUAL MEETING OF THE 1978-79 NAA BOARD OF DIRECTORS — Gardner Room, Third Floor.

6:30 to 7:00 pm — HEAD TABLE ASSEMBLY FOR BANQUET DIGNITARIES — Liberty A Room, Second Floor.

7:00 to 9:30 pm — PRESIDENT'S BANQUET — Grand Ballroom, Second Floor.

9:30 pm to 12 midnight — PRESIDENT'S BALL — Ballroom Complex, Second Floor.

Sunday, July 23

ALL DAY — NAA Members, their families and guests depart for home or for post convention tours and vacations.

**PROGRAM-
AT-A-GLANCE
COURTESY OF**



Missouri Auction School

Top Floor Livestock Exchange Building
1600 GENESEE / KANSAS CITY, MO. 64102

PHONE: 816-421-7117

We stock a complete line of Auctioneer's P.A. Equipment.
Write for FREE literature and prices.