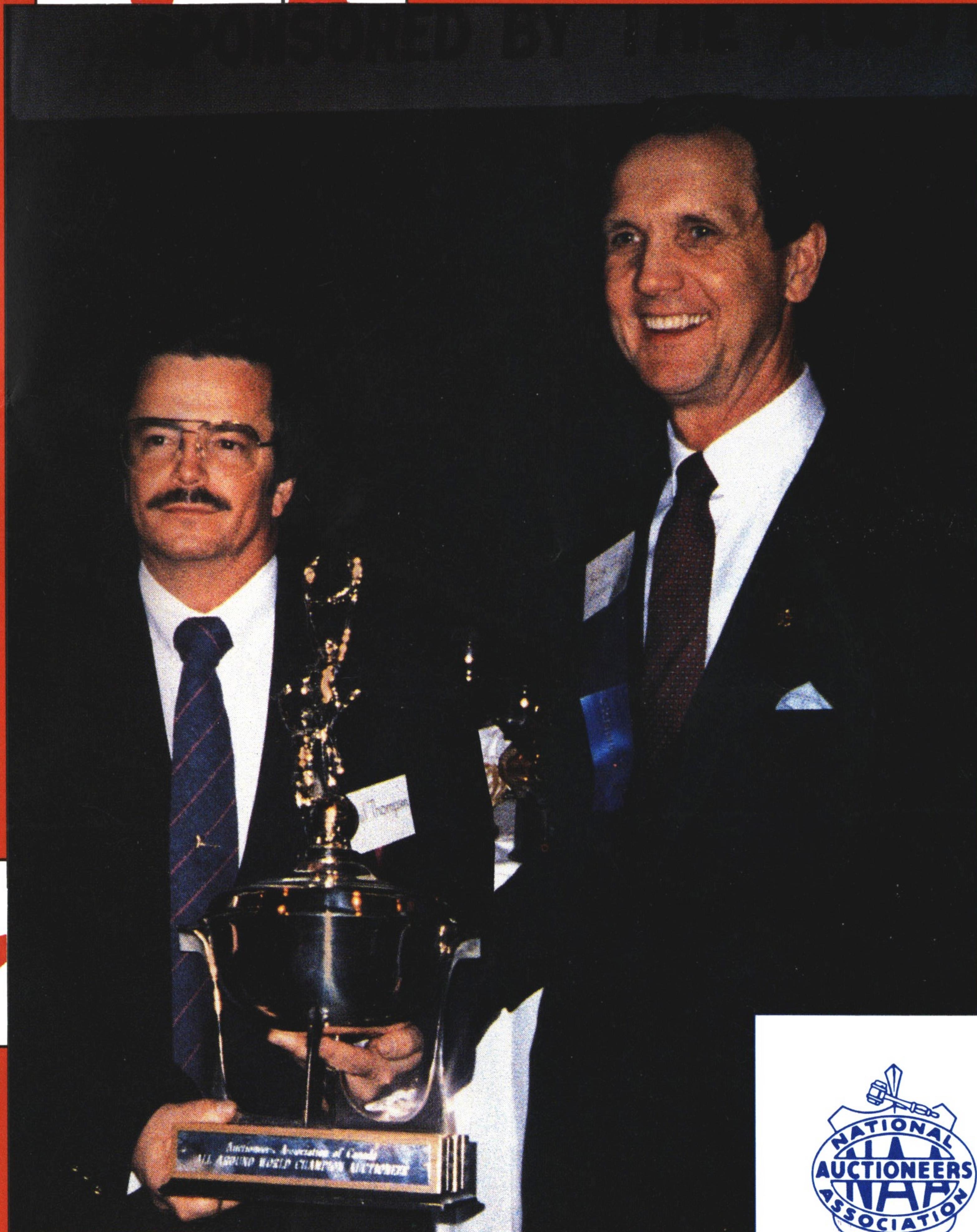


# The Auctioneer

M A R C H 1 9 8 8



# ATTENTION ALL NEW AND OLD MEMBERS OF NAA



**Stetson "Wisp"**

We have been privileged in the past to supply a few items that have been beneficial to the well being of many old as well as new auctioneers throughout the country. Back in the 60's we contracted with a major hat manufacturing concern to make the "Auctioneer" hat which comes in both "Felt" and "Straw" and in three different brim widths (2 1/8", 2 3/8" and 2 5/8"), the felt in silver belly (light grey) color and the straw, rice color. Down through the years we have sold thousands of these hats to auctioneers in every state. Eighty percent of our business is "repeat" in that those who wear them like them. Several years later we added the Stetson 4X silver belly "Wisp" hat—this is the hat you see advertised and worn by the "Marlboro Man". The two pictures above depict both the "Auctioneer" (has a red satin liner with the NAA emblem embossed in gold inside the crown) and the ever popular "Wisp".

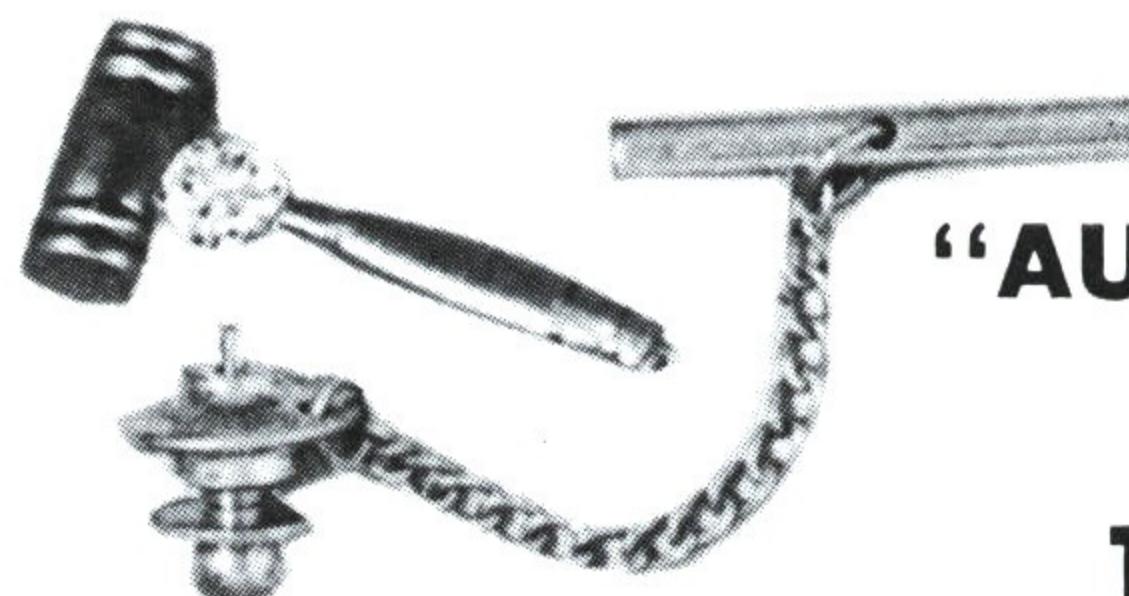
We had so many calls for the white Panama hat that we added that to the line in a 2 1/2" brim width. Nothing is better for summer wear than a white Panama Stetson hat.

A lot of you are wearing our London Fog type wind breaker (with satin lined sleeve) jackets with the four colored NAA emblem sewn on the left breast. They are the very thing and look good in the spring and fall in areas where it is not too cold. When ordering please indicate a second choice in color as we are often out of every size in every color (navy, off white, gold, burgundy).

I have heard, "What do you give an auctioneer who has everything", many times and the best answer I know is an auctioneer's Gavel Tie Tac. They are an attention getter and will provide many a conversation. I have booked several sales because of the one I wear—I never go anywhere without mine and would feel naked without it. Sterling Silver or Gold Plated tac with or without man-made diamond start at \$50.00. Solid 14k Gold Tacs start at \$320.00. To add a diamond additional prices are \$120.00 up according to the size diamond you wish mounted thereon. Call for prices. They make great Christmas, anniversary, birthday or just because you love 'em presents.



**Auctioneer Hat**



**"AUCTIONEER'S GAVEL"**

## TIE TACK

Silver Belly Felt "Auctioneer" hat (2 1/8", 2 3/8", 2 5/8" brims)	\$55.00
Wisp 4X Beaver Stetson Hat	65.00
White Panama Hat (2 1/2" brim)	30.00
Milan Straw Hat (2 1/8", 2 3/8" and 2 5/8" brim)	28.00
London Fog Jackets w/emblem	32.00
NAA Emblems (4 color embroidered)	3.50
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Call for prices.

(All items plus 5% sales tax)

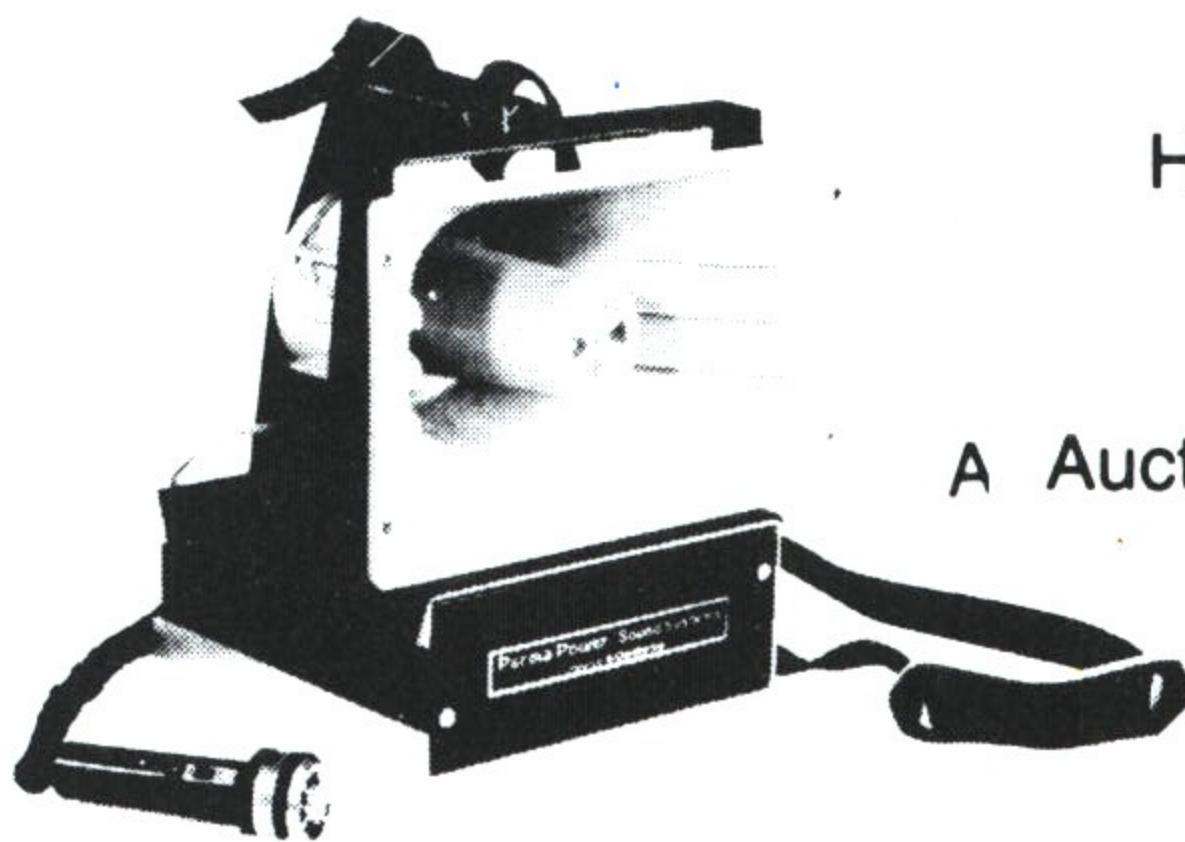
Please note a slight price increase that has been brought about due mostly to over a 500% increase in advertising costs since we first started this mail order service.

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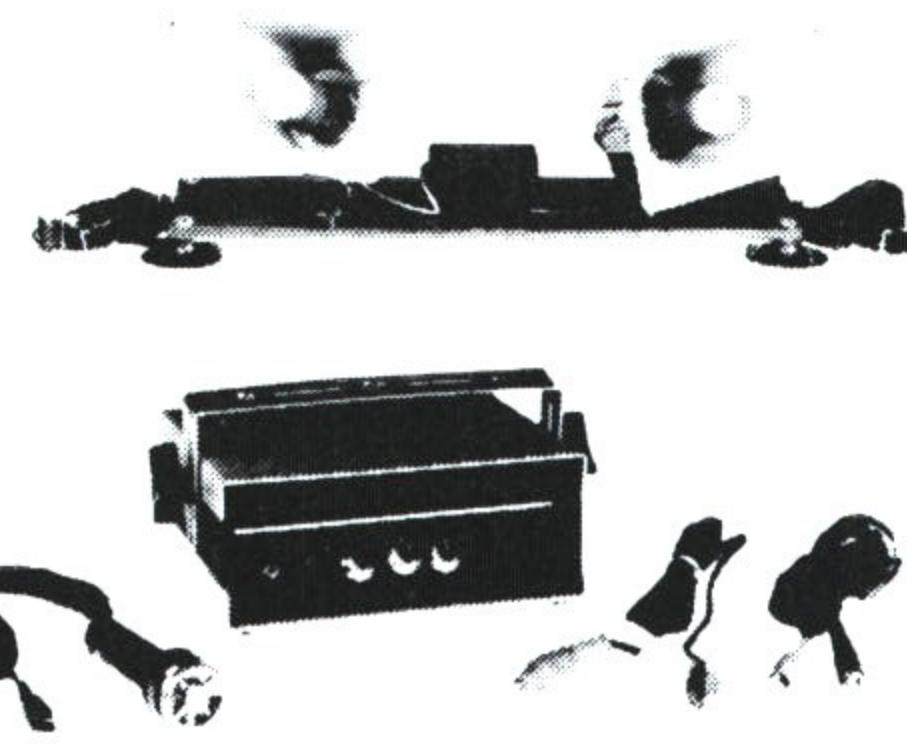
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## Issues Facing The NAA

The auction profession is being accepted by the general public today on a larger scale than ever before, and the NAA is being called upon to be the spokespersons for the auctioneers.

There are some issues that need to be openly discussed, and guidelines either adopted or actions taken by all NAA members.

One of the issues is as old as the profession: absolute auctions (or reserve auctions). Every state convention or auctioneers meeting we attend, the subject is being discussed.

I have just read the book *Highlights On Auctioneering* written in 1922 by J.P. Gutelius, and in his book, he says they were having the same such discussions back then.

I was recently in Pennsylvania for the State Convention, and on the program was a panel discussion of this subject. One of the panel members, an attorney, had some excellent input into the discussion.

The attorney described the law well and in simple terms. There are only two types of auctions: absolute and reserve. The absolute auction means that title will change hands at the high bid and that "an auction that is advertized as absolute with a reserve is NOT an absolute auction."

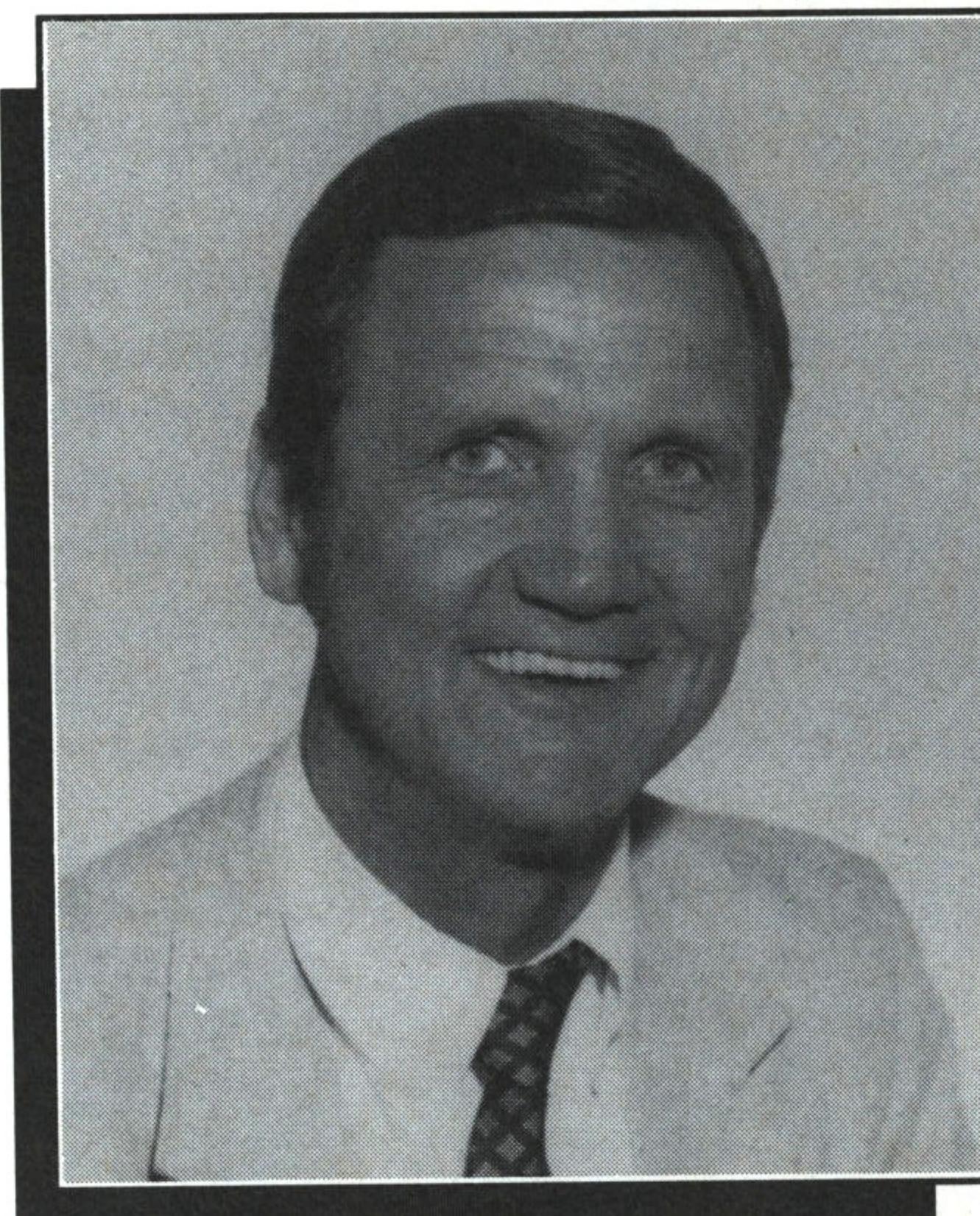
We, as practicing auctioneers and members of the NAA, at some point are going to have to decide that if you advertise an absolute auction, that is what it should be.

Everytime the term absolute auction is used to describe a sale that somehow becomes an auction with reserve, it does damage to all auctioneers and our profession.

I know that this subject is debatable, but we as auctioner professionals must police ourselves or the courts will.

I would like to propose that the NAA Board of Directors take a stand on this issue and bring it to the NAA Convention in Kansas City for your appraisal. This is just one of the many issues facing auctioneers today and we need to take action on them.

The election of our NAA officers



By Haskel Ayers, CAI

at the 1988 Convention will include the election of new officers for vice president and president-elect. In the past, the vice president has moved up to the president-elect position. This year, due to the death of President-Elect Hugh Parker, Vice President Dudley Althaus has agreed to go in as president in Kansas City, subject to election by the membership. Therefore, we will need to elect the vice president and president-elect, plus the other officers.

This is the first time in our NAA history we have had this situation. There are already some excellent leaders announced to fill these positions. All candidates for president, president elect, vice president, treasurer and the four director positions, should write a letter to Harvey McCray c/o the NAA office, to announce your intentions and the position you are seeking so the membership can be informed of all the candidates.

We want all the membership to be thinking of candidates who are willing to give of their time and leadership abilities to the NAA for the next few years.

Another issue that I think we should give some thought to is our NAA elections. At present, less than

10% of the membership takes an active part in the elections of our officers. Do we need to change our by-laws to have absentee ballots -- perhaps those who register for the convention but are not able to attend the election? -- Or do we need to change our nominating committee structure in some way so that every member could vote in person or by absentee balloting, a more democratic method of selecting our officers?

This would take some time to change, if the membership decides to do so, but it is something at least to be considering.

***"Everytime the term absolute auction is used to describe a sale that somehow becomes an auction with reserve, it does damage to all auctioneers and our profession."***

These are just a few of the important issues before each of us. We are proud to be members of one of the most exciting professions in the world and of the "spokesperson" organization, the NAA. Now let's go out and try to improve on it.



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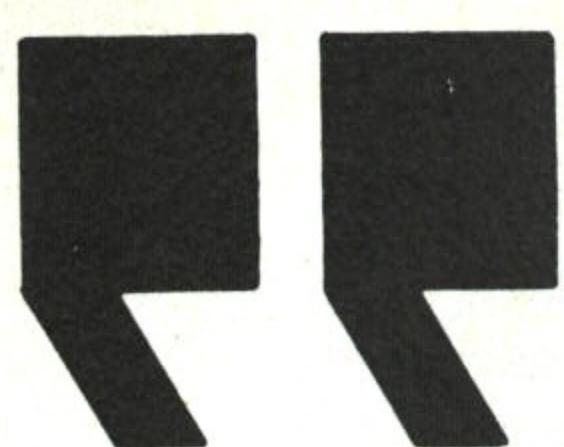
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Gimme Five Gimme Five Four-Fifty  
Gimme Five Gimme Five Gimme Five  
Four-Fifty nobody gimme Five  
Four-Fifty once... Four-Fifty twice... **SOLD!****

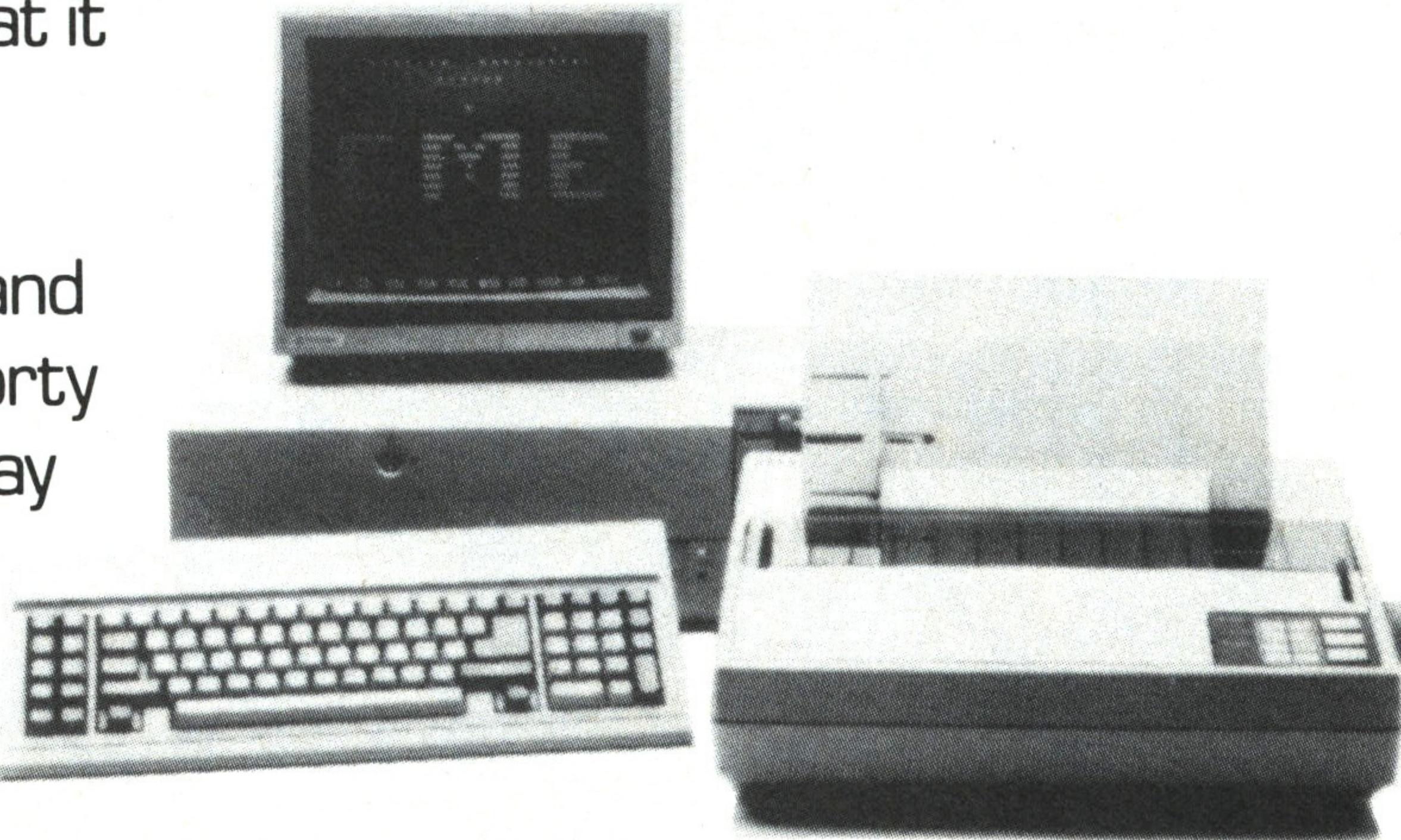
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# The Auctioneer

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March 1988

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THE AUCTIONEER magazine is the official publication of the National Auctioneer 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 marketing.

**Advertisers Disclaimer:** Products or services advertised in THE AUCTIONEER are in no way endorsed by the National Auctioneers Association. Simply because a product or service appears in the NAA's official publication, that appearance does not imply an NAA recommendation of the product or service over any other. Problems encountered with an AUCTIONEER advertiser should first be directed to the advertiser for satisfaction. If the problem remains, then the NAA office should be notified.

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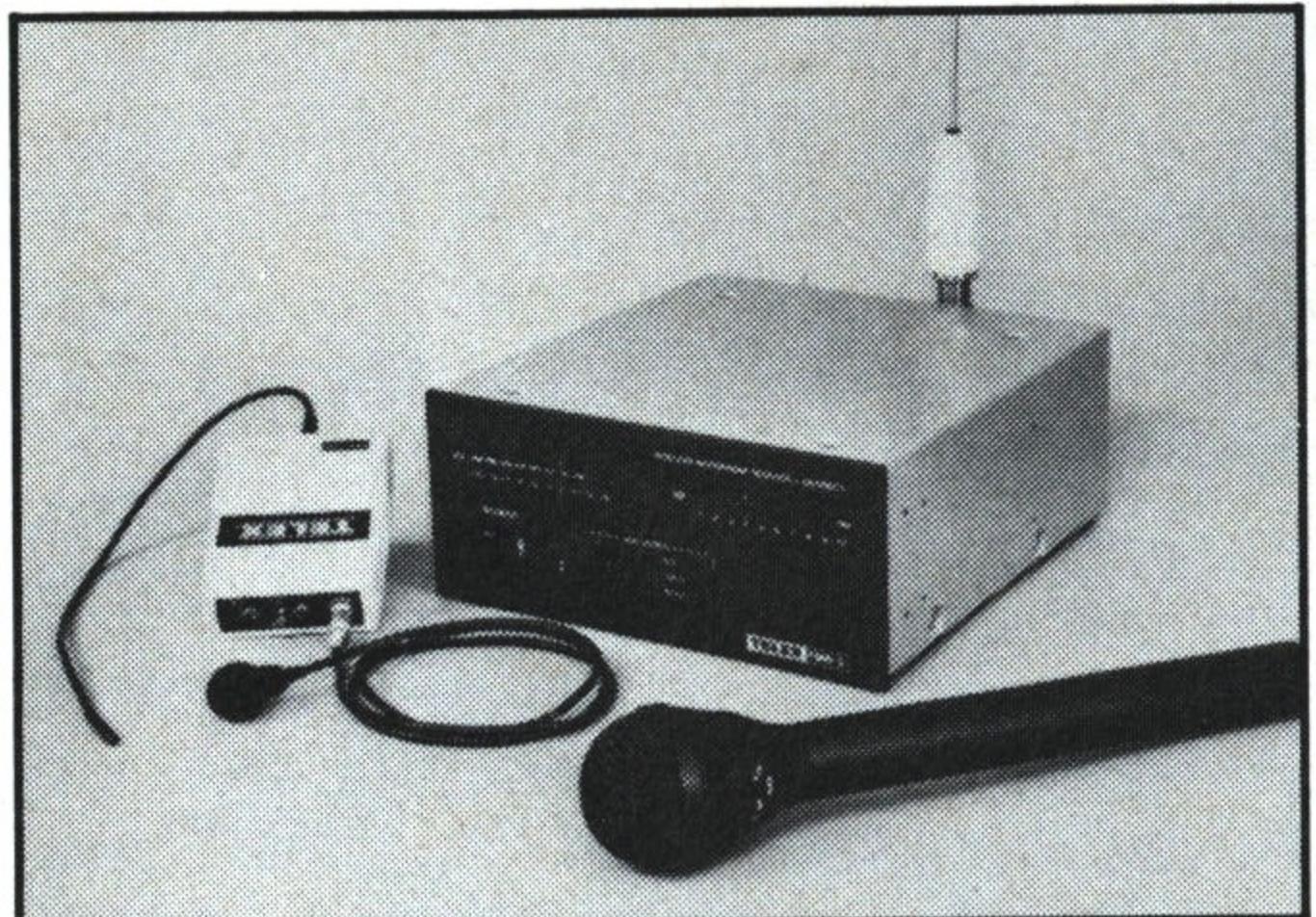
The editor reserves the right to accept or reject any material for publication. Auctioneers, who are not members of the National Auctioneers Association, may not subscribe to THE AUCTIONEER magazine.

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

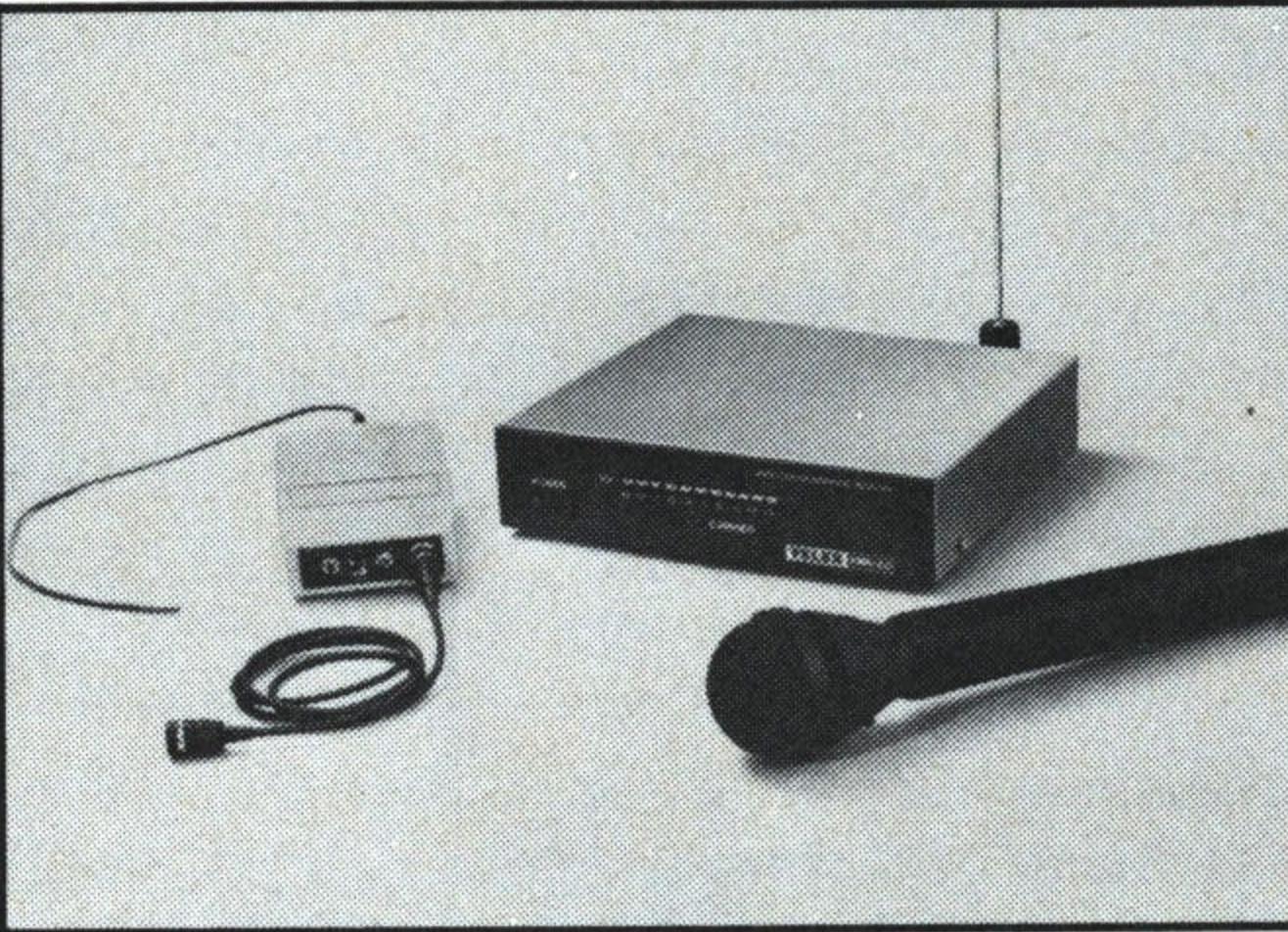
Single copies: \$2.90 each. Annual subscription rate \$25.00 (Limited Availability).

Editorial and Executive Offices of the National Auctioneers Association are at 8880 Ballentine, Overland Park, KS 66214. Phone: (913) 541-8084.

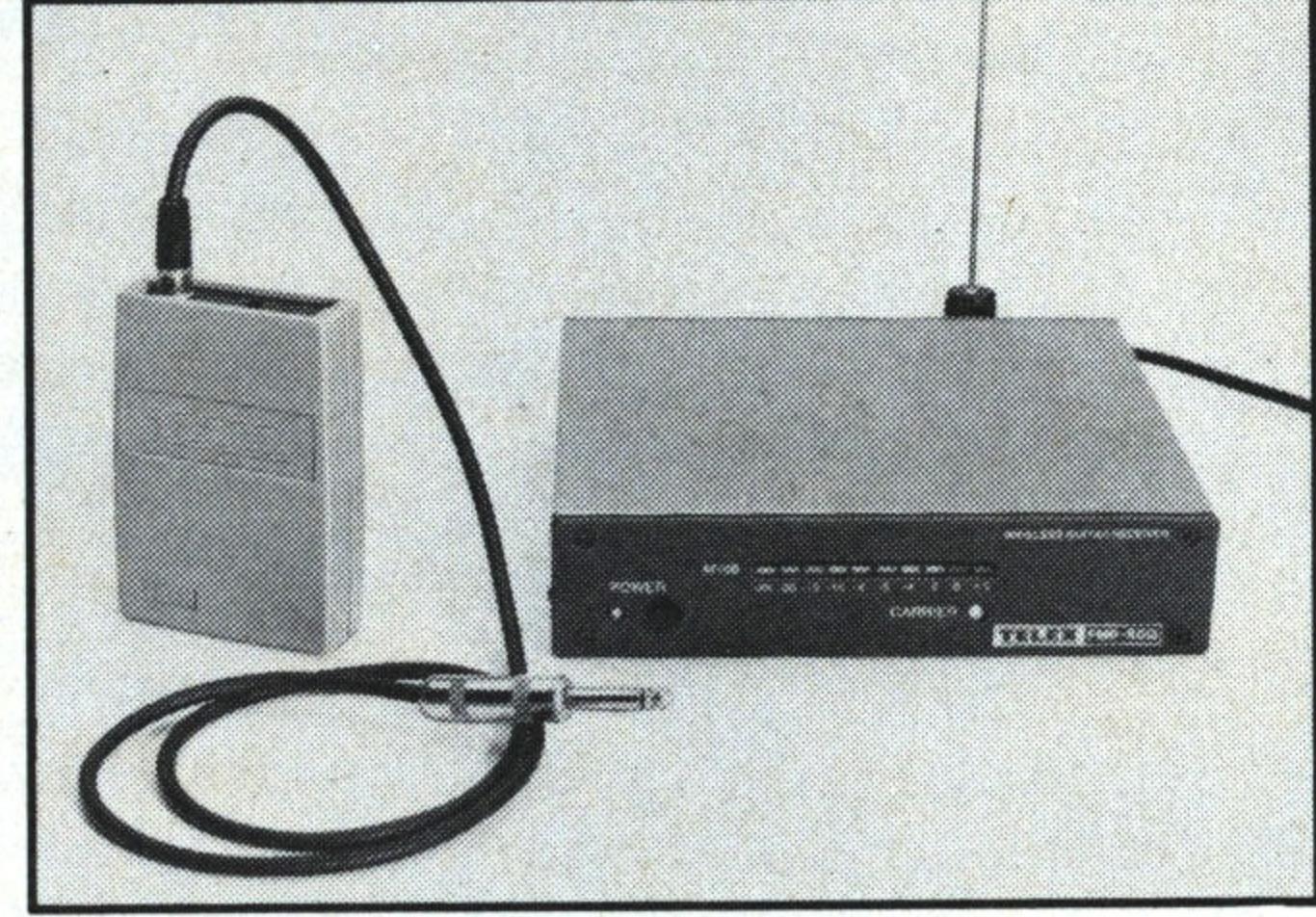
# Why do you suppose one company seems to introduce the most new wireless systems?



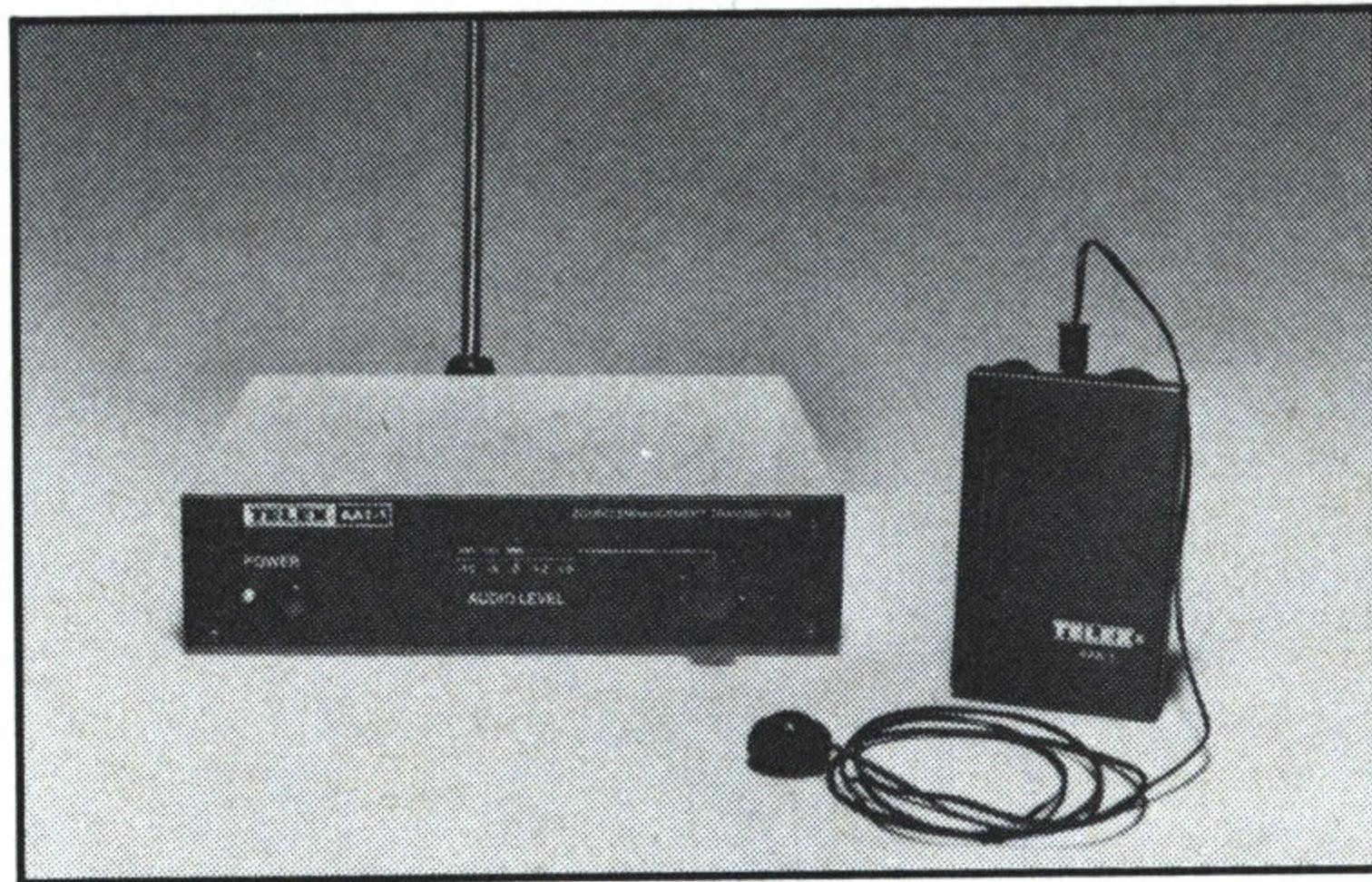
1984: FMR-2 Pos-i-Phase Diversity systems



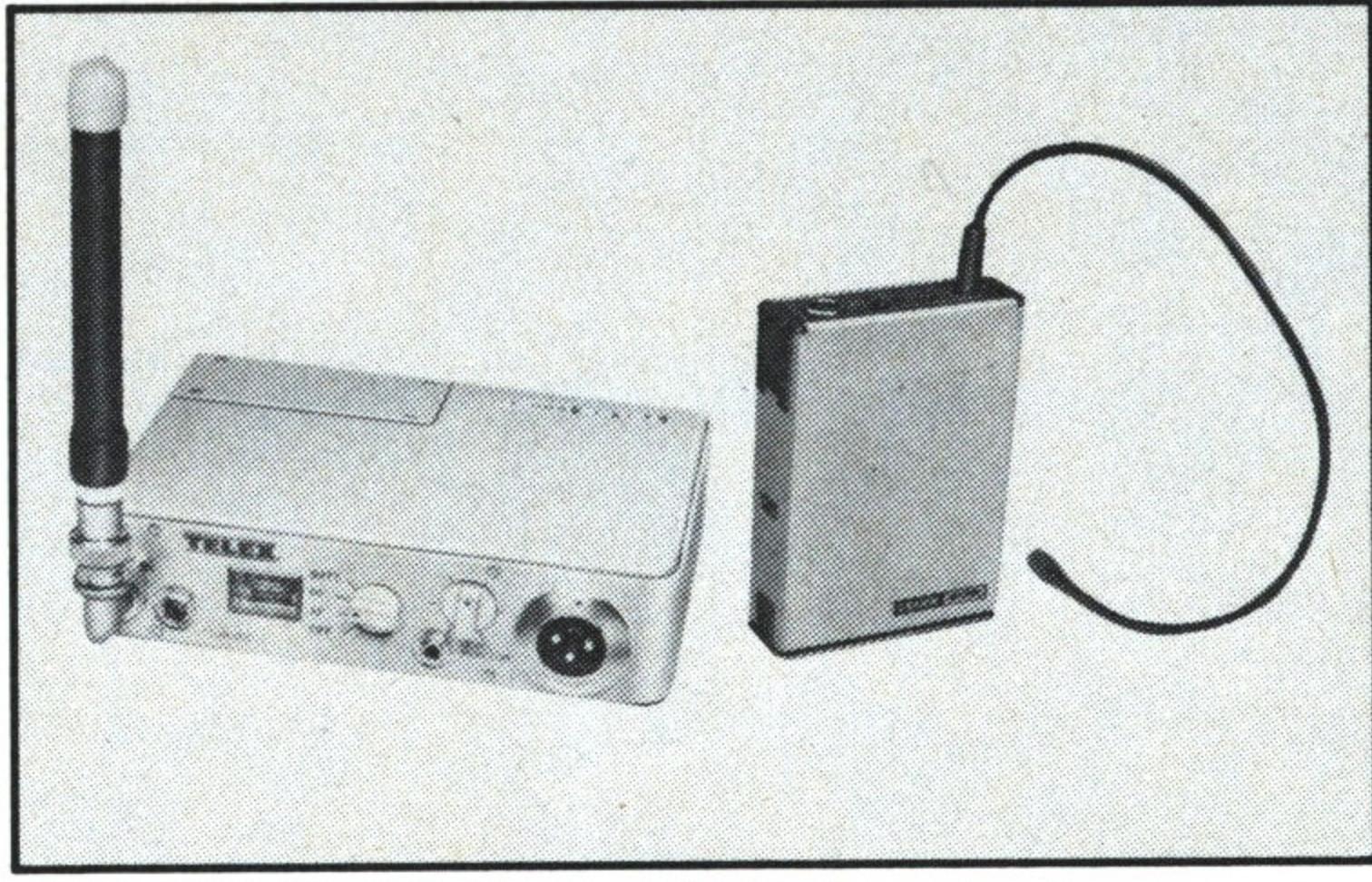
1985: FMR-50 Economic Non-diversity systems



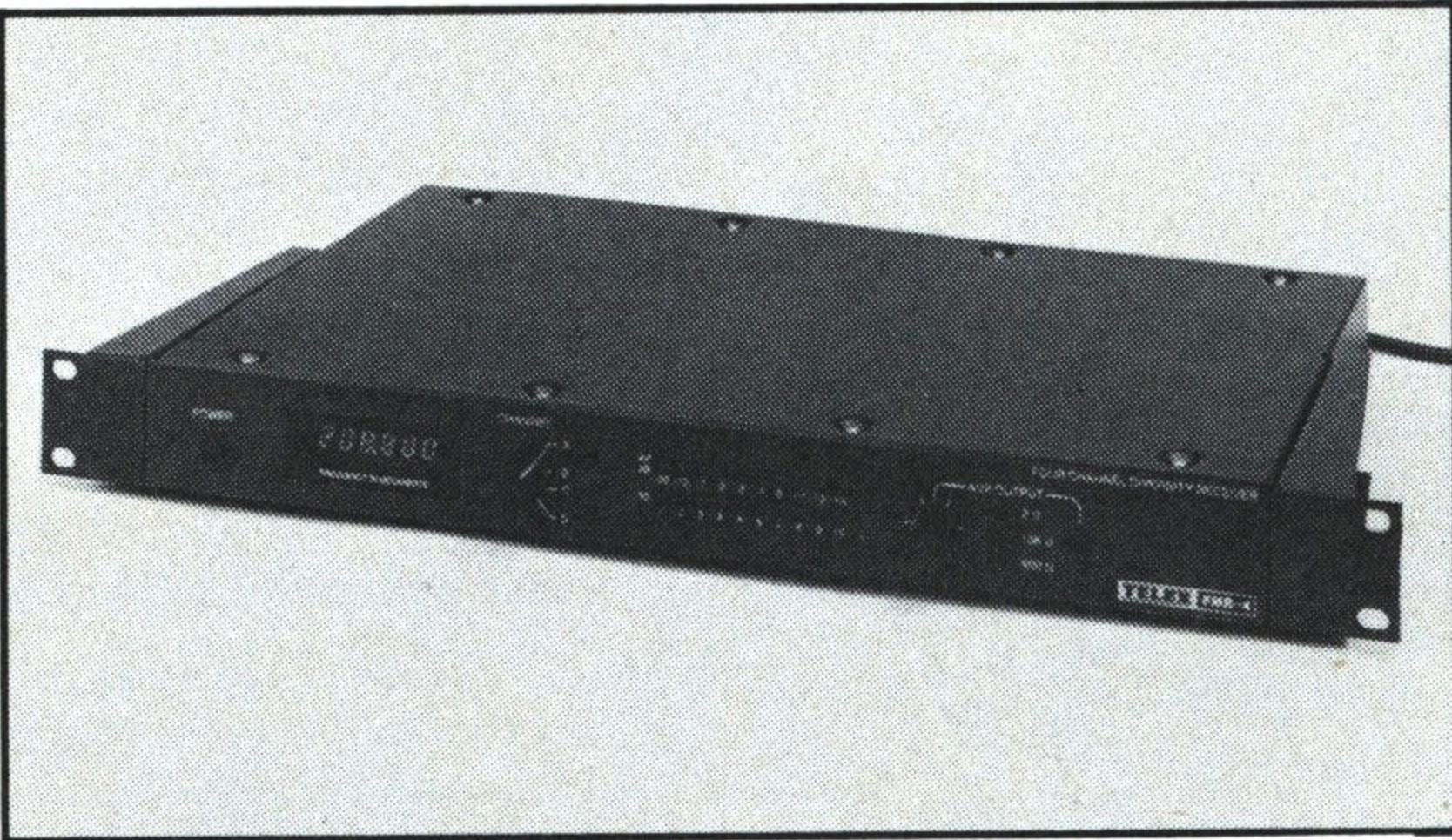
1985-'86: FMR-50G (pictured) Non-diversity and FMR-2G Diversity Guitar systems



1986: Sound Enhancement, Personal Audio system



1986: ENG-4/WT400 Compact, Multi-Channel system



1987: FMR-4 Multi-Channel, Rack Mountable Receiver



1987: HT-400 2-Channel  
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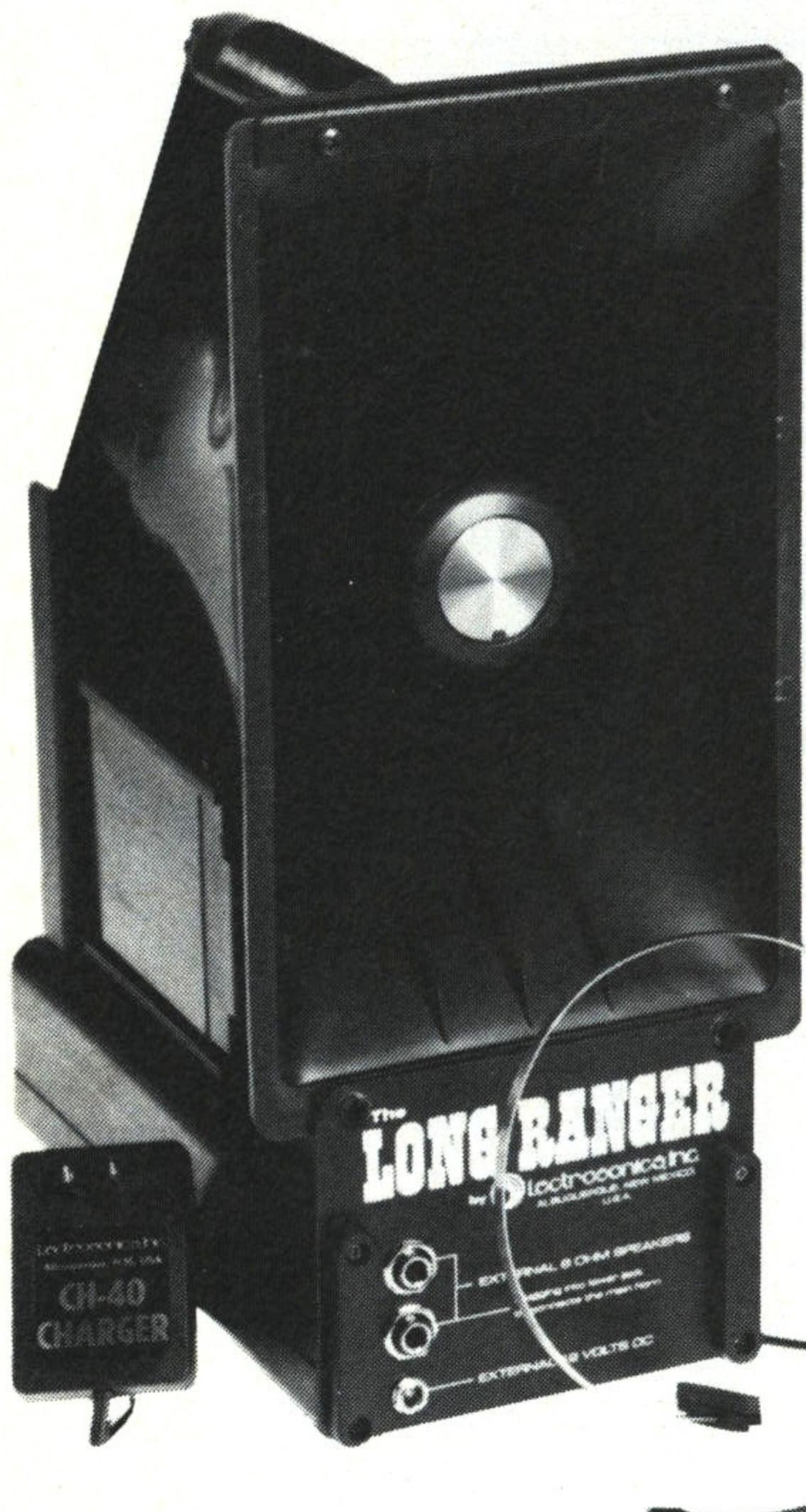
Telex Communications, Inc.  
9600 Aldrich Avenue South  
Minneapolis, MN 55420

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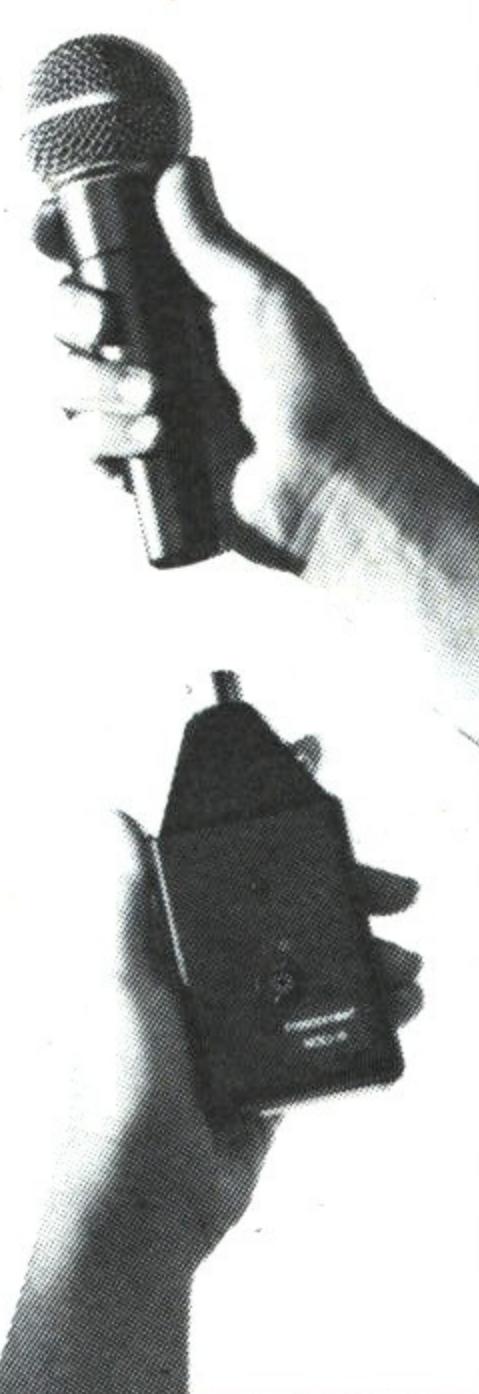
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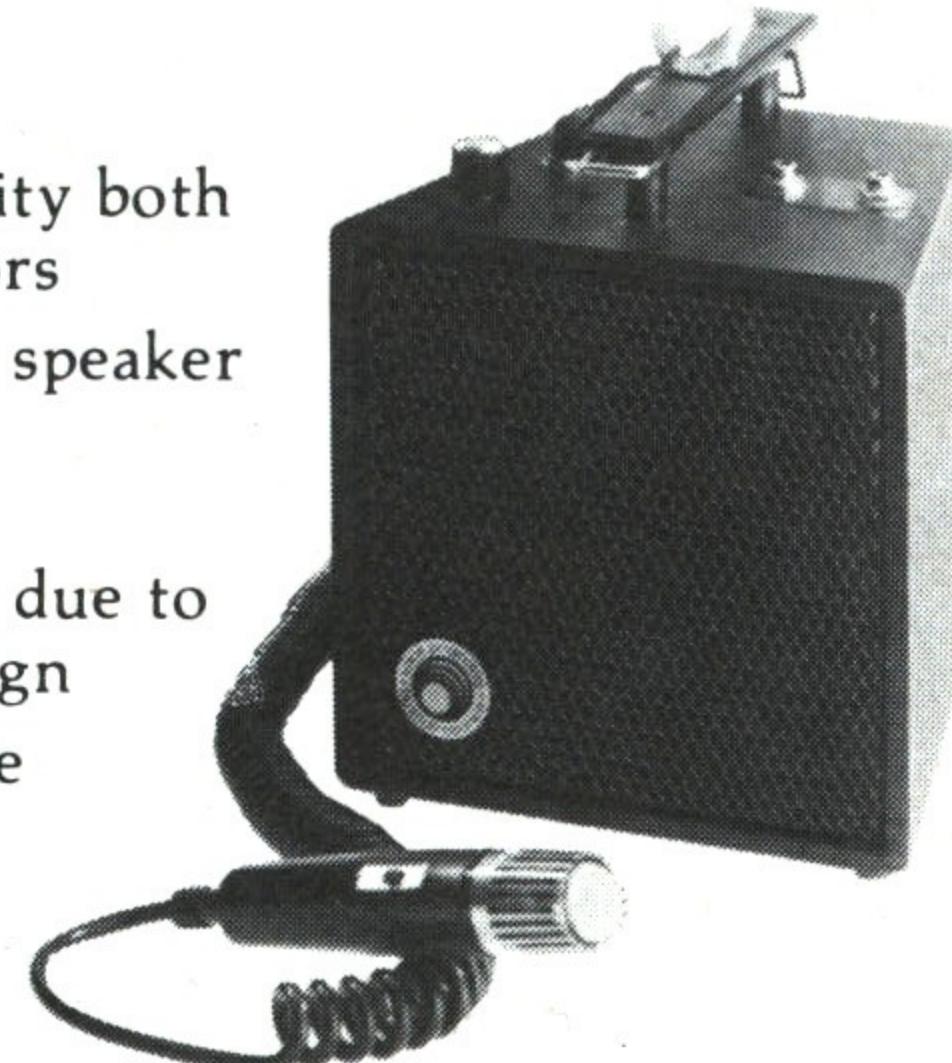
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(404) 291-7007

Ralph Zettlemoyer  
P.O. Box 215, RD 1  
Fogelsville, PA 18051  
(215) 395-8084

## Explanations, Additions & Corrections

### To The 1988 NAA Directory

Although the names, addresses and phone numbers in the 1988 NAA Directory (a.k.a. the February issue of THE AUCTIONEER) were typeset directly from our computer membership files, cutting weeks off production time and thousands of dollars off the typesetting bill, we have learned the hard way that it takes more than just pushing a few buttons. Here's a synopsis of the damage we know of:

NAA President Haskel "Hack" Ayers was indicated as "Deceased" by an errant asterisk. Via a telephone call to the NAA rooms at the Fantsyland Hotel in Edmonton, Alberta where Hack was taking part in the Canadian Auctioneers Association's convention, we learned that our president is, indeed, still alive and well and spending long hours working for the betterment of the auction profession. We are very sorry for any concern this error has caused.

#### Active & Affiliate Members

Arguably, worse than being listed as "Deceased" is the implication that you never existed. Each and every member is important to the NAA. In a database transfer of over 5,800 listings, we anticipated some misreading or skipping of records somehow (Murphy's Law). We were, unfortunately, right.

Even though our accuracy rate appears to be over 98.5%, that still means we got only 5,700-plus members' listings right out of 5,800-plus members. If your listing is among the 1.5%, we are 100% wrong for you. Please write or call us with your correct information and we'll print the correction in the next issue of THE AUCTIONEER. Please accept our apology for the error.

#### Life Members

To recognize and highlight the contributions made by the Life Members of the National Auctioneers Association, the 1988 Directory presents our Life Members in a separate listing on page 5 of the February issue of THE AUCTIONEER. However, while doing this, the Life Members were inadvertently omitted from the listing of Active Members.

We apologize for any inconvenience or confusion this may have caused.

#### Corrections & Additions

##### NAA Active Members:

###### Arkansas

Chudy, Frank L., CAI  
Chudy Auction & Realty Co.  
P.O. Box 1110  
Carlisle, AR 72024

###### Arizona

Nathan Wolfstein IV  
Auction Resource & Referral  
Marketing Service  
221 Canyon Wren Drive  
Sedona, AZ 86336  
602/282-6634

###### Georgia

Rowell, Thomas, CAI  
P.O. Box 1846  
Moultrie, GA 31768

###### Illinois

Richard G. Kohl, Jr.  
Kohn Auction Service  
Rt. 1, Box 96  
Belleville, IL 62221

###### Iowa

Hoskins, Thomas  
Fairfield, IA 52556

###### Huff, Jim

Howard Buckles Auction Service  
RR 2  
Keosauqua, IA 52565  
319/293-3711

###### Maryland

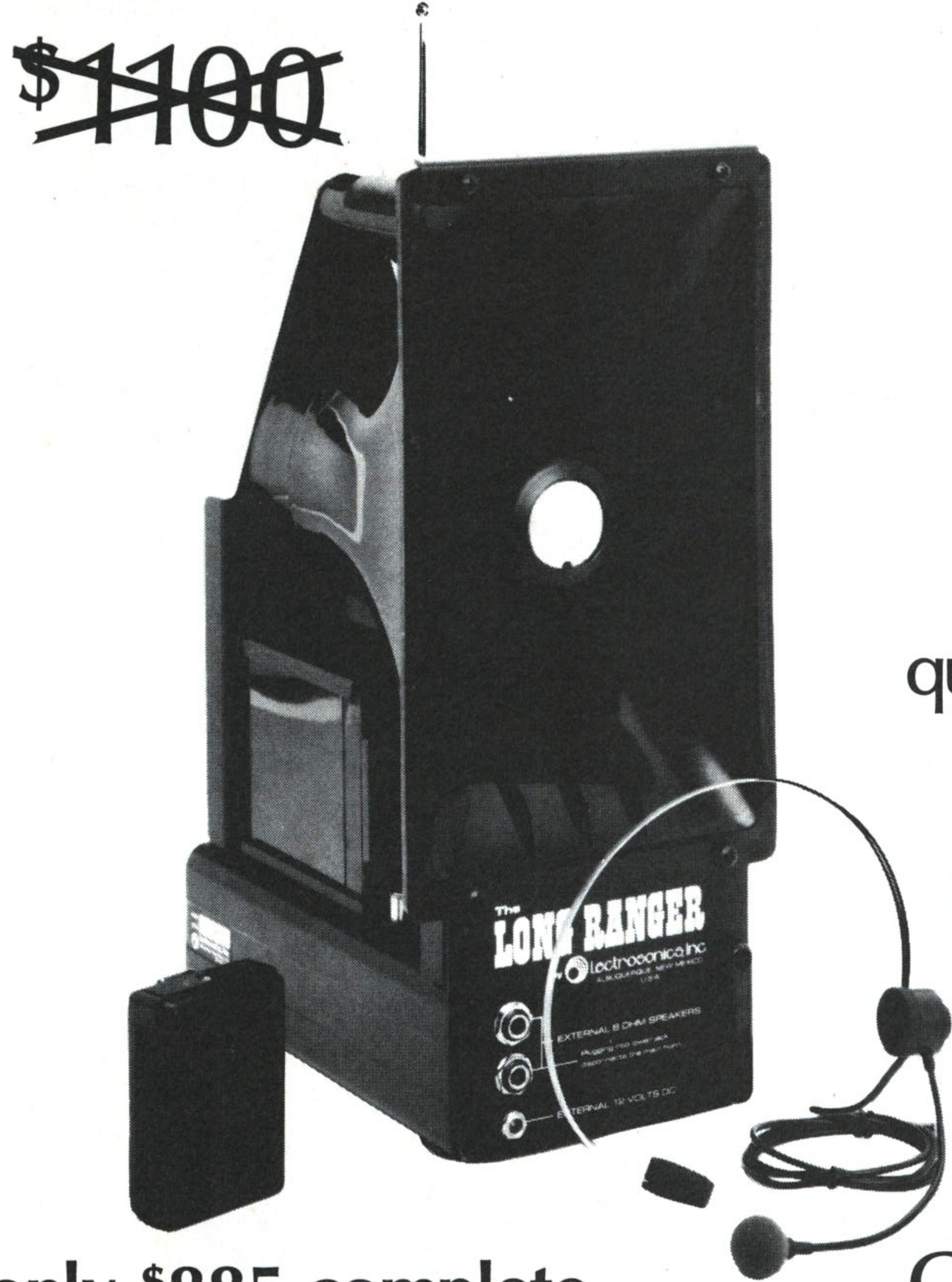
Rigdon, H.B.  
H. Benjamin Rigdon Auction  
Eden Manor Farm  
1414 West Jarrettsville Road  
Forest Hill, MD 21050

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Concord, NC 28026-0306  
704/782-3111  
Langley, William B., CAI  
3703 Liberty Rd.  
Greensboro, NC 27406  
919/272-2262

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# Forum

*The comments, ideas and opinions expressed in Forum belong only to the contributing writer or writers and do not necessarily reflect those of the National Auctioneers Association.*

## Many shapes of success

As I reflect back on the past years in the auction business, I can't help but think of all the good that has taken place due to the auctions themselves.

We have sold many estate auctions where the clients were relieved and very satisfied that we were there to help them make so many decisions at a very difficult time. And the businesses we have liquidated when they thought there was nothing left, and all the banks, loan companies and insurance companies that have boasted on our services. But I think the most important of all are the children and young people the auctions have helped.

In the past years my wife and I have had 36 foster children and the auctions were always our food ticket, the clothing on our backs and our self worth.

I, like all auctioneers, always need help with the auctions, thus our kids have learned to set up, ring, cashier, clerk and two of them even auctioneer our sales. With all this work came paychecks which gave the kids selfworth, which every person, young or old, needs.

We found that kids were a lot like auctions: once in a while you get one that is hard to do anything with. But you keep on keepin' on. Do your best and it will always work out.

I have always said I love what I do and would never consider any other occupation. I would like to add to that by saying the auction business has helped so many. It does have so much to offer.

I read NAA Vice President Dudley Althaus' article, "The Successful Auctioneer", in the December issue of THE AUCTIONEER.

Well put. Well written.

It's sometimes hard to keep that all in mind, but yes, it does work. Keep up the good work.

Pat Kelly  
Kelly And Kelly  
Auctioneers & Consultants  
Joplin, MO

March 1988

## COUNTRY LIVING Controversy

*The August 1987 issue of COUNTRY LIVING magazine contained an article by Bruce E. Johnson entitled "Close Up: Antiques Across America" which states:*

*"Amid the disturbing reports circulating through the antiques and auction world of buyers' pools, unethical auctioneering practices, false auction reports, and, as a direct result, state and federal investigations and pending indictments, has come a resurgence of interest -- along with a new twist -- in the nearly forgotten tag sale."*

*NAA Executive Vice President Harvey McCray responded to COUNTRY LIVING with a letter to its editor, Rachel Newman, that said, in part, "Johnson infers that auctioneers and auctions are being investigated when that is not true. In fact, the investigation made by the Department of Justice has nothing to do with auctioneering practices, but indictments have been given to those persons who buy personal property at auction. It may be interesting to note, also, in reference to antiques, that the majority of those who have been indicted and convicted were antiques dealers and very few were auctioneers. ... The National Auctioneers Association has been very involved in and a great supporter of the Department of Justice's campaign to eliminate bid rigging or pooling at auction."*

*And the NAA office is hearing more about the tag sales article issue...*

Thanks for a well written letter expressing our deep concern for the negative article by Mr. Bruce Johnson. The following is a letter which I have sent to the COUNTRY LIVING editor, Rachel Newman.

"It deeply concerns me that writer, Bruce Johnson, has painted such a misleading picture of auctioneering practices in [his] article.

Please check the facts with the

Department of Justice and you will find that only in very rare instances are auctioneers involved in these deceptive practices. If you will check more closely, you will see that the problem lies with buyers who want to control the market place and not let the free market system work.

After you have checked for yourself and discovered the truth, I feel than an apology is due the auction profession."

Sammy L. Ford, GRI, CAI  
FORD REALTY &  
AUCTION COMPANY, INC.  
Mt. Vernon, KY

## To all NAA members:

You are your association.

We had a very successful learning seminar at the National Auctioneers Convention last July, but -- Where were you?

The learning process today is going and participating with others at the seminars and meetings. Enthusiasm, the heart of it all -- the motivation acquired in the hallways between classes -- this keeps you in the mainstream of our profession. What we are offered is the best, but -It must be supported by you.

The price may seem high and the distance too far, but expenses and air travel keep soaring. As a member of your state and national association you own a piece of Real Estate in Overland Park, Kansas.

The dues must be paid.

Have you considered the cost of all the qualified instructors to put on one seminar -- transportation for all, room and board, etc.?

In the final analysis, the Association that you belong to and fight to keep together with your know-how and ideas is worth it!

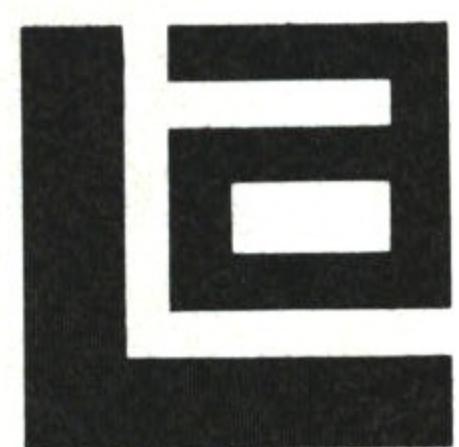
Remember: your Association is YOU. Support it!

Don Bates  
Auctioneers of Ohio, Inc.  
Newtown, Ohio

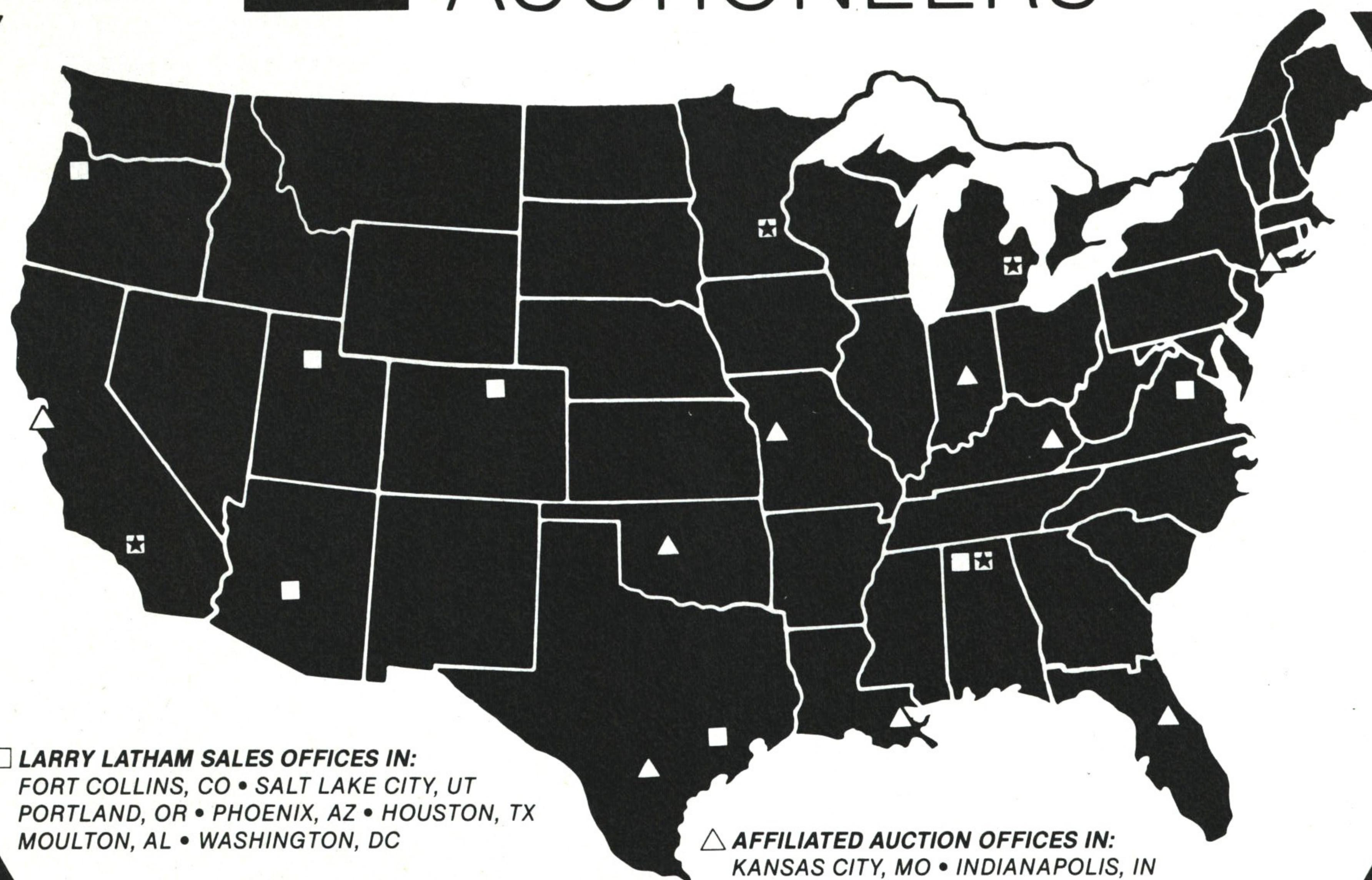
*Continued on page 13*

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## **For your education ...**

At both the National and State Auctioneers Association levels, a wide variety of educational opportunities are presented each year for the benefit of their membership.

At the Washington State Auctioneers Association alone in the past three years we've presented multiple educational seminars on Advertising and Promotion, Real Estate at Auction, Dealing with the U.S. Bankruptcy Court, and Auctioneer Ethics, often with assistance of guest speakers from the NAA. We have coordinated very well received panel discussions on "Auction Horror Stories", with every auctioneer being allowed to relate his experience for the benefit of his contemporaries. All such programs have been designed for the benefit of the auctioneers in our state association, yet less than 50% of them choose to participate. I have always benefitted immensely from the insight gathered at these educational seminars and I fail to see why anyone else wouldn't have. In my mind, every auctioneer who attends state or national conventions and seminars comes away feeling that he has learned a variety of things that he can put to good use in his business. If he hasn't, it is time that he started sharing his knowledge and insight with the rest of us.

There is an additional benefit to be derived from participating in state and national conventions: you often can learn as much out of the classroom as you do in it.

Meeting and discussing with fellow auctioneers in a congenial, non-competitive atmosphere allows you to benefit from their experience without risking the time and money to learn it first hand. In addition, the fellowship and comaraderie that comes from your participation in a convention or seminar is priceless.

We are in a dynamic industry in which the variables are constantly changing. If we, as auctioneers, don't stay abreast of these changes, how can we possibly hope to efficiently satisfy the needs of our clients, ourselves, and our profession?

The auctioneer who chooses to invest his time and money to learn new and better ways of doing busi-

ness is on the leading edge and will remain there as long as he continues to make that investment.

The Certified Auctioneers Institute, as an affiliate of the National Auctioneers Association, offers an exceptional opportunity to learn business management, accounting, finance, advertising, business law, public relations, etc. in intricate detail. Although I already have a four-year business degree, with emphasis in accounting, I chose to complete the CAI course studies and can attest to the worth of this program, as well as to the friendships that have come about because of it.

Every auctioneer who chooses to participate in the educational opportunity/ies provided by our state and national associations furthers not only the cause of his business but that of his association, as well. If you agree, and wish to share your enthusiasm with others, introduce yourself to the auctioneer next to you at the next seminar or convention. Heck, you never know; it could be me and I'd like to get to know you.

By the way, the NAA/CAI tape that I purchased has come in handy on a couple of different occasions; it was well done.

**Keith A. Harris, CAI**  
President,  
Washington Auctioneers Association  
Bellevue, WA

*The following letter was sent to several magazines that advertised estates to be sold by the tag sale method.*

"And the controversy goes on. Tag sales vs Auctions to liquidate Estates. I can no longer remain silent. My biased opinion:"

Keep in mind both Tag Seller and Auctioneer are working for the seller. No one or even several people can possibly know the value of everything. What do Tag Sellers do? Guess? No guessing with Auctioneers, they have the appraisal of many,

*Continued on page 15*

## **In Memoriam**

**R.A. Waldrep**

**d. February 28, 1987**

**Kenneth Stewart, Sr.**

**d. December 2, 1987**

**John Wagster**

**d. October 8, 1987**

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- CONSIGNMENT LIST
- SELLER SUMMARY
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- BUYER'S STATEMENT
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## Forum

From page 15

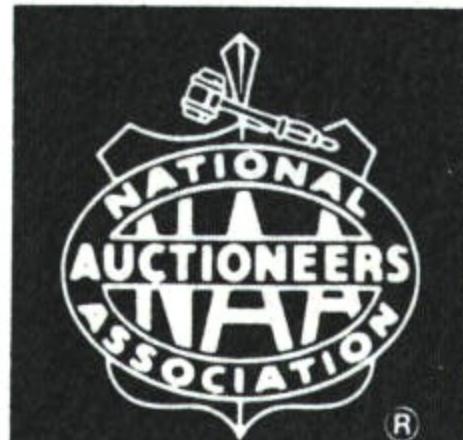
even hundreds. No one can possibly know what a friend, relative, or neighbor will pay for an item (sentimental value). Auctions give these buyers an opportunity to express their desires, which is usually much more than a tag sale price. Could there be arguments among relatives over some items at a tag sale? Auctions settle all arguments by competitive bidding. Could certain items be sold to a friend at under market value at a tag sale? Couldn't happen at a public auction, where all transactions are conducted out in the open. Are there any or many items left over from a tag sale, because of over pricing or little interest so they must be given away? Couldn't happen at an auction where **EVERYTHING** is sold.

Why do perfectly sane people, usually knowledgeable dealers, spend a cold, uncomfortable night on site at a tag sale to be first in line? TO MAKE LOTS OF MONEY!! Good for them. Bad for the seller and he didn't even know it. This could never happen at a well advertised, well executed auction by an experienced professional auctioneer.

Disadvantages of auctions: none! As long as they are conducted by an experienced, knowledgeable, professional auctioneer. Know your auctioneer and get references.

Finally: I wonder what Van Gogh's painting "Sunflowers" would have been sold for a tag sale. As we all know the auction sale price was much, much more than the pre auction tag estimate.

Bob Lilly, CAI  
Lilly Auction &  
Realty Company  
Charlotte, NC



# State News

## Texas

R.C. "Ronnie" Wiley of Rockdale, Texas has been named the grand champion auctioneer for 1987-1988, a title he has sought since selling his first auction at age 12.

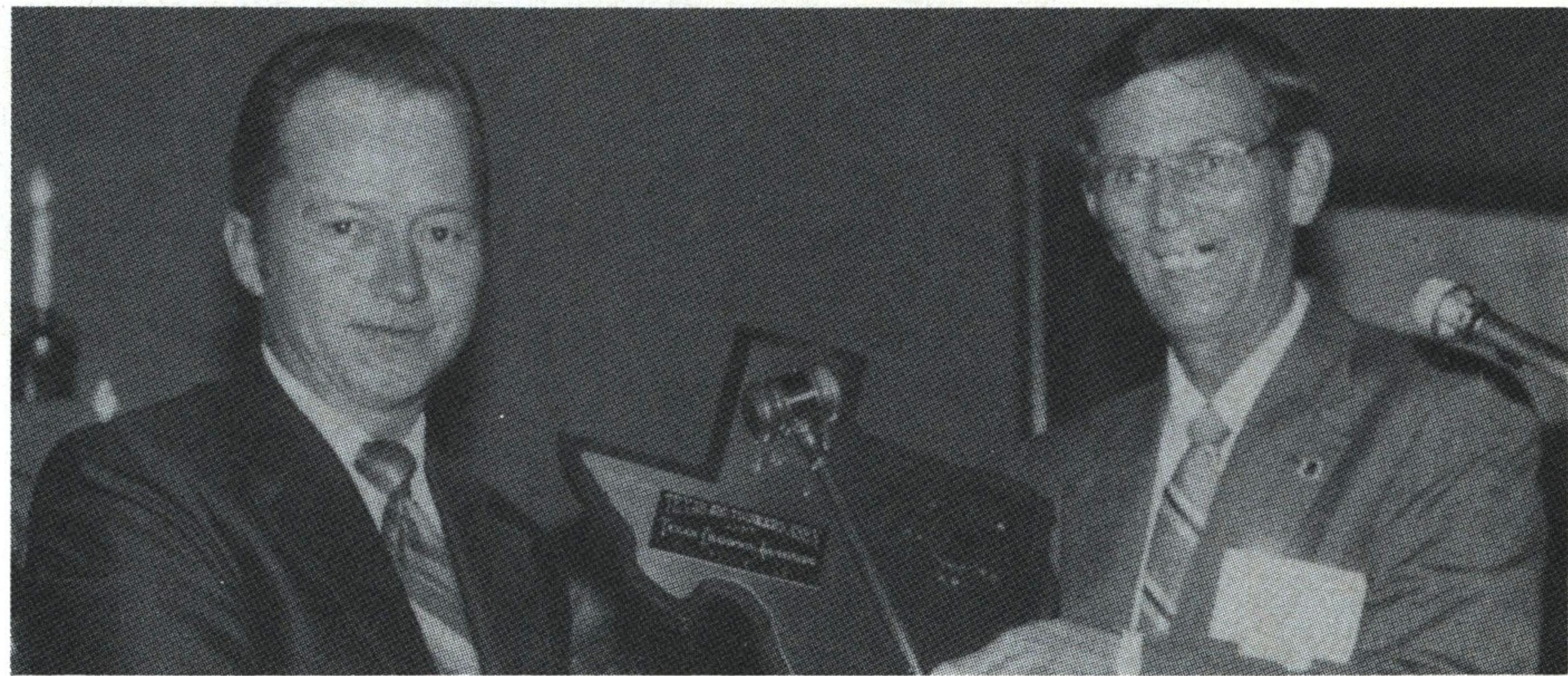
Wiley was named grand champion auctioneer at the annual convention of the Texas Auctioneer's Association in Kerrville, Texas. He was also elected association president and his video and letterhead/envelope entries also won top honors.

The 1987-1988 grand champ owner of Wiley Auction Co. is a graduate

of Rockdale High School and Reisch American School of Auctioneering in Mason City, Iowa. He also attended Blinn Junior College and Sam Houston State University.

A certified paramedic, he is a past president of Rockdale Emergency Medical Services and has donated his auctioneering services to the tune of approximately \$750,000.00 in charity per year.

His civic and community activities brought Wiley the Rockdale Chamber of Commerce's citizen of the year award in 1982.



R.C. "Ronnie" Wiley (left), Texas' new grand champion auctioneer, accepts his plaque and congratulations from Paul Henry, contest chairman, at the TAA convention in Kerrville.

## Indiana

Two hundred forty-four registrants attended the 1987 Indiana Auctioneers Association's convention November 8th & 9th at the Holiday Star Resort, Merrillville, Indiana.

Pre-convention activities included a Multi-Topic Seminar on November 7th featuring "Essentials of Bid-Calling", "Getting the Auction", "How to Advertise the Auction and Yourself", and "Physically Handling the Auction".

Tom Bauermeister of Fort Wayne, Indiana won the title of Hoosier Bid-Calling Champion. I.A.A. Director Marlin P. Maddux of Greensburg and I.A.A. Past President John E. Anderson of Lafayette were inducted into the I.A.A. Hall of Fame.

Newly elected officers are President David A. Taylor of Indianapolis,

First Vice President Chris D. Pell of Brazil, Second Vice President Gred M. Michael of Flora, Secretary-Treasurer Harry E. Buckles of Anderson. Directors with terms to expire in 1990 are Daniel E. Baker of Lafayette, Jimmie Yagle of Sandborn and Dave Myers of Decatur. Remaining Directors (with terms to expire in November, 1989) are Lee J. Wainscott of LaPorte, Dennis R. Jackson of Anderson, David R. Yager of Lynnville. Directorships expiring in November, 1988 are held by Richard D. Crum of Jeffersonville, Kenneth I. Red Elk of Camden, Dennis R. Polk of Leesburg and Fred Sayre of Valparaiso.

The 1988 convention will be held at the Holiday Inn North, Indianapolis.

*Continued on page 17*

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## Minnesota

The Minnesota State Auctioneers Association held its 39th annual convention January 14-16, 1988 at the Holiday Inn International, Bloomington, MN.

The 3-day program included Jim Wiegand, Dean of Continuing Studies, Indiana University; Keith Vegors, President, Norwest Bank, South St. Paul; Dean Parker, Chairman of the Board, NAA; Kelly Conger, President of North Star Auto Auction; Homer Kruckenberg of Kansas on Auction Oratory; and Joe Maas of Rochester, MN, on Real Estate at Auction. The 189 registrants also enjoyed a presentation from representatives of 8 auction schools from around the country.

One of the highlights was the purchase of 125 old NAA THE AUCTIONEER magazines, covering the years 1955 - 1972, donated to the fun auction by long-time member Orville M. Schroeder of Caledonia, MN. The MSAA purchased the collection for \$210 and donated it to the NAA Foundation.

## California

The 1987 CSAA Convention at Harrah's Lake Tahoe was a great success with eighty members plus several guests and industry related exhibitors.

The seminars were well worth the time and money for new information and insights and knowledge gained from other auctioneers.

The 1988 Bid Calling Championship was won by Jim Mulrooney of Galt. George Shamblin was First Runner Up; John W. Giles of Sacramento was Second Runner up.

Advertising Contest winners are as follows:

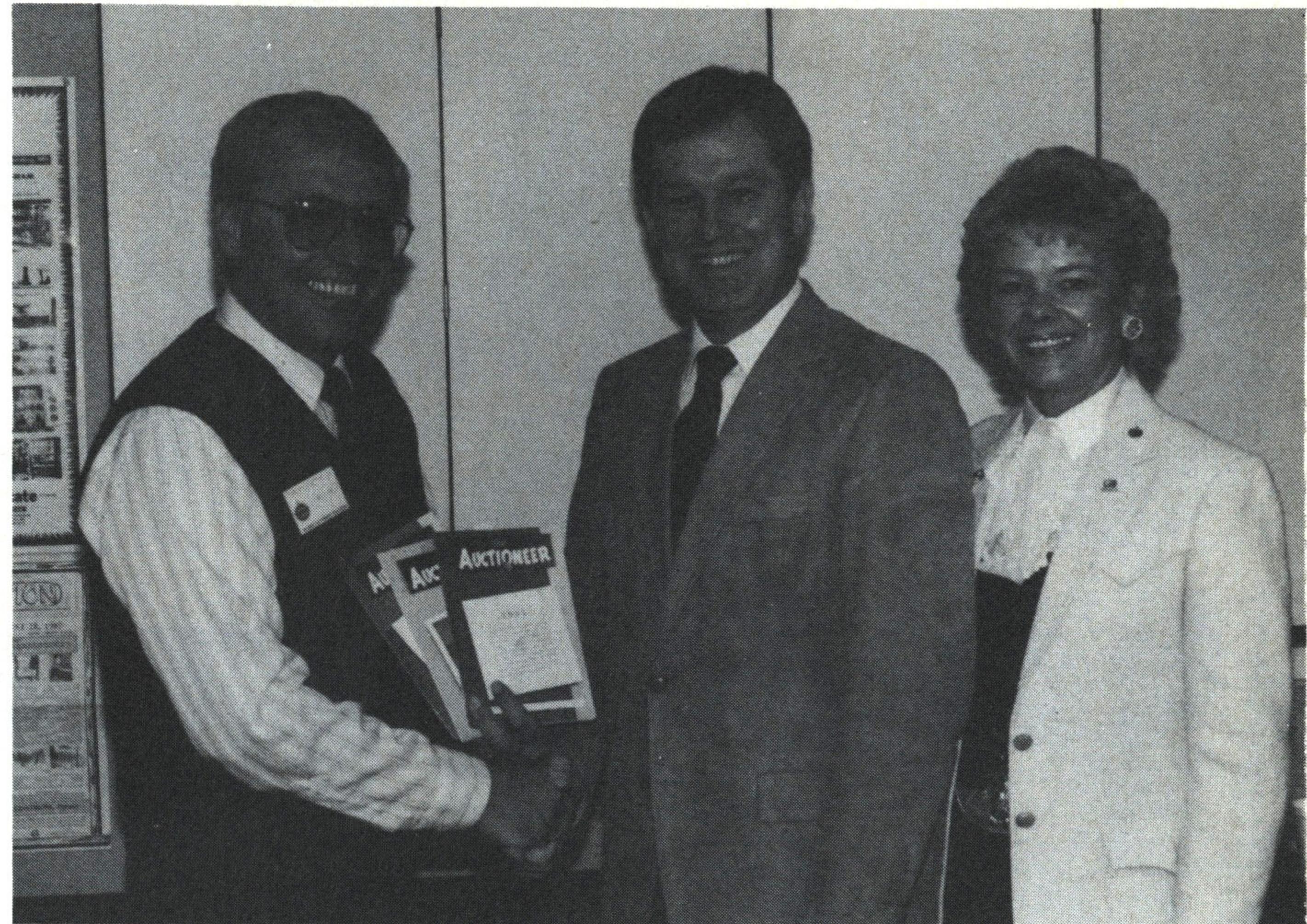
Newspaper: Geiger Auction Sales, Rancho Cordova

Slick Publication: John Moran Auctioneers, Pasadena

Color Sale Brochure: Huisman Auction Co., Sacramento

Black & White Sale Brochure: Geiger Auction Sales, Rancho Cordova

March 1988



*NAA Director, Robert Steffes, CAI thanks MSAA President Paul Behr, CAI and Vice President Carol Reinhardt, CAI for the donation of a 125-issue collection of THE AUCTIONEER magazine to the NAA Foundation.*

Auction Business Stationery: John Moran Auctioneers, Pasadena

Institutional Brochure: Macon Brothers Auctioneers, Sonora, California (Oregon & Washington)

## Florida

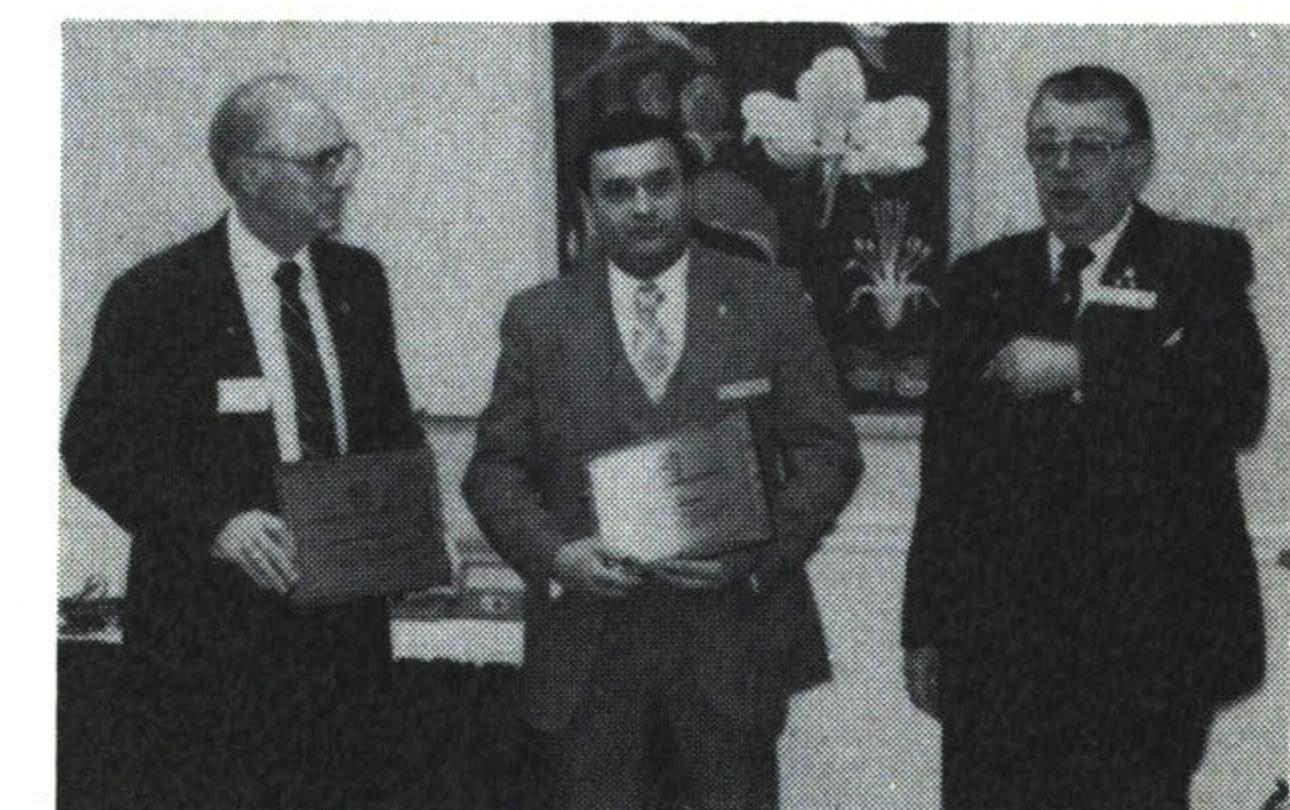
The Florida Auctioneers Association already has five members who are Life members. The Life membership idea was suggested by Board Member Richard Haworth who became its first participant.

The life membership dues are based on ten times the annual dues; the figure at this time is \$500. The monies are placed in an interest bearing account. The interest goes into the general fund and the principal can be used only in an emergency. Its withdrawal requires a two-thirds vote of the entire Board of Directors.

Life membership wall plaques were presented to the new life members Richard Haworth and Martin Higgenbotham, CAI at the FAA

annual convention in Naples last December. Robert A. Berman, Lewis C. Dell, and Dave Manor will receive their plaques in the near future.

Further information on this new plan may be obtained from the FAA Secretary/Treasurer, George E. Kelly, CAI, 17493 Lake Lindsey Road, Brooksville, FL 34601, 904/796-0619.



*Richard Haworth and Martin Higgenbotham, CAI receive their life membership plaques from FAA Secretary/Treasurer George E. Kelly, CAI.*

*Continued on page 57*



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## Auctioneers

**Association of Arizona, Inc.**—President: Ray Stewart, 3737 West Gardenia Ave., Phoenix, AZ 85021, (602) 841-7513. Secretary: Jeanne M. Jackson, 6019 W. Pierce, Phoenix, AZ 85043, (602) 272-5270.

## Arkansas

**Auctioneers Association**—President: Neal Davis, P.O. Box 659, Beebe, AR 2012, (501) 882-6431. Secretary: Louise Appling, 4833 Leonard, Memphis, TN 38109, (901) 789-1291.

## California State

**Auctioneers Association**—President: Ken McCormick, CAI 743 El Cajon Boulevard, El Cajon, CA 95370, (619) 460-4716. Secretary: Milton J. Costa, P.O. Box 1815, Paso Robles, CA 93447, (805) 238-1060.

## Colorado

**Auctioneers Association**—President: Art Parker, 1326 8th Ave., Greeley, CO 80631, (303) 353-2061. Secretary: Lyle Rice, P.O. Box 86, Bennett, CO 80102, (303) 644-3313.

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**Auctioneers Association**—President: William Ulbrich, 128 East Street, Wallingford, CT 06492. Secretary: Adele Scavone, 685 High Street, Naugatuck, CT 06770.

## Florida

**Auctioneers Association**—President: Gary L. Bradford, CAI, 3375 29th Avenue SE, Naples, FL 33964. Secretary: George E. Kelly, CAI, 17493 Lake Lindsey Rd., Brooksville, FL 34601, (904) 796-0619.

## Georgia

**Auctioneers Association**—President: Ben Potts, 561-S Thornton Road, Lithia Springs, GA 30057, (404) 948-7805. Secretary: Bobby Tucker, 561-S Thornton Road, Lithia Springs, GA 30057, (404) 948-7805.

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**Association of Professional Auctioneers**—President: Lynn Hossner, 109 N. 2nd West, St. Anthony, ID 83445, (208) 624-3782. Secretary/Treasurer: Bill Anneker, 8272 Colt Drive, Boise, ID 83709, (208) 362-3917.

## Illinois

**Auctioneers Association**—President: Larry D. Martin, R.R. 1, Box 318, Maroa, IL 61758, (217) 935-8211. Secretary: Rondel L. Boyd, 108 W. Main Street, P.O. Box 160, Oblong, IL 62449, (618) 592-4233.

## Indiana

**Auctioneer Association**—President: David A. Taylor, CAI, 6804 Summer-time Drive, Indianapolis, IN 46226. Secretary: Harry E. Buckles, R.R. 1, Box 262, Anderson, IN 46011, (317) 378-7924.

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**Auctioneer Association**—President: Norman Bousselot, Rt. 1, Box 18, Calamus, IA 52729, (319) 246-2628. Secretary: Margaret H. Bloomer, Rt. 3, Box 43, Glenwood, IA 51534, (712) 527-3615.

## Kansas

**Auctioneer Association**—President: Bob Bloomer, P.O. Box 386, Osborne, KS 67473, (913) 346-2856. (913) 738-5933. Secretary: Sherri Theurer, 318 N. Washington, Wellington, KS 67152, (316) 326-7315.

## Kentucky

**Auctioneers Association**—President: Jim Lynch, 4520 Hopewell Rd., Jeffersontown, KY 40299, (502) 267-9822. Secretary/Treasurer: Ron Kirby, CAI, 608 North Main, Franklin, KY 42134, (502) 586-8288. Executive Director: Wilma Atherton, P.O. Box 148, Hodgenville, KY 42748, (502) 358-3812.

## Louisiana

**Auctioneers Association**—President: Tom Baudry, 36523 Swamp Rd., North, Prairieville, LA 70769, (504) 673-3886. Secretary: Jerry Rosato, 4618 Cleveland Ave., New Orleans, LA 70119, (504) 586-6780.

## Maine

**Auctioneers Association**—President: Tom Prindal, Mahre Point, Brunswick, ME 04011, (207) 729-0040. Secretary: Pamela J. Brooks, Box 270, Mill Street, Burnham, ME 04922, (207) 487-2468.

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**Association of Maryland**—President: Robert H. Campbell, II, 229 Garden Gate Lane, Annapolis, MD 21403. Secretary: Andrew Billig CAI, 16 E. Fayette St., Baltimore, MD 21202, (301) 752-8440. Executive Secretary: Gladys M. Ridge, 15 North Court Street, Frederick, MD 21701, (301) 663-1555.

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**State Auctioneers Association**—President: Anthony R. Ferolito, 57 Bay State Road, Cambridge, MA 02138, (617) 492-1303. Secretary: Richard T. Murphy, 102 Pleasant, P.O. Box 23, Stoughton, MA 02072, (617) 344-1122.

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## Mississippi

**Auctioneers Association**—President: J. Drue Lundy, P.O. Box 577, Belzoni, MS 39038, (601) 247-3292. Secretary: Billy Nichols, P.O. Box 463, Belzoni, MS 39038.

## Missouri

**State Auctioneers Association**—President: Lance Walker, CAI, 102 N. Broadway, Hayti, MO 63851, (314) 594-5414. Secretary: Dan H. Livingston, Rt. 1, Box 21A, Willard, MO 65781, (417) 742-2568.

## Montana

**Auctioneers Association**—President: Robert Miller, 347 Hope Road, Helena, MT 59601, (406) 548-4116. Secretary: Gayle Ellis, P.O. Box 915, Roundup, MT 59072, (406) 323-1827.

## Nebraska

**Auctioneers Association**—President: Don Egle, 2101 W. 7th, McCook, NE 69001, (308) 434-3303. Secretary/Treasurer: James Wegener, Rt. 1, Box 72, Humphrey, NE 68642, (402) 923-0958. Executive Secretary: Larry Hammer, 2501 S. 74th, Lincoln, NE 68506, (402) 483-7333.

## Nevada

**Auctioneers Association**—President: Donalee A. Fitzgerald, 504 El Rancho Drive, Sparks, NV 89431, (702) 358-7773.

## New Hampshire

**Auctioneers Association**—President: Reggie Geno, CAI, Blackwater Road, West Canaan, NH 03741, (603) 632-4625. Secretary: Deborah J. Swanson, 41 Newton Junction Road, Kingston, NH 03848, (603) 382-5621.

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**State Society of Auctioneers Inc.**—President: Bob Koty, CAI, P.O. Box 625, Freehold, NJ 07728, (201) 780-1265. Secretary: Margaret H. Combs, CAI, P.O. Box 277, Whitehouse Station, NJ 08889, (201) 534-9441.

## New Mexico

**Auctioneers Association (Inactive)**—Contact: Jacquelyn Paul, P.O. Box 8655, Albuquerque, NM 87198-8655, (505) 291-8422.

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**Auctioneers Association Inc.**—President: Richard G. Mason, Box 175, RD #2, Fillmore, NY 14735, (716) 567-8844. Secretary: Duane E. Gansz, CAI, 14 William St., Lyons, NY 14489, (315) 946-6241.

*Continued on page 21*

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#### Auctioneers

**Association of North Carolina**—President: Tony Stone, CAI, P.O. Box 250, Bailey, NC 27807, (919) 235-2200. Secretary: Rusty Lutz, 669 Startown Highway, Newton, NC 28658, (704) 327-0752.

#### North Dakota

**Auctioneers Association, Inc.**—President: Jean Ann Halgaas, 806-17th St. S.E., Jamestown, ND 58401, (701) 252-1315. Secretary/Treasurer: Todd Goheen, R.R. 1, Box 103, Carrington, ND 58421, (701) 674-3278. Executive Secretary: Kay Aldinger, R.R. 1, Box 36A, Cleveland, ND 58424, (701) 763-6262.

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**Auctioneers Association**—President: Dick Miller, 2820 S. Limestone, Springfield, OH 45505, (513) 322-3741. Secretary: Byron Dilgard, CAI, 135 Union, Ashland, OH 44805, (419) 325-2122.

#### Oklahoma

**Auctioneers Association**—President: Donald Godfrey, 5105 N.W. 19th, Oklahoma City, OK 73127, (405) 942-2750. Secretary: Ray Patterson, CAI, P.O. Box 428, Frederick, OK 73542, (405) 335-2320.

#### Oregon

**Auctioneers Association**—President: Lee Woodill, CAI, 982 Dancer Rd., Camas Valley, OR 97416, (503) 445-2256. Secretary: Joy Cearley, P.O. Box 5432, Eugene, OR 97405.

#### Pennsylvania

**Auctioneers Association**—President: Donald E. Hock, 205 Dutch Hill Rd., Bloomsburg, PA 17815, (717) 784-7849. Secretary: James Lewis, 557 Wyoming Ave., Wyoming, PA 18644 (717) 693-0372. Exec. Secretary: Jeanie M. Staley, P.O. Box 551, Dauphin, PA 17018, (717) 921-2800.

#### Rhode Island

**Auctioneers Association**—President: Jack Martone, 64 Spencer St., West Warwick, RI 02893, (401) 826-1564. Secretary: David F. Lucas, 2 High St., Smithfield, RI 02917, (401) 231-0920.

#### South Carolina

**Auctioneers Association**—President: Ivan Broadwell, CAI, 214 Main St., Ft. Mill, SC 29715 (803) 547-6677. Secretary/Treasurer: H.L. Dodgen, Rt. 1, Box 159, Greenwood, SC 29646 (803) 227-8777. Executive Secretary: Shirley Broadwell, 214 Main St., Ft. Mill, SC 29715 (803) 547-6677.

#### South Dakota

**Auctioneers Association**—President: Wayne Bessman, Rt. 1, Box 110, Madison, SD 57042, (605) 256-4980. Wieman, Box 551, Freeman, SD 57029, (605) 925-4147. Exec. Secretary: Kristi M. Fischer-Wagner, 457 W. 11th, Winner, SD 57580, (605) 842-2955.

#### Southern California

**Auctioneers Association**—President: Steven Grove, 2020 E. 7th St., Los Angeles, CA 90021, (213) 624-8401. Secretary: Maury Slavkin, 6860 Canby Ave., Ste. 118, Reseda, CA 91335, (818) 708-3028.

#### Tennessee

**Auctioneers Association**—President: Hugh Howell, 412 Gallatin Road, S., Madison, TN 37115, (615) 868-3040. Secretary: Bobby Colson, 2012 Beech Avenue, Nashville, TN 37204, (615) 292-6619.

#### Texas

**Auctioneers Association**—President: Pete Bond, CAI, Rt. 2, Box 30A, Edinburg, TX 78529, (512) 383-3092. Secretary: E. Robert Emley, CAI, P.O. Box 5380, San Antonio, TX 78201, (512) 736-4003.

#### Utah

**Auctioneers Association**—President: Gary E. Manning, 1630 N. Oak Lane, Provo, UT 84604, (801) 350-3056. Secretary: Steven Mallory, 5019 W. Shootingstar Avenue, West Jordan, UT 84084, (801) 968-0739.

#### Vermont

**Auctioneers Association**—President: Charles M. Barsalow, 15 Main Street, Milton, VT 05468, (802) 893-2660. Secretary/Treasurer: Sandi Murphy, P.O. Box 20, Enosburg, VT 05450, (802) 933-2494.

#### Virginia

**Auctioneers Association**—President:

R.F. Pangle, CAI, 933 S. Main St., Woodstock, VA 22664, (703) 459-2113. Secretary/Treasurer: Barry Cole, Rt. 1, Box 182, Callaway, VA 24067, (703) 483-4539.

#### Washington

**State Auctioneers Association**—President: Keith A. Harris, CAI, 3040 112th Avenue SE, Callaway, VA 24067, (206) 451-8922. Secretary: Ken Maurer, P.O. Box 2662, Pasco, WA 99302, (509) 547-5538.

#### West Virginia

**Auctioneers Association**—President: Darwin K. Plumlee, Rt. 1, Box 54, Hedgesville, WV 25427, (304) 754-8874. Exec. Director: Carlyle G. Millard, 413 High, Bridgeport, WV 26330, (304) 842-2946.

#### Wisconsin

**Auctioneers Association**—President: Robert Gavin, CAI, 631 N. Walnut Street, Reedsburg, WI 53959, (608) 524-6416. Secretary: Robert Massart, CAI, 2545 Finger Rd., Green Bay, WI 54302, (414) 468-1113.

#### Auctioneers Association

**of Canada**—President: G. Paul Gardner, 114 Commissioners Rd. East, London, ONT Canada N6C 2T1, (519) 685-2929. Secretary: Carrie Hands, RR 2, Brockville, Ont. Canada K6V 5T2, (613) 926-2919

#### Auctioneers

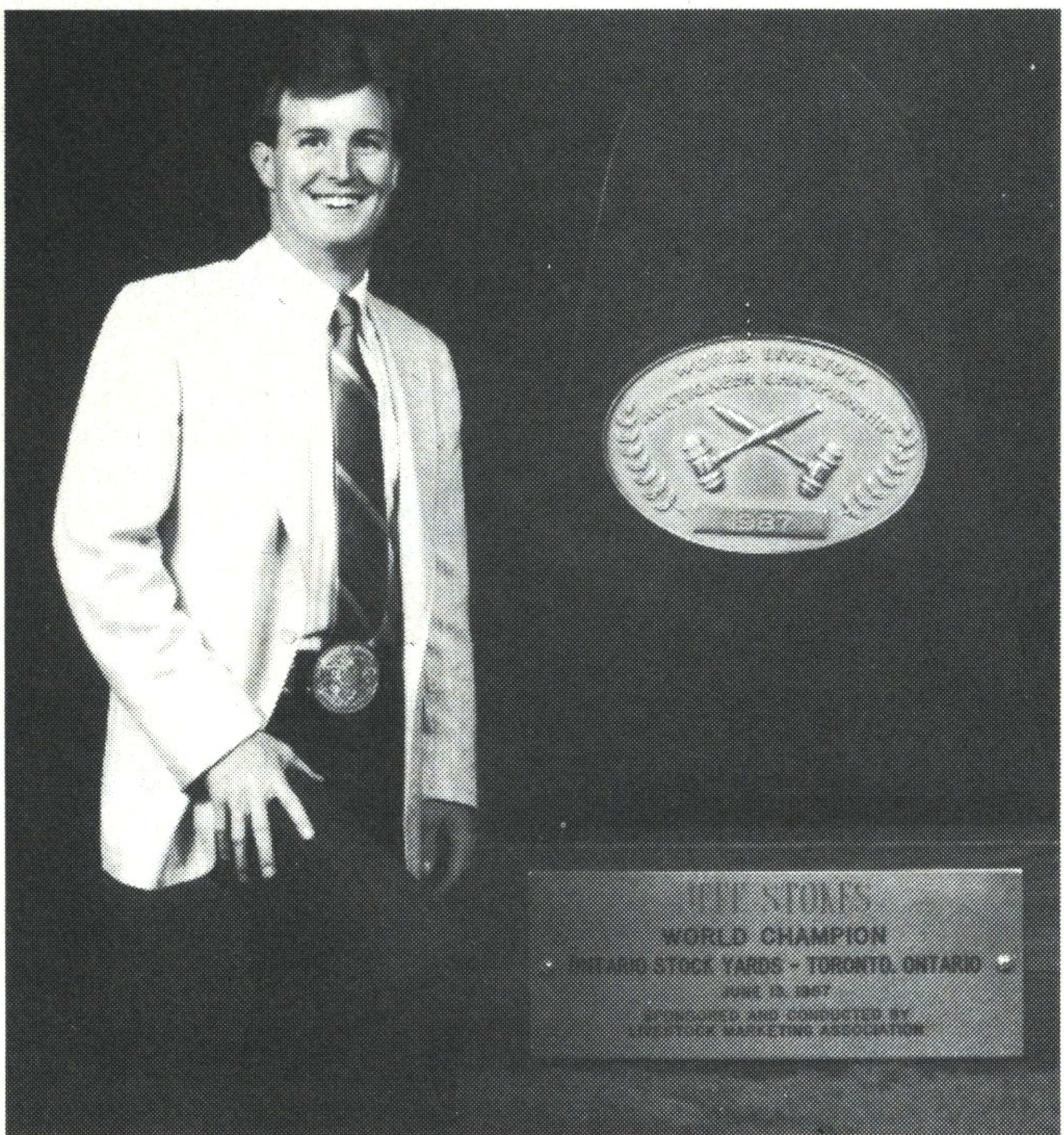
**Association of Alberta**—President: Wes Spencer, #300, 11821 - 123 Street, Edmonton, Alberta, Canada T5L 0G7, (613) 926-2919. Secretary: Lorraine Klepper, R.R. 1, Red Deer, Alberta, Canada T4N 5E1, (403) 340-2070.

## About The Cover

Newly Acclaimed All Around World Champion Auctioneer Phil Thompson proudly holds his trophy with NAA President Haskel Ayers, CAI at the Canadian Auctioneers Association convention held in January in Edmonton, Alberta.

# CONGRATULATIONS to the "CHAMPS"

*The year is half over and how quickly people forget the winners. Western College of Auctioneering would again like to say great job to all three of our graduates that won the 1987 World Livestock Championship.*



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# State Convention Dates

**1988**

April 8-10      *Iowa Auctioneers Association*, Sheraton Inn, Des Moines

April 8      *Utah Auctioneers Association*, Dudley Althaus, CAI - Confirmed NAA Rep, Steve Mallory - Contact (801) 968-0739

April 12-13      *New Hampshire Auctioneers Association*, Stephen H. Schofield, CAI (603) 539-6619

April 17-18      *Kentucky Auctioneers Association*, Ramada Inn East, Jeffersontown, Contact: Bruce Thomason, (502) 955-7342

April 22-23      *Arkansas Auctioneers Association*, Ramada Inn, Hot Springs, Contact: Louise Appling, (901) 789-1291

April 29-  
May 1      *South Carolina Auctioneers Association*, Holiday Inn NE, Columbia, SC - Harvey McCray - Confirmed NAA Rep, Shirley Broadwell Contact (803) 547-6677

May 7-8      *Missouri State Auctioneers Association*, Lake of the Ozarks, Dudley Althaus, CAI - Confirmed NAA Rep, Lance Walker, CAI, Contact (314) 359-1144

May 7-8      *Nebraska Auctioneers Association* Contact: Don Egle (308) 345-3303

June 2-4      *Texas Auctioneers Association*, Stouffer Hotel, Austin, TX, Haskel Ayers, CAI - Confirmed NAA Rep E. Robert Emley, CAI - Contact (512) 736-4003

June 5-7      *Georgia Auctioneers Association*, Villas by the Sea, Jekyll Island, Cindy Hester - Contact (404) 948-7805

June 10-12	<i>South Dakota Auctioneers Association</i> , Lake Side Motel, Madison, Contact: Wayne Bessman, (605) 256-4980
June 11-12	<i>Florida Auctioneers Association</i> , Embassy Suites, Orlando, FL
Oct. 1-2	<i>Missouri State Auctioneers Association</i> , Cape Girardeau
Nov. 6-7	<i>Illinois State Auctioneers Association</i> , Dudley Althaus, CAI Requested NAA Rep, Rondel L. Boyd - Contact (618) 592-3472
Dec. 3-4	<i>Florida Auctioneers Association</i> , Gainesville, FL

# National Seminars & Conventions

**1988**

July 13-16      NAA CONVENTION, Hyatt Regency, Crown Center, Kansas City, Missouri

Nov. 6-9      NAA SEMINAR, Sheraton Cancun, Mexico

**1989**

Jan. 23-25      NAA SEMINAR, PERSONAL PROPERTY, Orlando, Florida

Feb. 22-24      NAA SEMINAR, REAL ESTATE, Kansas City, Missouri

April 2-7      CERTIFIED AUCTIONEERS EDUCATIONAL INSTITUTE, University of Indiana, Bloomington, Indiana

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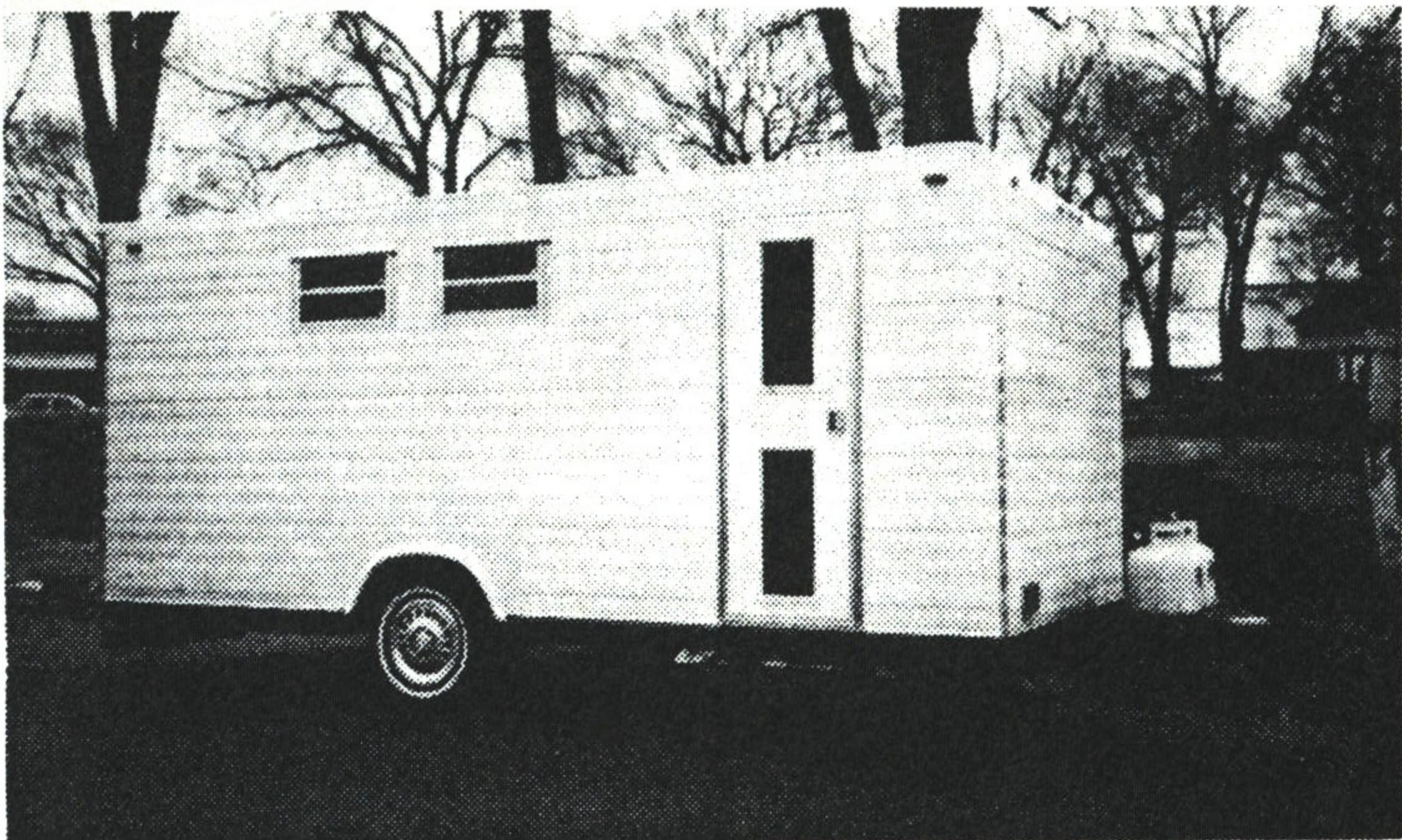


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(701) 523-3652

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*Terms Expire 1988*

Mrs. Dave (Carol) Addy  
P.O. Box 2855  
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(307) 266-4915  
Mrs. L.H. (Maxine) Carter  
Box 427  
Gardner, KS 66030  
(913) 884-8271  
Mrs. Bob (Barbara) Glass  
Box 237  
Sterling, CT 06377  
(203) 564-7318

Mrs. Ed (Betty) Short  
1341 East Orchard Lane  
Phoenix, AZ 85020  
(602) 944-5626

## **Meet And Learn With The Auxiliary**

*by Lucy Faison*

This is a good month to start planning to attend our annual National Auctioneers Association Convention, July 13 - 16th. Make sure the dates are clear on your calendar now. As an Auxiliary member I have become acquainted with so many informed ladies from all across the U.S.A. and Canada. Their friendship and their knowledge of the auction profession has been very worthwhile. I enjoy sharing that which I have learned and am always eager to learn from the other members.

The Auxiliary program, luncheon, auction and business meeting are always enlightening. The National Auctioneers Association seminars are good and informative. It is so important that we auction partners be informed as well as the auctioneers. Just think: it would be very difficult for our auctioneer partner to attend seminars and have to relay all this good information to us.

So, attend the convention, join the Auxiliary. We need your input and your support!

## **A Good Resolve**

*by Barbara Glass*

The beginning of the new year or the beginning of the fiscal year—even the beginning of spring—is the time to make a resolution that will strengthen one's company.

Once in a while small problems occur that could turn into large ones unless they are nipped in the bud. The best way to eliminate many small sources of irritation is to COMMUNICATE. The old adage states the truth, "The pen is mightier than the sword."

We have decided to take up the pen. In other words we need to communicate

among our clients as we plan each auction. We need to "pen" to them just what a great job we are doing, what we are planning and what results we have had. When the bankers, lawyers or individuals are kept informed, there is no way they can be displeased with the services we are providing. Also, a follow-up "thank you" adds a special touch.

Remember, communicating in black and white as a part of your regular routine saves needless headaches later. Having the mighty pen work with you makes everything run smoothly.

## **Emphasis On The Future**

*by Ginger Blocker*

*Secretary-Treasurer Auxiliary to the NAA*

I overheard my husband, Jimmy, ask a friend if he had made his goal in 1987. His goal was to make one million dollars. Since that wasn't accomplished in 1987, he moved it up to be 1988's goal.

It amazes me the number of people who live in the past. "Remember when we had this big sale or when we almost sold that large tract of land?" That which has already happened is to inspire us to a better tomorrow. Charles Kettering wrote, "My interest is in the future, because I'm going to spend the rest of my life there."

This is one thing that has always impressed me about the NAA. The emphasis is always on the future --

how to improve this profession we are in. We in the Auxiliary know that when the auctioneer in our family improves and grows in the business or has a great sale, we benefit -- and we certainly hope our pride shows through.

I really enjoyed Jeff Stokes' article in the January, 1988 issue of THE AUCTIONEER Magazine. To be on top, a person needs a positive attitude and a desire to improve whether through practice, education and/or experience. We all need these things in our future.

I know the NAA and the Auxiliary will continue to offer the education aspects. I sure hope each of us will take the opportunities presented to us for the best future possible.

Due to computer conversion of our membership files, many of the addresses of our Canadian members are incomplete in the February NAA Membership Directory issue of THE AUCTIONEER.



Here is an updated -- and hopefully accurate! -- Roster of our Canadian members.

## NAA Active Members, Canada

Allen, Gerald R., Allen & Rosenman Auct., 3870 - 156th Street, Surrey, British Columbia, Canada V3S 4N7  
Althen, Don C., Twin River, Alberta, Canada T0K 050  
Amos, June, Jack Amos Contracting, 1442 Stavebank RD., Mississauga, Ontario, Canada L5G 2V3  
Belec, Serge, 19, 990 Lakeshore Rd., Baie D'Urfe, Quebec, Canada H9X 1P2  
Brittan, Les R., Riverside Auct. Pavilion, P.O. Box 253, Hastings, Ontario, Canada K0L 1Y0  
Cameron, Hugh J., Taymouth, New Brunswick, Canada E0H 1VO  
Cameron, Hugh K., Cameron Auct & Appraisers, Taymouth, New Brunswick, Canada E0H 1VO, 506/367/2055  
Caron, Vincent A., 15-393 Baldoon Road, Chatham, Ontario, Canada N7L 4P3  
Carson, W. D., Carson Farms & Auctions, Rural Route 3, Listowel, Ontario, Canada N4W 3G8  
Cherns, Lorne J., 365 Ferry Road, Winnipeg, Manitoba, Canada R3J 1W3  
Coughlin, Patrick, 407 Country Club Blvd., Winnipeg, Manitoba, Canada R3K 1X5  
Cryderman, Gerald, Rural Route 1, Thanesville, Ontario, Canada N0P-2KO  
Davis, Alex, Alex Davis & Assoc., Inc., 3300 Cavendish Boulevard, Montreal, Quebec, Canada H4B 2M8  
Deveau, Robert, 297-299 Queen St. E., Toronto, Ontario, Canada M5A 1S7  
Ellis, Roy T., P.O. Box 911, Chatham, Ontario, Canada N7M 5L3  
Fitzpatrick, John J., 56 Kenmount Rd., Saint John's, Newfoundland, Canada A1B 1W3  
Galbraith, A. J., 1155 Melville Street, Suite 14, Vancouver, British Columbia, Canada V6E4C4  
Gardner, G. P., 114 Commissioners Rd., East London, Ontario, Canada N6C 2T1  
Gordon, Alicia Y., Gordon Auctions, Rural Route 6, Kingston, Ontario, Canada K7L-4V3, 613/542/0963  
Gordon, Barry F., CAI, Gordon Auctions, Rural Route 6, Kingston, Ontario, Canada K7L-4V3, 613/542/0963  
Hall, Frank, Hall's Auction Services Ltd., 815 10th Ave. SW, Calgary, Alberta, Canada T2R 0B4, 403/237/6730  
Hall, W. V., 1390 Watersedge Road, Mississauga, Ontario, Canada L5J 1A4  
Hands, H. John, Rural Route 2, Brockville, Ontario, Canada K6V 5T2, 613/926/2919  
Henke, W. E., P.O. Box 1247, Coquitlam, British Columbia, Canada V3J 6Z9  
Hodgins, Grant, Box 3310, Melfort, Saskatchewan, Canada S0E 1AO

Hooker, Dean, 71 Lambton St., Box 264, Ormstown, Quebec, Canada J0S IK0  
Hovmand, Neil, 410 Kelvin Blvd., Tuxedo Winnipeg, Manitoba, Canada R3G 2M7  
Hurlburt, Ken, P.O. Box 1119, Fort Macleod, Alberta, Canada T0L 0Z0  
Klepper, Lorraine, Auction Assn. of Canada, Rural Route 1, Red Deer, Alberta, Canada T4N 5E1  
Knight, Ken, 1871 Ellice Avenue, Winnipeg, Manitoba, Canada R3H-0C1  
Krueger, Wayne, 21294 Peardonville Road, Abbotsford, British Columbia, Canada V2S 5W6  
Lawrence, Mike, Montreal Auto Auction Ltd., 325 Rue Norman Ville, St. Pierre, PQ, Canada H84 1A3  
Lobb, Richard H., Box 342, Clinton, Ontario, Canada N0M 1L0  
Loo, Timothy P., Vital Realty Inc, 2130 Lawrence Ave. E. #402, Scarborough, Ontario, Canada M1R 3A6  
Lyon, Pat, Rural Route 2, Grand Bend, Ontario, Canada N0M 1TO  
Lyons, Daniel, Ontario Real Estate Auction, 2130 Lawrence Ave. E. #402, Scarborough, Ontario, Canada M1R 3A6  
Martin, Marlin, 6311 #7 Road, Richmond, British Columbia, Canada V6W 2P4  
McIntosh, Max V., 7015 Macleod Tr. 5, #400, Calgary, Alberta, Canada T2H 2K6  
McKenzie, John B., McKenzie Auction Co. Lmt., Box 266, Tillsonburg, Ontario, Canada N4G 4H5  
McLean, Orval G., Rural Route 2, Lindsay, Ontario, Canada K9V 4R2  
McLean, Ross, 870 Tuanton Road E, Whitby, Ontario, Canada L1N 5R7  
Moore, Norman R., P.O. Box 67, Alder Flats, Alberta, Canada T0C OAO  
Morash, E. L., Atlantic Auction Service, Box 199, Elmsdale, Nova Scotia, Canada B0N 1M0  
Murray, Glen A., Bonds Corners, Rural Route 5, Woodstock, Ontario, Canada N4S 7V9  
Nasby, Floyd R., Rural Route 2, Spruce Grove, Alberta, Canada T0E 2CO  
Niessen, Gerald, CAI, Gerry Niessen & Co. LTD, 114 Chatham Place, Penticton, British Columbia, Canada V2A-7L6  
Peterson, Gary J., 7800 Cote De Liesse Suite 155, St. Laurent, Quebec, Canada H4T 1G1  
Rathwell, Bruce R., Highway 4, Brucefield, Ontario, Canada NOM 1JO  
Reese, Lloyd, 1226 Wiltshire Dr., Sarnia, Ontario, Canada N7S 3W2

Reinhart, Donald, W., 12211 Hurontario Street, Snelgrove, Ontario, Canada L0P 1M0, 416/846/1071  
Richards, Barbara, 92 College Cr., Barrie, Ontario, Canada L4M 5C8, 705/726/2120  
Riley, Harry H., 526 Queenston St., P.O. Box 1538, St. Catharines, Ontario, Canada L2R 7J9  
Roseman, Shelly, 805 - 141 Lyon Court, Toronto, Ontario, Canada M6B 3H2  
Rosenman, Simon, Allen & Rosenman, P.O. Box 2062, Vancouver, British Columbia, Canada V6B 3S3  
Ross, Jack C., 149 King Drive, Prince George, British Columbia, Canada V2M 4V6  
Rutledge, Roy, Box 748, Assiniboia, Saskatchewan, Canada SOH OBO  
Savard, W. J., Deni-Sard Ent. Ltd., 711-40 Osgoode Drive, London, Ontario, Canada N6E 2C8  
Sim, Ron H., Sim's Auction Service, Rural Route 1, Site 3, Box 10, Red Deer, Alberta, Canada T4N 5E1, 403/885/5073  
Sinclair, James C., CAI, Ansco Inc., Auctioneers, Rural Route 3, Frankford, Ontario, Canada K0K2C0  
Spencer, Wes, 11821 123 Street, Edmonton, Alberta, Canada T5L 0G7  
Stapleton, Frank G., P.O. Box 1, Newtonville, Ontario, Canada LOA 1J0  
Stein, Jerry, CAI, P.O. Box 40, Ahuntsic, Quebec, Canada H3L 3N5  
Stiles, F. L., Box 1393, Sackville, New Brunswick Canada E0A 3CO  
Storey, Dennis N., CAI, Storey Auctions, 530 First Street, London, Ontario, Canada N5V 1Z3  
Storey, Derrick N., Storey Auctions, 530 First Street, London, Ontario, Canada N5V 1Z3  
Sumida, Guy, CAI, 10 Hickory Street, Brandon, Manitoba, Canada R7A 0Z2, 204/725/2698  
Timewell, Steve, 26 Locke Avenue, St. Thomas, Ontario, Canada N5P 3X6  
Van Klaveren, John A., Great-West Auction Co., Rural Route 1, Wyoming, Ontario, Canada N0N 1TO  
Wahl, John, 8541 112 St., Delta, British Columbia, Canada V4C 4X1  
Wolff, Delton, Rural Route 1, Dapp, Alberta, Canada T0G 0S0, 403/954/2299  
Zajes, Karl S., CAI, Zajes Auctions LTD., Box 157, Warburg, Alberta, Canada TOC 2TO



Is there an error in your directory listings?

Please send corrections or changes in writing to the NAA office, 8880 Ballantine, Overland Park, Kansas 66214.

# 1988 NAA Convention

## *Hyatt Regency Hotel, Kansas City, Missouri*

### *July 11-17, 1988*

## **NAA Convention Hotel Renovations Are Underway**

### **KC LIFE DOWNTOWN**

During the next four months, all of the guest rooms and public corridors at the Hyatt Regency Crown Center Hotel will undergo a \$6.5 million renovation. The work will complete a \$7.5 million overhaul of the seven-year-old hotel, said Stephen G. Trent, general manager of the Hyatt Regency.

"We are very excited about the changes soon to take place and believe our efforts will have a positive impact on Kansas City's ability to attract future convention groups," Trent said.

"We operate on a modernization plan in which the hotel's public areas are renovated every seven years. Our doors opened in 1980 and the guest room upgrade is the last phase of this plan. The plan calls for the renovation of the hotel's 732 guest rooms, elevator

foyers, corridors, Regency Club and Gold Passport rooms and lounges. With the recent total renovation of the nearby Westin Crown Center Hotel, the Crown Center complex boasts over 1,500 guest rooms."

Just completed was a \$1 million renovation of the Hyatt Regency's three restaurants and function rooms, including the 17,400 square foot Regency Ballroom.

Trent noted that designs for the renovation were made with the corporate traveler in mind. Amenities will include two telephones in each guest room, one equipped for data transmission, and increased lighting on all work surfaces.

The hotel will also provide 36 guest rooms designed especially for women travelers. In addition to the other

features, the rooms will include wall mounted hair dryers and lighted makeup mirrors. Plans for the renovation were coordinated by Barry Design Associates of Los Angeles. The firm specializes in luxury hotel and restaurant interior design.

In addition to the renovation plans at the Hyatt Regency, James Dawson, vice president of Crown Center Redevelopment Corporation, announced several other changes that will be taking place at Crown Center in the coming months. Among those will be the construction of an enclosed walkway connecting the Hyatt Regency with the Westin Crown Center Hotel and shops. Work on the 880-foot walkway is slated to be completed in July.

---

### **Official Program** Subject to Change

#### **Monday, July 11**

8:30 am to NAA Convention Headquarters Office/Supply Room.  
11:59 pm

1:00 pm to Kansas Auctioneers Association Host Room.  
11:59 pm

1:00 pm to NAA Committee Meetings.  
6:00 pm

#### **Tuesday, July 12, 1988**

7:30 am to NAA Convention Headquarters Office/Supply Room.  
11:59 pm

7:30 am to Kansas Auctioneers Association Host Room.  
11:59 pm

9:00 am to NAA Committee Meetings.  
5:00 pm

9:00 am to International Auctioneers Championship Contestant's Interviews  
5:00 pm

1:00 pm to CAI Board of Governors Meeting.  
5:00 pm

1:00 pm to Displays' Setup.  
11:59 pm

8:00 pm to Family Hoedown (Talend Show) and Sing-A-Long. Chairman: Hubert D. Songer, CAI, Murfreesboro, TN.

#### **Wednesday, July 13, 1988**

7:30 am to NAA Convention Headquarters Office/Supply Room.  
11:59 pm

7:30 am to Kansas Auctioneers Association Host Room.  
11:59 pm

8:00 am to Registration.  
6:00 pm

8:00 am to Displays.  
11:59 pm

9:00 am to Nominating Committee Meeting/Interviews.  
5:00 pm

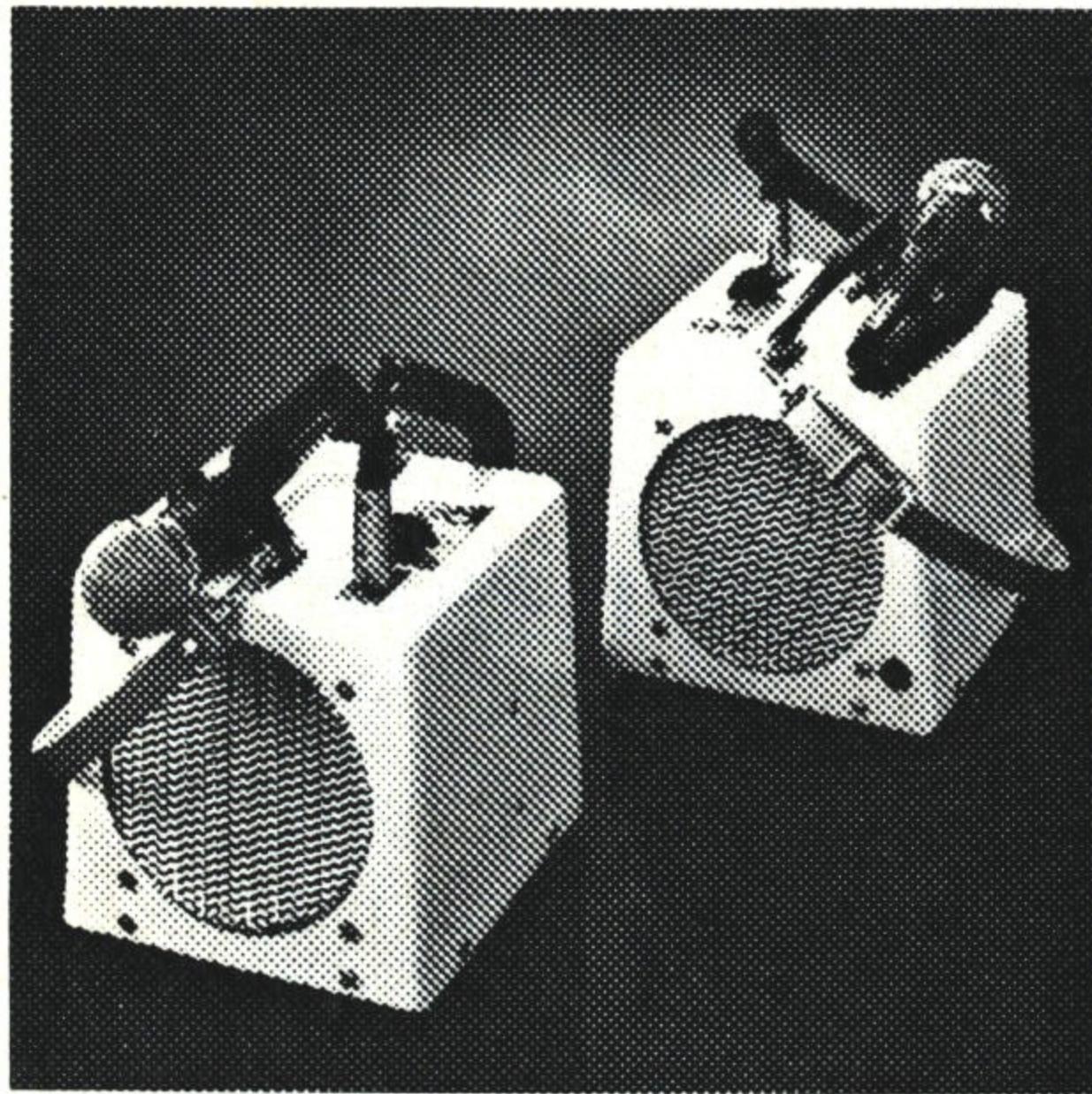
9:00 pm to Committee Meetings.  
5:00 pm

9:00 am to CAI-Sponsored Seminar (All Registrants Eligible to Register).  
5:00 pm

4:00 pm to NAA Auxiliary Board of Directors Meeting.  
6:00 pm

7:30 pm to LeRoy Van Dyke Show & NAA Foundation Showcase Auction.  
11:59 pm

*Continued on page 29*



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**Thursday, July 14, 1988**

7:00 am to NAA Convention Headquarters Office/Supplies Room.  
11:59 pm  
7:00 am to Kansas Auctioneers Association Host Room.  
11:59 pm  
7:00 am to CAI Reception & Annual Meeting.  
9:00 am  
7:30 am to Continental Breakfast (affiliate sponsored).  
9:00 am  
8:00 am to Registration.  
5:00 pm  
8:00 am to Displays.  
11:59 pm  
8:30 am to Youth Activities Room.  
11:45 am  
8:30 am to NAA Auxiliary Reception, Educational Seminar and Annual Meeting.  
11:45 am  
9:00 am to Nominating Committee Meeting/Interviews.  
5:00 pm  
9:00 am to Hall of Fame Award Recipients' Meeting.  
5:00 pm  
9:00 am to NALLOA Meeting.  
5:00 pm  
9:00 am to NAA Opening Session: Auction: Today's Marketing Advantage! Presiding: Haskel Ayers, CAI, President, Lafollette, TN.  
9:30 am  
9:30 am to Workshop - Auction Reflections.  
10:15 am  
10:30 am to Workshop - Great Ideas in the Auction Profession.  
11:45 am  
12 noon to The Auction Advantage! Luncheon.  
2:00 pm  
1:30 pm to Youth Tour  
5:00 pm  
2:15 pm to Workshops.  
3:30 pm  
3:45 pm to Workshops.  
5:00 pm  
5:00 pm to Receptions (Affiliate Organizations).  
6:30 pm  
5:00 pm to Fun Auction Items' Reception/Bidder Registration.  
7:00 pm  
7:00 pm to 1988 International Auctioneers Championship.  
9:00 pm  
9:00 pm to 1988 Fun Auction.  
11:59 pm

**Friday, July 15, 1988**

7:00 am to NAA Convention Headquarters Office/Supply Room.  
11:59 pm  
7:00 am to KAA Host Room.  
11:59 pm  
7:00 am to CAI Board of Governors Meeting.  
9:00 am  
7:00 am to Elections Committee Breakfast.  
9:00 am  
7:30 am to Missouri Auction School Continental Breakfast & Candidates Reception (Convention Registrants Invited).  
9:00 am  
8:00 am to Displays.  
11:59 pm  
8:30 am to Youth Activities Room.  
11:59 pm

9:00 am to Youth Tour.  
4:00 pm  
9:00 am to Nominating Committee Meeting.  
5:00 pm  
9:00 am to NALLOA Meeting.  
5:00 pm  
9:00 am to Hall of Fame Awards' Recipients or NAA Foundation Board of Trustees Meeting.  
5:00 pm  
9:00 am to Workshop G - Auction Marketing in the Future!  
10:00 am  
10:15 am to Auction Specializations' Sections' Meeting: Real Estate, Support Personnel, Agribusiness, Commercial and Heavy Equipment, Antiques and Personal Property.  
11:45 am  
12 noon to Ladies Luncheon.  
3:00 pm  
1:00 pm to Ballots Distribution to Members.  
3:00 pm  
1:30 pm to Annual Meeting of the National Auctioneers Association.  
3:00 pm  
3:00 pm to Election of Officers & Directors.  
4:00 pm  
3:00 pm to Elections Committee Ballot Counting.  
5:00 pm  
4:00 pm to Annual Meeting Resumes/Concludes.  
5:00 pm  
5:00 pm to Annual Meeting of the NAA Foundation.  
6:00 pm  
5:00 pm to CAI State Coordinator's Reception.  
6:00 pm  
7:00 pm to Awards Banquet.  
11:00 pm

**Saturday, July 17, 1988**

7:00 am to NAA Convention Headquarters Office/Supply Room.  
11:59 pm  
7:00 am to KAA Host Room.  
11:59 pm  
7:30 am to 9:00 am Mendenhall Auction School Continental Breakfast (All Registrants Invited to Attend).  
8:00 am to 5:00 pm Displays.  
8:30 am to 11:59 pm Youth Activities Room.  
9:00 am to 5:00 pm Youth Tour.  
9:00 am to 11:45 am Workshop H - State Officers.  
9:00 am to 11:45 am Other Workshops.  
11:00 am to 1:00 pm NAA Auxiliary Past President's Brunch.  
11:30 am to 1:00 pm Luncheon & Organizational Meeting, Newly Elected Officers & Directors, NAA.  
1:00 pm to 5:00 pm Grand Opening of the NAA Hall of History.  
6:30 pm to 7:00 pm Head Table Assembly, Dignitaries of the Head Table of the President's Banquet.  
8:30 pm to 12 midnite Youth Disco Dance and Party.

## Turn Of The Century Ads

Advertising in the auctioneering profession has developed into a sophisticated art, as evidenced by the annual NAA advertising contest. This, however, has not always been the case. While browsing through early issues of *The National Auctioneer* (1889-1904), I came upon some generic cuts, used for advertising, that were offered to the members for \$1.00. (The term "generic" had not yet become part of our vocabulary.)

The first cut was the "Jolly Auctioneer," meant to portray happiness, prosperity and honesty. He was a large, laughing gentleman complete with a double chin. All you had to do was print your name and address under the likeness and you



"I golly! My Auction was a cracker. \$470 more than was counted on. I had that jolly Auctioneer, — (here insert name and address.)

No 22. Auction Cut. Printed matter at bottom of cut can be changed to suit. Sent by mail for \$1.00 postpaid. Address M. Cumings, 269 Dearborn St., Chicago.

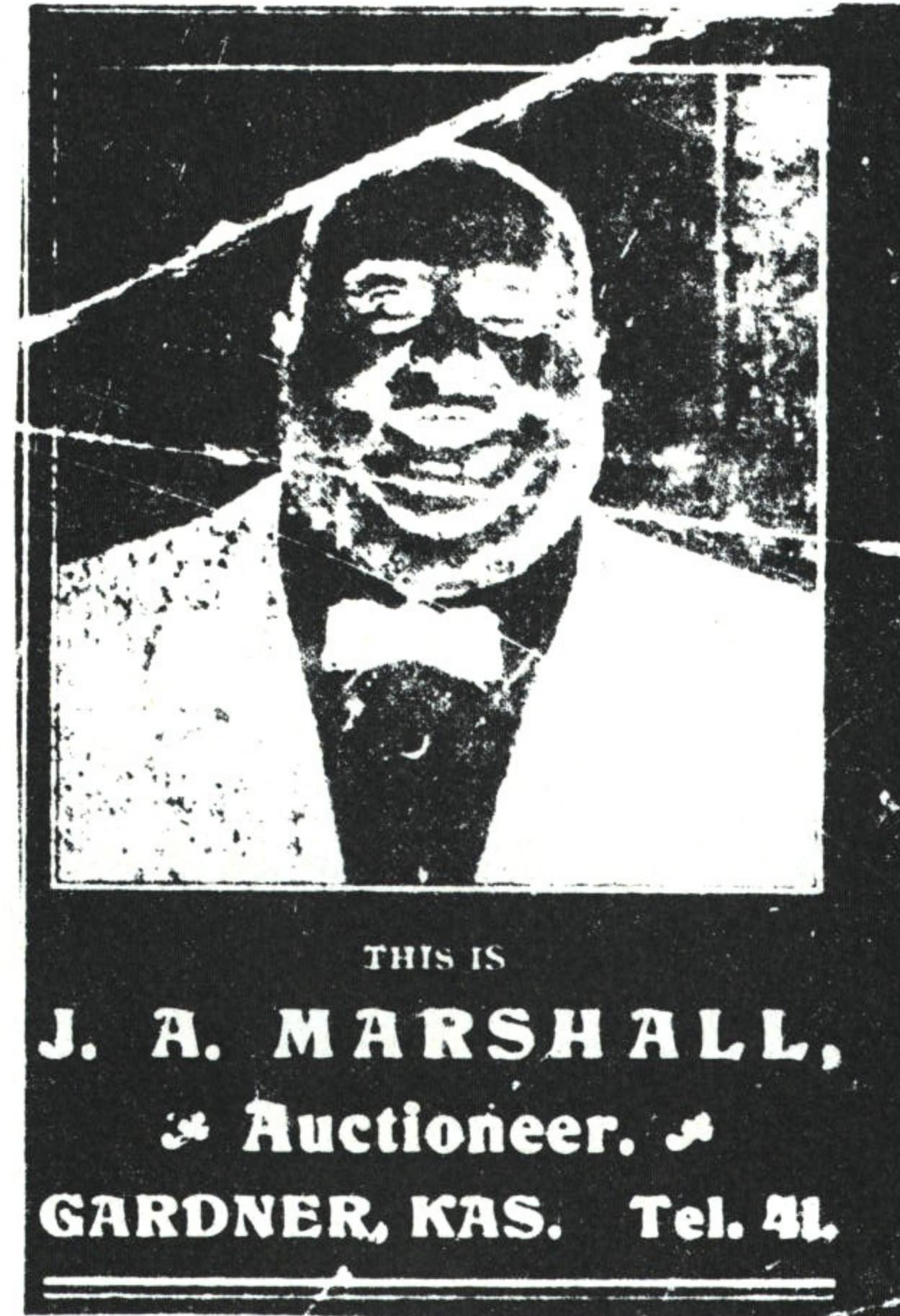
#### RECEIVER FOR AUCTIONEERING FIRM.

George P. Stanford was yesterday appointed receiver for the George P. Gore company after a petition was filed in the



by Anita Faddis  
Curator, NAA Foundation

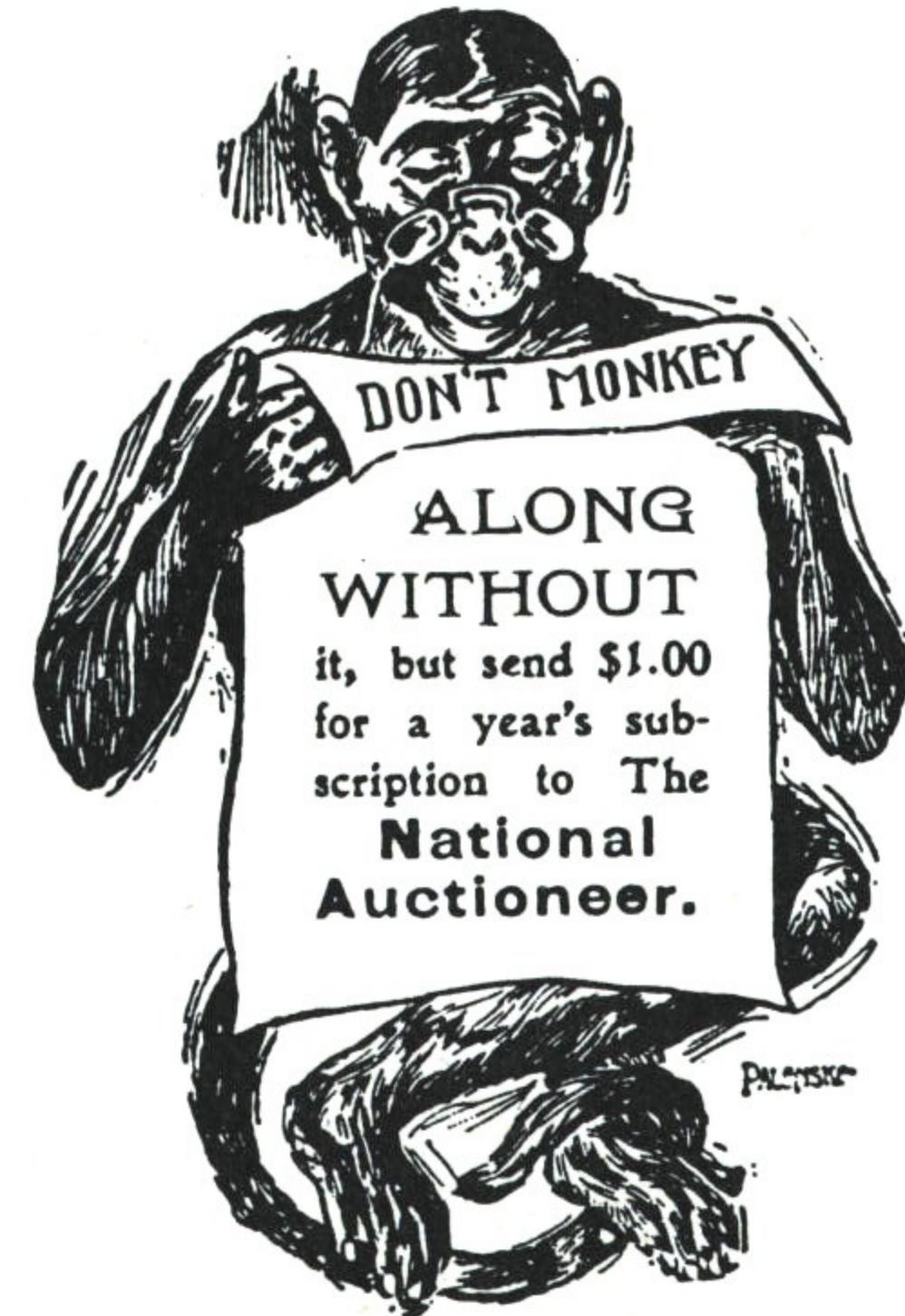
had instant advertising. J.A. Marshall, Gardner, Kansas must have liked this image because *The Olathe Register*, February 11, 1904, printed the advertisement with this caption, "THIS IS J.A. MARSHALL." There were many others who used this same likeness.



Another cut offered was a monkey holding a sign which could be filled in with your name and address. *The National Auctioneer* was not above using this advertisement itself.



No. 21. Auction cut. Price \$1.00. For cards, letter heads, envelopes and newspaper advertising. It has a mortice for insertion of any name and address and attracts instant attention. Sent by mail postpaid. Address M. CUMINGS, 269 Dearborn St., Chicago.



No. 21. Auction cut. Price \$1.00. For cards, letter heads, envelopes and newspaper advertising. It has a mortice for insertion of any name and address, and attracts instant attention. Sent by mail postpaid. Address M. CUMINGS, 269 Dearborn St., Chicago.

There was also the cut of the Plumed Knight of the Hammer in mailed armour with visor, mallet and flag. Your name and address could be inserted under the flowing banner.

AUCTIONEERS EMBLEM.



Cut No. 18. Price \$1.00. Sent postpaid. A Plumed Knight of the Hammer in mailed armour with visor, mallet and flag. Very appropriate as an emblem, seal or badge for the profession.

We also have this for three colors—red, blue and silver—which makes it very handsome and attractive for letter heads envelopes, etc. The three blocks will be sent by mail postpaid for \$2.50. Send for samples.

Some of the auctioneers became a little more creative and had penciled likenesses made. This was very popular from 1898 to 1904.



PRESENT above a fairly good likeness of Z. M. Baird, Auctioneer and Editor of Hartington, Nebraska. The cut shows Mr. Baird as he appears on the Auction Bench at work.

Mr. Baird was born at Lisbon, Iowa, Nov. 23, 1860, and moved to Illinois, (near Freeport) when fourteen years of age. He returned to Story county, Iowa, three years later. In 1883 he moved to Hart-Nebraska, bought a newspaper, and started the Auction business. He has increased every year and he is doing a better business and more winter than ever before.

Baird has made several blooded stock sales and has been very successful. In a recent letter to this paper he says: "I am a poor hand to brag on. I would rather praise some man's cow, horse, dog, etc." In this he is about all the Auctioneers we know, for we have found them about a modest, unassuming class of professional men we have ever met.



We present above a striking likeness of Mr. Carr, the veteran Auctioneer, of Ligonier, Indiana, "at work." Mr. Carr is 62 years of age and has been in the Auction Business 29 years. In a recent letter to the AUCTIONEER, he says:

"The best sale I ever had was just an old fashioned farm sale, 14 years ago. Good sleighing, big crowd, good bidders. I sold \$3,650 worth, and reached home, 12 miles distant, at dark. I have seen in my long experience good times and hard times; have traveled in all kinds of weather, over all kinds of roads, and at all hours of the night, to get to and from my sales. I have made sales with the thermometer 26 degrees below zero. I have never failed but twice to fill my appointments. I will have made 132 sales this season up to December 22, and expect a few dates in December after that. My voice has never failed me yet, my throat is all right, I am 5 feet 4 inches in height, weigh 125 pounds, and am as gray as a badger. I drink nothing stronger than coffee, do not use tobacco in any shape, and love my business and attend strictly to it when on the 'block.'"

An auctioneer from Iowa (H.L. Shartle) combined both an artist's sketch and a photograph to attract attention with the headline: "The man that never says anything, black, eyes, bloody noses a specialty."



Jack Martin, Marshall, Minnesota, approached the advertising question from a more conservative angle. His ads are a portrait of himself in a suit, hat and with out-stretched hands.



Advertising is meant to attract attention, to be remembered and, most importantly, to get results. Looking through a collection of ads, it's easy to see that many advertisers are remembered -- for their lack of good taste and professionalism. Even today's advertising professionals cite humor as the toughest technique to use successfully.

It is always interesting to look back and study other auctioneers' uses of advertising to build a good reputation for themselves and their profession. It will be even more interesting to look back when 1988 is "history" and study our own attempts to deal with this increasingly sophisticated challenge.

# A Heinous Crime Against Society

It is quite obvious what this practice does to the competitive atmosphere created by the auctioneer. The fair market value may now be reached within the "ring" instead of within the auction process, thus depriving the seller of fair market values expected if the auction method was permitted to work as planned.

The auctioneer, because of the manner in which some laws are written, and the ethical expectations promoted by state and the national auctioneer associations, is left with few or no tools with which to combat this unsavory practice. Detrimental to the auctioneer is loss of income, but more so to the estate or owner of the goods, who would receive 80% - 90% of the increased value (gross sale less auctioneers commission and expenses). Not to mention the damage to the reputation of the auctioneer and the profession, due to the proceeds being less than what could reasonably be considered fair market value.

This practice is illegal, an indictable offense. It is against the law, specifically the Sherman Anti-Trust Act, Title 15, Section 1, dealing with contract combination or conspiracy in restraint of interstate trade. This has been confirmed in a recent (1987) case in the Eastern District of Pennsylvania before Judge Shapiro, U.S. vs Pook, an antique dealer. Indictments, conviction, guilty pleas as a result of criminal information and some sentencing have already taken place in an on-going investigation by the U.S. Department of Justice, Antitrust Division out of Philadelphia, Pennsylvania. These involve a large number of machinery and antique dealers, individually as well as companies, in an area from Baltimore, Maryland to New York, New York. There is also

an investigation going on in the West Coast area.

Should you experience any difficulty with this practice or have any questions or information concerning this heinous crime, contact John J. Hughes, Chief, Middle Atlantic Anti-Trust Office of the U.S. Department of Justice, 601 Market Street, Philadelphia, PA 19106, (215) 597-7401.

A "heinous crime" against society is the manner in which the judge at a recent sentencing hearing referred to the practice of "rings" or "pools" at auction.

"Rings" or "pools" as they are commonly known in the auction profession are a loosely knit but sometimes highly refined method whereby prospective buyers of a given type of merchandise or commodity, who would meet at an auction sale, would agree not to bid against any accepted member of the "ring" for the purpose of depressing the price. Acceptance into the "ring" is usually dependent upon each member's knowledge of one another, their reputation for conforming to the "ring" procedures and a respect for the member's ability to be a competitive factor on the items being sold that are of interest to the "ring." This would not preclude a member's right to resume bidding on a particular item if another member had dropped out of the bidding for any reason.

When the auction sale is over, the "ring" would then meet at an agreed-upon location. Each member would bring with him the list of items that he purchased and the price paid for each at the auction. The items would then be put up for bid among the members, on an item-by-

item basis or as an entirety depending on the type and size of purchases. The difference between the price paid to the auctioneer at the auction sale

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***"A 'heinous crime' against society is the manner in which the judge at a recent sentencing hearing referred to the practice of 'rings' or 'pools' at auction."***

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and the price paid bidding within the "ring" is now due from that successful bidder, to be paid into the "pool" or "bonus pool". When the bidding is completed on the items purchased by members of the "ring," the "bonus pool" is then distributed among the members, including the successful purchasers. This procedure is known as the "knock-out."

There are many variations to this procedure depending on local customs and knowledge, sophistication of buyers and the size and scope of purchases. At times there can be one, two or more "rings" beyond the original "knock-out." This occurs when there is a wide variance in the interest, competitive ability or financial strength of the individual members.

# Rings At Auction: Are They Worth It?

*The author of this article is an active, prominent auctioneer who has requested anonymity. We have inquired of the proper authorities and we are satisfied that the statements and facts are true and correct as written.*

I was just recently subpoenaed by the U.S. Department of Justice to be available to appear on their behalf, in a U.S. District Court at a sentencing hearing for a corporation and an individual. The defendant pleaded guilty as a result of criminal information, to have actively participated in the illegal practice of joining with other machinery dealers at

***"A very lonely and slightly scary scene, in this large, completely wood-paneled, very official courtroom, high up in a United States Courthouse Building."***

auction sales for the purpose of depressing the prices. A despicable crime, more commonly referred to as a "ring" or "pool," a violation of the Sherman Anti-Trust Act, Title 15, Section 1, dealing with contract combination or conspiracy in restraint of interstate trade.

It was a moving and emotional experience for me and I am sure much more so for the individual involved, as well as attorneys and

judge alike.

In attendance that day, for the U.S. Department of Justice: just the Federal Prosecutor and me. For the Defendant: he, his attorney and a few family and/or friends. For the Court: the parole investigator, the recorder and the Judge. A very lonely and slightly scary scene, in this large, completely wood-paneled, very official courtroom, high up in a United States Courthouse Building.

What is at stake? Perhaps the future, the reputation, maybe the physical well-being of a young, prominent, successful local businessman -- a respected member of the community, a good family man with young children, no prior difficulty with the law, president of a firm in business for several generations. Incarceration was a real possibility, substantial fine and/or probation an almost certainty.

The thoughts and the feelings and the questions that must have raced through this man's mind. The whole works? The book? An example to be made? What was the Judge's mood? How did he view this offense? How does it look? How do I look? What will I say and how will it be received?

The anguish, not only of today, but for many thoughtful moments and sleepless nights during the previous eighteen months that he had been under investigation. I would not have wanted to exchange places with him for anything.

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***"What a dilemma! I didn't want to see him have to spend any time in jail, however, I surely wanted the practice to cease."***

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Family, business, reputation. How would I have felt? I was getting nervous for him. As the proceedings progressed -- pre-sentencing report, probation investigators report, discussion of the crime, attorney's explanations and plea -- it became apparent that the Judge was well informed. It appeared that the Judge had knowledge or experience of this unsavory practice as it existed at public auctions. He even referred to it as a "heinous crime." An offense against the whole society! He even spoke of the need for an example, to send a message to those who habitu-

*Continued on page 35*

## **Bid Rigging is a Felony**

Agreements among buyers at auctions not to bid against each other for the purpose of purchasing goods at low and non-competitive prices can be a criminal violation of the federal antitrust laws, punishable by heavy fines and imprisonment.

Section 1 of the Sherman Act (15 U.S.C. § 1) prohibits bid rigging agreements among competitors if they affect or restrain interstate commerce. Upon conviction, individuals are subject to a maximum fine of \$250,000 and/or three years imprisonment. Corporations are subject to a maximum fine of at least \$1 million.



**Information provided as a service to  
members of the National Auctioneers Association  
8880 Ballentine, Overland Park, Kansas 66214  
in cooperation with the  
United States Department of Justice, Antitrust Division.**

ally engage in this practice. Now I am really getting wet in the armpits. How must this man feel?

Why am I getting so nervous? I am only a witness for the Federal Prosecutor. Answer questions about my background and my profession, the pervasiveness of "rings"; their effect on the auction process and the competitive atmosphere that I may have created; beneficial, destructive, encouraged, discouraged, willingly cooperative and accepted? Just answer the questions. I am sure the professional auctioneer can imagine the answers and the effect they may have had on the sentencing decision.

I know this young man and his father before him. He is a well-respected and knowledgeable businessman, a good and valued customer. We encourage his attendance at sales of interest to him. He has always lived up to his commitments. We accept his company checks, as opposed to cash or guaranteed funds. I have met him socially on several occasions. Always very pleasant, a gentleman and apparently a member of the community in good standing. Our contacts were always cordial.

As I saw it, he had only one fault. When he came to our sales, he

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***"The notoriety, the severity of the embarrassment to himself, his family and his business was most evident."***

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joined with others like him when the opportunity presented itself and engaged in a practice that severely affected my reputation, my profession, my income, my ability to sell my services. He along with others in conspiracy prevented me, through illegal means, in performing for our principals the kind of service for which we are engaged.

What a dilemma! I didn't want to see him have to spend any time in jail, however, I surely wanted the practice to cease. Isn't it strange that, despite the effect their collective actions have on you personally and on your firm and profession, most of those involved expect you to treat

them with the usual respect and consideration afforded any good customer?

He rose to speak. He explained his involvement, that it was an old practice, that from an accounting standpoint, he made no attempt at concealment, did not realize the seriousness of his actions. He ceased his participation in "rings" as soon as he became aware of the investigation, offered to cooperate with the

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***"Hopefully the on-going investigation of this practice throughout the country by the U.S. Department of Justice will dampen the enthusiasm of many."***

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Federal Prosecutor's office and expressed anguish and remorsefulness. The notoriety, the severity of the embarrassment to himself, his family and his business was most evident. He hoped that he would not be the example to send the message to others and that he would never again engage in this evil practice to depress prices at auction.

Fortunately, the Judge did not see the need for testimony from me. I was under subpoena and ready to truthfully answer questions that may have been asked of me regarding a practice that we all abhor. An unsavory practice that strikes at the very heart of our profession. One that many of us have had to live with for years. A cancer that has become a stumbling block to our growth and yes, to some, their survival. A temptation to some auctioneers who choose to join in the conspiracy. Despite all this, I was starting to feel uncomfortable in my expected role.

The Federal prosecutor cited the continuing existence of "rings." Even after their investigation into them was well known. He noted what he considered to be lack of remorsefulness and that incarceration was required as well, to send the message strong and clear, to others who may be inclined to engage in this practice.

After careful consideration -- it seemed like an eternity -- the Judge

explained and made his decision. We had been there for what was a very exhausting 1-1/2 hours. No incarceration, 100 hours of community service in the next 18 months, 5 years probation, \$20,000.00 fine personally and \$35,000.00 fine for the Corporation.

The sentence was severe. \$55,000.00 is a lot of money, not to mention the cost of preparation and defense. And 5 years probation is considered stiff. But more than that, the time, effort and mental anguish that must be experienced during the months leading up to this day, the uncertainty and anticipation of possible incarceration and the embarrassment of having to plead guilty to a felony, is probably more punishment than the sentence meted out that day by the judge.

It has never ceased to amaze me that these same dealers or buyers, whether it be machinery, antiques, sewing machine, burlap, metals, livestock or what have you, will battle each other ferociously in competitive situations outside the auction process, but will willingly succumb to greed and the intimidation factor when confronted at a public auction sale. It seems that rather than openly, visually compete with one another on the auction floor, that they reserve this activity for the illegal, clandestine "ring" and subsequent "knock-out." Not only a crime but at the expense of the seller and his agent. Decisions and actions that most of them would not even consider doing in any other environment.

Hopefully the on-going investiga-

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***"After careful consideration -- it seemed like an eternity -The Judge explained and made his decision."***

---

tion of this practice throughout the country by the U.S. Department of Justice will dampen the enthusiasm of many. If you have never been investigated, indicted, convicted or sentenced for a felony of this nature, I think I can assure you, after this day in court, that it is an experience you can do without.

# The Deal You Can't Refuse

by Donald E. LaFortune, CAI, CREA

Charity auctions are the spark that fires the engine! You can have a king-sized advertising budget and still not be able to afford the kind of advertising that a charity auction can give you. The fact of the matter is that this type of advertising and the goodwill it generates are not for sale at any price and can be obtained only by an auctioneer giving of himself. The old adage "the best things in life are free" certainly applies to the benefits of charity work.

My wife, Linda, and I are co-owners of LaFortune Auction & Realty Company in Oconto, Wisconsin. Oconto is a smaller, rural community nestled against the shores of Green Bay in Northeastern Wisconsin. Being a small city, you get to know most of the people around the area. We have our normal group of people who come to our auctions, just as most auctioneers do. Of course, there are new faces at all of our sales and making new friends is part of what makes this business so great. But holding an auction for a church or other civic organization brings out a whole new crowd.

What really makes it neat is that a great many of these new people have never seen or been to an auction. The look of amazement on so many faces when my wife or I start to sell is always a treat to see. We are proud to bring the thrill and excitement of an auction to new clients. Even if everyone in the crowd does not buy something at the auction, they are all potential clients. Many of the auctions that we book are a direct result of someone seeing us in action at a charity auction. Not only do you expose your services to everyone in the crowd, but you never know when the people you are donating your services to might want to hire you for a paid auction.

This proved to be the case for us last summer when a local church that we have done charity auctions for hired us to sell to the highest bidder the contents and fixtures of their rectory. The building was no longer needed by the priest for living quarters and the church needed additional

parking space. The decision was made to sell everything possible from the building and then raze what was left for a parking lot. We were pleased when they called us for the auction and insisted on paying us our normal commission.

The auction proved to be one of our most interesting sales and returned us a very handsome commission. The building was full of beautiful woodwork, leaded glass windows, lovely light fixtures, and room after room of furniture and assorted interesting items. After inventorying the sale, we gave the church our estimate of the total auction proceeds. They were delighted with the amount we felt the sale would generate.

It was a beautiful day in September when we had the auction and we felt we had covered the advertising well. Highlights of the sale were a beautiful oak dining room table with six matching chairs that had red velour seats and fancy scroll work along with a matching buffet, and a 12-foot oak china hutch with beveled glass doors and beveled glass mirrors across the back. The oak china hutch sold for \$1,590.00, and we'd estimated the value almost to the dollar. But the dining room set surprised and delighted everyone, including the auctioneers, when it brought \$3,250.00.

There was a big round of applause when the bidding was over for the dining room set and the crowd really started getting excited. Items had sold very well up to then, but after that they seemed to sell even better. When the auction was over and we told church the actual total, they were really happy, due to the fact that the sale totalled several thousand dollars more than we had first estimated. The crowd of approximately 400 people was a pleasure to work with and there were smiles and exciting bidding for everyone. The auction was truly one of the highlights of the 1987 season for us.

We had another charity auction for the same church last fall and sold to

a standing-room-only crowd. Before this year, we had always sold a small auction for them that they held during their annual summer picnic. It was always a lot of fun and brought the church some extra money. Last fall is the first time the church has held a large auction inside. It went over so well that they have decided to make it an annual event.

We had people come up to us for weeks after the sale and tell us what a great time they had at the auction. Many of them mentioned that if they ever have an auction they would call us.

I've always felt that having people feel like that is like having a savings account. It's always there drawing interest and ready to be drawn from at some future date. Everytime you help someone by doing a charity auction, you are adding more foundation to your business. Or perhaps you could say that you are making another deposit into your savings account. The thing that makes this savings account special is the fact that what you deposit can't be bought or exchanged for money, but yet it will bring you not only financial happiness, but a good secure feeling that money can't buy. So the next time you get a chance to donate your services, consider the time spent as a good investment -- an investment that not only draws top interest, but has a very high return.

Speaking of investments, I can't think of a better investment to make than an investment in yourself. I firmly believe that any auctioneer who is serious about his profession should invest the amount of time, money and effort it takes to attend and graduate from the Certified Auctioneers Institute.

My wife and I both feel that the time we spent down at the beautiful campus of Southern Indiana University with all the excellent teachers staff and students of the CAI was some of the most valuable and rewarding time we have spent becoming better professionals since we have gotten into auctioneering. It's a great life and a very rewarding career; why not be the best that you can be?

# THE 1988 INTERNATIONAL AUCTIONEER CHAMPIONSHIP



Sponsored by the National Auctioneers Association  
Thursday, July 14, 1988 – Kansas City, Missouri

## ENTRY FORM

Each contestant must be a member of the National Auctioneers Association and at least 18 years of age. The entry fee is \$150 and MUST ACCOMPANY THIS ENTRY FORM.

### ENTRY DEADLINE DATE: MAY 15, 1988.

It is recommended that each contestant include with the entry form a VHS (1/2-inch width video tape) recording of the contestant calling the bids at an actual auction. The tape should not be more than five minutes in length.

All contestants will be interviewed in person on Tuesday, July 12, 1987, at the Hyatt Regency Hotel in Kansas City, Missouri, the site of the 1988 NAA Kansas City Convention. Interviews will be scheduled by the judging committee and each contestant will be informed when he or she is to appear before the judges for the interview.

The judges will select fifteen (15) finalists, who will compete for the title of International Champion Auctioneer. The contest will begin at 7:00 p.m. on Thursday, July 14, 1988, in the Regency Ballroom, Hyatt Regency Kansas City Hotel, the headquarters hotel of the 1988 NAA Kansas City Convention.

### CONTESTANT INFORMATION

Name \_\_\_\_\_ Date \_\_\_\_\_

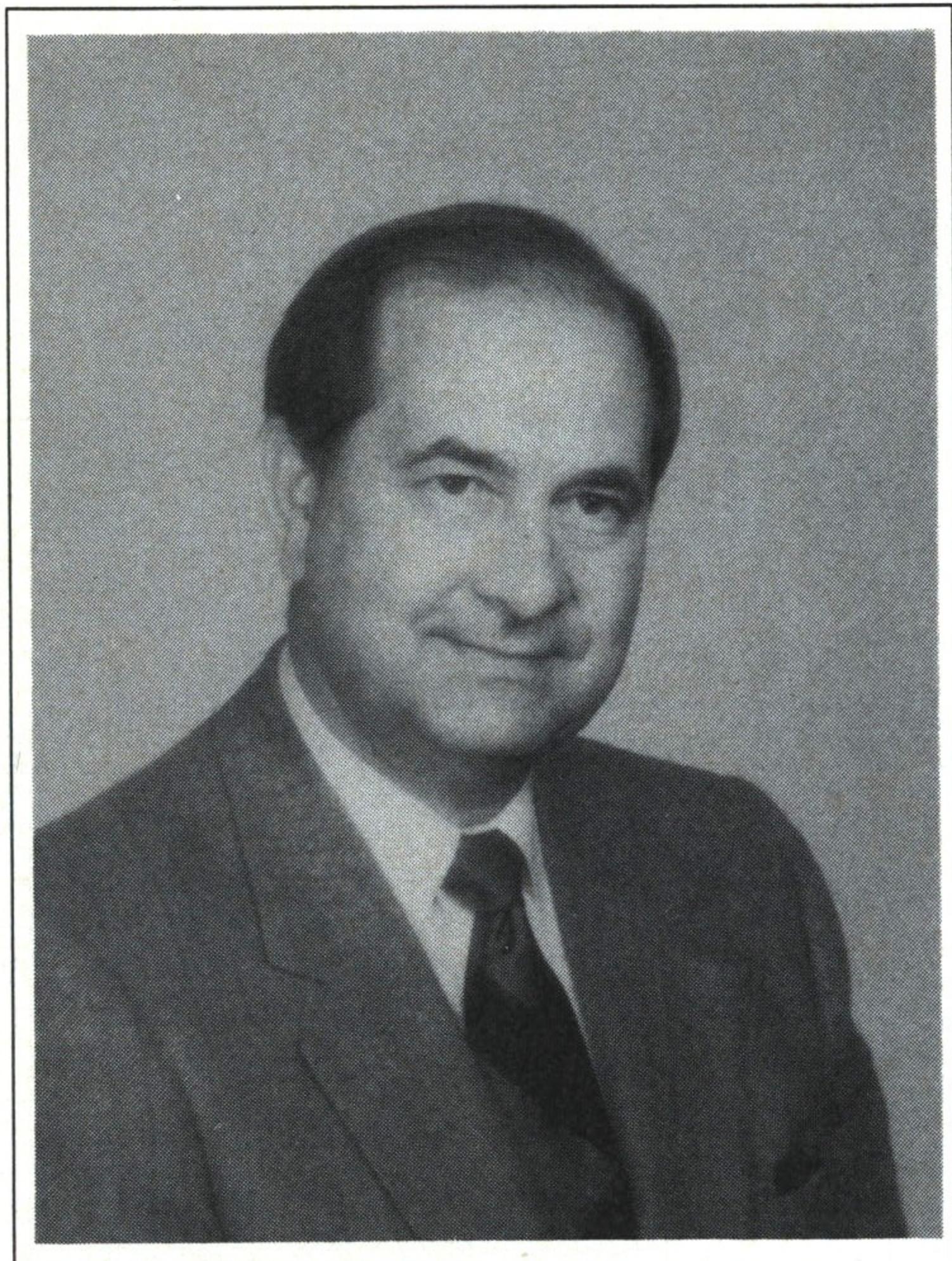
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Age \_\_\_\_\_ (Contestants must be at least 18 years of age.)

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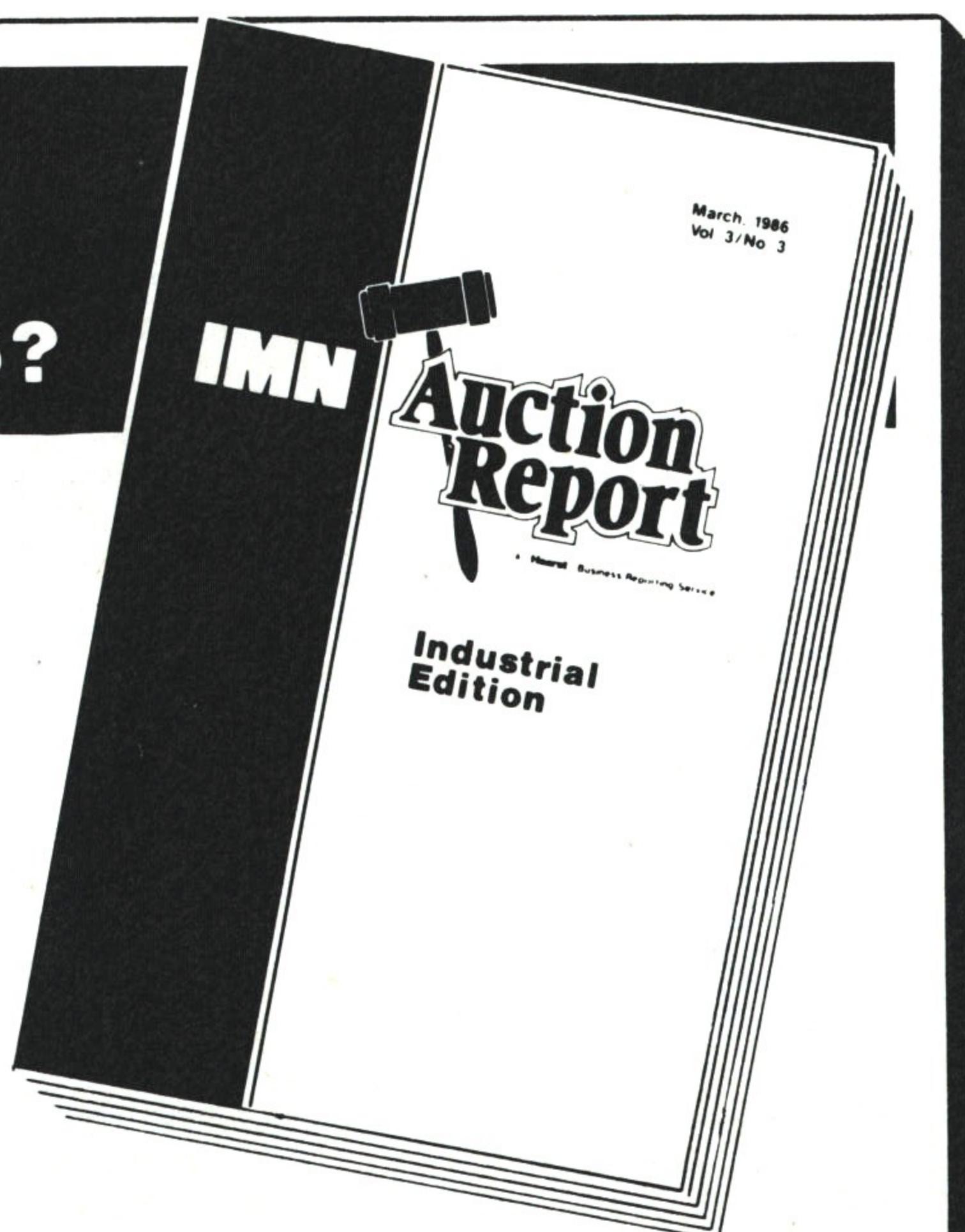
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# Cookie Lockhart, CAI

by Joanna Dodder

When Cookie Lockhart was the only woman in her auctioneering school 25 years ago, she didn't get much encouragement.

But if you know Cookie Lockhart, you know that didn't stop her.

And if you know Cookie, you also know that she learned the ropes despite the lack of encouragement. All you have to do is hear her rattle off, "At 25 would you give 30, at 25-25 would you give 30-30-30-30," faster than you can say "Slow down." She can sell 100 lots of various items in less than an hour. Her speed comes in handy in radio commercials, where she rattles off 100 words in a 30-second spot while still being understood.

It could be an inherited gift, considering her family has been in the auctioneering business for 54 years. Her father, Si, opened up Lockhart Auction and Realty in 1933, and was followed by a son, daughter, and grandson. The family has donated its skills to the Routt County 4-H livestock auction for the past 42 years, and it helps with about 20 other charity sales every year.

When Cookie was on the TV show "To Tell The Truth" in 1966, she summed up her tricks of the trade when a panelist asked her how she talks so fast. "It's easy," she replied. "My father's an auctioneer and my mother's a woman."

"It's like an unrehearsed stage production," says Cookie more seriously when asked about her chosen profession. The auctioneer uses the chant to keep up the pace, at the same time having to count up and down in various sequences while watching the crowd like a hawk for any slight movements.

"I can literally feel somebody

Lockhart Auction, Realty Company  
Steamboat Springs, Colorado



behind me bid," observes Lockhart, a talent she chalks up to years of experience. "In a crowd of 500 I can see all. My eyes just ch-ch-ch-ch-ch," she explains as she demonstrates how her eyes dart about.

So along with the natural ability and perfect low smooth voice, Lockhart had to practice. And she still does.

Try this: count by 2-1/2s to 400 and backwards.

Or say this: A skunk sat on a stump and thunk the stump stunk, but the stump thunk the skunk stunk.

Other real tricks of the trade: use the diaphragm to talk fast without a lot of breaths, and don't eat before or during auctioneering. Even then, auctioneers can count on feeling sore and hoarse after a long day of selling.

But Lockhart is quick to point out that the actual fast-talking auctioneering is a small part of the business. She often spends weeks setting up a sale, inventorying the items and putting them into categories, figuring out what mailing lists to utilize for the sale, promoting the sale herself and setting up the items in order of sale.

The items for sale could be anything from caskets to longhorn cattle to single family homes to classic cars. She helped sell \$2 million worth of the latter at a four-day auction in Phoenix in January.

One of her longest auctions was a two-day event for a 65-year-old guest

ranch near Rocky Mountain National Park. Everything went, from 80 horses to guestroom furniture to restaurant wares. Lockhart decided to wait through spring until early June to hold the sale, so people could get over Trail Ridge Road, but to no avail: 18 inches of snow fell the night before. Amazingly, a herd of people still showed up.

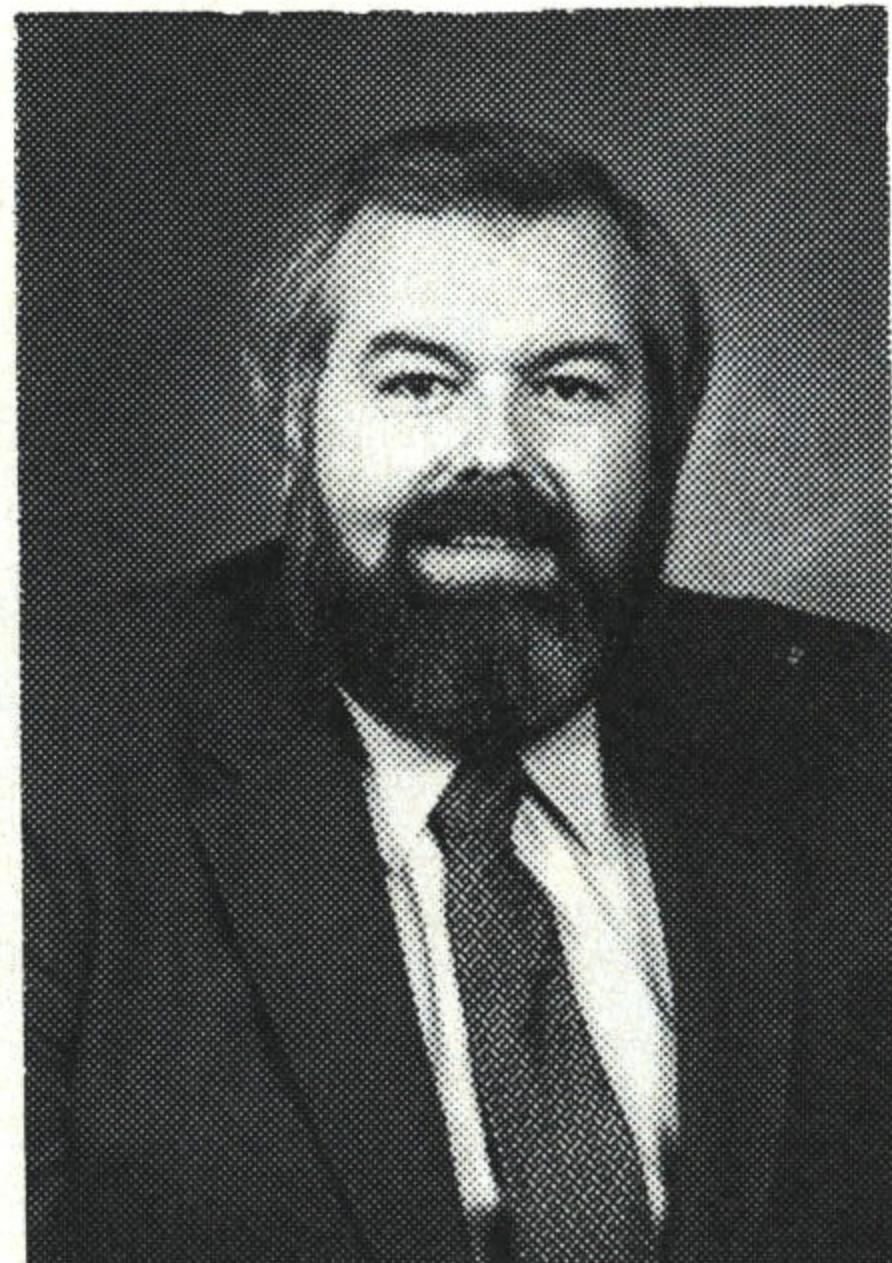
Another herd showed up at the Black Mountain Ranch sale, but for a different reason. Two days before the sale, a story broke in the Rocky Mountain News that the owners of the ranch, who were just killed in a plane crash, had been regularly smuggling large amounts of drugs in from Miami. Lockhart was sure the sale was doomed, but the newspaper story had the opposite results: 1,800 people came out of curiosity.

While the owners didn't reap any of the benefits, somebody did pretty well. That's why Lockhart thinks an auction is the best way to sell anything; as long as you get people there who are interested in the same thing, the sale does quite well. Likewise, it's the best way to settle family squabbles over estate items. Let them bid on it if they want it.

And exuberant, flamboyant, competitive, individualistic, successful Cookie will be there to make sure things stay in line.

"People always come to auctions to steal things and my job is to see that they don't," she says with a big smile.

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## J.L. Todd

by Michael Sawyers  
*Times-News*  
*Cumberland Evening Times*

The J.L. Todd Auction Company of Rome, Georgia, bills itself as an outfit that "sells the world."

Wednesday [September 23, 1987], at the old Celanese fibers plant on U.S. 220 south of Cumberland, they sold a small piece of it ... one square foot at a time.

To attend the auction of one of Allegany County's used-to-be big time places of employment was to be entertained. It could have been a revival tent meeting, the gathering that took place Wednesday under the canvas. But it wasn't quarters, dollar bills and sawbucks that were dropped in a contribution basket. When the auction was only half over, more than \$2 million had already been bid for buildings and land. The auction of the equipment was still to come.

The much-traveled auction group of 15, led to Cumberland by J.L. himself, worked the crowd and bidders like a beer vendor at a big league baseball game on a hot Saturday afternoon.

Home to the J.L. Todd group is a converted gas station in Georgia but the salesmen that prompted the bids looked very much at home under a tent alongside a road, near yesterday's factory on a sometimes sunny, sometimes cloudy fall afternoon in Allegany County. They'd obviously been there before albeit in Michigan or Louisiana or Texas.

It was obvious that the atmosphere was being set. Buyers or possible buyers were being psyched. There was old Amos Washburn on the keyboard playing "Happy Days Are Here Again" and other upbeat songs. "Hit it, Amos," J.L. would say often. There were no waltzes in Amos' repertoire and definitely no dirges.

There wasn't a bad item in the lot,

### J.L. Todd Auction Company

if you could believe auctioneer Phil Tuck. And people did. Believe Tuck, that is.

By 12:45 p.m. every parcel of land and/or building had sold; perhaps not for the amount the world sellers had hoped but sold it was.

Doris Todd, wife of J.L. and corporate treasurer: "If people just had a little imagination they could do wonderful things with these properties. In Georgia, we sold one building for more than we paid for the whole plant there."

It has not been made public knowledge just how much money J.L. paid for the Celanese plant. The deed has not yet been recorded at the Allegany County courthouse.

To an inexperienced auction attendee, it could have appeared as mayhem under the canvas Wednesday. But to the drawing boys and girls from Rome it was organized mayhem. The salesmen divided the groups of folding chairs and the bidders who sat on them. Allegany County's high rolling population was well represented.

Nick Powers was one of the salesmen. You'd hear Nick before you'd see him. "HEY," he'd yell everytime someone in his section upped the ante.

The untrained eye would have a difficult time knowing from whence a bid came. But not Nick. Not Roby. Not Jerry. And not Randy. They could spot a bidder the way a chicken spots a black bug crawling



across a piece of licorice on a moonless midnight.

The auctioneers from Rome came to Cumberland as a group and they dressed as a group. Clad in tan trousers, light blue shirts and dark blue blazers or windbreakers they worked the crowd.

While auctioneer Tuck rolled through a litany so fast that only a Greyhound bus dispatcher could understand him, J.L. himself led the prompters.

"You can't go wrong," he'd holler.

"You're right, J.L. You can't go wrong," a salesman would answer back. The only thing missing was the "Amen, brother."

"This is a great building," J.L. would chime.

"Get off that dime stuff," Tuck would blare through the microphone when a bidder's offer was low.

And always, always after a parcel was sold there was Amos, playing it again. Like a good radio station, the boys from Rome leave no dead air when there is an atmosphere to be maintained and one last nut or bolt to be sold. "This one's a diamond in the rough," bellowed J.L. "I never thought buildings would sell so cheap."

"Call the law," announced Tuck. "They're trying to steal my land."

There was method to the southern auctioneering madness that captivated the crowd at the Celanese plant Wednesday. Soon, almost before one

*Continued on page 43*



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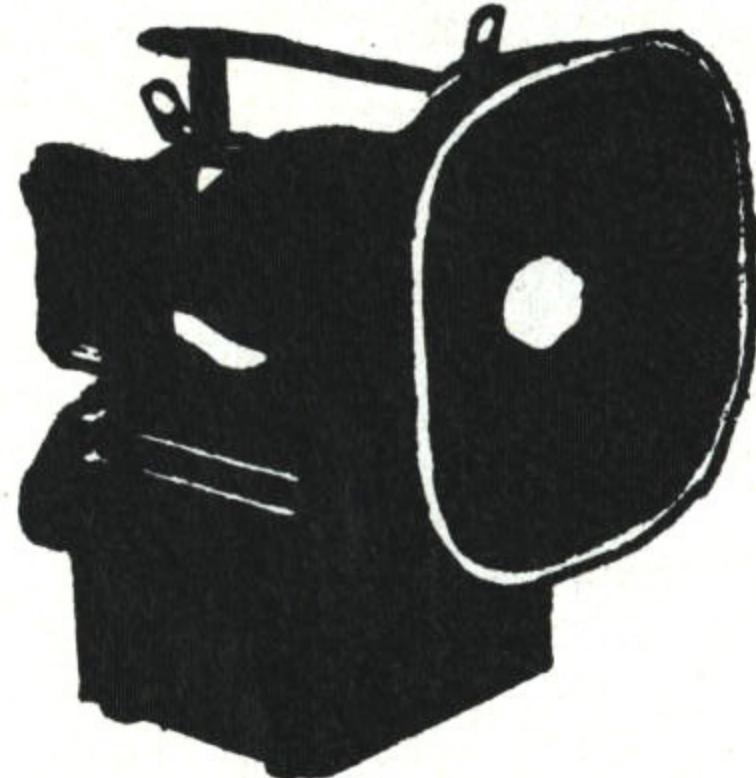
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# Auction Activity

Sherman and Lee Hostetter of Hostetter Auctioneers and Realtors, Beaver Falls, Pennsylvania, conducted a fund raising auction in Geneva, Switzerland for The Chataigneraie School. The school was founded by Woodrow Wilson and The League of Nations in 1924. Students attend Chataigneraie from 70 different countries. The auction funds were raised for the Science Department at this international school and will be used to expand and upgrade their facilities.

The auction was the first of its kind in Switzerland and a huge success.

Approximately 70 items were auctioned ranging from trips and cruises to computers and cars.

The exchange was 1.3 francs for every dollar. A VW Golf Car sold for 23,000 francs, a dinner for four at the Headmasters Home sold for 12,000 francs, 12 bottles of 1953 vintage wine sold for 375 francs each, a trip to Greece with a 9-day cruise in the Greek Islands sold for 14,000 francs, and a flight on the Concord sold for 11,000 francs.

Two identical Wilkinson swords were sold. The one in the silent auction sold for 400 francs; the one in the live auction sold for 1200 francs.

There was a bilingual interpreter to assist with the language barrier, with approximately 40% of the guests speaking only French. The interpreter was Swiss TV personality Muriel

Siki. When bidding would slow down or when he was signaled by Sherman or Lee, Muriel would either announce in French the amount bid or explain details of the item. Much to everyone's surprise, the use of an interpreter did not slow the speed or excitement of a normal auction.

The auction raised well over 175,000 dollars -- let's see ... that's 227,500 francs -- for the science department and created a lot of fun, excitement, and support for the school. Sherman and Lee look forward to next year's auction.

## County Map Leads To Good Bidding

\$632.50 was the final price (\$575.00 plus a 10% buyer's premium) for an 1861 map of Washington County, Maine January 16th at the Milbridge, Maine Veterans' Club. The large, historically detailed and colorful wall map brought spirited bidding from among the 200 auction-goers at the Mayo Auctioneers & Appraisers estate furnishings sale.

The unreserved auction featured 342 lots of antique furniture, period accessories, primitives, country items, collectibles, old tools, fishing gear and vintage clothing, drawn in large part from the Cherryfield estate of Joseph W. and Grace M. Ramsdell. The sale, which included numerous items of interest to Washington

County residents, was well attended by both antiques enthusiasts and dealers alike, resulting in 130 registered bidders.

Furniture, including select additions from a small Hancock County estate, sold well: (these prices do not reflect the buyer's premium) mid-19th Century pine stepback cupboard in old gray paint, \$625; cottage pine 9-piece bedroom suite with stencil decor blue and gray paint, \$600; dropleaf ash Victorian kitchen table, \$300; cottage pine 8-piece bedroom suite with stencil brown paint decor, \$500; oak commode with towel bar, \$300; 1950's fringed parlor sofa and armchair, burgundy upholstery, \$150; oak 4-drawer chest with mirror, \$150; oak 6-drawer treadle sewing machine, \$100.

A late 19th Century "friendship quilt" brought \$100; old red paint game board, \$120; folk art handmade Federal-style birdhouse, \$120; Bradley & Hubbard kerosene parlor lamp, \$75; Victorian white "summer" dress, \$90; lot collectible 1920's hats, \$80, white cotton brocade bedspread, \$50; cast-iron 1900's kitchen stove, \$150; tin kerosene lantern, red chimney, \$35; pair curved blade Victorian ice skates, \$35; Remington Model 11-48 Auto 12-gauge shotgun, \$240; lot ice fishing tip-ups and skimmer, \$67.50; lot old fly fishing rods, tying gear and reels, \$80; ironstone 5-piece washbowl and pitcher set, \$120; box lot odd china plates and bowls, \$50.

## Todd, from page 41

could realize that it had taken place, all the parcels had been colored red on a map, indicating they had been sold to the highest bidder.

"He grew up doing it," said one long-time Todd employee of J.L.'s auctioneering SWAT team. Indeed, J.L. himself is one of five auctioneers in the company. The business was handed to him by his father. "It's been in the family for more than 60 years," a worker said.

Long about 11:30 a.m., about 1-1/2 hours into the bidding frenzy, J.L.'s blazer comes off. It's a cool, breezy September day but selling the world is busy, tough and hot busi-

ness. Pretty soon, others follow J.L.'s lead and more blazers are shed.

As the morning turns to afternoon there are more and more empty chairs visible. The serious bidders are easier to spot. Soon they get to be known to Tuck as Roby's boys or Nick's boys depending upon where they are sitting. "Get your boys to bid," Tuck tells salesman Roby Hammond, referring to a group of four Cresaptown area businessmen who have eyes on the property across U.S. 220 from the plant.

He does. They do. Going once! Going twice! Sold! Hit it, Amos.

## Woodys Auction At ACCGC Convention

John and LaVeta Woody conducted the auction at the Air Capital Carnival Glass Club's annual convention October 16 - 18 in Wichita, Kansas.

The most beautiful item in the auction was a Northwood Grape and Cable master punch bowl and ten cups in cobalt blue. It sold for \$4,200.

Other buys were a Dragon and Strawberry bowl, blue, for \$450; Millersburg Peacock at Urn ice cream

*Continued on page 45*



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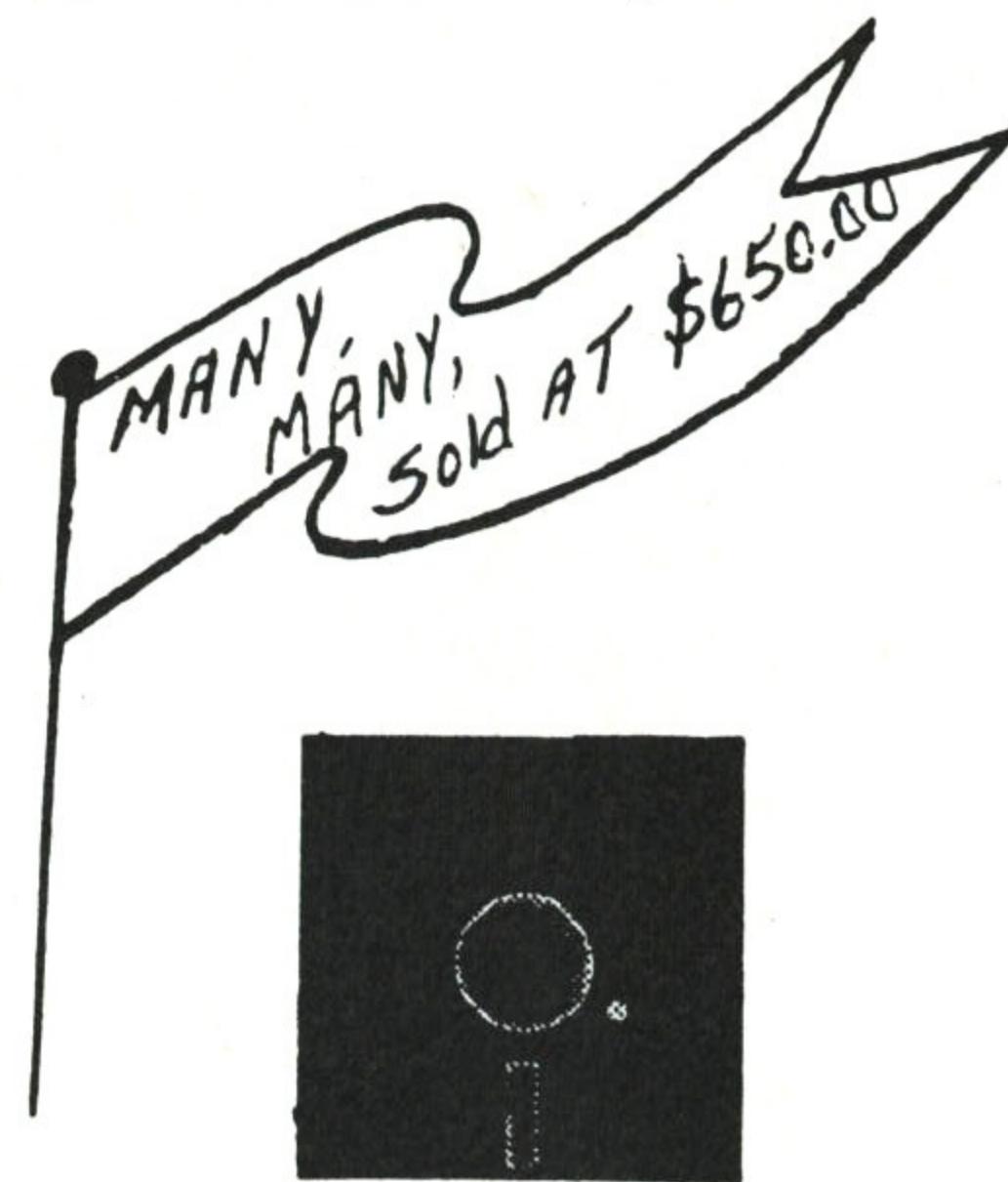
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green, \$700; Peacock and Grape bowl, red, \$675; and Wishbone water pitcher and four tumblers, green, \$1,300.

Among the rarest of the items sold were a Poppy Show Ruffled bowl, green, taken for \$1,300; miniature Blackberry compote, white, \$410; Butterfly and Tulip bowl, marigold, \$400; and Imperial's Windmill milk pitcher, ice green, \$110.

An outstanding red Holly bowl brought \$760; Millerburg Trout & Fly bowl, amethyst, \$500; Peacock at Urn ice cream set, amethyst, \$625; Plaid bowl, green, \$360; and a blue Northwood Peacock on Fence plate sold for \$500.

## **Rockefeller Mercedes Benz**

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A 1935 Mercedes Benz 500K roadster sold for a world record price of \$1.1 million during the 17th annual Scottsdale Collector Car Auction, by Kruse International, January 15 - 17 in Scottsdale, Arizona.

The red Mercedes, once owned by Nelson Rockefeller, was the most expensive car sold at the sale and received the Imperial Palace Award of Excellence.

Of nearly 800 collector cars crossing the block, about 75% were sold bringing over \$7 million.

Five additional world sale records were set at Scottsdale including a 1931 Duesenberg J Dietrich convertible for \$625,000; a 1960 Cadillac Eldorado convertible for \$44,500; and a 1963 Chevrolet convertible for 20,500. A Swiss buyer purchased a 1926 Rolls-Royce Piccadilly roadster for \$187,500 and a 1966 Ford Mustang convertible for \$26,000. Buyers represented about 10 countries including Belgium, Germany, Canada, Mexico, Japan, and England in addition to Switzerland.

Chevrolets reached some eye-opening sale prices: 1957 convertible Bel-Air, \$27,000; 1957 Bel-Air convertible, \$29,750; two 1958 Chevy Impala V-8 convertibles brought \$24,000 and \$21,000.

Mitchell D. Kruse, president of Kruse International said, "These cars are so popular now because the mood of the entire nation relates to the 1950's. Most of the buyers are people who were teens of the '50's."

## **Plate Set Fetches \$1,065**

Among the 748 lots offered in the Pre-1940's Mail-Auction catalog of Doyle Auctioneers, Fishkill, New York, was a complete collection of 7 Royal Doulton Dutchess County, New York Commemorative plates. All the plates were blue and white, depicted scenes of famous landmark historical

*Continued on page 47*

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sites in Dutchess County, and were dated from 1910 to 1917. (There was no 1916 plate issued as the ship that carried the Royal Doulton plates bound for New York from England sank.)

In addition to the plates, the catalog featured all types of Pre-1940 collectibles. A sampling of items sold: 8-1/2" diameter reverse painted Rexall store sign, \$70; Coca Cola "Call Again" door push, \$58.00; tin-backed reverse painted advertising mirror for Buckingham Bros. Fine Cigars, \$198; 14" tin Glendora Coffee sign, \$65; 13" x 20" Grant's Cherry Whiskey tin advertising sign, \$220. Small thermometers averaged \$20 each. A lot containing 195 old drug store labels in mint condition brought just \$25. Toys: a "Liliput-Puppen-Schule" in original box brought \$150; a Lionel Yankee Clipper train, \$81; Lionel #259 freight train, 4 pieces, \$82; Ives train, 4 pieces, \$150; a Tootsie Toy Train, \$32.

## Rarities Featured In Three Estate Auctions

Three estate auctions in October, 1987 by William A. Parks, David Armisted and George Cox of Parks Realty and Auction Company in Gallatin, Tennessee featured rare and unusual items.

The October 10th sale began with a 47-acre farm in 6 parcels, followed by an outstanding collection of antiques including a glass front walnut secretary for \$1,750, a cannon ball bed for \$700, 6 oak kitchen chairs for \$95 each, a green crock pitcher for \$160, and Pin Wheel and Fan design quilts for \$140 each.

The October 24th sale featured 16 gold coins. \$20 gold pieces, dated 1858 - 1890, primarily sold for \$700 to \$825 with an 1858 coin selling for \$1,050. Three \$10 gold pieces brought \$425 each. Two \$5 gold pieces were sold with a 1936 coin for \$450. Several silver dollars were sold ranging in price from \$22 to \$30 each. These coins dated from 1882 to 1923. Interestingly, the owner had collected these coins in the 1940's and '50's, and had worn them around his waist under his shirt, each coin sewn up separately in a piece of bed sheet.

The October 31st sale featured a collection of walnut and cherry furniture made by the deceased along with a good collection of other antique furniture, china and glassware. The highlight of the auction was the sale of a 1926 Model T Ford Roadster Pickup Truck. The truck was not in running condition on the day of sale, but was vigorously bid on by a large group of people with the hammer falling at \$6,200.

Continued on page 49

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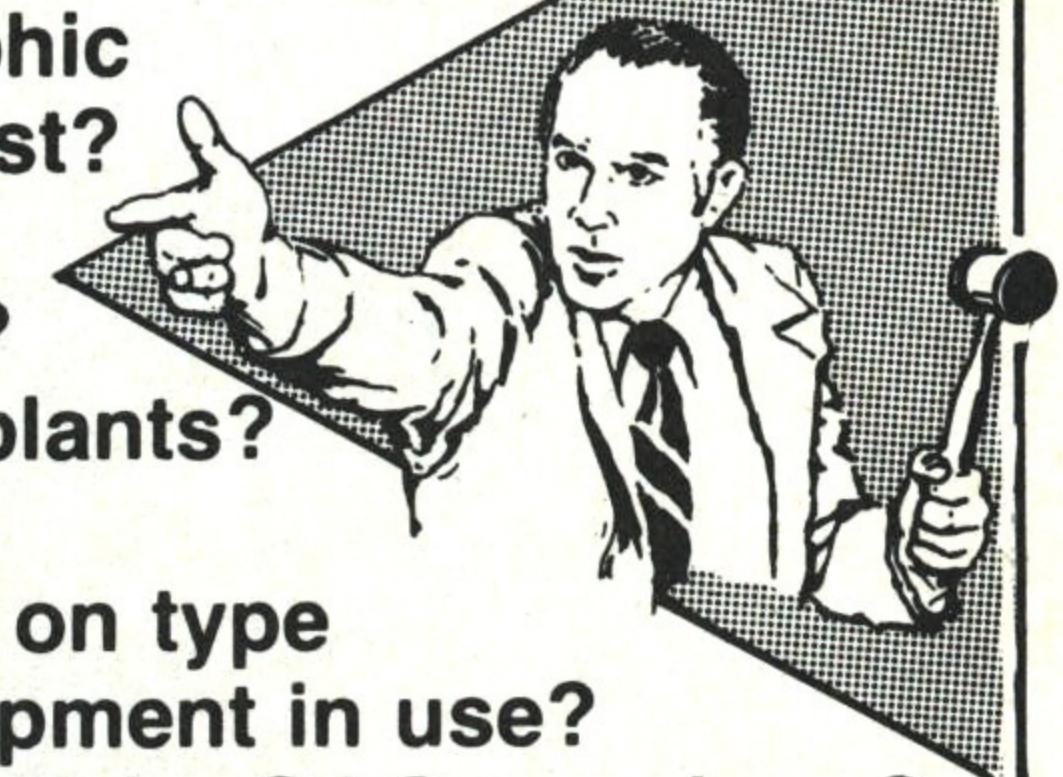
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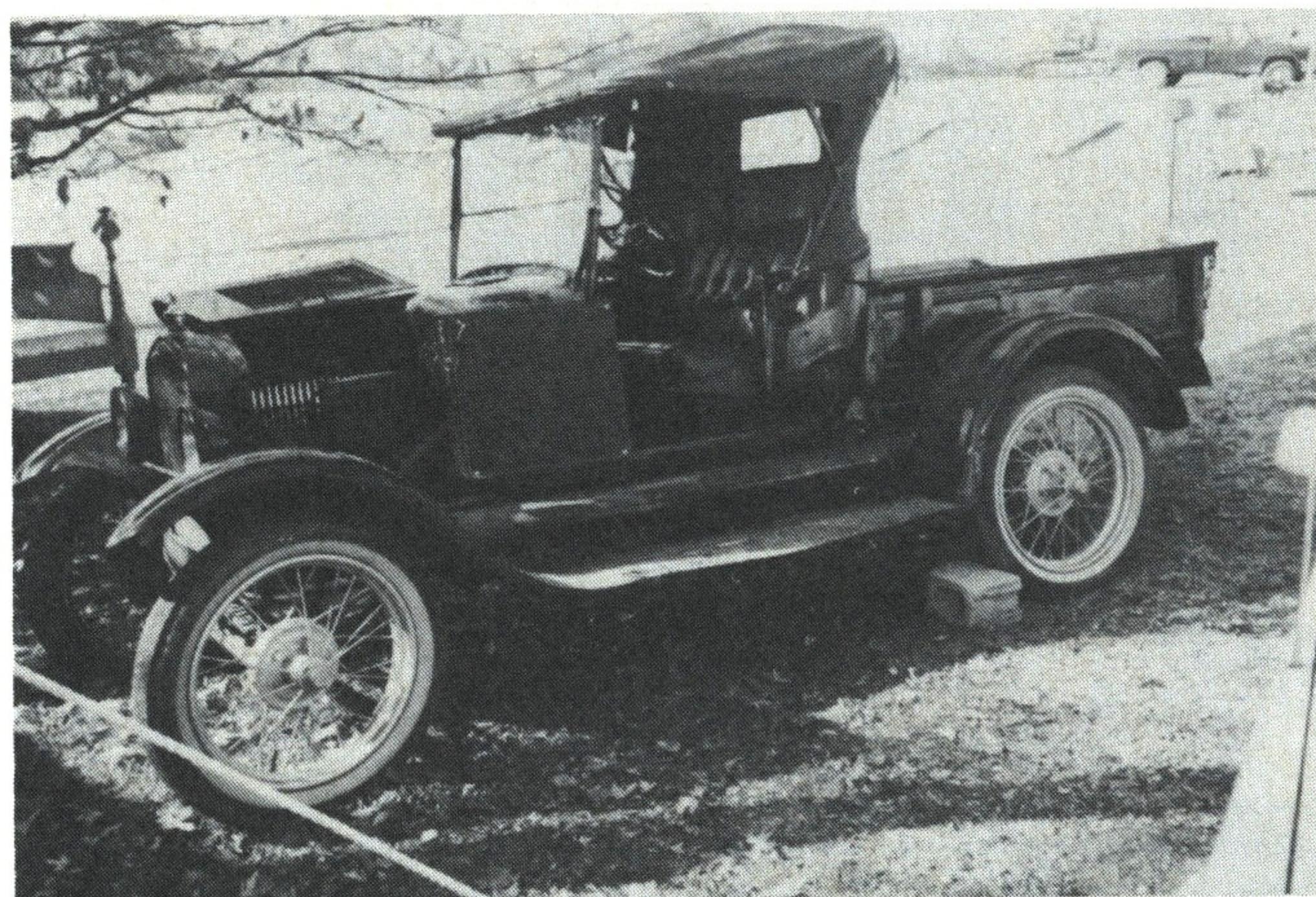
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## Collector Car Auctions

### Running Strong

If the first sale of the season is any indication of the future, collector car auctions will continue to grow stronger in both popularity and as a means of investment, according to auction company Kruse International of Auburn, Indiana.

The first annual Miami Beach collector car auction and show on January 1-3 approached \$5 million in sales at the Miami Beach Convention Center. Nearly 60% of the 494 cars crossing the auction block were sold. David Rupp was the local sponsor and local car clubs were involved with the car show.

A world record was set when a 1964 Cadillac Eldorado convertible sold for \$28,500. The red Cadillac had all options and had a ground up restoration completed in 1987.

The highest priced car sold at the sale was a completely rebuilt 1932 Duesenberg J-441 dual-windshield tourster by Derham for \$525,000. The 1937 Bugatti Type "57" sold for \$200,000 and a 1936 Mercedes 500 Cabriolet B sold for \$291,000.

Many Ferraris received high bids but were unable to meet their pre-determined prices. A 1959 Ferrari V-12 California Spyder captured the highest auction bid at \$505,000. Other cars reaching the \$200,000 mark were: a

*Continued on page 51*

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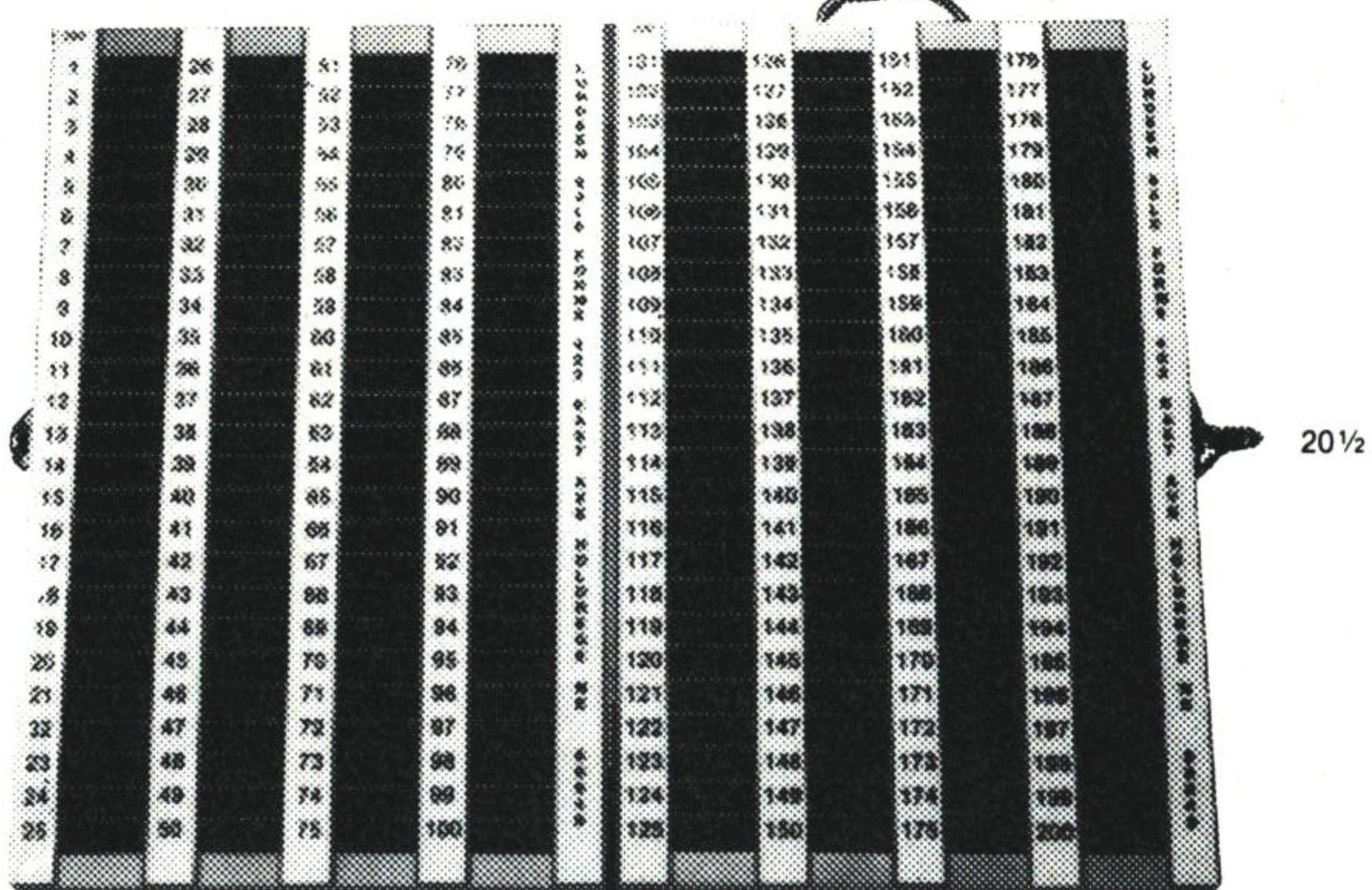
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silver 1953 Ferrari 212 V-12, a black 1973 Ferrari Daytona Spyder V-12, and a black 1973 Ferrari Daytona convertible.

The Imperial Palace Award of Excellence was given to a 1929 Auburn Boattail Speedster, owned by Florida's Bill Lassiter. The Auburn received a high bid of \$80,000.

There were "a tremendous amount of foreign buyers at the sale," said Mitchell D. Kruse, president of Kruse International. "Miami is an international city, and the sale offered a great caliber of cars -- the best of each respective category."

Large quantity buyers included the Jolivet Automobile Museum in France and Michael Kelly, owner and reviver of Avanti Motor Car Corporation.

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Over a hundred mounted wild game trophies from Archie Glazier Jr.'s Trophy Room Restaurant were sold on site in Wiggins, Colorado December 12, 1987 by Odle Cumberlin Auctioneers of Brush, Colorado.

The regionally famous collection included mostly full-size mounts, shoulder mounts, rugs and pelts, but also some miscellaneous collectibles such as mule deer racks and hippo teeth.

Full mount items included a Japanese Sika Deer, \$950; axis deer, \$775; warthog, \$550; red lechwe, \$975; Thompson's gazelle, \$675; Steinbuk, \$475; two baboons & tree, \$450 each; dik-dik, \$500; impala, 4700; Grant's gazelle, \$950; gerenuk, \$750; greater kudu, \$1,500; hyena, \$550; peacock, \$275; barbary ram, \$600; Texas rattle snake, \$125; Markhor ram, \$975; Russian Tuhr, \$850; two black bears, \$2,000 total; black buck, \$700; barbido ram, \$625; pheasant, \$140; mountain lion, \$1,175; grizzly bear, \$1,600; and a Kodiak brown bear, brought \$5,250, the highest price of the event.

Shoulder mount prices ranged from \$100 to around \$400 for most species, but notable exceptions include a black rhino for \$2,200; stone sheep for \$1,100; Dalls sheep for \$1,050; Fannin sheep for \$1,050; and an Alaskan moose for \$800.

A pair of elephant tusks brought went for \$5,200. A pair of elephant's feet baskets took in \$1,100 while a pair of elephant's feet stools brought \$400. The deer racks brought



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Continued on page 53

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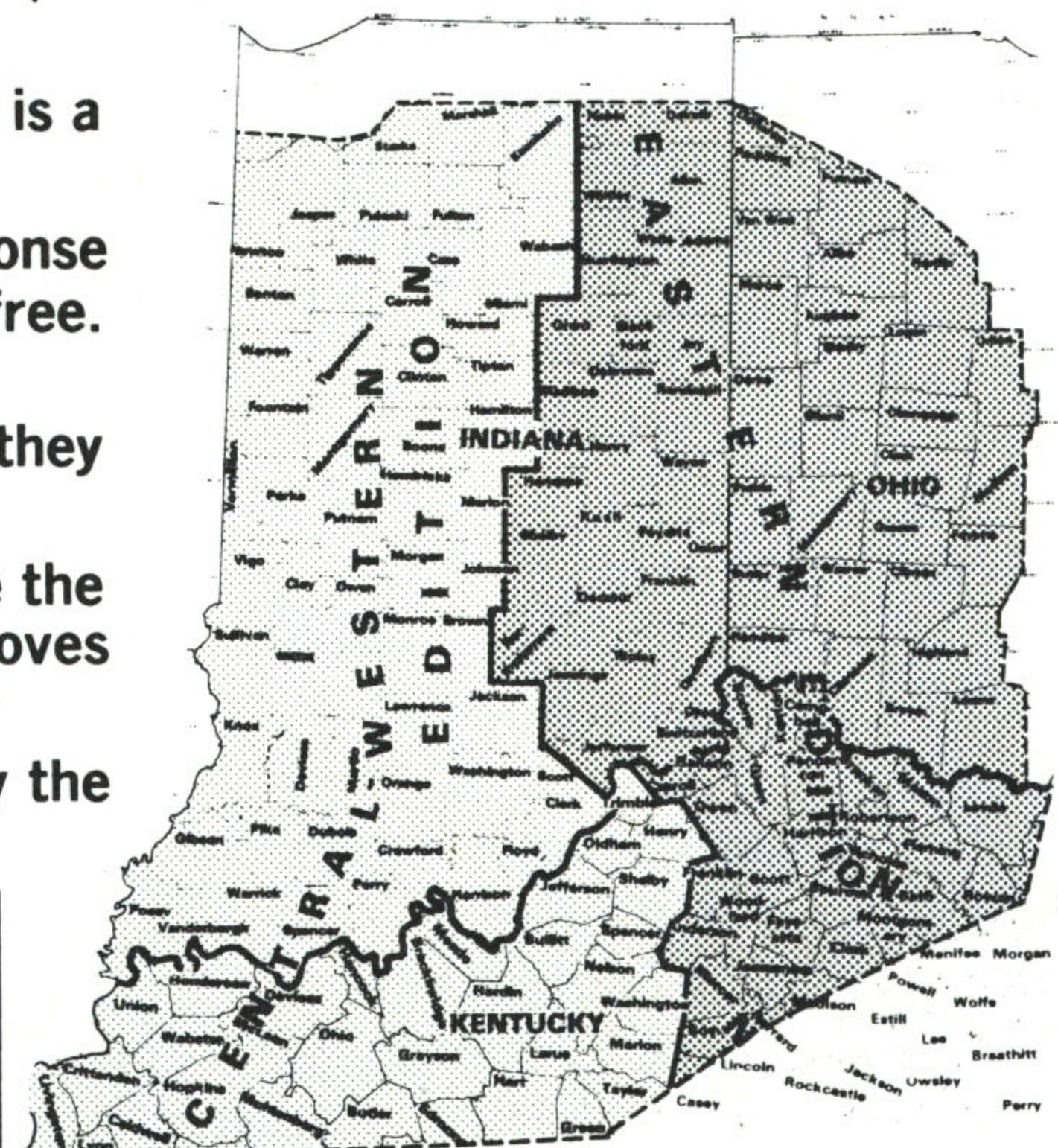
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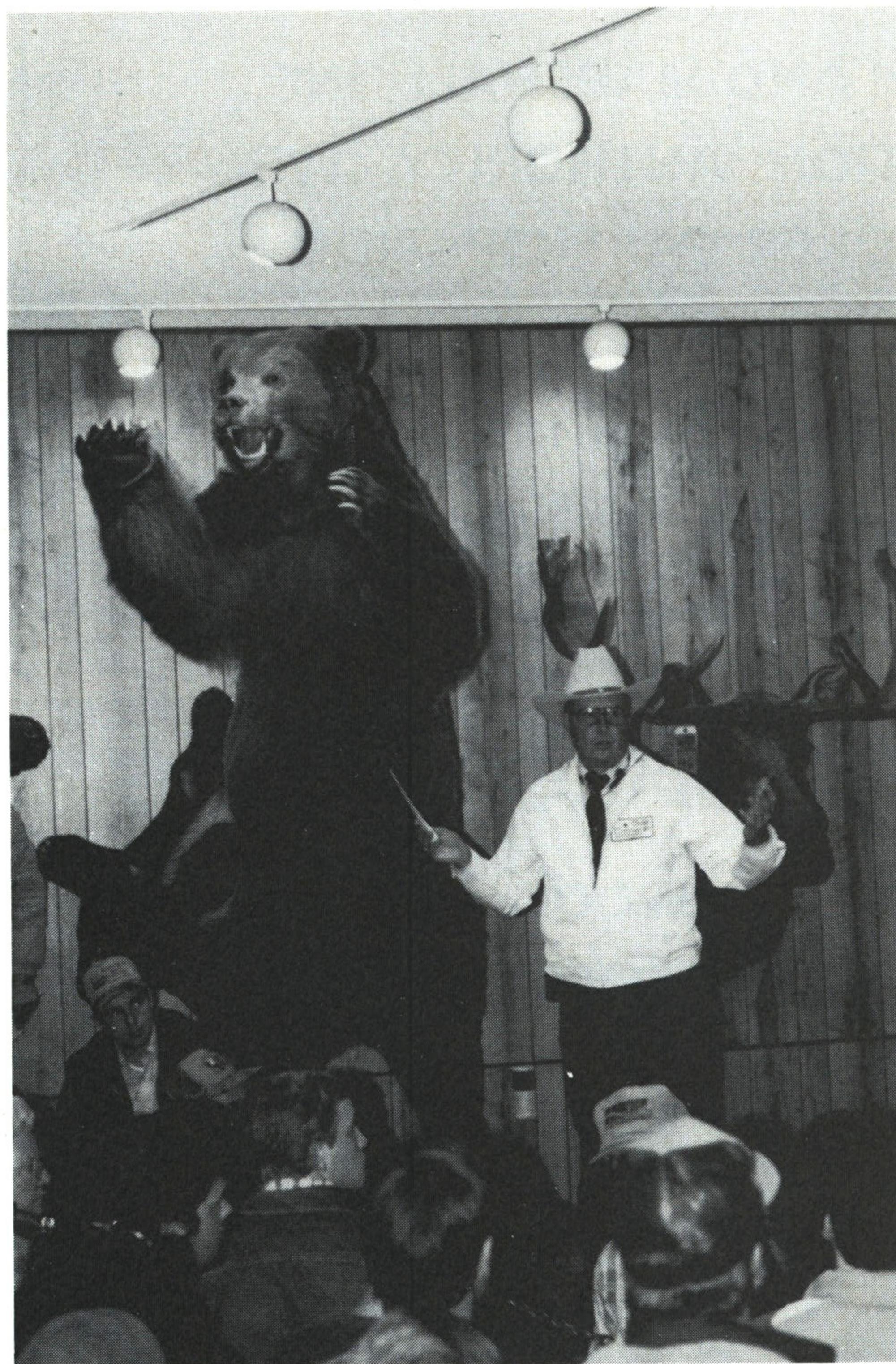
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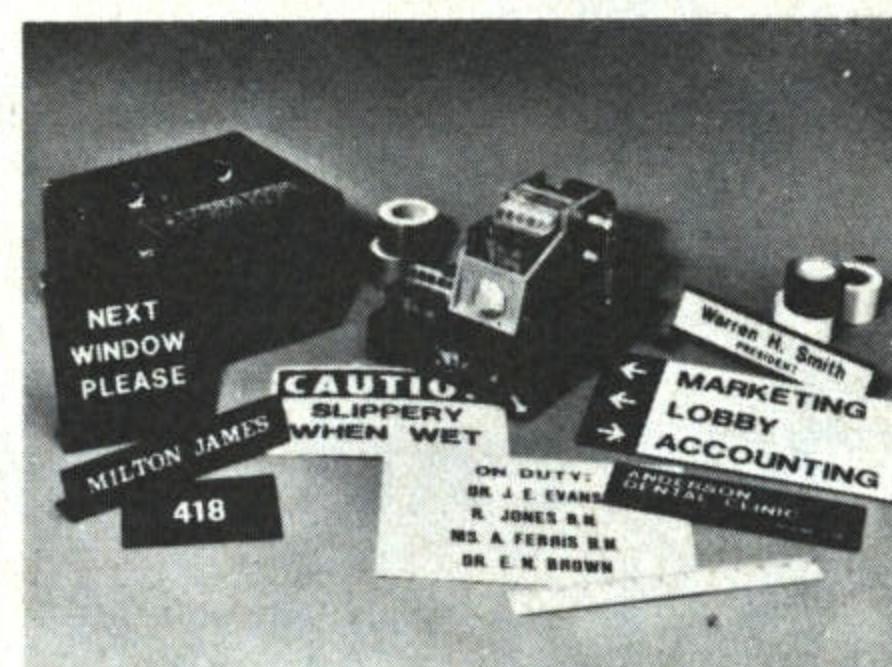
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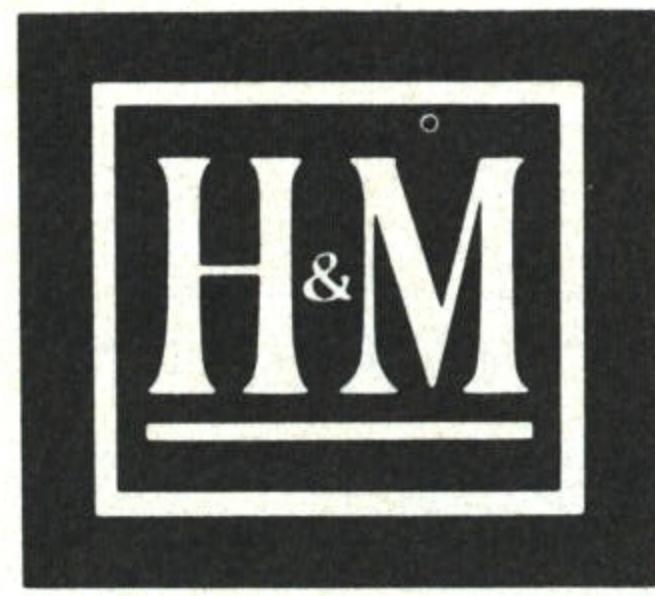
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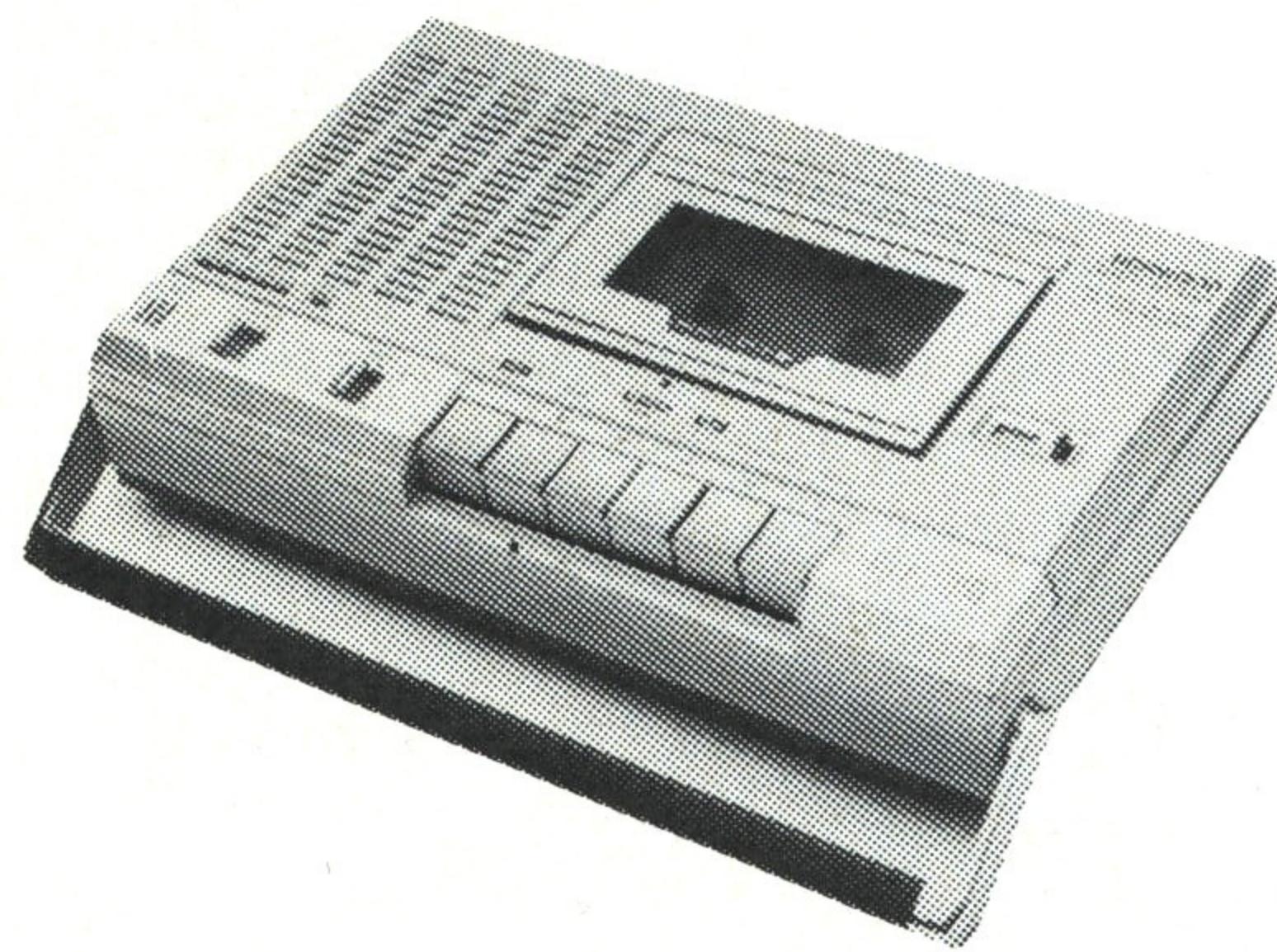
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The owners, Bill and Jane Kenny, celebrated their 5th wedding anniversary two days before the sale and had collected most of their treasure in just those five years, although both had been antique fanciers for a good deal longer.

Some highlights of the sale were a 14-piece porcelain Dog Band (probably Meissen) that sold for \$1,200; a Royal Bayreuth child's nursery rhyme teaset, \$900; and a tall cobalt Lincoln Drape lamp, \$800.

Other lamps: Log Cabin, \$350; red satin miniature, \$225; Cosmos milk glass miniature, \$240; pink Casaed Glass melon ribbed miniature, \$470; and a mil glass Reclining Elephant, \$480. A Carnival glass Zippered Loop lamp brought \$250; Juno Purple Slag lamp, \$210; blue opalescent Coinspot lamp, \$300; and a miniature cut glass lamp, \$275.

A Louis Marx Joy Rider tin toy was taken for \$200; etched Heisey basket, \$220; 16-inch Roseville Iris vase, \$250; Nippon scenic wall plaque, \$210; Royal Bayreuth match holder, \$220; two pink satin rosebowls, \$60; Custard Glass Winged Scroll wasserset, \$375; and Pennsylvania stoneware, \$125.



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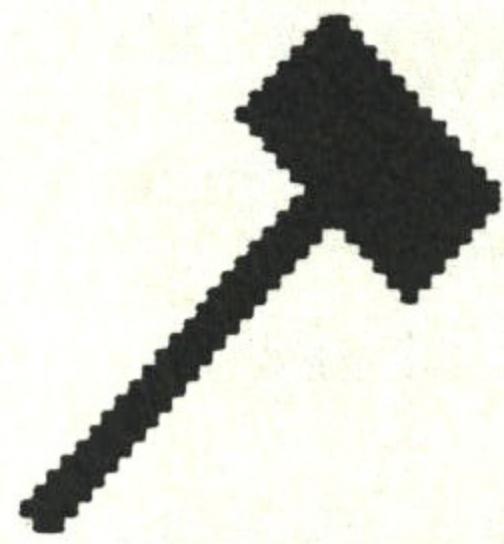
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## L.A.S.A.

The Lincoln Area Society of Auctioneers met and elected the following officers for 1988:



*Left to right: Dayton Layman, Membership Chairman; Jan Kaufman, Historian; Phyllis Bell, Secretary; Bernard Hart, President; Cherie Thorne, Treasurer; Richard Marolf, Program Co-Chairman; Gary Merritt, Vice President. Not pictured: Dennis Wieting, Program Chairman; Randy Fleming, CAI, GRI, Publicity Chairman.*

The Lincoln Area Society of Auctioneers meets the third Thursday of every month with a guest speaker and regular business meeting at every regular monthly meeting. The highlight of the 1987 year was a Farm Aid Benefit Auction that raised over \$2,000, organized and conducted by all members of the Lincoln Area Society of Auctioneers.

## OHIO

The Ohio Auctioneers Association held the annual winter meeting at Stouffers Dublin Hotel in Dublin, Ohio on January 9, 10 & 11, 1988.

Elections resulted as follows: President Elect, Larry Garner; Vice President, Lowell Chambers; Secretary Treasurer, Byron Dilgard; Directors: Jim Kiko, Mike Albert & Brent Semple, and 1988 OAA President Keith Sheridan presented a plaque to retiring President Dick Miller.

Seminars included: Personal Property Auctions by NAA Director Ralph Zettlemoyer, Bid Calling by Daryl Ball, Multiple Parcel Auction Sales by Dean Howard, and "Bid Rigging" by Roger Currier, Attorney with the Department of Justice. Also, Rick Brown, Chief, Division of Licensing, shared his thoughts on the Division and the auction profession.

Round table discussions included Banker & The Auctioneer; Insurance; Auctioneer & The Printer; The Law and The Auctioneer; and The OAA - Your Ideas.

Advertising Contest winners were as follows: Best of Show, Kieth Sheridan & Associates; Promotion, Semple & Associates; Stationery, Semple & Associates; Commercial & Industrial, Frey & Sons; Farm Liquidation, Kramer & Kramer, Inc.; Chattel Property A-under \$10,000 one color,

*Continued on page 63*

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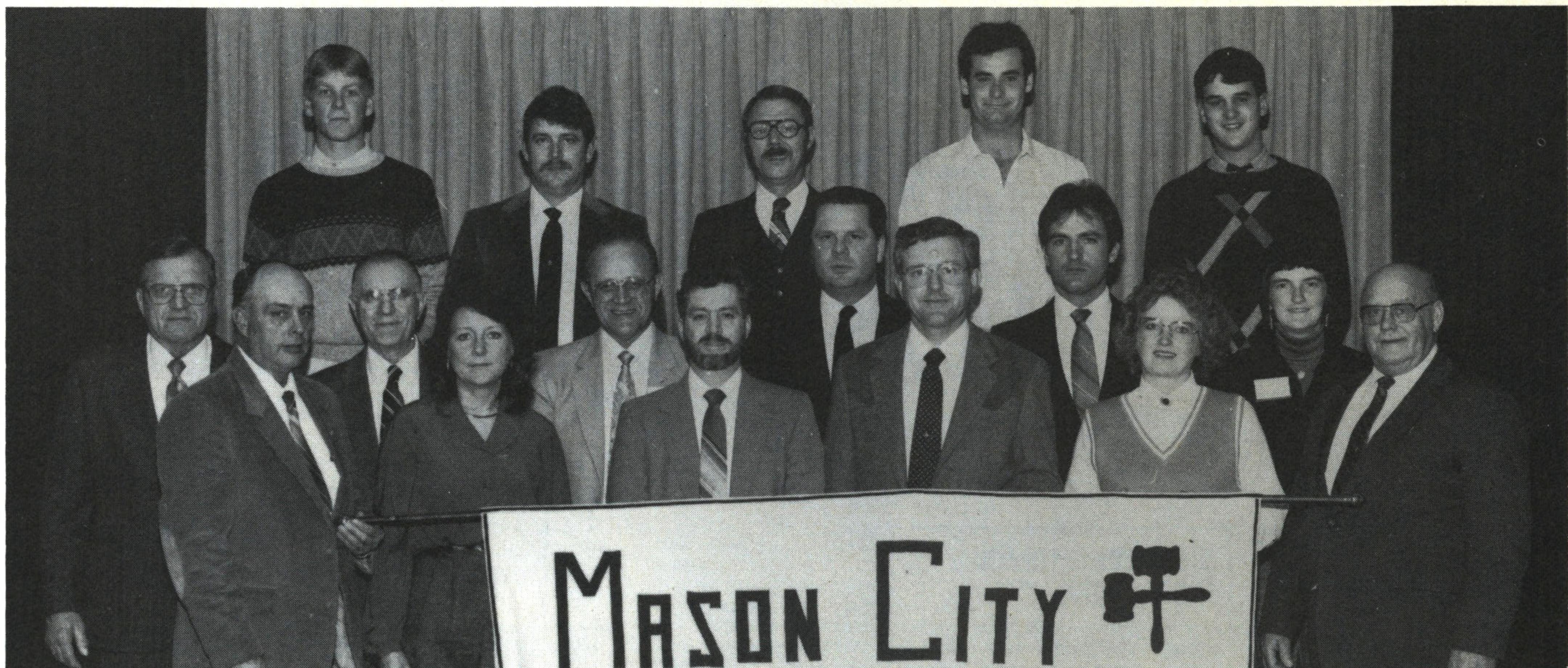
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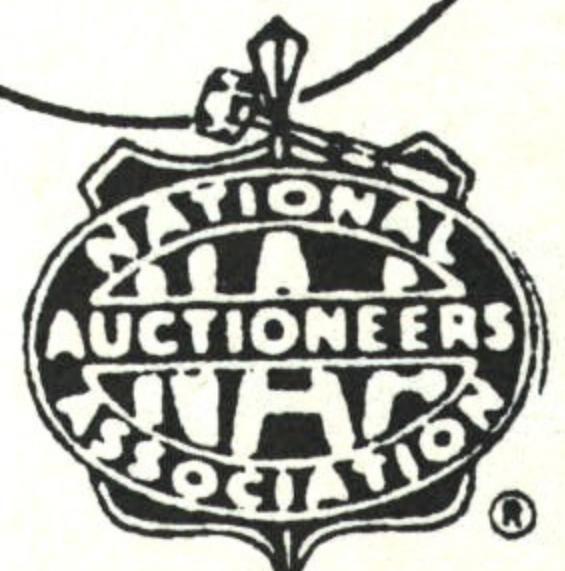
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This convention was one of the OAA's largest ever with many expressing much satisfaction with the program.

## Tax Tip For 1987 Tax Year Income Taxes

Auctioneers, acting as brokers, who sold "one-to-four family real estate" during 1987 may be required to submit an IRS FORM 1099-B Proceeds from Real Estate, Broker, and Barter Exchange Transactions.

"One-to-four family real estate" is defined as "any structure designed for the occupancy of one to four families, such as a house, townhouse, duplex, or four-unit apartment."

In 1988, the IRS is issuing regulations to extend this reporting requirement to other types of real estate.

Auctioneers who had any real estate business in 1987 are reminded to check with their attorney, banker, accountant, or tax preparer to ensure they comply with these new IRS reporting requirements.

Thanks to Richard Lust, Verona, Wisconsin, for this timely input.

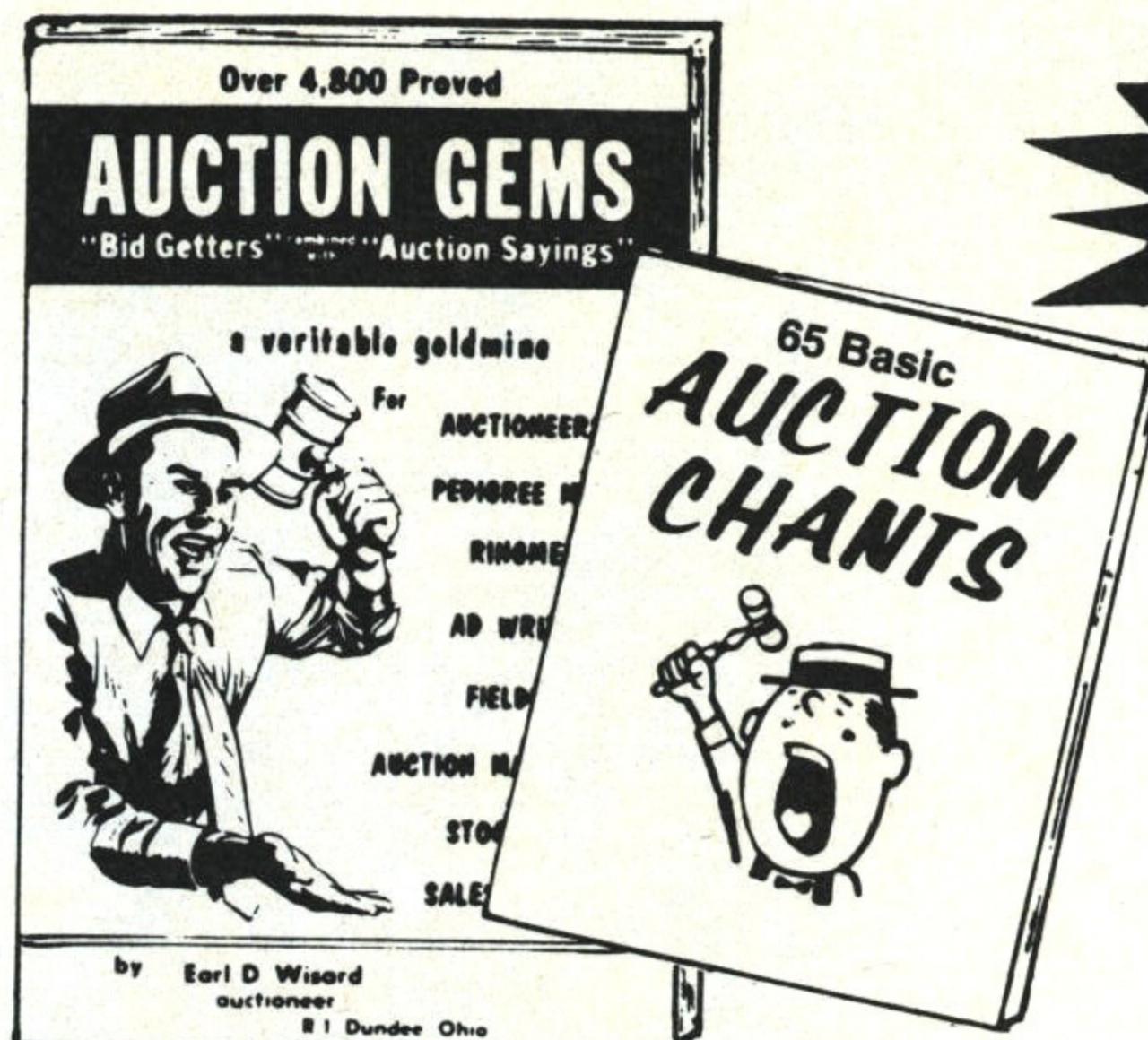
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by Keith A. Harris, CAI  
President, Washington Auctioneers Association

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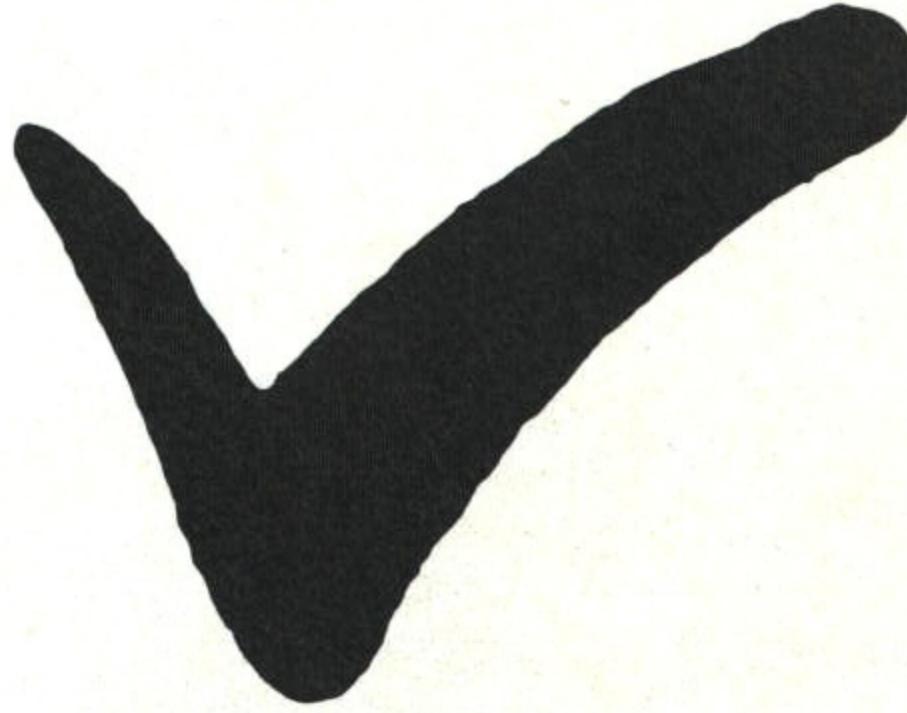
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## The Auctioneer Advertising Information

### TERMS & CONDITIONS

THE AUCTIONEER is published monthly except August (11 issues each year) by the National Auctioneers Association as an informational service to its members and to promote the auction method of marketing.

All advertisers are required to submit credit account information, an advertising agreement, and payment in advance (for first three months) before advertising will be accepted. Advertising must be camera-ready.

### ADVERTISING RATES

SIZE:	Width X Height	1 - 5 Times	6 - 10 Times	11 Or More Times
Full Page	7-7/16 X 10	225.00	220.00	215.00
2/3 Vert.	4-7/8 X 10	155.00	150.00	145.00
1/2 Hor.	7-7/16 X 4-7/8	125.00	120.00	115.00
1/3 Vert.	2-5/16 X 10	85.00	80.00	75.00
1/3 Hor.	4-7/8 X 4-7/8	85.00	80.00	75.00
1/4	3-9/16 X 4-7/8	75.00	70.00	65.00
1/6 Vert.	2-5/16 X 4-7/8	50.00	45.00	40.00
1/6 Hor.	4-7/8 X 2-5/16	50.00	45.00	40.00
1/8 Hor.	3-9/16 X 2-1/4	25.00	25.00	25.00
1/12	2-5/16 X 2-5/16	20.00	20.00	20.00

### ACCEPTANCE

Publisher will publish advertiser's copy in the authorized issue. All advertisements are accepted and published by the publisher upon the representation that the agency and/or advertiser is authorized to publish the entire contents and subject matter thereof. In consideration of the publisher's acceptance of such advertisement for publication, the agency and/or advertiser will indemnify and save the publisher harmless from and against any loss or expense resulting from claims or suits based upon the contents or subject matter of such advertisements, including, without limitation, claims or suits for libel, violation of right of privacy, plagiarism and copyright infringement. The publisher reserves the right to refuse any advertising. Ads which do not meet material requirements as described in these terms and conditions are subject to additional production charges. The publisher is not responsible for any errors in key numbers or other type set by publisher. Not withstanding anything contained herein to the contrary it is expressly agreed between the parties hereto that the advertiser's damages in the event of any error in publication by the publisher shall be limited to the cost charged by the publisher for said advertisement. The advertiser will pay each invoice within 30 days of the date of each invoice and will enter all claims for price adjustments, missing or inadequate work within 10 days of receipt of invoice. The advertiser is also responsible for all legal fees involved in collecting overdue balances.

### MATERIAL REQUIREMENTS

Black and White: Camera-ready keyline, positive print, right-reading, emulsion-side-down negatives.  
Halftones: 133 line screen

### PRODUCTION CHARGES

If materials do not meet requirements above, additional preparation will be billed at \$25.00 minimum.

### CANCELLATIONS

Cancellations must be received by the space reservation deadline. Failure to send materials does not constitute cancellation; previous advertisement of advertiser will be inserted if new materials are not received by closing date. If new materials are scheduled and are not received, the previous advertisement of the advertiser will be inserted.

No cancellation of premium positions accepted.

Cancellation of a contract space forfeits advertiser's rights to benefit of frequency discounts.

### SUBSCRIPTIONS

Subscriptions and single copies of THE AUCTIONEER are available on a limited basis to non-members and only through the NAA office. The annual subscription rate is \$25.00; single issues are \$2.90 each.

### DISCLAIMER

Products or services advertised in THE AUCTIONEER are in no way endorsed by the National Auctioneers Association. Problems encountered with an advertiser should first be brought to the attention of the advertiser for satisfaction. If the problem persists, then the NAA office should be notified.

Submit all advertising and other correspondence to: THE AUCTIONEER, c/o The National Auctioneers Association, 8880 Ballentine, Overland Park, Kansas 66214. Phone: 913/541-8084.

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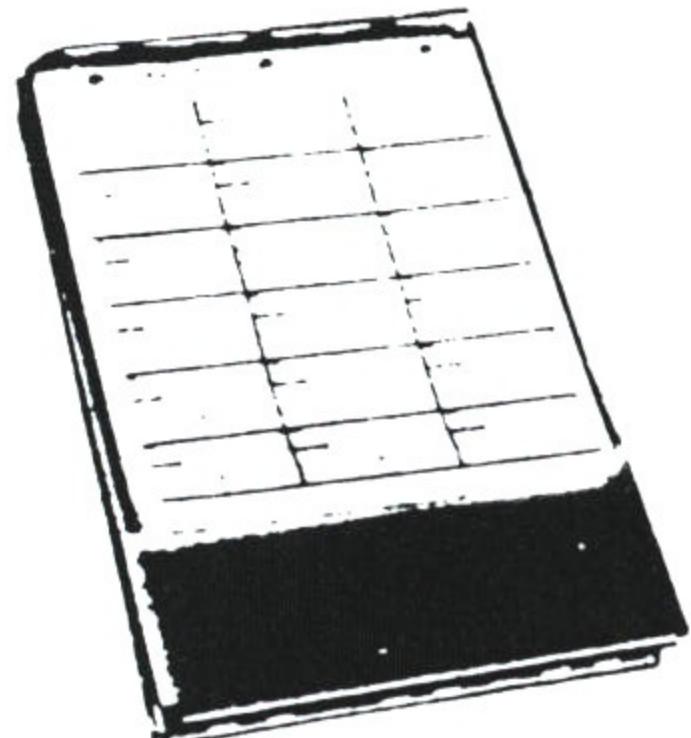
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Secretary



**CLERK-SAVER®****— World's No. 1 Clerking System****More Professional Auctioneers Use the Clerk-Saver® System Than Any Other Method.**

Buyer's Name Or Number	Item or Lot Number
REMAINS	(a \$ _____ \$ _____)
This receipt verifies payment and delivery of the above. Seller retains ownership until payment check is honored. Sold as is. All sales final. Thank you.	
• 1988 Missouri Auction School, Kansas City, Missouri 64102	

**THE CLERK SAVER® IS:**

- *Fast — check out in minutes.*
- *Accurate — Clerk writes buyer, item & price. Cashier writes nothing.*
- *Less expensive than any known system.*
- *Keeps a running total of the sale.*

**● "CLERK-SAVER" CLERKING TICKETS—Form No. CT-12**

Original and 2 copies on NCR paper (makes its own carbon copies) 8½ x 11" sheets perforated to make 12 tickets 1¾ x 4½". This is an extremely fast, easy, and accurate combination clerking and cashing form. This one form replaces both the standard clerking sheets and cashiers statement. You'll like these.

9,000 Tickets (1-3 White, Canary & Card)	\$33.50
18,000 Tickets (1-3 White, Canary & Card)	\$65.00
36,000 Tickets (1-3 White, Canary & Card)	\$119.50

**● ALUMINUM WRITING TRAY**

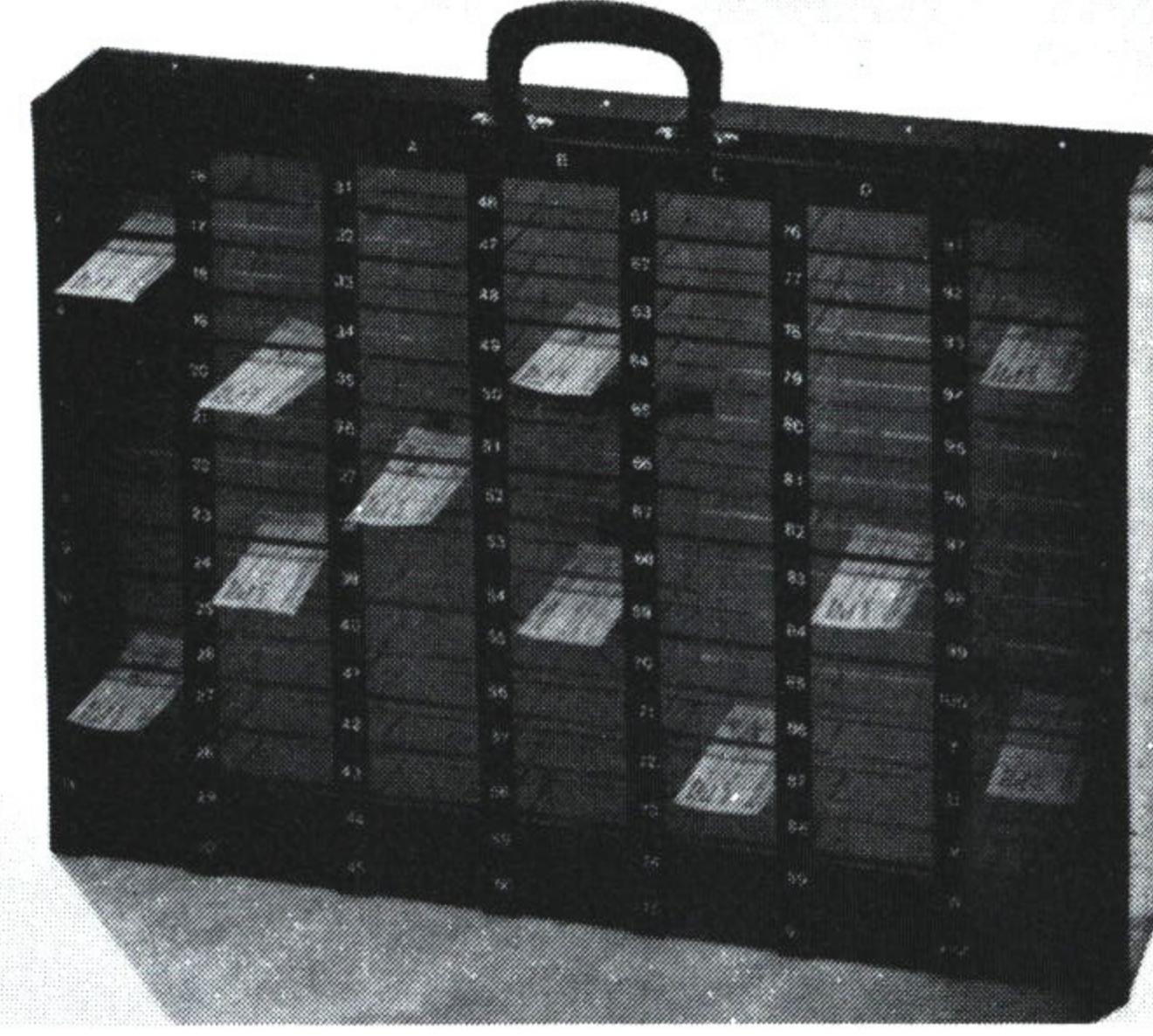
The aluminum writing tray is a lightweight, spring-loaded tray which is designed to hold ample forms for continuous operation throughout the sale. A storage compartment, a special feature of the tray, holds additional forms and completed auction item sheets.

Aluminum Writing Tray ..... \$14.95

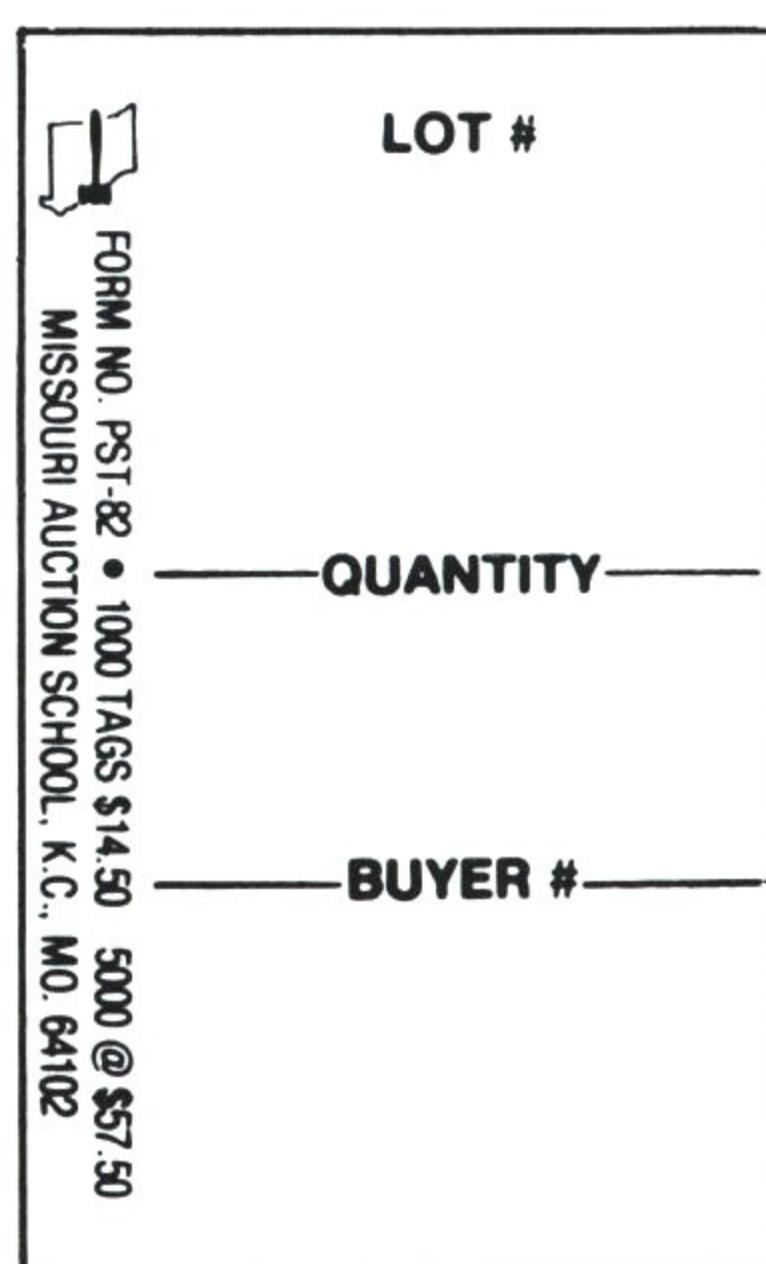
**● 100 SLOT SMOKED PLEXI-GLASS CLERKING TICKET FILE**

Overall size 23" x 16" x 4". Slots are 2¾" x 7/8" x 3½". Handle for easy carrying or nail to a wall for permanent installation.

Slots numbered 1 to 100 plus A to Z ..... ONLY \$59.95



- **GUMMED BACK TAGS — Form No. PST-82**  
Sticky back pressure sensitive auction equipment tags with space for lot number, quantity and buyer number. 1½ x 2½".  
Roll of 1,000 tags—\$14.50 5,000—\$57.50
- **EQUIPMENT LOT TAGS — Form RHT-83**  
Card stock tags with reinforced hole. 1½ x 3". Space for lot number, quantity and buyer number.  
1,000—\$16.50 5,000—\$67.50
- **WIRES FOR EQUIPMENT TAGS, 12" LONG**  
1,000—\$10.00 5,000—\$47.50

**● BUYER CARDS . . . Form No. BC-70**

For buyer's number and purchase notes. 3¼ x 7½" (fits in buyer's shirt pocket).

1,000 Cards....\$9.50 2,500....\$22.75 5,000....\$44.75

**● BUYER'S REGISTRATION FORM . . . Form No. BR-69**

8½ x 11", 50 sheets per pad. Space for buyer's number, name, address, phone and other information.

\$2.00 per pad, 10 pads at \$1.50 ea., 20 or more at \$1.25 ea.

**SPECIAL CLERK SAVER STARTER KIT****THE SPECIAL KIT INCLUDES:**

- Aluminum Writing Tray
- 9,000 CT-12 Clerking Tickets
- 1 Pad FS-69 Final Settlement Forms

All of the above plus:

One 100 Slot Clerking Ticket File (a \$125.90 Value) Only ..... \$89.95

**SAVE  
\$35.95**

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

**Missouri Auction School**

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

**PHONE: 816-421-7117**

# Now. . . COLONEL® . . . The Sound That Sells"

The all new COLONEL Series of Portable Heavy Duty P.A. Systems Designed Exclusively for Auctioneers



## COLONEL® 1

- Astatic Model 957L Anti-Feedback professional ball type dynamic cardioid microphone with on-off switch, detachable 10 foot coiled cord, and built in windscreens.
- Deluxe padded shoulder strap.
- Full range six inch baffled speaker.
- Tough, attractive reinforced vinyl "Mule Hide" covering with metal corner protectors.
- Space age solid state amplifier.
- SPECIFICATIONS: Batteries: Eight "D" size flashlight batteries (not included) (Alkaline batteries will give many hours of extra service).
- DIMENSIONS: 7 3/4" High x 6" Wide x 7 1/4" Deep.
- WEIGHT: 4 LBS., 14 OZ.
- There is a two year repair or replace warranty on everything except batteries.

List Price: \$395.00

Auctioneers Cost: \$237.00

## COLONEL® 2

The COLONEL 2 has the same features as the COLONEL 1 plus:

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

List Price: \$570.00

Auctioneers Cost: \$342.00

Payment with Order — We Pay Postage . . .

C.O.D. Orders — You Pay Postage

Order by Mail . . .

Send Check or Money Order To:



## Missouri Auction School

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

PHONE: 816-421-7117

**THE AUCTIONEER**  
**NATIONAL AUCTIONEERS ASSOCIATION**  
8880 Ballentine, Overland Park, KS 66214

Bulk Rate  
U.S. Postage  
PAID  
Shawnee Mission,  
KS - Permit #220

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