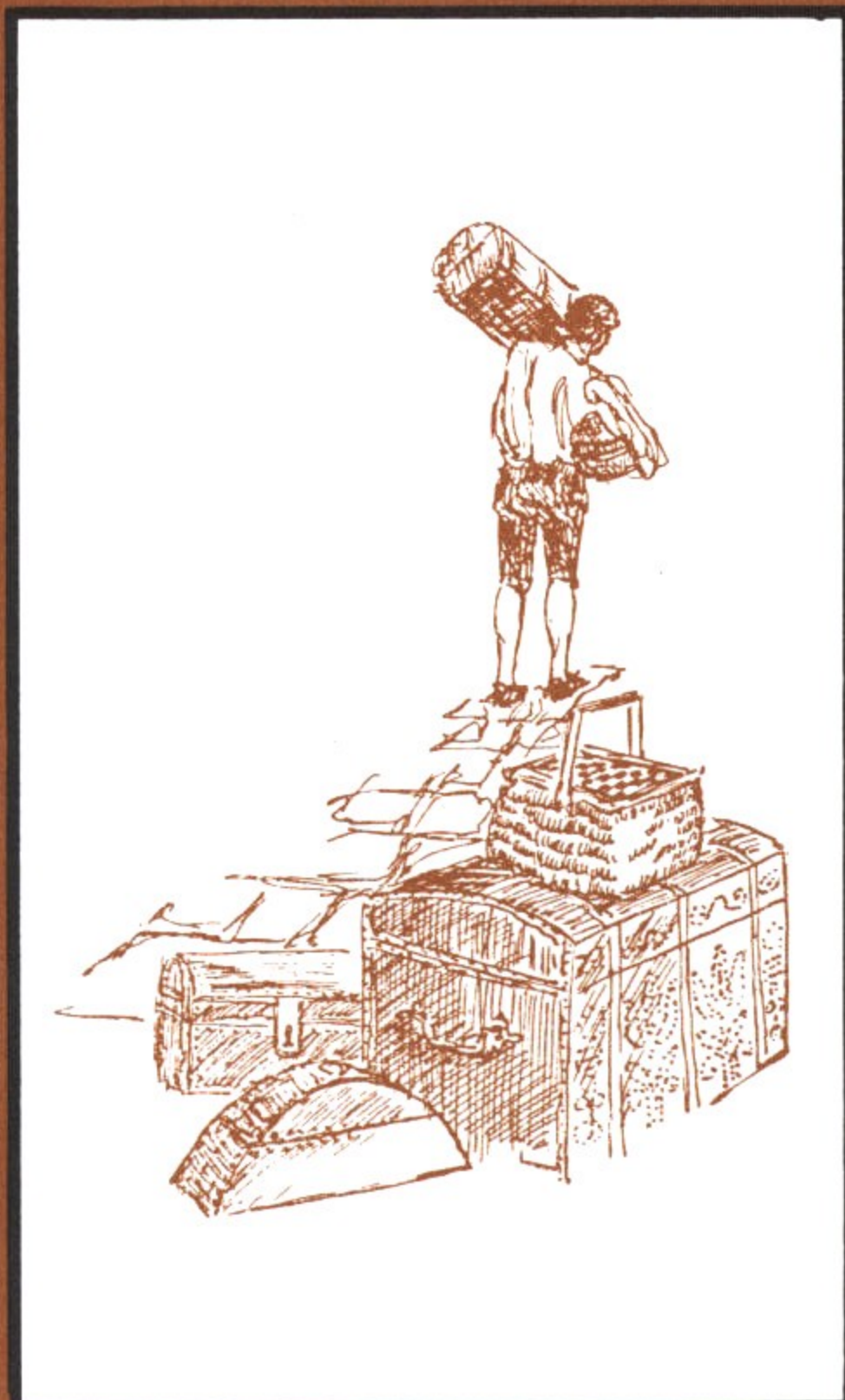
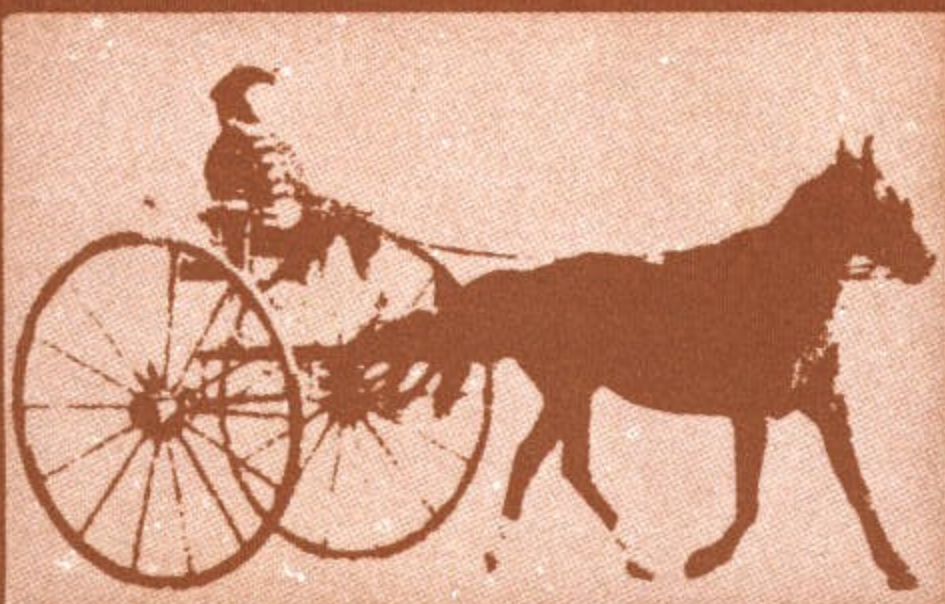


THE AUCTIONEER

The Magazine of the National Auctioneers Association • November, 1979

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Walk In The Past

at the 1980
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page 12



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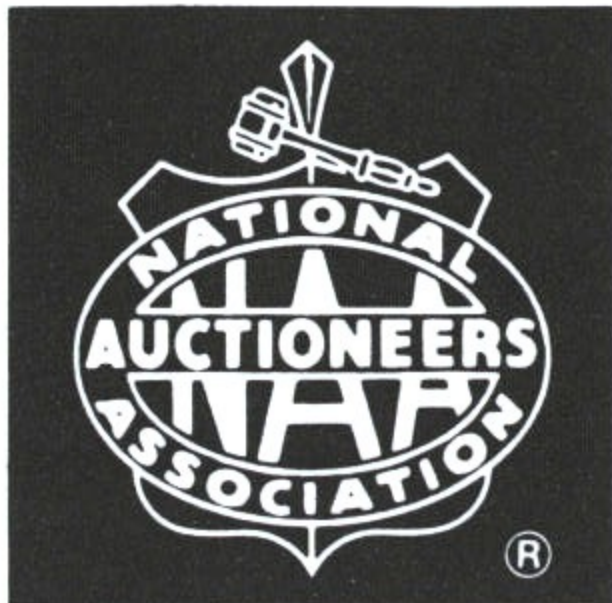
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Source: Scarborough Report, daily/Sunday single issue, Chicago, 1978. Chicago Tribune Classified Ads and Lines Report, 1979.

Turn to the
Chicago Tribune



Letters To THE AUCTIONEER

Must Sell Campaign Button Collection

I have a client who has a collection of over 1300 campaign buttons, many are from presidential campaigns and some date back to the very early 1900's. Here in the central Illinois area, there is simply no place to display or sell the collection at a reasonable price. I am hoping that someone in the National Auctioneers Association might be able to help me locate a satisfactory market for this campaign button collection.

I am hoping for a reply soon, as my client is an elderly gentleman, and quite anxious to have his collection sold. Your help in this matter is very much appreciated.

Nelson E. Aumann
NAA member auctioneer
Nokomis, Illinois

In Praise of Auctioneering

Just some sober "thoughts and reflections" from a happy auctioneer, as I sit at my golden-oak, roll-top desk, amidst the usual "post-auction clutter", during a beautiful night of a New England Indian summer. Suffice it to say that auctioneering has not only provided my family with the necessities of life by placing the proverbial "bread and butter" on our table each day, but it has offered us, through the NAA and its seminars and conventions that we have attended, an opportunity to let our spirits soar and to whet our appetites with enthusiasm for the tasks we undertake each day!

Please go back with me to St. Petersburg, when Morris Fannon was the President of the NAA and when I was attending my first auctioneers' convention — alone that year. It was then I realized that all around me were sincere folk who loved their work and the services they rendered. As a fledgling, I wondered if I, too, would become so enthused.

So on to North Dakota the following summer with two of my six children. As they "rode the trail" and Bob Losey bought Governor Link's hat, followed by the sumptuous buffalo roast, I realized that my eager and unbounded enthusiasm for auctioneering as a professional career was beginning to take shape.

Once again, two years later, we were Seattle-bound with all six children, all of whom were now professionally trained and practicing auctioneers! No doubt, it was then and there that our "image" was formed, and auctioneering was stabilized as a commitment-for-life. How we enjoyed the Seattle convention — the open-air markets on the water, the cleanliness of the great city of Seattle, and so on. And how about that boat ride to the island where

huge cauldrons of super-tasting clams were being boiled in the open air, followed by the most delectable salmon we ever tasted. My family will always remember the many events scheduled for the young people during that Seattle convention, and the super-organization of everything. From Seattle we left on a side-trip to Hawaii, with all eight of us on that great flight. The sights we saw, simply climaxed the entire event.

Soon it was time to fly to Bloomington, Indiana. In the cubical dubbed "Waiting Room for the Ozarks" at O'Hare Airport, a strapping-big westerner boomed out, "Howdy, you must be an auctioneer!" Thus did Bob Musser step into my life and make it considerably brighter. So did John Horton with our morning walks. Bob and I shared a room at CAI, and the Lord willing, we'll both be third-year students there in the spring of 1980, along with our outstanding president, Chuck Cumberlin.

Boston was on tap for 1978. Since we are native New Englanders, born and bred here, we will let Hack Ayers and other friends from Tennessee, as well as John O'Connor, evaluate our native corner of this great land.

In July of this past year, seven of us (minus our newly-married eldest daughter) flew to Denver for a memorable experience at the Hilton. Highlights were so many that our cup runneth over. The vast mountains and the Lazy-B Ranch were overwhelming to us. And a new "love" began for this conservative New Englander — the love for western music! (Even now as I write, I am listening to a tape of "Colorado" by the Lazy-B Wranglers. Why did I wait so long to discover this great music?) After Denver, all six of us flew to Harry Olson's home in Marysville, California (with son Bob Jr. flying with Harry in the latter's private plane), where we enjoyed true California hospitality.

Our auctioneers associations have strengthened our belief in our American free enterprise system and in our ever-present Lord. Life has taken on a deeper meaning for all of us. Surely, at least seven of us will journey to Nashville in '80, as well as to future conventions.

It would have been impossible for my wife Barbara and me to give our six children this kind of "real people education", plus a physical tour of our own Promised Land, had it not been for the men and women in this great profession of auctioneering. May all the fine folks engaged in auctioneering, find satisfaction in our important work — and still take time to smell the roses!

With kindest regards and thanks to all our friends across the USA, we look forward to another decade of auctioneering.

Robert H. Glass and family
of seven auctioneers

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THE AUCTIONEER

NOVEMBER, 1979

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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 on last page.

Single copies: \$1.00 each. Annual subscription rate \$7.50.

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

Harvey L. McCray, Editor and Executive Director
Gary Carmichael, Director of Association Services
Mrs. Cheryl Griffith, Office Secretary
Mrs. Helen Witters, Bookkeeper
Mrs. Sandy Chapin, Office Secretary

Members, "Reach Out" to One Another and Benefit The Entire Auction Profession

By C. E. "Chuck" Cumberlin, President
National Auctioneers Association



We have entered "Phase II" of our NAA year — the second quarter of 1979-80 — and much activity is going on in the auction profession by NAA members. I have heard many good reports of auction successes and, in fact, have been quite busy myself, conducting many auctions with my partner Jim Odle (between trips as president of our Association).

I visited Nashville in September with Executive Director Harvey McCray and Director of Association Services Gary Carmichael. We met with Hubert Songer, 1980 NAA Convention Chairman, Raymond Taggart, President of the Tennessee Auctioneers Association, and Glenda McCarter-Johnson, Chairwoman of the Ladies Auxiliary events. I appreciate the dedication to our convention program which has been demonstrated by Hubert, Glenda, Raymond and the entire Tennessee Auctioneers Association and its Auxiliary.

The 1980 Convention will be our first in Nashville, and probably our largest to date, at the Opryland Hotel's excellent facilities. Over 1,500 NAA members, their families and guests are expected, and as soon as you see the hotel reservation form printed in THE AUCTIONEER magazine, make your reservations accordingly.

Overflow accommodations have been set aside in the surrounding motels (within walking distance of the Opryland), but if you are attending the 1980 NAA convention, reserve your rooms early to be in the Headquarters Hotel. If last minute cancellations are necessary, you can receive your deposit back (a one-night deposit will be necessary for everyone guaranteeing room accommodations) if you cancel soon enough.

Registrations have been received in the NAA Office for the Williamsburg and Phoenix NAA Seminars at a rapid rate. In fact, more early registrations have been received for the two Seminars (Williamsburg in January and Phoenix in February) than for any other NAA Seminar. Nearly 50 registrations have been received for each of the two seminars, and if you are planning to attend either the Williamsburg Antiques Seminar or Phoenix Real Estate Seminar, register now. Each seminar will be limited to 100 registrations and registrations will be received on a first-

come, first-served basis. Send your completed registration form card and fees to the NAA Office, and you will receive from the Office your hotel reservation forms (space is limited and available only for those attending the Seminars).

I have been attending State Association conventions and can attest to the fact that our professional enthusiasm is high. Wherever I go, I learn new ideas and am pleased to offer my own ideas to those attending the State Association meetings. I encourage you all to participate in your State Association activities as one way of "Reaching Out" to your fellow auctioneers. We need to improve on our auction image, and the best way to show improvement is to create a strong, viable association of auctioneers, who believe in our profession and who maintain ethical auction businesses. One of the best ways to improve one's own business, while at the same time enhancing the image of the auction method of selling, is to become active in the auctioneers associations — National Auctioneers Association and your State Auctioneers Association.

Many have estimated the number of auctioneers today in the United States and Canada at more than 25,000. Of that figure, nearly 6,000 are members of the National Auctioneers Association and the remaining 19,000 plus may be eligible for membership in the NAA. The eligibility of the remaining 19,000 or more auctioneers depends on their ethics and the manner in which the auctioneers handle their auction businesses.

Again I urge you to reach out and sponsor the ethical and qualified auctioneer in your area, who is not a member of the NAA. Together we ALL can grow through our profession and our Association.

In recent issues of THE AUCTIONEER magazine, you may have read articles which have been written by individual members of the Board of Directors of the NAA. The Board has called on the members to provide articles, which present ideas to the membership. Other NAA members have participated in our overall program to improve our magazine so that after you finish reading each issue, you will feel as if you've learned something from the articles.

Continued on page 6

An expanded magazine publication comes from the Board's decision to broaden the services available from the NAA Office. These expanded services include the addition to our staff of Gary Carmichael, Director of Association Services, who works under the direction of Executive Director Harvey McCray. Gary has been assigned the specific goal of searching the membership for ideas, programs and educational material for publication in our magazine. The last issue of THE AUCTIONEER included an eight-page center insert on bad checks and other forms of bad money. Several informed sources offered the NAA ideas on the subject, and already members have indicated their desire to have similar inserts included in the magazine.

If you have a topical subject or an idea for an informative NAA report, submit it to Harvey McCray for evaluation. If it is an issue of general interest to the membership, he will "turn Gary loose" to research and write about the problem and its solution. The information will be published for the benefit of the entire membership.

Another added service to our membership is the purchase, by the Board of Directors, of a computer. Soon the membership will receive the magazine through the computer mailing list. Later we hope to survey the membership with a questionnaire, providing the NAA leadership and staff with valuable information about the membership and the needs of the individual auctioneers. We also hope to use the computer to determine who our instructors for seminars and workshops will be, as well as provide a better listing of our membership. I urge you to cooperate when the Board of Directors finalizes the questionnaire. Nothing will be asked on the questionnaire which will jeopardize your privacy, and be assured that the questions asked will be approved by members of the Board, who are all practicing auctioneers. With the computer, we hope to have information for expanded NAA insurance programs, as well as valuable auction specialization information.

Again, it's a matter of "Reaching Out" — to grow with your fellow NAA member auctioneers, to invite qualified non-member auctioneers into the Association, and finally, to reach your NAA leaders and staff with ideas that will benefit the entire membership.

The NAA continues to be on the move and I ask you to continue to build an image of the auction profession which makes you proud to be an auctioneer, proud to be a member of the National Auctioneers Association.

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The Legal Aspects Of Auctions

Illinois Court Opinions . . . Contracts

Auctioneer Demands Gross Fee

By Theodore Postel
Law Bulletin Illinois
Court Opinion Editor

This action commenced when the Bank of Silvis filed a complaint in the Circuit Court of Mercer County against Boultinghouse Auction Co. The bank sought to recover a portion of monies that Boultinghouse had retained as a commission on real estate sold through an auction it had conducted.

An auction was conducted and a purchase price of \$258,500 was obtained. The successful bidder paid 10 percent of that amount or \$25,850, but then defaulted on the balance. Boultinghouse distributed \$18,095 to the bank of Silvis, retaining as its commission 3 percent of \$258,500 or \$7,755.

The bank contends that Boultinghouse is entitled to 3 percent of the down payment of \$25,850, while Boultinghouse contends it is entitled to 3 percent of the bid price of \$258,500.

The contract provides for Boultinghouse's compensation for selling the real estate in the following terms:

"4. Owner will pay company a commission of 10 percent on personal, 3 percent on real estate — percent of the total proceeds from the sale of personal property, but not less than — for any one sale; said commission to be paid from the first proceeds of the sale."

Paragraph 9 of the contract provides that all sales were to be for cash. However, the testimony of Boultinghouse's president and the conduct of the parties suggests that the real estate was to be sold for 10 percent down on the date of the sale with the balance to be paid within 30 days, and that the auction was widely advertised in those terms.

The agreement in the last sentence in paragraph 9 also provides that "company shall not be responsible for the failure of any bidders to consummate their purchases or otherwise comply with the terms and conditions of the sale."

The trial court entered judgment for Boultinghouse and the bank appealed to the Illinois Appellate Court. The court, in an opinion written by Justice Stouder with justices Alloy and Barry concurring, after reviewing the record, said:

"Defendant argues in essence that since sales were to be for cash, proceeds is equivalent to bid price.

Syllabus:

Within a contract drafted by an auctioneer providing that the owner pay 3 percent of the total proceeds from a sale of real estate, "proceeds" meant monies actually received from a debtor, rather than the bid price.

Thus, when the bidder made a down payment, but defaulted on the remainder of the bid price, the auctioneer was entitled to 10 percent of the down payment and not to 10 percent of the bid price.

Bank of Silvis, plaintiff-appellant v. Boultinghouse Auction Co., defendant-appellee. Illinois Appellate Court, 3rd District, No. 78-362. 71 Ill.App.3d 98, 389 N.E.2d 267.

"While the original form was altered to provide for all sales to be cash, it appears from the testimony of the president of the defendant and the conduct of the parties that both the defendant and the plaintiff always intended that the sale of the real estate would be on the basis of 10 percent down and the balance within 30 days.

"Hence, defendant's conclusion that proceeds is equivalent to bid price because the sale was to be for cash is without foundation. As to the effect of the last sentence of paragraph 9, we believe it was intended to relieve defendant from any possible liability to the seller for the default of a buyer, but does not assist in determining what amount was to be used in computing the 3 percent commission.

"Cases referred to previously, while not particu-

larly factually analogous are something actually received in hand. Proceeds has been defined as 'what is produced by or derived from something (as a sale, investment, levy, business) by way of total revenue: the total amount brought in . . . the net sum received . . . ' A Webster-Merriam, Webster's Third New International Dictionary Unabridged (1961).

"As applied to the facts of this case, these authorities are persuasive for the proposition that proceeds means monies actually received by the seller from the buyer.

"Since proceeds usually indicates something actually received and any ambiguity in the term is to be construed against the defendant, plaintiff was entitled to judgment in its favor. The Circuit Court of Mercer County erred in holding that defendant was entitled to a commission of 3 percent of the bid price.

Samuel M. Gilman, Coyle, Gilman & Stengel, Rock Island, for plaintiff-appellant. Christopher J. Klockau and Raymond J. Conklin, Klockau, McCarthy, Lousberg, Ellison & Rinden, Rock Island, for defendant-appellee.

(Reprinted with permission from the CHICAGO DAILY LAW BULLETIN.)

A new spot survey by the General Accounting Office has indicated the extent of foreign purchases of U.S. farmland may have been "significantly underestimated". The GAO found foreign ownerships totalling about 100,000 more acres than in a USDA survey a year ago.



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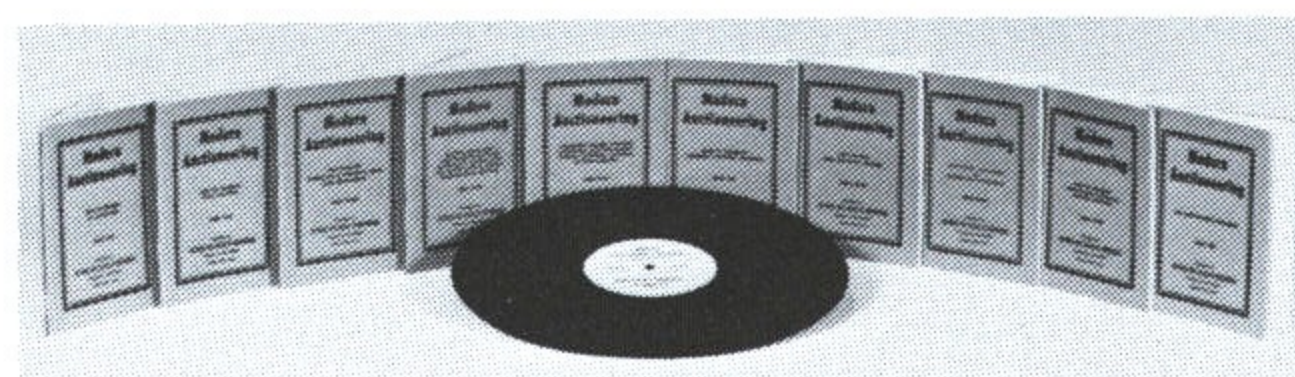
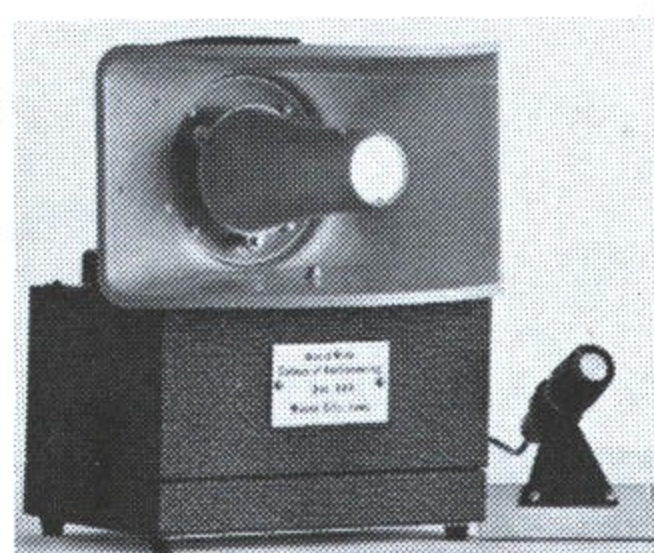
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State of Maine Changes Auctioneer Law

Recently the NAA office was notified by the Maine Department of Business Regulation, Central Licensing Division of changes in the Maine Auctioneer Law, effective September 14, 1979. Though space does not permit full reprinting of the legislation, the twelve items below briefly note the important changes.

1. Creation of 3 member advisory board which will be appointed by September 14, 1979.
2. Two letters of recommendation from a person of your choice for a new license.
3. Two party surety bond in the amount of \$10,000 (contact your insurance company for assistance.) **Those presently licensed will not need to produce a bond until you renew in March of 1980.**
4. Changes in fees to \$25.00 per year paid every two years in the amount of \$50.00.
5. Only 30 days grace period after expiration of license — **NOT A WHOLE YEAR.**
6. All advertising must include the license number of auctioneer.
7. All auctioneers **MUST** notify local enforcement officers of their intent to auction prior to the sale.
8. If property being sold is not owned by auc-

tioner, law enforcement officers may require name and address of owner.

9. Property brought into the State for sale must be advertised as such.
10. An auctioneer cannot auction real estate without a broker's license.
11. Exemptions to the law include charitable, educational, religious or non-profit organizations (providing no fee is paid the person doing the auction) sheriffs or their deputies, constables, tax collectors, executors, administrators authorized by the court and sellers of pedigreed animals employed by the owner of the animals.
12. Conditions of the auction sale must be displayed which include:
 - a. a description of property and how sold.
 - b. highest bidder acknowledgement
 - c. bid not commensurate with value
 - d. absentee bids
 - e. sales tax requirements
 - f. auctioneer or owner bidding
 - g. reserve
 - h. the fact that the Uniform Commercial Code applies.

Central Licensing Division director, Mrs. Mary Ellen Peaslee, included in correspondence that accompanied a copy of the updated auctioneer law, **"PLEASE READ THE NEW LAW CAREFULLY.** If you do not understand any portion or want additional information, please feel free to contact this office. We are here to assist in any way possible."

To receive information about the auctioneer legislation for the State of Maine contact:

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VP18R before the auction begins, without being embarrassed by the quality of the sound. In addition, record your bids to settle disputes or questions after the auction. The 18R also has a heavy-duty, rechargeable power pack that provides 50% more life than the original VP18. Simply plug in the charger and your Voice Projector will charge overnight. Then use the VP18R with confidence all day . . . your voice will probably give out before your Voice Projector does.

VP18R - \$295

The economy model Voice Projector 18D uses nine "D" cell batteries instead of a rechargeable power pack, and does not have hi-level connections.

VP18D - \$210



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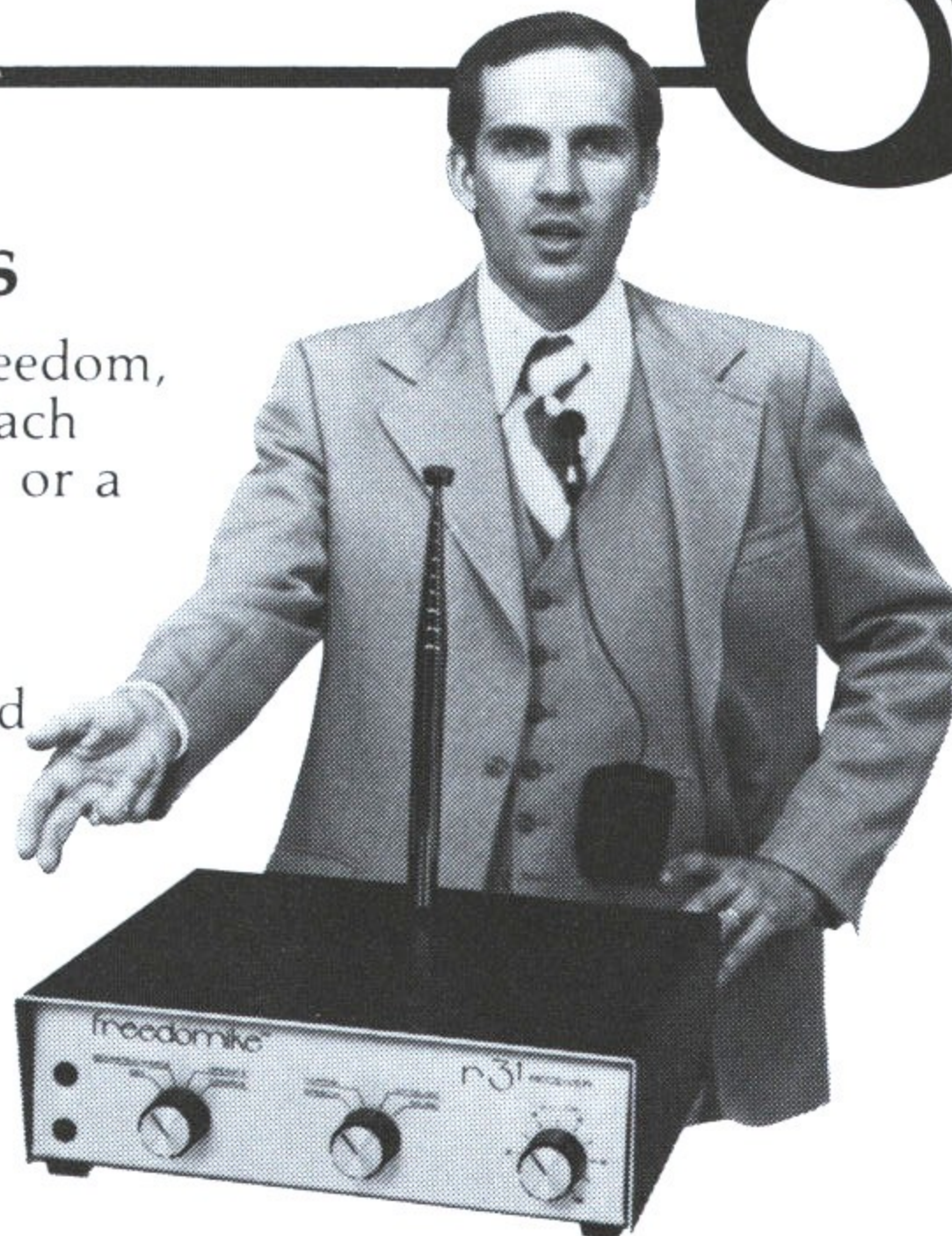
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For the auctioneer that wants total freedom, Lectrosonics offers the Freedomike. Each system contains either a tie-tack mike or a hand held microphone. Either mike connects to a miniature belt-pack transmitter. The frequency-matched receiver plugs into your existing sound system, or the portable PP48R. Protective carrying case provided.

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Colonial Williamsburg

Experts Gather for NAA Williamsburg Seminar

Any way you look at it, the 1979 NAA Williamsburg Seminar is shaping up to be an outstanding educational event. Member auctioneers, however, are encouraged to register early for this informative antiques-at-auction seminar.

During three days in January, 1980, national antiques experts will gather to instruct NAA auctioneers. Selling Antiques at Auction is the subject of the year's first NAA seminar at historic Colonial Williamsburg, Virginia. The second NAA 1980 seminar will be held in Phoenix, Arizona, February 18, 19, 20. Subject — Selling Real Estate at Auction. For either seminar, NAA members are encouraged to sign up early. Attendance is limited and registration is on a "first come, first served" basis.

Contained in this issue of THE AUCTIONEER is a complete overview of what is shaping up to be a most informative NAA event — Selling Antiques at Auction, the 1980 Williamsburg Seminar.

Program — Colonial Williamsburg Seminar January 20-21-22-23, 1980

Sunday, January 20

8:00 p.m. to 10:00 p.m. **SEMINAR ORIENTATION** — Conference Center, Williamsburg Lodge. Informal gathering of registrants.

Monday, January 21

8:30 a.m. to 9:00 a.m. **NAA SEMINAR REGISTRATION** — East Gallery, Conference Center. Pre-registered registrants obtain conference materials (name badges, note pads, etc.).

9:00 a.m. to 11:45 a.m. **AMERICAN FOLK ART** — Tidewater Room, Conference Center. Instructor: Dr. Robert Bishop.

12 noon to 1:15 p.m. **LUNCHEON** — Room B, Conference Center. Informal luncheon for paid Seminar registrants.

1:30 p.m. to 4:30 p.m. **WALKING TOUR OF COLONIAL WILLIAMSBURG**. Registrants gather in the East Gallery for walking tour of buildings (museums) near Williamsburg Lodge.

8:00 p.m. to 10:00 p.m. **APPRAISAL** — Tidewater Room, Conference Center. (Speaker to be announced)

Tuesday, January 22

9:00 a.m. to 11:45 a.m. **FURNITURE** — Tidewater Room, Conference Center. Instructor: George Michael.

12 noon to 1:15 p.m. **LUNCHEON** — Room B, Conference Center. Informal luncheon for paid Seminar registrants.

1:30 p.m. to 4:30 p.m. **ART GLASS** — Tidewater Room, Conference Center. Instructor: Roger Early.

8:00 p.m. to 10:00 p.m. **ADVERTISING** — Tidewater Room, Conference Center. Instructor: Scudder Smith.

Wednesday, January 23

9:00 a.m. to 11:45 a.m. **CLOCKS** — Tidewater Room, Conference Center. Instructor: Dana J. Blackwell.

12 noon to 1:15 p.m. **LUNCHEON** — Room B, Conference Center. Informal luncheon for paid Seminar registrants.

1:30 p.m. to 4:30 p.m. **ORIENTAL RUGS** — Tidewater Room, Conference Center. Instructor: Behrooz Hakimian.

1980 NAA Seminars' Co-chairmen:

Archie D. Moody, NAA 1st Vice President,
Darlington, South Carolina
C. P. Terry Dunning, NAA Past President,
Elgin, Illinois



The Colonial Capitol

Professional Auctioneer and Non-auction Experts To Cover Antiques

Instruction at the Williamsburg, Antiques-at-Auction Seminar will be provided by a group of well qualified experts in the fields of antiques and antiques auctioning. Meet some of the instructors with a quick glance at their backgrounds and professional qualifications.

Dr. Robert Bishop



Dr. Robert Bishop is presently the Director of the Museum of American Folk Art in New York City. His directorship, however, is only one of his many accomplishments in the field of antiques and antiques publishing.

An associate editor of *Antique Monthly*, Dr. Bishop is on the editorial boards of *Portfolio*, *Antique Collecting*, *Art & Antiques*, and a contributing editor to *The Gray Letter*. In the performing arts Dr. Bishop has appeared in nine Broadway shows and on numerous television programs. He is a member of many professional organizations including the American Association of Museums and the Midwest Museums Conference. In the past, Dr. Bishop has served as editor of *Horizon Magazine* and publications manager and museum editor of the Henry Ford Museum.

Dr. Bishop received his Ph.D. in American Culture from the University of Michigan and has lectured and served on advisory councils throughout the field of American art and antiques.

Roger R. Early

Roger R. Early, of Early's Antiques & Auction Co., is an antiques dealer with a shop in Milford, Ohio, 16 miles east of Cincinnati. Mr. Early appraises antiques for estate, insurance and other purposes and conducts auctions of general antiques, furniture, glassware and china, primitives, clocks, collectors' items — and specializes in antique doll auctions. Bi-annually Mr. Early holds fine arts auctions, consisting of Victorian art glass and such special categories as Oriental items, American art pottery, steins, Russian Enamels, cut glass and paintings. He has sold art glass for 25 years and has conducted his own art glass auctions for the last 19 years.

Roger Early sells his own merchandise and has disposed of collections from almost every area of the country. Through these auction experiences, he has dealt with all types of Victorian art glass. Recently Mr. Early spoke at the 1979 Ohio Auctioneers Convention on the topic of conducting fine glass auctions.



George Michael

George Michael, Secretary of the New Hampshire Auctioneers Association has been an auctioneer since 1950, having conducted more than 3,160 auctions. A specialist in furniture Mr. Michael has authored three books, *Treasury of New England Antiques*, *Treasure of Antiques of the Federal Period* and *Basic Book of Antiques*. He has written and spoken extensively on examinations of furniture styles, their values and how to grade them.

Mr. Michael is antiques consultant for *Yankee Magazine* and *Early American Life* magazine and the Wistariahurst Museum in Holyoke, Massachusetts. Even though his appraisal commissions carry him all over the country, Mr. Michael teaches classes on antiques at the Universities of Maine and New Hampshire, and many major museums in New England. He has served as host of the PBS-TV ANTIQUES programs, which have been broadcast coast to coast since 1963.



Behrooz Hakimian

NAA seminar instructor Behrooz Hakimian is president of the Hakimian Company, one of the largest importers of handmade rugs into the U.S., with substantial imports from Iran, Pakistan, India, Afghanistan, and China. In addition to its role as an importer wholesaler, Hakimian Company operates a retail department in Washington, D.C., St. Louis, Cleveland, Tucson, Philadelphia, and San Francisco.

The Hakimian family has been involved in rug trade for generations with exports from Iran to Europe, Asia, South Africa and the United States. Behrooz Hakimian's father, grandfather and uncles were the owners of Sherkat Iranian which was the biggest corporate company in the port city of Karachi, Pakistan between 1929 and 1955.

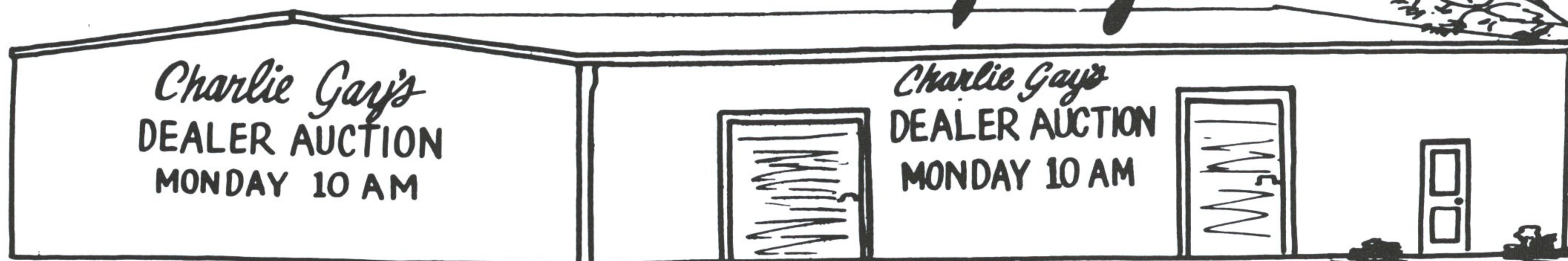
Mr. Hakimian is an alumnus of the University of Illinois, a member of the American Society of Appraisers, and a partner in the Impex Corporation.

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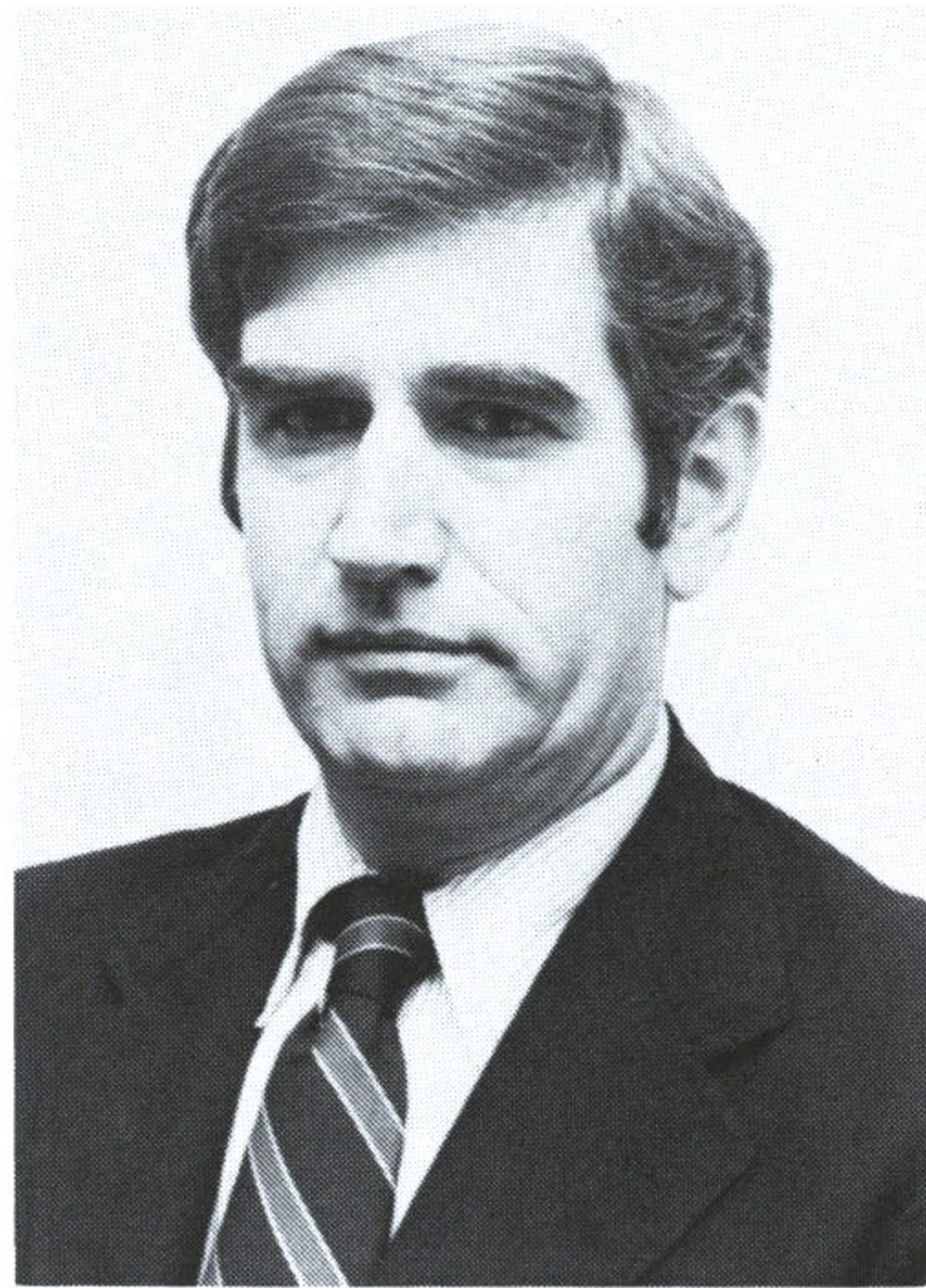
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R. Scudder Smith

R. Scudder Smith, born and raised in Newtown, Connecticut, followed in the family tradition of newspaper publishing when in 1961 he started work with his father at The Bee Publishing Company after attending Union College in Schenectady, New York.

The paper at that time was widely known for all the horse and cattle auctions with a few antiques sprinkled throughout. Scudder, with his love for antiques, soon started expanding that coverage, publishing shop location maps, writing articles on homes, and eventually publishing a quarterly antiques section in *The Newtown Bee* because of the great response. He has personally sold the advertising, written articles and editorials, pasted up the art work, taken and developed photographs, and even put the papers in the mail bags on their way to subscribers.

In October 1969, the quarterly tabloid became a weekly paper known as *Antiques and The Arts Weekly* and has grown tremendously since those days. As of October 5, 1979, the paper had broken all records by publishing 53 pages of auctions in its edition of 148 pages for the week.

Since 1973, Scudder has been serving as Publisher and Editor of both the local paper, *The Newtown Bee*, and *Antiques and The Arts Weekly*.

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BY PRIVATE PLANE: Patrick Henry International Airport, located at Newport News, is twenty minutes from Williamsburg by limousine or taxi. Williamsburg-Jamestown Airport, a general aviation facility, is located in the outskirts of the city, five minutes by taxi.

BY BUS: Nationwide service by Greyhound; Trailways serves Richmond and Norfolk, with connections to Williamsburg.

BY AUTOMOBILE: Interstate 64 is the principal gateway; U.S. 60 and Virginia 5 and 31 also provide good access to Williamsburg.

*Follows directional signs to the
Official Williamsburg Information Center*

BY RAIL: Amtrak provides daily service via its "Colonial" from Boston, New York, Philadelphia, Wilmington, Baltimore, and Washington.

Airport Limousine Services

Patrick Henry Airport, Newport News, Virginia (Pick up and return from all hotels). Smith Limousine Service meets all incoming flights. Return service is available one hour prior to flight departure with reservations. Cost: \$9.00 round trip; \$5.00 one way. Phone: (804) 877-0279

Norfolk International Airport, Norfolk, Virginia. Airlines Transport Co., Inc. meets all incoming flights. Return service is scheduled. Cost: \$12.00 one way. Phone: (804) 857-1231

Byrd International Airport, Richmond, Virginia (Pick up and return from all hotels). Groome Transportation, Inc. meets all incoming flights. Return service is available by reservation two hours prior to Williamsburg departure. Cost: \$12.00 one way. Phone: (VA) 1-800-552-7911; (Other) 1-800-222-7222

From Seminar Co-Chairman C. P. "Terry" Dunning . .

"I am very encouraged and excited about our first three-day Antiques Seminar in Williamsburg. Harvey McCray and I spent part of one day on a walking tour, and the educational value was terrific. The fine examples of 18th Century furniture are quality reproductions of these furnishings, and an outstanding collection of American Folklore.

"The speakers in each antiques subject are all highly qualified; and although there are many subjects that could be covered, we wanted to make this first seminar one with broad appeal. Since the seminar registration is already half-filled, I would recommend returning your application and fee immediately."

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The 1980 NAA Seminars are expected to fill up fast, with each seminar limited to only 100 registrants. In order to assure hotel lodging and control registration, the special hotel reservation form for each seminar hotel will be sent to the registrant only upon receipt of the completed seminar registration at right.

For example, the special form that you'll use to make your hotel reservation at Williamsburg, must be at the Williamsburg Lodge by December 30, 1979. The only way you can obtain your Williamsburg hotel reservation form is to mail your completed Williamsburg Seminar registration to the NAA office as soon as possible. Likewise for Phoenix. Registrations received by the NAA office will be processed in the order of earliest postmarked date, so prompt registration is most important.

The 1980 NAA Seminars are expected to be bigger and better than ever, and now is the time to assure your attendance. Send the NAA office your completed seminar registration; we'll send you the form to make your seminar hotel reservation.

As an ongoing information service to its members, the National Auctioneers Association will answer questions from its members about any and all areas of the auction method of selling (on magazine space available basis). The "Auctions & Answers" column of THE AUCTIONEER magazine will publish your question and its answer as soon as possible after it is received and researched at the NAA office. Member name and city/state will not appear with the published question.

Send any question about the auction method of selling — contracting, sale procedures, state laws, clerking/cashiering, and more — to the NAA office.

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1980 NAA SEMINAR REGISTRATION

Williamsburg, Virginia —
January 21, 22, 23 —
Colonial Williamsburg Lodge



SUBJECT: SELLING ANTIQUES AT AUCTION

(At each 1980 NAA Seminar the general seminar topic will be covered IN DETAIL by non-auctioneer experts in the field as well as professional antiques auctioneers.)

HOTEL RESERVATIONS —

Seminar registrants must make their own hotel reservations for each of the two 1980 Seminars. Hotel reservation forms for both the Williamsburg (January, Antiques) and Phoenix (February, Real Estate) Seminars will be mailed to the registrant upon receipt of seminar registration. **Hotel reservations must be made by December 30, 1979 for the 1980 Williamsburg Antiques Seminar.**

1980 REGISTRATION FEES INFORMATION

Only three-day registrations will be accepted. One or two day registrations will not be accepted

for either 1980 NAA Seminar. Three-day fees are \$150 per NAA member; half price (\$75) for NAA member's spouse or family member attending a seminar with NAA member.

I HAVE MARKED THE FOLLOWING TO INDICATE MY 1980 WILLIAMSBURG SEMINAR REGISTRATION

_____ \$150 Three-day Williamsburg Seminar Registration

_____ \$ 75 Spouse's Three-day Williamsburg Seminar Registration

\$ _____ TOTAL WILLIAMSBURG SEMINAR FEES

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135 Lakewood Drive, Lincoln, NE 68510

1980 NAA SEMINAR REGISTRATION

Phoenix, Arizona —
February 18, 19, 20 —
Del Webb's TowneHouse Hotel



SUBJECT: SELLING REAL ESTATE AT AUCTION

(At each 1980 NAA Seminar the general seminar topic will be covered IN DETAIL by non-auctioneer experts in the field as well as professional real estate auctioneers.)

HOTEL RESERVATIONS —

Seminar registrants must make their own hotel reservations for each of the two 1980 Seminars. Hotel reservation forms for both the Williamsburg (January, Antiques) and Phoenix (February, Real Estate) Seminars will be mailed to the registrant upon receipt of seminar registration. **Hotel reservations must be made by January 27 for the 1980 Phoenix Real Estate Seminar.**

1980 REGISTRATION FEES INFORMATION

Only three-day registrations will be accepted. One or two day registrations will not be accepted

for either 1980 NAA Seminar. Three-day fees are \$150 per NAA member; half price (\$75) for NAA member's spouse or family member attending a seminar with NAA member.

I HAVE MARKED THE FOLLOWING TO INDICATE MY 1980 PHOENIX SEMINAR REGISTRATION

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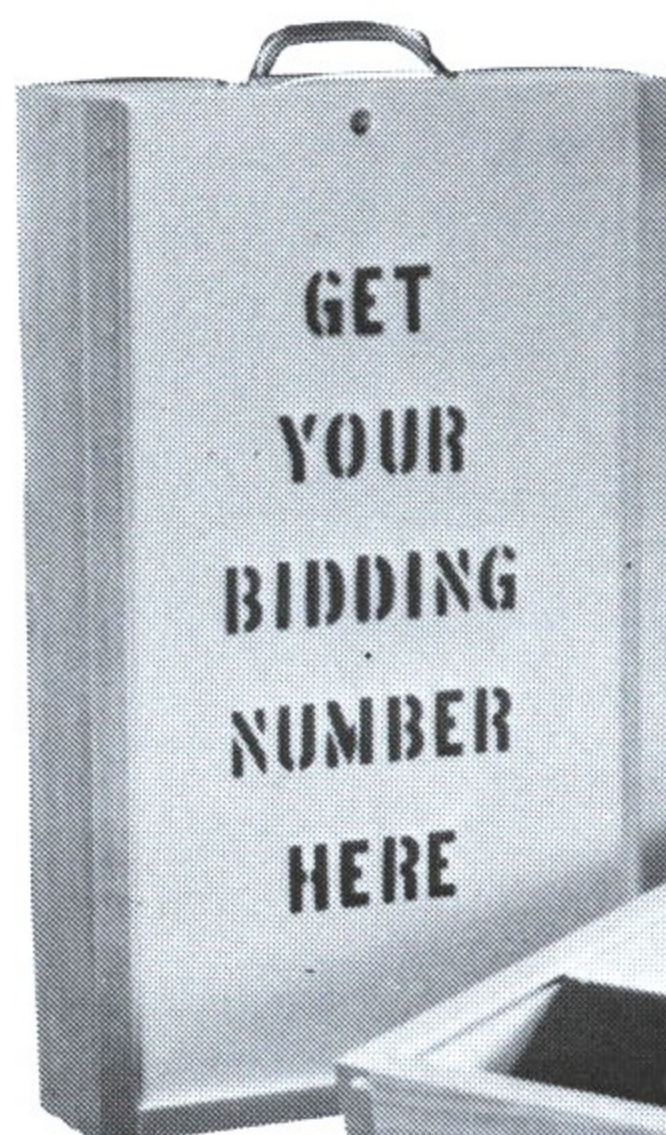
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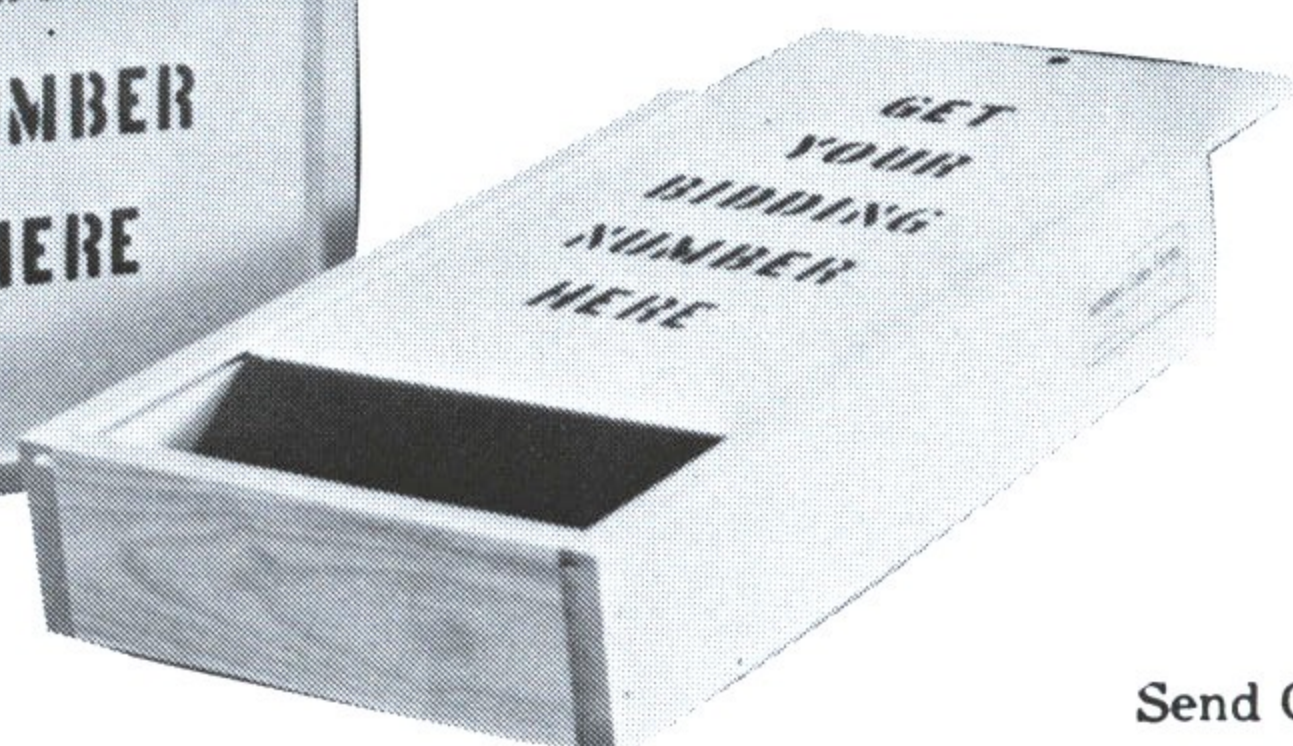
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7	22	37	52	67	82
8	23	38	53	68	83
9	24	39	54	69	84
10	25	40	55	70	85
11	26	41	56	71	86
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They Said It Wouldn't Work, And This Is The Way We Did It



By Frank E. Bass
NAA Director

They said it wouldn't work — a two ring auction sale in Montana, something never heard of before — and this is the way we did it. Both rings at the same time, two auctioneers, two clerks, two cashiers, the whole dual setup.

My customers have often said, "we want to be exposed to each and every sale that is made throughout the auction," or "we don't want anything like that . . . they can do that back east, but we want it done our way, the way its always been done in Montana."

Well on August 16, 1979 at the John Greytack auction (better known as the First Continental Corporation auction sale south of Dillon, Montana) in the little community of Dell, we conducted a \$315,000 auction sale including 32 tractors. The ranch had consisted of 170,000 acres, and John Greytack, President of the Continental Corporation had purchased it for 9.7 million dollars. Mr. Greytack had purchased the ranch lock, stock and barrel — livestock, buildings, farm equipment, everything. He contacted us immediately, saying, "farm equipment will eat me alive . . . meet me for lunch. I don't want any equipment on hand I want an auction sale as quickly as possible. I don't care what it brings I just want to get rid of it."

The equipment had been appraised at somewhere around \$290,000 and I said, "O.K. let's go take a look."

When we arrived at the ranch, we found that it was the Briggs ranch that Mr. Greytack had purchased. The Briggs ranch was owned by a Mormon family that had settled in that country in the 1940's from the Salt Lake City area. Since the establishment of the Ranch, the Briggs family had raised four generations.

I contracted with John Greytack to have the auction on August 16. He had asked, "within 30 days, can we get it together?" I told him, "if you can get me the help, I'll get the crewmaster, and we'll do the

rest."

Nearly all of the farm equipment had been purchased new and had never been all in one place at one time. The equipment had been spread over a 120 miles of ranch land. I sent my son, Colin and a few of the younger Briggs boys who were familiar with the ranch to gather equipment about three to four weeks before the auction. Colin spent almost three weeks gathering this equipment, putting it together before I went down to the ranch to look the situation over first hand.

One of the Briggs' men had been an airplane pilot for many years, so he had an air strip at the ranch which was a 250 foot wide alfalfa and grass patch, three-quarters of a mile long. I laid it out and told Colin, "we'll have a two ring auction".

After I explained to John Greytack that the ranch was 40 miles from Dillon, (which does not have very many motels, and the community of Dell has only one hotel, the small town of Lima thirteen miles down the road only one motel) there was simply no place to accomodate the anticipated large crowd to hold a two day sale in that area. Mr. Greytack asked, "what do you think?" I replied, "I think we should hold a single day, two ring auction."

I decided to put all of the miscellaneous tools and equipment as well as the older and more incidental equipment on the west side of the runway. On the east side of the runway we staged all the big equipment. Setting the auction up in this manner allowed one auctioneer to start at the south end of the runway and the other auctioneer can begin his auction at the north end.

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This method proved to be a great success, and with two sound trucks the auctioneers were not competing with one another. Only at mid day, when the two trucks passed each onther, was there minimal interference.

The auction began at 9:30 a.m. on a beautiful Wednesday morning with just enough breeze to keep the mosquitos down. At the auction's opening, approximately 250 people were registered. By the day's peak at approximately 1 pm, there were better than 500 people registered. The bidding went well, the auction was a tremendous success. The sale grossed an excess of \$315,000, way over the appraised value of the equipment. The sale progressed at a rapid pace, enabling us to finish by 4:30.

The comments on how the sale went included the fact that people could browse if they liked; if what Colin happened to be selling was not of interest to them, they could go over to where I was selling. When I got close to some equipment that they were interested in they would come over and buy from me, and visa versa.

We had advertised on the brochure that there would be a dual ring auction running all day. We stated on the brochure that if you wanted to be in two places at once, bring your wife, your son, or your hired hand. And this is exactly what the people were doing.

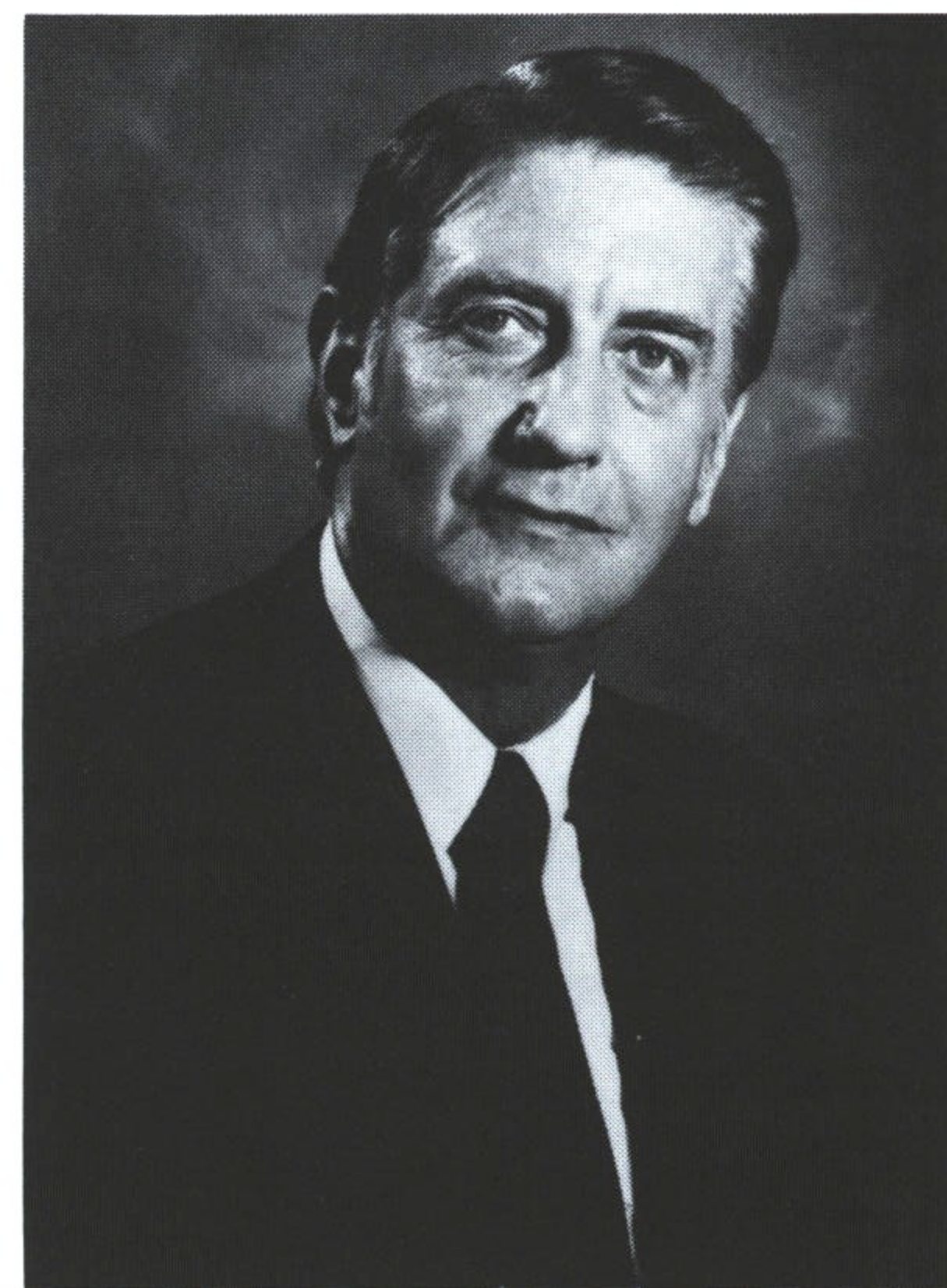
At the beginning of the day I opened the auction at the north end of the runway where both trucks were together and announced how it was going to operate, and what the terms of the auction would be. I took a sizable number of the crowd with me, and Colin kept a sizable number of the crowd with him. As the day progressed the girls that were cashiering observed that people were crossing back and forth all the time between the two auctioneers. They would buy a lot from one auctioneer and then cross over and purchase a lot from the other auctioneer. I sold the big equipment, and Colin stayed with small tools and shop equipment.

At the end of the auction I asked for comments. We received nothing but favorable observations. Some of the comments were, "this is the only way to run an auction . . . we can get home at a decent time . . . we don't have to stand here by lamplight, and watch the auctioneer sell each and every piece of merchandise that we're not interested in."

And that's how we ran a two ring auction sale in Dillon, Montana in August, 1979. We found it to be so successful that as we get into larger auctions, we're going to run them in this manner. Recently at another large equipment auction we had a gentleman ask us if we were going to run two rings. In our area the two ring auction sale has been accepted, it has been done, and it was successful.

It's been accepted in Montana, and it can be accepted in your part of the country.

It Pays Off — That Second Mile of Service



By
William L. Gaule
NAA Director

Not long ago, on a Friday evening, my wife noticed that our furnace would not come on. After a futile attempt at lighting it, I called a furnace repairman that had been servicing it for many years. I got the answering service and they told me to expect a call back. Four hours later, I called again with the same results. On Saturday morning, after one more call, I called another repairman whom I had heard was new in town, but good.

This man answered my call immediately, asked what time would be most convenient, arrived right on time, fixed the furnace, took the time to explain to my wife what he had done and what it cost. However, the big surprise came the next day (Sunday) when this man called me back and asked if the furnace was working satisfactorily, and if I had any questions on the expense incurred.

To the best of my memory, this was the very first time anyone had ever called me after they had been paid and asked if everything was okay.

I could not help but feel how many times I have overlooked an opportunity to go the second mile in service in the auctioneering profession. How easy it is, after completing an auction and receiving the check, to smile, shake hands, say a few "thank you's" and be off to the next sale.

How many people did we leave behind that made that sale possible? Probably, the person that recommended you to the seller. (Did you try to find out how you even got the job?) How about the neighbors or friends who really did the hard work of cleaning and arranging, or preparing the sale the way you wanted? How about those who helped on sale day? How about the tenants on land sales; they can sometimes make or break a land sale. (More on this subject in another article.)

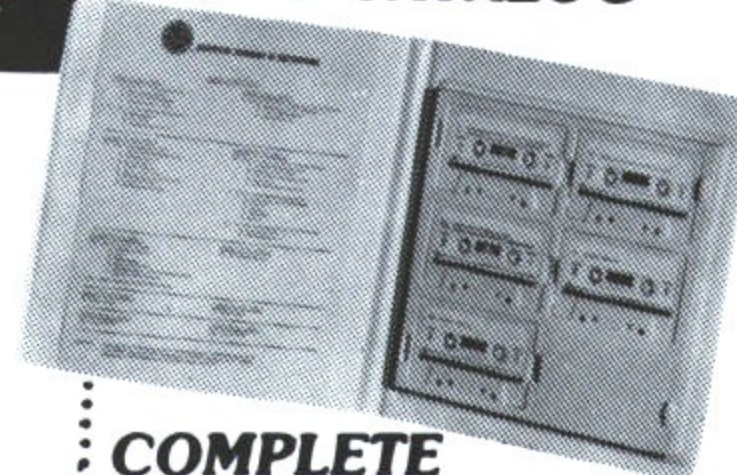
The list is endless of the good people who have made things happen for you and your auction business. Let them know you appreciate all of their help after the sale. Take the time to write letters, send

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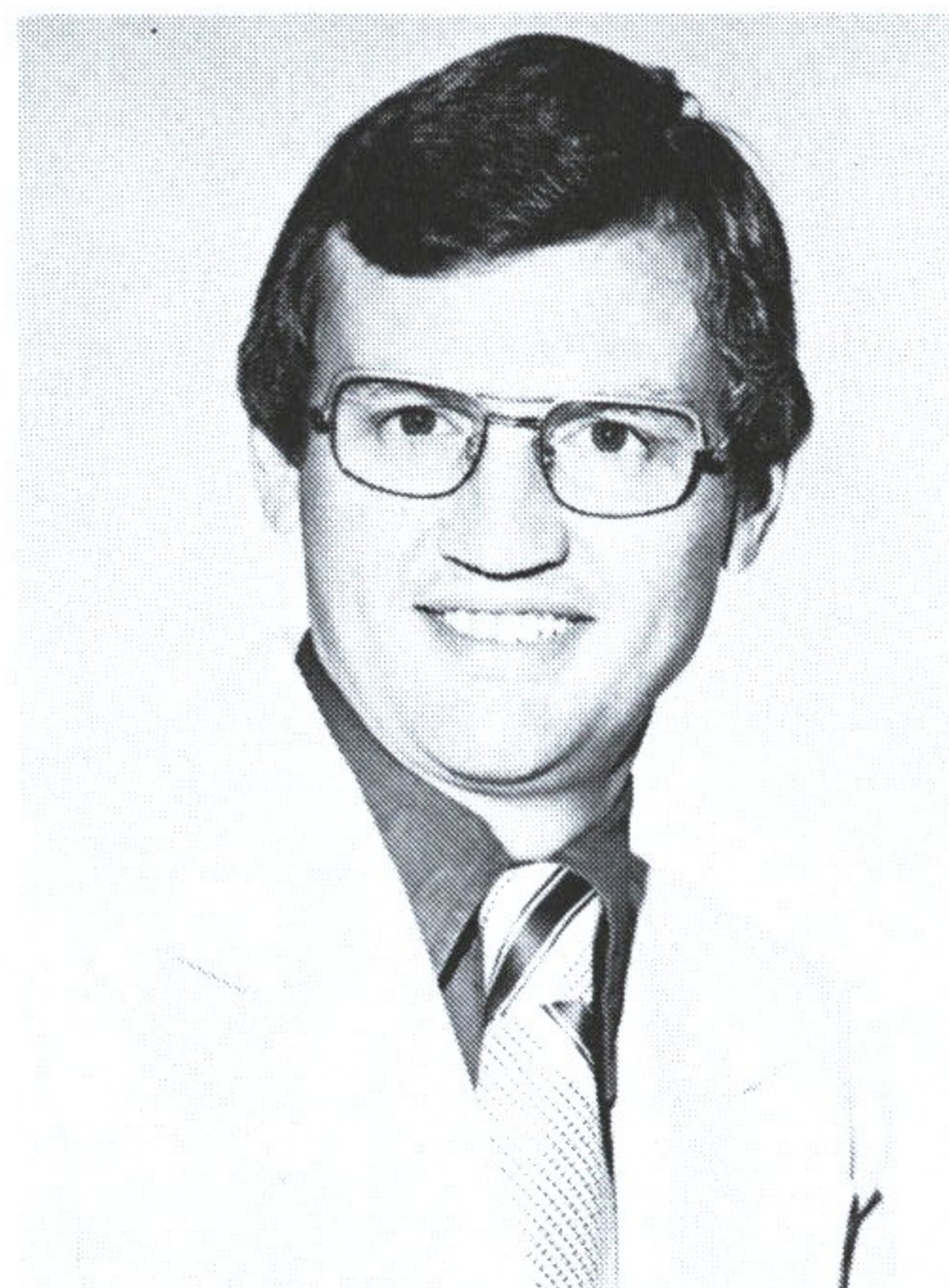
cards or small gifts. This business is like bowling or playing pool. If you hit the head pin or ball just right, a lot of them will drop in or fall unexpectedly. Every detail covered before an auction will pay dividends during the sale. Extra service after the sale will pay dividends for years to come.

When you reach that point when you feel that your community has been good to you, how about devoting a portion of your time to helping others that possibly cannot help themselves. Explore the opportunities to make someone's life a little better, then don't tell anyone. You will be surprised how good it will make you feel.

A few years ago at Christmas time, I purchased a case of holiday chocolates and decided to give them to various clients around our town. I had a few boxes left and happened to pass an elderly lady's home. The thought struck me that since she lived alone on a pension, she might enjoy a box of candy. She answered the door and asked me in. I wished her a Merry Christmas and gave her the box of chocolates. I was not prepared for what happened next. After accepting the candy, she sat down in a chair and started to cry. At first, it rather upset me, but when I asked her what was the matter, she said it was the first time in years that she had received a gift at Christmas.

There is someone, somewhere — in your business life or personal life — who would love to hear from you today; not only after the sale, but throughout the community that supports your auction business.

Doing Your Real Estate Homework



By C. P. "Terry" Dunning
Co-chairman, NAA
Williamsburg Seminar

Success or failure to sell a piece of real property depends on many factors, but one of the most important is doing the "homework" that will background a piece of property. Although there are different checklists for each property some of the items that belong on each list are the following.

Zoning: Do not take the owner's word, the appraiser's classification or that of a clerk. Go to the head of the zoning department and be certain the

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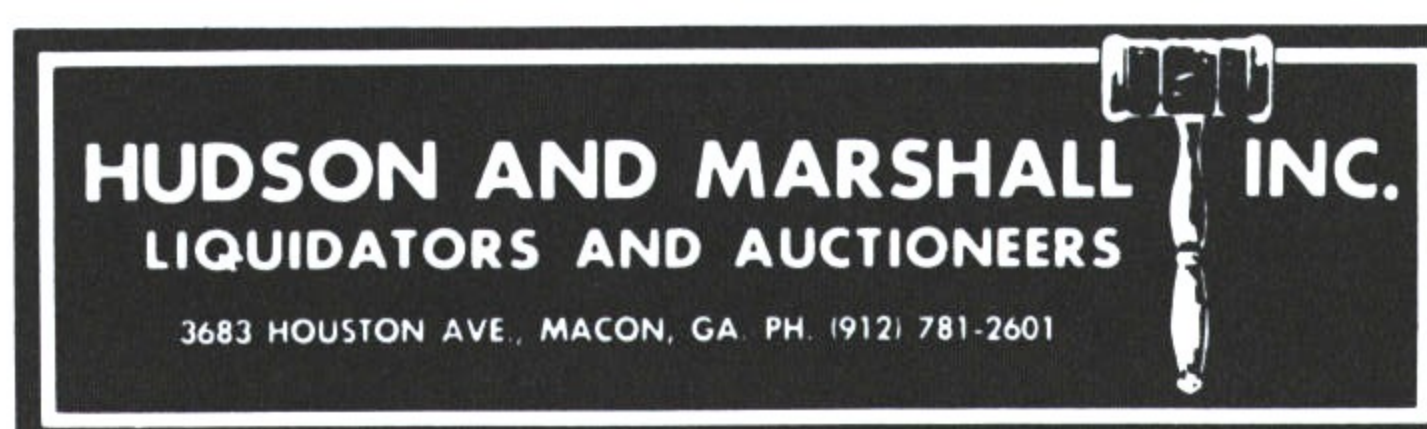
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property is pinpointed accurately. Also, be certain to find out what the uses are of that classification.

Lot Size: Again take no one's word except that from a survey or certified plat book. It is also imperative to use "plus or minus" on any tracts of land.

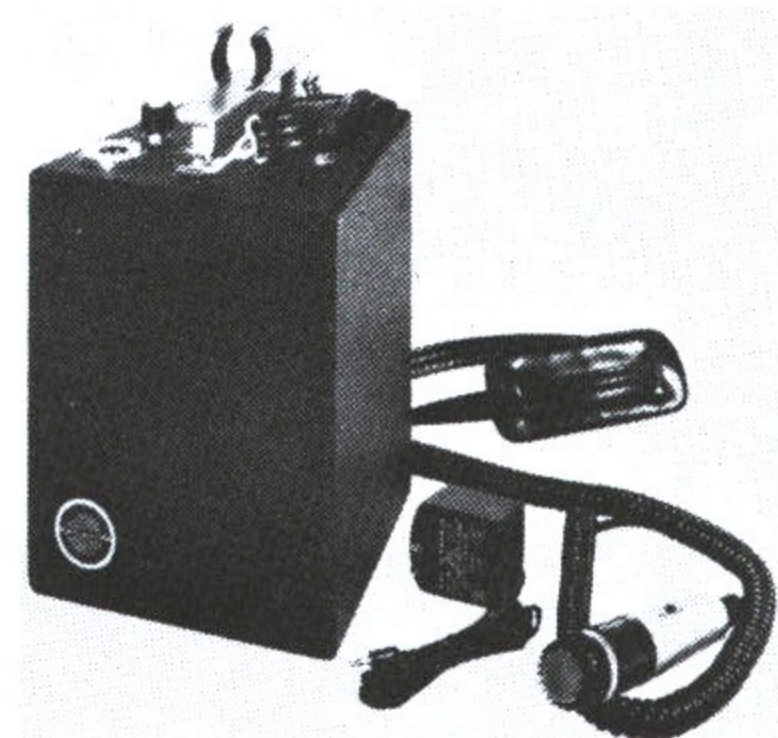
Title: Although not all titles are brought up to date prior to the auction, current titles are advisable where there might be the slightest question. You can also have a preliminary check made of any liens or encroachments on the title.

Easements: These can also be checked through the title company, and one should be certain of their position when selling a property that has an obvious easement — a shared driveway, roadway or alley that comes across the property and is used by the neighbors.

Condition of the Property: Although "as is" is frequently used, you can be in a whole lot of trouble if there are problems with the condition of the property. Be certain you know to the best of your ability the condition of heating systems, electrical and plumbing, foundation, etc. Make a thorough inspection and present all the facts you know.

There are times when all of us are very busy, and we organize the auction and check out the facts very quickly. We rely on information that we deem accurate, but do not check it out to be certain. Lose a commission because of this hurried attitude, and you will probably change your procedures very quickly.

There are many other items that will be added to each check list depending upon whether the real estate is residential, commercial, rental property, etc.



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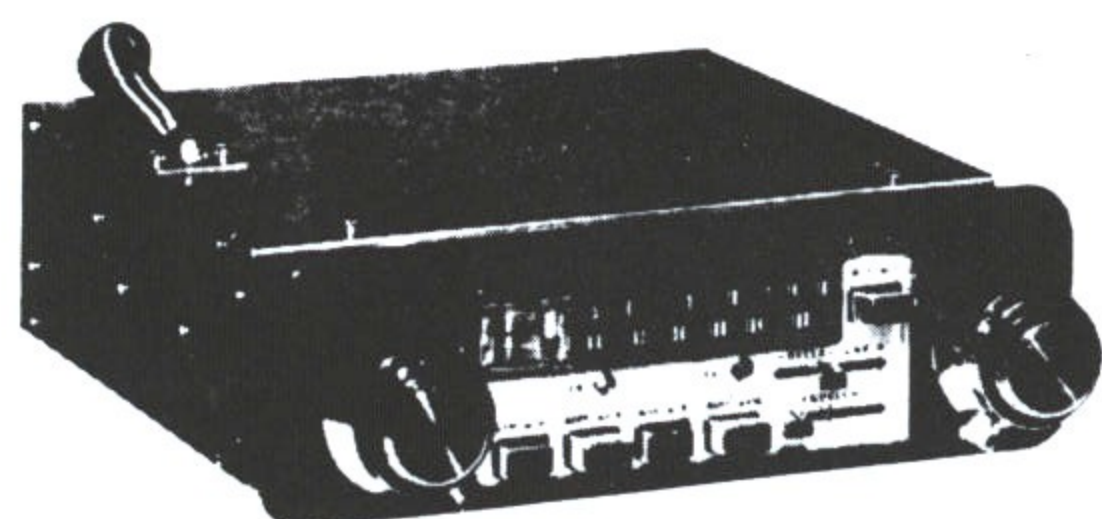
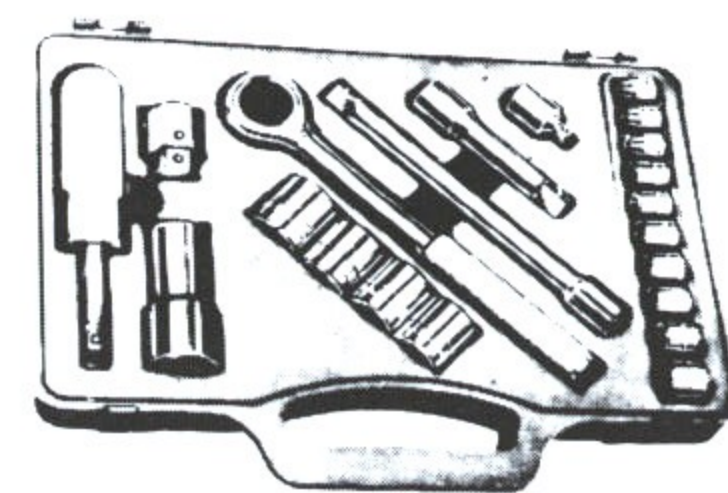
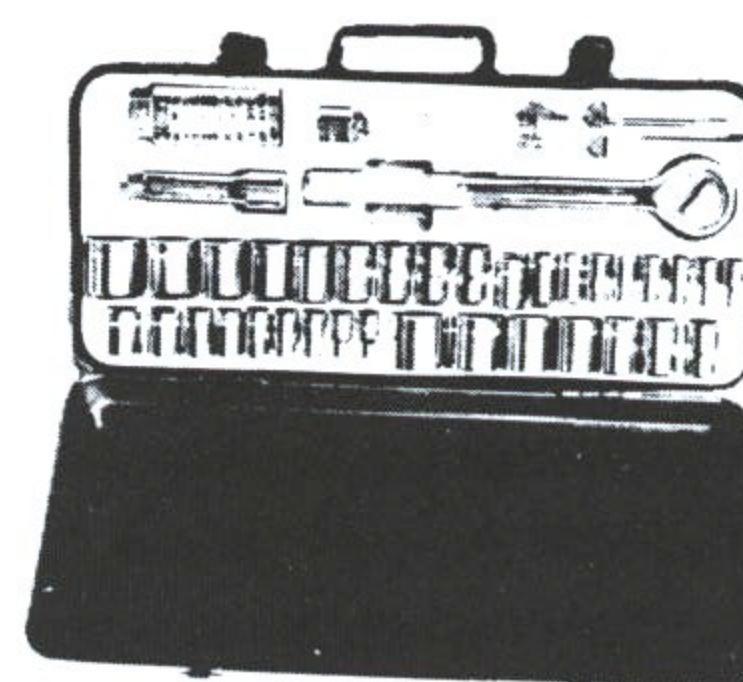
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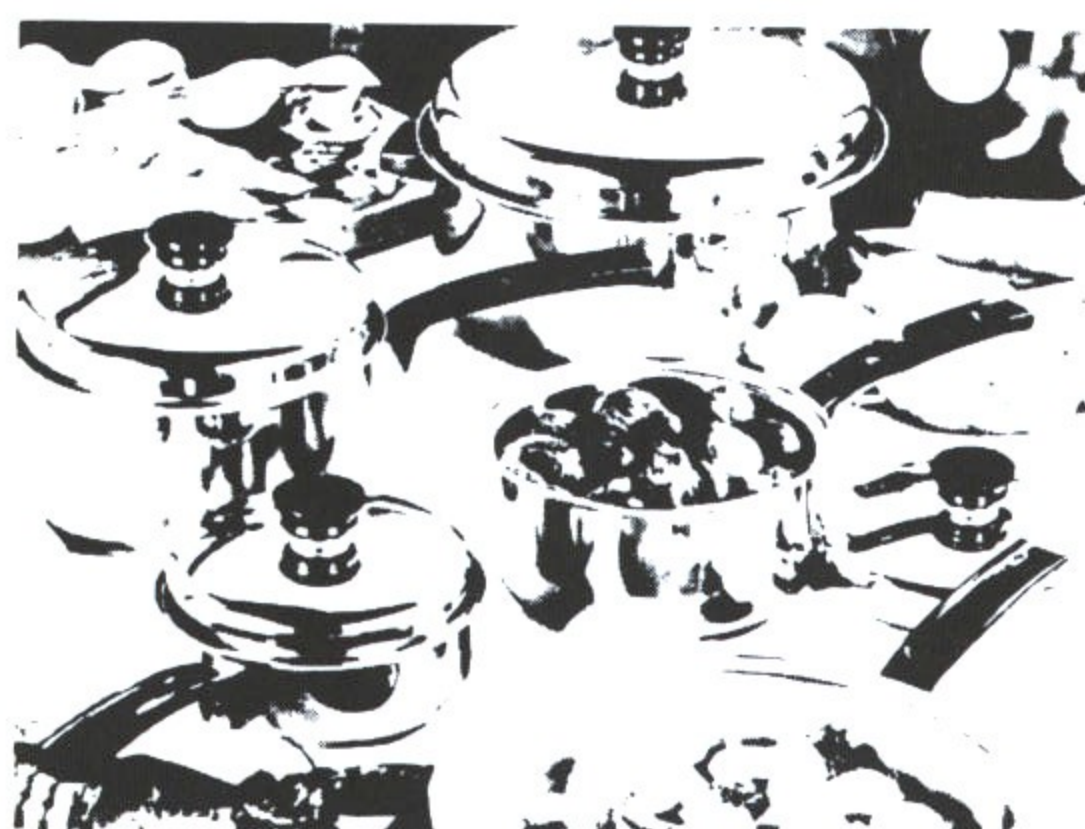
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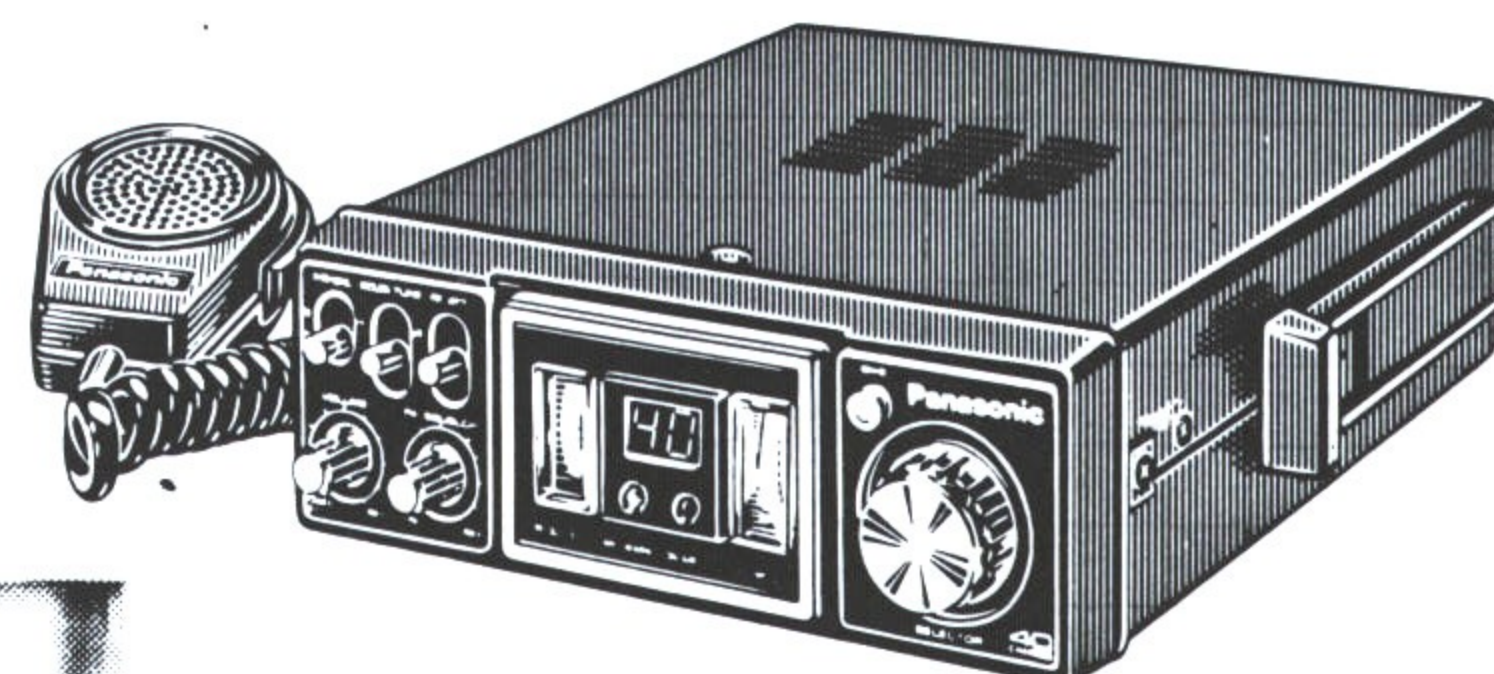
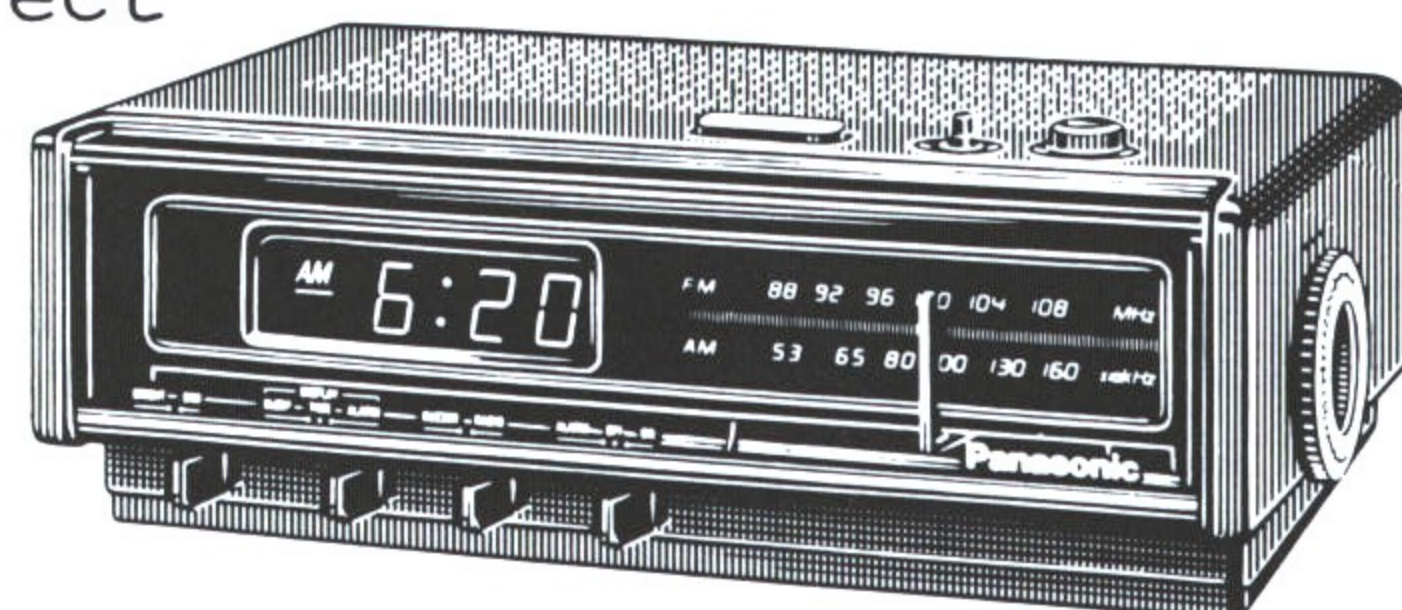
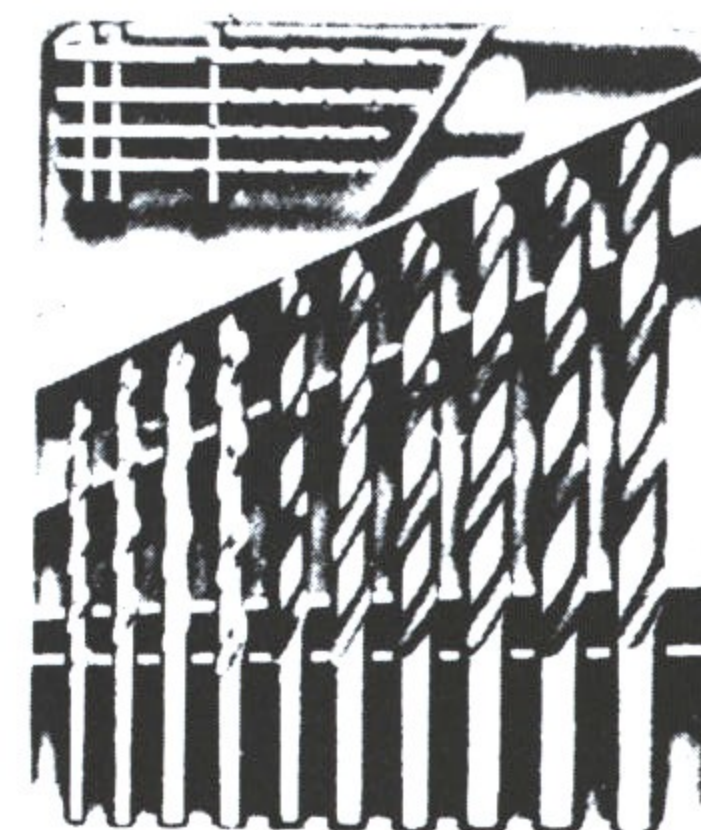
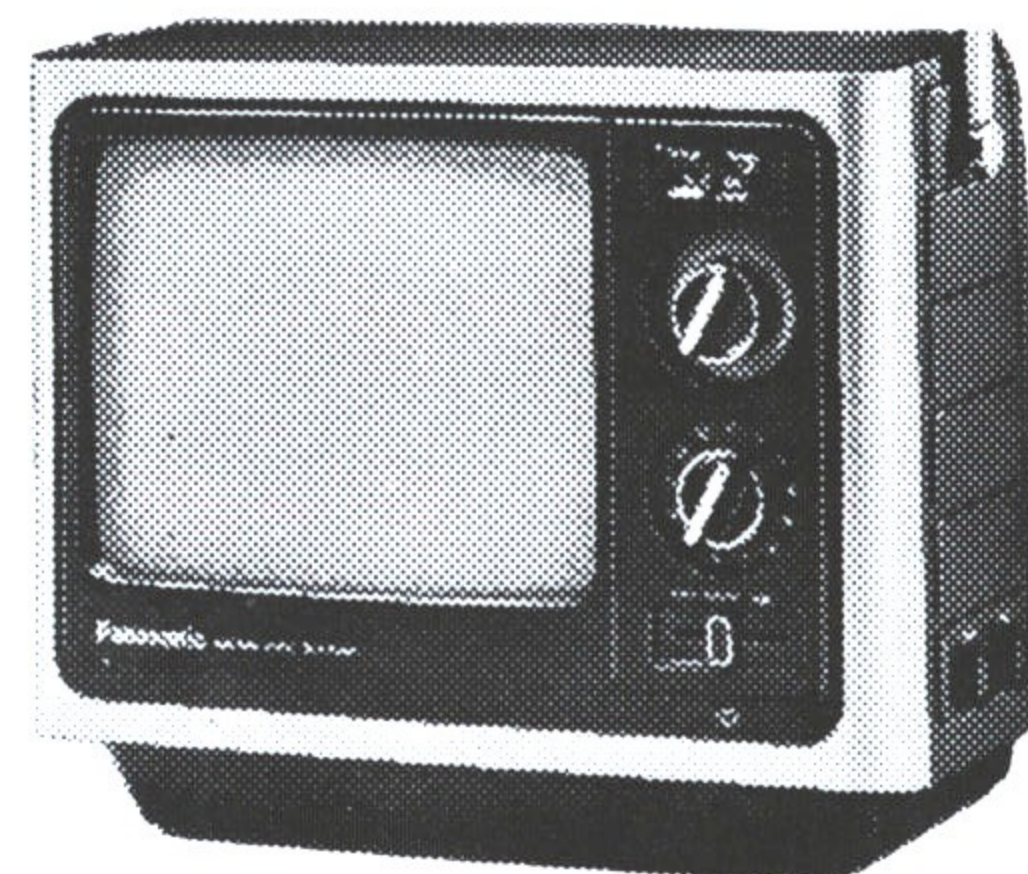
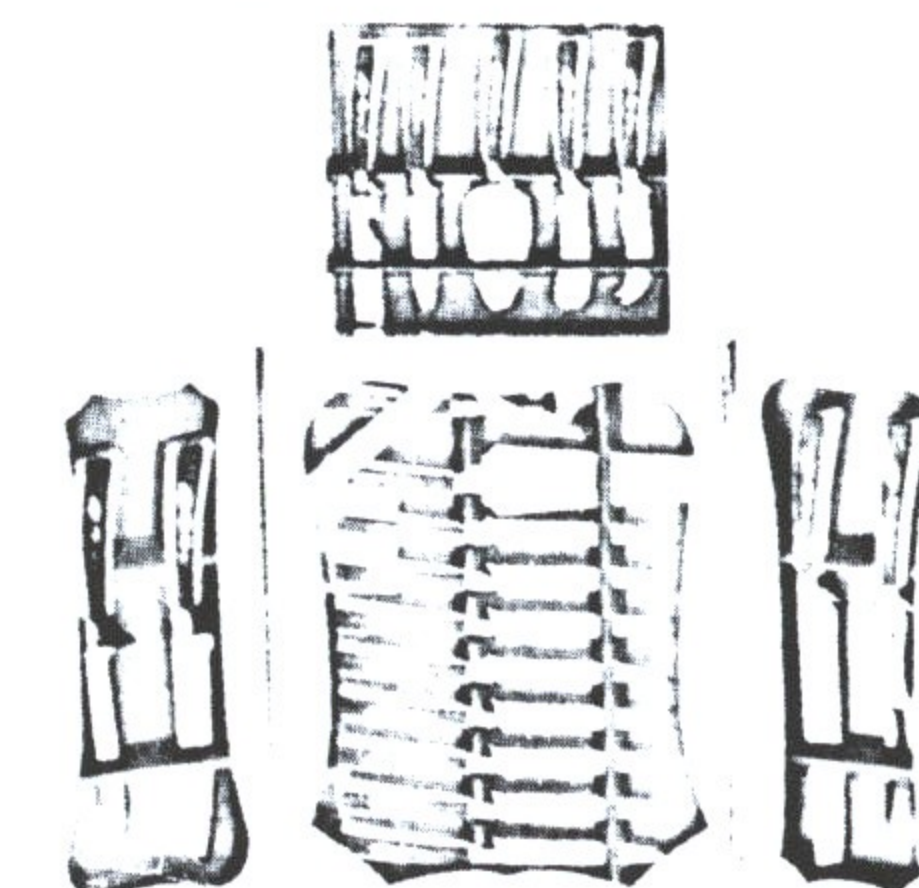
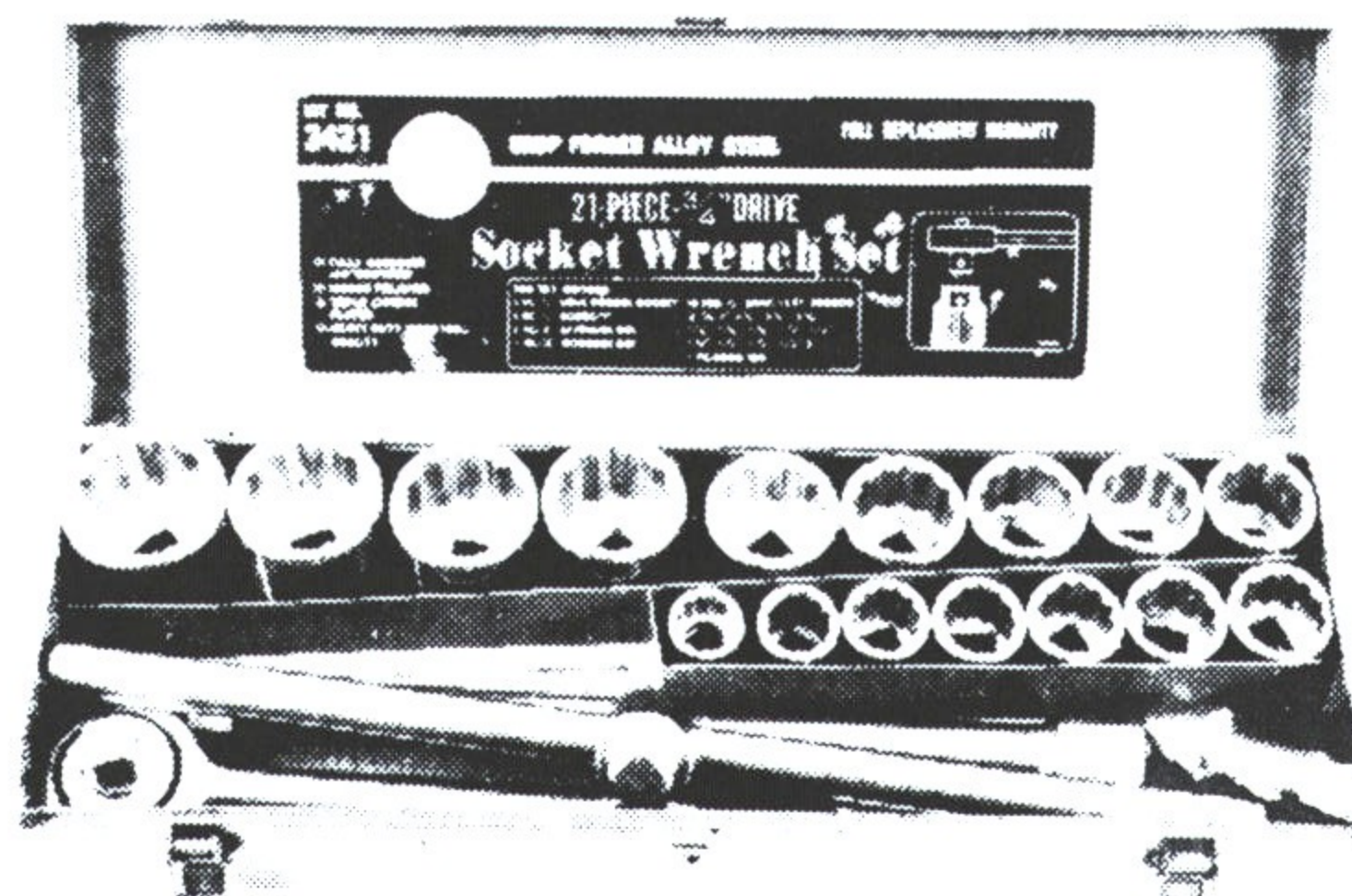
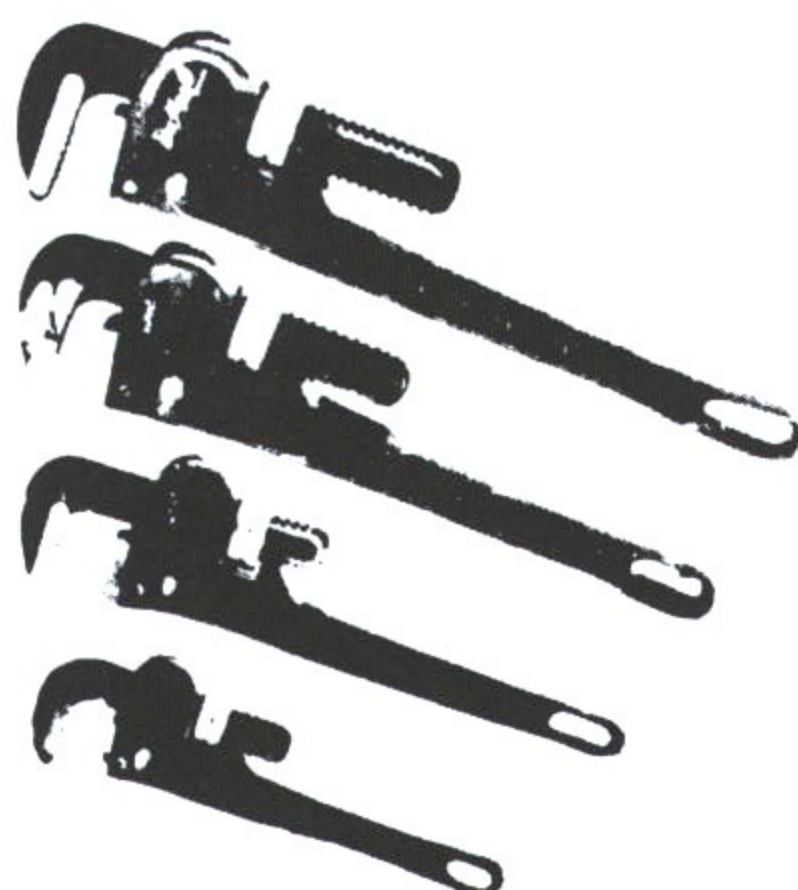
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The NAA's "You can't sell it at auction!" Column

By Harvey L. McCray, Executive Director
and Editor, THE AUCTIONEER magazine

"You can't sell it at auction!" is the title of a new column, to be published in future issues of THE AUCTIONEER magazine, *with information from the membership of the National Auctioneers Association*. Therefore, reader cooperation is very important in making this AUCTIONEER feature an informative contribution to auction businesses throughout the nation.

Facts on Auction Restrictions Needed

What we need in the NAA Office are *the facts* about auction restrictions which may prohibit NAA members from selling certain items in certain areas. As an example, there are restrictions, which have been reported to the NAA Office (and reported in earlier AUCTIONEER issues) which were unknown to some NAA members. One example is the restrictions placed on selling 23-channel CB radios at auction; another is the restrictions placed by the Bureau of Alcohol, Firearms and Tobacco on the sale of guns, alcohol and tobacco.

If you know of restrictions, which are placed on the sale of personal and real property, in your area or in any area, use the coupon below and submit the information for publication in THE AUCTIONEER magazine. All reports on material will be credited to the NAA member sending in the "You can't sell it . . ." report. The column information is being published as a means of educating and informing the membership. All reports should indicate "source references"

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Nothing "tarnishes" the image of the auction profession more than having an auction halted and the auctioneer reprimanded for selling auction items which are illegal. Nothing harms the image of the auction profession more than front page accounts of auctioneers being reprimanded, and sometimes fined or jailed, for conducting auctions of illegal or restricted merchandise.

"Reach Out and Help" your fellow NAA member! Participate in the NAA's "You can't sell it at auction" column by sending your information about *restricted* auction items.

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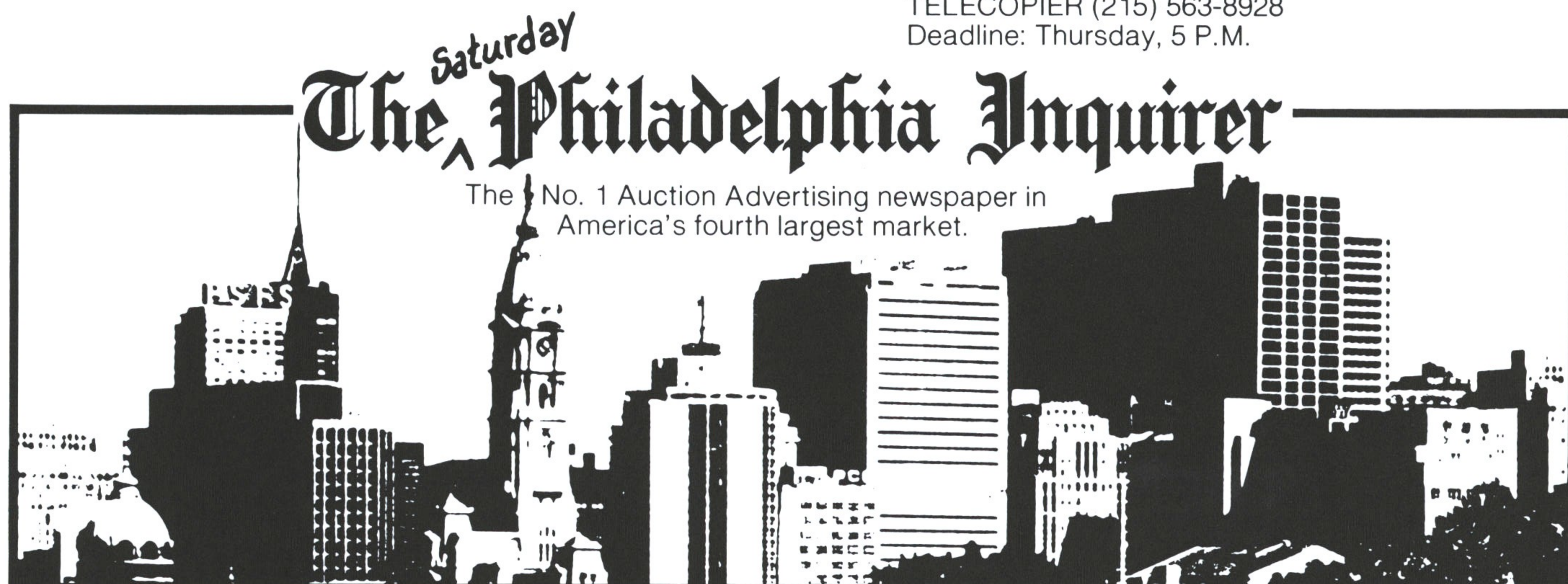
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Study Supports Small Business Development Center Concept

Washington, D.C. — The creation of Small Business Development Centers (SBDCs) on college campuses is one valid way of offering help to small business, an independent study has concluded. SBDCs have been organized on several college and university campuses by the Small Business Administration (SBA) to bring together under one roof a variety of management and advisory services to small businesses and to persons interested in starting a small business. The program is still in its pilot stages.

"The linking together of business assistance resources through a university is a valid concept," was a major finding of an 11-month-long study conducted by Bentley Clark Associates Inc., and released this week by SBA. The firm was commissioned by SBA to conduct an independent analysis of eight SBDCs in seven states.

A. Vernon Weaver, SBA Administrator, said the study shows that the SBDC concept "is one valid approach which might be used in the Agency's new policy of switching to a 'wholesale' role in helping small business." Weaver explained that to best utilize its resources, SBA aims to change from a "retailer" to a "wholesaler" of services. In general, this approach would make the Agency and its officials general overseers of lending and assistance efforts and delegate day-to-day operations to financial institutions and advisory groups, thus "leveraging" vast

resources in the private sector to assist small businesses.

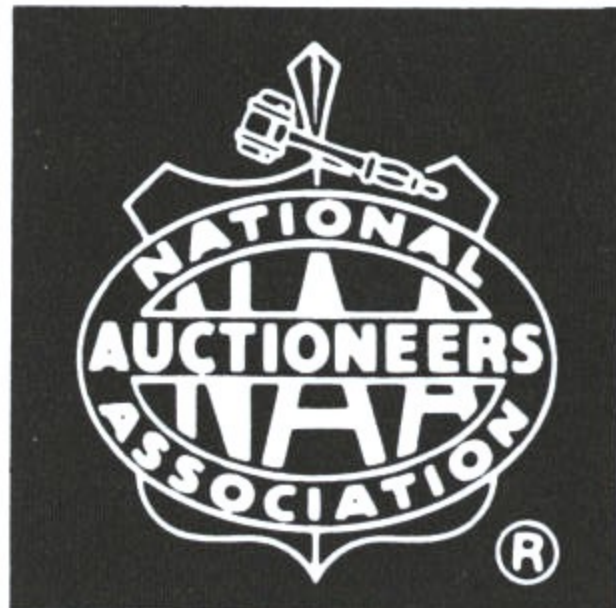
At an SBDC, a small business person can find Government, private and university experts to help with financing, management, training and other guidance. "An SBDC," Weaver said "eliminates the necessity and bother of shopping around at many locations for help which a small business wants and needs."

The SBDC concept provides a framework for linking the resources of the university, Federal programs and the private sector to assist small business.

The eight SBDCs studied in the report were funded and chartered by SBA in 1976 and 1977. The eight centers are located at California State Polytechnic University, Pomona, California; California State University at Chico; Rutgers University (the State University of New Jersey), New Brunswick, New Jersey; University of Georgia, Athens; University of Missouri, St. Louis; University of Nebraska, Omaha; University of Southern Maine, Portland, and University of West Florida, Pensacola.

There are three other SBDCs functioning today. They are located at Howard University, District of Columbia; University of Wisconsin, Madison; and University of South Carolina, Columbia.

More information about assistance from Small Business Development Centers can be obtained from your local office of the Small Business Administration; or writing the SBA office, Washington, D.C. 20416.



In Memoriam...

CARL O. BLOCK

The NAA office was informed by Mrs. Delores Block that her husband, Carl had died suddenly July 12, 1979.

CECIL SHOPEN

On October 1, 1979, the NAA office received belated information that member Cecil Shopen died August 27, 1978.

WILLIAM H. JOHNSON

A charter member of the Washington Auctioneers Association and its second president, William "Bill" Johnson has passed away. He had attended many national conventions, was very active in the WAA, and specialized in automobile auctions. As a memorial to Bill Johnson, the WAA took over the last sale that he had scheduled before his death. Auctioneers Bob Williams and Tom Knorr completed the sale for the City of Everett, Washington, so that the commission could be given to Mrs. Johnson.

Bob Losey

W. C. LEDFORD

The Kentucky Auctioneers Association has notified the NAA that W. C. "Cliff" Ledford of Lancaster, Kentucky, died in May 1979. Cliff Ledford was a member of the KAA for many years, also a past president of the Association.



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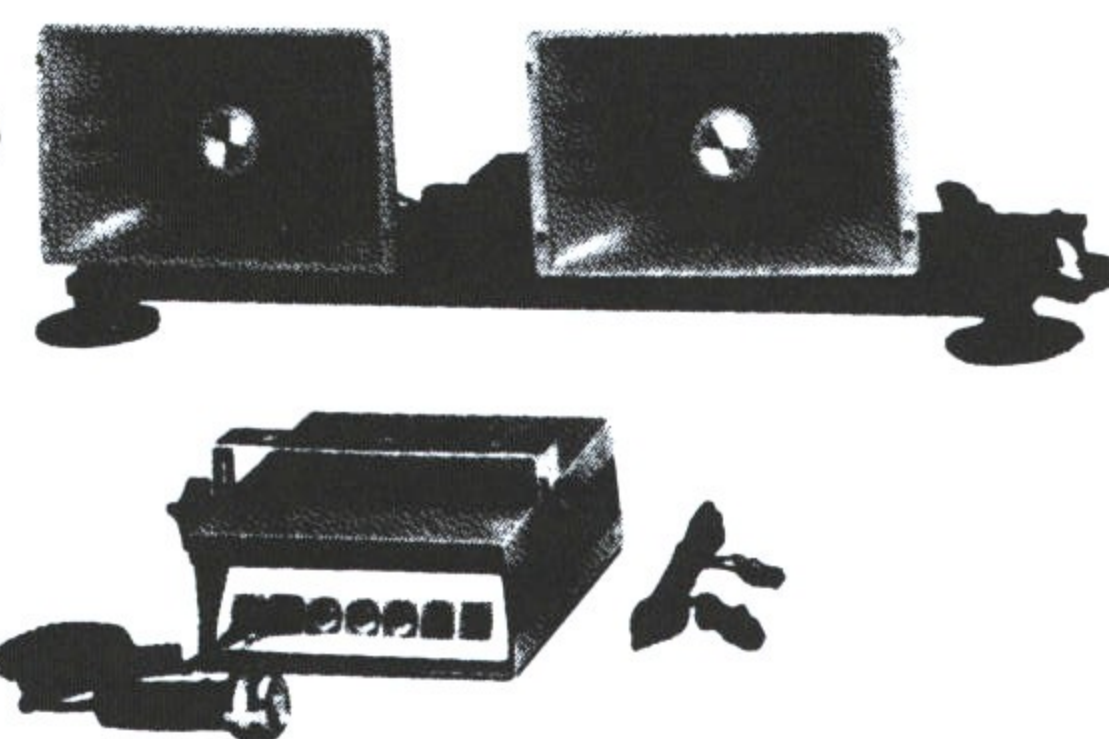
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COL. JOHN R. FISHDICK, Mr. "Benefit Auctioneer" to many. Commendations from three U.S. presidents and many movie and television personalities attested to his community service auction activities.

DUCKS UNLIMITED benefited by the auction efforts of Col. John R. Fishdick. Here he is photographed with representatives of Ducks Unlimited as they review a print to be sold at the organization's charity auction in Carlsbad, New Mexico, the winter home of Col. Fishdick. During the summers Col. Fishdick resided in Eagle River, Wisconsin.

his Life Membership in the NAA, he was a Life Member of the Wisconsin Trade Association Executives, Eagle Rivers Recreation Association; Ducks Unlimited; Carlsbad Area Art Association, Hacienda Boys Club and REACT (CB emergency organization). He was a 1927 graduate of the University of Wisconsin with a major in Urban Land Economics. He was a real estate broker (Realtor) from 1927 to 1977, selling at auction and private treaty recreational real estate. Col. Fishdick also was a property management and mortgage banker.

In 1933 he was employed by the U.S. Comptroller of Currency to operate and manage four national banks in Rockford, Illinois. At the conclusion of this assignment he was employed by Prudential Mortgage Company and was one of the co-authors of the financing known today as "ten-percent down and so much per month purchase agreement". That innovation made the straight mortgage obsolete. Col. Fishdick was the executive vice president of the Milwaukee Board of Underwriters, an insurance trade association.

COL. JOHN R. FISHDICK was proud of the fact that he "earned" the title of Colonel during World War II, serving under General Douglas MacArthur and Admiral William "Bill" Halsey. Pictured is Col. Fishdick selling at a benefit auction.



Dedication to his profession, and his National Auctioneers Association, was an obvious trait of NAA member John R. Fishdick. The bequest to the NAA of more than \$20,000 was a symbol of that dedication to the auction profession. Auctions had been a way of life to John R. Fishdick, and he now has made his life a part of the auction profession. The monies offered in the John R. Fishdick bequest will be used by the National Auctioneers Association to facilitate more programs and services to the membership. It is hoped by the Board of Directors that others will join with Col. John R. Fishdick and remember the Association as he has done. Any and all funds so obtained will be used to further the image of the auction profession, and improve the NAA services provided for the public by NAA auctioneers.

To Col. John R. Fishdick, a heartfelt "Thank You" from the entire membership of the National Auctioneers Association.



Somewhere out there in Auctioneerland is a potential prospect for membership in his/her respective state and National Auctioneers Association. With an invitation or a bit of gentle persuasion, that auctioneer would join and enjoy being a member of both his state and national associations. Who do you know that would be richer for being a member auctioneer? We must continue to build our state and National Organizations. Wishing won't do it, hard work will.

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Dear Ladies:

What a glorious time we had in the beautiful state of Colorado during the July convention. Dick and I would like to add our "thanks" for all the work and planning that had to be done to take care of such a large crowd. It was super! We always look forward to seeing our old friends, and becoming acquainted with new friends in the National Auc-tioneers Association.

Now that the 1979 Convention is a warm and pleasant memory, we must start thinking about and planning for the 1980 Convention in Nashville. Your President of the Ladies Auxiliary to the National Auc-tioneers Association, Irene Dudley, has appointed me as Chairwoman of this year's nominating committee. It would be most helpful and appreciated if this nomi-nating committee could hear from the Auxiliary mem-bers, sending us names of ladies that your state as-sociations think would be interested in being a part

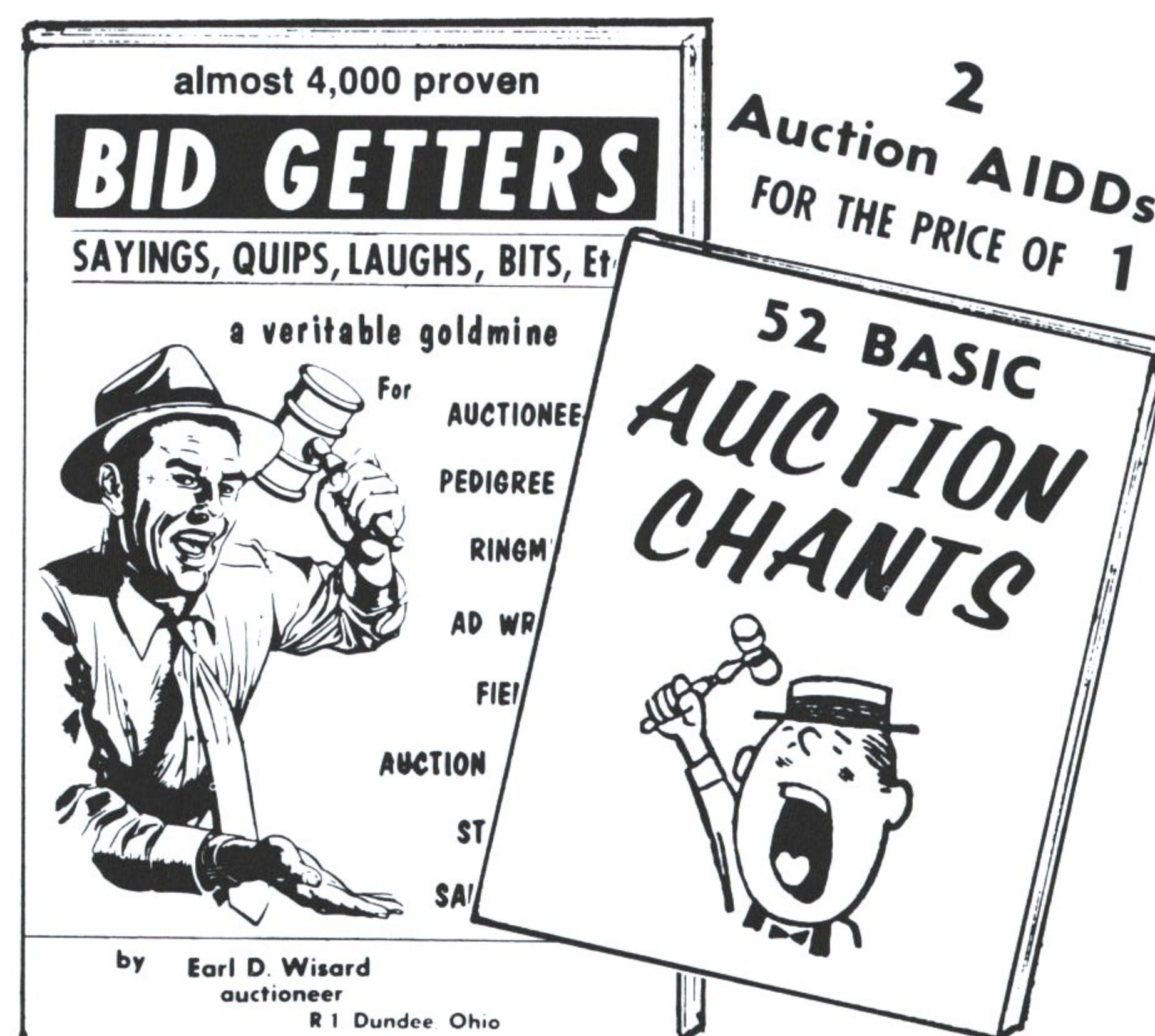
of the governing body of the Ladies Auxiliary. We have vacancies for 3 year terms on the Board of Di-rectors, Historian, and Secretary-Treasurer for a 2 year term. It has been the policy in the past to try and have ladies from all parts of our country, providing input about the needs of all areas.

I sincerely urge you to send names, with a brief resume of their qualifications, to: Virginia Brewer, Mt. Hope, Kansas 67108; or to Velda Fannon, Rt. 2, Pennington Gap, Virginia 24277; or Bernice Ritchie, Marathon, Iowa 50565. All names will receive care-ful consideration.

We look forward to seeing you all in Nashville next July!

Mrs. Virginia Brewer

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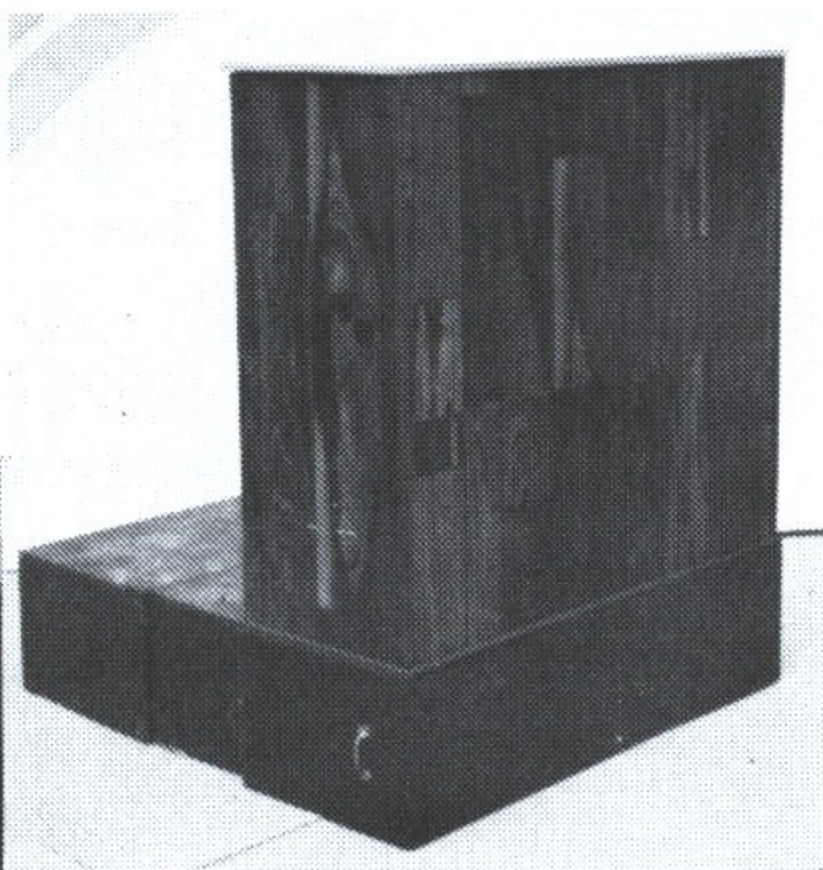
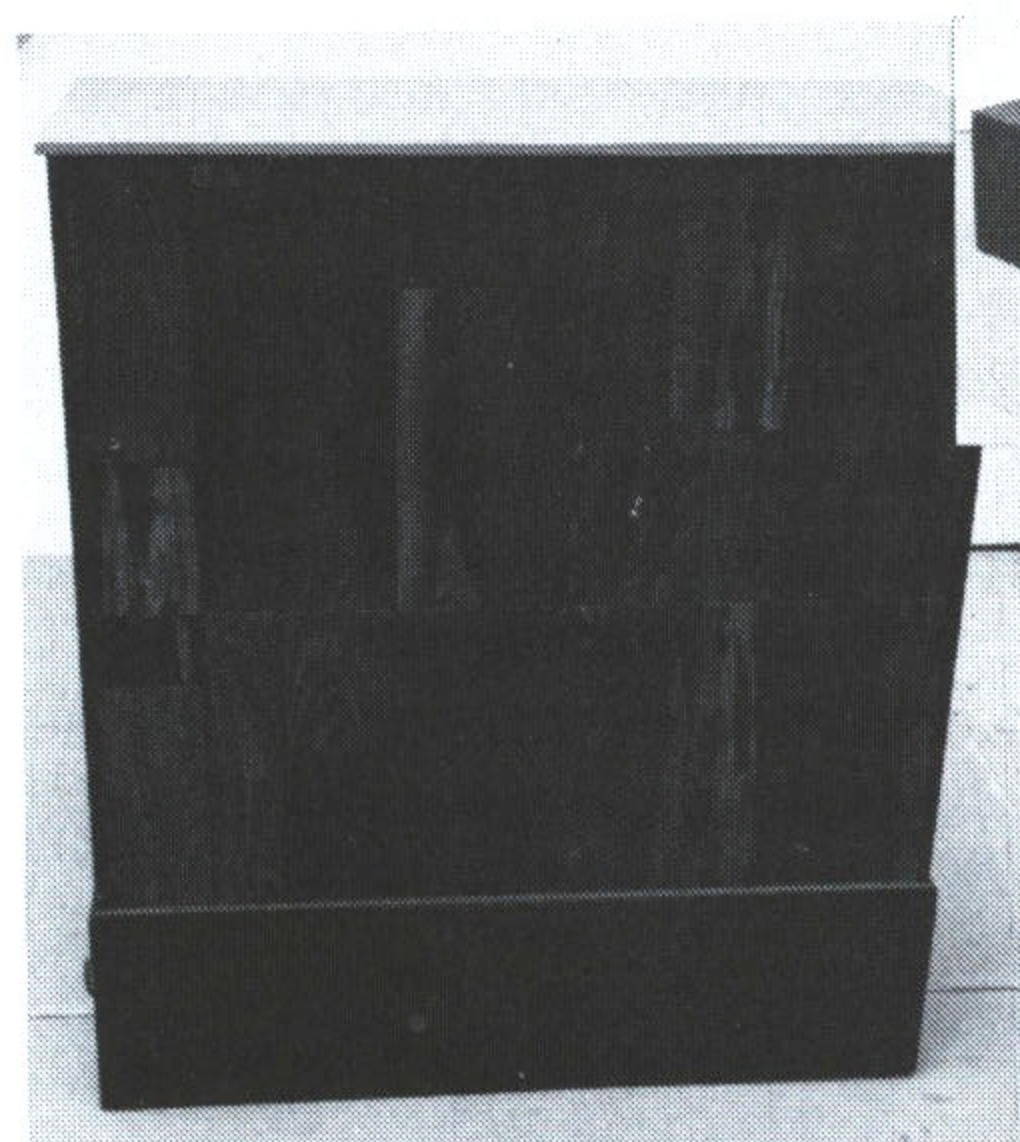
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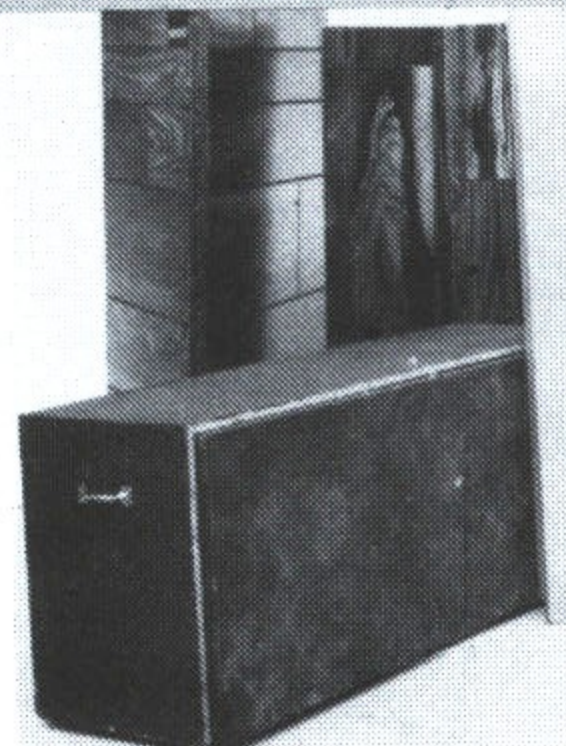


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*ALS, 1978



Old Tobacco Tins Popular

By Dave Kessler, member NAA

Remember when pipe and cigarette tobacco was sold in tins?

Millions of these tins were once in circulation, but most smokers threw them away when they were empty. If they had just saved a few they would have discovered that they're now worth considerably more empty than they were originally when full.

These tobacco tins came in all shapes and sizes and featured brand names that are no longer on tobaccoists' shelves. Such brand names as Stag, Peachey, Tuxedo, Bank Note, Twin Oaks and Edgeworth were big sellers. Lithographed tins having these names emblazoned across them are just what collectors want.

Fit Into Pocket

The variety of tobacco tins includes small flat models designed to slip into the smoker's pocket and large bulk cans just right size to fit into the smoker's humidor. Some have hinged lids and some have pull-off caps and both are equally collectible.

Tobacco tins were often used for other purposes after the tobacco was gone and these are the ones collectors are coming up with today. Many persons stored wooden kitchen matches in them so a kitchen cabinet or the pantry will often yield a worthwhile example.

Fishermen always have had trouble keeping their supply of hooks in order, and many found these tobacco tins to be the perfect answer. Tobacco tin collectors always sort through old fishing tackle boxes at estate sales and often find one or more good tins filled with an assortment of hooks, sinkers or other gear.

Collectible tobacco tins filled with paper clips are found in old desks. Another good source of tobacco tins is tool boxes or tool drawers. It seems that almost every handyman of a couple of generations ago kept tacks, brads, bolts and screws in tobacco tins and most collectors consider this to be the happy hunting grounds.

The three tobacco tins pictured were used by the

OLD TOBACCO TINS, especially the ones from companies out of business, are attractive to collectors. These came from a Virginia firm and are in excellent condition. (Palladium-Item Photo)

Larus & Brothers Co. of Richmond, Virginia. They held Edgeworth brand "extra high grade sliced" pipe tobacco.

Attractive Blue

The large can in the center is of the bulk humidor type while the cans on each side are variations of pocket tins. These Edgeworth cans feature a pleasing light blue background color overprinted with bold black lettering and trim.

The Larus Brothers included a special message "to the consumers of highgrade tobaccos" on the underside of the hinged lids. They pointed out that Edgeworth was made of the finest selections of leaf and was the best combination that can be made.

Each box also contained a guarantee "not to burn the tongue" and to give satisfaction or money will be cheerfully refunded.

These tobacco tins are in fine original condition and are worth a premium to collectors.

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What Am I Bid For A Beard?

Food, plants, and the captain's beard were sold at the Ithaca, New York Salvation Army's Harvest Auction in September. About 100 people showed up for the auction, and over \$1,200 — more than double last year's take — was raised for the Salvation Army World Mission to support missionary work around the world.

Many of the items auctioned off at the Saturday sale were donated by local businesses. As for Captain Vanover's beard. "I didn't particularly care anyway."

Funds were collected as "votes" for and against Vanover's beard; the majority of the money was donated in favor of shaving the beard, which is what Vanover did. The public shaving raised about \$80 for the cause.

(Reprinted with permission from the ITHACA JOURNAL, Ithaca, New York. Photo by Raymond Pompilio.)

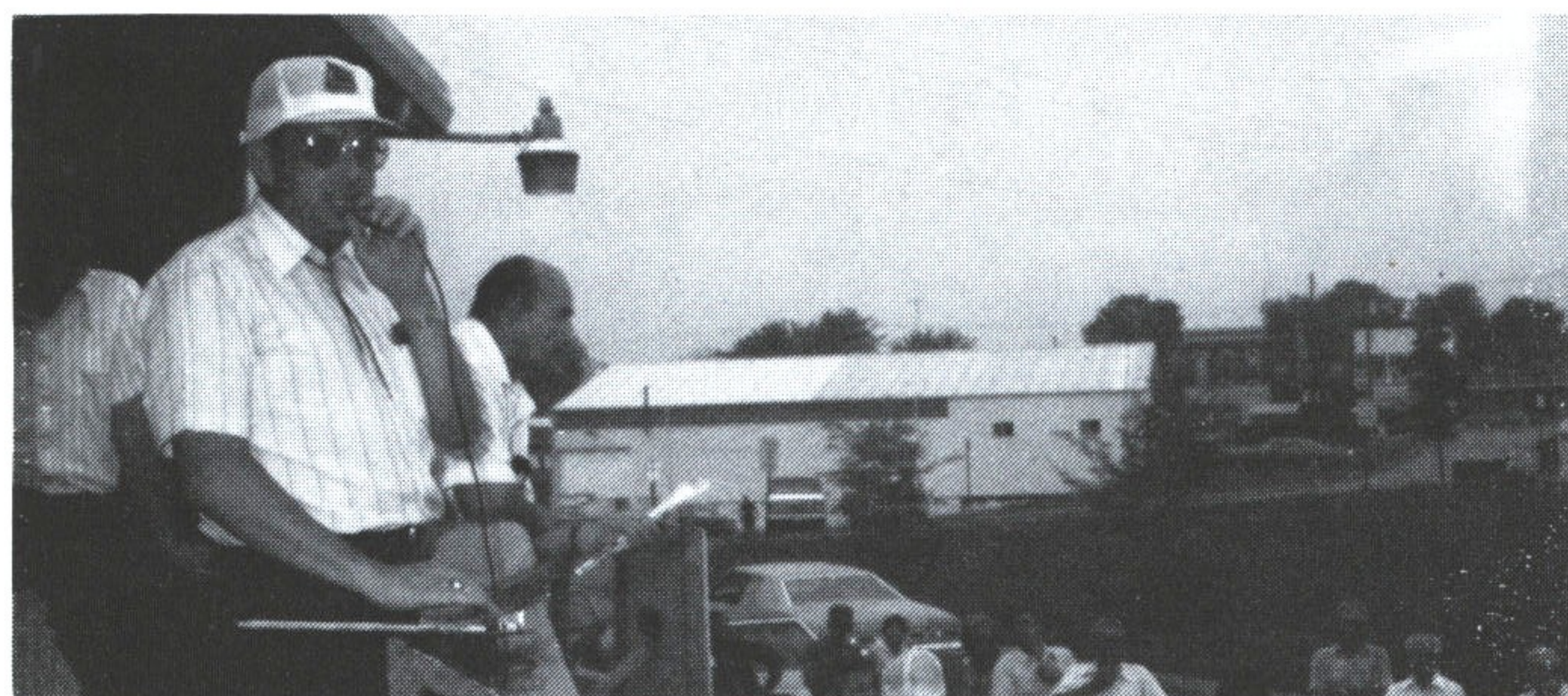


LORIAN BACORN AUCTIONS a 50 pound bag of dog food as Captain Kellus Vanover holds the bag aloft.

Successful Auctioneering Across the Nation

Business Sells For \$250,000

Mateja Farm Sales & Service of West Middlesex, Mercer County, Pennsylvania, was sold at auction in August, 1979. The auction was conducted by NAA member auctioneer Harry Anderson, CAI of Anderson Auctioneers, Inc., Georgetown, Pennsylvania, and McConahy Brothers of Edinburg, Pennsylvania. The bidding was active on this going business, with pro-



AUCTIONEER Harry Anderson, CAI

spective buyers coming from as far away as Alexandria, Virginia. The high bid of \$250,000 was made by Gerald Sereday of Stoneboro, Pennsylvania. The business was sold as a complete unit including the building, land, equipment, inventory, and trucks.

Gona Wilkerson Estate Auction Lasts 7½ Days

Columbia, Missouri — The recent Gona Wilkerson Estate Auction conducted by Voorheis Auction and Realty of Harrisburg, Missouri is believed to be one of the largest antique sales held in that area. It took 7½ days to sell the collection — all out of one house. Total items sold numbered 5,970, selling an average of 796 each day, or approximately one item every 38 seconds.

Buyers were registered from 12 states and good prices were received. One of the highlights was a 1955 Cadillac automobile which sold for \$6000 and was purchased by Robert F. Steffes (former world champion livestock auctioneer), of Arthur, North Dakota. He saw the illustrated brochure when attending the National Auctioneers Convention in Denver.

Other popular items in the auction included: Tiffany bowl \$380; red flashed pitcher \$150; cut tumblers \$35 each; dated coverlet \$250; iron cat \$90; iron bank \$155; red Alladin lamp \$145; Wavecrest piece \$360; green Cresesus tumblers \$65; angle lamp \$320; walnut hutch \$1,000; sugar chest \$725; corner cabinet \$1,225; quilts up to \$160; double kerosene lamp \$185; Daum Nancy lamp \$500; and a music machine for \$2,000.

The Voorheis Auction firm credits much of the sale's success to national and statewide advertising, an attractive brochure with actual photographs of popular items, an antiques mailing list, and effective sale management. Most of the auction was held under a tent which survived three rainstorms.



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Parks Realty Handles Tennessee Estate

An auction of the antiques from the estate of the late Miss Sarah Berry in Hendersonville, Tennessee recently attracted widespread interest. The sale drew large crowds for the two day auction with potential buyers registering from throughout Middle Tennessee and five other states. Conducted by Parks Realty Company of Gallatin, Tennessee, auctioneers Allen Parks and David Armistead handled the sale.

The late Miss Sarah Berry was a highly respected citizen of the Hendersonville community; and during her 91 years contributed greatly to the historical and civic activities in Sumner County and Hendersonville. The location of the Auction sale was historic "Hazelpath" a beautiful two story brick mansion consisting of 14 rooms which was completed in 1857.

Many interesting items were sold including six huge mirrors with the largest one being 5½ feet wide, and 9 feet tall. These mirrors required six men to carry them outside. Several beautiful lamps were sold, including a Tiffany lamp purchased by country music celebrity Johnny Cash.

Some of the more interesting items that were auctioned included a walnut corner cupboard — \$3,750, a walnut partner's desk — \$3,000, mahogany roll top desk — \$2,750, Rosewood Eterge with marble base — \$3,000, Rosewood Tester Bed — \$3,000, bis-



*Berry home,
Rosewood
Tester bed*



cuit rock on legs — \$525, pair Mettlock Vases — \$425, Mettlock figural urn — \$575, Marquetry Petti-coat Table — \$785, Marquetry Music cabinet — \$400.

Every sale has its more memorable episodes. One in particular was a firescreen which was sold the first day for \$100. The buyer misplaced the fire-screen and got his money back, but the screen was found behind a bush next to the house on the second day. The second time, the firescreen sold for \$275.

Advance planning for the sale insured a successful dispersal of the antiques. The full cooperation of the heirs and their interest in the convenience and comfort of the buyers attending the sale were major factors in the sale's success.

Auctioneer, it's a fact . . .

The "Trans-Alaska Pipeline" auction set a world record for the highest dollar volume of construction equipment ever sold at public auction — \$17,500,000. During one spectacular twelve-hour day, sales averaged more than \$1,000,000 an hour.

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Illinois Sales Feature Collections

On September 21, Mr. Keith King, who had owned and operated the Brick & Tile Company at Colchester, Illinois, for a number of years, dispersed the contents of his company as well as a quantity of collectors' items. Hundreds of items were offered as the auctioneers chanted for over ten straight hours before the last "sold" rang out. One of the most sought after collections was that of Illinois license plates. The top price of \$350 was paid for a pair of 1912 plates. A single 1911 plate brought a price of \$250, and a pair of 1914 plates sold for \$130. Other items drawing buyer interest were various Model T parts, a 120 year old log cabin, and 50 small railroad dolly cars, as well as tons of other iron items.

On the following day at Adair, Illinois, the personal property of Mr. and Mrs. Paul Hamm, well-known breeders of registered Angus cattle, was offered at public auction. This sale attracted the largest number of buyers to attend a sale of this type in recent years with 325 registered. Included in the sale was a tooth-pick holder collection of over 185 individual holders; top price, \$52.50. Two holders sold for \$46 each, with three going at \$30 each. Buyer interest remained strong throughout the sale which also featured a quantity of glassware.

Both auctions were conducted by the L & W Auction Service, partners Tommy Williams and Jack Lowderman NAA auctioneers.

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State Association Reports

Arkansas Fall Convention

"We haven't seen anything yet in the auction business; we are really just getting started and haven't gotten the door open," Jim Stevens, a former NAA Board member from Nashville, Tennessee, told members of the Arkansas Auctioneers Association at the group's annual fall convention at Hot Springs, Arkansas, October 6. Mr. Stevens, keynote speaker for the convention, told the 28 Arkansas auctioneers and wives that the auction business of tomorrow will be better than it is today.

Whether this is the case for the individual auctioneer is up to that person. He said that there are three approaches to the auction business, "those who do nothing, those who sell if the opportunity happens along, and those who make opportunities happen."

"A little bragging at the right time is great. It is harmful to long range business if done at the wrong time," Mr. Stevens said. "Remember that a successful auction business is built on repeat business. Today's buyer is tomorrow's seller and today's seller is tomorrow's buyer." He pointed out that if an auctioneer stresses too strongly that the prices he received for the seller were outstandingly high, that seller probably won't become a buyer.

"However," Mr. Stevens said, "if the auctioneer stresses too strongly to the buyer that he got a 'steal' on the merchandise, that buyer probably will not become a seller." What it all boils down to, according to Mr. Stevens, is that the prices received at auction are the "fair transaction prices" for both the seller and buyer, and this is what should be stressed to both parties. Mr. Stevens also stressed the fact that many auctioneers are overlooking one of the most profitable aspects of the business — that of real estate. He urged each auctioneer at the convention to earn his real estate license and actively enter the field.

The semi-annual convention on Saturday was kicked off with an informal get-together the night before.

Saturday's educational program was opened with a bid-calling seminar, conducted by B.L. Wooley of Little Rock, Arkansas. Mr. Wooley emphasized the fact that auctioneers who use a chant that buyers can't understand are hurting all auctioneers. Following his talk, Mr. Wooley worked with each auctioneer who had taken part in the seminar.

The rest of the morning session was filled with talks by association members on their specialty fields. On the program were Tom Blackmon on farm equipment; A. W. Lowery on auction houses; and Jim Wilson speaking on antique auctions.

During the business meeting, the association voted unanimously to contact the National Auctioneers Association office to compare membership lists of Arkansas auctioneers so that the reciprocal agreement with the National could be strictly enforced in the future. The 1980 spring convention was set as April 25-26 at West Memphis, Arkansas with A. J. Appling, Sr., as convention chairman. The location of the convention will be announced later.



FARM AUCTIONS. Tom Blackmon, well-known farm and equipment auctioneer from Little Rock, Arkansas, tells auctioneers at the Arkansas Auctioneers Association Fall Convention in Hot Springs, how he conducts an auction.

EXPLAINS PLAT USE. Jim Stevens, former NAA Board member from Nashville, Tennessee, explains why he uses large plat maps at his auctions. Mr. Stevens was keynote speaker of the convention, appearing on the afternoon program and at the evening banquet.



BID CALLING. B. L. Wooley, former NAA president from Little Rock, Arkansas, sets an example for auctioneers during a bid-calling seminar he conducted at the Arkansas Auctioneers Association Fall Convention.

Arkansas Begins Newsletter Exchange

Quoting from the Fall 1979 edition of the ARKANSAS AUCTIONEER, "This edition of the Arkansas Auctioneer, like others in the future, is being sent to all officers of state auctioneers associations in an effort to start exchange programs between state groups.

"Other state officers are requested to place the editor of the Arkansas Auctioneer on their mailing list.

"It is hoped this will make the job of editor of all state newsletters easier."

CAA Holds Meeting

The Colorado State Auctioneers held their fall meeting in Steamboat Springs on September 2. Cookie (Lockhart) Camilletti made the arrangements for the meeting, hay ride, and steak fry. The fall meeting is basically a social event. There was a nice turn out and a good time was had by everyone.

Gene Doty, President, conducted the business meeting. Booth Brown presented the new Colorado banner for the approval of the members present.



All of the Colorado Auctioneers want to express their appreciation for your attendance at the National Convention in Denver. We had the opportunity to host the convention, but without all of your interest and cooperation, it couldn't have been the success that it was. Come back and see us again.

The winter meeting of the Colorado Auctioneers Association will be a noon luncheon on January 13th



at the Regency Inn in Denver. If you are attending the Denver stock show, stop in and visit with us.

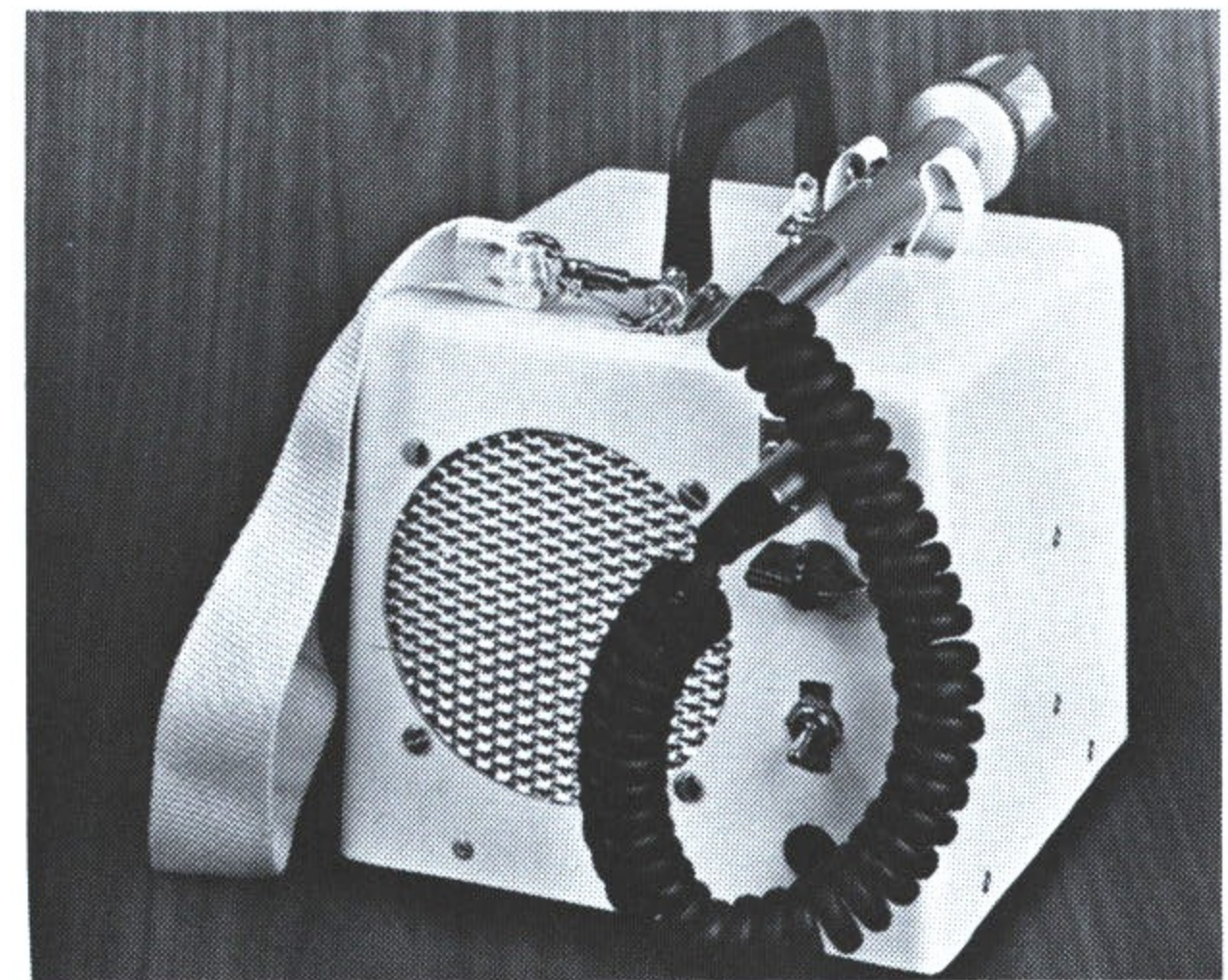
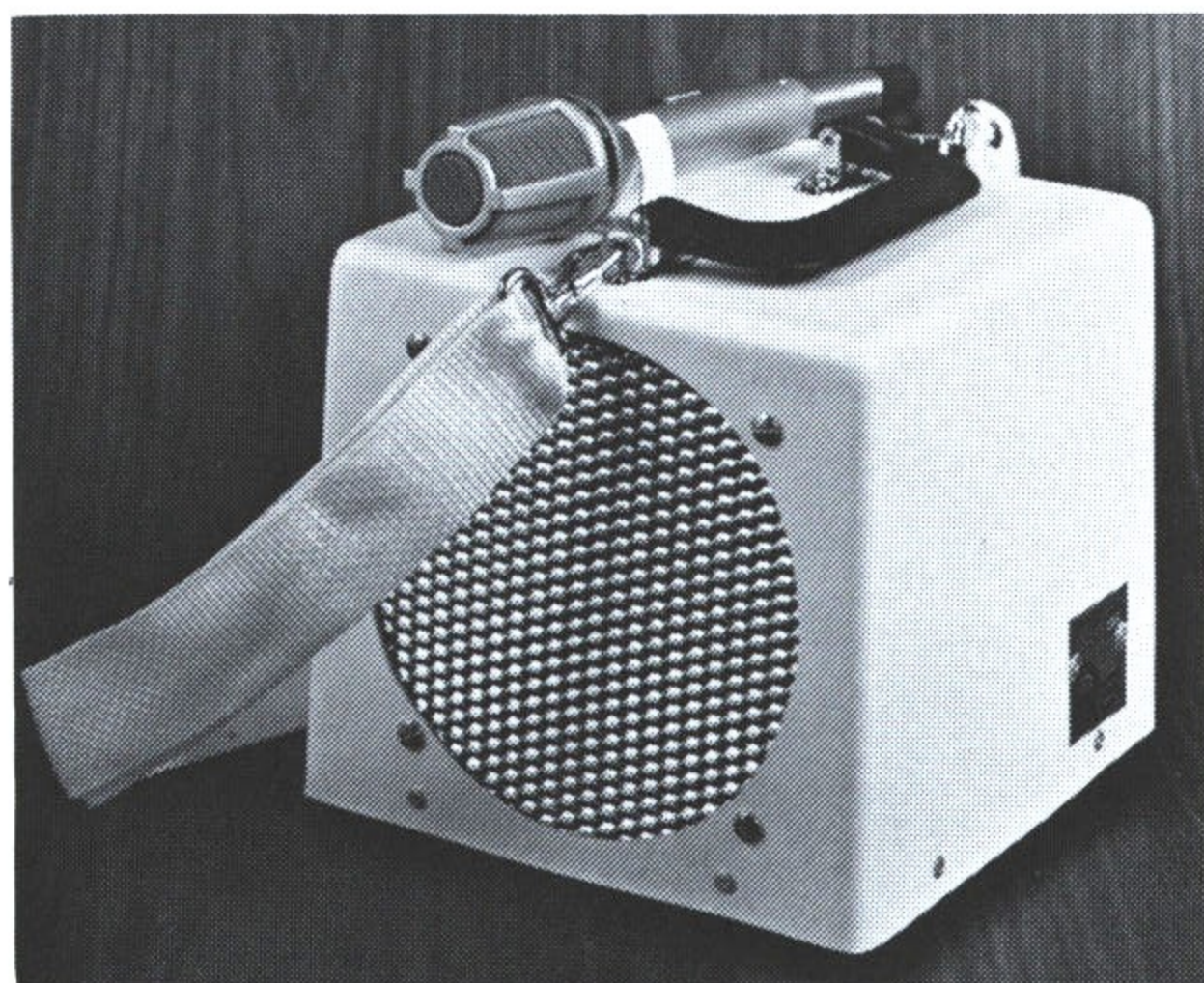
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State Association Conventions — NAA Officer or Director Representative Requests

Convention Dates	State Association	Hotel or Motel and City	Convention Chairman or NAA Officer or Director Request Made By	NAA Officer or Director Representative
November ?	Alabama	Midtown Holiday Inn Montgomery	Pete Horton	no request
November 4-5	Indiana	Sheraton West Hotel Indianapolis	John Anderson Harry Buckles	C. E. Cumberlin
November 4-5	New York	Holiday Inn Saratoga	Duane Gansz	Harvey Lambright
November 10-11	Washington	Towne Plaza Yakima	Ann Williams	Harvey L. McCray
November 11-12	Illinois	Holiday Inn East Springfield	Bill Beck	C. E. Cumberlin
December 1-2	Virginia	Manassas	H. Layton Laws, Jr.	no request
December 8-9	Florida	High Q Quality Inn Orlando	Billy Wells	C. E. Cumberlin
January 13	Colorado	Regency Inn Denver		no request
January 17-18	Michigan	Long's Convention Lansing	Don Diesing	no request
January 20-21	Minnesota	Holiday Inn on Hwy. 15 St. Cloud	Duane Benoit	C. E. Cumberlin
January 20-21	Ohio	The Marriott Inn Columbus	Byron Dilgard	no request
January 21-22-23	NAA Seminar Antiques	The Lodge at Colonial Williamsburg, Virginia — Registrations and Hotel Reservations MUST be made in advance (hotel reservation deadline: December 20, 1979 — Reservation forms will be submitted ONLY to those registering in advance of the NAA Seminar).		
January 25-26	Pennsylvania	Host Inn Harrisburg	Clay Hess	R. E. Musser
February 1-2	New Jersey	Marriott Hotel Somerset	Don Castner Pamela Moore Epstein	no request
February 8-10	North Dakota	Williston	Norman Aldinger	C. E. Cumberlin
February 14-15	California	Inn at the Park Anaheim	David Huisman	C. E. Cumberlin
February 18-19-20	NAA Seminar Real Estate	Del Webb's Townehouse, Phoenix, Arizona — Registration and Hotel Reservations MUST be made in advance (hotel reservation deadline: January 10, 1980 — Reservation forms will be submitted ONLY to those registering in advance of the NAA Seminar.)		
April 25-26	Arkansas	West Memphis	A. J. Appling, Sr.	no request
May, 1980	Nebraska	Holiday Inn Ogallala	Harold Kraupie	C. E. Cumberlin
May 3-4	Missouri	Osage Beach	Doran Livingston	no request
May 3-4	Oklahoma	Oklahoma City	Paul Wells	no request
June 12-13	Wisconsin		Victor Voigt	no request
July30-August 2	NAA Convention	Opryland Hotel, Nashville, Tennessee.		

Representatives of State Associations have offered the above dates, places and facilities of State Association conventions and/or annual meetings. Added to the information is the name of the NAA officer or director who has been requested by the State Association to attend as the official NAA representative. All NAA officer or director requests have been coordinated through the NAA office and if any of the above information is not correct, please contact Executive Director Harvey L. McCray at the NAA Office.

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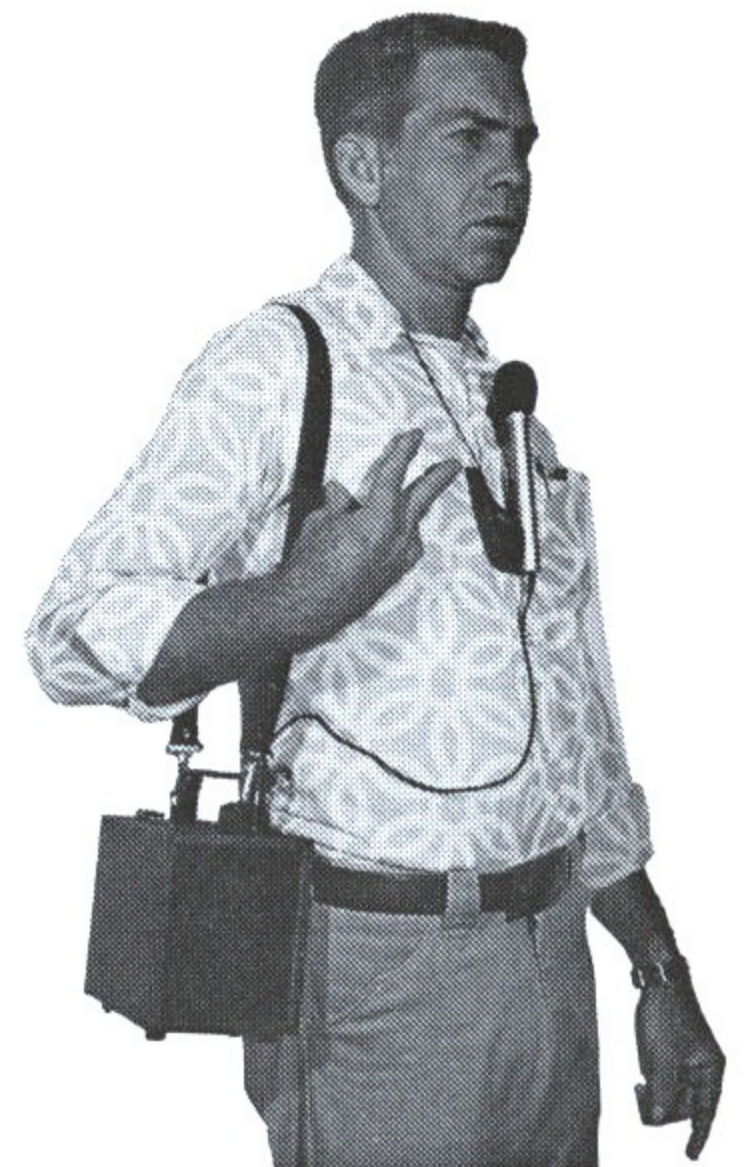
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I have thought about this message many times over the years and have tried to acquire more knowledge about my profession or trade. I have also tried to share my knowledge with others. One of my reasons for becoming a member of the NJSSA and the NAA was to become more knowledgeable in the auctioneering profession.

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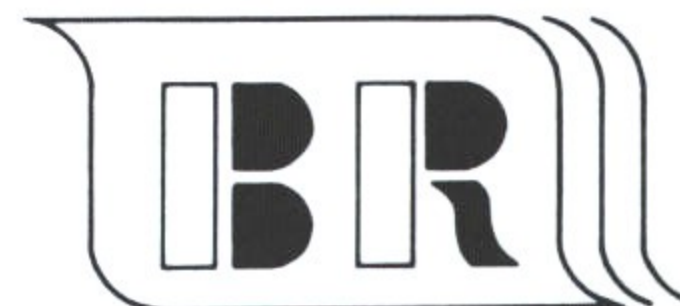
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Bus Retmier, CAI, is a 1951 graduate of the Reppert School of Auctioneering and has successfully completed the NAA CAI (Certified Auctioneers Institute). He has sold the above appraisal books to the auction profession for the past 40 years on a moneyback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

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Spotlight on NAA Auctioneers

An Auctioneer's Mouth is Business

La Marque, Texas — Dave Lee is reminiscent of the Texas cowboy — tall, lean and easy-going. But when he opens his mouth, he is all business. His mouth is his business, he's an auctioneer.

Although his style of auctioneering is smooth and professional, he occasionally highlights his bidding by stopping to joke with prospective buyers.

"What the hell is this?" he quipped during the recent auction of a 'junk room' at a local hotel.

"Well," he answered himself, "It's a good one." He was able to sell the mystery item for one dollar.

"We can sell just about anything," he said in a recent interview at his antique store in La Marque. "We run into very few items we can't."

Lee said items constantly sell lower or higher than he anticipated. "It surprises me and it happens every time. I just stop and say 'Look, ladies and gentlemen, you know the value of this is \$100 and I only have a \$5 bid on it. Let's get after it.' And we start selling."

"I can usually tell by the way they bid. Regulars come to my sales. There is one man who stands by a back wall. When he leans with his hand up against the wall, he is bidding. He can be talking and look-



NAA Auctioneer Dave Lee

ing around, but as long as that hand stays up, I know he's bidding. And if he takes it down, well then, he's through.

"Others bid in all sorts of ways. It might be a wink, a nod of the thumb or hand or head. You learn how to catch those kinds. It's something you learn from experience," Lee said.

"I miss bids at every sale," he confessed. "The hardest bid to see is a person who is afraid to bid and just barely raises their hand belt-high. The easiest bid to see is a waving hand with their number in their hand."

Lee does have tips for the novice buyer against experienced dealers. "When a dealer quits bidding, we have reach wholesale price. If an individual buys then, he is getting an awful good deal."

Lee's auctioneering training began during high school in Charleston, Missouri. "On Monday's after school, I didn't go home, I went to the sale barn where my father was. All kinds of sales and trades were going on. I would listen to the auctioneers and try to do it like them. But I could never get it right. In 1966, I decided to go to auction school. So I ordered a home study course and practiced the drills and listened to the records and then I enrolled in school." Lee is a graduate of the Missouri Auction School. Two employees, his son Kelly and Ray Fleenor, just graduated from the Britten Auction Academy in Bryan, Texas.

And the auctioneer's trademark, the rhythmic chant of the bidding? "The money you can understand, but the filler words are superfluous. Auctions are like going to a show. The hands, voice inflection and people recognition make it a show. A lot of people watching react differently at different auctions. It depends on the mood of that person that day."

"And," he added, emphatically, "It is a lot of fun."

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The following names were mistakenly omitted from the 1980 NAA Member Directory. Please, photocopy the list and include in your directory under the Nebraska section.

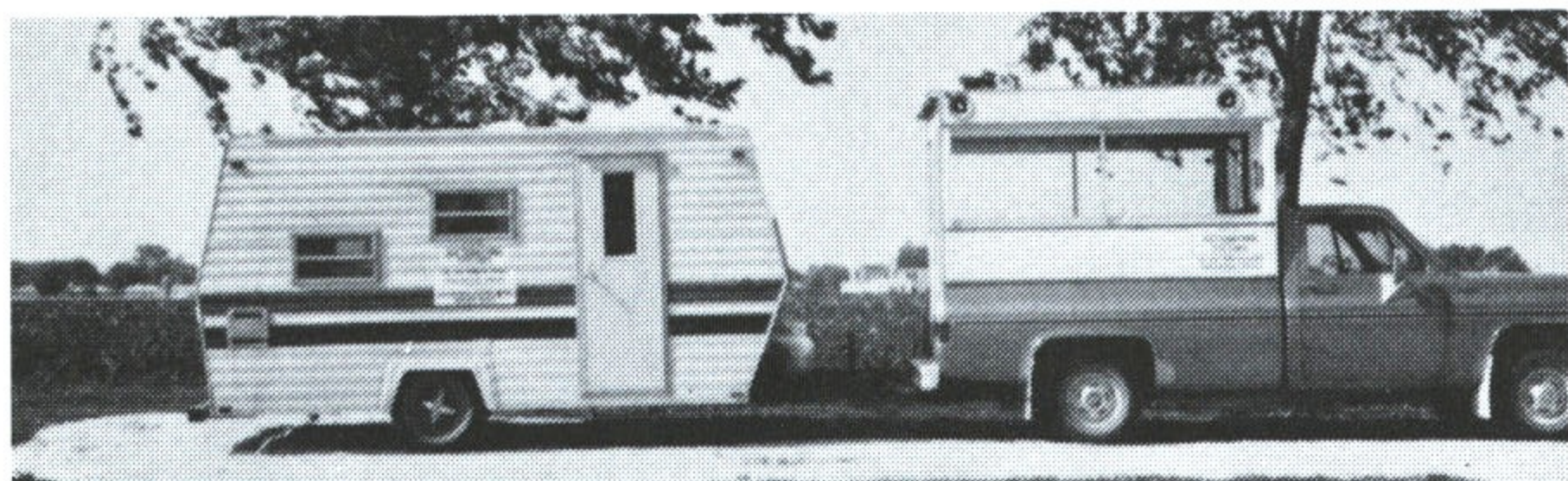
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CONOVER, A., North Platte 69101
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DAINTON, WILLIAM, 349 So. H St., Broken Bow 68822
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MENDENHALL SCHOOL OF AUCTIONEERING graduates from twelve states. Instructors and staff seated left to right are: instructor Jake Horney, secretary Betty Jo Mendenhall, President Forrest Mendenhall, secretary Edna Reagan, instructor Bill Lanier, secretary Earlene Riley, and instructor George Jones. Instructors not present when the picture was made were: Joe Byerly, Lewis Compton, Herman Crawford, Harold Craven, Morris Fannon, Louis Fisher, Jr., Larry Hedrick, Jimmy Jones, Archie Moody, Carson Womack, and Jim Owen.

History may record the center pivot irrigation as one of the most significant agricultural advances, or one of the major disasters in 20th century agriculture. Pumping water for irrigation accounts for 35% of the total energy used in production agriculture, while total irrigated acreage accounts for only 20% of the total cropland. Thirty-eight of the 50 states now feel the effects of center pivot irrigation.

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Wife: I think you only married me because my Dad left me a lot of money.

Husband: That's not true. I don't care who left you the money.

A man had posted himself in front of an office building with a tray of shoe laces. One executive made it a daily habit to give the unfortunate man a dime, but he never took the laces. One day the peddler, on receiving the dime, tapped his benefactor on the back. "I don't like to complain, sir, but the laces are now 20 cents."

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Little girl: "I don't know."

Guest: "Well, what did you give him last year?"

Little girl: "Measles."

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Advertising Rate Schedule — THE AUCTIONEER MAGAZINE

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

2. ADVERTISING RATES:	One (1) Time	Six (6) Times	Eleven (11) Times
Full Page	\$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. If applicable to new advertisers, advance payment for the first three months will be required.

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.

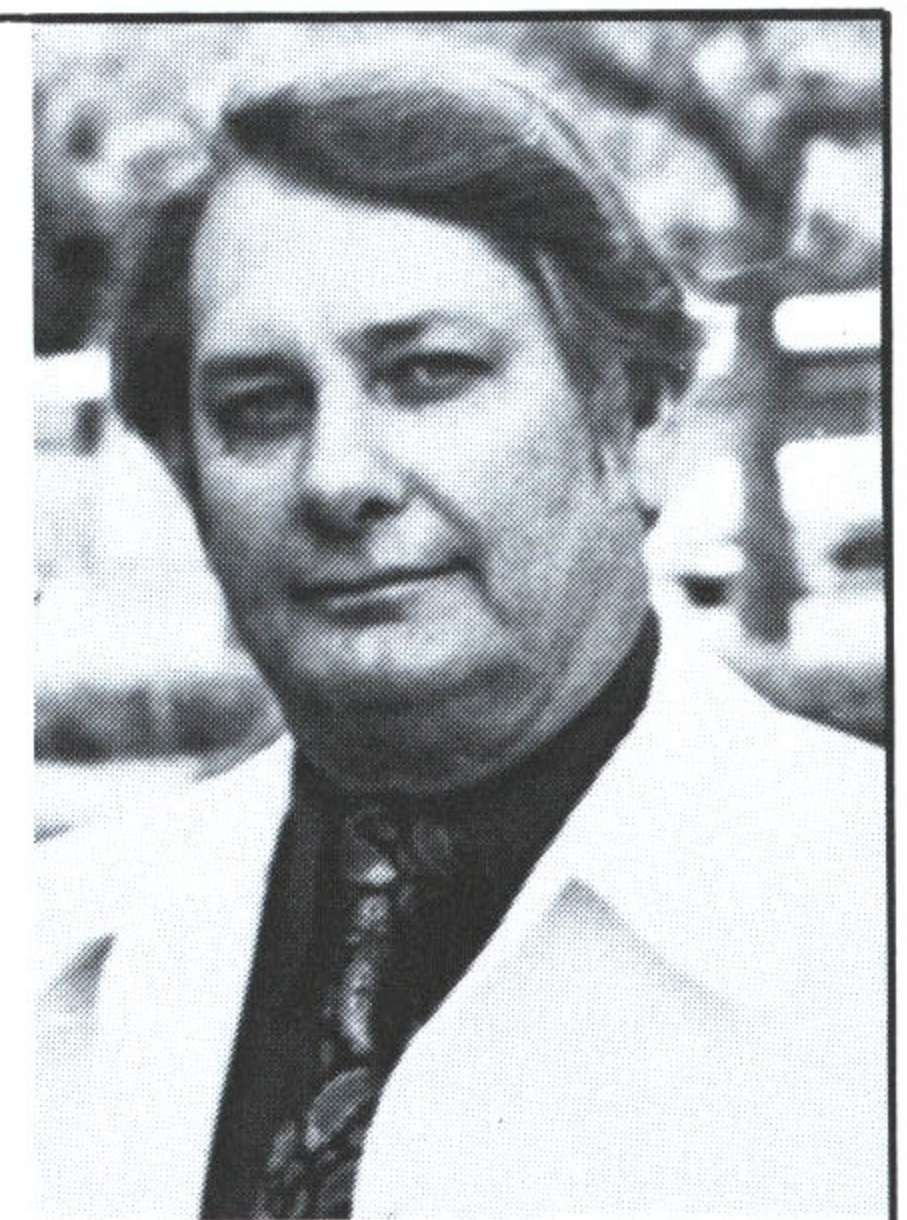
5. MECHANICAL REQUIREMENTS: Printed offset. Trim size: 8½ by 11 inches. Number of columns: two (21 picas wide columns). Binding method: saddle stitched. Colors available: black on white and upon consultation with editor, second, or issue color.

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.

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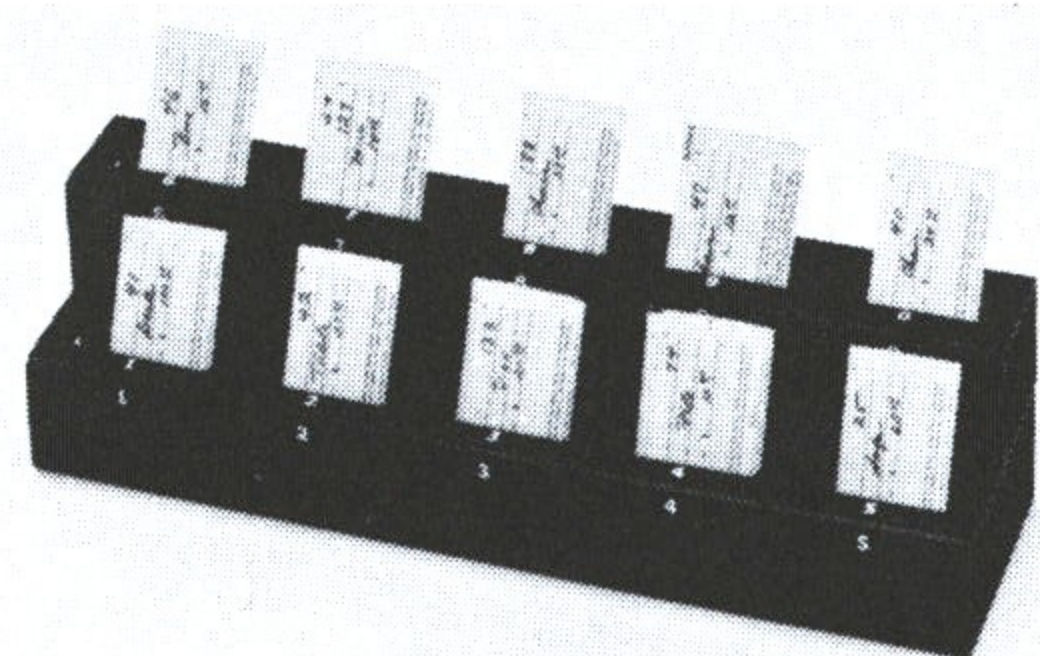
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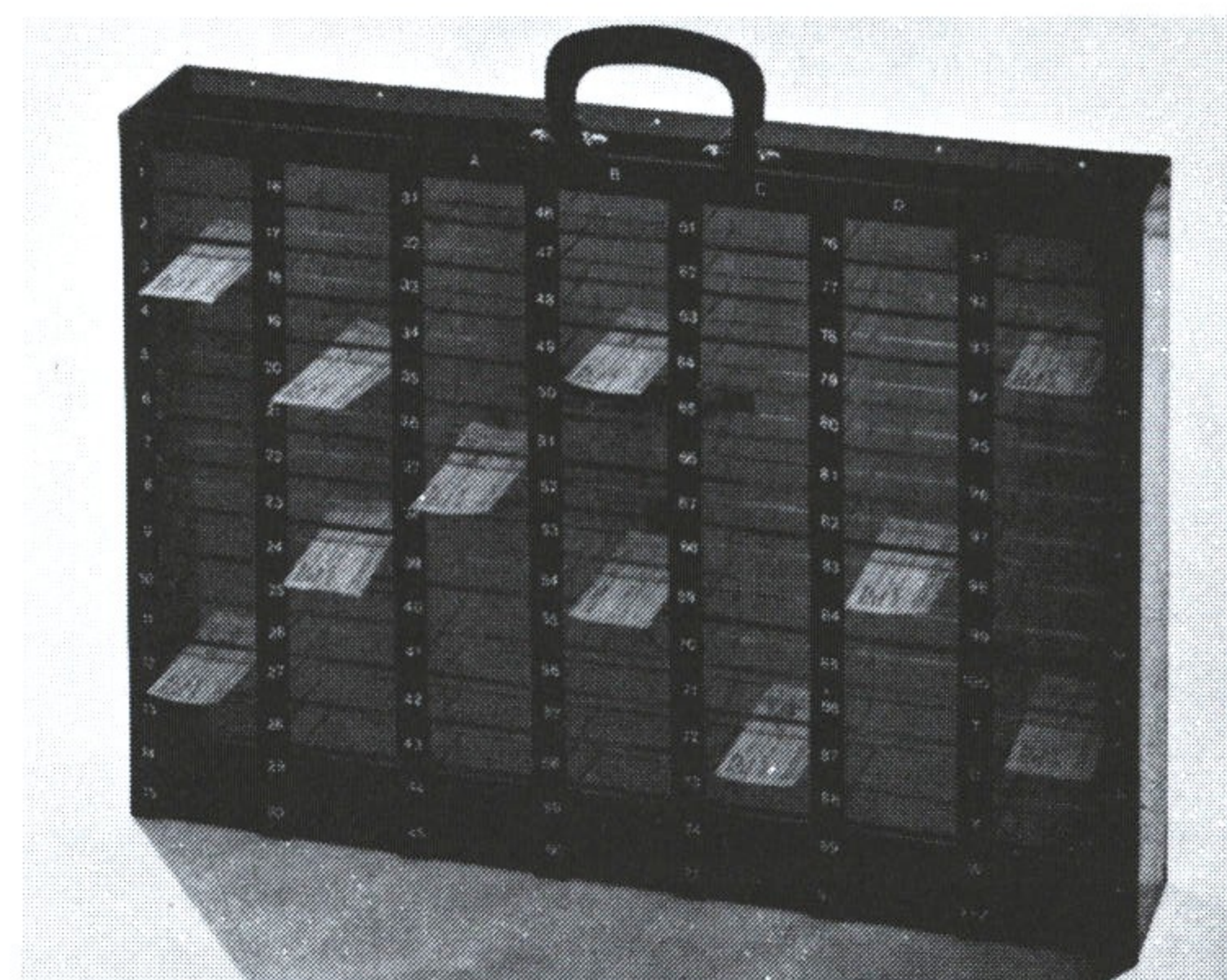
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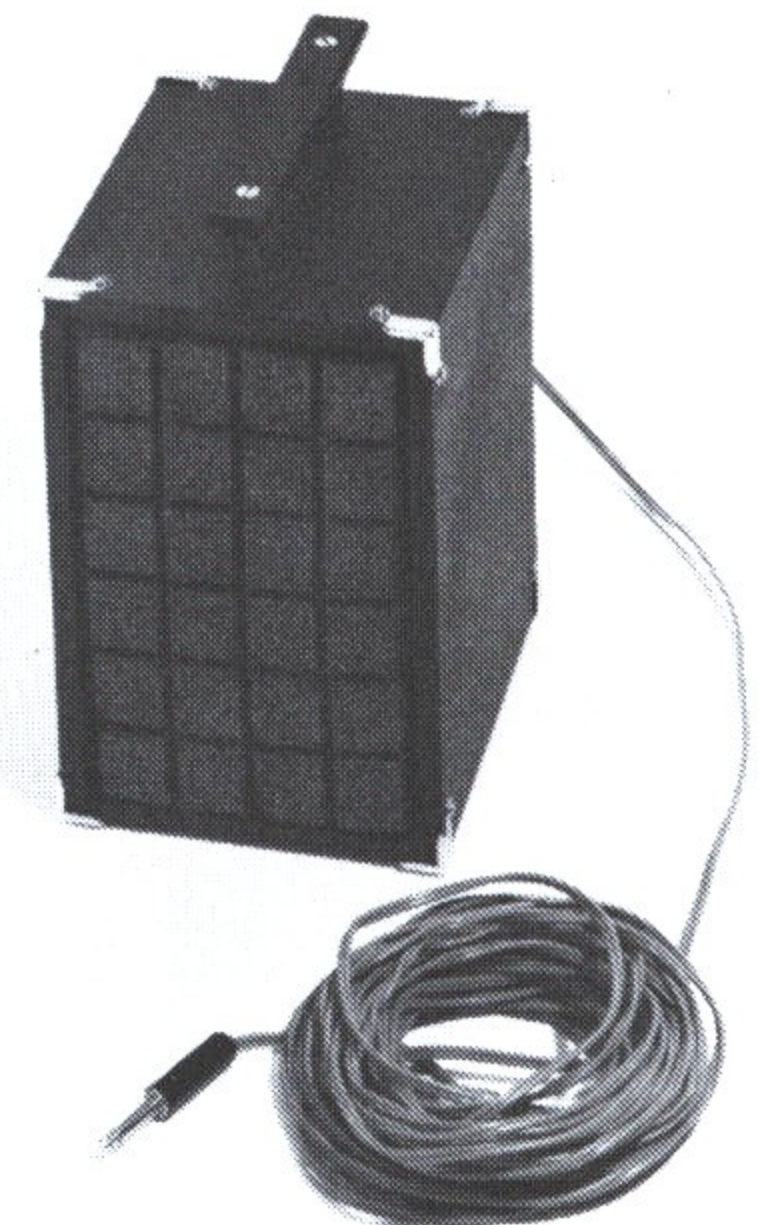


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The COLONEL II has the same features as the COLONEL I plus:

- RECHARGEABLE BATTERY: Extra capacity battery will last all day long. Fully rechargeable overnight.
- AUTOMATIC "Full Charge" indicator light shows when battery is fully charged.
- Complete with recharger. Charger rated 120 VAC, 8 WATT, 300 MA.
- SPECIFICATIONS: Battery: Gel Type (2) #626 2.6 AH rating rechargeable
- INPUTS: one microphone, one tape recorder, one battery charger
- OUTPUTS: One extension speaker, one tape recorder.
- WEIGHT: 6lbs, 12 oz.

List Price: \$447.50 Auctioneers Cost: \$298.00



COLONEL™ COMPANION EXTENSION SPEAKER

- Automatically DOUBLES the output power of the COLONEL II or COLONEL III Amplifier.
- POWER: Compact Six inch full range baffled speaker. Frequency response 50 to 12000 HZ.
- CONSTRUCTION: Tough, attractive reinforced vinyl "Mule Hide" covering with metal corner protectors.
- Acoustically transparent foam dust filter grill for maximum clarity.
- Comfortable handle for easy carrying.
- Storage compartment in rear for the 50 foot speaker cable with phone jack connectors.
- DIMENSIONS: 93/8" High 6" Wide X 71/4" Deep
- WEIGHT: 5 LBS.

List \$97.50

Auctioneers Cost: \$65.00

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