THE AUCTIONEER

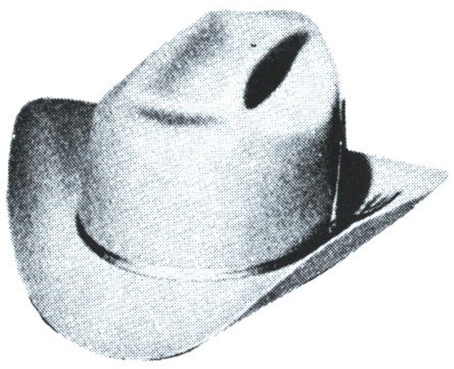
The Magazine of the National Auctioneers Association • December 1990



Escape The Cold — Meet In San Antonio

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ATTENTION ALL NEW AND OLD MEMBERS OF NAA



Stetson "Wisp"

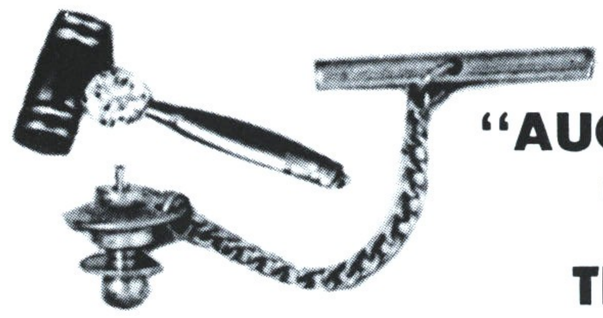


Auctioneer Hat

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" 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 that a white Panama Stetson hat.

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.



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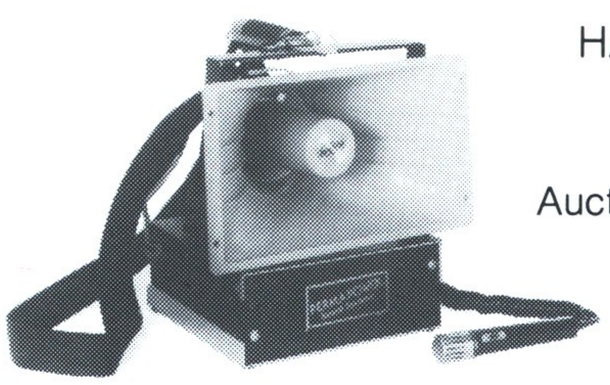
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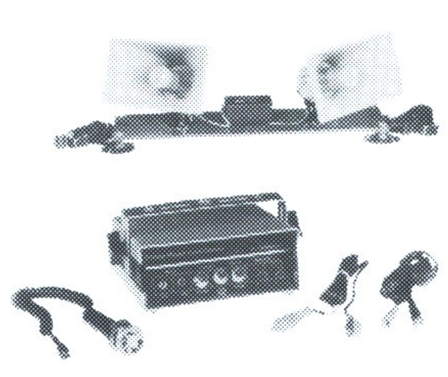
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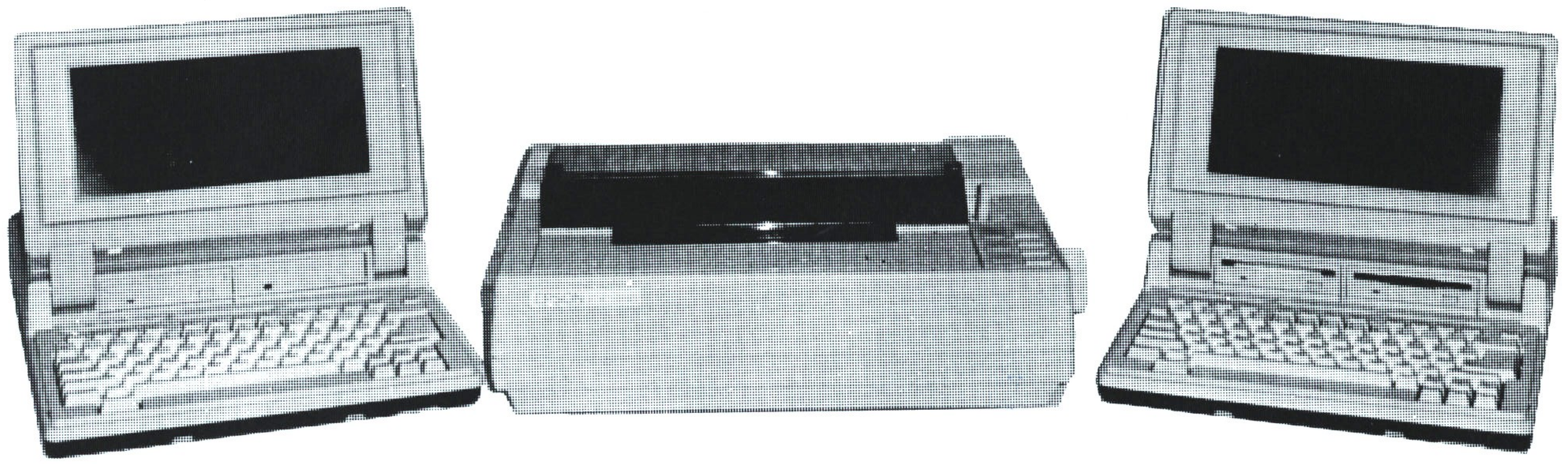
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THE AUCTIONEER

December 1990 Volume XXXI, Number 11

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On The Cover



Even though the message across the cover asks members to attend San Antonio as a respite from the cold, the beauty of this winter scene is undeniable. And, of course, the main reason to go to San Antonio is the educational value of the seminar. More information about the San Antonio Seminar is included in this edition of *The Auctioneer*. The winter scene on the cover was produced by Nancy Clevinger, a Kansas City area photographer.

THE AUCTIONEER magazine is the official publication of the National Auctioneers Association, 8880 Ballentine, Overland Park, KS 66214-1985. Phone (913) 541-8084, FAX (913) 894-5281. Submit all advertising to the above address. 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.

Editorial and Advertising must be received at the NAA Headquarters on or before the first day of the month preceding date of issue. Additional advertising information on facing page to back cover.

President's Message

Barbecue, Hot Discussion Topics Will Make Omaha A Winner

Dear Fellow NAA Members,

No matter how you look at it, our July 1991 convention in Omaha has the makings of a success.

First of all, there will be a strong educational program. In addition to the workshops being organized by the Agribusiness, Commercial/Heavy Equipment, Personal Property, Real Estate and Support Services councils, there will be bid-calling sessions, a "Great Ideas" workshop and a program by an exciting motivational speaker. You can also look forward to a program aimed at assisting the leaders of state associations.

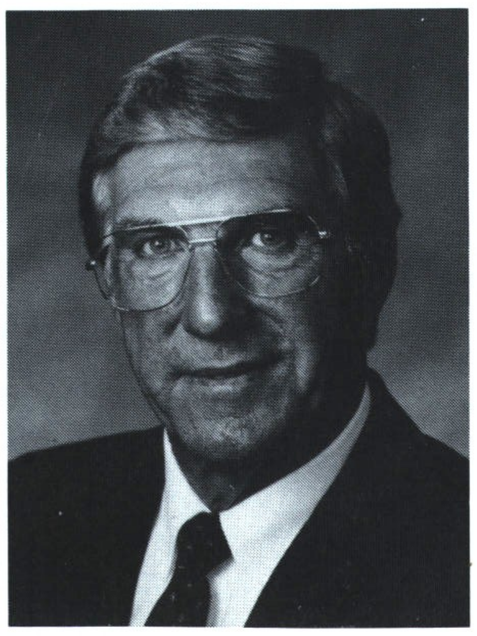
When it comes to getting acquainted with fellow auctioneers from across the United States and Canada, one of the first major events will be a free barbecue Tuesday night. Dress will be casual for the barbecue, which will be held in the shaded picnic area at Peony Amusement Park, and some very special entertainment will be provided by members of the Omaha Indian tribe.

The tour schedule isn't final yet, but it is expected to include such destinations as the Strategic Air Command's underground command center, the SAC Museum, Air Force Global Weather Central, Father Flanagan's Boys Town and the Henry Doorly Zoo. There will also be special entertainment for the youngsters at the hotel.

The International Auctioneer Champion will be chosen Wednesday night, and advertising contest plaques and other awards will be presented Friday night. There will be exhibits by auction supply vendors, and the opportunities to network with others in your profession will be almost endless.

The hotel room rates are some of the lowest we've had in years, and you will be able to park your car free of charge in the hotel lot.

Finally, as an incentive to attract potential members, our Board of Directors has agreed to allow all auctioneers — whether or not they belong to NAA — to attend the Saturday non-meal convention events absolutely free of charge. So if you have a colleague who isn't certain whether membership in NAA is worth the cost, why not invite him or her to Omaha? We think they'll be pleasantly surprised by what we offer.



Sincerely,

Wayne Stewart

Wayne Stewart, NAA/CAI Auctioneer
NAA President

National Auctioneers Association 1990-91 Board of Directors

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Reputation:

It Can Make Or Break An Auctioneer

Gene Harris has been in the auction business for 40 years. At least part of the credit for his longevity in the auction business can be attributed to the strict code of conduct he has always maintained.

Harris is president of the Gene Harris Antique Auction Center of Marshalltown, Iowa.

He has seen many auctioneers come and go, their careers ruined by a lack of ethics or common sense.

During a presentation at the 1990 Orlando Personal Property Seminar, Harris reviewed some of the problems he has seen other auctioneers encounter through the years and what he does to avoid making the same mistakes.

Harris' auction house is one of the largest and best known in the country. Despite being located almost in the center of Iowa, it attracts customers and clients from all across the country because of its reputation.

A reputation is a very valuable thing and can be ruined all too easily, as Harris noted.

It has become standard practice for some people with items to sell to try and dictate how an auction should be run, Harris said. These individuals will also try to drive the auctioneer's commission price way down.

According to Harris, what is happening is that young auctioneers are being enticed to take these auctions for flat rates.

Harris maintains that people who do not want to pay a fair commission rate cause the problem. However, non-professional auctioneers are also to blame. "These non-professional auctioneers take sales for $500 and $1,000, and we have a disease here."

Besides the damage to the auction profession done by these types of auctions, the seller loses out as well, Harris said.

"People are literally losing thousands of dollars," Harris said. Sometimes Harris will let people know that they could have realized a much better return with a professional auctioneer.

"I don't send them a letter or anything, but I make it a point to let them know that if you had somebody who was a professional you wouldn't have had a problem."

Harris defined a non-professional auctioneer as one who operated a fly-by-night business with no intention of making auctioneering his/her permanent career.



Non-professionalism can take many forms, according to Harris.

"Misrepresentation is a thorn in the side of antique auctioneers," Harris said.

As an example, Harris cited an auction in a neighboring state. The auctioneer had advertised that a round oak table would be one of the items auctioned. A potential buyer had come to the auction just for the chance to bid on the table. He couldn't find the table but while he was looking for it the daughter of the seller said there had never been a round oak table available for auction.

"The auctioneer told daddy to put it in the ad and that would bring more people," the daughter told the buyer.

Harris has strict standards to ensure that everything he advertises will be available at his auctions.

"We write up the ads," Harris said. "We don't accept a list from one of the heirs who lives 100 miles away.

"We get the merchandise in the building; we measure it; we examine the colors; and we make sure the item is what it is supposed to be. The non-professional does not know the difference."

By taking such care in examining the merchandise, Harris hopes to avoid situations where someone travels a long distance to attend an auction in an effort to bid on a particular item only to find out that the item is not what it was represented to be.

"I have no sympathy for the auctioneer or auction company that stands up and says, 'Well, that's what the heirs told us.' It isn't up to the heirs; it's up to you. You are responsible for the correct advertisement in

(Continued on page 7)

Harris

from page 6

the paper."

Harris believes the owners of items being auctioned should keep a low profile during the bidding. Frequently, the owners will want to keep track of how auctions are going from the front row.

"I don't need a second clerk," Harris said. "If they want to keep track of the auction, they can sit back in the 28th row. I won't allow them in the front row. Bidders will be watching the owners. It's a distraction. Bidders are waiting to see if any of the owners are going to bid."

Unethical conduct by auctioneers can have a negative affect on how a community perceives auctioneers for years after the guilty auctioneer has left the area, Harris said.

Harris noted that two cities in Iowa, Davenport and Des Moines, have very strict laws which discourage the disposal of property by auction. These laws were created after citizens in those communities had a number of bad experiences with unethical auctioneers.

"Those auctioneers left town, but the laws didn't," Harris said.

"Represent items as they are. That is why we demand to have everything sent to us 60 days prior to the auction date so we can make sure every item is what it is supposed to be."

Even with strict controls, Harris has had a few things slip by him, but he manages to catch repaired and faked antiques most of the time.

Harris has some words of caution about some of the more unscrupulous antique dealers.

"Don't fool with them. They're a detriment to your business. You're insulting a customer. Don't fool with merchandise that's no good."

Harris is willing to assist other auctioneers determine what the value of an item should be.

"Call me," Harris said. "If you have trouble assessing an antique, we'll do our best to tell you what you have and its approximate value.

"Why are we happy to do this? It's because I wouldn't have as many problems if I had more quality competition in my area."

Harris' contention is that if there are a lot of professional auctioneers in an area, the non-professionals will not find people willing to do business with them.

Building a successful auction house requires more than staying away from unethical activities. Auctioneers must also strive to provide a service that makes people want to consign their items to your auction house.

Harris has developed a system of service that works well for him. One of the first decisions an auctioneer will face is the purchase or construction of a building.

"If you are in a good-sized town and you've got competition, it's probably best to get on the other side of town," Harris said. "You've got to select a building that will suit your customers. You can't select a building based just on what your needs are.

"If a customer walks into dark room with old wobbly chairs and a floor that hasn't been swept, you'll only see them once. You may not even see them that one time because your reputation precedes you."

Buyer and seller both need to have confidence in the auctioneer. Harris takes several steps to instill that confidence.

"We get merchandise from every state in the Union because we offer service," Harris said. "We have a research department, and the staff there spends all of its time tagging inventory and researching items. We keep all of the merchandise under tight security, also.

"You've got to hire the right people and train them for what you want done.

"We have a courteous staff. We have indoor loading and unloading. We have locked showcases. We have rooms full of items most of the time. This allows potential buyers to get a look at items that will be available at upcoming auctions."

Just as a negative reputation can ruin an auctioneer, a positive reputation can be a boon. Once you become known in a community as a top-notch businessman/auctioneer, the people in the community will continue to come to your auctions and consign to your sales.

Harris has such a relationship with the people of Billings, Mont., despite the distance between his base of operations and the Montana community.

"When our friends in Billings want to sell fine antiques they come to Iowa," Harris said. "Sometimes we hear of a large collection in that area and we go pick it up."

Like most auctioneers, Harris maintains several mailing lists, each targeted at a specific audience. Most of Harris' customers pay $20 a year to stay on the mailing list(s). Harris said the fee does not even cover the cost of the postage.

Harris does make exceptions and sends mailing lists for free to some customers.

"There are buyers — big buyers — that won't pay $20 to be on a mailing list. They won't pay an entry fee to get through the door, and we've never charged to get into any auction. These big buyers wouldn't pay to get into an auction, but they might spend $10,000 once they are inside."

Harris also does not charge a buyer's premium to on-site bidders.

Harris has had his share of surprise winners at his auctions. While evaluating a semi-load of items, Harris came across an old typewriter. He thought it might have some value, and it was included in the advertisements. However, during the period before the auction this typewriter was not locked away as most of the other valuable merchandise was.

"It sat on the counter for two months," Harris said. "It would occasionally get in the way, and we would move it around."

Three bidders worked hard to get that typewriter before it sold at $17,000.

"Thirty years ago I dreamed of being where I am today," Harris said. "Let me have a building with all these people bringing me their antiques. You know what happened? I got it. There are a lot of demands associated with operating a large auction house, but we love it."

NAA Directors Review Policy On Open Meetings, Consider Convention Sites

The National Auctioneers Association's open meeting policy was reviewed during the NAA Board of Directors' Oct. 21-22 meeting in Overland Park.

Executive Vice President Joseph G. Keefhaver gave the Board an attorney's opinion of the Board's current policy. The attorney's position was as follows:

1. The Board is governed by Robert's Rules of Order, and all meetings of any body are open to all members unless a specific motion takes the meeting into executive session. Therefore, a bylaws amendment is unnecessary to ensure the meetings are open.

2. Executive sessions are acceptable when certain subjects are under consideration.

3. The NAA Bylaws can only control its business meetings. They can't be extended to govern the conduct of such meetings as the February session with the CAI Executive Committee.

4. It is a policy decision whether or not the Board of Directors wishes to develop criteria for governing executive sessions of the Association.

5. Even if the Association had a formal policy governing executive sessions, that alone wouldn't have prohibited a joint closed meeting with the CAI Executive Committee. An amendment to the bylaws or Board policy directive would be required to prohibit such closed meetings.

The attorneys questioned whether the NAA wished to deny the Executive Committee the flexibility of participating in this sort of session. The attorneys noted that the final decisions reached during such a meeting are reviewed at a formal business meeting in which everyone can participate.

A motion was made for President **Wayne Stewart, CAI**, to appoint a special committee to research the establishment of criteria for executive sessions and report recommendations at the April Board meeting but did not receive a second. Director **Kurt Kiefer** made the motion.

There was also discussion on whether Board members can be excluded from the executive sessions of any committee. President Stewart asked Executive Vice President Keefhaver to research this question.

President-Elect **Robert Steffes, CAI**, reported that the Relocation Committee had explored possible moves to the Washington, D.C., and Kansas City International Airport areas. The Committee consensus was that until such time as space is needed to accommodate a large membership increase (such as a doubling of the current membership) no relocation should be considered.

The Board considered three sites for the 1995 Convention, which is slated for the East Region. Proposals were made on behalf of Niagara Falls, N.Y., Pittsburgh, Pa., and Boston, Mass.

Director **Wil Hahn, CAI**, spoke on behalf of the Pennsylvania Auctioneers Association, and Connie Caverno, assistant director of sales for the Pittsburgh Hilton and Towers, made a presentation for her hotel as the site for the 1995 Convention.

Director **Bernard J. Brzostek, CAI,** spoke for the New York State Auctioneers Association and introduced Caroline M. Payne, account executive for the Niagara Falls Convention and Visitors Bureau.

Executive Vice President Keefhaver reviewed a proposal from the Sheraton Boston Hotel and Towers. The Massachusetts State Auctioneers Association had indicated an interest in hosting the convention, but no Massachusetts representatives were present.

The Board tabled a decision until its April meeting, which will allow time for President Stewart and Executive Vice President Keefhaver to investigate the proposed convention sites.

The Education, Membership, Public Relations and Executive Committees made several recommendations to the full Board.

The Education Committee suggested Atlantic City, N.J., as a future seminar site.

The Membership Committee proposed, and the full Board voted to approve, the hiring of a Director of Membership Services. A second motion by the Membership Committee, that the $25 credit for persons sponsoring new members be cancelled, was also approved by the full Board.

This program will be cancelled, effective Dec. 31, 1990. The low utilization of the program by members was cited as a reason for its cancellation.

The Public Relations Committee reported to the Board that it was instituting a new effort to see that National Auctioneers Week was promoted in every state. Public Relations Committee members will be contacting individual state officers in effort to increase participation in National Auctioneers Week.

The Public Relation Committee asked the Board to approve a proposal to distribute, free of charge, the Discover Auctions! ad series to members. The Board approved the program.

The Executive Committee was directed by the full Board to make a funding proposal to the National Auctioneers Association Foundation. Several members of the NAAF Board of Trustees attended the meeting to ask for a new funding arrangement.

In other business, the Board:

• received a report from President

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RENEWED EFFORT IN WASHINGTON NEEDS YOUR SUPPORT

What will the lobbyist do for me?

Many members may be asking themselves that question. After all, how many auctions have you obtained where your client said, *"I've decided to use the Auction Method of Marketing because of your lobbying efforts in Washington, D.C."*

No auctioneer will ever hear a client utter those words. Again, we return to the central question — What will the lobbyist effort do for me and why should I contribute to the National Auction Marketing Coalition (NAMCO) in order to support it?

The answer is very simple. **Government lobbying could open up liquidation opportunities for auctioneers in innumerable federal, state and local agencies. There is no one field being emphasized over another. NAA's goal is to make the Auction Method of Marketing an accepted method in the disposal of all government assets.**

Success in this effort would have a two-fold effect. First, there would be a much greater opportunity for auctioneers all over the country to obtain government contracts. Remember, many of these contracts will be let by local offices to small and medium sized auction firms.

The second major plus of a successful lobbying effort would be the increased acceptance of the Auction Method of Marketing that would surely follow widespread use of auctions by the federal government.

The above scenario will not happen tomorrow. Other groups have had lobbyists on Capitol Hill for years, and we have had to play catch-up. The self-evident value of the Auction Method of Marketing has allowed us to gain a lot of ground, quickly. We have achieved much, but we still have much to do. Contribute to NAMCO. Help push forward the Auction Method of Marketing. Your money will be used to lobby the following government agencies:

1. RTC (including personal property)
2. U.S. Marshals Service
3. Farmers Home Administration (FHA)
4. Department of Housing and Urban Development (HUD)
5. Veterans Administration (VA)
6. Federal Deposit Insurance Corporation (FDIC)
7. General Services Administration (GSA) (encouraging the use of private-sector auctioneers)
8. Small Business Adminstration (SBA)
9. Internal Revenue Service (IRS)
10. Farm Credit.

Yes, I want to contribute to the NAMCO Fund!

Enclosed is a check, made payable to NAMCO Fund, for:

___ $10 ___ $20 ___ $50 ___ $100 ___ Other

Mail to: NAMCO Fund, c/o
National Auctioneers Association
8880 Ballentine
Overland Park, KS 66214-1985

(Donations are tax deductible under Section 162 (E) of the IRS Code, and no NAMCO monies will be contributed to political campaigns.)

"Great Ideas" Sessions Aid Auctioneer

by Robert Haley, CAI
CAI Governor
Louisville, Ky.

The "Great Ideas" Sessions and the Round Table Discussions sponsored by the CAI and NAA during their conventions and seminars have been very interesting and rewarding for me. They are always thought provoking and inspirational. Following are a few of the little things that we do before, during or after our auctions that have proven to be effective for us. Although none of the following ideas may fall into the category of "Great Ideas," they may serve as food for thought, especially for someone new to the business.

Written Proposals

The advent of the computer and word processors has made writing proposals for prospective clients much easier and faster. We have a basic proposal format with standard information that we add to and/or delete from as needed to produce a custom proposal for each client. The detail of the proposal is governed by the type and size of the auction being proposed.

In the case of a small personal property auction, the proposal will contain information regarding when and where the auction will be held, the services to be provided and a budget. In addition to that information, when proposing a real estate or large personal property auction of significant value, we would go into more detail including:

- **Information About Our Company**
- **Details About The Property To Be Sold**
- **What The Target Market Is**
- **The Type Of Auction Being Proposed**
- **The Cost Of The Auction**
- **Commission Bonus**
- **Co-op Arrangement With Real Estate Brokers**
- **Trades**
- **Financing**
- **Terms Of The Auction**
- **Items To Be Furnished By The Seller**
- **Services, Equipment & Personnel Furnished By Auctioneer**
- **Experience And References**

The written proposal helps eliminate forgetting to mention something important when talking with your client and serves as a reminder of what was agreed upon by both the seller and the auctioneer. We also use our computer to generate a personalized cover page which adds a nice touch and makes the client feel important.

Trades

My firm offers to take trade-ins on the property we have listed by guaranteeing the sale of other real estate assets owned by persons wishing to bid on the property we are selling but who lack the necessary financial strength required to pay two mortgages if they are the winning bidder.

This offer many times generates one or two additional bidders in each auction and results in a higher selling price for our clients.

Briefly, the way we work this program is that the interested purchaser commits to bidding a certain price for the property being offered at auction and, based on that amount and our inspection of their property, we make a "wholesale guarantee" for their property. If they are the successful buyer, we would then sell their property in about 30 days at absolute auction.

Signs

Outdoor signs used to promote auctions are a very important aspect of the advertising and promotion campaign. They must give the who, what, when and where facts in an eye-appealing, concise and easy-to-read format.

The outdoor sign reflects directly on the image of the company and therefore should be attractive and professional looking.

We currently use a steel framed sign supplied by Dee Sign Company with an insert that is approximately 3' x 4'. The sign comes with the word AUCTION on the top and our company logo and telephone number on the bottom, with the white middle section left blank. The same material that bumper stickers are made of is placed in the middle and the information about the auction is painted on that material.

After the auction the bumper sticker material is replaced with a new sheet and the sign is ready for the next job. This has proven to be very economical and an easy way to have fresh, attractive and professional looking signs for each property always ready when we need them.

Line Drawings

We believe very strongly in showing a picture of our real estate offerings in our newspaper ads and, because the printing process used by our major newspaper produces unsatisfactory results, we use line drawings for many of the properties we sell.

We start with a photograph of the property and have an artist render a black and white line drawing. In addition to using this drawing in the newspaper, we will often include it in the auction brochure. It is an inexpensive trick that has given us an alternative to poor photo reproduction. Often a reader's imagination will be more stimulated by the line drawing. Another advantage is that a less than spectacular looking property will not show all of its defects quite so clearly.

Shrink Wrap Plastic

This idea came while preparing for a large hardware and general mer-

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chandise store liquidation. The problem was how to display the thousands of small items so that the buyers could see what they were buying and at the same time offer some degree of security to keep the small but valuable items from jumping out of the boxes into someone's coat pocket.

With this type of merchandise we like to use a box with sides approximately 2" high, beer flats work very well.

To solve the problem of things disappearing, while at the same time allowing people to inspect the merchandise, we came upon the idea of using shrink wrap plastic (butcher wrap).

For that particular auction we rented a heat sealing machine and wrapped approximately 300 boxes of small items. Since that time, we have bought the equipment and have continued to use it for displaying and protecting the small items in our auctions.

Yes, the process is somewhat time consuming but it virtually eliminated the shoplifting problem and made handling the boxes even easier. It also makes a very favorable impression on the sellers and prospective clients who attend our auctions to see how we conduct our sales.

Bid Board

Articles have been written before on the use of the Bid Board, but it has had such a positive impact on our auctions that I feel it worth mentioning again. Our Bid Board weighs 55 pounds, is 6 feet long and is visible from 300 feet. It can display a 10-character description of the item being sold and bids up to $9,999,999. The display board will also scroll or flash pre-programmed or newly entered messages.

It has provided a major improvement in our ability to communicate with the audience, especially those attending an auction for the first time. People have a primary or dominant method of perception; auditory, visual and emotional feelings. Each person has some senses more well developed than others.

It is those whose primary method of perception is visual who are most helped by the display board. The portable bid display board was created by my business partner, **Harold Helm, CAI**, in conjunction with Salescasters Display Corporation of Linden, N.J.

Practice Auction

This idea can also be credited to Harold Helm. It is unrealistic to think that everyone in your audience is a veteran auction attender who knows exactly what is going on and is comfortable with the process, thus, the reason for the practice auction that we conduct before beginning all real estate auctions.

We explain how the auction is going to work in our opening remarks and then conduct a very short practice auction.

We encourage everyone to bid, we explain that there will be no obligations, no contracts to sign and no checks to write so that everyone feels relaxed and free to participate and raise their hand. It gives the auctioneer a chance to warm up and relax and take a little of the tension out of the crowd.

We tend to use exaggerated numbers, this usually puts the crowd in a light mood, which is helpful when starting the real auction.

We have found that the more relaxed and comfortable the crowd is with the process, the more apt they are to participate.

Thank The Seller

The auctioneer or the sales associate who booked the auction has probably built a relationship with the seller and automatically at the conclusion of the auction thanks the seller. However, the seller may have never seen or had a chance to meet the rest of the auction staff who worked on his auction that day.

It is our policy that all members of the staff before leaving an auction go to the seller, shake their hand and thank them for allowing us to conduct their auction.

Regardless of how well the auction has gone that day, the seller will have a good feeling about being thanked by all of the auction staff.

Thank Your Staff

Although not always possible, we try to take the auction staff out for lunch or dinner, as the case may be, at the conclusion of the auction. This is one way to express our appreciation for their efforts and it gives us a chance to critique that auction and talk about the things that went well and the problems that occurred that day.

This is not a major expense item and it seems to be appreciated very much by the staff.

Order of Sale

In the small rural town where I grew up and attended auctions with my dad, it was customary for the auctioneer to sell off the wagon first, then sell the small box lots of household items, then the furniture and finally what most of the people came after, the farm equipment. Unfortunately, most had left because of exhaustion or the need to do the evening chores.

I guess the reason for doing it this way was that the auctioneer felt that if the large items were sold first, his crowd might leave early and he wouldn't have enough interest in the large quantity of small items he had to sell.

When I started in the business I stayed with tradition and sold the little items first and saved the best for last too. However, after one particularly long auction, I noticed that just as I was ready to sell the best and most expensive items, my crowd was at its lowest number.

It was then that I decided to change the order of sale. In the next auction I sold the best items in the first 1/3 of the auction when my attendance and competition for the good items was at its peak. Just like before, by the time I got toward the end of the auction the crowd had dwindled down, the difference this time was that I was selling small $1 box-lot items.

This may sound elementary, but still today I see auctioneers saving the best for last. My recommendation is to do what works best for you; if you are losing your crowd toward the end of your sales when you're trying to sell the best merchandise, you might consider switching the order of your sale once or twice to see for yourself what difference it makes.

Board Meeting

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Stewart on a meeting he attended in Chicago with representatives from the National Association of Realtors Auction Committee; received a report from President Stewart on activities of Fleishman-Hillard, the NAA's lobbyist; and received a report from President Stewart on plans for the 1991 Omaha Convention.

• heard **Stephen Schofield, CAI**, NAA Director and CAI President-Elect, ask President Stewart to respond to false statements in national and state publications about a "so-called rift" between NAA and CAI.

• decided to approve a Membership Committee recommendation that the final day of the 1991 Convention be opened to non-NAA members as a promotion for membership. All non-members will be invited to Saturday events, excluding meal functions, without charge.

• approved funding requested by the Public Relations Committee for the purpose of paying expenses of the International Auctioneer Champion when he is required to travel to promote the Auction Method of Marketing.

• approved an executive committee motion to accept credit cards for the payment of dues, registrations, promotional items, fun auction purchases, etc.

• approved an Executive Committee motion to offer a formal invitation to the Auctioneers Association of Canada, asking that group to hold its annual convention in conjunction with the NAA Convention.

• approved an Executive Committee motion directing Executive Vice President Keefhaver to contact the U.S. Treasury Department regarding the apparent pooling that is occurring at private auctions for Federal Communication Commission (FCC) broadcast licenses, and ask the FCC to use the Auction Method of Marketing with professionals doing the work.

• approved the use of non-sectarian prayers at NAA activities. The motion was made by Schofield.

• directed that a letter be written on behalf of the appointment of **Sam Furrow** of Knoxville, Tenn., to a Resolution Trust Corporation (RTC) Regional Advisory Board. The motion was made by Director **W. Ronald Evans, CAI.**

• directed President Stewart to appoint a Long Range Plan Review Committee. Members of the committee are Director **Thomas Hunt, CAI,** (chairman), former President **Sammy Ford, CAI**, and Directors Evans, and Kiefer. The motion was made by Hunt.

• approved a 1990-91 budget, anticipating revenues of $756,150 and expenditures of $762,350.

• increased to $25 from $10 the Booster Club membership fee. The membership fee had not been increased in 12 years. The Booster Club's main purpose has been to supplement the budget for the printing of *The Auctioneer*. Names of Boosters are printed in the magazine once every three months. It was pointed out that the cost of publishing the names of Boosters was exceeding the revenue generated by the old membership fee. The motion was made by Kiefer.

• heard **Ken Barnicle** of Jackson, Mo., give his views on the NAA Hall of Fame selection process.

• decided against a request made by Schofield on behalf of CAI that the two organizations pool their resources to pay for the lobbyist. Currently, both organizations are obligated to pay half.

• approved an Executive Committee motion that Indiana University be proposed to CAI as best suited to conduct auction industry research that NAA and CAI have been planning to co-sponsor.

• approved an Executive Committee motion inviting several National Association of Realtor representatives to the San Antonio Seminar.

• decided to hold its spring meeting April 14-15 at the Overland Park headquarters.

Auction Marketing Enters Soviet Union Economy

The Soviet Union sure has come a long way in a short period of time. Until recently, a real auction would have been unthinkable there. But times have changed.

A recent story in *Commersant*, the English language business newspaper published in the Soviet Union, contains a story about seven recent auctions.

The auctions featured hard to find consumer goods, which traditionally have been traded on the black market in the Soviet Union.

The story discussed how prices had soared in the most recent auctions because of buyer concern about the future availability of imported television sets, camcorders and VCRs.

A graph accompanying the story showed how prices had risen from 4,500 rubles to 8,175 rubles for an imported television set while imported VCRs showed an increase from 5,000 rubles to 7,450 rubles.

The official exchange rate for the ruble is six rubles to one U.S. dollar.

However, the world banking community does not recognize this exchange rate, and the ruble is being constantly devalued in an attempt to find its true value in the market.

The newspaper clippings that contained the auction information was sent to us by **Robert H. Campbell** of Annapolis, Md., who recently returned from a trip to the Soviet Union.

In addition to the clipping containing the auction information, Campbell passed along the masthead (the listing in a newspaper or magazine that contains information about staff and operation).

The following paragraph was contained in the masthead:

"Commersant was first published in 1908. Suspended in 1917 for reasons beyond its control, it resumed publication in January 1990."

State License Laws Updated

Compiled by the National Auctioneers Association in cooperation with state government officials

This summary of license laws in the various states and District of Columbia has been prepared as a guide for members of the National Auctioneers Association. It is not intended to answer all questions concerning license laws. Please contact the government agencies directly for complete details regarding rules and regulations in their jurisdictions.

Based on the information provided below, there are over 23,000 licensed auctioneers in the country.

*Officials in these jurisdictions did not respond to our survey. The information published is taken from earlier license law updates.

ALABAMA

Government agency: Alabama State Board of Auctioneers, J. Olin Blanenburg (chairman), 109 Downtown Plaza, Cullman, AL 35055, (205) 739-0548.

Auctioneer license? Yes. **Requirements:** One-year apprenticeship if attending Board-approved school; otherwise, two-year apprenticeship; passing exams for both licenses.

Real estate license to sell real estate at auction? Yes. **Requirements:** Must be licensed broker or salesperson.

Reciprocity: California, Florida, Georgia, Indiana, Kentucky, Louisiana, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Texas and West Virginia.

Number of licensed auctioneers: 677 (398 residents).

Number of licensed apprentices: 134 (122 residents).

Auctioneer test administered: Monthly. **Fee:** $50.

Annual license fees: Apprentice, $45; auctioneer, $70.

Bonding requirements: Apprentice, $10,000 surety; auctioneer, $10,000 surety.

ALASKA

Government agency: Real Estate Commission, Grayce Oakley (executive secretary), P.O. Box D, Juneau, AK 99811, (907) 465-2542.

Auctioneer license? No.

Real estate license to sell real estate at auction? Yes. **Requirements:** Contact Real Estate Commission.

ARIZONA

Government agency: Arizona Department of Revenue, Paul Wadell (director), 1600 W. Monroe, Phoenix, AZ 85035, (602) 542-2076.

Auctioneer license? No.

Real estate license to sell real estate at auction? Yes. Under A.R.S. 32-2101, a broker with three years of experience must be involved in the supervision of the auction. **Requirements:** 90 hours of education, at least 90 days of Arizona residency, pass a background investigation, pass state examination, apply for license and pay fees.

All businesses are subject to and must be licensed for transaction privilege (sales) tax.

ARKANSAS

Government agency: Arkansas Auctioneers Licensing Board, Wayne M. Ball (chairman), 221 W. Second, Suite 228, Little Rock, AR 72201, (501) 375-3858.

Auctioneer license? Yes. **Requirements:** Applicants must be 18, U.S. citizen, purchase surety bond and pay license fee.

Real estate license to sell real estate at auction? Yes. **Requirements:** Salesperson or broker's license.

Reciprocity: Georgia, Indiana, Kentucky, Louisiana, Tennessee, Texas.

Number of licensed auctioneers: 597 (517 residents).

Number of licensed apprentices: N/A.

Auctioneer test administered: March, June, September, December. **Fee:** $50 residents.

Annual license fee: Auctioneer, $50 residents; auction firm, $50 residents.

Bonding requirements: Auctioneer, $2,000 surety; auction firm, $2,000 surety.

CALIFORNIA

Government agency: California Auctioneer Commission, Karen Wyant (executive officer), 1130 "K" St., Suite LL20, Sacramento, CA 95814, (916) 324-5894.

Auctioneer license? Yes. But there are a number of exceptions, such as for charity auctions when the auctioneer does not receive compensation, the sale of real estate, certain automobile and livestock auctions, etc. **Requirements:** 18 or older; file completed application form; pay nonrefundable examination and application fees; provide proof applicant, or his/her employer, holds a valid seller's permit issued by State Board of Equalization; provide set of fingerprints; provide two color photographs of passport quality; pass examination; file surety bond; pay license and pocket card fees.

Real estate license to sell real estate at auction? No.

Reciprocity: Georgia, Indiana, Kentucky, Louisiana, North Carolina, Ohio, South Carolina, Tennessee, Texas, Virginia, West Virginia.

Number of licensed auctioneers: Approx. 1,300.

Number of licensed apprentices: N/A.

Auctioneer test administered: Each Tuesday in Sacramento and on various other dates. **Fee:** $50.

License fee: $275, every even number year.

Bonding requirements: Auctioneer, $10,000; auction firm, $10,000.

COLORADO

Government agency: Colorado Real Estate Commission, Michael Gorham (director), 1776 Logan St., Denver, CO 80203, (303) 894-2166.

Auctioneer license? No.

Real estate license required to sell real estate at auction? Yes. **Requirements:** Contact Real Estate Commission.

Bonding requirements: N/A.

CONNECTICUT*

There is no statewide license law. Town and city permits only. There is a state law governing the sale of jewelry, livestock, horses and motor vehicles. Request information from commissioners.

DELAWARE*

Every person engaged in the business of crying sales of real or personal property for others for profit is subject to tax.

DISTRICT OF COLUMBIA*

License is required for any person, firm or corporation, who, either for himself or others, sells or offers for sale at public auction stocks or merchandise in whole or in part. Apply at Department of Consumer and Regulatory Affairs, 614 H St., N.W., Room 100.

FLORIDA

Government agency: Department of Professional Regulation, LouElla Cook (executive director), 1940 N. Monroe St., Tallahassee, FL 32399-0762, (904) 488-5189.

Auctioneer license? Yes. **Requirements:** One-year Florida apprenticeship and state examination, or 80 hours of auction school and state examination, or current license, good standing, with reciprocal state.

Real estate license to sell real estate at auction? Yes. **Requirements:** Contact Division of Real Estate, 400 W. Robinson, Orlando, FL 32802, (407) 423-6053.

Reciprocity: Alabama, Georgia, Indiana, Kentucky, Louisiana, New Hampshire, North Carolina, Ohio, Pennsylvania, Rhode Island, South Carolina, Tennessee, Texas, Virginia and West Virginia.

Number of licensed auctioneers: 950 (est. 400 residents).

Number of licensed apprentices: 85 (est. 80 residents).

Auctioneer test administered: two times, May and November. **Fee:** $300 (does not include license fee).

Biennial license fees: Apprentice, $250; auctioneer, $250; auction firm, $250. All licenses expire Oct. 31 of every odd year.

Bonding requirements: Apprentice, under sponsor's bond; auctioneer, $10,000; auction firm, $25,000. Sole owner may get one bond for himself and business.

GEORGIA

Government agency: Georgia Auctioneers Commission, Charles E. Crowder (executive director), 166 Pryor St., S.W., Atlanta, GA 30303, (404) 656-2282.

Auctioneer license? Yes. **Requirements:** Apprenticeship, examination, application signed and notarized, $20,000 surety bond, fee and photograph.

Real estate license to sell real estate at auction: Yes. **Requirements:** Contact Georgia Real Estate Commission, 40 Pryor St., S.W., Atlanta, GA 30303.

Reciprocity: Alabama, Arkansas, California, Florida, Indiana, Iowa, Kentucky, Louisiana, Maine, North Carolina, Ohio, Oregon, Pennsylvania, South Carolina, Tennessee, Texas, Virginia, West Virginia.

Number of licensed auctioneers: 654 (number of residents N/A).

Number of licensed apprentices: 120 (98% are residents).

Auctioneer test administered: Quarterly. **Fee:** $50.

Biennial license fees: Apprentice, $50; auctioneer, $100; auction firm, $100.

Bonding requirements: Apprentice, $5,000; auctioneer, $20,000; auction firm, $50,000.

HAWAII

Government agency: Business License Division, Dennis Kamimura (licensing administrator), City and County of Honolulu, 1455 S. Beretania St., Honolulu, HI 96814, (808) 973-2810.

Auctioneer license? Yes. **Requirement:** Payment of license fee.

Real estate license to sell real estate at auction? N/A.

Reciprocity: N/A.

Number of licensed auctioneers: 13.

Number of licensed apprentices: N/A.

Auctioneer test administered: N/A.

Annual license fees: Auctioneer, $100 for district of Honolulu and $15 for each other taxation district.

Bonding requirements: Auctioneer, $3,000.

IDAHO

Government agency: Office of the Governor, State Capitol, Boise, ID 83720.

Auctioneer license? Yes. No state licensing required, although a county license is required. County license valid statewide. Some cities require licenses; check with city clerk.

Real estate license to sell real estate at auction? No.

Number of licensed auctioneers:N/A.

Annual license fees: $20 (county).

Bonding requirements: N/A.

ILLINOIS*

The state does not require an auction/auctioneer license. However, some cities and counties have license and fee requirements. Check with the county or municipal clerk's office where you are planning to conduct an auction.

INDIANA

Government agency: Professional Licensing Agency, Gerald Quigley (director), Room 1021, State Office Building, 100 N. Senate Ave., Indianapolis, IN 46204, (317) 232-2980.

Auctioneer license? Yes. **Requirements:** Pass examination.

Real estate license to sell real estate at auction? No. (Not required to have a license if they are selling their own real estate, but must have licensed broker to close.)

Reciprocity: Alabama, California, Florida, Georgia, Kentucky, North Carolina, Ohio, Pennsylvania, Rhode Island, South Carolina, Tennessee, Texas, Virginia, West Virginia.

Number of licensed auctioneers: 4,428 (4,421 residents).

Number of licensed apprentices: N/A.

Auctioneer test administered: Every four months. Fee: $35 (non-refundable).

Annual license fees: Auctioneer, $35; auction firm, $35.

Bonding requirements: Recovery fund.

IOWA

Government agency: Iowa Department of Agriculture and Land Stewardship, Wallace Building, Des Moines, IA 50310, (515) 281-3329.

Auctioneer license? No.

Some counties require licensing, and livestock auction markets must be licensed.

KANSAS

Government agency: Office of the Attorney General, Second Floor, Kansas Judicial Center, Topeka, KS 66612-1597, (913) 296-2215.

Auctioneer license? Yes (but only for new goods, wares and merchandise not previously sold at retail). Counties and cities may require licenses. **Requirements:** Any person desiring to offer any new goods, wares or merchandise for sale at public auction shall file, in duplicate, an application for a license for that purpose with the clerk of the county or the city in which said auction is proposed to be held. (K.S.A. 58-1017)

Real estate license to sell real estate at auction? Yes. **Requirements:** Real estate broker or salesperson's license required.

Reciprocity: N/A.

Number of licensed auctioneers: N/A.

Auctioneer test administered: N/A.

License fees: Vary, depending upon jurisdiction.

Bonding requirements: Three times cost to the vendor of the new goods, wares or merchandise proposed to be offered. (K.S.A. 58-1018)

KENTUCKY

Government agency: Kentucky Board of Auctioneers, John O'Connor (chairman), 400 Sherburn Lane, Suite 343, Louisville, KY 40207, (502) 588-4453.

Auctioneer license? Yes. **Requirements:** Apprenticeship period for one year unless licensed by reciprocity and then only filling out the forms required and paying the fee. For those in state a test is required. Effective Jan. 1, 1991: All operators of a fixed-base auction house, excluding tobacco and fixed-based livestock markets, will need an auction house operator license. Grandfathering period until Feb. 1, 1991, in which to file satisfactory proof with Board that you were actively engaged as an auction house operator at

a fixed location for a period of at least two years prior to Jan. 1, 1991.

Auctioneers already licensed must obtain an auction house license for $50. The license and fee are required for each auction house. Licensed auctioneers are not required to take the auction house operator's examination.

Real estate license to sell real estate at auction? Yes. Both auctioneer and licensed real estate broker must participate in real estate auctions.

Reciprocity: Alabama, California, Florida, Georgia, Indiana, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Texas, Virginia and West Virginia.

Number of licensed auctioneers: 2,321 (1,821 residents).

Number of licensed apprentices: 518 (505 residents).

Auctioneer test administered: Quarterly. Fee: Principal, $100; apprentice, $75; auction house operator, $100.

Annual license fees: Apprentice, $40; auctioneer, $40; auction house operator, $50.

Bonding requirements: Auctioneer's Education, Research and Recovery Fund.

LOUISIANA

Government agency: Louisiana Auctioneers Licensing Board, Mary Norton (director), 8017 Jefferson Highway, Suite B-3, Baton Rouge, LA 70809, (504) 925-3921.

Auctioneer license? Yes. **Requirements:** $10,000 surety bond, voter registration, auction school diploma or apprenticeship, oath of office, testing.

Real estate license to sell real estate at auction? No.

Reciprocity: Alabama, Arkansas, California, Florida, Georgia, North Carolina, Rhode Island, South Carolina, Tennessee and Texas.

Number of licensed auctioneers: 372 (222 residents).

Number of licensed apprentices: 2 (2 residents).

Auctioneer test administered: Six times annually. **Fee:** $300.

Annual license fees: Apprentice, $100; auctioneer, $150; auction firm, $150.

Bonding requirements: Apprentice, $10,000; auctioneer, $10,000; auction firm, $10,000.

MAINE

Government agency: Board of Licensing of Auctioneers, Elsie Andrews (chairman), State House Station #35, Augusta, ME 04333, (207) 582-8723.

Auctioneer license? Yes. **Requirements:** Payment of application fee, evidence of surety bond, letters of recommendation.

Real estate license to sell real estate at auction? Yes. **Requirements:** If an auctioneer sells real estate, offers to sell real estate or offers to negotiate the sale of real estate, he is considered to be acting in the capacity of a real estate broker and shall be licensed as a broker.

However, a real estate broker license shall not be required when the auctioneer is employed by the owner or his agent for services limited to "crying the sale."

Reciprocity: N/A.

Number of licensed auctioneers: 375 (287 residents).

Number of licensed apprentices: N/A.

Auctioneer test administered: N/A.

Biennial license fees: Auctioneer, $50 resident, $100 non-resident; auction firm, N/A.

Bonding requirements: Auctioneer, $10,000; auction firm, N/A.

MARYLAND

Government agency: Department of Licensing and Regulation, William A. Fogle Jr. (Secretary), 501 St. Paul Place, 15th Floor, Baltimore, MD 21202, (301) 333-6200.

Auctioneer license? Yes. **Requirements:** Revenue generating trader's license from the local county where auctioneer has place of business.

Real estate license to sell real estate at auction? No.

Reciprocity: N/A.

Number of licensed auctioneers: N/A.

Auctioneer test administered: N/A.

Annual license fees: Fees graduated based on amount in value of goods on hand.

Bonding requirements: N/A.

MASSACHUSETTS

Government agency: Division of Standards, Donald B. Falvey (director), One Ashburton Place, Boston, MA 02108, (617) 727-3480.

Auctioneer license? Yes. **Requirements:** Application certified by two auctioneers, elected public officials or members of the Massachusetts Bar.

Real estate license to sell real estate at auction? No.

Reciprocity: New Hampshire. Reciprocity given if reciprocity is accepted by that state. License fees and bonding requirements apply for Massachusetts.

Number of licensed auctioneers: 1,100 (90% residents).

Number of licensed apprentices: N/A.

Auctioneer test administered: N/A.

Annual license fees: Auctioneer, $100; auction firm, $100.

Bonding requirements: Auctioneer, $10,000.

MICHIGAN

Government agency: Department of Licensing & Regulation, Robert Stampfly (director), P.O. Box 30018, Lansing, MI 48909, (517) 335-1621.

Auctioneer license? No.

Real estate license to sell real estate at auction? No (as long as auctioneer only calls the sale and the closing of the real estate sale is handled by a licensed broker or an attorney).

Bonding requirements: N/A.

MINNESOTA

Government agency: County auditors.

Auctioneer license? Yes. **Requirements:** Be 18 or older, resident of county for at least six months immediately preceding the date of application, pay fee. License good throughout state.

Real estate license to sell real estate at auction? No.

Reciprocity: Determined on case-by-case basis.

Number of licensed auctioneers: 800 (750 residents).

Auctioneer test administered: N/A.

Annual license fee: Auctioneer, $20.

Bonding requirements: Every auctioneer, before making sales, shall give a corporate surety bond to the county in a penal sum of not less than $1,000 nor more than $3,000 to be fixed by the treasurer with sureties approved by the treasurer, conditioned that the auctioneer will pay all sums required by law and in all things conform to the laws relating to auctioneers.

MISSISSIPPI

Government agency: Department of Agriculture and Commerce, Weights and Measures Division, William P. Eldridge (division director), P.O. Box 1609, Jackson, MS 39215-1609, (601) 354-7077.

Auctioneer license? Yes (only for livestock). **Requirements:** $25 fee, auctioneer not permitted to purchase livestock in his/her name.

Real estate license to sell real estate at auction? No.

Reciprocity: N/A.

Number of licensed auctioneers: 45 (40 residents).

Auctioneer test administered: N/A.

Annual license fees: Auctioneer, $25.

Bonding requirements: N/A.

MISSOURI

Government agency: Executive Office, P.O. Box 720, Jefferson City, MO 65102.

Auctioneer license? Yes. **Requirements:** The clerks of the respective county commissions shall issue, at each term, as many blank auction licenses for 10 days, and for one, three, six and 12 months, respectively, as requested. Valid in each county of the state.

Real estate license to sell real estate at auction: No.

Reciprocity: N/A.

Number of licensed auctioneers: N/A.

Auctioneer test administered: N/A.

License fees: One month, $10; three months, $20; six months, $30; 12 months, $50.

Bonding requirements: N/A.

MONTANA

Government agency: Department of Commerce, Business Development Division, Rebecca R. Baumann (business licensing specialist), 1424 Ninth Ave., Helena, MT 59620-0401, (406) 444-3494.

Auctioneer license? No statewide license, but towns and cities may tax, license and regulate public auctions.

Real estate license to sell real estate at auction? No.

Reciprocity: Residency requirements by Montana are waived for the citizens of any other state to the same extent that the home state of the applicant waives residency requirements for citizens of Montana.

Bonding requirements: Auctioneer, $5,000. Bond payable to state and approved by clerk of county where he/she resides; nonresidents file bond with clerk of county where he/she carries on principal auction business.

NEBRASKA

Government agency: Nebraska Real Estate Commission, Paul Quinlan (director), P.O. Box 94667, Lincoln, NE 68509, (402) 471-2004.

Auctioneer license? Yes (for real estate only).

Real estate license to sell real estate at auction? Yes. **Requirements:** Real estate broker or salesperson's license required. Contact Nebraska Real Estate Commission.

Reciprocity: Most other states.

Number of licensed auctioneers: N/A.

Auctioneer test administered: N/A.

Annual license fees: N/A.

Bonding requirements: N/A.

NEVADA

Government agency: Real Estate Division, R. Lynn Luman (administrator), 1665 Hot Springs Road, Las Vegas, NV 89710, (702) 687-4280.

Auctioneer license? No.

Real estate license to sell real estate at auction? Yes. **Requirements:** Contact Real Estate Division.

Bonding requirements: N/A.

NEW HAMPSHIRE

Government agency: New Hampshire Board of Auctioneers, Joan B. Stevens (executive secretary), John F. French (chairman), Secretary of State, Capitol Building, Room 204, Concord, NH 03301, (603) 271-3242.

Auctioneer license? Yes. **Requirements:** Application fees, bonding, examination of 50 multiple-choice questions.

Real estate license to sell real estate at auction? No.

Reciprocity: N/A.

Number of licensed auctioneers: 467 (432 residents).

Number of licensed apprentices: 35 (35 residents).

Auctioneer test administered: By appointment. **Fee:** None.

Annual license fees: $100, in state; $150, out of state.

Bonding requirements: $10,000.

NEW JERSEY*

The state does not require an auction/auctioneer license. However, auction permits and licenses are under local government control, each jurisdiction setting its own requirements, fees, etc.

NEW MEXICO

Government agency: Regulation and Licensing Department, Ray Shollenbarger (superintendent), 725 St. Michael's Drive, Santa Fe, NM 87501, (505) 827-7000.

Auctioneer license? No.

Real estate license required to sell real estate at auction? Yes. **Requirements:** Must hold New Mexico real estate license.

NEW YORK

Government agency: New York State Office of Business Permits and Regulatory Assistance, Ruth Walters, (director), Gov. Alfred E. Smith State Office Building, 17th Floor, P.O. Box 7027, Albany, NY 12225, (518) 474-8275.

Auctioneers license? No. But Section 90-c of the Agriculture and Markets Law provides, in part, that it shall be unlawful for any person to operate or conduct an auction where cattle or horses are sold unless such auctioneer holds a domestic animal health permit. Applications for such permits may be obtained from the NYS Department of Agriculture and Markets, Division of Animal Industry, Capital Plaza, 1 Winners Circle, Albany, NY 12235, (518) 457-1059.

Real estate license to sell real estate at auction? Yes. **Requirements:** Contact Department of State, 162 Washington Ave., Albany, NY 12231, (518) 486-6451.

NORTH CAROLINA

Government agency: North Carolina Auctioneer Licensing Board, W. Wayne Woodard (director), Suite 306, 3509 Haworth Drive, Raleigh, NC 27609, (919) 733-2182.

Auctioneer license? Yes. **Requirements:** Must complete at least 80 hours of classroom instruction in a course of auctioneering at an institution approved by the Commission or work a two-year apprenticeship under a licensed auctioneer; both must take examination.

Real estate license to sell real estate at auction? Yes. **Requirements:** Must be licensed as a broker by the Real Estate Commission or the auctioneer may team with a broker and obtain an auction firm license.

Reciprocity: Alabama, California, Florida, Georgia, Indiana, Kentucky, Louisiana, Ohio, Pennsylvania, South Carolina, Tennessee, Texas, Virginia, West Virginia.

Number of licensed auctioneers: 2,036 (1,586 residents).

Number of licensed apprentices: 84 (82 residents).

Auctioneer test administered: Quarterly. **Fee:** $25.

Annual license fees: Apprentice, $25; auctioneer, $75; auction firm, $75.

Bonding requirements: Each applicant contrib-

Important

Because of the length of this update, the license law information will only be reprinted in the magazine after major revisions in the individual laws.

However, the most current up-to-date version of the NAA's License Law Update will be available free of charge for members.

All you have to do is contact NAA Headquarters and ask for your very own copy of the License Law Update, and it will be sent to you.

utes $50 into Recovery Fund at time of initial application.

NORTH DAKOTA

Government agency: Public Service Commission, Grain Elevator Division, Jon H. Mielke (director), State Capitol, Bismarck, ND 58505, (701) 224-4082.

Auctioneer license? Yes. **Requirements:** Both auctioneer and clerk licenses required. Upon application, must file a corporate surety bond. Each applicant must be at least 18 years of age. Applicants for an auctioneer license must have been actively engaged as a licensed auctioneer for a period of at least one year or furnish proof of satisfactory completion of an approved course of study relating to auctioneers. There are some exemptions from the license requirement, including sale of an estate by an executor or administrator and sale of purebred or registered livestock.

Real estate license to sell real estate at auction? No.

Number of licensed auctioneers: Approx. 375.

Number of licensed apprentices: N/A.

Auctioneer test administered: N/A.

Annual license fees: Clerk, $35; auctioneer, $35.

Bonding requirements: Clerk, $10,000 corporate surety; auctioneer, $3,000 corporate surety.

OHIO

Government agency: Division of Licensing, Fredric M. Brown (chief of licensing), 77 S. High St., Columbus, OH 43266-0546, (614) 466-4130.

Auctioneer license? Yes. **Requirements:** Most auctioneers must serve a one-year apprenticeship (six months if the apprentice attends an approved auction school) and participate in at least 12 auctions with his/her sponsor; both apprentice and auctioneer examinations are administered.

Real estate license to sell real estate at auction? Yes. **Requirements:** The brokerage must hold an auction company license, and the broker or at least one salesperson must be a licensed auctioneer.

Reciprocity: Alabama, California, Georgia, Indiana, Kentucky, North Carolina, Pennsylvania, South Carolina, Tennessee, Texas, West Virginia.

Number of licensed auctioneers: 2,515 (2,179 residents).

Number of licensed apprentices: 262 (253 residents).

Auctioneer test administered: Quarterly. Apprentice, monthly. Auction company, monthly. **Fee:** Apprentice, $15; auctioneer and auction company business manager, $25.

Annual license fees: Apprentice, $50; auctioneer, $50; auction firm, $100.

Bonding requirements: Apprentice, $10,000; auctioneer, $10,000; auction firm, $10,000.

OKLAHOMA

Government agency: County treasurers, municipalities.

Auctioneer license? Yes (only for new goods, wares or merchandise not previously sold at retail). Towns and cities also have authority to tax, license and regulate auctions. **Requirements:** Any person, firm or corporation desiring to offer any new goods, wares or merchandise for sale at public auction shall file application for a license for that purpose with the treasurer of the county in which said auction is proposed to be held.

Real estate license required to sell real estate at auction? Yes. **Requirements:** Contact Real Estate Commission, 4040 N. Lincoln Blvd., Suite 100, Oklahoma City, Ok 73105, (405) 521-3387.

Reciprocity: N/A.

Number of licensed auctioneers: N/A.

Auctioneer test administered: N/A.

License fees: Auctioneer, $50/day (new merchandise).

Bonding requirements: Auctioneer, two times value of the (new) merchandise as shown by the inventory filed.

OREGON

Government agency: Real Estate Agency, Morella Larsen (commissioner), 158 12th St., N.E., Salem, OR 97310-0240, (503) 378-4170.

Auctioneer license? No.

Real estate license to sell real estate at auction? Yes. **Requirements:** Same as for any other "professional real estate" activity. Contact Real Estate Agency.

PENNSYLVANIA

Government agency: Department of State, Bureau of Professional and Occupational Affairs, George Shevlin (commissioner), P.O. Box 2649, Harrisburg, PA 17105, (717) 783-1253.

Auctioneer license? Yes. **Requirements:** Pass examination after having served two-year apprenticeship or successfully completed a course of study in auctioneering of at least 20 credit hours at a school approved by the Board.

Real estate license to sell real estate at auction? No. But a real estate broker must be involved in the closing. **Requirements:** Contact Bureau of Professional and Occupational Affairs.

Reciprocity: Alabama, Florida, Indiana, Kentucky, North Carolina, Ohio, Rhode Island, Virginia, West Virginia.

Number of licensed auctioneers: 1,825.

Number of licensed apprentices: 269.

Auctioneer test administered: Twice yearly. **Fee:** $116.25.

Annual license fees: Apprentice, $30; auctioneer, $50; auction house or company, N/A.

Bonding requirements: Apprentice, $5,000; auctioneer, $5,000; auction house or company, $5,000.

RHODE ISLAND

Government agency: Department of Business Regulation, Division of Licensing and Consumer Protection, Auctioneer Licensing Section, Craig R. Smith (chief examiner), 233 Richmond St., Suite 230, Providence, RI 02903-4230, (401) 277-3857.

Auctioneer license? Yes. **Requirements:** Application, examination, fees, bond.

Real estate license to sell real estate at auction? Yes. **Requirements:** Contact Department of Business Regulation.

Reciprocity: Indiana, Kentucky, South Carolina, Tennessee, Texas.

Number of licensed auctioneers: 225 (183 residents).

Number of licensed apprentices: 10 (10 residents).

Auctioneer test administered: By appointment. **Fee:** $15.

Triennial license fees: Apprentice, $60; auctioneer, $105 resident, $225 non-resident; firm, N/A.

Bonding requirements: Apprentice, $2,000-$10,000; auctioneer, $2,000-$10,000; auction firm, N/A.

SOUTH CAROLINA

Government agency: South Carolina Auctioneers Commission, Harriett E. Bishop (director), 915 S. Main St., Suite 221, Columbia, SC 29201, (803) 734-3193.

Auctioneer license? Yes. **Requirements:** Serve as apprentice auctioneer for two years and pass examination, or successfully complete at least 80 hours of classroom instruction in auctioneering at an institution approved by the Commission and pass examination.

Real estate license to sell real estate at auction? Yes. **Requirements:** Auctioneer must hold current auctioneer and real estate licenses.

Reciprocity: Alabama, California, Florida, Georgia, Indiana, Kentucky, Louisiana, North Carolina, Ohio, Rhode Island, Tennessee, Texas, Virginia, West Virginia.

Number of licensed auctioneers: 969 (647 residents).

Number of licensed apprentices: 10 (9 residents).

Auctioneer test administered: Quarterly. **Fee:** $50.

Annual license fees: Apprentice, $150; auctioneer, $150; auction firm, $150.

Bonding requirements: Apprentice, $1,000; auctioneer, $5,000; auction firm, $5,000.

SOUTH DAKOTA

Government agency: South Dakota Real Estate Commission, Larry G. Lyngstad (executive secretary), P.O. Box 490, Pierre, SD 57501, (605) 773-3600.

Auctioneer license? Yes (to sell real estate only). **Requirements:** Examination.

Real estate license to sell real estate at auction? Yes. **Requirements:** Complete application and pass licensing examination, 24 clock hours of continuing education every two years.

Reciprocity: Illinois, Iowa, Kansas, Minnesota, Nebraska, North Dakota, Oklahoma, Wyoming.

Number of licensed auctioneers: 155 (141 residents).

Number of licensed apprentices: N/A.

Auctioneer test administered: Bi-monthly. **Fee:** $100.

Biennial license fees: Auctioneer, $80; auction firm, $100. (Real estate auctioneers only.)

Bonding requirements: N/A.

TENNESSEE

Government agency: Tennessee Auctioneer Commission, (administrator's position vacant), 500 James Robertson Parkway, Volunteer Plaza Bldg., Nashville, TN 37043-1152, (615) 741-3236.

Auctioneer license? Yes. **Requirements:** Applicants for apprentice licenses must have successfully complete 80 hours of classroom instruction in the fundamentals of auctioneering at an auction school accredited by the Commission and pass an examination. Applicants for auctioneer license must have served as an apprentice for two years, successfully completed 30 additional hours of classroom instruction in an auctioneering-related subject approved by the Commission and pass an examination.

Real estate license to sell real estate at auction? Yes. **Requirements:** Must be licensed as an auctioneer and as a broker or affiliate broker.

Reciprocity: Alabama, Arkansas, California, Florida, Georgia, Indiana, Kentucky, Louisiana, North Carolina, Ohio, Rhode Island, South Carolina, Texas, Virginia, West Virginia.

Number of licensed auctioneers: 1,578 (1,208 residents).

Number of licensed apprentices: 447 (440 residents).

Auctioneer test administered: Four times annually. **Fee:** $25.

Biennial license fees: Apprentice, $50; auctioneer, $100; auction firm, $50; branch, $20.

Bonding requirements: Each licensee pays into the Auctioneer Education and Recovery Account.

TEXAS

Government agency: Department of Licensing & Regulation, Rudy Garcia (director of Business and Occupational Programs), Nancy Ingram (Auction Program manager), P.O. Box 12157, Austin, TX 78711, (512) 463-7331.

Auctioneer license? Yes. **Requirements:** Examination, payment of examination and license fees, sales tax permit number or exemption, surety bond, identification photos.

Real estate license to sell real estate at auction? No. **Requirements:** An exemption added to the Real Estate License Act by the 71st Legislature (1989) permits auctioneers to sell some real estate without being licensed by the Real Estate Commission. As of Sept. 1, 1989, a person conducting an auction under the authority of a license issued by the Texas Department of Licensing and Regulation (previously the Texas Department of Labor and Standards) has not also been required to hold a real estate license. The exemption does not include auctions conducted by sealed bid. Even though an auctioneer may auction real estate without holding a real estate license, an auctioneer must have a real estate license to provide services after the sale has been called. A real estate license would be required for the auctioneer to prepare a written contract or perform other real estate services for the principals after the winning bid is announced. Contact Texas Real Estate Commission, P.O. Box 12188, Capitol Station; Austin, TX 78711, (512) 459-6544.

Reciprocity: Alabama, Arkansas, California, Florida, Georgia, Indiana, Kentucky, Louisiana, North Carolina, Ohio, Rhode Island, South Carolina, Tennessee, West Virginia.

Number of licensed auctioneers: 2,214 (1,908 residents).

Number of licensed apprentices: 160 (number of residents N/A).

Auctioneer test administered: Monthly. **Fee:** $25.

Annual license fees: Apprentice, $50; auctioneer, $100; auction firm, N/A.

Bonding requirements: Apprentice, $5,000; auctioneer, $5,000; auction firm, N/A.

UTAH

Government agency: Department of Commerce, David L. Buhler (executive director), Heber M. Wells Building, 160 E. 300 South, P.O. Box 45802, Salt Lake City, UT 84145-0802, (801) 530-6955.

Auctioneer license? No. A local business license, as well as other registration fees, may be required by the city or county in which an auction is held. This can be obtained by contacting city clerk.

VERMONT*

The state does require an auction/auctioneer license. **Contact:** James Douglas, Secretary of State, 109 State St., Montpelier, VT 05602, (802) 828-2363. Resident fee of $25 licenses the auctioneer for two years. A non-resident fee of $50 licenses the auctioneer for one year.

VIRGINIA

Government agency: Department of Commerce, Milton K. Brown Jr. (director), 3600 W. Broad St., Richmond, VA 23230-4917, (804) 367-8519.

Auctioneer license? Yes. But there are exceptions, including certain charity, livestock, automobile, tobacco auctions, etc. **Requirements:** Submission of an application, bond form, irrevocable consent form (if non-resident) and $75 application fee. Any registered auctioneer wishing to hold himself out as a "Certified Virginia Auctioneer" may apply to the Board and meet the qualifications established by regulation indicating minimum competency.

Real estate license to sell real estate at auction? No.

Reciprocity: Certified Virginia Auctioneers only for Florida, Georgia, Indiana, Kentucky, North Carolina, Rhode Island, South Carolina, Tennessee, West Virginia.

Number of licensed auctioneers: 988 (number of residents unavailable).

Auctioneer test administered: Approximately twice annually. **Fee:** $50. No examination is required for registration.

Biennial license fees: Auctioneer, $75; auction firm, $75.

Bonding requirements: Auctioneer, $20,000 surety.

WASHINGTON

Government agency: Professional Licensing Services, Auctioneer Section, James B. Hudson (program manager), P.O. Box 9649, Olympia, WA 98504, (206) 586-4575.

Auctioneer license? Yes. **Requirements:** 18 years old, complete application including surety bond.

Real estate license to sell real estate at auction? No. R.C.W. 18.11.250: Auctioneers and auction companies may call for bids on real estate, but only persons licensed under Chapter 18.85 R.C.W. may perform activities regulated under that chapter. (Auctioneers may call bids, but final acceptance and preparation of purchase documents is delegated to the seller's attorney or licensed real estate broker.)

Reciprocity: N/A.

Number of licensed auctioneers: 238 (176 residents).

Number of licensed apprentices: N/A.
Auctioneer test administered: N/A.
Annual license fees: Auctioneer, $110; auction firm, $250.
Bonding requirements: Auctioneer, $5,000 minimum; auction firm, $5,000 minimum to $25,000 maximum.

WEST VIRGINIA

Government agency: Cleve Benedict, Commissioner of Agriculture; Marketing & Development Division, Robert Williams (director), State Capitol, Charleston, WV 25305, (304) 348-2210.
Auctioneer license? Yes. **Requirements:** Six months' apprenticeship if graduate of an accredited auction school; two years' apprenticeship if applicant does not graduate from auction school. Those holding a valid W.V. license in 1983 are "grandfathered" into the program.
Real estate license to sell real estate at auction? Yes. **Requirements:** Contact Real Estate Commission, 1033 Quarrier St., Suite 400, Charleston, WV 25301.
Number of licensed auctioneers: 562 (348 residents).
Number of licensed apprentices: 28 (26 residents).
Auctioneer test administered: April, October. **Fee:** $50.
Annual license fees: Apprentice, $50; auctioneer, $50; auction firm, N/A.
Bonding requirements: Apprentice, $5,000; auctioneer, $10,000; auction firm, N/A.

WISCONSIN

Government agency: Department of Regulation and Licensing, Marlene Cummings (secretary), P.O. Box 8935, Madison, WI 53708, (608) 266-8609.
Auctioneer license? No.

WYOMING

Government agency: Office of Attorney General, State Capitol, Cheyenne, WY.
Auctioneer license? No statewide license. Contact clerk of the city or town in which you plan to do business.
Real estate license to sell real estate at auction? Yes. Auctioneers who "call" auctions of real estate must be licensed as real estate broker.

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Forum

All comments contained in Forum belong only to the contributing writer and do not necessarily reflect the views of the National Auctioneers Association.

Tombstone Debate

The Aug. 6, 1990 issue of *Antique Week* contained an auction advertisement that listed a tombstone to be sold. Items like this should never be sold at auctions or antique shows or shops!

The consignor probably did not steal this tombstone, but at some point it was most likely stolen from a cemetery. Unless a person can prove that a new marker was placed in the cemetery to replace the old one, auctioneers and antique dealers should refuse to handle this type of merchandise.

Selling items such as tombstones, GAR flag holders, cemetery statuary and gates just increases the problem of cemetery theft.

In fact, the major East Coast auction houses are now refusing to accept tombstones for consignment because they realize that they were becoming part of the increasing problem of cemetery theft, not to mention the fact that in many cases they were probably selling stolen merchandise.

I made three long distance telephone calls to the auction company to ask them to withdraw the tombstone from the auction. They refused to do so saying they did not have time to research the title to everything brought to them for auction. I got the impression they did not think anything was wrong with selling a tombstone.

Until I called, they had made no attempt to contact any of the local cemeteries to see if that person (Sarah, wife of Arthur Dickson, died May 6, 1849, aged 61 yrs. 5 mos. 16 dys.) had been buried there.

After I called, they called one cemetery with no positive results. The auctioneer said if I could find the cemetery where the tombstone belonged, they would return it. I made three more long distance calls to an area genealogist experienced in researching cemetery records, but by then only two days remained until the auction. This was not enough time for a thorough search so the tombstone was sold.

There was another auction listed in *Antique Week* Aug. 27, 1990 that listed a gravemarker. This was an auction dispersing a collection of Indian artifacts, decoys and guns. I called this auctioneer long distance too. What a different attitude!

This was not a gravemarker as we know them. It was a very small stone (about 1 1/2" diameter.) that was placed on top of the body after it was placed on a platform. The body was then cremated. Where the stone fell became the gravemarker. This stone had come from a Southern Illinois tribe. The auctioneer had contacted appropriate people to notify them that this stone was coming to auction, and encouraged them to participate in the auction and return it to their tribe. Appropriate historical societies were also notified.

Acceptable collectible items include coffin plates, salesmen sample tombstones, and caskets. Coffin plates were meant to be taken off the coffin before the burial and given to the family as a remembrance. Caskets were often left over inventory when funeral homes went out of business. Salesmen sample tombstones are just that —salesmen samples, not stolen tombstones.

What I would like to propose is two fold. First, the National Auctioneers Association should develop a Code of Ethics that would prohibit their members from selling tombstones, GAR flag holders, cemetery statuary, and gates. Second, I would like to see all antique and auction trade publications such as *Antique Week* refuse to accept advertising from auctioneers and antique dealers that list such items for sale.

If we all do our part, cemetery theft will be greatly reduced!

Toni Cook
South Bend, Ind.

The above letter was originally sent to Antique Week, but the author also sent a copy of the letter to NAA.

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San Antonio Seminar Speakers Are Planning Stimulating Presentations

Three days of outstanding education opportunities await registrants for NAA's San Antonio Seminar, which will be held from Monday, Jan. 14 through Wednesday, Jan. 16 at the Holiday Inn Riverwalk in that vibrant Texas city.

Registration begins Monday morning at 8 a.m., followed by a welcome and introduction of speakers at 8:30 a.m.

On Monday and Tuesday, two presentations will take place in the morning and two more in the afternoon.

Lunch is provided on Monday and Tuesday as part of the seminar package. Monday and Tuesday afternoon sessions will conclude at 4:30 p.m. Wednesday's session will conclude at 12:30 p.m.

Seminar presentations begin at 9 a.m. on Monday and Tuesday and at 8:30 a.m. on Wednesday.

Monday's sessions will concentrate on real estate at auction.

Sheldon F. Good of Chicago will discuss *"Selling Real Estate At Auction."* Good, chairman of one of the largest real estate auction firms in the United States, was chairman of the National Association of Realtors National Real Estate Auction Division during its inaugural year.

A 33-year veteran of the real estate industry, Good has been involved in the sale of more than $2.5 billion in real estate. He oversees conventional sales, real estate auction programs and the counseling of real estate owners and corporations.

As a popular speaker, Good has addressed business students at some of the nation's most prestigious universities, including the University of Chicago, Northwestern University, University of Pennsylvania (Wharton School), Stanford University and the University of California at Los Angeles.

Good holds a B.S. degree from the University of Illinois, specializing in marketing and urban land economics.

James Smith, CAI, of Spartanburg, S.C., will discuss *"Presenting Auction Services."* Smith's presentation is a "how-to" approach to effectively and cohesively presenting auction services for consideration by a potential seller. Seminar participants will learn how to investigate the seller's level of motivation and how to present the Auction Method of Marketing to best appeal to a seller's interest.

Smith will examine what information must be obtained on the first seller interview and how to use that information to custom design the auction proposal. The presentation will focus on the key points a seller must understand to sign a contract, how to present those points effectively and how to close the deal on your terms and at your fee rate.

Smith has been a principal in the Carolina Auction Team since 1979. He originated, organized promoted and performed development work in over 350 auction sales. He has served as a consultant to real estate auction firms from Georgia to Texas to Pennsylvania.

Smith has earned a long list of honors in the real estate at auction field, including membership in the Spartanburg Board of Realtors Million Dollar Sales Club. He graduated from the University of South Carolina with a B.S. in finance in marketing in 1972. He graduated from Southeastern School of Auctioneering in 1985 and earned his CAI designation in 1988.

Smith has served as an instructor on several occasions, including as a member of the faculty for the University of South Carolina, ERA Real Estate and at the Real Estate at Auction Workshop at an NAA National Convention.

Bill Kurtz, CAI, of Owensboro, Ky., will present *"Contracting Successful Real Estate Auctions."* This presentation will include a time-tested procedure for contracting auctions of real estate to ensure that the auction is both successful from the seller's point of view and profitable from the auctioneers point of view.

The first half of the presentation deals with recognizing auction situations and making the most of that situation. The second half of the presentation explores the preparation needed to make the auction presentation, including a basic dialog of asking for the auction. Various tools of negotiating and sales and closing techniques will be discussed. The presentation concludes as the close relationship between the auctioneer and the seller is followed to and through an actual auction.

A member of the Certified Auctioneers Institute Board of Governors, Kurtz operates his own auction company in Owensboro. He has also served on the Kentucky Auctioneers Association Board of Directors, Owensboro Board of Realtors (past president) and on the boards of several civic organizations.

Kurtz graduated from Kentucky Wesleyan College in 1963. His auction firm has handled contracts for numerous government agencies, including the General Services Administration, the U.S. Marshal's Service, Small Business Administration and Farm Credit Services.

(Continued on page 25)

Reception Planned

NAA is sponsoring a reception Sunday evening at the Holiday Inn Riverwalk for all Seminar particpants. The reception will be held from 5:30 p.m. to 6:30 p.m., Sunday, Jan. 13.
Plan to attend and greet your fellow Seminar attendees.



Sheldon Good



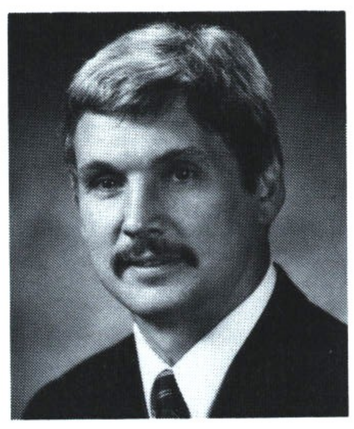
Jim Smith, CAI



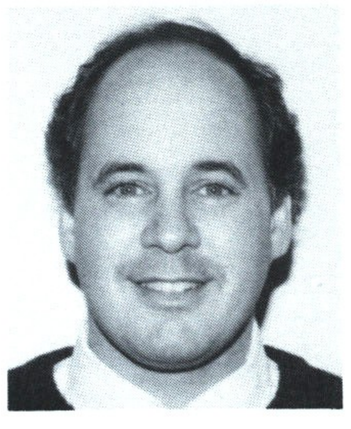
Bill Kurtz, CAI



Ray Patterson, CAI



Bill Milne



Richard Opfer, CAI



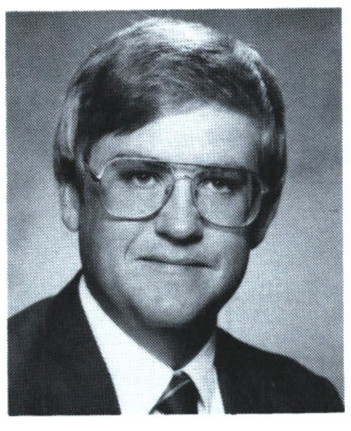
Rick Hutchinson, CAI



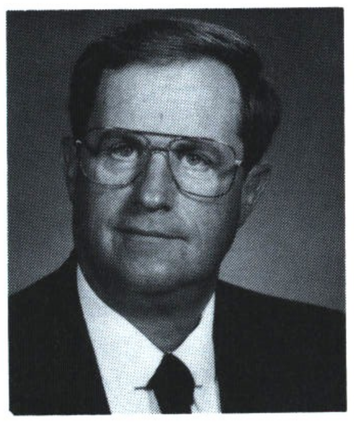
Gilbert Hollifield, CAI



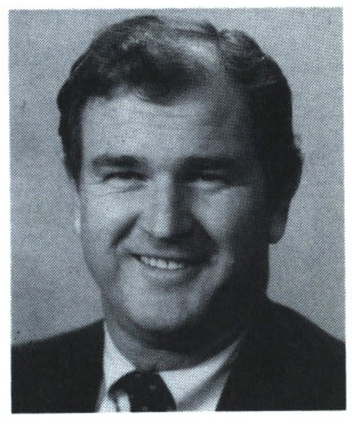
Neal Davis



Jim Fahey



Joe Fahey



Arvell Williams, CAI

Seminar

from page 24

Ray Patterson, CAI, of Frederick, Okla., will explore the *"Psychology Of Selling Real Estate At Auction."* Patterson's presentation will include an analysis of what can go wrong with a real estate auction. Six reasons why a real estate auction could fail are discussed. Those reasons: not qualifying the buyer; property is not marketable; improper advertising; leaking of confidential information; a lack of understanding of real estate values in a certain area; and the cases when an auction should never have been booked.

Patterson began in the auction business in 1971. During his auction career, he has served the Oklahoma State Auctioneers Association as a member of the Board of Directors, secretary/treasurer and president. He has also served on the CAI Board of Governors. He is a charter member of CAI.

He has served as an instructor for CAI and the NAA. He was a finalist in the 1988 and 1989 International Auctioneer Championships and has won the Oklahoma State Auctioneers Association Auctioneers Contest.

Patterson has continuing education credits from Oklahoma University, Oklahoma State University and Cameron University. Most of the courses pertained to real estate and real estate law. He is a 1975 graduate from Missouri Auction School and a 1968 graduate from Fort Smith Auction School.

Presentations on Tuesday concentrate on personal property at auction.

William R. Milne of Elgin, Ill., will present *"Selling Jewelry At Auction."* Milne's presentation will encompass everything from the preparation of catalogues to the display of the jewelry at the auction. The mechanics of a jewelry auction will be covered as well as the importance of appraisals and certificates of authenticity.

Milne will also discuss different jewelry styles and mention the important jewelry auction houses.

Milne is vice president of Dunning's Auction Service of Elgin, Ill. He has been associated with the firm since 1969, and his auction career began in 1977. He regularly sells most of the jewelry at estate auctions.

He is a graduate gemologist, a senior member of the American Society of Appraisers, classification jewelry, graduate Master Gemologist Appraiser, a member of the American Society of Appraisers' National Committee on gems and jewelry. He is frequently asked by bankers and attorneys in the Chicago area to participate in appraisals for federal estate tax purposes.

Richard Opfer Jr., CAI, of Timonium, Md., will discuss *"Collectibles And Toys At Auction."* This presentation will be similar to one given by Opfer at the 1990 NAA Convention in Baltimore. Topics Opfer plans to discuss include procuring, cataloging, advertising and auctioning toy collections; dealing with the collectible buyer; dealing with banks; and repairs, repaints, restoration and reproduction of collectibles.

Opfer has been an auctioneer and appraiser for 20 years. He conducts over 50 auctions a year at his auction gallery. He specializes in collections, antiques and estates. Some auctions Opfer has overseen include the legendary George Haney Antique Advertising and Country Store Auction, the Peter Sidlow collection (antique advertising), the Toy Museum of Atlanta auction, and Automobilia at Auction. Opfer holds six or more cataloged auctions a year.

(Continued on page 26)

Register Now!

The seminar registration form for San Antonio is on page 52 of this magazine. Don't miss out on what will be one of the best seminars ever.

Seminar

from page 25

Opfer also has experience with real estate auctions, and he auctions thoroughbred horses.

Rick Hutchinson, CAI, of Montgomeryville, Pa., will present *"Heavy Equipment At Auction."* Hutchinson's presentation will contain an overview of the heavy equipment at auction market and will deal in depth with the format for a heavy equipment auction.

Included in Hutchinson's presentation will be discussions on the history of heavy construction equipment auctions; how to solicit heavy equipment auctions and how to develop leads within the industry; where potential markets are; single-seller, multi-seller and consignment heavy equipment auctions; promotional advertising and marketing of heavy equipment; and the professional's approach to a heavy equipment auction.

Hutchinson is president of Vilsmeier Auction Co. of Montgomeryville. He has worked for Vilsmeier Auction Co. since 1973. In addition to his memberships in NAA and CAI, he is a member of several heavy equipment and heavy construction associations.

Hutchinson received a B.S. in business from the University of Baltimore in 1972.

Gilbert Hollifield, CAI, of Marion, N.C., will discuss *"Personal Property/Antiques At Estate Sales."* This presentation discusses every aspect of an antique auction, from when the contract is signed to when the auction concludes.

After completing contract negotiations, the next step is listing all of the items that will be on the auction block. Hollifield reviews the process of evaluating the items to be auctioned, including the need to consult with experts when necessary. How to advertise the auction will be discussed as well as how to prepare the items for the auction. How to conduct a successful preview is also discussed.

Hollifield holds a B.S. degree from North Carolina State University. He graduated from the Mendenhall School of Auctioneering in 1980. He graduated from CAI in 1985.

He is currently on the Board of Directors of the Auctioneers Association of North Carolina and has served as a director for a savings and loan.

General topics will be discussed Wednesday by three outstanding speakers.

Neal Davis of Beebe, Ark., will conduct a seminar on *"Bid Calling."* Davis is the reigning International Champion Auctioneer, earning his title at the 1990 NAA Convention in Baltimore.

Davis is a 1977 graduate of Missouri Auction School and is an instructor there. He began teaching there three years after graduating.

Davis is a former president of the Arkansas Auctioneers Association. In 1984, he was the winner of the inaugural Arkansas Auctioneers Association Championship. Even though he graduated from auction school only 13 years ago, Davis has already been named to the Arkansas Auctioneers Association Hall of Fame.

Jim Fahey, of Hutchinson, Minn., and **Joe Fahey**, of Belle Plaine, Minn., are co-owners of Fahey Sales Agency. They will discuss *"Promoting And Performing With A Small To Medium Sized Auction."*

The Faheys' presentation will detail a plan for auctioneers to position themselves professionally in the communities that they serve.

Topics that will be covered include how to create a professional image for yourself and your company, how to prospect using that professional image, and how to close on a client to get the auction booked. The Faheys will present special insights on breaking into a new market area and promotions that have and have not been successful for them, and "how they strive to keep their sanity while conducting about 200 auctions a year."

Fahey Sales Agency is a family business of real estate sales and general auction services that has been in operation for 43 years.

Both Faheys have been active in the Minnesota Auctioneers Association. Joseph has served on the Board of Directors and is a past vice president. Jim is a past president of the MAA. Jim was also named 1990 Minnesota State Champion Bid Caller.

Arvell Williams, CAI, of Amarillo, Texas, will present *"How To Book Absolute Auctions."* This presentation portrays the booking process in which the client asks the dreaded question: "What if something does not bring what I want for it?" The statement: "I'm not going to give it away" is also discussed.

Williams' seminar is designed to demonstrate how easy it is to overcome the particular problem. Included in the presentation is an open discussion about practical problems that occur in the process of booking absolute auctions. Emphasis will be placed on arriving at alternative practical solutions and responses.

Williams operates his own auction firm, Williams and Webb, in Amarillo. He is a 1965 graduate of Reisch School of Auctioneering and earned his CAI designation in 1987. Williams also holds a bachelor's of business administration degree from West Texas State University.

He has worked as an auctioneer continuously since 1965. His firm currently emphasizes the auction of all types of business assets, heavy equipment and real estate, conducting between 80 and 120 auctions a year. Williams is involved in every facet of his auction business, from booking the auctions to writing the advertising to conducting the auction.

Washington Looks Like A Winner

Complete details on the NAA/CAI Governmental Affairs Seminar in Washington, D.C., will be in the January edition of *The Auctioneer.*

So far, these governmental organizations have agreed to appear at the Feb. 4-6, 1991 seminar: U.S. Marshals Service, Resolution Trust Corporation, General Services Administration, Small Business Administration, Farmers Home Administration, Department of Housing and Urban Development and the Internal Revenue Service.

The registration form for this seminar is on page 54.

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Holiday Feelings Should Last

by Mary Jo Butts
NAA Auxiliary Director
Brazil, Ind.

HAPPY HOLIDAYS! PEACE ON EARTH! GOODWILL TO ALL! These are phrases and attitudes familiar to us during this blessed season.

Yes, it might be just a little easier for most of us to be more thoughtful, and maybe a wee bit kinder, during the celebration of our Savior's birth. After all, there is a special feeling in the air now. But, let's not forget to have that "special feeling" all year long!

As auction firms, we all like to believe we are sensitive to the needs of our clients and customers. We strive to have the most professional service possible. We are knowledgeable about the merchandise we're selling and get top dollar. We have good rapport with both customers and clients. We endeavor to have state of the art equipment. But what about TIME! Do we give the precious gift of time?

When I took an auction settlement to an elderly lady this past summer I was again reminded of how much a little individual time can mean to another person. Years ago, I appointed myself to hand-deliver settlements to our elderly clients. Mrs. H, a sweet little widow in her eighties, was no exception.

We had conducted an auction for Mrs. H. in which we sold both her home and household furnishings. She had lived in her country home for more than 40 years and had many memories. But her family had convinced her it was prudent for her to have smaller quarters in town and helped her find a comfortable apartment where she was surrounded by other people her age.

Mrs. H. was trying to get accustomed to her new surroundings and was understandably a little lonely. She greeted me with a big smile. It didn't take long to do the "business end" of the visit.

However, leaving her apartment was not too easy. The petite woman insisted on showing me her new couch and "how the design in the drapes matched the upholstery."

She took me to the bedroom and showed me picture arrangements on the wall. I got a tour of every nook and cranny.

Although I was in a hurry, I took the time to look at everything and comment on each. I knew she wanted company. Therefore, a little of my time was a small price to pay for the happiness it seemed to bring her. In return, it gave me a special feeling, too.

Auctioneers talk FAST. Clerks write FAST. Cashiers figure FAST for customers who want to settle FAST. Whew! What speed! However, let's not get so speedy or sophisticated that we don't have the ability to give of our TIME to our family, clients, customers and friends. TIME is the most lasting gift of all.

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Auction Success Stories

Auction Realty Firm Holds Antique Auction

Parks Realty Co. of Gallatin, Tenn., and auctioneers **William A. Parks Jr.**, David Armistead and George Cox conducted an important auction of antiques in July. Among the collection of antiques were several rare epergnes, art glass, Old Paris china, Nippon china and fine lamps.

Bidders from four states responded to advertisements placed by Parks Realty in regional publications and area newspapers. Adding to the success of the auction was a well-attended pre-sale inspection. The auction organizers say the major contributing factor to the success of the auction was the presence of an antique expert, who described each item as it was placed on the auction block. A total of 345 lots were auctioned.

Some of the items auctioned were:

•Rosewood Empire secretary, lined with bird's eye maple, $2,800.

•walnut sideboard with applied leaf pulls in Renaissance style, $6,200.

•Eastlake burled walnut secretary with cylinder top, $3,000.





Wooden Treasures

Parks Realty of Gallatin, Tenn., auctioned a Rosewood Empire Secretary (above left) for $2,800 and the walnut Etergere (above right) for $4,100.

•Rosewood half-tester bed, $1,750.

•walnut Etergere with Minerva head, $4,100.

•walnut hall tree, $2,500.

•mahogany commode, $675.

•walnut empire bachelor's chest, $1,525.

•rubena verde opalescent epergne with hanging baskets, $1,250.

•Wavecrest collar and cuff box, $700.

•Old Paris ink well, $100.

•art glass lustre and prisms, $1,000.

Real Estate Strong In Central Ohio

Over 40 people attended the auction of 25 acres in Franklin, Ohio, conducted by **Ken McCarty** of Nationwide Auctions. The auction firm is based in Dayton, Ohio.

A minimum bid of $55,000 was required by the owner of the property. This figure was not hard to reach and bidding soon zoomed past the minimum as the bids were com-

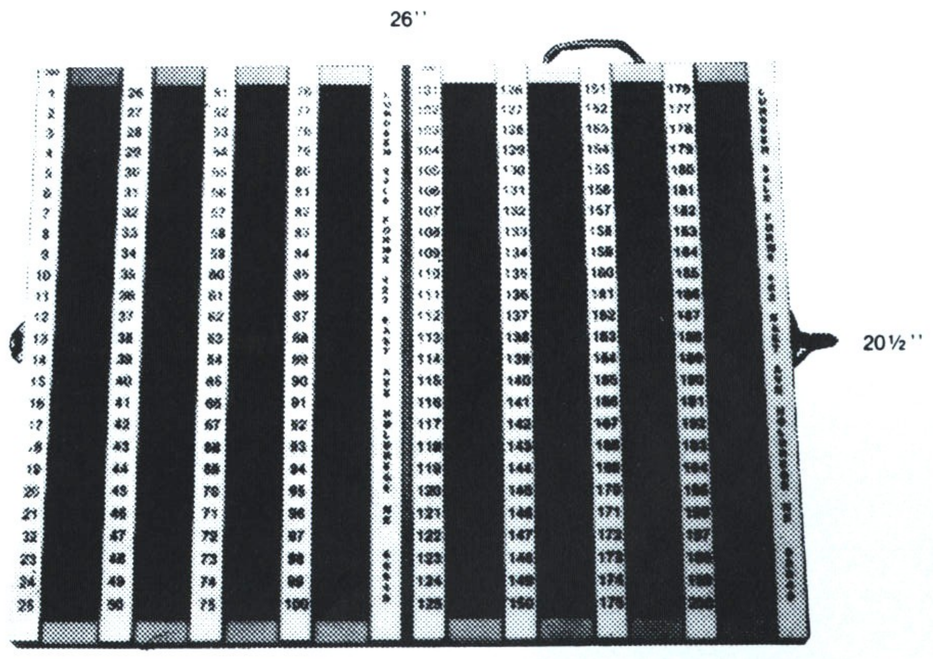
(Continued on page 31)

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Art Wilson, Affiliate Member

Auction Success Stories

from page 29

ing in $5,000 and $10,000 increments.

The property auctioned for $120,000. The land was zoned for single-family homes, which attracted the seven actual bidders to the site.

Ehlis Busy With Charity Auctions

Bill and **Randy Ehli** of Auctions for Fund beat their own all-time record on Oct. 20 by raising over $500,000 for two well-known groups in the Pacific Northwest. Auctions for Funds is a division of Ehli Auctions Inc. of Tacoma, Wash.

Bill Ehli conducted the 31st annual auction of OMSI (Oregon Museum of Science and Industry) in Portland, Ore. Bill was able to garner over $350,000 in bids while working in the round from a center stage with four tuxedo-dressed bid catchers. Over 700 people each paid $300 to attend the auction.

At the same time, Randy Ehli, Bill's son, was conducting the 12th annual Pilchuck School of Glass auction in Seattle. Randy used many of the same methods employed by Bill, including the center stage and tuxedo-dressed bid catchers. Randy was able to coax $200,000 in bids from a crowd of over 600.

To boost the excitement of the evening, the two Ehlis kept in touch by cellular phone and kept track of each other's success.

Auctions for Fund specializes in benefit and charity auctions and acts as a fund-raising consultant.

$90,000 Rejected For Pierce Arrow

A 1931 Pierce Arrow seven-passenger phaeton drew the top bid of $90,000 at the fourth annual Grand Finale Carlisle (Pa.) collector car auction, conducted Oct. 13-14 by Kruse International of Auburn, Ind.

However this top bid was not enough to complete an auction sale. the owner of the car declined the offer on the restored car.

Overall, Kruse International completed transactions on 60 percent of the cars that were auctioned. "This was one of the highest percentage sales of the year," Kruse International President **Mitchell D. Kruse** said.

Some of the significant cars auctioned were:

- 1967 Chevrolet Corvette, $38,000.
- 1956 Mercedes-Benz 190 SL, $28,000.
- 1964 Plymouth Savoy two-door, $26,600.
- 1928 Chrysler Imperial Custom Club coupe, $24,000.
- 1956 Ford Fairlane convertible, $22,750.
- 1948 Lincoln Continental convertible, $21,000.
- 1966 Ford Mustang convertible, $19,500.
- 1957 Ford Thunderbird convertible, $18,400.

(Continued on page 33)

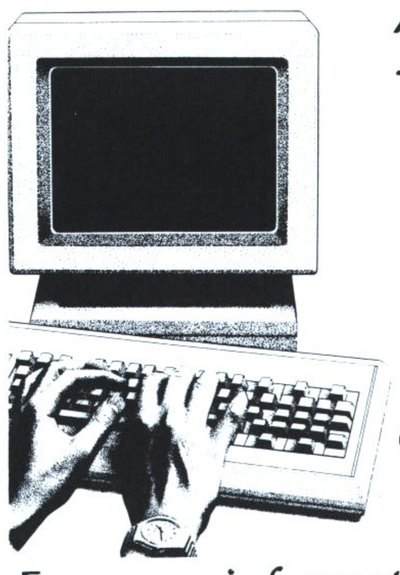
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SOLD II User of the Month
Karen Stoutenburg, Abel Auction

Bid calling at Auction is only a part of the selling that you do. Bringing bidders back, and closing corporate sellers again and again are crucial to a successful auction business. The conservative corporate image is what you might expect from an auctioneer who successfully closes bank CEO's on a first call. Karen Stoutenburg, president and auctioneer of ABEL Auction based in Atlanta, is a colorful personality, wearing feminine western wear each time she auctions. Turquoise cowboy boots and a matching turquoise cowboy hat are her favorites, "I wear them with white in the summer, and black in the winter." The flamboyant Stoutenburg seems to have found the key to selling her auctions, both to bidders and sellers.

"I have SOLD II. I looked at systems around the country for two years, as soon as I saw SOLD II, I knew it was the best.

"The others were in the right church, but in the wrong pew. SOLD II is right on the money."

As far as her customers go, Karen says, "both buyer and seller are important, I'm working both sides ot this fence. SOLD II helps buyers, they're tickled to death because they don't have to ever wait in line. Sellers like the efficiency and professionalism. They know where they stand and they never have to second guess what we do." Karen uses a portable two user SOLD II system. "It fits great in the nose cone of our plane" (a Piper Malibu 6 seater) That way, Karen has an assistant register and cashout on one computer, and a clerk clerking on the connected terminal - simultaneously, on line, real time - everywhere ABEL Auction goes. Using SOLD II, "I can auction with two fewer people, eliminate bookwork and sell more per minute, I think that is why we have an excellent reputation for running a really smooth auction. Being the BEST means making it look easy when you're an auctioneer. SOLD II is the best, it's easy, and makes what I do look real easy."



Karen, on location.

Karen uses her SOLD II system as a sales tool, "I take the portable along with me when I go on calls to banks and other corporations I want to sell for, first I show them consignor reports, and other reports from SOLD II, then, if they want, I show them the actual system (they ask 80% of the time). Just last week, I had an appointment, I figured they would want to stick with an older, larger, auction company. Once they saw how SOLD II would keep track of their sales, clerk on line, cash out in seconds, impress bidders and generate custom reports and more, they signed right there."

It's a good thing Karen can do more auctions than ever using the superior functionality of SOLD II; she has booked an average of 3 auctions a week through May. Fortunately, according to Karen, "I love what I do, I took the bull by the horns, and I paid my dues, I'm glad to say that I'm here to stay."

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Auction Success Stories

from page 31

•1949 Rolls-Royce Silver Wraith Sedan, $17,500.

•1967 Chevrolet Impala convertible, $13,500.

•1955 Cadillac convertible, $13,000.

•1962 Datsun 280 ZX, $12,100.

•1948 Rolls-Royce Silver Wraith, $11,750.

•1974 Chevrolet Corvette, $11,500.

•1956 Ford Thunderbird coupe convertible, $11,250.

First Baseball Auction Goes Well For Potvin

Robert L. Potvin, CAI, held his first-ever auction of baseball memorabilia in Sturbridge, Mass., on Sept. 29. Potvin is based in West Brookfield, Mass.

According to Potvin, the auction was held to disperse the holdings of a 75-year-old baseball fan's collection of autographed baseballs, baseball cards and other baseball related collectibles and memorabilia.

More than 500 autographed baseballs were auctioned both individually and by the dozen, according to player fame and achievement.

Autographed pictures and baseballs by Hall of Fame members Joe Dimaggio, Mickey Mantle and Ted Williams were the most sought after, according to Potvin.

The auction had close to 400 lots and attracted baseball fans, collectors and dealers from five states. Potvin, who is an admitted baseball fanatic, said all auctioneers should watch for baseball-related items as the collectibles market in this area is very strong.

Some prices realized in the auction were:

•three Jose Canseco autographed baseballs, $32.50 each.

•Nolan Ryan Topps rookie baseball card (1968), $575.

•Babe Ruth Goudey baseball card (1933), $375.

•Lou Gehrig Goudey baseball card (1933), $260.

•Rogers Hornsby baseball card, $100.

•Jimmy Fox baseball card, $75.

•Dizzy Dean Goudey baseball card (1934), $110.

•incomplete set of T-201 Mecca Double Folder baseball cards, $700.

•lot of 16 Goudey Big League Chewing Gum Hall of Fame baseball cards, $300.

•Dwight Evans autographed Hilerich and Bradsby bat, $170.

•Ted Williams autographed bat, $150.

•1984 Fleer baseball card update set, $475.

•1977 Topps baseball card update set, $350.

Turmans Hold Ninth Western Auction

Collectors, dealers and horsemen all gathered at the Deschutes County, Ore., fairgrounds on Sept. 15-16 for **Dennis** and Ramona **Turman's** ninth Antique Bit, Spur and Western Americana Auction.

An extensive variety of Western collectibles were available for the 300 bidders from 10 states who participated in the auction. Buyer interest was strong on both days of the event, with approximately 1,075 items during the two-day auction.

According to the Turmans, what makes this auction unique is the different and unusual collectibles that are consigned from all over the United States. This auction was by far the most successful, and the Turmans feel the interest in Indian, Western and military items remains high throughout the United States —not just the West.

The day before the auction a barbecue and cowboy poetry contest was held to welcome the bidders.

A few highlights of the auction were:

•pair of batwing chaps decorated with card suits and eight silver conchos, $550.

•two A.B. Hunt bits, both with silver inlay, $1,750 and $1,650.

•Mike Morales silver overlaid spurs, $1,350.

•prison-made hitched horsehair hackamore, $500.

•prison-made braided leather bridle, $900.

•brown Angora chaps, $900.

•Visalia Stock Saddle Co. silver mounted bridle, $900.

•pair of tapaderos made by N. Porter, $230.

•books by Will James, $40 to $60.

•R.T. Frazier nickle studded chaps, $750.

•fold-up boot jack, molded like shotgun, $70.

•1859 U.S. Calvary ring, $425.

•U.S. Calvary McClellan saddle, $275.

Doll Auction Produces Surprising Results

Theriault's antique doll and toy auction, held Oct. 7 in San Francisco, produced surprising results. American and German dolls, collectibles many appraisers consider to be weak links of the antique market, seemed to capture the most attention. Theriault's is based in Annapolis, Md.

"After tonight, there's no doubt that the American and German dolls are gaining in popularity," said **George Theriault,** co-owner of Theriault's. "For years these dolls have been under priced, finally, they are starting to show their true colors."

Some of the prices realized at the auction were:

•black paper mache doll by Leo Moss, $13,000.

•oil-painted doll known as Sheppard Baby, $1,900.

•Schoenhut wooden character doll, $2,500.

•Schoenhut circus animals, $3,800.

(Continued on page 42)



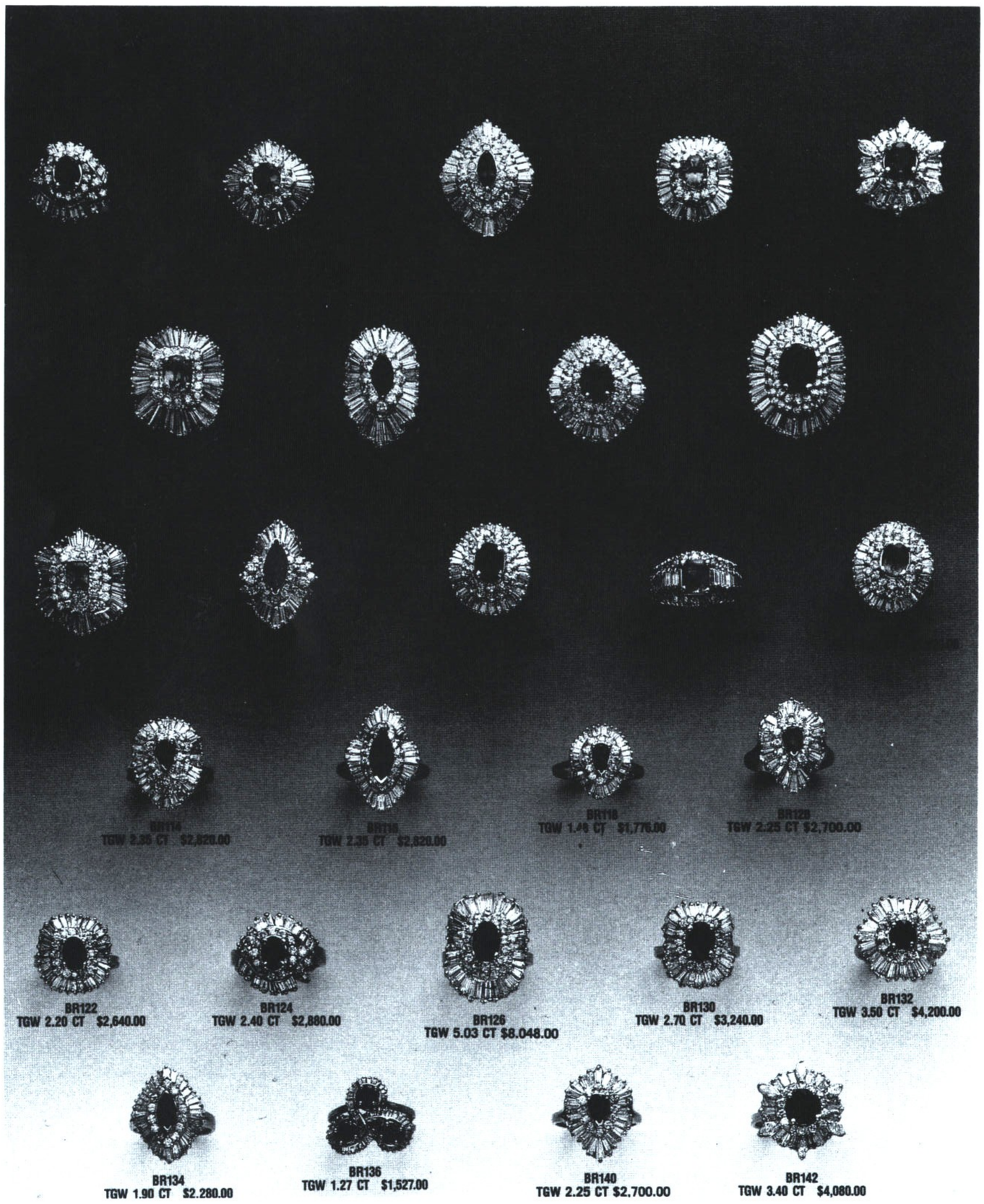
A Doll's Value

This French Parisian by Gaultier was auctioned Oct. 7 for $6,800 by Theriault's.

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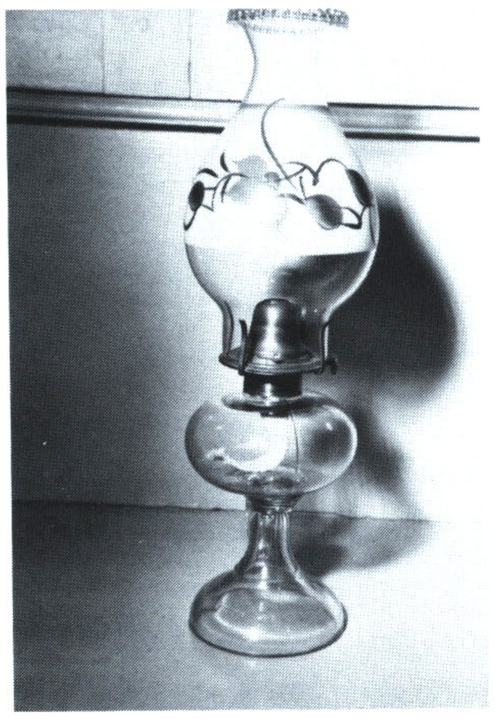
MANUFACTURING JEWELERS TO THE TRADE

Antiques and Americana

by George Michael
Merrimack, N.H.

PORTLAND GLASS

The Portland Glass Company was organized in that Maine city in 1863. A large factory was built on Commercial Street near the waterfront and in it was manufactured all kinds of table and decorative wares which



found their way around the globe. Somehow, it escaped the damage wrought by a great fire on July 4, 1866 but on Sept. 17, 1867 was destroyed by its own fire. Rebuilt, it operated until 1873 when due to economic conditions, it closed.

Early in this century, Frank Swan developed an interest in the glass, began collecting it, and in 1939 published the first book devoted to it. In 1956, his collection was given to the Portland Museum of Art. In 1949, he updated it.

In 1976, his cousin, Marion Dana contributed more information which resulted in another edition. Her own collection found its way to the museum in Portland, as well.

Glass made in Portland was not much different from that made at other factories. Most copied each other's patterns and techniques in manufacture. Some pieces are marked, such as goblets with P.G. Co. Patent embossed on the smooth side of the base.

The Child Samuel epergne is always a Davis marked piece, with the then manager of the plant creating a design weaving his name into the tree of life branches. Magnet and grape and frosted tree are two other patterns that can be identified as Portland. Shell and tassel, loop and dart, dirigo pear, owl and possum and others are sought by collectors, but are not necessarily native only to this plant.

The lamp we picture has a frosted and painted shade with crinkle top. Many Portland lamps were sold with painted shades, so if you find one in New England, the chances are good you have one.

Send me a self-addressed-stamped-envelope, and I will send you a sheet listing all the known Portland patterns.

DEPRESSION GLASS

Glass made during the 1920-1940 period is commonly called Depression glass, but more accurately should be called Depression-Era glass as the market crash did not occur until 1929.

Typically, it is the product one would find in the Five and Dime stores which supplied inexpensive tablewares to those with limited funds. I am old enough to recall pieces being given at the movie theatres on ordinarily slow nights to encourage attendance.

None was made in New England —by this time only Pairpoint and Union were making glass in the region and both were making much better quality. Names like Jeanette, Hocking, Imperial, MacBeth Evans, Federal and Indiana are well recognized in this field of collecting. Centered in Pennsylvania, Ohio and West Virginia, these companies turned out a tremendous amount, some of which was shipped overseas.

I have seen a lot of it at markets in England at Portobello, Camden Passage and even in Bath.



When I started in business in 1950, we sold it at auction by the boxful for 25 and 50 cents. Most had been relegated to camps and cottages or thrown out. Today, a boxful yields little or nothing that would sell for less than 50 cents apiece.

It is collected by design and color with condition being important. Rarities are the deep cobalt and ruby as these colors were difficult to stabilize from batch to batch so they would match. Those with deeper molding are the best.

If one were to start collecting today, he must be aware that much is being reproduced and since the old is really not that old, it can be difficult to separate them. I would recommend the book, **"IDENTIFICATION AND VALUE GUIDE, DEPRESSION ERA GLASSWARE,"** by Carl Luckey and Morris Burris as consultant, (Books Americana) as a good source of information.

NEW BOOKS:

"SHAKER VILLAGE VIEWS," by Robert P. Emlen; $24.95; University Press of New England, 17 1/2 Lebanon St., Hanover, N.H. 03755. The author has done much research in uncovering actual drawings and old maps of the various Shaker villages. Some are in color. An excellent visual look at the colonies as they were with a most interesting text.

"EXHIBITION RECORD OF THE NATIONAL ACADEMY OF DESIGN, 1901-1950," by Peter Hastings Falk; $89; *Sound View Press*, 170 Boston Post Rd., Madison, CT 06443. The author and *Sound View Press* are to be commended for their many books which detail so much hitherto unknown information about artists and the art world.

Fully indexed, it covers the work from the decline of impressionism to the era of the regionalists. Anyone involved in art, whether the beginner or the seasoned pro dealer, will benefit greatly from this volume. Highly recommended.

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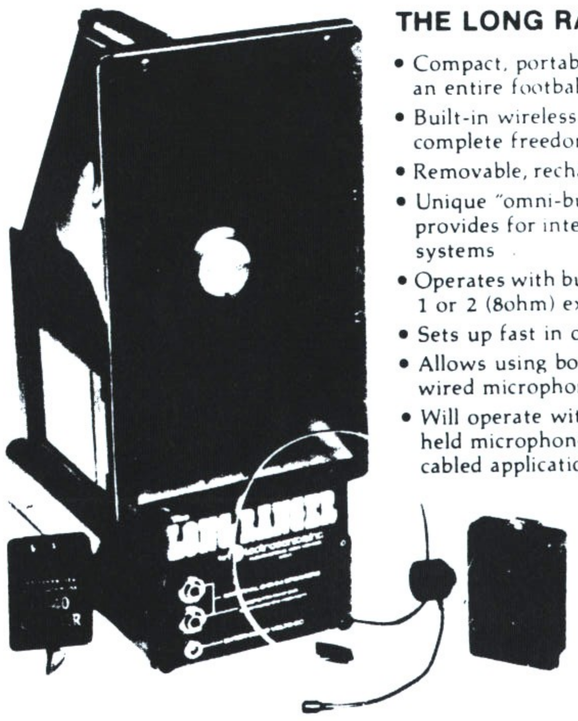
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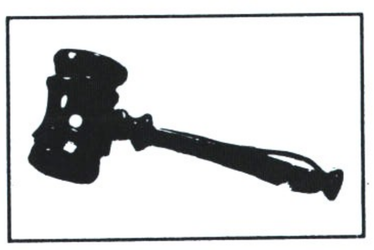
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State News

Colorado

At the 1990 Colorado State Fair, the Colorado Auctioneers Association raised over $6,000 for the Colorado Boys Ranch by auctioning items collected by the boys at the ranch.

The items were auctioned during the Colorado State Bid-Calling Championship.

Sammy Hamlin of Fort Collins, Colo., was the winner of the contest. Raymond R. Holt of Colorado Springs, Colo., was runner-up; **Bill Sparks** of Springfield, Colo., was third; Brad Olson of Loveland, Colo., took fourth; and **Darrel Neu** of Pueblo claimed fifth place.

Louisiana

The Louisiana Auctioneers Association held its annual meeting in New Orleans recently.

NAA Director **Ronnie Wiley, CAI,** presented a seminar on building an auction business.

Wiley joined **Keith Babb, CAI**, of Monroe, La., in judging the Louisiana Auctioneers Association Annual Auctioneers Contest.

Tom Baudry, CAI, of Baton Rouge, La., was named the winner. Second place went to **Gary Harmon** of Opelousas, La., and third place was claimed by **Penny Mutz, CAI,** of New Orleans.

Iowa

Edwin C. Menke Jr. of West Point, Iowa, was elevated to president of the Iowa Auctioneers Association at its fall convention, which was held Oct. 26-28 at the Amana Colonies Holiday Inn.

Officers elected for the coming year included **Wilbur Swartzendruber** of Wellman, president-elect; **Jim Huff** of Keosauqua, vice president; and **Joe Nebel** of Shenandoah and **Gary Littrel** of Princeton, directors.

Dale E. Smith of Pocahontas received the Association's Man of the Year award.

The convention, which was attended by over 90 people, featured seminars by **Larry Martin, CAI**, of Clinton, Ill., "Consignment Machinery Auctions"; Peter Hamlin, Iowa Department of Natural Resources, "Environmental Issues"; and **James Donnelly, CAI**, of Fort Dodge and **Earl Thies** of Ames, "Auction House Operations."

NAA Executive Vice President Joe Keefhaver reported on the activities of the National Auctioneers Association at the Sunday banquet, and **Wayne Stewart, CAI,** NAA president, reviewed plans for NAA's 1991 convention in Omaha.



Award Presentation

Gene Harris** of Marshalltown (left) presents an advertising award to IAA President **Ed Menke** (center) and Menke's partner, **Harold Van Syoc** of New London. Photo: Courtesy of **Collectors Journal



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Saudis Use The Auction Method

Many NAA members make a practice of sending brochures regarding their upcoming auctions to the Headquarters in Overland Park, and we recently enjoyed receiving one from **Mahmoud Y. Khalil** of Jeddah, Saudi Arabia. Khalil, who is associated with Zahid Tractor & Heavy Machinery Co. Ltd., is one of several international members of NAA.

The full-color brochure, which featured both Arabic and English text, promoted the Zahid Auction Team's Oct. 29-31 equipment auction in Riyadh, Saudi Arabia. Going on the block were crawler tractors, wheel loaders, hydraulic excavators, cranes and a variety of other machinery.

The auction was to be conducted in both Arabic and English. Interpreters were available to assist bidders.

According to the brochure, each and every item was to sell without reserves, minimums or limits. "Everything will be sold to the highest bidder regardless of price. The owners of the equipment are prohibited by contract from bidding on their own equipment or from buying back."

Be Noticed

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Oral History Series Continues: Ford Good Featured

by Anita Faddis
Curator
NAA Foundation

Another treasure that can be found in the National Auctioneers Association Foundation archives is an oral interview of ***Ford Good****, Wadsworth, Ohio, done by NAAF Director* ***George Michael*** *during the 1990 NAA Baltimore Convention.*

Michael: When did you get into the auction business?

Good: In 1938.

Michael: How did you happen to get into it?

Good: Well, my uncle was an auctioneer and I helped him with some sales, even before I went to school. I then went to Reppert's Auction School and sold my first sale on April 9, 1938. We had an auction barn for 25 years, operating one day a week but lots of time we had 3 sales a week. We had them in the evening, sometimes Thursday or Friday evening.

Michael: Were these consignment sales?

Good: Yes, all consignment sales.

Michael: What type of things did you sell?

Good: The auction house sold everything, including poultry and eggs. That was quite a business. The egg business was really big and the produce business was big in season, but it was a very short season.

Michael: Were you selling household goods as well?

Good: Oh yes, we had many sales in the field, that's what we call at the residence or at the homes.

Michael: This was during the depression, how were auctions in the depression, 1938-39?

Good: In the depression, I would say, the auctions were very dull and the sales I helped my uncle with, before I went to school earlier than 1938, were really dull. Hogs were down to $2.40 a 100, and that was a give away price. Everything was cheap in those days.

Michael: Tell me, say you had a sale at your auction house and sold all night, how many hours would you sell and how much money would you take in?

Good: We did one sale for a church in Iowa which took 10 sales to sell it which was a tremendous amount, It totaled in the neighborhood of $40,000 for the ten sales. We took it at quite a high commission, too.

Michael: What about the average sale that you did in your auction gallery in a night?

Good: We never wound up with much less than $3,000.

Michael: Right after the depression came the war. What happened with the Office of Price Administration when prices were regulated?

Good: Well, the sales were a little difficult to handle. We had to handle machinery a little different by putting tickets in a hat and draw a number and sell it at the government price.

Michael: What kind of commissions were you charging back then, in the 1930's and 1940's?

Good: We got 2 percent for selling a farm sale, unless it was a real big one and we would come down a bit. It started out as low as, in '38, our first sale was for about $3,000 and our commission was $20.00. I don't know how you made any money back in those days.

Michael: What did you charge in your gallery for a commission?

Good: 20 percent with the exception of eggs, everything else was 20 percent. Eggs were sold retail price for five cents a dozen or whatever they brought and we took off of that. Isn't that incredible?

Michael: Tell me some of the types of sales that you did back then continuing down through the years, were you household auctioneers, farm auctioneers, machinery?

Good: Lots of household sales, I never got into the big dairy business. I had competition and I was willing to do the small sales, which later on turned out very well.

Michael: Have you worked alone all of this time?

Good: No, we always had an extra auctioneer. When busy season, we had 3 auctions going at the same time.

Michael: Would you consider that you had an auction firm?

Good: Well, we called it Goods Auction Service and I hired what help I needed.

Michael: What about real estate back in those days?

Good: Well, it took me a lifetime to sell people on the idea, I retired in 1988, and the last 10 years we sold quite a bit of real estate. I hated to quit, I had to on account of my health and age.

Michael: What was one of your best sales?

Good: Later on we got into selling greenhouses that couldn't afford to pay the price of fuel. We sold equipment out of them and sometimes we sold the building to be moved. We sold a lot of them over a period. In 1970, we had a greenhouse sale that brought over $34,000 and another one a little higher than that and one a little lower, around $15,000.

Michael: What was the most you ever got for selling a farm?

Good: The highest price that we ever got for selling a piece of property was $139,500.

Michael: What did that consist of?

Good: That was three acres of land, a beautiful, and well-built house, designed by the owner. He retired and wanted to go to South Carolina and had property bought down there and didn't want this property to sit over the winter so he put it up for sale. We looked at it and the appraiser looked at it and appraised it at $112,000 and the couple told us that they would be happy with $110,000. So we put it up for auction. We really didn't take real estate sales unless we thought we could sell them. It sold for $139,500.

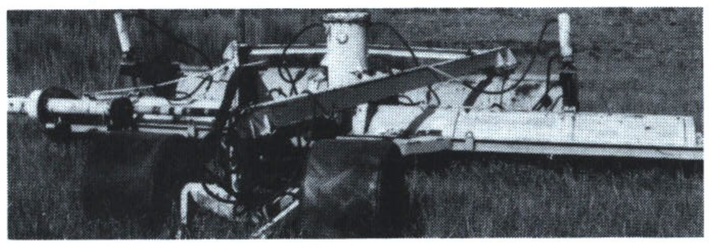
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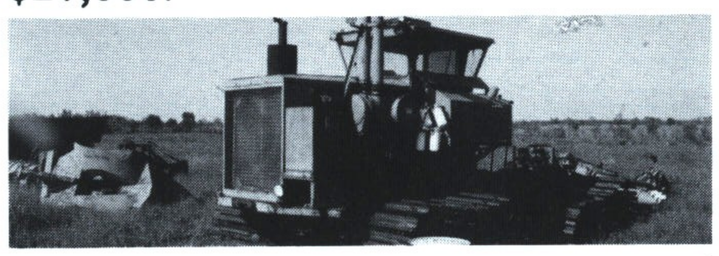
from page 33

•Schoenhut blond nurse doll, $1,600.
•French antique bisque A.T. by Thullier, $31,000.
•12" Casimir Bru, $23,000.
•fashion Casimir Bru, $3,300.
•all-original French Parisian by Gaultier, circa 1875, $6,800.
•early portrait E.J. Bebe by Emile Jumeau, $5,500.
•Jules Steiner doll, late 19th Century, $6,250.
•brown eyed bebe by Rabery and Delphieu, $3,000.
•Gebruder Heubach doll, $5,800.
•early German bisque child, circa 1880, $5,250.
•Kley and Hahn character dolls, $4,500 and $3,800.
•German Marie doll by Kammer and Reinhardt, $7,200.

Auction Held For Peat Mine Equipment

A very unusual equipment auction was held in Creswell, N.C., on Sept. 20. Equipment used at a peat mining site was auctioned by **Bill Forbes, CAI**, of Creswell.





Exotic Machines

*These peat mining machines were auctioned recently by **Bill Forbes, CAI.** A "Screw Leveler," (above left) which was made in the Soviet Union auctioned for $45,000. A Finnish Suokone Base Machine (above right) auctioned for $12,000.*

One piece of equipment was actually made in the Soviet Union. The Soviet-made "Screw-Leveler" brought $4,500. The Screw Leveler was designed to vacuum peat from the soil.

Proceeds from the auction were four times what had been expected. Two other pieces of specially-designed equipment brought $33,500 and $27,000.

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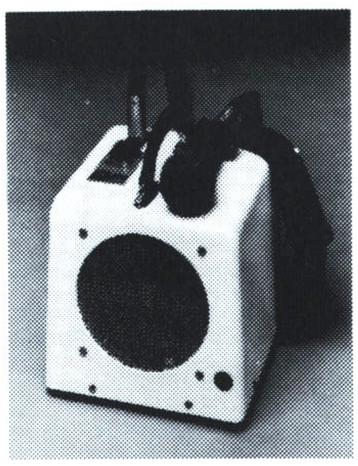
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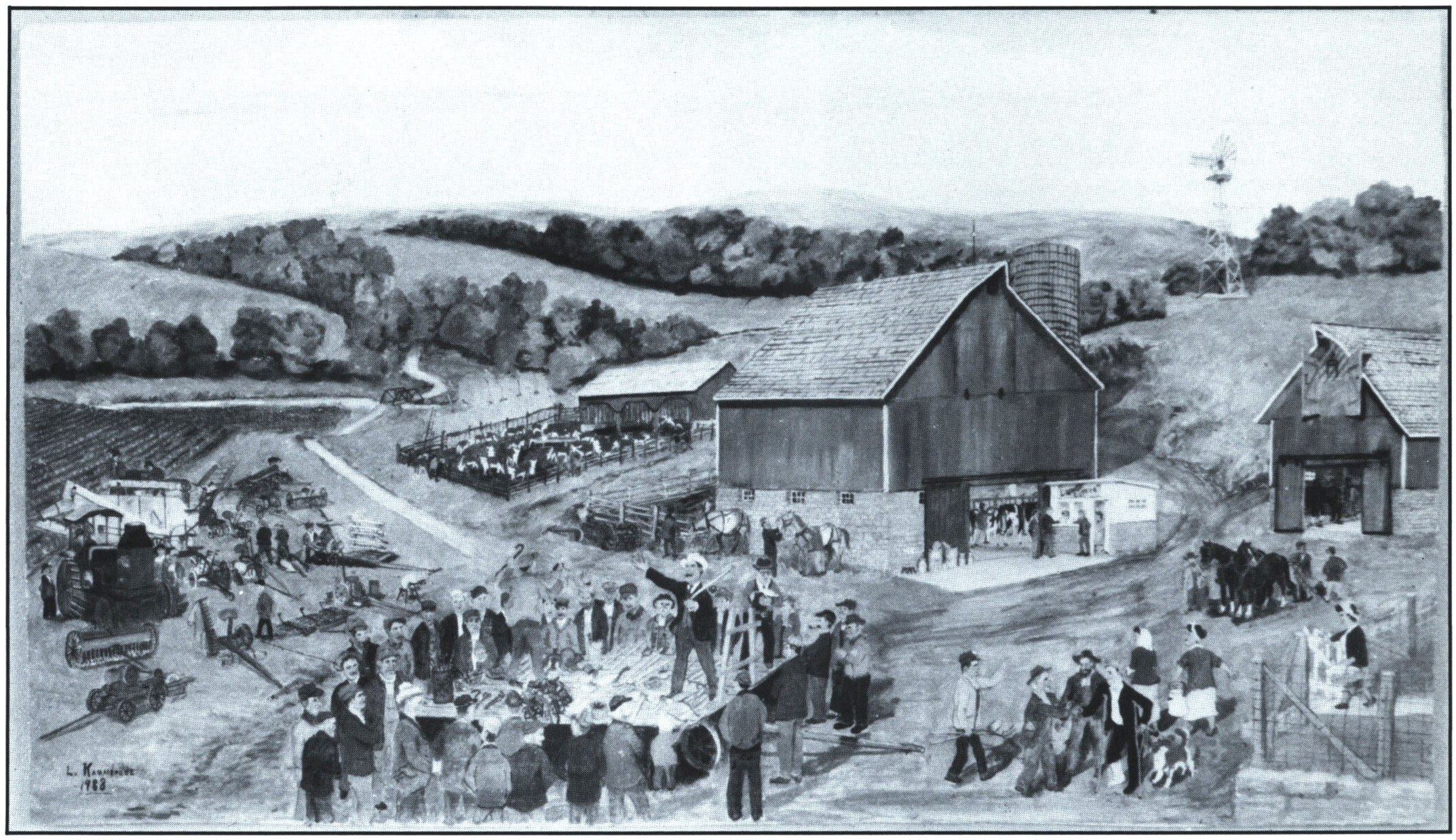
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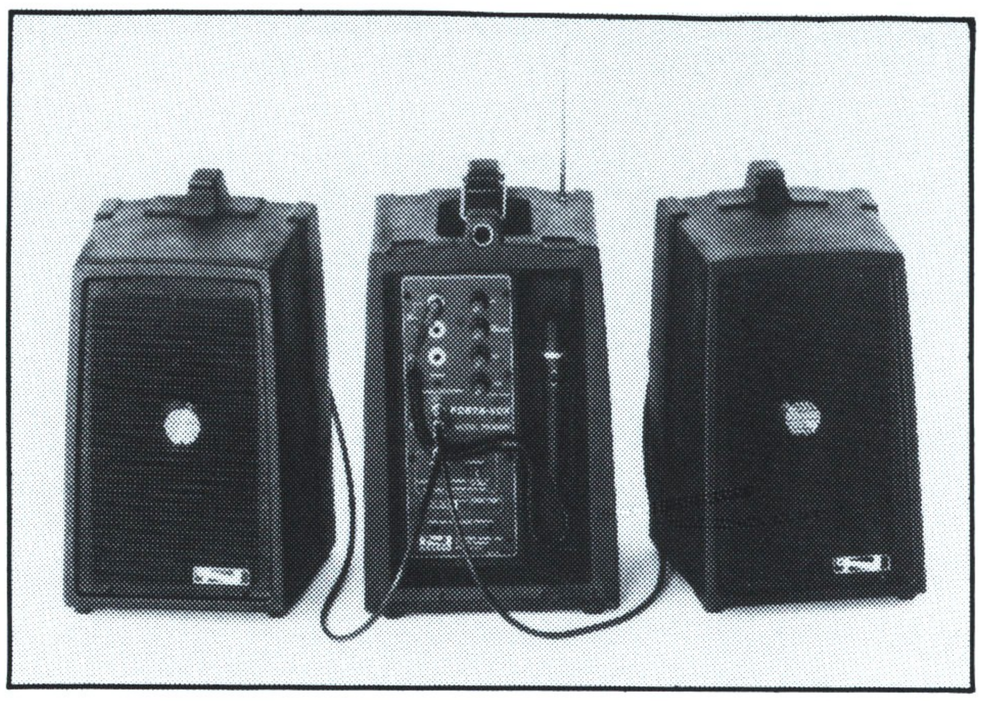
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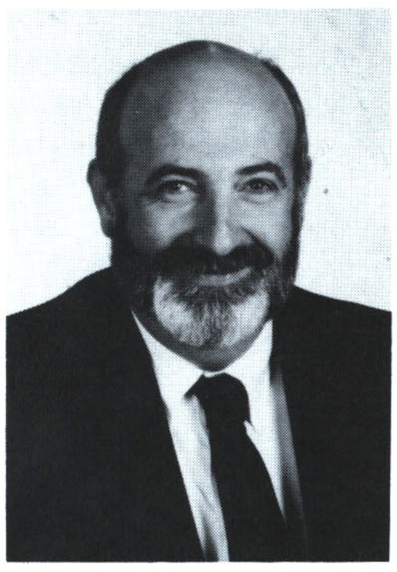
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Oriental Rugs Do Not Have To Remain A Mystery

by Max K. Walton, CAI
Medina, Ohio

One of the favorite questions an auctioneer likes to hear is, "How much do you think it will bring at auction?" When dealing with oriental rugs, the next question will likely be, "I have no idea of its value, but can you tell me if it is a real oriental, and if so, what kind of Oriental is it?"

The purpose of this series of articles is to acquaint the auctioneer with the world of oriental rugs. Obviously, our intent is to make you more comfortable with the construction, designs, identification and values of various oriental rugs; it is not to create an "expert," rather to share some expertise and insight into this ancient art form.



Max Walton, CAI, President
Walton School of Auctioneering

The comfort level you gain by reading these articles will assist you in dealing more effectively with both clients and potential bidders. It is our strong recommendation that when you as the auctioneer, encounter oriental rugs, be sure and seek the advice and assistance of true experts in the field.

The value of oriental rugs can run into several thousands of dollars; this is not the arena for the uninformed auctioneer to attempt to "bluff" his or her way and allow the owner or the buying public to see their lack of understanding.

First, all oriental rugs are hand-

(Continued on page 46)

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Rugs

from page 45

made. There are many so-called oriental machine-made reproductions being sold at auction throughout the country; as with any reproduction, unless the auctioneer has properly identified and notified the audience, then the individual auctioneer along with our entire profession, runs the risk of loss of public confidence and trust.

The rug is made by hand-tied knots on a webbing formed by the warp and weft threads.

Warp threads run vertically through the carpet, while weft threads run horizontally through the rug. An easy way to remember the difference is that weft runs from "weft to right." A strand of wool is tied to a pair of warp threads forming a knot. The loose ends of the knots which make up the body of the rug are called pile. Since the weft threads run horizontally, they are used to secure the knots.

The main type of knots are:

A. The Turkish Knot (sometimes called the Ghiordes Knot): A strand of wool that encircles two warp threads, with the loose ends drawn tightly between the two warps. This is the easiest knot to tie, but is also the coarsest (See figure #1).

B. The Persian Knot (sometimes called the Senna Knot after the ancient town of Senna): A strand of wool that encircles one warp thread and winds loosely around the other.

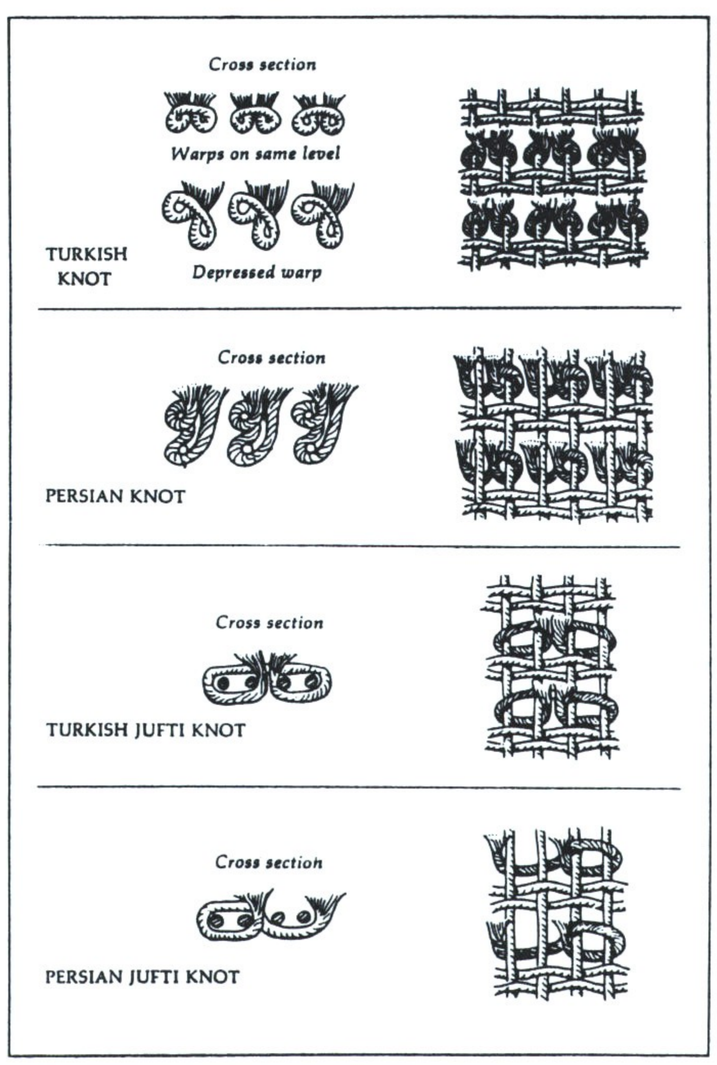
One loose end is pulled through the two warp threads while the other emerges outside of the paired warps. The Persian Knot is more difficult to tie, but results in a more clearly defined pattern and more tightly woven rug (See figure #1).

C. The Jufti or "false" Knot: Found in both the Persian and Turkish Knots. Here the knot is tied to four warps instead of two. This allows the rug making process to be greatly speeded up because only half as many knots are used.

This process started shortly after World War II and was widespread throughout oriental rugs and threatened the entire market until the 1960's when its usage was curbed (See figure #1).

(Continued on page 48)

Figure No. 1



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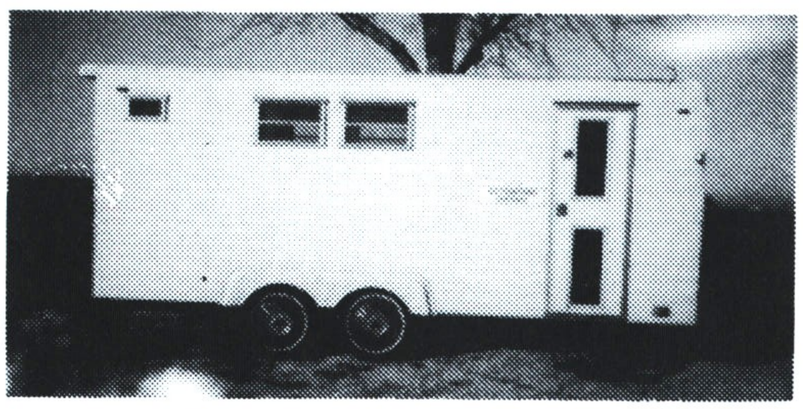
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Rugs

from page 46

So far, we have considered the basic construction of the rug — the knot. Now let's look at the next aspect . . . looms.

All rugs are produced by using one of the following looms:

A. Ground (or Horizontal) Loom: The simplest form, and is widely used by the Nomadic Tribes. Easily collapsible and highly portable; it can be rapidly set up or taken down simply by placing or removing the two ground stakes which hold the loom in place.

The warp threads are fastened to the upper and lower beams which are held in place by the two ground stakes.

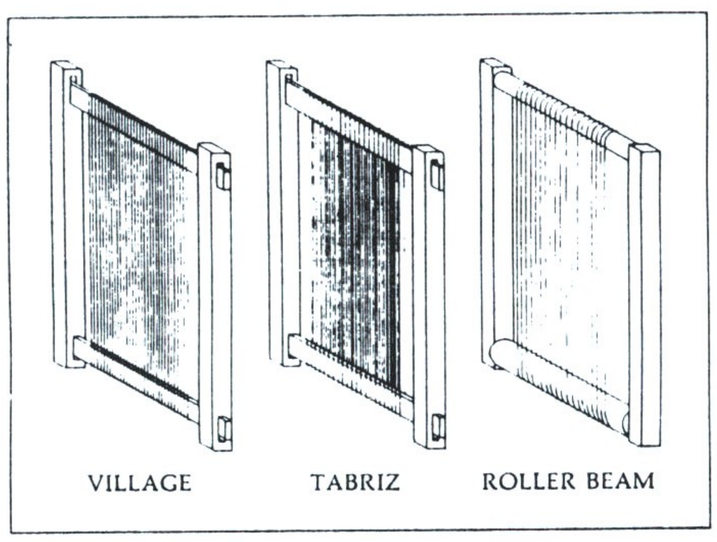
B. Upright (or Vertical) Looms consist of the following types:

1. Village Type: This is the simplest type of loom. The weaver sits on a plank which is raised or lowered as work progresses, thus, he or she always sits directly in front of the work area (See figure #2).

2. The Tabriz Loom: With this loom the weavers do not have to be raised or lowered because, as the rug is woven it is lowered down around the bottom beam and up the back of the loom (See figure #2).

3. The Roller Beam Loom: The warp threads are wound around the upper beam leaving ends attached to the lower beam. As weaving continues the warp threads can be unwound from the upper beam and the finished section of the rug is rolled around the lower beam. This loom allows for any length of rug desired. Looms of this type are used in Kerman.

Figure No. 2



Most orientals are made of cotton or wool. Silk is also occasionally used, however, costs greatly limit its usage. Cotton is a better fabric for the weaver to manipulate as it allows knots to be more tightly tied. The use of cotton in both the warp and weft threads permits a more closely woven rug.

Since cotton is heavier than wool, the cotton rug will lay flatter on the floor and will not "creep." The threads of most Persian and Chinese rugs are cotton.

Because wool varies greatly from region to region, breed of sheep, climate and time of shearing, the characteristics of wool will be discussed later with each type of rug. Caucasian and Turkoman rugs are wool.

(Continued on page 50)

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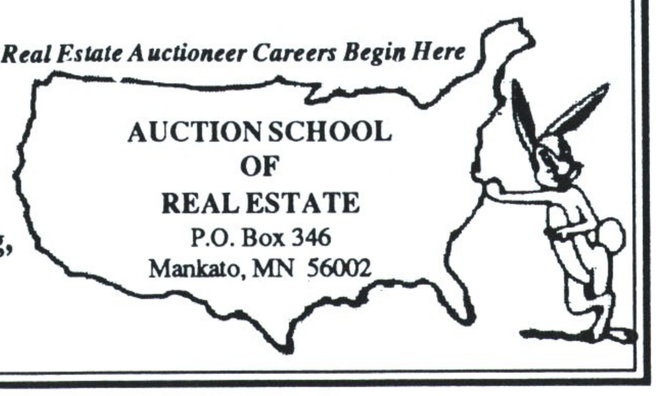
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Obituaries

Tom Dunlevy

Tom Dunlevy died Oct. 28, 1990 at his home in Jeffersonville, Ind., after an illness. He was 76. Dunlevy was a graduate of Repperts Auction School in Decatur, Ind., and a life-long member of the National Auctioneers Association, the Kentucky Auctioneers Association and the Indiana Auctioneers Association. He was president of the Indiana Auctioneers Association in 1973 and was elected to the Indiana Hall of Fame in 1978. Known as "Everybody's Auctioneer," he sold a great variety of real estate and personal property at auction. His major passion outside of auctioneering was baseball. For many years he never missed a Cincinnati Reds World Series game. He was a life-long Shriner.

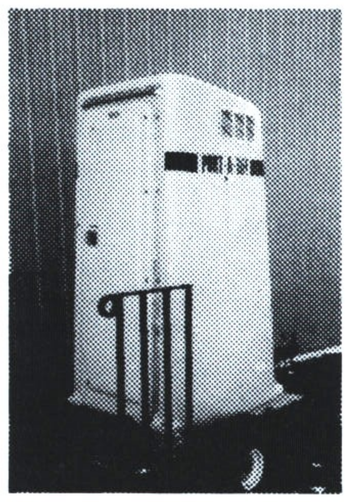
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Rugs

from page 48

Very few rugs today are woven from silk. Not only is silk very expensive, but it does not wear particularly well. Silk rugs are generally used for decorative purposes and may be generally found as wall hangings.

Camel's hair is occasionally used in oriental rugs. Balouchis often used camel hair as the ground for their Tree-of-Life Prayer Rugs.

Many people mistakenly believe that the caramel-colored wool found in Hamadan and Kurd Rugs is camel's hair, when in actuality it is wool that has been dyed with walnut husks. One sure test of camel's hair is that the rug has a definite odor when wet.

There are three types of dyes used in oriental rugs:

1. Natural Vegetable and Animal Dyes: Derived from some of the following sources:

A. Madder Red: Root of the Madder Plant

B. Brown: Walnut Shells or Oak Bark

C. Blue: Indigo Plant

D. Orange: Henna Plant

E. Cochineal Red: Cochineal Insect

2. Analine Dyes: Man-made and strongly acidic, these dyes destroy the natural oil in the wool and weaken the pile. They fade rapidly in sunlight and run when washed. Easily recognized by the faded front colors which have been exposed to light while the back colors (unexposed) are much brighter.

3. Chrome Dyes: Man-made modern dye which is colorfast and fade resistant. Does not affect the weaveability of the rug.

The only objection is that the colors are often too bright and hues too strong. They have to be chemically "washed" to tone down the hues and give the softer look many of the antique rugs already have.

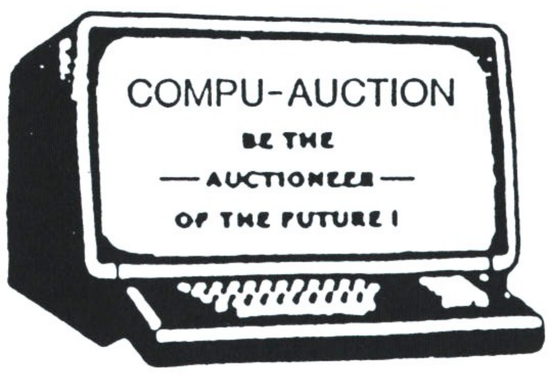
In the next article we will look at design. Design allows the rug a regional identification such as Tabriz, Herez, Sarouk, Derregizine, etc. The third and final segment will deal with availability, durability, price, knot count averages and common sizes.

All three segments assist in understanding desirability and subsequent value of the individual rug.

Remember, the object of this series is only to give basic information about these fascinating and functional works of art. Be sure and consult with the real experts before attempting to answer questions about identity, condition, or value of oriental rugs.

Hopefully, we will be able to give you enough of the "basics" to know that real expertise does not come without many years of study and practical experience.

If you do not have the expertise, the dollars you invest in consulting with an expert are the best monies you can spend in saving yourself embarrassment and insuring final success of your auction of these beautiful and costly items.



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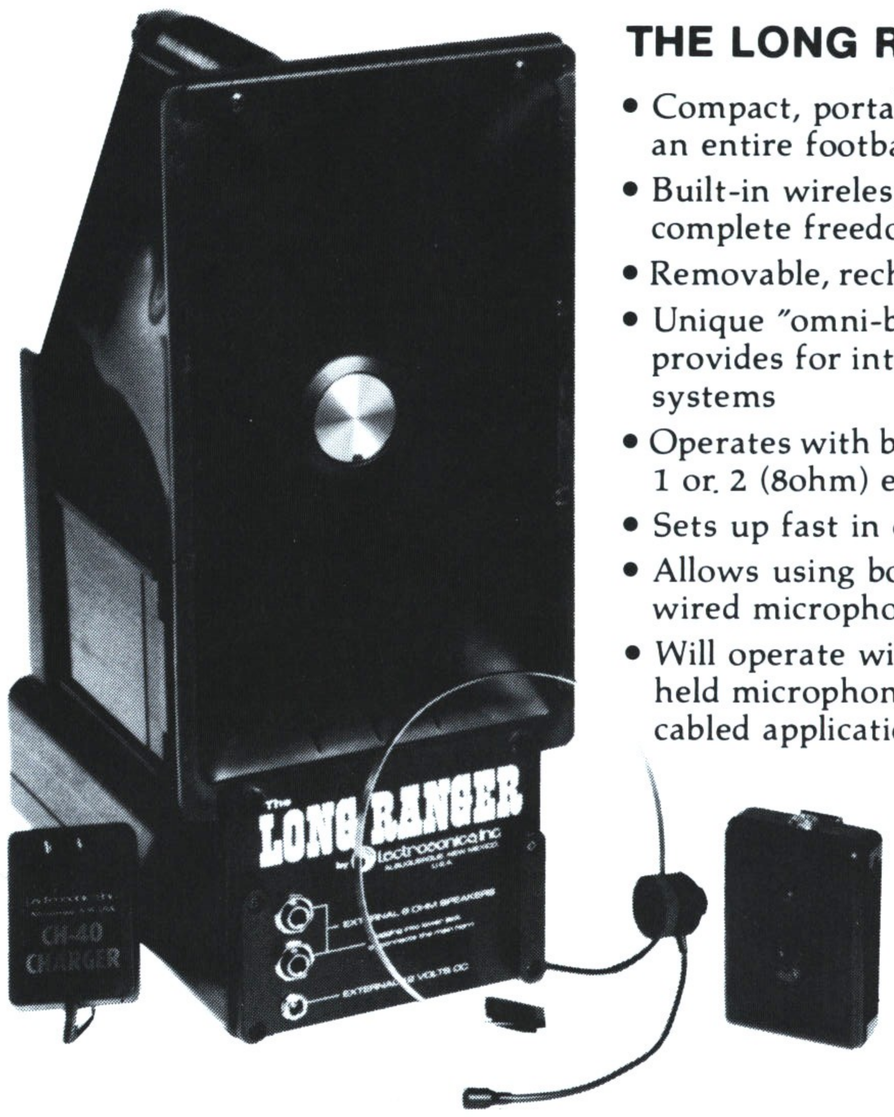
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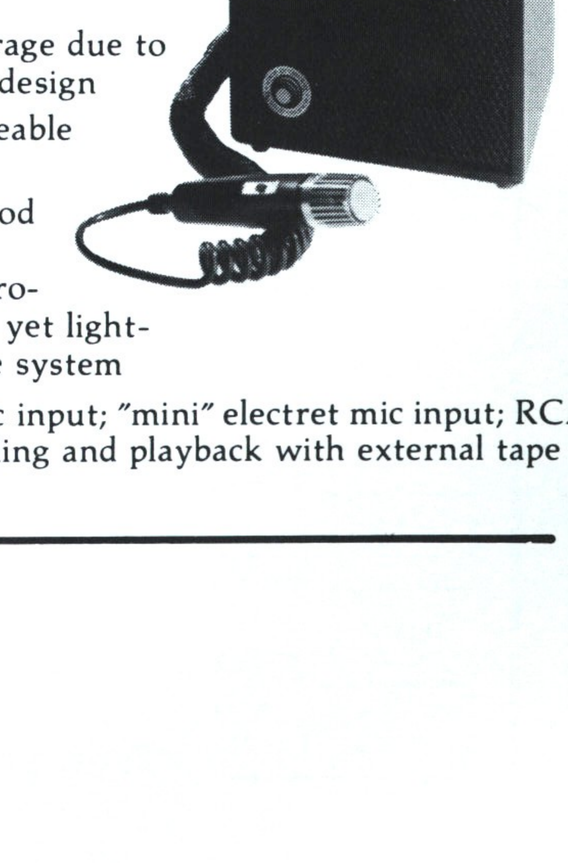


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HM142V Headset Microphone

- Volume control controls feedback
- Lightweight - less than 3 ounces
- Can be worn under your hat or collar
- Available in 40 or 72 inch cord lengths



M33 Transmitter

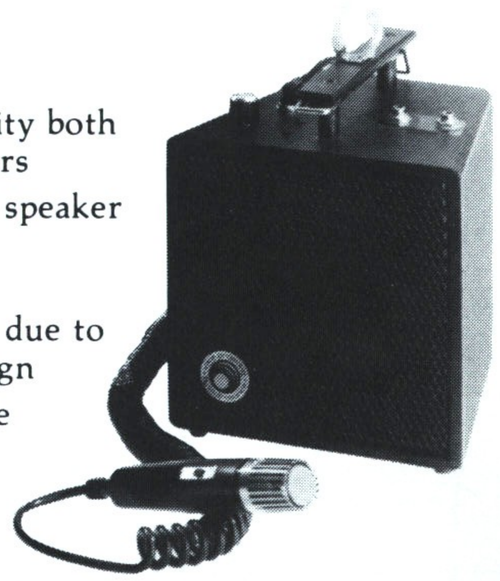
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NAA 1991 WINTER SEMINAR

January 14-16, 1991
Holiday Inn Riverwalk, San Antonio, Texas

PERSONAL PROPERTY, REAL ESTATE & GENERAL TOPICS

The seminar will have real estate, personal property and general topics.

Monday — Real Estate

Sheldon Good, Chicago, Ill.: "Selling Real Estate at Auction."
Jim Smith, CAI, Spartanburg, S.C.: "Presenting Auction Services." A "how-to" approach to effectively and cohesively present auction services for consideration by a potential seller.
Bill Kurtz, CAI, Owensboro, Ky.: "Contracting Successful Real Estate Auctions."
Ray Patterson, CAI, Frederick, Okla.: "Psychology of Selling Real Estate at Auction."

Tuesday — Personal Property

Bill Milne, Elgin, Ill.: "Selling Jewelry at Auction."
Richard Opfer, CAI, Timonium, Md.: "Collectibles and Toys."
Rick Hutchinson, CAI, Montgomeryville, Pa.: "Heavy Equipment at Auction."
Gilbert Hollifield, CAI, Marion, N.C.: "Personal Property/Antiques at Estate Sales."

Wednesday — General Topics

Neal Davis, Beebe, Ark.: "Bid Calling"
Jim Fahey, Hutchinson, Minn./**Joe Fahey,** Belle Plaine, Minn.: "Promoting and Performing with a Small to Medium Size Auction."
Arvell Williams, CAI, Amarillo, Texas: "How to Book Absolute Auctions."

HOTEL RESERVATIONS

Seminar registrants must make their own hotel reservations for the San Antonio Seminar.
Hotel room rates:
$75 single
$85 double
Make Your Reservations Now: Hotel reservation deadline Dec. 14, 1990. After that date, reservations will be accepted on a space-available basis only. To receive the special rate, identify yourself as an NAA Seminar participant.

Holiday Inn Riverwalk Reservations:
(512) 224-2500

NAA WINTER SEMINAR REGISTRATION FORM

The seminar registration fee includes a seminar workbook and luncheons on Monday and Tuesday.

_____ $200 NAA Member

Is This Your First NAA Seminar? _____ Yes _____ No

_____ $250 Non-NAA Auctioneer*

_____ $100 Members' Non-Auctioneer Spouse or Non-Auctioneer Guest

$_____ Total San Antonio Registration Fee

*Non-members can join NAA by paying an additional $25 when they register for the seminar.

Name: _____ PH: _____

Guest(s): _____

Company: _____ FAX: _____

Address: _____

Send Completed Form and Check to: NAA, 8880 Ballentine, Overland Park, KS 66214

AIRLINE AND AUTO RENTAL RESERVATIONS

BOOK NOW — SAVE MONEY ON AIRFARES TO SAN ANTONIO

The National Auctioneers Association has designated Conventions in America as the Official Travel Company for the seminar in San Antonio, Texas — Jan. 14-16, 1991.

Beautiful San Antonio will embrace you with its mild, sunny climate, and it has an endless number of exciting and interesting sights to see. Numerous shops and restaurants, museums, the popular River Walk is a must and remember the Alamo?

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Travel dates between Jan. 11-19, 1991
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Reservation hours: 7 a.m. to 5 p.m. Pacific Time (24 hour information service)

These rates are not available to the general public.

PLUS . . . WIN A FREE TRIP! Two free round trip airline tickets will be raffled on March 1, 1991. Raffle is open to all delegates who purchase their tickets through Conventions in America. Good for travel to any one of 150 destinations in the continental U.S. on selected carriers.

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NAA/CAI GOVERNMENTAL AFFAIRS SEMINAR

February 4-6, 1991
Hotel Washington, Washington, D.C.

MONDAY

How To Work With Federal Agencies

Representatives from four or five government agencies will meet with us to tell how auctioneers can work with their agencies. Agencies identified include Resolution Trust Corporation; U.S. Marshals Service; Farmers Home Administration; Federal Deposit Insurance Corporation; General Services Administration; and Internal Revenue Service.

TUESDAY

Influencing Legislation

Representatives from Fleishman-Hillard will prepare group to meet with legislators using role play. Emphasis will be given on the importance of working with elected representatives on the state and national level with recommendations on how to influence legislation. F-H is arranging for a prominent luncheon speaker. **On Tuesday afternoon, participants will visit Representatives and Senators. F-H has prepared a suggested letter (opposite page) that each participant can use to write his/her Representative. Each participant will be responsible for scheduling visits with their individual Representatives.**

WEDNESDAY

Pro-Active Public Relations

The "do's" and "don'ts" of working with the media; distinguishing between advertising and PR; the importance of company image; — presented by F-H public relations.

HOTEL RESERVATIONS

Seminar registrants must make their own hotel reservations for the Washington, D.C., Seminar.
Hotel room rates:
$100 single/double
Make Your Reservations Now: Hotel reservation deadline Jan. 11, 1991. After that date, reservations will be accepted based on room and rate availability. To receive the special rate, identify yourself as an NAA/CAI Seminar participant.

Hotel Washington Reservations:
(800) 424-9540

NAA/CAI GOVERNMENTAL SEMINAR REGISTRATION FORM

The seminar registration fee includes a seminar workbook and luncheons on Monday and Tuesday.

_____ $200 NAA Member

_____ $250 Non-NAA Auctioneer*

_____ $100 Members' Non-Auctioneer Spouse or Non-Auctioneer Guest

Is This Your First NAA Seminar? _____ Yes _____ No

$_____ Total Washington Registration Fees ____ Check Enclosed Charge to ____ VISA ____ MC

Card# _____ Exp. Date _____ Name on card _____

*Non-members can join NAA by paying an additional $25 when they register.

Name: _____ PH: _____

Guest(s): _____

Company: _____ FAX: _____

Address: _____

Send Completed Form and Payment to: NAA, 8880 Ballentine, Overland Park, KS 66214

DC Seminar Participants Need To Write Representatives

Sample Letter to U.S. Representative

The Honorable _____
U.S. House of Representatives
Washington, DC 20515

Dear Representative _____:

As a member of the National Auctioneers Association (NAA)/Certified Auctioneers Institute (CAI) and as one of your constituents, I am writing to request an appointment with you in Washington, D.C., the afternoon of Tuesday, Feb. 5, 1991. I would prefer to meet with you after 3 p.m. but can be available earlier.

I will be in Washington, D.C., from Feb. 4-6, 1991, for an NAA/CAI seminar and would like to take advantage of my visit to discuss with you the Auction Method of Marketing and advantages it offers the RTC and other federal agencies in disposing of government-held assets.

Thank you for your consideration. I hope to hear from you at your earliest convenience.

Sincerely,

AIRLINE & AUTO RENTAL RESERVATIONS WASHINGTON, D.C., SEMINAR

The National Auctioneers Association has designated Conventions in America as the Official Travel Company for this seminar

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FOR BOOKING & INFORMATION, CALL 1-800-535-1492 — QUOTE #443 (U.S. & CANADA)
Reservation hours: 7 a.m. to 5 p.m. Pacific Time (24 hour information service)
These rates are not available to the general public.

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Tips Listed On Writing Your Representative

To determine who your Representative is:

- Look in the "white pages" phone book — under the government section.
- Call the County Registrar/Clerk.
- Consult your local public library.

Remember that Congress is made up of two groups — the Senate and House of Representatives. The NAA/CAI will be arranging group meetings with Senators to increase their impact while avoiding having members compete with one another for the Senator's time. These meetings will be arranged on the basis of state delegations.

You should set up your own meeting with your House Representative. Write your letter as soon as possible after the Nov. 6 election. If the incumbent is re-elected, the draft letter can be sent as addressed. If a new Representative is elected, the letter should be addressed to "Representative-elect_____."

If you have a preferred time for an appointment, include it in your letter. The NAA/CAI will be arranging meetings with Senators for early in the afternoon so we suggest that you ask for a time after 3 p.m. Keep in mind, however, that you may have to take the appointment that is most convenient for the Representative, and that his or her schedule can change at the last minute.

If you have had previous meetings or have a personal relationship with your Representative, it is appropriate to briefly mention it in the letter.

If your family is accompanying you or you would like to do some sightseeing on your own, mention that you would like tour information to be sent to you. If you would like special tours arranged of the White House, Capitol and other sites be sure to indicate the number of people and your availability.

Be sure to send a copy of your letter to NAA/CAI and inform Headquarters as soon as your appointment is confirmed. That will enable Headquarters, where necessary, to coordinate appointments of members from the same Congressional District and arrange for meetings with Senators.

If you haven't heard from your Representative's appointment secretary in 10 days, contact the Representative's office in your district and ask them to check with their Washington, D.C., office for you.

CAI 1991 WINTER SEMINAR

Open to all NAA members

January 8-11, 1991
Snowbird, Utah

REAL ESTATE AND GENERAL TOPICS

The topics were designed to be of interest to all auctioneers of all specialties.
Topics and instructors are as follows:

"Real Estate At Auction":
Douglas Clemens, CAI; President; Traiman Auction Co., Philadelphia, Pa.

"The Foreclosure Auction":
Paul McInnis, CAI; President; Paul McInnis Inc., Hampton Falls, N.H.

"Selling Real Estate Time Shares":
Robert Haley, CAI/Harold Helm, CAI; Partners; River Realty and Auction, Louisville, Ky.

"Developing A Mailing List":
George Hatcher, CAI; President; Top Bid, Inc., Nashville, Tenn.

"Running An Equipment Yard":
Tim Murphy, CAI; Vice President; James G. Murphy Co., Kenmore, Wash.

"Selling Real Estate In A Depressed Economy":
David E. Gilmore, CAI; President; Gilmore Auction & Realty Co., New Orleans, La.

Special Lodging Rates Available Jan. 6-13
RESERVATIONS:
Cliff Lodge — (1-4 people) $108 or $124
Condos: Lodge at Snowbird or The Inn — (1-10) $215 or $319
Rates are per day. Check-in is at 4 p.m.; Check-out at 11 a.m. To receive the special discount rate, room reservations should be made prior to Nov. 12 with Snowbird's Central Reservation Office at: 1-800-453-3000 or 801-742-2222. Two nights lodging is required within 10 days of booking and full payment is required 30 days prior to arrival of guaranteed space. Cancellation fees are applicable.

TRANSPORTATION: **To Salt Lake City:**
Delta Airlines: 40% off domestic coach fares
5 percent off published discount and full first class.
Call 1-800-221-1212 for Special Meetings Network (CAI # L35086)

To Snowbird from the Salt Lake City Airport:
1. Canyon Transportation (800) 255-1841. Fare is approximately $15.
2. Utah Transit Bus Lines operates seven daily trips from the SLC airport to Snowbird. Fare is approximately $9.
3. Limousine/car rental service also available.
4. Taxi Cabs: City Cab; Ute Cab; Yellow Cab. Average Fare $20.

CAI WINTER SEMINAR REGISTRATION FORM

The seminar registration fee includes a seminar workbook, an opening reception on Tuesday night and a continental breakfast each morning.

_____ $200 CAI Member/Candidate — Spouse

_____ $250 Non-CAI Member/Candidate — Spouse

$_____ Total ____ Check Enclosed Charge to ____ VISA ____ MC

Card# _____ Exp. Date _____ Name on card _____

Name: _____ PH: _____

Guest(s): _____

Company: _____ FAX: _____

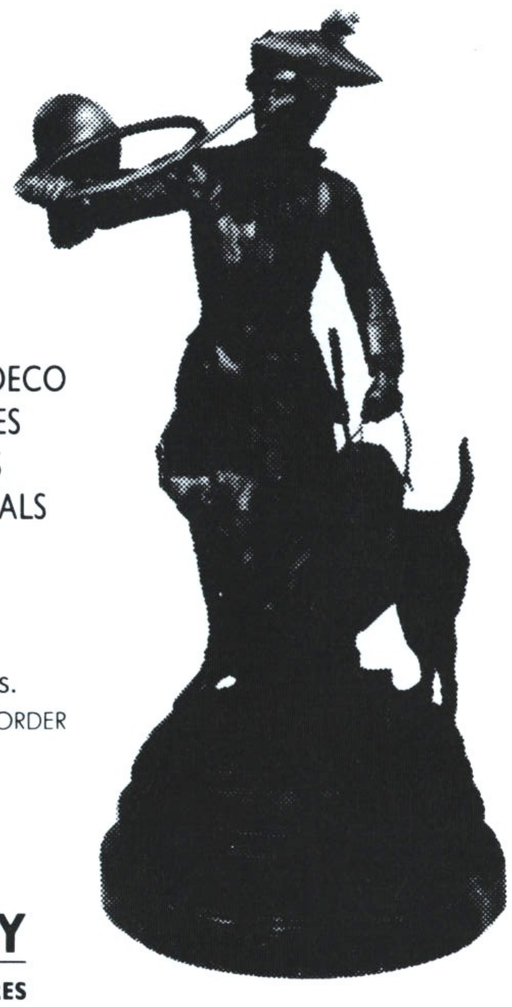
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Mail Payment and Form to: CAI, 8880 Ballentine, Overland Park, KS 66214

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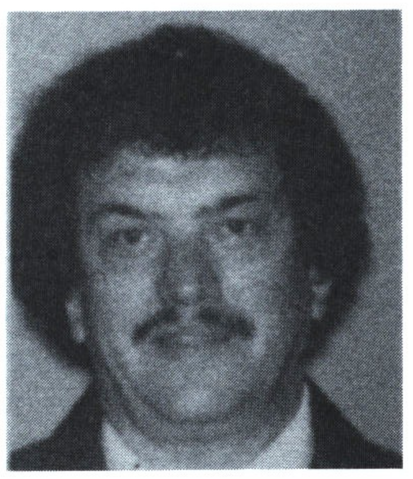
FBI Bulletin

Wanted by the Federal Bureau of Investigation: Charles Anthony Ballistreri, also known as Chuck Ballistreri, Carmen Charles Ballistreri, Charles Bennett, Carmen Bennett, Eugene Lee Blennis, Albert DiLeonardi, Michael L. Gilbert, Paul Jansen, Dr. Leon Bryan McGill, Dr. Norman C. Miller, Anthony C. Moore, and Dr. Frederick Steens Jr.

Charles Anthony Ballistreri is being sought by the FBI for fraud. He was indicted in 1981 and has been a fugitive ever since. Ballistreri is supected of several white collar crimes in addition to the fraud charge. He attends auctions frequently.

Ballistreri is described as follows:

Sex:	Male
Race:	White
Date of Birth:	9-17-1941
Place of Birth:	Baltimore
Height:	5'9"
Weight:	240 pounds
Hair:	Brown
Eyes:	Hazel
Characteristics:	Acts effeminate, usually wears a three-piece suit – sometimes with a baseball cap – even in hot weather.



If Information Is Obtained About This Individual, Contact Your Nearest FBI Office Or Police Authority Immediately.

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ZIG ZAG TRAIN SET	$14.00 DZ.
DIE CAST OLD TIMER CARS	$13.80 DZ.
SABRINA DOLL W/OUTFIT	$18.00 DZ.
BUBBLY CLOWN W/CIRCUS OUTFIT	$18.00 DZ.
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5-IN. DIE CAST GOLDEN OLDIES CARS	$13.80 DZ.
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4X4 SUPER FRICTION TRUCKS	$12.00 DZ.
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8-SOUND B.O. SPACE GUN	$60.00 DZ.
40 PC. SOCKET SET- METAL BOX	$2.90 SET.
19-IN. METAL TOOL BOX	$4.90 EA.
10 PC. SCREWDRIVER SET	7.80 DZ. SETS
4 PC. PIPE WRENCH SET	$7.90 SET
2-BLADE BARLOW KNIFE-CARDED	$18.00 DZ.
ASST. CARD OF KNIVES- 4 KINDS	$15.00 CARD
CARDED KNIFE KEYCHAIN	$5.90 CARD
CARDED AFRO COMBS-DOZEN	$2.90 CARD
CARDED BULLET KEYCHAIN	$10.80 DZ.
CARDED LARGE DICE- 2 DOZ. PR.	$2.90 CARD
NUDE REFILLABLE BUTANE LIGHTERS	$7.90 DZ.
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DISP. BUTANE LIGHTERS (150 DISPLAY)	$27.00 DISP.



3-PC. DELUXE DESIGNER SOFA-LOVESEAT-CHAIR $195 FOR ALL



2 PC. QUEEN SIZE DELUXE MATTRESS SET $139.95 COMPLETE

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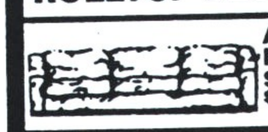
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Office Use Only

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Applying for ____Active ____Associate ____Affiliate
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Affiliate Members — $150

Definition of member classifications: **ACTIVE:** Any auctioneer who is of good moral character shall be eligible for Active Membership. **ASSOCIATE:** Individuals who are employees of Active Members, but who are not auctioneers, shall be eligible for Associate Membership in this Association. **AFFILIATE:** Individuals who are owners of auction businesses of any type, but who are not auctioneers, or while not engaged in the auction business, have interest requiring information regarding the auction industry and are in sympathy with the objectives of the Association shall be eligible for Affiliate Membership in this Association.

PLEASE TYPE OR PRINT ALL INFORMATION. FILL OUT AS COMPLETELY AS POSSIBLE.

This form is designed with two areas for address information, business and residential. Fill out both and then designate (box, below right) which you want listed as your official NAA address to which all your correspondence will be directed.

Official NAA Address

____Business
____Residence

Please Check One

Name: _____

(Business)

Address: _____

City: _____ State _____ Zip Code _____

Phone: (____) _____ FAX (____) _____

(Residence)

Address: _____

City: _____ State _____ Zip Code _____

Phone: (____) _____ FAX (____) _____

Your Nickname: _____

Spouse's Name: _____

Are You a Member of a State Association? _____ Yes _____ No

Which Ones? _____

_____

Complete Both Sides
Of This Form And Return To:

National Auctioneers Association
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❑ 4. Charity Auctions
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❑ 7. Collector Automobiles
❑ 8. Dolls
❑ 9. Estate/Household
❑ 10. Firearms
❑ 11. Furs
❑ 12. Galleries/Consignment
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❑ 14. Toys

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❑ 17. Farm Equipment
❑ 18. Farm Liquidations
❑ 19. Livestock

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❑ 22. Automobiles
❑ 23. Business Liquidations
❑ 24. Commercial and Heavy Equipment
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(Continued on page 66)

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Anita B. Dahlke—Oshkosh
Thad Elsmo—Racine
Dean Ferris—Lancaster
Larry Howe—Madison
Wayne Huntzicker—Cashton
Richard O. Lust, CAI—Verona
Albert Noble—Mineral Point
Gene W. Schmit—Grafton
Arthur Schomisch—Appleton
James F. Severson—Eau Claire
Robert J. Sevick, CAI — Burlington
M. T. Szatalowicz—Stanley
Scott Varney, CAI—Madison
Victor V. Voigt, CAI—Reedsville

CANADA

Neil Hovmand—Tuxedo Winnepeg, Manitoba
E.L. Morash—Elmsdale, Nova Scotia
Gerald Niessen, CAI—Kelowna, B.C.

1991 Directory Will Have Classified Section

The 1991 Membership Directory, which will be distributed in February, will include innovations designed to improve its usefullness to both members and the general public.

The Directory will feature two free listings of all members, as well as a special Classified Section in which all members may purchase advertising space.

- The first section will be a free alphabetical listing of all members, along with their addresses and phone numbers. It will enable readers of the Directory to locate a member, even if they are unsure of the state or foreign country in which he or she resides.

- The second section — also free — will list the members alphabetically within the state or foreign country in which they reside. Included will be the city in which you reside and the specializations you have chosen (see page 42).

- The Classified Section will allow auctioneers to advertise their services under one or more specialty headings. The Classifieds should be particularly helpful to the non-members who request copies of the Membership Directory.

All members will be automatically included in the free sections of the Membership Directory.

To become a part of the Classified Section, complete and return the following form no later than Dec. 29, 1990

Advertise Your Specialty

in the

1991 Membership Directory

Deadline: Dec. 29, 1990

Examples of Available Ad Sizes:

Doe Auction Service
Overland Park, KS (913) 123-4567

Smith Realty
Real Estate & Asset Recovery
John Smith, CAI — Kansas City, KS
(913) 123-1234

Jones Auction Co.
Monthly Farm Equipment
Consignment Auctions
John Jones, Auctioneer
Phone (816) 123-0000
Kansas City, MO

Number 1
$25 Per Insertion

Number 2
$50 Per Insertion

Number 3
$100 Per Insertion

Yes, I want to be a part of the Classified Section of the Membership Directory. Please include the attached ad:

Ad size: **Number 1** ☐ **Number 2** ☐ **Number 3** ☐

Classifications: (check as many as you like but each ad is a separate charge)

- ☐ Aircraft
- ☐ Antiques
- ☐ Appraisals
- ☐ Art
- ☐ Antique/Collector Automobiles
- ☐ Automobiles
- ☐ Business Liquidations
- ☐ Charity Auctions
- ☐ Coins
- ☐ Collectibles
- ☐ Commercial & Heavy Equipment
- ☐ Dolls
- ☐ Estates
- ☐ Exotic Animals
- ☐ Farm Equipment
- ☐ Firearms
- ☐ Galleries
- ☐ General
- ☐ Jewelry
- ☐ Livestock
- ☐ Marine
- ☐ Personal Property
- ☐ Real Estate
- ☐ Restaurant Equipment
- ☐ Support Services
- ☐ Toys
- ☐ Other: _____

(If the Classification you prefer isn't shown, please list it. However, the NAA reserves the right to determine which Classification headings will be used.)

Your Name: _____

Address: _____

City, State, ZIP Code: _____

Phone Number: (____)_____

Total Amount Enclosed: $_____

Please Make Checks Payable To National Auctioneers Association

Complete & Mail To: **National Auctioneers Association**
8880 Ballentine
Overland Park, KS 66214

Orders Must Be Received By Dec. 29, 1990

Headquarters Report

As a service to our membership, we have compiled a new summary of the auctioneer license laws in the various states and District of Columbia. It is reprinted in this issue of the magazine.

While the summary includes much more detailed information than we have published in the past, it is not intended to answer all questions concerning license laws. For complete details regarding rules and regulations, please make direct contact with state officials.

Because of its length, the summary will not be included in the magazine on a regular basis. However, a free booklet containing the information will be available to anyone requesting it from NAA Headquarters.

*****

My family and I had the pleasure of attending the Iowa Auctioneers Association fall convention Saturday and Sunday, Oct. 27 and 28. IAA President **Howard Buckles** and Auxiliary President Fran Donnelly had planned very interesting programs.

Workshop speakers for the convention include **Larry Martin, CAI**, of Clinton, Ill., who spoke on consignment machinery auctions; Peter Hamlin, Iowa Department of Natural Resources, environmental concerns; and **James Donnelly, CAI**, of Fort Dodge, Iowa, and **Earl Thies** of Ames, Iowa, who discussed auction house operations.

If you have never attended your state association's convention, why not consider doing so in the future? I think you'll find them lots of fun and educational.

*****

NAA is anxious to stay in close communication with the state associations and serve, whenever possible, as a clearinghouse for information.

With that in mind, we regularly publish the names of state association presidents, secretaries and newsletter editors in *The Auctioneer*. If your state is not included in these listings, or if the information is outdated, please contact us immediately.

*****

At the Baltimore convention, NAA presented a workshop aimed specifically at state newsletter editors. The speaker was David A. Plummer, one of the nation's leading consultants on layout and design.

The program for the 1991 convention is now being developed, and we are again committed to securing speakers who will address issues of concern to state leadership.

*****

The 1991 NAA Membership Directory, which will be distributed in February, will include a section of classified advertising. If you would like to focus special attention on your auction business, why not consider placing one or more ads?

An order blank may be found in this issue of *The Auctioneer*. All orders need to be received by Dec. 29.

Joe Keefhaver,
Executive Vice President

Wholesalers
Auctioneers
Dealers
Factory Direct From Russian Border

Cut Glass



Family-Owned And Operated In Turkey. Yasemin Cut Glass Brings You A Product From The Past. In Our Factories We Are Using The Same Techniques From The Brilliant Period 120 years ago. Each Piece Is Mouth Blown And Hand Cut With Water Wheels. Also Each Piece Is Signed By The Artist Cutter.

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Call For Free
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- Vases
- Bowls
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- Ice Buckets
- Covered Jars
- Plates
- Lamps



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THE PROFESSIONALS

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INTERNATIONAL AUCTION SCHOOL

Route 5 - South Deerfield, Massachusetts
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Make plans now for
New England's only Auction School.
Call for information on next term.

January 1991

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1	2	3	4	5 Colorado Auctioneers Association
6 Colorado Auctioneers Association	7	8	9 CAI Winter Seminar	10 Pennsylvania Auctioneers Association CAI Winter Seminar	11 Pennsylvania Auctioneers Association Virginia Auctioneers Association	12 Idaho Association of Professional Auctioneers Georgia Auctioneers Association Ohio Auctioneers Association
13 Idaho Association of Professional Auctioneers Ohio Auctioneers Association Virginia Auctioneers Association	14 NAA Winter Seminar	15 NAA Winter Seminar	16 NAA Winter Seminar	17 NAA Winter Seminar	18 NAA Winter Seminar Auctioneers Association of North Carolina	19 Auctioneers Association of North Carolina
20 Auctioneers Association of North Carolina	21	22	23	24 Michigan State Auctioneers Association, Minnesota State Auctioneers Association	25 Michigan State Auctioneers Association, Minnesota State Auctioneers Association	26 Texas Auctioneers Association Michigan State Auctioneers Association, Minnesota State Auctioneers Association
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Convention and Seminar Dates

1990

Dec. 1-2: Florida Auctioneers Association, North Redington Beach, FL. Contact: Wayne H. Blecha, (407) 880-2500.

Dec. 2-3: Tennessee Auctioneers Association Winter Meeting, Nashville, TN. Contact: Bobby Colson, (615) 292-6619. (NAA Representative: Wil Hahn, CAI.)

1991

Jan. 5-6: Colorado Auctioneers Association, Holiday Inn North, Denver, CO. Contact: Dave Welton, (303) 985-7221. (NAA Representative: Kurt Kiefer.)

Jan. 9-12: Pennsylvania Auctioneers Association, Marriott Hotel, Harrisburg, PA. Contact: Jeanie M. Staley, (717) 921-2800. (NAA Representative: Wayne Stewart, CAI.)

Jan. 9-11: CAI Winter Seminar, Snowbird, UT. Contact: Ann Wood, (913) 541-8115.

Jan. 11-13: Virginia Auctioneers Association, Old Town Alexandria Holiday Inn, Alexandria, VA. Contact: Chris Rasmus, CAI, (703) 370-2338. (NAA Representative: Wayne Stewart, CAI.)

Jan. 12-13: Idaho Association of Professional Auctioneers Convention, Boise, ID, Roadway Inn. Contact: Darrel M. Jensen, (208) 684-3900. (NAA Representative: Dean Howard, CAI.)

Jan. 12-13: Georgia Auctioneers Association Educational Conference, Embassy Suites Hotel, Atlanta, GA. Contact: Ginger Walker, (404) 948-7805.

Jan. 12-14: Ohio Auctioneers Association. Annual meeting, Columbus, OH. Contact: Marty Nelson, (614) 221-1900. (NAA Representative: Paul McInnis, CAI).

Jan. 14-16: NAA Seminar, Holiday Inn Riverwalk, San Antonio, TX. Contact: NAA Headquarters.

Jan. 18-20: Auctioneers Association of North Carolina Convention, Hilton Inn, Greenville, NC. Contact: Pat Worley, (919) 936-8281.

Jan. 24-26: Michigan State Auctioneers Association, Sheraton Inn, Lansing, MI. Contact: Brian P. Lovellette, (517) 372-7391. (NAA Representative: Wil Hahn, CAI.)

Jan. 24-26: Minnesota State Auctioneers Association Convention, Minneapolis. Contact: Lowell Gilbertson, (507) 282-8466. (NAA Rerpresentative: Paul McInnis, CAI.)

Jan. 26: Texas Auctioneers Association Seminar, Marriott Hotel, Corpus Christie, TX.

Feb. 1-3: West Virginia Auctioneers Association Convention, Ramada Inn, South Charleston, WV. Contact: Carlyle Millard, CAI, (304) 842-2946. (NAA Representative, Wayne Stewart, CAI.)

Feb. 1-3: North Dakota Auctioneers Association, Bismark, ND. Contact: Kay Aldinger, (701) 763-6262.

Feb. 2: New Jersey State Society of Auctioneers Convention, Somerset Marriott, Somerset, NJ. Contact: Tony Mento, (201) 526-6024.

Feb. 2-3: Oklahoma State Auctioneers Association, Oklahoma City, OK. (NAA Representative: Joe Tarpley, CAI).

Feb. 4-6: NAA/CAI 1991 Governmental Affairs Seminar, Washington, DC. Contact: NAA Headquarters.

Feb. 15-17: Kansas Auctioneers Association, Holiday Inn Holidome, Hutchinson, KS. Contact: Sherri Theurer, (316) 326-7315. (NAA Representative: Robin Marshall.)

Feb. 24-25: Montana Auctioneers Association, Rodeway Inn, Billings, MT. Contact: Jerry Ellis, (406) 252-7066. (NAA Representative: Robert Steffes, CAI).

April 14-15: NAA Board of Directors Meeting, Overland Park, Kan.

April 21-22: New Hampshire Auctioneers Association Convention, Wolfeboro Inn, Wolfeboro, NH. Contact: Stephen Schofield, CAI, (603) 539-6619. (NAA Representative, Wil Hahn, CAI.)

May 4-5: Missouri Professional Auctioneers Association Spring Convention, Lake of the Ozarks. Contact: Bruce Moler, (816) 248-2455.

May 5-6: Georgia Auctioneers Association Summer Convention, Holiday Inn Sky Top Center, Rome, GA. Contact: Ginger Walker, (404) 948-7805.

June 1-2: Florida Auctioneers Association. Contact: Wayne H. Blecha, (407) 880-2500.

June 2: Arizona Auctioneers Association Convention, Phoenix, AZ. Contact: Marc M. Hayes, (602) 242-7121. (NAA Representative: T. Eddie Haynes, CAI.)

June 7-8: Texas Auctioneers Association Convention, Marriott Hotel, Corpus Christie, TX. Contact: Charles Connour, (817) 545-9845. (NAA Representative: Wayne Stewart, CAI.)

June 7-9: Auctioneers Association of North Carolina Convention, Holiday Inn, Cornelius, NC. Contact: Pat Worley, (919) 936-8281.

July 16-20: NAA Convention, Holiday Inn Central, Omaha, NE.

1992

Jan. 10-12: Virginia Auctioneers Association Convention, Sheraton Inn, Fredericksburg, VA. Contact: Buddy Updike, (703) 371-5965.

July 28-Aug. 1: NAA Convention, Hyatt Regency Hotel & Radisson Plaza Hotel, Lexington, KY.

1993

July 20-25: NAA Convention, Radisson Hotel, Denver, CO.

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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.

Deadline for February Issue: January 1, 1991

Size:	Width X Height	1 - 5 Times	6 - 10 Times	11 Or More Times
Full Page	7-7/16 X 10	270.00	260.00	250.00
2/3 Vert.	4-7/8 X 10	190.00	180.00	170.00
1/2 Vert.	4-7/8 X 7-3/8	140.00	135.00	130.00
1/2 Hor.	7-7/16 X 4-7/8	140.00	135.00	130.00
1/3 Vert.	2-5/16 X 10	100.00	95.00	90.00
1/3 Hor.	4-7/8 X 4-7/8	100.00	95.00	90.00
1/4 Vert.	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	47.50	45.00
1/6 Hor.	4-7/8 X 2-5/16	50.00	47.50	45.00
1/8 Hor.	3-9/16 X 2-1/4	40.00	38.50	37.00
1/12	2-5/16 X 2-5/16	29.00	28.00	27.00
1/18	3-9/16 X 1	22.00	21.50	21.00

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 errors in key numbers or other type set by the 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 for by the publisher for said advertisement. Agencies must add the amount of commission to rates stated above and collect from advertiser. 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.

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, KS 66214-1985. Phone: (913) 541-8084. FAX: (913) 894-5281.

NAA Headquarters Staff

Joseph G. Keefhaver	Executive Vice President
John F. Walter	Director of Publications
David J. Konecny	Bookkeeper
Barbara S. Kjergaard	Secretary
Bonnie Leathers	Secretary

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5

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Item or
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Blank Back CT-12™
All copies have blank back — no printing.

Original and 2 copies of NCR paper. 8½x11" sheets perforated to make 12 tickets 1¼x4½". This is an extremely fast, easy and accurate combination clerking and cashiering form. This one form replaces both the CLS-2 and the CAS-1.

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36,000 (1-3 White, Canary, Card)	119.50

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Item or
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• FORM NO. CT-12, MISSOURI AUCTION SCHOOL, K.C., MO. 64102

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AUCTIONEER-BROKER
471-7214

JOE E. BECK
AUCTIONEER-BROKER
471-4532

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Missouri Auction School

Top Floor Livestock Exchange Building
1600 Genesee / Kansas City, MO 64102
PHONE 816-421-7117 • FAX 1-816-421-4444

☐ YES, I'll take a FREE order of the New Business Card Back CT-12™ (I've enclosed 12 of my business cards)

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☐ I don't need CT-12's. Below is my order for other supplies and or P.A. equipment.

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Company Name_____

Owners Name_____

Street Address_____

City_____ **State**_____ **Zip**_____

Quantity	Description	Amount

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

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Specify whether you desire the 32VMC headset or the 17VCM neckband microphone. Complete system with 3 year warranty and free heavy duty carrying case.

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