

# THE AUCTIONEER

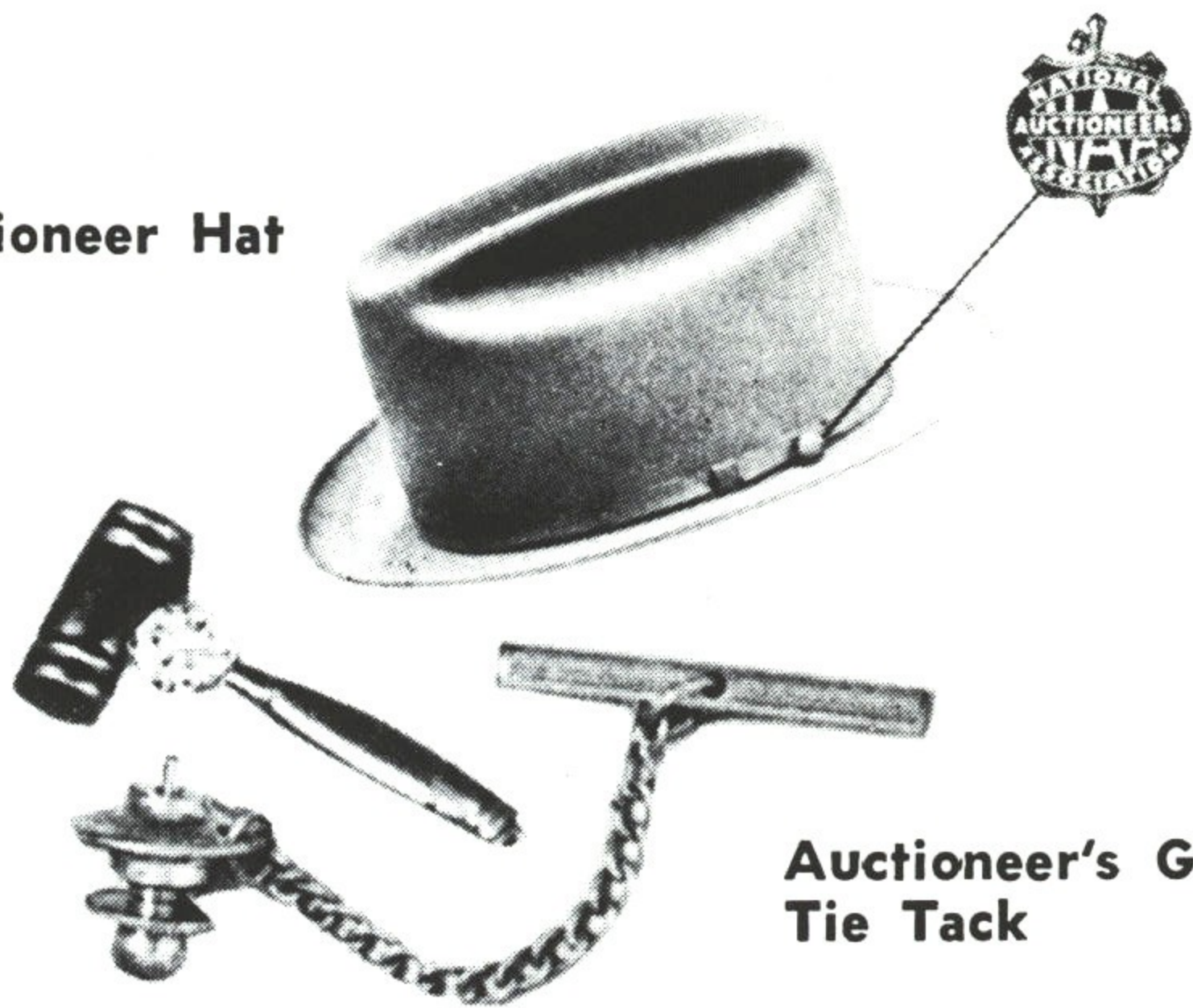
The Magazine of the National Auctioneers Association • January, 1978



**Prospective Bidders for the Oak Bed**



**Auctioneer Hat**



**Auctioneer's Gavel  
Tie Tack**

**Fellow Auctioneers:**

If you are a regular customer of ours and your hats are soiled or messed up, order a replacement today. If you have never worn one of our "AUCTIONEER" hats made by the same folks who make the world famous "Stetson" hat, then you should order yours today. We have been offering these Silver Belly colored felt hats with the red satin interliner (with NAA emblem embossed in gold inside) in brim widths of 2 1/8"; 2 3/8"; and 2 5/8" for over 12 years and we find that once you use these hats you will always use them. I would say 80% of our current sales are repeats. This should tell you something.

We also offer this same style hat (open road or LBJ) in tan Milan Straw in all three brim widths. We have the White Panama in 2 1/2" brim width only.

Our fleece lined, 3/4 length car coats have turned out to be a good number for the fellows in the colder climates. The car coat is beige in color and comes with the 4" — four-colored NAA emblem attached to the left chest as does our London Fog-type wind breaker jacket (medium, large and X-large) in navy, canary, brown, Carolina blue, burgundy and beige.

Please do not forget the beautiful diamond tie tacs — we have them with any size diamond you can afford, mounted on solid 18-carat gold gavels. For larger size stones, write or call for prices.

**Solid Gold tie tack**

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

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

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

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White Panama ..... 16.95

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

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

Car Coat w/emblem ..... 39.95

4-color NAA emblem ..... 3.00

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5521 Belhaven Blvd.

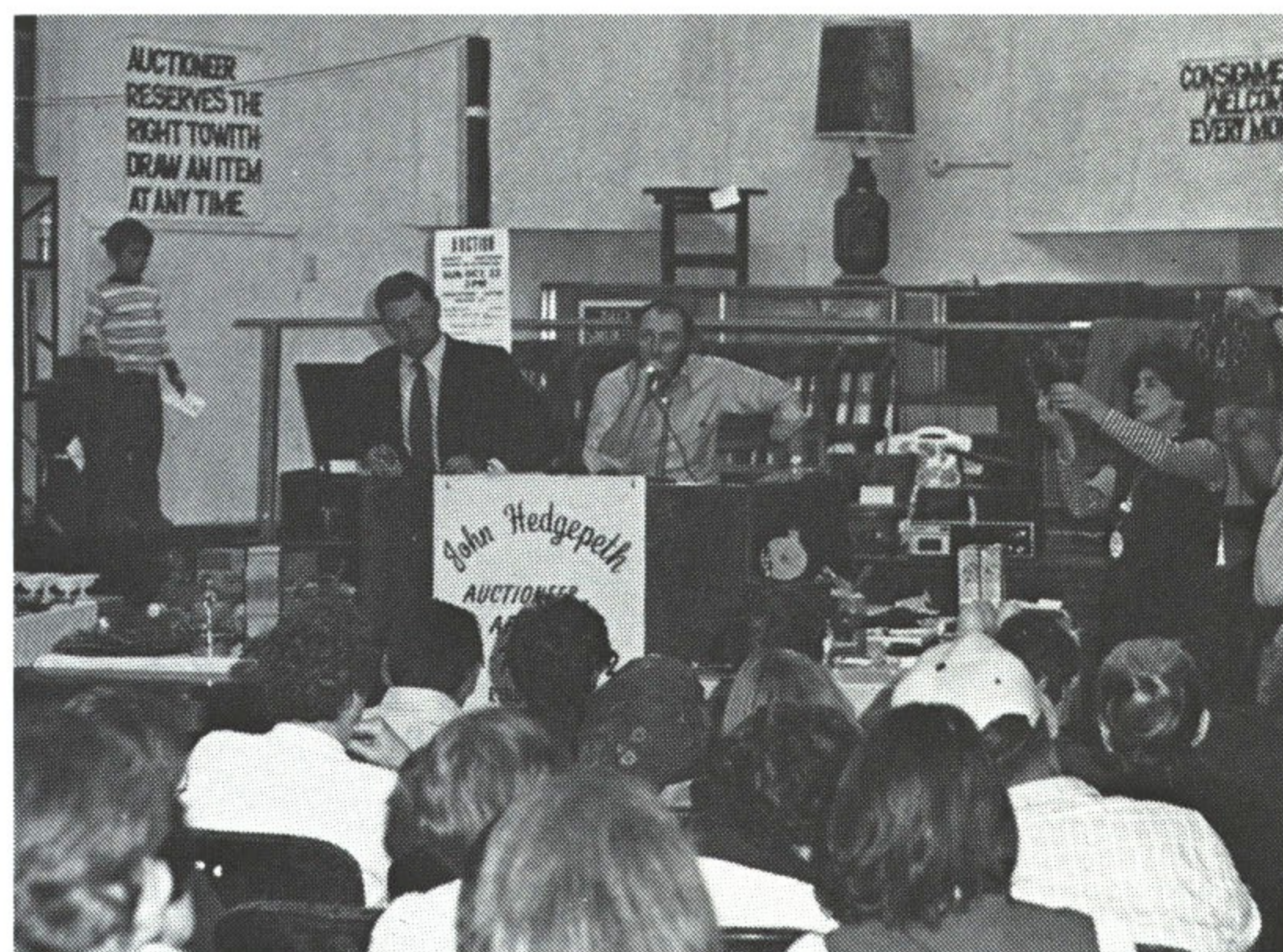
Charlotte, NC 28216

Tele: 704-399-6372 (Office)

704-399-3260 (Home)

**About the Cover . . .**

Prospective bidders "guard" the oak bed, which was to be sold at auction by John H. Hedgepeth during an estate auction in October, 1977. NAA member Hedgepeth is an auctioneer — appraiser from Ringoes, New Jersey.



**JOHN HEDGEPETH, NAA and New Jersey State Society of Auctioneers member, calls for bids at the estate auction of Theo. Kain on October 8, 1977. Pictured also are, left to right, Nancy Hedgepeth, auctioneer Harry Copeland, Bobby Brown and John Hedgepeth.**

**A BENEFIT SALE** for the Council on Alcoholism in Frenchtown, New Jersey, was conducted by John H. Hedgepeth. Approximately 250 persons were present in a standing room only crowd to net \$1,700 for the Council. Merchandise was donated by area businessmen. Pictured above, left to right (both photos), Auctioneers Harry Copeland and John Hedgepeth at the stand.



**From the President's Desk . . .**

## **Auctioneers Work Together Well To Benefit the Auction Profession**

**MARTY HIGGENBOTHAM**



In going to various state associations and visiting with the auctioneers present, I have heard conversations among the auctioneers with regard to their working with various other auction companies. I am very happy to hear this type of conversation.

I know for a fact that in many instances this is the first time that these auction companies have cooperated in this manner. But, as I said in Seattle at the NAA Convention, I am convinced that if the NAA members will work with each other, they can span all state lines and collectively overcome any state, county or municipal licensing problems.

I personally have had the opportunity of working with many out-of-state auction companies and the arrangements have been satisfactory to all parties involved.

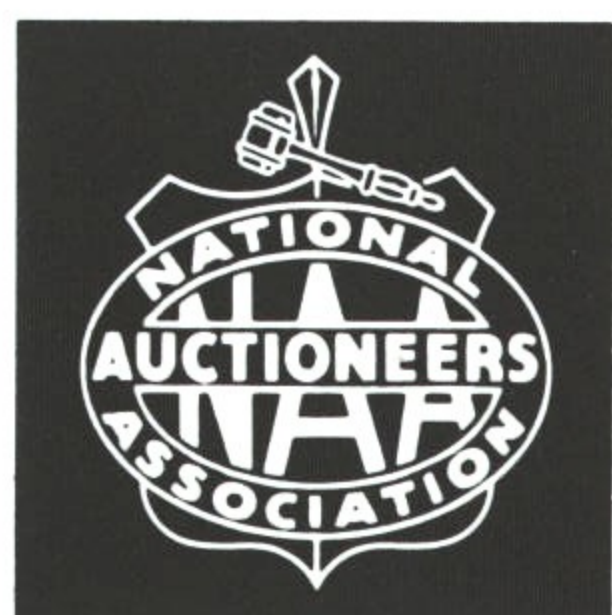
In last month's article, I mentioned some interviews that we have had over the past three months from various publications concerning the auction profession. One in particular, which I mentioned was by the National Better Business Bureau. Portions of that interview have now been published and even though it wasn't exactly what I hoped it would be, it was, all in all, a reasonably good article. (The BBB article appears in this issue of THE AUCTIONEER.)

For those of you with whom I have had some conversation concerning promotion of the National Auctioneers Week, I just wanted to report that we will take this up with the Board of Directors at our mid-winter meeting and hopefully be able to come out of committee with some new and more con-

densed language for our NAA release.

So as to not infringe upon the state association secretary's reports concerning my visits, I will not attempt this year to report in great depth any of my meetings at various state conventions. However, I might add that I am looking forward to being in California, Michigan and North Carolina during the month of January.

Again, I would like to re-emphasize the importance of attending our nationally sponsored NAA Seminars and CAI programs. If you do not have your reservations in, please do not hesitate — get them in immediately as all of these functions have reservation deadlines.



**Just  
Personal**

### **Henry Rasmussen Recognized**

Henry Rasmussen of St. Paul, Nebraska, former long-time treasurer of the NAA, was recognized at the Elba (Nebraska) United Methodist Church Fall Festival recently for having served as auctioneer for the group for 35 consecutive years.

"Hank" was presented a plaque from members of the church by Alice Englebrecht. He began conducting the Fall Festival sales in 1942.

**Attend the 1978 NAA Seminars — Chicago and Orlando — January 16-17-18, 1978 in Chicago at the Hyatt Regency O'Hare Hotel and February 20-21-22, 1978 in Orlando at the Orlando Hyatt House Hotel. Register Now — Reserve Your Room Immediately — Space in both Seminar and Hotel Limited. Use Registration and Hotel Reservation Forms in This Issue of THE AUCTIONEER Magazine.**



# THE AUCTIONEER

JANUARY, 1978

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

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

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

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

|              | 1-time   | 6-time   | 11-time  |
|--------------|----------|----------|----------|
| One Page     | \$125.00 | \$120.00 | \$115.00 |
| Half Page    | 62.50    | 60.00    | 57.50    |
| Quarter Page | 31.25    | 30.00    | 28.75    |

Column Inch Rate (21 picas wide columns):  
\$7.00 per column inch.

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

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

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

## SPECIAL NOTICE TO ADVERTISERS OF THE AUCTIONEER MAGAZINE

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

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

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# 1978 NAA Seminars Registration Form

Please register me for the following 1978 NAA Seminars (Please indicate):

- ☐ **Chicago, Illinois — January 16-17-18, 1978 — Hyatt Regency O'Hare Hotel**  
Subjects: **Monday, January 16:** Real Estate/Real Estate Appraisal for Auction — Bid Calling (evening); **Tuesday, January 17:** Auto Auctions/Classic Car Auction — Bid Calling (evening); **Wednesday, January 18:** Consignment of Farm Implement Equipment & Heavy Equipment at Auction.
- ☐ **Orlando, Florida — February 20-21-22, 1978 — Orlando Hyatt House Hotel**  
Subjects: **Monday, February 20:** Real Estate/Real Estate Appraisal for Auction — Bid Calling (evening); **Tuesday, February 21:** Farm Machinery, Beef, Dairy & Exotic Cattle — Bid Calling (evening); **Wednesday, February 22:** Consignment Auction House (Booking an Auction, Preparation for an Auction and Closing an Auction).

**1978 Seminar Registration Fees Information:** Three-day fees = \$150 per NAA Auctioneer; Half price (\$75) for NAA Auctioneer's spouse or family member attending with NAA Auctioneer; Daily fee = \$60 per NAA Auctioneer per Session; Half price (\$30) for NAA Auctioneer's spouse or family member attending with NAA Auctioneer.

I have marked the following to indicate my 1978 Seminars Registration:

- |   |   |
|---|---|
| <input type="checkbox"/> \$150 Three-day Chicago Seminar.                     | <input type="checkbox"/> \$150 Three-day Orlando Seminar.                     |
| <input type="checkbox"/> \$ 75 Spouse's Three-day Chicago Seminar.            | <input type="checkbox"/> \$ 75 Spouse's Three-day Orlando Seminar.            |
| <input type="checkbox"/> \$ 60 Monday ONLY Session, Chicago Seminar.          | <input type="checkbox"/> \$ 60 Monday ONLY Session, Orlando Seminar.          |
| <input type="checkbox"/> \$ 30 Monday ONLY, Spouse's Chicago Registration.    | <input type="checkbox"/> \$ 30 Monday ONLY, Spouse's Orlando Registration.    |
| <input type="checkbox"/> \$ 60 Tuesday ONLY Session, Chicago Seminar.         | <input type="checkbox"/> \$ 60 Tuesday ONLY Session, Orlando Seminar.         |
| <input type="checkbox"/> \$ 30 Tuesday ONLY, Spouse's Chicago Registration.   | <input type="checkbox"/> \$ 30 Tuesday ONLY, Spouse's Orlando Registration.   |
| <input type="checkbox"/> \$ 60 Wednesday ONLY Session, Chicago Seminar.       | <input type="checkbox"/> \$ 60 Wednesday ONLY Session, Orlando Seminar.       |
| <input type="checkbox"/> \$ 30 Wednesday ONLY, Spouse's Chicago Registration. | <input type="checkbox"/> \$ 30 Wednesday ONLY, Spouse's Orlando Registration. |

\$ \_\_\_\_\_ TOTAL CHICAGO FEES

\$ \_\_\_\_\_ TOTAL ORLANDO FEES

Enclosed is my check in the amount of \$ \_\_\_\_\_, made payable to the National Auctioneers Association to indicate my 1978 NAA Seminar Registration.

Name \_\_\_\_\_  Address \_\_\_\_\_

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

Spouse's Name (If Applicable) \_\_\_\_\_

Send completed form and total registration fees to:

Harvey L. McCray, Executive Director  
National Auctioneers Association  
135 Lakewood Drive, Lincoln, NE 68510

**HOTEL RESERVATION INFORMATION:** Use the Hotel Reservation Forms on page 9 of this issue of THE AUCTIONEER Magazine and make your own Seminars hotel reservations IMMEDIATELY to be assured of accommodations at the NAA Seminar rate. The hotel will release all NAA held space 15 days prior to the Seminars.



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# The Value of the NAA Seminars

NAA members have been attending Seminars, which have been sponsored by the National Auctioneers Association annually, and after the sessions have ended, and the registrants have returned to their homes, or businesses, the question always is asked, "What did I get from the Seminar, which will help me in my business?"

The most common answer, which has been offered by most registrants is that, "If I have received one, two or three good ideas, which can help me in my business, then I feel as if I have more than benefited by attending the NAA Seminars. The Seminars have helped me improve my business and with this improvement, I also have increased my business to more than pay for my attendance at the Seminars."

In 1978, two NAA Seminars will be conducted — the first at the beautiful Hyatt Regency O'Hare Hotel in Chicago on January 16-17-18, and the other at the exciting Orlando "World of Hyatt" House Hotel on February 20-21-22 — and from these two Seminars, members will again return to their homes with ideas, which will have been given them by experts in the field of auctioneering.

In past years, the Seminars have been well attended, and in fact, many of them to a degree where registrations had to be refused due to limited space. Attendance at the 1978 Seminars also should be well attended and filled to capacity of 75 registrants.

The NAA Seminars, as are most of auction-affiliated events, are conducted for the benefit of the families. Members of the entire family can learn more about their work in auction-related fields.

Registrations for both the Chicago and Orlando Seminars will be limited and interested NAA members should immediately submit their fees and completed registration forms, in addition to having their rooms reserved (using the reservation form for each hotel in this issue of THE AUCTIONEER magazine) IMMEDIATELY — space will become very limited in the session as well as the hotel.

Pictured with this article are photographs taken during the 1977 NAA Seminars, held in New York City and Kansas City. From these photographs, you can see the interest, excitement and benefits being derived from the helpful assistance of the instructors, who were selected due to their expertise in the particular subjects being discussed.

Don't miss out on an opportunity to gain in experience and from the experiences of the top auctioneers in the nation. Attend the 1978 NAA Seminars — submit your fees and completed registration form and reserve your hotel room NOW!

## Chicago Seminar Change . . .

### LARRY HEDRICK TO INSTRUCT

Due to a schedule change, Chuck Cummings will not be able to conduct the Auto Auction Seminar in Chicago on Tuesday, January 17. NAA Seminar Chairman Harvey Lambright has been able to replace Chuck with Larry Hedrick of Statesville, North Carolina. Larry was highly recommended by several auctioneers who know of his ability to speak on the subject of auto auction procedures.

Larry owns and operates his own successful automobile auction in Statesville as well as his own real estate auction firm. He currently serves on the staff of the Mendenhall School of Auctioneering.

The NAA is proud to announce the acceptance of the Automobile Auction presentation by Larry Hedrick. You too will be pleased to hear and learn from Larry Hedrick if you attend the 1978 NAA Seminar in Chicago January 17, 1978 at the Chicago Hyatt Regency O'Hare Hotel.

## 1977 Seminars' Pictorial Review . .



MARTY HIGGENBOTHAM (right), who was chairman of the 1977 Seminars, talked with Sotheby Parke Bernet President John Marion during the New York Seminar. One session was held at the SPB Galleries on Madison Avenue in downtown Manhattan.



BID CALLING AND VOICE ANALYSIS is one of the instructions given at the NAA Seminars and in Kansas City, Marty Higgenbotham (left) and Seminar instructor Archie Moody (standing right) offer help to an auctioneer.



NAA SEMINARS are sponsored for the benefits of families and here the auction team of Mr. and Mrs. Armon Wolff of Golden Valley, North Dakota, listen to the instructions given in Kansas City in 1977.



NAA EXECUTIVE DIRECTOR Harvey L. McCray presented a copy of THE AUCTIONEER magazine to Sotheby Parke Bernet communications and promotion director (and NAA member) Thomas E. Norton (right) during the 1977 NAA Seminar at the SPB Gallery.



## More 1977 Seminars Review



JOHN GROSS was one of the instructors at the 1977 Kansas City Seminar and here John relates his experiences in his subject, Real Estate with Emphasis on Farm Acreage Auctions. John is with the J. L. Todd Auction Company of Rome, Georgia.



THE FINE ARTS displayed in the Sotheby Parke Bernet Gallery created much interest by NAA members and families attending the 1977 NAA Seminar. Here interest and apparent humor was shown in one painting as viewed by NAA Director John O'Connor and his wife Pat.



FORMER NAA PRESIDENT Grover Howell (seated) gave the presentation on Government and State-owned Property Liquidations, including SBA Sales and assisting Grover was a representative of the Small Business Association, who offered information on the procedures to follow in obtaining SBA sales.



THE DISCUSSION WAS FINE ARTS by NAA members during the 1977 New York Seminar (left to right) Wylie Rittenhouse, Marty Higgenbotham, Dave Kessler and Sotheby Parke Bernet president John Marion.



KNOWN FOR THEIR INTEREST IN ANTIQUES, George Michael, Marty Higgenbotham and Dave Kessler (left to right) talked with Sotheby Parke Bernet president John Marion during the 1977 New York City Seminars.

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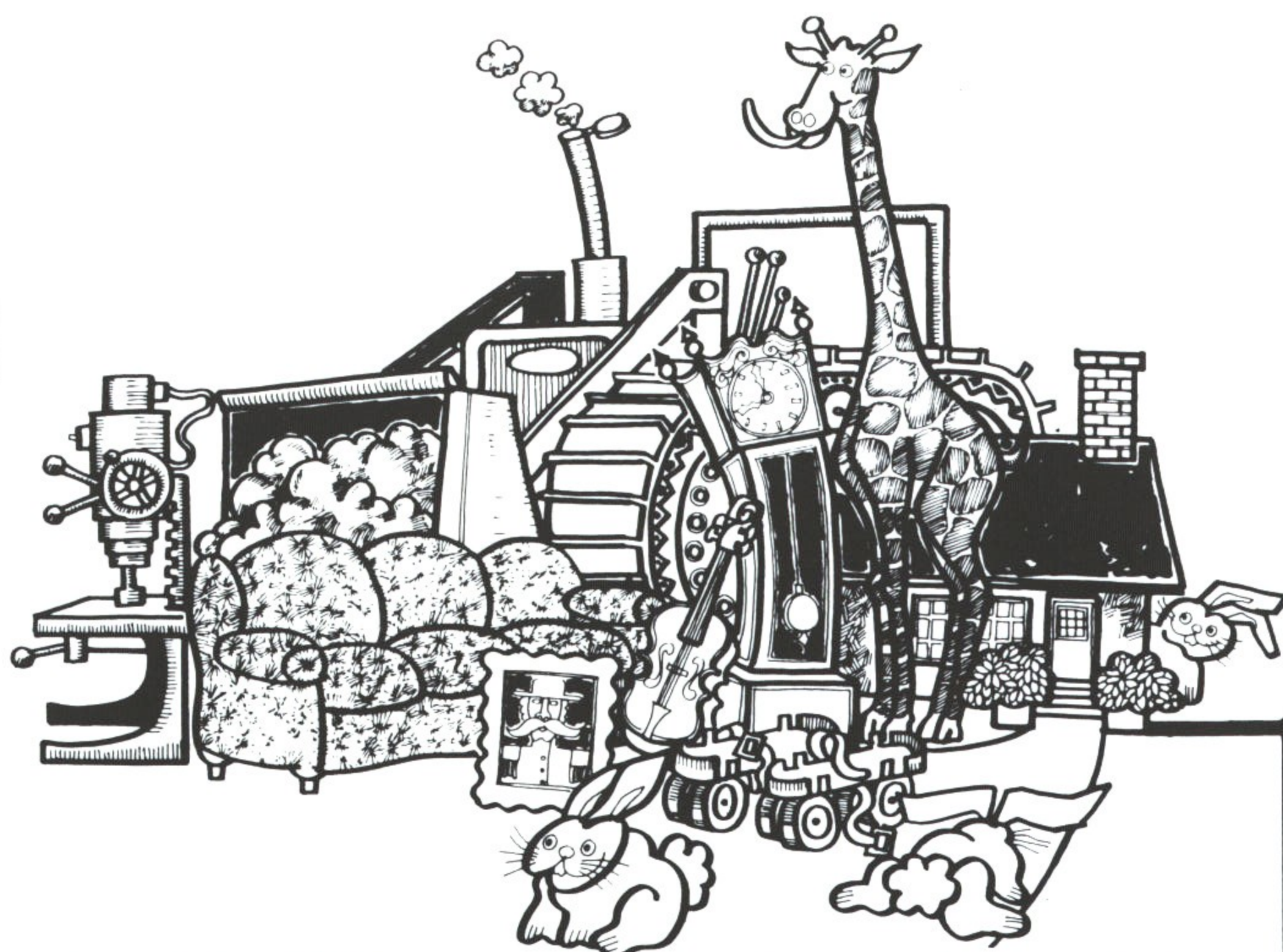
Every Sunday, over 2.2 million\* prime prospects get a copy of our Auction Mart. And they respond to the sales. That's why auction advertisers from all over the country (and overseas) placed 2,293\*\* ads totaling over 250,000 lines\*\* of advertising in the Tribune's Auction Mart during 1977. In fact,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

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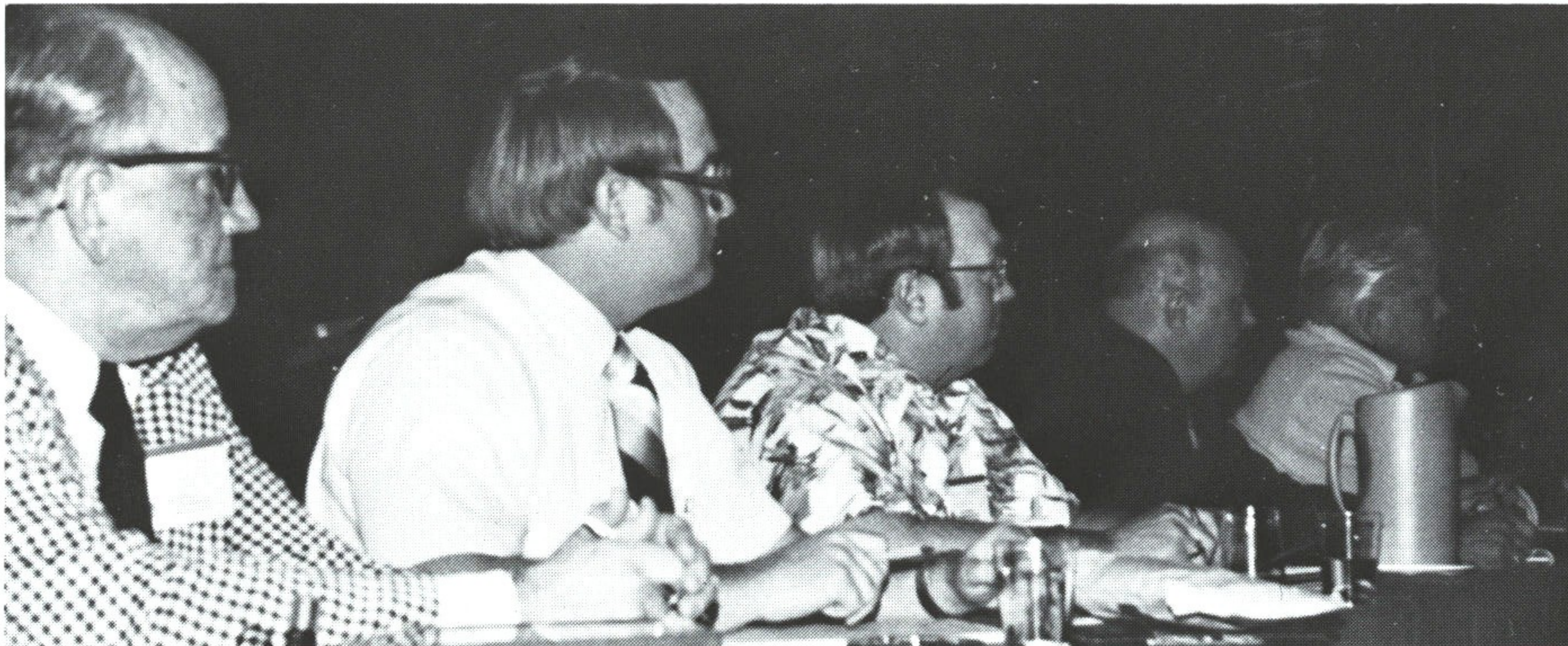
Source: \*Markets in Focus/Chicago, 1975 Sunday, single issue

\*\*Chicago Newspaper Classified Advertising

Ads and Lines Report, first eleven months 1977

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

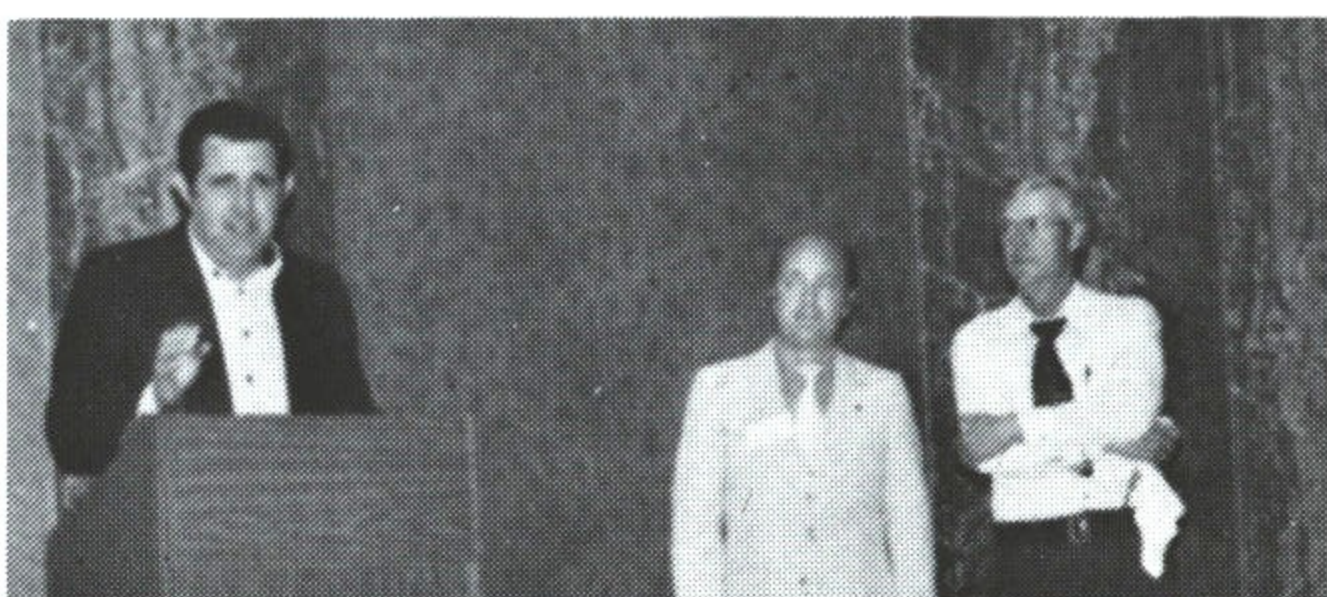




NAA SEMINARS ARE ATTENDED by auctioneers who have had long experience in the auction profession as well as those who are new to the business. This row of attentive auctioneers includes two NAA members who currently serve on the NAA board of directors: Hubert D. Songer (left) an NAA director; and Dean Fleming (fourth from left), NAA Treasurer.



NAA SEMINARS DO NOT PROVIDE headaches, as may be indicated by the photo of Lyle Erickson holding his head in the photo above, but it does offer registrants, and Lyle, the opportunity to take notes on ideas, which will be of benefit in future business. Lyle, 1976-1977 NAA president and currently NAA director, is shown sitting beside last year's NAA director Howard Buckles and in front of a current NAA director, Rex Newcom; his wife Naomi; and Mrs. J. L. Pinckney, the wife of the South Carolina Auctioneers Association president.



AUCTIONEERS OF ALL ASPECTS of selling at auction attend NAA Seminars and Jim Cornell, an auto auction owner and auctioneer from Columbia, Missouri, give his auto auction style of bid calling.

## 1978 NAA Chicago Seminar — January 16-17-18 Hotel Reservation Form — Hyatt Regency O'Hare Hotel

Please reserve the following room at the Chicago Hyatt Regency O'Hare Hotel for my arrival on \_\_\_\_\_ day, \_\_\_\_\_ date

at \_\_\_\_\_ time. My departure will be on \_\_\_\_\_ day \_\_\_\_\_ date

\_\_\_\_\_ Single @ \$30 per room per day

\_\_\_\_\_ Double @ \$34 per room per day. The person sharing the room with me will be \_\_\_\_\_.

Name \_\_\_\_\_

Address \_\_\_\_\_

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

Send this completed form to: Reservations Department, Chicago Hyatt Regency O'Hare, P.O. Box 66456, Chicago, IL 60666.

## 1978 NAA Orlando Seminar — February 20-21-22 Hotel Registration Form — Orlando Hyatt House Hotel

Please reserve the following room at the Orlando Hyatt House Hotel for my arrival on \_\_\_\_\_ day, \_\_\_\_\_ date

at \_\_\_\_\_ time. My departure will be on \_\_\_\_\_ day \_\_\_\_\_ date

\_\_\_\_\_ Single Occupancy @ \$36 per person per day.

\_\_\_\_\_ Double Occupancy @ \$40 per room (\$20 per person double occupancy). The person sharing the room with me will be \_\_\_\_\_.

Name \_\_\_\_\_

Address \_\_\_\_\_

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

Send this completed form to: Reservations, Orlando Hyatt House, 6375 Space Coast Parkway, Kissimmee, FL 32741.





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## Sixty-six Year Old Sale Bill Replica Given to NAA Office By Rex Young

# PUBLIC AUCTION

Having rented my farm and bought a gas engine I have decided to dispose of my stock and farm machinery by public auction at my place four and a half miles southeast of Beach, NE 1-4 Section 4, Township 139, Rng 105, on

## SAT., NOV. 25, '11

Commencing at 11:00 a. m.

|  |   |
|--|---|
| <b>Horses:</b>   | 8 head of work horses weighing from 1050 to 1500 pounds each, and 3 colts.  |
| <b>Cows:</b>   | One milch cow, fresh in March and two heifer calves.  |
| <b>Two young brood sows.</b>   | <b>250 bushels of oats.</b>   |
| <b>Machinery:</b>  | One nine-foot drill, 1 3-disc plow, 1 14-inch Emerson gang plow, 1 8-foot disc, 1 26-ft. Boss harrow, 1 drag cart, 1 hay rake, 1 fanning mill, 1 light spring wagon, 1 buggy, 1 farm wagon, 1 iron truck, 1 hay rack, 1 road cart, 1 barb wire reel, 2 sets work harness. |
| <b>FREE LUNCH AND HORSE FEED AT NOON</b>   |   |
| <small>TERMS:--All sums of \$10.00 and under, cash; over that amount time will be given on bankable paper.</small> |   |
| <b>S. H. PELKY, Owner</b>  |   |
| Wm. R. Young and I. A. Morris, Auctioneers. L. A. Matter, Clerk.   |   |

WHERE WERE YOU or what were you doing on Saturday, November 25, 1911? Rex Young of Plattsmouth, Nebraska — 90 years young and as long as he carries his last name, will always be "Young" — was conducting his first sale on that date in Beach, North Dakota. The replica of Rex's first sale bill was presented to NAA Executive Director Harvey L. McCray during a recent visit to the office by Rex and his niece. The original sale bill is intact and is a part of the family's possessions. Rex was allowed to conduct the sale by long-time associate I. A. Morris, who no longer is living.

## Horse Sense in Advertising

By Hubert D. Songer, Director  
National Auctioneers Association  
Murfreesboro, Tennessee

Someone has said that horse sense is nothing but stable thinking. How true this is is beyond doubt. I wonder how much stable thinking we put in to our advertising of an auction sale?

This was brought forcefully to my attention when, on the morning of a highly advertised sale, I decided to attend. Advertisements had been run in the newspapers for at least two weeks in advance — ads that covered one-third of an entire page. The ads were very thorough as to items of personal and real property to be sold as well as the owners, auctioneers, time of sale, etc. Directions to the sale were given in directions from four different points.

### Sale Directions Unclear

Using fictitious towns and mileage, let me describe as follows how directions were given:

- 15 miles north of Smithville off Highway 1.
- 10 miles south of Jonesville off Highway 1.
- 7 miles from Brownsville.
- 10 miles from Harrisburg.

Driving 15 miles north of Smithville on Highway 1, I noticed no signs. Going on in to Jonesville I turned around and came back 10 miles, but still no signs. No one I asked knew of a sale.

I suppose if one had a map drawn to scale and took a compass and scribed a circle from each of these points then where the arcs intersected would have been the sale location.

Now, what is my point? It is that we do our homework on getting the sale, prepare for the sale, advertise, have adequate help and equipment, and feel we are ready. But wait a minute, we cannot have a sale without buyers, but we **assume** the buyers will come.

### We Must Create Sale Interest

How do we get buyers to the sale? We get them to the sale by creating interest in what we are selling, but if they are not immediate neighbors of the sale location they need accurate, clear directions on how to get there.

Therefore, in my opinion, we should give accurate directions: mileage from point to point; directional turns, etc., so it is made sure and easy for prospective buyers to find the sale location, especially if they are not acquainted with the area. In addition, auction signs with directional arrows should be used and spaced at convenient intervals — not 10 miles apart because one should not turn off. Such distances between signs create doubt of being on the right road.

This may seem elementary and I guess it is, but sometimes the basics are so easily forgotten or overlooked.

Again, horse sense is nothing but stable thinking. When we "assume" everyone knows directions to our sales, I feel we are in trouble; therefore, we must make it easy for people to find our auction sale. If the buyers aren't there, we can't have a sale.

It is interesting to note in most sales brochures of auction companies selling manufacturing plants, heavy equipment liquidations, etc., there will be a reproduced map imprint on the brochure with an arrow pointing to the sale site. This makes it very easy for the highway traveler to find the sale. Other items of interest in such brochures will be details regarding transportation facilities, motels, etc., for the prospective buyers coming from a distant point.

Why all of this detail? Simply to make it as convenient and easy as possible for the prospective buyer and to assure having buyers at the sale.

Large sale or small sale — it makes no difference. Advertising dollars are ill spent if adequate essential information is not given.

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## Kansas Realtors Receive Assistance From Kansas Auctioneers at Auction

The Kansas Realtors received help from Kansas Auctioneers when approximately 12 auctioneers — also all realtors — conducted a building fund auction for the Kansas Association of Realtors at the Realtors annual convention in Topeka, Kansas, on September 27-30.

Total proceeds at the auction was \$8,500. Highlights of the sale was a 1,350 pound Hereford-Semmental steer, donated by the Garden City Board of Realtors and sold by Ron Scott, NAA member and president of the Garden City Board. The steer was led into the main ballroom of the Downtown Ramada Inn and sold for \$1.55 per pound for a total of \$2,092.50.

An 18 pound pig, with a red harness and leash, sold for \$130. Use for one week of a Dillion, Colorado, two-bedroom condominium during the ski season sold for \$500.



NAA DIRECTOR REX NEWCOM, who is also secretary of the Kansas Auctioneers Association, is pictured above selling an item at the building fund auction held at the Kansas Association of Realtors. Ron Scott is pictured on the right and Ron's son, Kent, is pictured on the left. Rex and Ron were co-chairmen of the benefit auction and both are past presidents of the Kansas Auctioneers Association as well as their local Realtor Boards.

## Better Business Bureau Writes Article On the Benefits of Attending Auctions

The Better Business Bureau, from its headquarters at 1150 17th Street, N.W., Washington, D.C. 20036, has written the following article and submitted it to editors of newspapers for publication.

The information was not submitted to auctioneers for review before publication due to timing, and if comments are made in reference to the article, feel free to respond to the above address in-care-of Ms. Laney. She will appreciate your comments.

One comment already submitted to Ms. Laney, by NAA Executive Director Harvey L. McCray, is that why does everyone have to "defend" the auctioneer and relate the activities of the ethical auctioneer with those of the non-professional, non-ethical salesman, who, in her words (re: article) state, "the dishonest auctioneer sneaks shoddy merchandise into an otherwise standard collection of goods. And, the legitimate merchant is unaware of this scheme!" It was McCray's opinion that the two methods are unrelated and should not be inferred in an article where the value of the auction method of selling is being offered.

For what it is worth, here is the copyrighted article from the BBB:

### AUCTIONS CAN BE MORE THAN JUST FUN

Auctions are an exciting form of entertainment for some people. But, for others they are more than that. Auctions also can be a useful way to buy at a price **you** want to pay, especially for unusual or quality items such as antiques. Amateurs, however, can get swept up in the fast, confusing bidding process, says the Better Business Bureau, and can end up with more (or less) than they expected.

Rules for auctioneering are established and should be announced before each sale. So, it is unlikely that someone can "accidentally" buy an item. Still, the BBB says, auctions would be more popular and more helpful if more people were familiar with their unique nature. A well-run auction is truly free enterprise at work, say its proponents.

There are many kinds of auctions, including estate sales, distress sales for or by established firms, jewelry, antique and livestock sales. The National Auctioneers Association, headquartered in Lincoln, Nebraska, maintains professional standards for its members and offers advanced training.

Persons who regularly participate in auctions (antique dealers, for example) may be willing to bid higher prices than an ordinary week-end bargain hunter is expecting to pay. This is Rule #1: have a definite price in mind before bidding, and do not exceed your budget limit.

#### Observe a Few Auctions

Before deciding to take part in an auction, it is a good idea to observe a few in operation. Choose an established auction house, and avoid the itinerant dealer. Persons who have been in a community a long time and plan to stay there have their reputation to protect. They are much less likely to take advantage of their customers, says the BBB.

Having chosen an auctioneer, go to the sale several hours before bidding is scheduled to open. This gives you valuable time to examine the merchandise at leisure and to hear the Opening Statement by the auctioneer. This statement should provide the rules of sale, including bidding signals, refund policies and other specific terms of the auction process.

Have a specific item in mind that you are willing to buy. Unless you truly have money to waste, waiting for the mood to strike after the bidding begins is very risky business. Also, seasoned auction-goers realize that few people get "fantastic" bargains at auctions. Yet, like beauty, a bargain is in the eye of its beholder.

#### Auction Regulation

Many states have special laws to prevent abuses relating to auction sales. Licensing of auctioneers is the most widespread form of regulation. Other states or localities may re-

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

**WRITE:**

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quire that merchandise be openly displayed and adequately described by label. Also, there may be taxes, posting of inventory and performance bond stipulated by some ordinances or laws. There also is legislation in some states which prohibits specific types of unfair or misleading advertising and selling practices.

One of the most common practices used by unethical auctioneers is the posting of a "shill" or a "capper" in the audience. This person(s) will circulate among the legitimate bidders and make higher and higher bids in order to force up the price of a particular item. (Auctioneers who act only as sellers' agents, accepting items on consignment, would have no interest in this type of deception.)

In other instances, fictitious price tags imply a value far above the price at which an item (usually jewelry, watches, pens, etc.) will actually be sold. Sometimes, merchandise may be mislabeled or packaged deceptively in order to hide poor quality.

Another common trap into which dishonest auctioneers can lure people is the "distress sale". Some of these, of course, are quite legitimate. But, in other instances, a respectable community retail merchant who has decided to liquidate stock is approached and offered help in setting up a sale. Then, the dishonest auctioneer sneaks shoddy merchandise into an otherwise standard collection of goods. And, the legitimate merchant is unaware of this scheme!

Most auctions are conducted as legitimate businesses by persons who are interested in giving their customers a good buy for their money. Learn to deal only with the ethical auctioneers, says the Better Business Bureau, and enjoy the excitement and pleasure of making your money go a little further these days.

### Iowa Auctioneers Auxiliary Meets

The Iowa Auctioneers Association Auxiliary met at the Adventureland Hotel near Des Moines, Iowa, on Saturday and Sunday, October 29-30. A lunch was held on Saturday with the auctioneers and we then toured Valley West Mall in the afternoon. Saturday evening the Annual Fun Auction & Auctioneer's Contest was held, followed by a dance.

We attended (Sunday) the noon banquet with the auctioneers. We then had our Auxiliary meeting and the election of officers. The new officers are: President — Elaine Tubaugh; 1st Vice President — Carol Erickson; 2nd Vice President — Fran Donnelly; Secretary-Treasurer — Hazel Johnson; Publicity — Jeannene Boussetot; Chaplain — Ada Thies; Historian — Arlene Buckles; Nominating Committee — Janice Winegarden, Olga Arnold and Dorothy Gronewald.

Following the meeting Judy Malmanger, a men's hair stylist who works on both men's and women's hair in Iowa City, gave a demonstration on a cut and style and a discussion on hair conditioning. Judy's mother was the Auxiliary President.

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# In Memoriam...



**FRANK E. FITZGERALD**

Frank E. Fitzgerald, a widely known auctioneer and livestock operator, died as a result of a severe stroke on Thursday, November 17, at a Bismarck, North Dakota hospital. He had been hospitalized since his first stroke in August.

Funeral services were held at the Church of Corpus Christi in Bismarck and internment was at Mandan's Union cemetery.

Frank was born at St. Edward, Nebraska, on April 14, 1896 and grew up on a farm in Nebraska's Boone County and received his schooling there. He attended the Missouri Auction School at Kansas City in January, 1917 and conducted his first auction sale with Dan Fuller at Albion, Nebraska, on January 29, 1917.

His family moved to North Dakota in the spring of 1918 and farmed in the Pleasant Valley area, which is southwest of Stanton. Frank went into the military service that same year and served with the 88th Division, 388th Field Artillery, in France and Germany. He returned to Stanton in 1919 and continued farming and the auction business.

In 1923, he returned to Albion, Nebraska and formed a partnership in the auction business with his life-long friend, Walt Reymoldson, who currently resides in Ames, Iowa. In 1938, Frank returned to North Dakota and lived on his farm until moving to Bismarck in 1956.

Frank was one of the founders and served as president of the North Dakota Auctioneers Association — the organization was founded in 1950. He served as a director of the National Auctioneers Association and was presented a plaque by the organization in Chicago upon completion of his three-year term. In July, 1967, in recognition of his contributions to the profession, was honored by being selected to the NAA's "Hall of Fame", auctioneering's highest award.

Frank was active in the livestock auction markets. In 1947 he built and operated the Beulah Livestock Auction Market for a number of years as well as farming in that area. In 1956 he moved to Bismarck and was one of the owners of the Missouri Slope Livestock Auction. He was widely known for his daily livestock markets' reports over radio station KFYZ — Bismarck.

In 1967 he sold his interests in the Missouri Slope Auction Market, but continued actively in the auction profession until his recent illness. During Frank's 60 active years in the auction profession, he cried real estate, livestock, farm sales, purebred sales and as Mrs. Fitzgerald stated, "you name it; he would sell it!"

He conducted over 7,300 auction sales all over North Dakota, Nebraska, South Dakota, Montana and Minnesota since 1917.

Frank Fitzgerald was a member of the Mandan Chapter of the Knights of Columbus; Bismarck Rotary Club; a past Legion commander of posts at Albion, Nebraska; Hazen, Stanton and Custer Trails Post in Bismarck. He was a member of the Veterans of Foreign Wars and state department commander, North Dakota Veterans of World War I and a charter member of the National Cowboy Hall of Fame.

Surviving Col. Fitzgerald are his wife, Erma; two sons; eight grandchildren; two great grandchildren; two brothers and one sister.

The National Auctioneers Association mourns the loss of one of its finest members and offers condolences to the family.

## P. FRANK STUART

P. Frank Stuart died in May, 1977 due to illness. He was one of the founders of the Florida Auctioneers Association and the first vice president elected.

Frank was the owner of his own real estate and auction company since 1953. He has sold over two million dollars in real estate each year and has been called the Florida Dean of Auctioneers.

Active in real estate groups and Masonic affairs, Frank Stuart was a past master of Nitman Masonic Lodge, a 32nd degree Mason, a past patron of Bethlehem Chapter No. 169 OES, past president of the St. Petersburg Board of Realtors; chairman of the professional ethics committee. He also was a member of the National Association of Real Estate Boards, Multiple Lists, Rotary Club and Tampa Consistory.

Survivors include his wife Laura, a daughter Ann Stuart Carlson, and a sister.

## JAMES TROUTMAN

James Troutman of Winside, Nebraska, was reported deceased by the post office after THE AUCTIONEER magazine was submitted to Mr. Troutman's address. No further details were offered for publication in the magazine.

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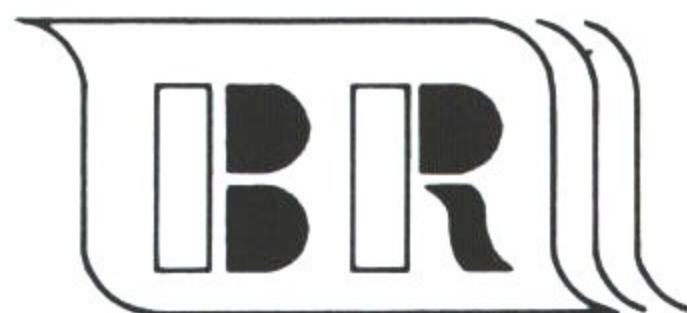
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## Ohio Auctioneers Sponsor Contest At 1977 Ohio State Fair in August

The Ohio Auctioneers Association sponsored its annual Auctioneers Contest at the Ohio State Fair, held on Monday, August 22, 1977. Sixty-three contestants competed for the top award and the following were the top ten finalists:

1. Dave Pritchard, Columbus, Ohio
2. Harry Hudson, Eaton, Ohio
3. Doyne Lenhart, Georgetown, Illinois
4. Robert E. Action, Frankfort, Ohio
5. Edward F. Sprunger, Decatur, Indiana
6. Phil Thompson, St. Paris, Ohio
7. Garth Semple, Batavia, Ohio
8. Gary W. Cain, East Springfield, Ohio
9. Walter A. Hartman, Camden, Ohio
10. Edward O. Rogers, Jr., Columbus, Ohio

Ohio Auctioneers Association president Floyd Rhoades of Germantown, presented a gold gavel plaque on behalf of the Ohio Association, to Ohio State Governor James A. Rhodes in appreciation of his efforts of promoting the auction profession at the Ohio State Fair.

During the Fair's "Sale of Champions", the Grand Champion steer sold for \$32,256 to Wendy's; Grand Champion barrow sold for \$9,000 to Bob Evans Restaurants; and the Grand Champion lamb sold for \$7,000 to Pennington Bread Co. Auctioneer Merlin Woodruff, Urbana, Ohio, conducted the Sale of Champions.

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## Strommen Brothers Release Album

Del and Eliot Strommen have released an album entitled, "What A Way To Go". Del is a member of the NAA; a graduate of the Western College of Auctioneering in Billings, Montana; and sells three livestock auctions a week in Great Falls, Lewiston and Glasgow, Montana.

Del, Fritz Hoppe and Rick Stahl are also owners of Wide Range Auction Service in Glasgow, Opheim and Vandalia, Montana. Fritz is a former president of the Montana Auctioneers Association and he and Del both are former Montana Champion Auctioneers.

The album being released by the Strommen brothers includes the Auctioneer's Song and it is done with some variations, which are on the original song.

Andy Strommen and Fritz Hoppe were the recipients of the original advertising contest, sponsored by the National Auctioneers Association.



## NAA Board Adopts Recommendations For Use By States Interested In Writing Auctioneers License Laws

The NAA Board of Directors, at its July, 1977 Seattle meeting, and under the leadership of the Legislative Committee, has prepared some recommendations for use by states interested in having guidelines submitted if and when the state adopts auction and auctioneers license laws.

The guidelines submitted below are not mandatory, nor is the NAA board of directors taking a stand for or against auction/auctioneers license laws, but they are suggesting that if license laws are written in states, the following provisions should be included in the laws:

1. Each state shall have a reciprocal clause which would provide for a reciprocal agreement between auctioneers who are licensed in any state. It also must provide or have a provision for all non-resident auctioneers so that he/she might qualify himself either by oral or written test in order that he might obtain an auction license. This is provided, of course, that said auctioneer complies with all other additional state laws concerning auctioneering as be required in that state.
2. Also, that the commission may waive the requirements that a non-resident pass an examination and that he may submit written statements by two individuals if the non-resident applicant is licensed to act as an auctioneer in the state of his domicile. If he submits with his application a duly certified copy of the license issued by his home state.
3. Auctioneer should have a combination of one of the following:
  - a. Have served his apprenticeship for at least 1 year or more with a licensed auctioneer.
  - b. Be a graduate of and received the designation of CAI having completed the program & passed the examination.
  - c. Be a graduate of a 4 year accredited college course of auctioneering.
  - d. Submit to written examination.
4. A minimum bond should not be less than \$5,000.00.
5. State license should supersede any and all municipal, county or city license.
6. Following is a recommendation to the State Association and/or the state license commission.
  - a. Recommend that a packet be made available to all legislators, attorneys and State Associations or organizations requesting information on licensing laws.
  - b. That they furnish their member packets containing guide tracts, business forms, clerking sheets, cashier's statements, listing fees and other information that would be of assistance to state members.
  - c. To inform the membership that there is a state officers workshop at each National Convention conducted for the purpose of the education and welfare of all states. This workshop is sponsored by the NAA.

### Liberty Farms Sells For \$1,500 an Acre

The ROUNDUP Real Estate & Business section of the Wednesday, November 23, 1977, edition of the Kansas City Star newspaper reported the auction of Liberty Farms, which was ordered by the receiver of the Kansas Savings and Loan Association, netted \$741,298.75 — an average of \$1,504.28 an acre for the 492.79 acres sold.

An Excelsior Springs resident bought the property and the auction was conducted by NAA member Cecil Shopen of Shopen Realty Auction Co., Kansas City, Missouri, in cooperation with a representative of the William Haas Co.

The property is near Liberty, Missouri, which is northeast of Kansas City. The auction was the first sale ordered by the receiver for the Kansas Savings and Loan Association.



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# You Wanted to be ... Now You are ... What Now?

By Rex B. Newcom, Member  
NAA Board of Directors

Whatever possessed each and everyone of us to have that certain desire and drive to join the oldest profession in the world? It is indeed a mystery! Now some misinformed individuals may disagree about our profession being the oldest in the world, not true, as only thru the auction method could a price first be established.

The desire to establish a market place of free enterprise, could this be the mystery that drove us to choose our profession? I do know that no matter what we present to the buying public, whether personal property or real estate, a tremendous amount of self satisfaction is realized when a new market is established and every new sale, each drop of the auction hammer, establishes that market.

## We Now Call Ourselves Auctioneers

So to fulfill our desire to be an auctioneer, with a little schooling and coaching from people of our own profession, we put on our new hat and called ourselves "Auctioneer". But what happened? "Calling myself one just did not do the job. Sales are occurring in my area, but someone else is conducting them! Why isn't my dream coming true? I know I can do the job, but no one seems to know or realize how good I really am!"

The truth is, the public will never know unless you show them. How this can be accomplished would take volumes, because for every new auctioneer there is a different approach. However, there is one common denominator and that is just plain hard work. Hard work and laying your own guts on the line with each sale by making whomever you work for and with look good. If you really want to be an auctioneer badly enough, you will make the sacrifices necessary to reach your dream. Too many of us want to start at the top, unwilling to work our way up the ladder to success. Why should the public accept us until we can prove ourselves? They shouldn't and they won't, so let's put ourselves in our proper place and go to work.

Most new auctioneers fall into the same category, lots of desire and no money. This is not too bad if you have ability and are willing to work for and take directions from someone else; however, most have their own dreams and do not want to work for someone else in the business.

## Don't Be A Moonlight Auctioneer

All too often we end up working full time at some occupation, not even related to the auction business, and our auctioning becomes secondary or part time. If you must have more income than you can generate from a full time auction job or business, then moonlight some other profession, but don't be a moonlight auctioneer. The public expects more and will seek out a full time professional when disposing of their property.

How can you be a full time auctioneer? There isn't an auctioneer in this business who can't use good help in setting up sales, clerking, tagging, marking and most of all bid catching. This business must be learned from the ground up, every part of it, before we can do a good job of handling a complete sale, so why should we hesitate to work for a successful auctioneer who is already established in this business?

Don't let foolish pride keep you from climbing the smooth ladder to success. Don't try to make it on your own by stumbling with sales you can't handle and certainly are not qualified to conduct, failing, then blaming everyone except yourself and losing years of precious time and good service to the selling and buying public.

If you have a burning desire to move forward in your new chosen field of auctioneering, seek out an established auction firm and get on their payroll. Working with and helping established, successful auctioneers will build up

knowledge and prestige plus being compensated generously for the work you do.

A word of caution: all too often a new auctioneer, due to lack of interest in doing a good job for his benefactor, is a liability. If the quality of service rendered by an established auctioneer is lowered because of a new auctioneer he can not be blamed for being slow toward putting new auctioneers in the auction ring. Always remember, you can not go wrong if you do everything in your power to make the auction go smoother, faster, and make the other workers look good at all times.

As our acquired knowledge adds fuel to our burning desire to move forward in the auction business, we will soon find ourselves handling complete sales on our own. This is good. For now we are establishing those markets we talked about earlier. We have arrived, for now we are auctioneers. Not competitors, but partners in a business that has potential beyond our fondest dreams. Any good auction helps everyone; a poor auction hurts everyone in the profession.

## Auctioneers Are Association-minded

Now a word about one of the most important parts of our profession, our state and National Auctioneers Associations. Any auctioneer worth his salt will belong to his professional organizations, thru which he has access to the knowledge of the best auctioneers in every field of the auction business. The more involved you become with these successful auctioneers, the more you realize how much there is to learn and do in this great profession of ours. With the help of your state programs, National seminars and C.A.I. programs, your knowledge can grow and your experience become a reality in your chosen profession.

Then you begin to wonder, "Have I arrived and am I becoming the auctioneer I desired to be in the beginning?" One of the sure tests of being a well respected qualified auctioneer is having new auctioneers seek employment and guidance from you. This presents a new responsibility to us as auctioneers.

The gavel is in the other hand and we must think of the perpetuation of our profession. The training of new auctioneers is our responsibility to our chosen profession, it is the debt we owe to the oldest and grandest occupation in the world.

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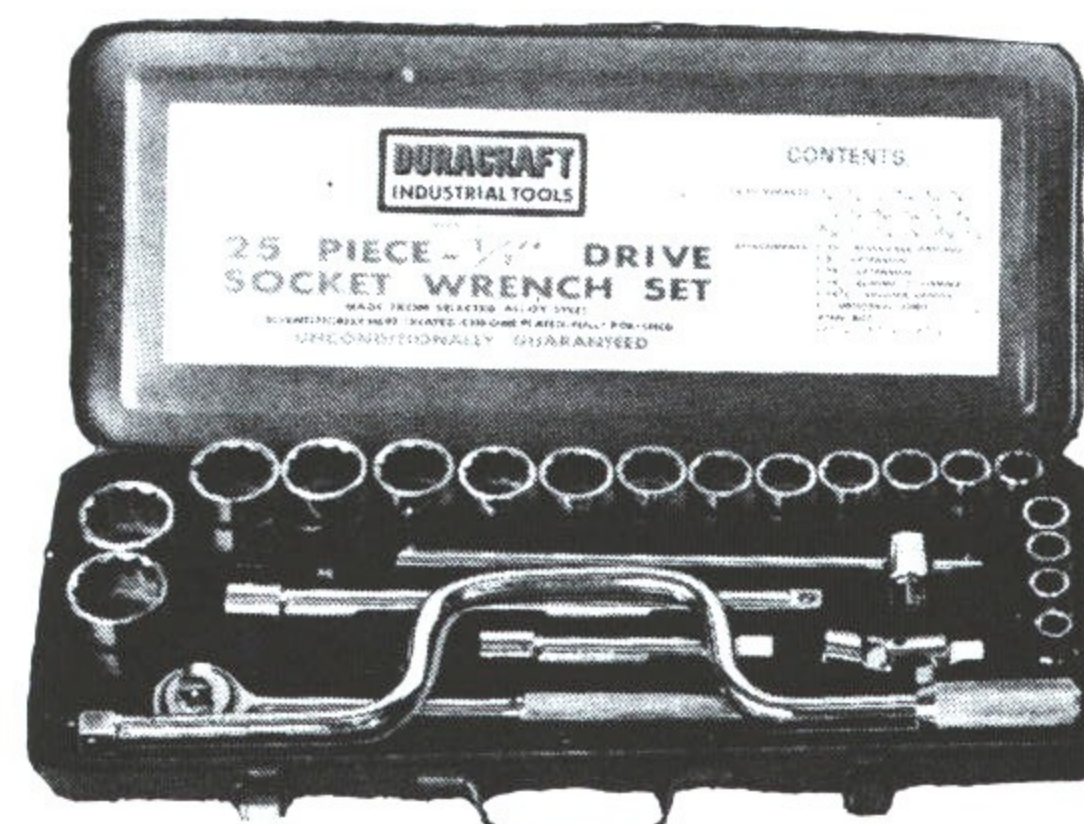
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**Dear Ladies:**

The Ladies Auxiliary of the National Auctioneers Association has made the unique opportunity possible to families of members to participate in activities of the organization whose members practice one of the oldest trading arts in history "auctioneering".

Our annual convention brings together families from all parts of the U.S.A. We exchange ideas and information. These are broadening experiences for the entire family, and Auxiliary members who arrange programs for the wives and children recognize the value of such social exchange.

For many of our members, auctioneering has been a tradition in their family for two or three generations, and for a few even longer. These members, who have grown up "in the business" know the fun and fellowship that can occur during the course of an auction; and it is the auctioneer and assistants, often members of his family, who insure that the occupation is pleasant.

The auctioneer's conduct conveys two participants — that selling, by auctions, is one of the oldest and fairest methods of buying and selling, and everything is conducted publicly so everyone present is a witness to the proceedings of selling goods, and at a price which the buyer decides.

For my family, Auctioneering, has been an important part of our lives; not only is it our livelihood, but also because of the many friends we have made from throughout the states and many foreign countries. We sincerely hope that some time in the future our Auxiliary will have occasion to include in our membership wives of auctioneers from other countries.

In many countries, the husband's work is totally removed from the family life. In auctioneering just the opposite is true; and more often than not, the father's business becomes a family operation.

Thus, it follows that our Auxiliary is an intricate part

of the NAA. We understand our husband's career and we want our children to understand and to appreciate the art of auctioneering as we do. Activities our Auxiliary undertakes will assure that this will happen.

Writing this from North Carolina, as we go into 1978, my thoughts go to our members through out the nation. As our husbands go about their business of auctioneering, let's resolve that our support and interest will continue through this and the coming years.

**HAPPY NEW YEAR!**

**Mrs. Forrest (Betty Jo) Mendenhall, Director 1978-79-80  
Ladies Auxiliary to the NAA  
High Point, North Carolina**

**Mrs. William Moon Appointed  
Chairman of Ladies Events  
To Be Held at 1978 Convention**

Mrs. William Moon has been appointed to serve as Ladies Auxiliary Chairman for the 1978 Boston Convention. Mrs. Moon's husband, Bill, also serves as General Chairman of the 1978 Convention.

The appointment of Mrs. Moon to the position was announced by Mrs. Wylie Rittenhouse, president of the Ladies Auxiliary to the NAA in a letter to Mrs. Moon on November 18, 1977.

The ladies of the Massachusetts Ladies Auxiliary, in cooperation with the wives of auctioneers in the New England states of Vermont, Connecticut, Rhode Island, Maine and New Hampshire have already begun work and are creating a program for the Ladies Auxiliary Luncheon, which will excite every lady in attendance at the NAA Convention.

The Ladies Auxiliary Luncheon is open to all wives and guests of auctioneers attending the NAA Convention, as is the general meeting of the Ladies Auxiliary, which precedes the luncheon.

Boston — where it all began — for the United States — will be a good place in which to have it begin again in Convention attendance and renew your interest in the auction profession.

**Russell Kruse is Top Auctioneer  
At Indiana Convention for 1977**

Russell Kruse was named Indiana Auctioneer of the Year at the 1977 Indiana Auctioneers convention. Founder of the Kruse Companies, he has put together an organization that is in its 26th year of business.

In 1951 Mr. Kruse enrolled in the Reppert School of Auctioneering in Decatur, Indiana, to supplement his farming income and found he had a natural ability to call bids. After a few years as an auctioneer, he expanded into the real estate business, selling property at public auction and privately.

The business was incorporated in 1960 and in 1971 the Classic Auction division was formed. The idea of an antique and classic car auction was conceived by Mr. Kruse to initially help fund the annual Auburn-Cord-Duesenberg Festival in Auburn. He now serves as Chairman of the Board of Kruse Companies.

In the past he has served as chairman of the Indiana Auctioneers Commission and president of the Indiana Auctioneers Association and the Northeastern Indiana Board of Realtors. Mr. Kruse authored "The Professional Auctioneer and What He Needs to Know" which has a national circulation. He is a member of the National Association of Real Estate Appraisers and is on the Board of Directors of the DeKalb County Memorial Hospital besides maintaining an active part in numerous civic and charitable organizations.



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## San Antonio Paper Features Editorial on "Auction-Life"

Grace "Adams" Maddern, a long-time supporter of the activities of the Texas Auctioneers Association through her services in the Classified Advertising department of the San Antonio **Express and News**, submitted the following article for publication in THE AUCTIONEER magazine. It was published in the September 25, 1977, edition of the paper; was written by Liz Carpenter; and was titled: "Auctions offer a slice of someone else's life".

Grace wrote, "If my history memory does not fail me, the editor — Liz Carpenter — was Lady Bird Johnson's secretary during the Johnson Administration and is now a columnist for Central Texas newspapers. I thought perhaps her editorial excerpts from it might be an interesting article for THE AUCTIONEER!"

### Auctions offer a slice of someone else's life

By Liz Carpenter

When Clare Luce was ambassador to Italy, she once explained to me, "Nothing is really ever lost in Italy. The layers of history are all here. You may find an old tile bathtub from the second century of Rome 100 miles away in the home of a merchant in Milan. Or a painting from Florence stashed away in Naples, but nothing is thrown away. It just moves about."

With that, she took me down to the caverns below the Villa Tavern — our American Embassy — to show me where the Christians hid out during the early days of the Roman Empire. Many died there and the artifacts of their times and a few bones are still found in the caverns that meander through underground Rome.

I have the feeling we in America, and newly in Texas, are beginning to dig up all our treasures too. Sunday auctions are popping up all over Texas, some of them in old cattle auction, houses from Taft to Colorado City. You can find yourself bidding on oak tables and old chifferobes — the kind of furniture you once were glad to leave behind.

A lot of it is convertible to new purposes. My auction addict friend, Colleen Grant Hardin, took me over to Lockhart to learn the ropes of bidding. The ritual is to arrive there in time to have lunch at one of the several dining establishments that have sprung up — or at least now have sprung open their doors on Sunday to welcome all the new auction house business.

Colleen and her husband are second generation landlords at the University of Texas. In 1936, Dick Hardin's mother — who is now nearing 90 — started a boarding house for nine coeds. Hardin House now houses 219 students.

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"The kids love the nostalgia of sturdy old furniture," she explained. "You can put rollers on these small heavy oak tables and they are perfect for a TV or stereo. Besides, it's so much better built than lots of the new stuff — and cheaper."

Even without air conditioning, on a 100 degree summer day, the auction barn began filling up by 1 p.m. and the big old screened-off cotton gin fans struggled to move the air around.

By 1:30, Gary Fingleman, top auctioneer, was in his elevated cage and on the floor were four of the hard-sell country boys and one old time favorite named Pete who is still waiting for a set of upper teeth to come up for bidding. If they do, the crowd will miss his toothless smile.

It's pure showmanship as the auctioneer rattles his staccato sing-song jargon and the furniture is sold — an old Singer sewing machine here, a French art there, a Waterford chandelier, a brass coal bin. Most items go for \$20 to \$150 but there's an occasional sale of \$9,000 for some extra fine piece.

Where do all these things come from? Bristol Antiques Ltd. in England, they say. You may find an old Welsh newspaper in the bottom of a chest you take home.

"I did once and figured it was more valuable than the item I bought," Colleen Hardin said.

In the antique trade, the furniture keeps moving. Some tables and trunks have crossed the Atlantic more times than Jackie Onassis.

The antics of the auctioneer and bustling enthusiastic assistants make addicts out of the crowd — which include "mom and pop" dealers from all over Texas who come in trucks to move their purchases out to "Ye Olde Antique Shoppe" in some other town.

But there are also babies in playpens, young couples trying to furnish an apartment at a bargain, and old timers who come for the Sunday show and an occasional purchase. The setting offers the "across the board" camaraderie of an English pub.

For the novice it's a gambler's game. And I was once a novice. As a reporter for the United Press in Philadelphia, I was sent to cover the big auction of the famous Stokesbury Estate during World War II.

Bidding reflected the mobile wartime economy. Items that could fit in an apartment and be easily moved brought fantastic prices: a hideous grinning Chinese Kylin for \$25,000; a set of 200 cut glass finger bowls were sold by the half dozen for \$200.

Yet the long magnificent dining room table that could seat 110 guests went begging. I think it brought less than \$100 — that table that had seated some of the oldest and richest names in America.

Suddenly a tremendous nine foot long upholstered couch appeared. "Will anyone give \$50 for this? \$25? \$10? the auctioneer shouted. "Well, how about a dollar?"





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## Amish Farmers Buy 114-Acre Farm For \$569,140 in Pennsylvania Sale

The high bid of \$569,140 was paid by two Amish farmers for a 114-acre farm near Lancaster, Pennsylvania. It was the second time in two weeks that Amish farmers had paid top dollar to buy a farm in fast-developing Lancaster County.

The farm was sold for the per-acre price of \$4,975 and the Amish farmers intend to keep the land in agriculture production. According to the terms of the sale, the purchasers had to make an immediate down payment of 10 per cent. The balance must be paid by April 1, 1978.

Another Amish farmer paid \$305,000 (approximately \$6,500 per acre) for a 47-acre farm in Leacock Township, Pennsylvania during the preceding week.

Approximately 150 persons were present for the 114-acre farm sale, including many Amish people. Auctioneer Alvin L. Miller speculated, before the sale, "I know it will go to \$500,000 and I think it will reach \$600,000."

The farm featured 93 acres of tillable ground, 21 acres of pasture, 900 feet of road frontage and another 900 feet on another road. The sale lasted approximately one-half hour. Bidding was by-the-acre price. NAA member Miller received the opening bid of \$2,500. At \$4,000 most bidders dropped out.

As the per-acre price soared close to the \$5,000 figure, only two bidders were left. The two Amishmen were competing with a silo manufacturer who owns property just north of the farm.

Auctioneer Miller called a recess in the bidding at the \$4,700 bid. Up to then the owners had the option of turning down the bid. The owner's attorney took the microphone and said at that point the owner has decided to sell the farm but felt it has more value than the bidding had brought to that point.

The bidding resumed: \$4,800, \$4,900 and then \$4,950.

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Miller asked for \$5,000, but to no avail. The final price of \$4,975 was received from the Amishmen after the auctioneer had indicated the previous bid of \$4,750 and the Amishmen responded. The bidding ended shortly afterwards.

The farmhouse is a large two-story stone home with nine rooms and four original fireplaces that could be made usable. Included in the sale price was a 77 by 93 foot double decker barn with stalls for 37 cows, milk house, two silos, five corn cribs, heifer barn, implement shed, and three-car garage with two floors. No livestock was included in the sale.

The farm has a well and a spring-fed stream going through the meadow. There is no public sewage. The land is zoned agriculture. Last year's taxes on the farm were \$1,400.

An interesting article accompanied the news of the sale in the Lancaster News, which stated, "Amish Farmers Are Good Risks, Area Bankers Say". The bank official stated in the article that his bank feels farmers safer risks than developers. "There's some speculation with developers. But I can't think of one foreclosure on an Amish farm," said William Weber, an official at the New Holland Farmers National Bank.

Another official of the Strasburg Bank, Bob Badger, remarked: "We've had good fortune with farmers. When you lend to an Amishman, you're almost 100 per cent sure of getting your money back. We've never lost a nickel. A farmer who is stable and has been there on his farm is a good risk."

He also said normal farm loans for 20 or 25 years often are in the \$100,000 to \$250,000 range.

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## More Than 1,100 People Attend Sale of Las Vegas Casino Items

The first bankruptcy auction of a casino in Las Vegas, and possibly in Nevada, attracted over 1,100 persons to the bankrupt Jackpot Casino in Las Vegas where NAA auctioneer G. Robert "Bob" Deiro conducted the sale of everything from whiskey spigots and slot machines to a poker table and bottles of booze.

The defunct gambling hall was jammed with 482 actual bidders from three states who took a crack at the items to be auctioned. Auctioneer Deiro, a partner in the newly formed Normal Kaye Realty Auction Co., spied his hypnotic chant for almost three hours and raised \$55,000 to go into Bankruptcy Court coffers to help pay off a slew of creditors with liens against the casino.

The casino was ordered closed in September after it became evident the Jackpot had turned into a lemon without sufficient capital to meet accumulated taxes, payroll and creditors much less the \$5,000 weekly rent.

When the doors opened at 8:00 a.m. on the day of the sale, the people were already waiting for a look at some bargains. By 9:45 a.m., 15 minutes before the actual auction commenced, a waiting line of prospective bidders had yet to be registered. The first item was a broken amplifier, which went in 90 seconds for \$25. A couple of juice blenders sold for \$35 for both.

Someone grabbed a coin changer for \$9 while assorted boxes of coin and chip racks, change and money boxes sold as a package for \$135.

One buyer kicked in a \$200 bid for a locked 21-table chip rack full of now-worthless chips. The fact the key couldn't be found didn't faze him in the least.

"I'll buy a new lock," he announced happily.

A whoopee cushion used by the previous go-go gals disappeared for \$25 and 50 bottles of alcoholic beverages,



**AUCTIONEER BOB DEIRO** maintained a steady chant before a crowd of over 1,100 persons, who jammed into the bankrupt Jackpot Casino in Las Vegas to buy items ranging from a whiskey spigot to slot machines, and many more items, during the first Nevada auction of gaming equipment.

opened and otherwise, were grabbed by one man as a package for \$235.

Another bidder lucked out when a storage room of cases of liquor was identified as approximately 200 bottles of assorted guzzling stuff. He got it on a bid of \$600, counted the bottles and found he actually had 400 jugs.

When Auctioneer Deiro announced the bidding for the slots, the crowd cheered. One bidder from out of state got a slot machine for a high bid of \$525 then asked if he could call off the bid after discovering it would be illegal to trans-



port it across state lines.

The \$525 bid sale was announced again, the machine put up for auction once more, and this time brought \$700 — minutes after it sold for \$525. The highest single item bid: \$3,500 for a monster coin wrapping machine. A spinet piano got started with \$200 asked and went for \$500. A pile of miscellaneous slot machine parts including a gadget called a degunker brought \$775

The largest single bidder cheerfully shelled out \$6,350 for 10 slot machines ranging from \$150 to \$1,050.

Many of the slots were outrageously overbid, which showed the skill of Deiro's chanting and the ferocity of the bidders to keep ahead of other buyers. Six slots sold for \$5,425.

Auctioneer Deiro, who also is the president of the newly formed Nevada State Auctioneers Association, reported: "The sale was the first time gaming equipment had been auctioned off to the general public in Nevada." The Norman Kaye Realty Auction Company, Deiro states, is the only auction firm licensed to sell gaming equipment at auction.

"There are Nevada state ordinances that preclude any person other than a resident from buying gambling items. A bidder must sign an affidavit stating the devices or equipment are for his own personal use within the state.

"If an auctioneer sells equipment to someone, and that individual crosses state lines, the auctioneer can be arrested by the Federal authorities and charged with conspiracy to violate the Federal gaming statutes," Deiro concluded.

*Editor's Note: Portions of the above article were printed, with permission, from Ken Jones, writer for the Las Vegas Sun newspaper.*

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## CONVENTION DATES

January 20, 1978 — Michigan State Auctioneers Association, Lansing.

January 21-22, 1978 — Auctioneers Association of North Carolina, Inc., Charlotte.

January 21-23, 1978 — Ohio Auctioneer Association, Imperial North, Columbus.

January 22, 1978 — Colorado Auctioneers Association, Marriott, 125 at Hampden Ave., Denver.

January 27-28, 1978 — Pennsylvania Auctioneers Association, Inc., Host Inn, Harrisburg.

January 29-30, 1978 — Minnesota State Auctioneers Association, Holiday Inn, Interstate 35, Owatonna.

February 6, 1978 — New Jersey State Society of Auctioneers, Van's Inn, Freehold.

February 10-12, 1978 — North Dakota Auctioneers Association, Hamilton Motel, Rugby.

April 2-3, 1978 — Kentucky Auctioneers Association, Hyatt Regency House, Lexington.

April 15-16, 1978 — Kansas Auctioneers Association, Silver Spur Lodge, Dodge City.

April 28-29, 1978 — Montana Auctioneers Association, Outlaw Inn, Kalispell.

May, 1978 — South Carolina Auctioneers Association, Quality Inn Motel on I-20, Columbia.

May 6-7, 1978 — Missouri State Auctioneers Association.

May 6-7, 1978 — Oklahoma State Auctioneers Association, Holiday Inn — East, I40 & Sooner Rd., Midwest City.

May 14-15, 1978 — Alabama Auctioneers Association, Gadsden.

June 8-9, 1978 — Wisconsin Auctioneers Association, Fond du Lac.

June 10-11, 1978 — West Virginia Auctioneers Association, Cedar Lakes (FFA-FHA Camp), Ripley

June 16-17, 1978 — Texas Auctioneers Association, Hilton Inn, McAllen.

November 5-6, 1978 — New York State Auctioneers Association.

## Howard Buckles Named Iowa "Man of the Year"

Keosauqua, Iowa, auctioneer Howard Buckles has received the highest award of the Iowa Auctioneers Association by being named "Man of the Year" at the annual convention, held in Des Moines on October 29-30.

Howard, who has been an auctioneer for 27 years, just completed a three-year term as director of the NAA and served as president of the Iowa Association in 1974. In 1966 he was named "Champion Auctioneer" by the Iowa Association.

Howard specializes in farm, real estate, household and antique auctions and frequently pilots his own plane to attend sales. He and his wife, Arlene, also operate a Standard Service station in Keosauqua.

Howard enjoys helping young auctioneers get started in the profession and is interested in promoting the betterment of auctioneering services. He was president of the Van Buren County Sheep Empire Association for five years.

The award was presented to Howard by Leon Joy of Ames, Iowa, who at 86 is one of the state's oldest practicing auctioneers. Howard, Arlene and daughter Diana Sue, age 9, attended the Iowa Convention and their son, Billy, was unable to attend as he is a junior at Central College in Pella, Iowa.



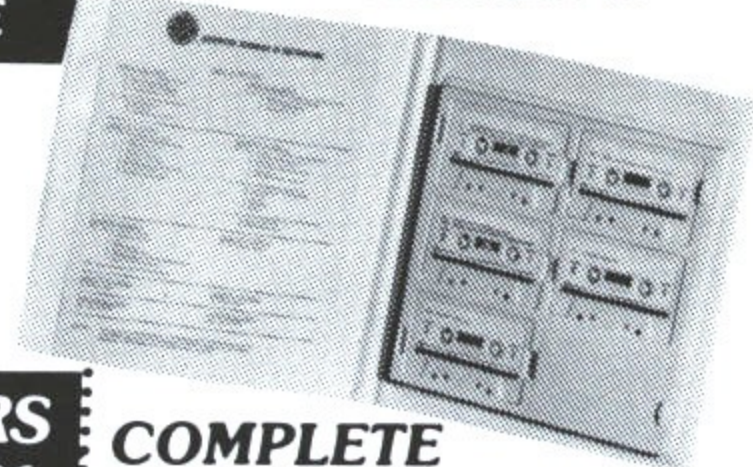
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## Maine Auctioneers Convene And Elect Officers for 1978

The Maine Auctioneers Association held its annual meeting at the John Martin's Restaurant in Waterville and elected the following officers for the new year: President — Jim Heckman, Waterville; Vice President — Don Hinkley, Farmington; Secretary — George A. Martin, East Lebanon; and Treasurer — Myrtice Crosman, Corinna. Directors: R. I. Crosman, Corinna; William Mosher, Oakland; John Owcarz, Augusta; Tom Prindall, Brunswick; Rupert Watson, Brewer; and alternates: Phil Hashey and William McKinnon.

Under new business, the MAA voted to endorse and support the candidacy of George Martin of East Lebanon for the position of NAA director. George is one of the founders of the Maine Auctioneers Association and the only other Maine director was the late Clifford Swan who served his term in 1954-57.

The Maine Association also voted to support the New England Auctioneers Council in helping to defray expenses of the National Auctioneers Association convention, which will be held in Boston on July 19-22, 1978.

New England Council secretary George Martin enlightened the membership as to the programs of the NAA convention and said that the wheels are rolling forward to have an outstanding convention and that both NAA president Martin Higgenbotham and executive director Harvey McCray

had met with the Council for convention planning. He also informed the membership that William Moon of Massachusetts has been appointed General Chairman of the Boston Convention with a representative of each state serving as co-chairman.

The Maine auctioneers held a fun auction, following the meeting, which is a tradition in the Maine meetings and this year the auction was highly successful. Everyone left the meeting with a feeling of having enjoyed the evening.

**George A. Martin, Secretary**  
**Maine Auctioneers Association**

## Baker Auctions Hogs At Private Auction

NAA member Dan Baker of Lafayette, Indiana, conducted the sale of 107 head of Yorkshire hogs at the private sale of the Mrs. Raymond and Robert Hassler at Princeton, Illinois on September 16. The 107 hogs were sold at the record breed total of \$121,315 to average \$1,134.

The first ten boars through the ring made an average of \$6,875. Fifty-five boars averaged \$1,777 and 62 gilts notched \$362.

Topping the sale at \$22,000 was a January son of HAU6 Program 21-5, going to Steve Cobb, Lake City, Arkansas. The Rutter Farms of Shebina, Missouri, paid \$20,500 for a February boar sired by HAU6 Patton 96-1, and a littermate to the high-selling boar brought \$13,000 from Ken Kunkle, Lacon, Illinois.

Top price for a gilt of \$1,050 was paid by Wilbur Speasard, Ridge Farm, Illinois, for a February 1st pig sired by HAU6 Program 21-5. Claude Robinson, Wellsville, Missouri, purchased a January daughter of HAU6 Grizzley 13-1 for \$1,000.



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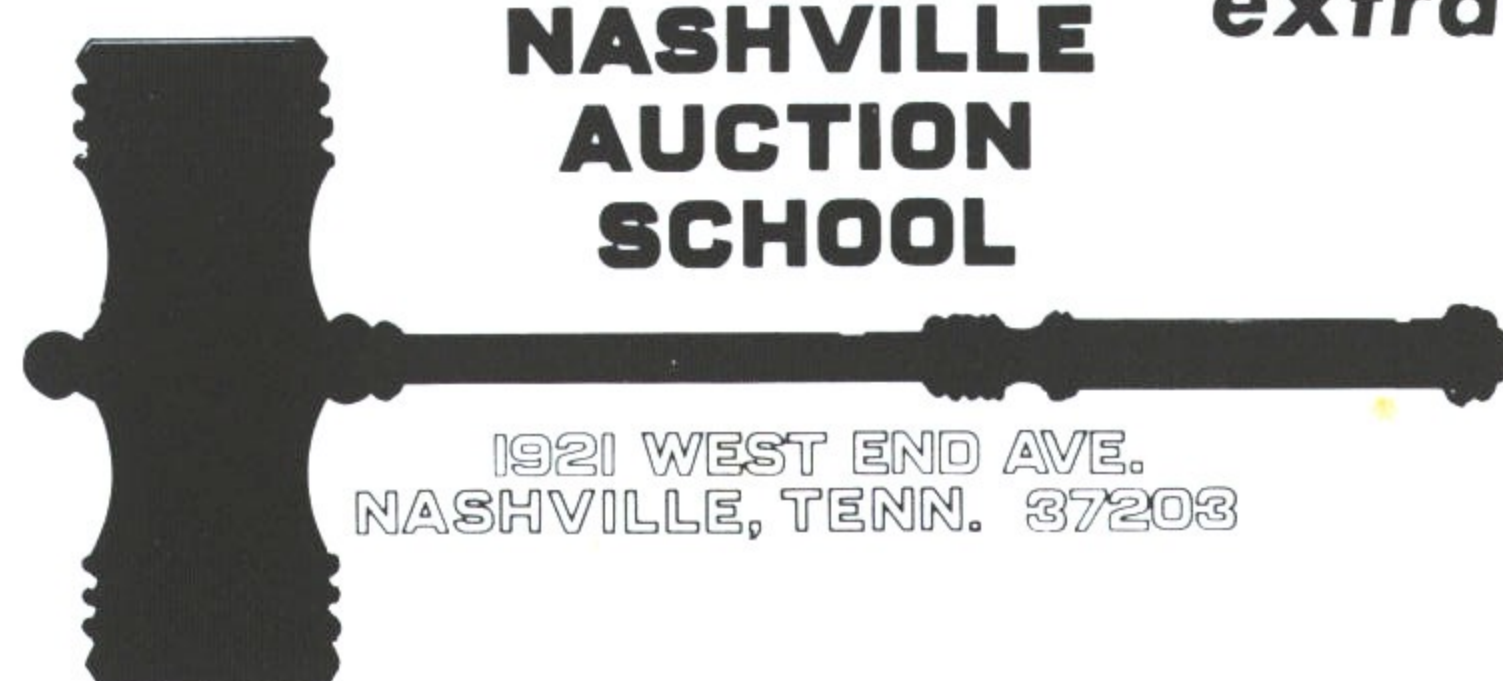
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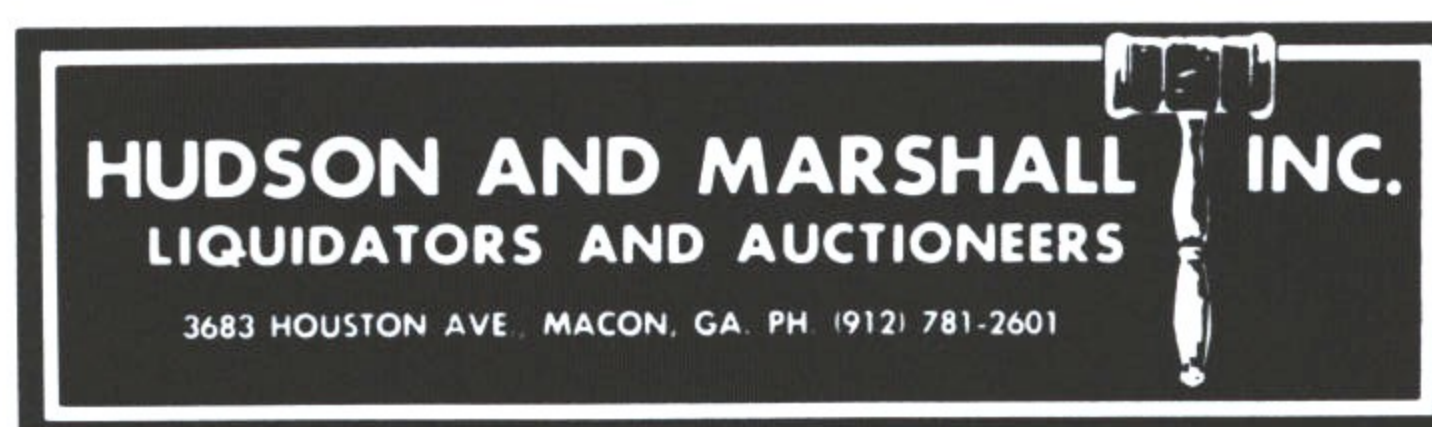
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## O'Farrell Conducts Antiques Auction

NAA member M. H. Conover of the T. R. O'Farrell Auction Company, Inc., Westminster, Maryland, submitted the following list of antiques sold at a November auction in Maryland to offer a price comparison to other auctioneers. The auction was conducted at the O'Farrell Company's new auction facility in Westminster. Tom O'Farrell, Mike Whitson and Mike Conover were the auctioneers for the sale.

The auction drew approximately 500 people and the gross amount of the sale was \$18,000. Three hundred items were sold in six hours.

Sold at the antique sale were: school master desk — \$170; brass clothes tree — \$65; Victorian sofa — \$300; rose Canton vase lamp — \$425; Windsor bench — \$600; rose Canton bowl — \$735; Chippendale high chest — \$825; Canton lattice plate and dish — \$285; drop leaf table — \$185; small four by eight feet oriental rug — \$725.

Beggs chest of drawers — \$300; Beggs drop leaf table — \$310; Beggs Chippendale sofa — \$225; 36 pieces of Waterford crystal — \$345; Tiffany fruited shade — \$750; and a set of Haviland China — \$330.

**M. H. Conover, Auctioneer  
T. R. O'Farrell Auction Co., Inc.**

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## Smith Sisters Surprised At Being on November Cover

Two surprised daughters of Clark and Ann Smith of Cheyenne, Wyoming, were the Smith twins — Amy and Ann when they saw their picture on the cover of the November, 1977, issue of THE AUCTIONEER magazine. Neither had been told by their father in advance of the magazine being mailed to their home.

Letters received from the Smith twins are as follows: From Amy Smith: "Wow! When we saw the NAA magazine in the mail with a picture of us on it, we couldn't believe it! The article inside . . . gosh, I don't know what to say.

"It was such great fun last summer at the NAA convention in Seattle. Meeting so many new people. Annie and I loved singing the Auctioneers Song at the fun auction. What an experience!

"The Gong Show is really something else. After leaving Seattle we went on down through Oregon to see some friends then through California where we used to live. We have an aunt who lives in Los Angeles and that's when we auditioned for the Gong Show. You go through four auditions and the second one is with Chuck Barris. He is a character. I really liked him.

"If I had a chance, I'd do it all over again. We met some interesting people and had a lot of fun. The next time you're in Hollywood be sure to audition for the Gong Show. It's something you'll always remember!

"We never expected to be on the cover of the NAA magazine. Thank you so much. Have a Merry Christmas!" **Amy Smith** "P.S. I hope we all get to go to the NAA Convention next year."

And, from Ann Smith: "What a surprise to see myself on the front cover of your Auctioneer magazine. I will never forget that special day.

"I was unaware of the deep, dark secret and mom and



dad didn't even peep a word. As a matter of fact, they were more surprised than any of us.

"I am looking forward to the next auctioneer's convention in Boston, Massachusetts. It was a real experience for me in Seattle even though I can't talk as fast as some of those auctioneers. I loved it all.

"Thanks again for your thoughtfulness and making it all worth while." **Annie Smith**

### **Signed Handel Table Lamp Brings \$2,700 at Auction**

The entire estate of Miss Margaret Kraft was moved on Nov. 12 to Barretts Auction House in Wisconsin Rapids, Wisconsin, and sold at public auction. Great excitement was created when a signed Handel No. 6688 table lamp was put up for bid. The bidding opened at \$1,000 and rose rapidly to \$2,300. The bidders, who wish to remain anonymous, were both from out of state.

One bidder could not attend and made arrangements to bid by phone. The "winner", at the final bid of \$2,700 packed the lamp and flew home with his prize. Pre-auction estimates on the lamp were \$1,800, which again proves the power of auction.

Other items of interest auctioned by Jack A. Barrett, were a curved glass china cabinet with ornate wood inlay — \$1,100; wool oriental rugs over 50 years old — \$1,025; \$650 and \$325; oil paintings signed M. Kraft — \$450 to \$15; Teplitz amphora vase — \$45; brass basket with cut glass insert — \$100; cut glass footed bowl — \$65; and set of Mikasa China for 12 — \$220.

Pickled pine desk — \$130; lamp with "Bird of Paradise" motif — \$170; folding mahogany card table — \$150; pair of Cloisonne vases, six inches tall — \$240; Cloisonne lamp base — \$90; divan table — \$75; cut glass & sterling dresser set — \$85; Wakefield dining set — \$275; small tiger maple server — \$175; mission shelf clock (as is) — \$55; marble shelf clock — \$180; and a pair of hand carved balloon back chairs with needlepoint — \$500.

This was the 605th auction managed and conducted by Barretts Auction Service, Ltd., Jack A. Barrett, auctioneer. This was one of many, which have been hauled into the auction house for comfort and convenience, due to weather conditions.

**Arlene M. Barrett, Secretary-Treasurer  
Barretts Auction Service, Ltd.  
Wisconsin Rapids, Wisconsin**

### **NAA Meetings Schedule**

Scheduling has been approved by the NAA board of directors and the following "educational" meetings and/or NAA Conventions have been announced by the board for future years:

#### **NAA Convention Sites**

- 1978 — Boston Sheraton Hotel, July 19-22, Boston, Massachusetts
- 1979 — Denver Hilton Hotel, July 11-14, Denver, Colorado
- 1980 — Opryland Hotel, July 30-August 2, Nashville, Tennessee

#### **1978 NAA Seminars Sites**

- January 16-17-18 — Hyatt Regency O'Hare Hotel, Chicago, Illinois
- February 20-21-22 — Orlando Hyatt House, Orlando, Florida

#### **1978 Certified Auctioneers Institute (CAI) Courses I, II and III**

- April 2-7 — Indiana Memorial Union, Bloomington, Indiana

### *Editor's Note . . .*

### **Book Price in Magazine Ad Listed as \$742.50 Too High**

For the past two issues, THE AUCTIONEER magazine has been publishing an advertisement by the Gibson Auction Service, Aurora, Nebraska, and the ad included the price of a book, which is made available for sale. The cost of the book is \$7.50 (DINNER AUCTIONS), but the magazine has shown the cost as \$750 — \$742.50 too high.

Not many auctioneers can afford to pay \$750 for any book and the error is that of the National Auctioneers Association editorial department. No doubt that auctioneers seeing the \$750 cost in the ad assumed it was \$7.50, but to put the record straight, this "Editor's Note" is to alert auctioneers to the correct price of DINNER AUCTIONS from the Gibson Auction Service, 1404 - 12th Street, Aurora, Nebraska 68818.

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## Antiques & Americana . . .

### ROGERS GROUPS



By George Michael  
Merrimack, New Hampshire

John Rogers was born in Salem, Massachusetts in 1829. At one time he worked in a railroad repair shop in Hannibal, Missouri and in Spain as a designer of cloth. His travels led him to Manchester, New Hampshire in the employ of the huge Amoskeag Manufacturing Company.

Artistically inclined, he began modeling figures from clay taken from the Merrimack River which adjoined the

factory complex. They were well received by ready buyers which encouraged him to open a shop in New York City, in 1859. His first offering was a group of figures, titled THE SLAVE AUCTION. During the War Between The States, he turned out many groups comprising soldiers, blacks and politicians, all of whom played some part in the great conflict.

Rogers groups were turned out until 1892, when he retired to a farm in Connecticut. Made of plaster, they were prone to absorb dirt and polluting materials in the air. One of the greatest problems existed in the oil heated house as the fumes from the fire blackened many a group, thereby helping destroy its value today. Years ago many were painted, and this harms the value as well. Condition of a Rogers Group is most important — there should be no chips or cracks in the plaster, they must be as clean as possible and they must not be painted.

There are rarities such as The Sharpshooters, done in 1860 just before the start of the war. If you own an 1860 The Farmer's Wife or an 1862, Camp Life (sometimes called Card Players), you could do quite well financially.

The following are prices received for such groups at a Bob Skinner Auction in Bolton, Massachusetts on March 20, 1975: You Are a Spirit I Know — \$475; The Fugitive's Story — \$475; The Charity Patient — \$475; A Matter of Opinion 1884 — \$350; Going For The Cows, 1873 — \$225; The Wrestlers, 1881 — \$1025. Each group must be seen to be valued, condition is extremely important in determining valuation.

### NEEDLEWORK

We picture a rather fancy, framed needlework picture which was executed in 1825. It might be classed as "seminary art" as all young ladies who went to the proper schools in those days were required to demonstrate their proficiency



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in the arts as well as household crafts. The academic buildings in the background reinforce this attribution. It is quite a good needlework picture as it was sold at auction in Portland, Maine several years ago for one thousand dollars.

The needlework box or table was an important item in the 19th century home. In it were stored needles, threads, thimbles, frames, and other items necessary to the art of needlework and embroidery. Some of the most ornate were imported during the height of the China-America trade — made of exotic woods and holding carved ivory implements and tools. Often, they were lined with silks and velvets which enhanced their beauty.

In medieval times, ladies often wore needlecases attached to their then primitive girdles, so they would have tools at hand for instant repair. Gradually, the workbag or pocketbook developed and such necessities were stored in these. The Europeans developed the needlework tables and boxes, hence the collecting of these is most successful over there. The Edwardian era, early in this century, brought with it the decline of the needlework boxes. The sewing machine has taken over.

Good needlework pictures of any age are scarce. Condition, subject matter and color are important in judging them. Ship scenes were most often done by sailors during slack times aboard. Fine stitching is desired and intricate designs are most appreciated. Above all, if you have a framed needlework picture, be sure it is matted to keep the glass away from the threads and cloth. Condensation will rot the fibers and fade the colors over a period of time.

#### QUESTIONS:

**From Haverhill, Massachusetts** — We have a lovely vase marked Moorcraft. It does not appear to be too old and was brought from overseas by one of our parents. Can you tell us who made it and where?

**Answer** — William Moorcraft founded a pottery in England in Staffordshire County in 1914. The wares are still being made today.

**From Hollis, New Hampshire** — We have a vase with a Gibson girl on it, but it does not appear to be painted, yet it does not seem to be a print. Can you tell us what it is, and where it was made?

**Answer** — Yours should be marked that it was made by Royal Doulton in England early in this century. With no mark of country of origin it must have been brought in by a dealer or immigrant as it was not necessary to mark them in England. The pictures are applied by a photography pro-

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cess with the emulsion applied to the clay body and negative exposed against it or projected to it with an enlarger. Then the picture was developed before glazing and firing.

**From Portsmouth, New Hampshire** — I inherited a solid gold necklace designed to be worn either on the forehead or neck. I saw one in a book called a "rose jekklas" which were worn by richer women. Can you help me find more about it?

**ANSWER:** May I recommend that you take it in to Mr. Sim Sneider, Manager of Homer's Jewelry Store at 44 Winter Street in Boston. He will appraise it for you at no charge if you tell him I sent you. I cannot give you a better answer than this.

**From Eliot, Maine** — I have a mixer that must be antique. Are these people in business under another name, The Fitzgerald, Mfg. Co., Torrington, Conn., USA. How old is this mixer and what is its value?

**ANSWER:** Perhaps one of our readers in the Torrington Register can help. I believe the first electric beaters turned up after World War I. I cannot imagine it having great value — when such old appliances are sold at auction, they bring very little.

**From Dalton, Massachusetts** — Enclosed are pictures of a small wood burning stove, 11" high, 17" across the bottom

and 15" across the stove itself. Little God is the only name on it; no manufacturers name or date. Can you advise me of these and value?

**ANSWER:** Your stove was made by the Charles Fawcett Mfg., Company, Sackville, New Brunswick. There is one like it at the Antique Stove and Tin Museum in Manchester, Vermont. It must be seen to be valued.

**From Lebanon Springs, New York** — I have an oval shaped box, 3x3 fluted, oval lined with hinged cover. It has a fan shaped center on the lid. It looks like silver, but my friends tell me it might be German silver. I'd like to know what it is. Do you have any idea?

**ANSWER:** These boxes were made mostly of white metal and plated with various other metals like bronze, brass or silver. German silver is 800 parts silver to 200 parts alloy. Our sterling is 9.25 parts silver to .75 parts alloy. Perhaps yours is the German silver, but I doubt it. It would have to be seen.

**From Falmouth, Massachusetts** — Thirty years ago I was given a glass lamp which had been electrified. Unfortunately, recently it was knocked off a table. Is there any place I can get replacement parts, especially the pedestal.

**ANSWER:** Why not try Corey Electric Company, 22 Kingston Street in Boston. Your lamp looks like an astral lamp.

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**From Albany, New York** — We have a white porcelain figure of a lady which appears to be old. It is about 7" tall. From the picture can you tell what it is?

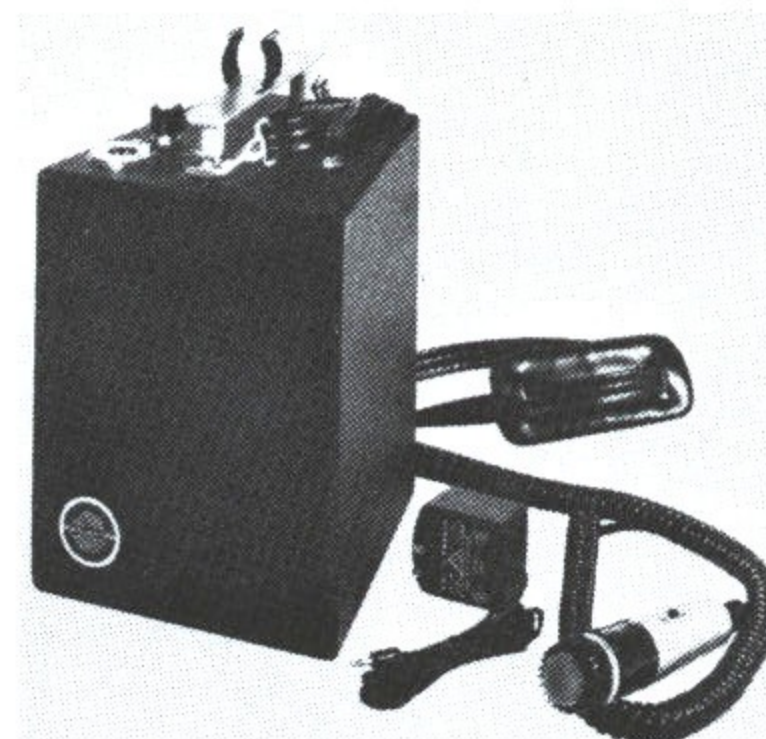
**ANSWER:** You have a piece of blanc de chine. This is a name given to a hard white porcelain which was made in the province of Fukien in China. Several families are known for making it. However, it is being reproduced extensively today and has been for the past ten years. One would have to see it to tell the old from the new.

**NEW BOOKS**

**GRADING COINS, A Collection Of Readings;** edited by Richard Bagg and James J. Jelinski; Essex Publications, Phoebe Hart House, The Hill, Portsmouth, N.H., 03801. An excellent compilation of writings by many authors on how to grade coins. Well illustrated, it provides the experienced as well as beginning coin collector a fine text which explains clearly the flaws and imperfections for which one must look. The writers admit the book will not make you an expert, but combined with experience in the field, will lessen your mistakes in buying.

**HAND WEAVING AND CLOTH DESIGN,** by Marianne Straub; Viking Press, 625 Madison Ave., New York, N.Y., 10022; \$14.95. We did not know there were so many different types of looms until reading this book. Also, the author tells us how to use them to weave everything from heavy woollens to guaze. Well illustrated with pictures and line drawings.

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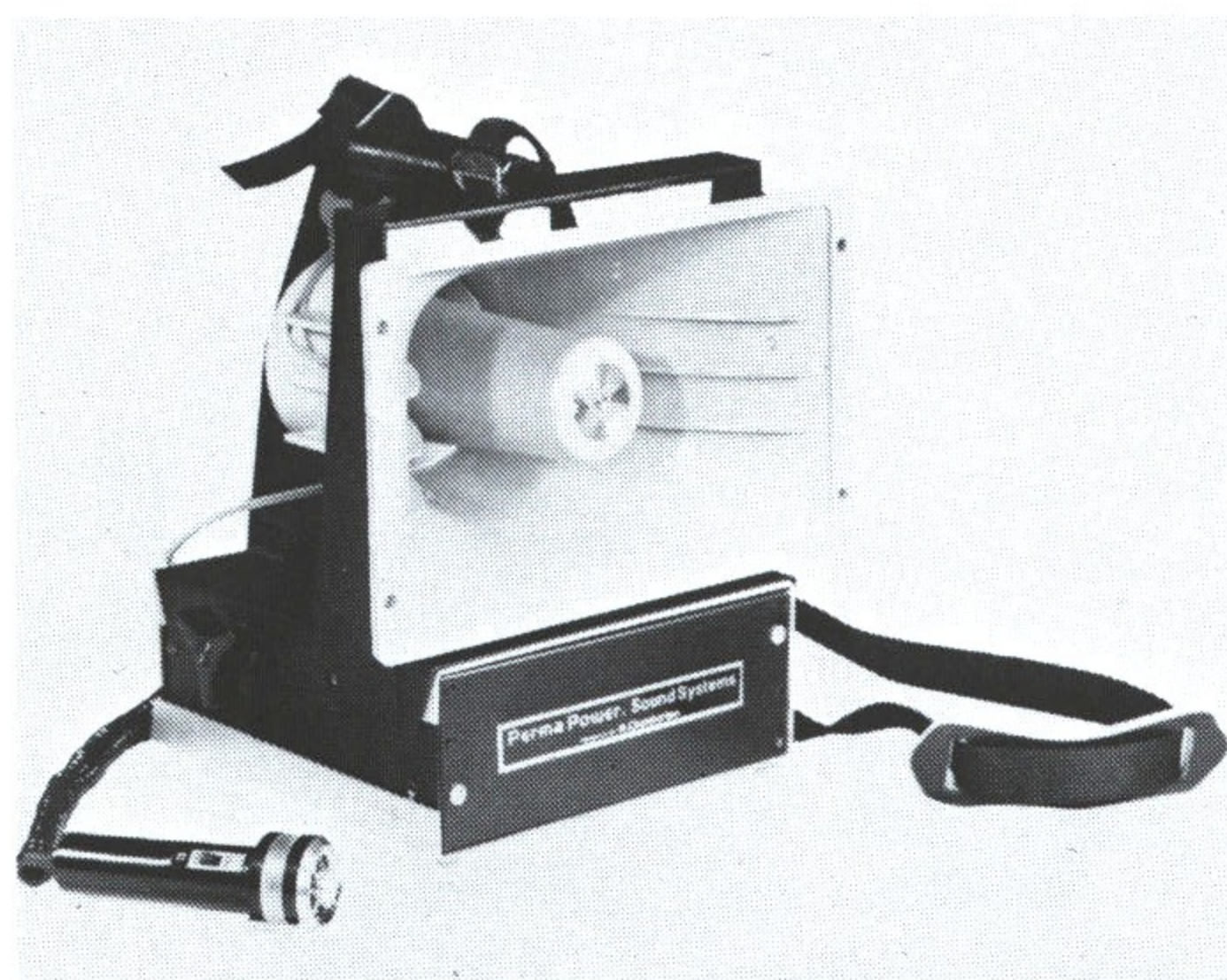


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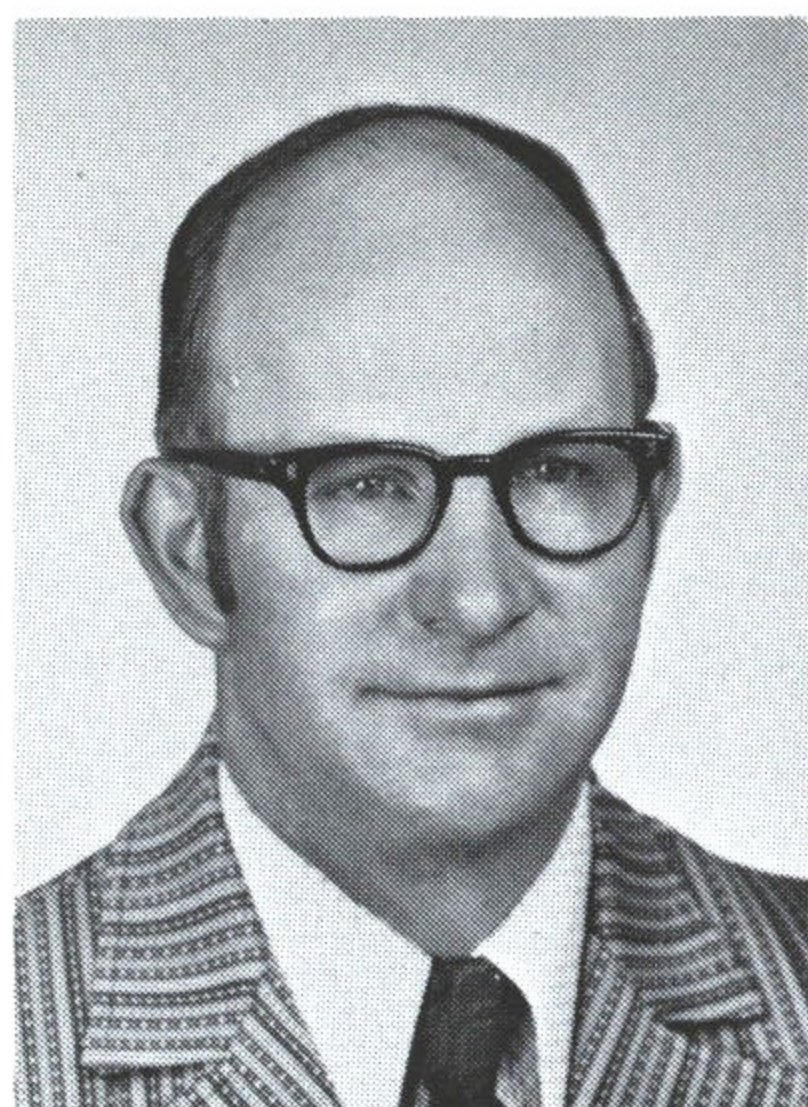


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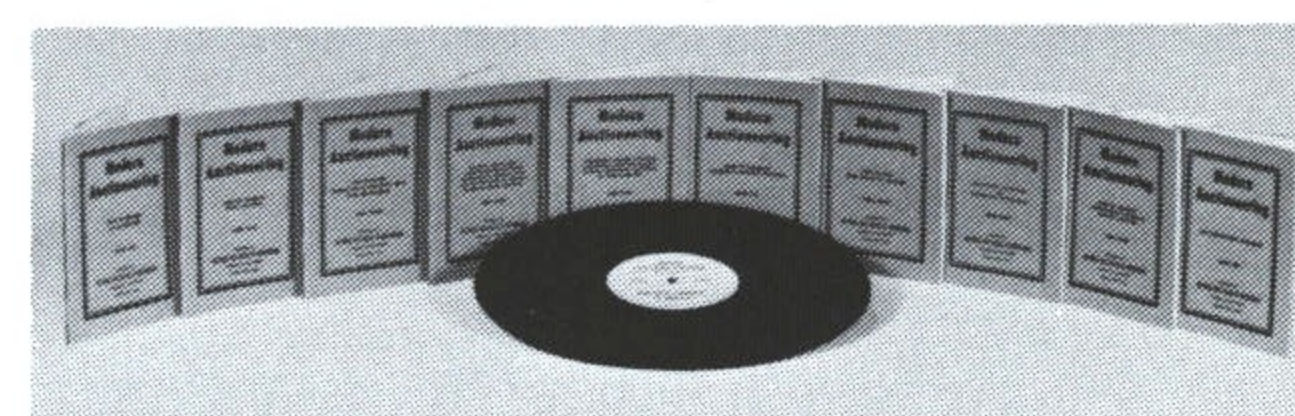
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Tax Clinic is a complimentary service of the COMPREHENSIVE Accounting Corporation, 901 East Galena Boulevard, Aurora, Illinois 60505. Further information about any of the TAX CLINIC articles published in THE AUCTIONEER or information on the services available can be obtained by contacting COMPREHENSIVE Accounting Corporation.

### Questions and Answers

1. QUESTION: How much may I deduct for use of a personal automobile for business purposes?

ANSWER: The deduction for use of a personal automobile for business purposes may be based on one of two available methods, each involving an apportionment of the expenses between business and personal use. Deductible items for automobile expense include the cost of gasoline, oil, repairs, insurance, depreciation, interest to purchase the car, taxes, licenses, garage rents, parking fees, tolls, and other vehicle expenses.

Expenses incurred for the operation of an automobile must be apportioned between business and personal use, based upon the number of miles driven for business purposes as compared to the number of total miles in a year. If an automobile is used exclusively for business purposes, the entire cost of operation and maintenance may be deducted. However, expenses for use of an automobile for commuting between the taxpayer's home and principal or regular place of business are considered personal expenses, and nondeductible.

The Internal Revenue Code provides for two acceptable methods of computing the expenses allowable for the operation of an automobile, which are as follows:

1) Deduction of the actual operating and fixed expenses of the automobile, including a reasonable amount



of depreciation. The yearly depreciation deduction must be further adjusted by the number of months in business use, divided by the entire yearly 12-month period. Actual expenses must be substantiated with adequate documentation, such as receipts, bills of sale, and other written agreements.

2) Deduction of a standard mileage rate of 17¢ per mile for the first 15,000 miles of business use each year, and 10¢ per mile for each succeeding mile, except when the automobile is fully depreciated or considered fully depreciated in a prior year, then it is limited to 10¢ per mile. This method may be used instead of actual operating costs; and parking fees and tolls incurred during business use still are deductible in addition to the standard mileage rate. Adequate record must be maintained to establish the actual business miles the automobile was driven. Approximations and estimates are not considered acceptable. Records should be kept in an account book, diary, or other appropriate ledger, supported by documentary evidence such as receipts, bills, etc. Records of reimbursement for travel also must be kept, and must be subtracted from the amount of the standard mileage deduction.

The IRS allows the tax payer a choice of either method, and allows taking the maximum of the two methods of expense. Records should be carefully kept to facilitate the maximum allowable deduction.

### Redskin Football Sells For \$75

A football signed by the Washington Redskins professional football team, which was donated by a restaurant in Gaithersburg, Maryland, sold for \$75 at a fiesta and auction, held by the St. Rose of Lima Church in Gaithersburg. Tom Cawood, NAA member from Clarksburg, Maryland (and perhaps better known as the "motorcycle auctioneer") conducted the auction, which was forced inside the church pavilion due to a downpour of rain.

The rain did not dampen the enthusiasm of the auction goers, however, and the fund raiser was a success, stated NAA member Cawood, who enjoys conducting auctions for such groups because "everybody has such a good time for such a good cause" he stated.

The auction netted more than \$8,000 for the church and the football was just one of the donated items. An oil painting by a priest of St. Rose of Lima Church was sold for \$130; a donated piece of stained glass was purchased for \$140; and many other items were sold to make up the over \$8,000 gross sale.

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

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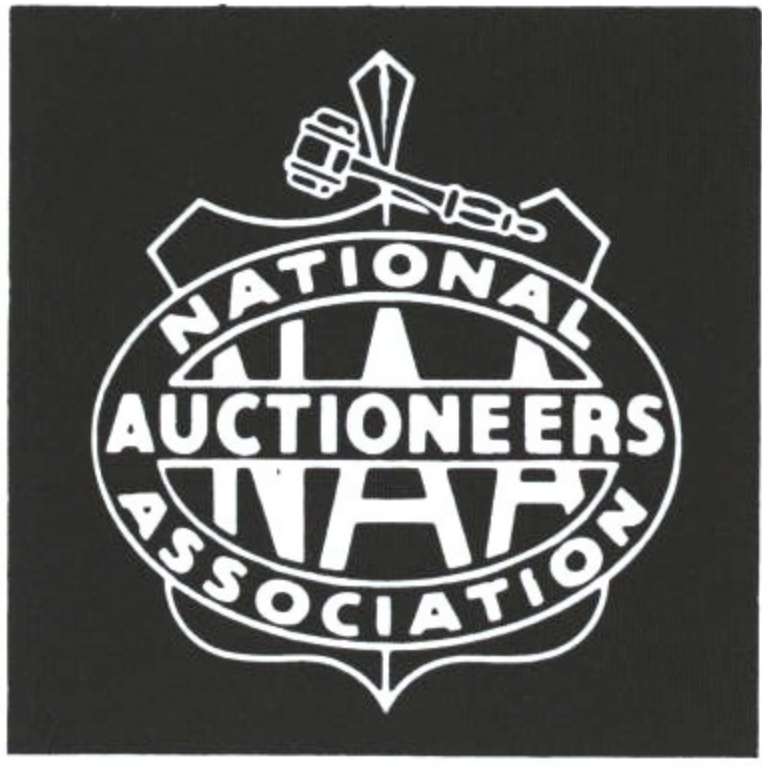
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## From The Editor's Notebook

By Harvey L. McCray, Editor  
and NAA Executive Director

### Chain Letter is Disturbing

Recently, I received a "chain prayer", asking me to continue the chain if I wish to have good luck. The letter listed several instances where people have received good luck in the form of money, but also told where people failed to continue the chain, lost their lives, etc. The concluding reason for continuing the chain was as follows: "Darin Fierschild received the chain, and not believing, threw it away. — — Nine days later he died."

Receiving such a chain letter, or prayer, disturbed me considerably, as first of all, submitting such a letter via the U.S. mails is illegal — this I learned after consulting our postal authorities. However, I was more disturbed due to the "threats" suggested if the chain was broken. I cannot believe the chain prayer was sent to me by a friend, as I don't believe any of my friends would send me such a chain prayer, and with it the suggested "threats" on my life or good fortune.

I mention the chain prayer in THE AUCTIONEER for one main reason: If anyone is using the Membership Directory of the National Auctioneers Association, with which to send out copies of the chain prayer to, as stated in the letter, "to people you think need good luck," then I request they refrain from doing so as the Directory was not printed and submitted for this reason. It was published for the benefit of auctioneers in their profession only — only auctioneers can use the Directory, but not for commercial purposes, etc., or more especially, not for illegal purposes.

I also should mention, while talking about the use of the Directory, that C. P. Terry Dunning called me recently to inform me that he had received a call from a firm in San Antonio, who is selling ball point pens with the NAA emblem on them. I immediately called the firm to ask them to stop and was informed that the firm did not make the call, but the calls were made by an employee who was with the firm for only two days. He did it illegally and not at the request of the company.

If any NAA member receives a call from a commercial firm offering items for sale, which display the copyrighted NAA emblem, it more than likely will be illegal, or not supported by the NAA board of directors. If any program is adopted or approved by the NAA board of directors, the membership will be informed in advance by publication of the program or intent in THE AUCTIONEER magazine.

I will conclude this article with a comment on the interest, which has been shown in the auction profession. The NAA Office has been deluged with mail, phone calls and visits by non-NAA members, wishing to learn how to sell at auction; wanting to know where to go to auction school; or can we offer them materials, photographs, on the auction profession, with which the people can write articles, books, etc., for publication.

Our answer to the questions is that we serve as the administrative offices of the National Auctioneers Association; we do not teach non-auctioneers how to sell at auction; we are not affiliated with any one auction school, but can offer a list of auction schools, which advertise in THE AUCTIONEER magazine (these are the only schools referred to by this office); and that we cannot write thesis papers, or

prepare articles on the "Art of Auctions", which will be used for commercial purposes by staff writers, etc.

We do offer news writers, editorial assistants, etc., any and all information about our association as long as we feel the inquirer is using the material for good, promotional purposes and which will create a good image for the National Auctioneers Association and its membership.

I should also mention here that the Office cannot and will not offer the names of members to anyone looking for a "good auctioneer" in any field. The reason: it is impossible for your office staff to determine which auctioneers are better, or more qualified than any others. Also, the NAA board of directors has adopted a policy whereby the mailing list cannot be offered to anyone other than the NAA membership. Fair and equal referrals just cannot be made by the NAA Office.

If one of your suppliers wishes to obtain a list of auctioneers, suggest that they advertise in THE AUCTIONEER magazine as each NAA member then can promote their services in this manner to everyone.

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I dedicate this booklet to fellow auctioneers, by request of many, after hearing me talk on new furniture auctions and how to secure them.

I was speaker on these subjects at the National Auctioneers Convention in Oklahoma City, also the Illinois State Auctioneers Convention, and this subject at the Kentucky State Auctioneers Convention. Many times I have been on a question and answer forum for other states. I have also spoken at Auction Schools.

Many letters come to my office in regards to getting new furniture auctions, so I feel compelled to pass what knowledge I may have on to the ones that have asked me to do so for them. So as to not show any favors to one and not the others, I wrote this booklet to let those that may be interested in working new furniture auctions with their other lines of auctioneering have what knowledge I may have. At this time let me say these rules and methods will work for you if you carry them to the letter.

This will be the last time offered. So be the first in your district to enlarge your commissions by \$10,000 for the coming year. I will personally grant you will be \$10,000 ahead for the year, if you carry this book out to the letter. Remember it tells all how to secure the sales and how to handle the sale after you secure it.

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

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

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Joe Hicks—Grand Junction  
Joe Hicks, Jr.—Grand Junction  
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## NOTICE TO BOOSTER CONTRIBUTORS

In accordance with the NAA board of director's decision (January, 1977 meeting) the April, 1978 listing will include only those contributors who have contributed \$10 to the Booster page. Many Booster Club contributors paid only the \$5 contribution amount when their dues were paid in either April or July.

Announcements have been made monthly in THE AUCTIONEER magazine about the Booster Club contributions. The announcement also included the revised scheduling of listing Booster Club contributors in the magazine. Beginning with the January, 1978, issue, Booster Club contributors will be listed and published four times annually (January, April, July and October).



K. W. Krebs, Sr.—Colorado Springs  
 Robert Kreps—Eaton  
 Al Kukas—Colorado Springs  
 Edwin Kuntz—Loveland  
 George A. Lamb—Brighton  
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## NOTICE TO BOOSTER CONTRIBUTORS

In accordance with the NAA board of director's decision (January, 1977 meeting) the April, 1978 listing will include only those contributors who have contributed \$10 to the Booster page. Many Booster Club contributors paid only the \$5 contribution amount when their dues were paid in either April or July.

Announcements have been made monthly in THE AUCTIONEER magazine about the Booster Club contributions. The announcement also included the revised scheduling of listing Booster Club contributors in the magazine. Beginning with the January, 1978, issue, Booster Club contributors will be listed and published four times annually (January, April, July and October).



Please send me additional information and an application for the Certified Auctioneers Institute courses, April 2-7, 1978, at Indiana University, Bloomington, Ind.

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## Invocations for Group Meetings

By Harvey L. McCray,  
 NAA Executive Director

Many times, unexpectedly, the chairman of a meeting will call on a member to give an invocation, preceding the meal. Often times the person is caught so unexpectedly that he, or she, feels embarrassed when the invocation is over, due to the fact that they would have wanted to be offered more time to prepare themselves.

During one of my travels, recently, I ate in a restaurant which provided "Prayers of Thanks" which were provided by the local Kiwanis Club. I hope Kiwanis International will not mind our sharing the three "Prayers of Thanks" for the benefit of the NAA members:

#### Prayers of Thanks

**PROTESTANT:** Thank Thee, O God our Father, for this daily food. May the way that we live each day reflect our thankfulness to Thee for all thy blessings. In the name of Christ, Amen.

**ROMAN CATHOLIC:** Bless us, O Lord, and these Thy gifts, which we are about to receive from Thy bounty, through Jesus Christ our Lord. Amen.

**JEWISH:** Blessed be Thou, O Lord our God, King of the Universe, Who bringest forth bread from the earth. Amen.



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8½x11, NCR paper, 3 sheets per set. Space to list many items. Seller signs he has good title. Original for auctioneer, copy to seller at check-in and last copy mailed with payment check. Eliminates Form CC-69.  
250 sets \$16.50    500 at \$32.50    1,000 at \$59.50
- **FINAL SETTLEMENT FORMS . . . Form FS-69**  
8½x11", 50 sheets per pad. Space provided for total gross proceeds of sale less expenses and commissions to be paid by seller. Seller signs that he received net proceeds and guarantees to provide merchandise title to all items sold and deliver title to purchasers.  
\$150. per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.
- **BUYER'S REGISTRATION FORM . . . Form No. BR-69**  
8½x11", 50 sheets per pad. Space for buyer's number, name, address, phone number and other information.  
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.
- **CONSIGNMENT CHECK-IN FORM . . . Form No. CCI-69**  
8½x11", 50 sheets per pad. Original for auctioneer, copy for consignor. Space for seller's name, address, phone, date, lot number, description of items, sale price, sale commission or expense and consignor's net payment. Space to list a number of items.  
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.
- **PENSONAL PROPERTY CONTRACT . . . Form No. PPC-69**  
8½x11", 50 sheets per pad. Space provided for general or detailed listing of items to be sold, sale date, time, location, expenses to be paid by seller, and other terms and conditions of sale. Seller signs that he has good title to all items and the right to sell.  
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.
- **AUCTION BANNERS**  
Heavy, outdoor drillcloth hemmed on all sides. Built to stand up in rugged weather, 13 x 19 inch blue drillcloth panels with 15 inch red letters that spell AUCTION. Banner is 10 feet long and 16 inches high with 50 feet of rope at top and bottom. Folds to 13x19x3 inches for easy storing.  
Complete Banner.....\$14.92 Postpaid.
- **ARROW DIRECTION SIGNS . . . Form No. ADS-811**  
Orange cardboard 8½ 11". Word AUCTION and ARROW in bold black print. Package of 50 signs for \$7.50, 100 \$10.00 postpaid. (Arrows assorted, one-third point left ann one-third right and one-third straight ahead) Form No. ADS-811.
- **GAVEL**  
Northern Rock Maple Hardwood Gavel in a beautiful walnut finish. Weighs 4 oz., 9-inch handle.....\$3.00 postpaid.
- **BUSINESS CARDS**  
1,000 Cards wih black or blue ink .....\$11.50  
1,000 Cards wih red and black ink .....\$14.50  
1,000 Cards wih gold ink .....\$19.50
- **AUCTION PROMOTION SCHEDULE . . . Worm No. APS-72**  
18½x11. 50 sheets per pad. Column to list seller's name, property location, date, estimator cost, date ads ordered, amount paid and amount advanced by seller. Itemized by newspaper, radio-T.V., sigs, sale bills, postage, address-ing, labor for tagging, clean-up, security, etc.  
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.

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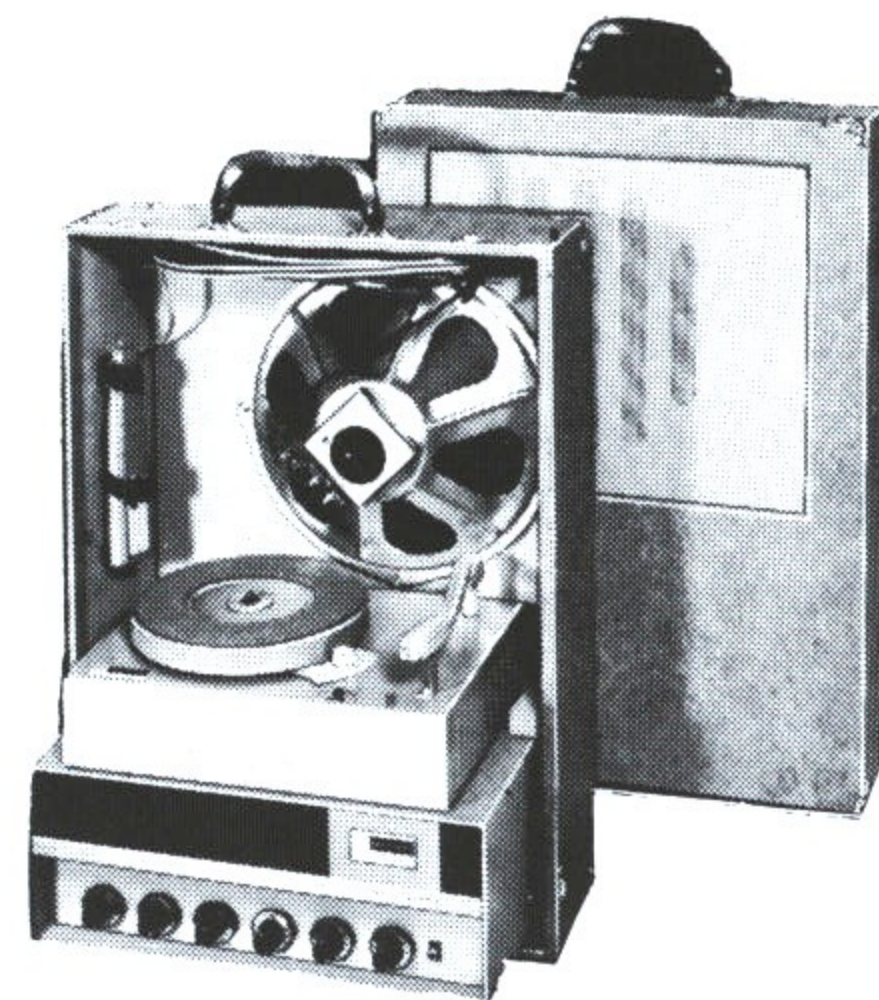
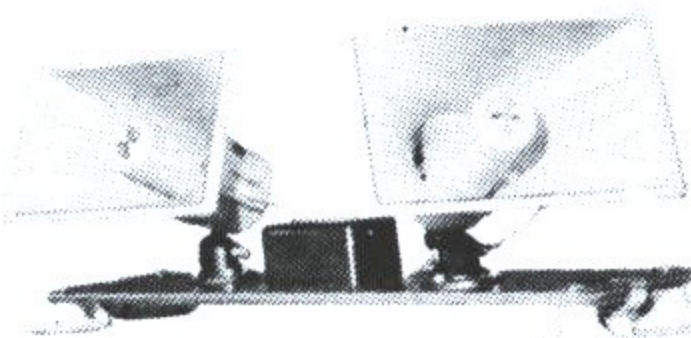
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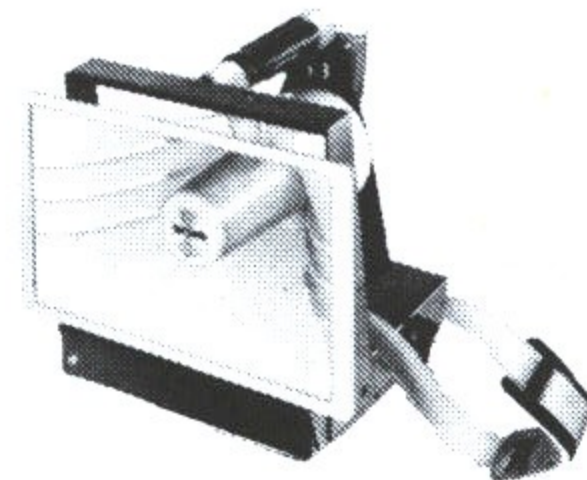
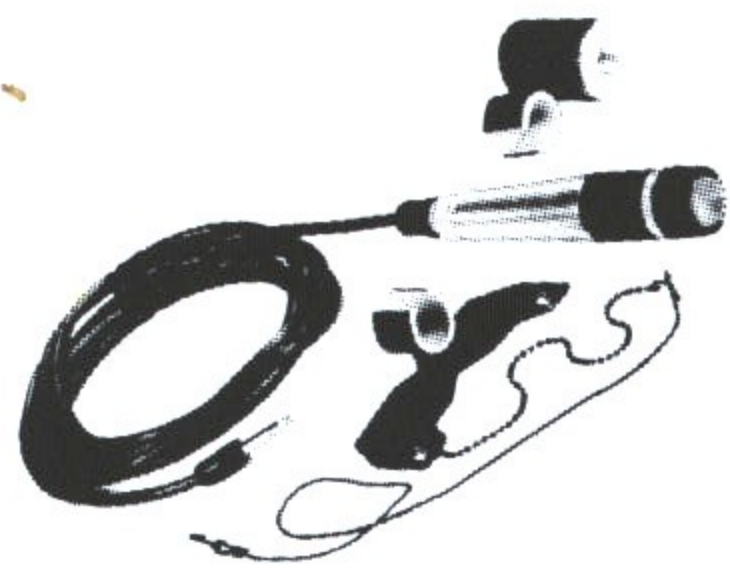
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