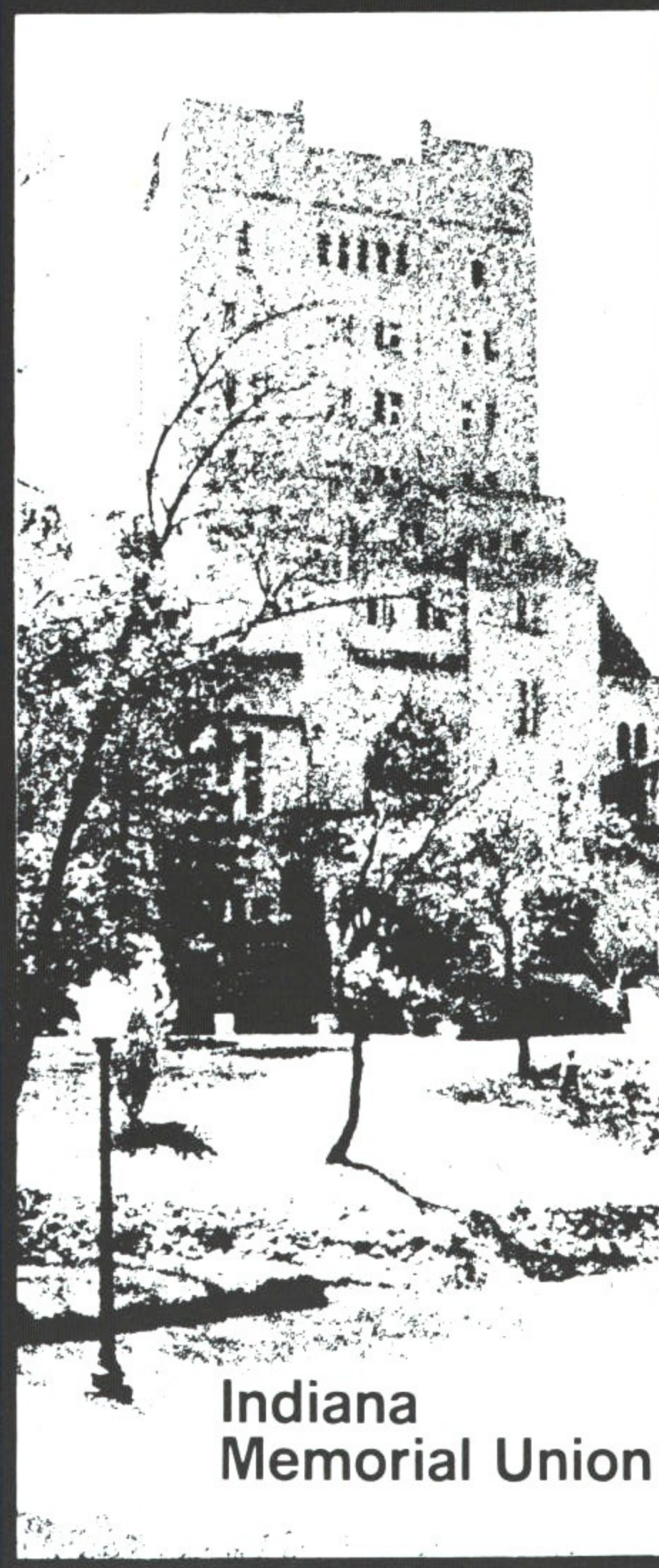


# THE AUCTIONEER

The Magazine of the National Auctioneers Association • January, 1977

# CAI

# '77



## Certified Auctioneers Institute - Courses I & II

April 3 thru 8, 1977

Indiana Memorial Union

Indiana University at Bloomington



### Auctioneer Hat



**Auctioneer's Gavel  
Tie Tack**

### Fellow Auctioneers:

The response to my letter regarding our continuation in the "auctioneer" hat business was overwhelming. We would like to thank all of you who wrote or called in for your kind words and confidence. It goes without saying we will continue to try and meet your needs for both felt and straw hats.

We now have our winter supply of the beautiful Silver Belly Auctioneers hats in the regular three brim widths: 2 1/8"; 2 3/8" and 2 5/8" — in regular and long ovals. You still have time to order your favorite man something nice for Christmas. Call or send your order today.

For those of you who are interested we are now in a position to ship you the auctioneer hats — felt, milan straw and white Panama (2 1/2" brim).

We have London Fog-type jackets in a full range of colors — canary, navy, brown, gold, bay blue and beige — sizes medium, large and X-large.

We also have in stock our fleece lined car coats, which were such a success last year. This comes only in the beige color and is ideal for you fellows selling in the cold country. Both the car coat and jacket come with the 3 1/2" embroidered, washable, four color NAA patch emblem sewn on the left chest. This beautiful emblem can be purchased separately.

It's the season to be thinking about Christmas and nothing could be nicer than any of the items listed above, except maybe the "solid gold" diamond tie tack — ask the auctioneers who wear them about all the nice comments they receive about them. Prices are as follows:

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

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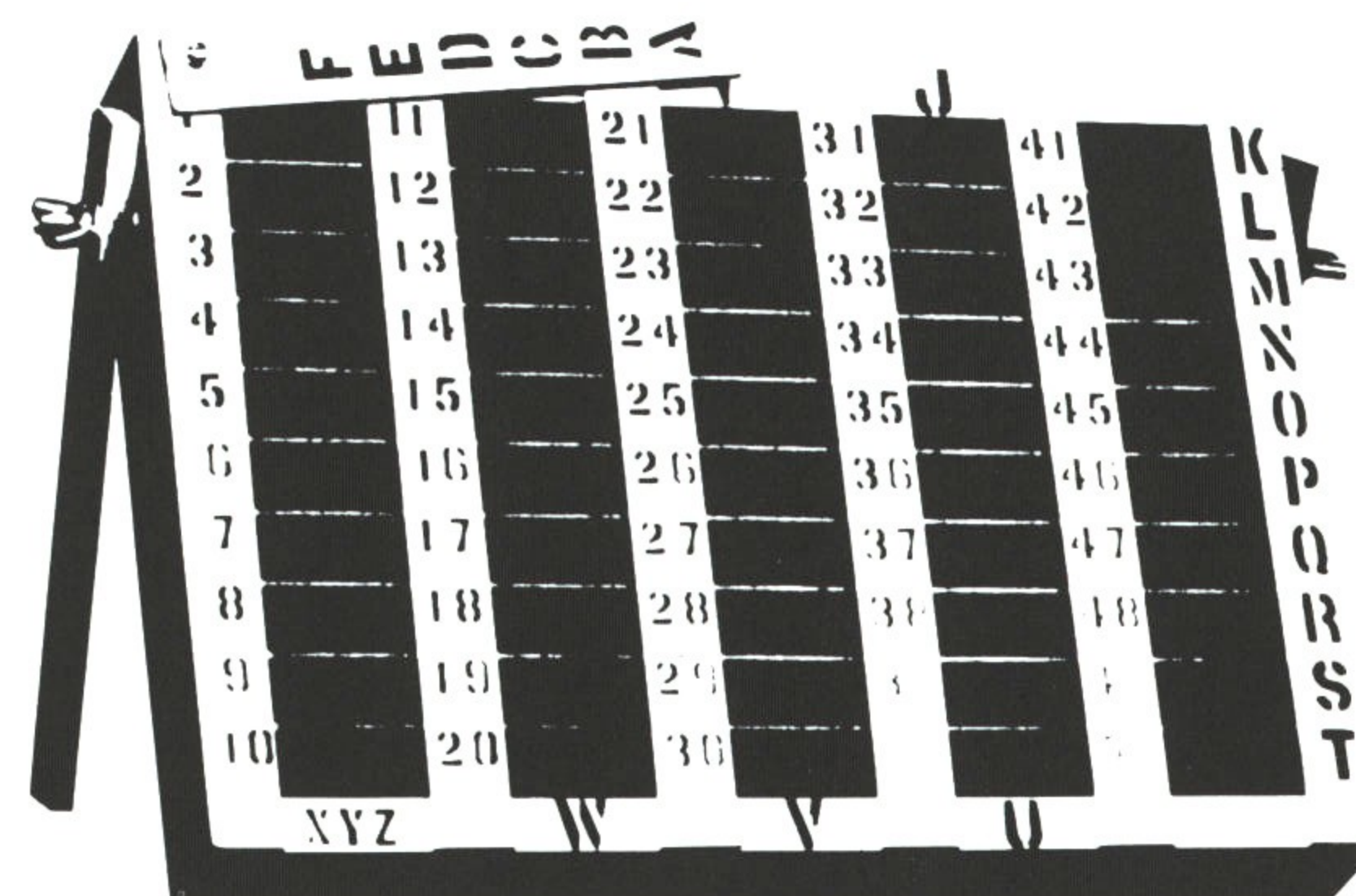
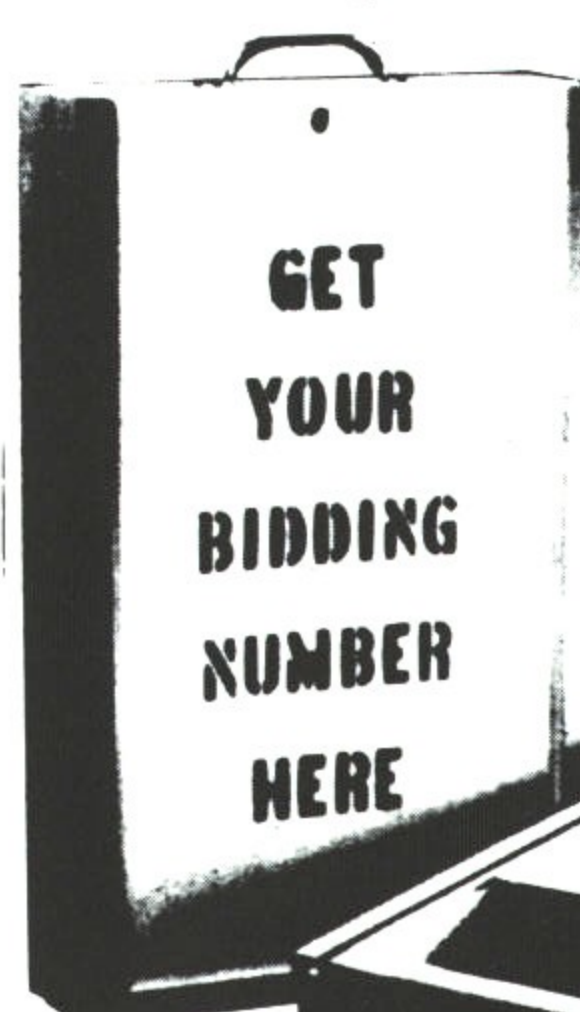
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Purchaser	
Price	

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## President's Message . . .

# A Happy and Prosperous New Year!

To all of you, I wish a Happy and Prosperous New Year!

1976 has to have been the most rewarding year of my life; having been elected president of the NAA and being designated "1976 Farm and Land Broker of America" by the Farm and Land Institute of the National Association of Realtors. All of this honor in one year is almost too much.

But that's not all! I became grandfather of twin grandsons, thanks to Ken and Carol Erickson; my oldest grandson became a teenager; and my granddaughter had her ears pierced for her 11th birthday.

Irene and I attended the Florida State Auctioneers Association Convention in Orlando on December 12-13. The day we boarded the plane to fly to Florida we had quite a large farm sale in the morning - the weather was 14 degrees below zero - and when we stepped off of the plane in Orlando, it was 81 degrees - nearly a 100 degrees difference (when we figure the wind chill factor, which was 33 degrees below at the sale, it was more than 100 degrees difference).

The Board of Directors and Committees of the NAA meet January 4-5, 1977, in Lincoln, Nebraska at the National Headquarters for our mid-winter meeting. Many decisions will be made that will affect the future of the NAA, such as future educational programs; our programs for the 1977

Seattle Convention, and more. I hope you have included several of these events in your plans for the future.

All this is really what makes it all more worthwhile. Very few people ever complain about their associations or their churches if they become involved and participate in the functions. Anyone who would like to see changes in their association should express their thoughts to one or more of the officers or directors of the board, who will consider any and all such recommendations.

The 1977 Convention plans are well on their way and I am pleased to announce that I have named Winona "Mrs. Bob" Losey co-chairperson for our '77 - Just Like Heaven" Convention in Seattle at the Olympic Hotel. Together, she and Bob will provide for us an outstanding convention and I hope many of you will be there on July 28-30 to share the fellowship, fun, education and NAA activities with the Loseys and the rest of the NAA membership.

I believe the future in the NAA and the auctioneers profession will be greatest and I hope to see each and everyone of you at one or more of the NAA sponsored functions in 1977.

Lyle Erickson, President  
Cresco, Iowa

## Lyle Erickson is '76 Farm and Land Broker of America



Lyle Erickson, NAA President, received the 1976 Farm and Land Broker of America award during the Farm and Land Institute's (FLI) annual banquet in Houston, Texas. Lyle is an auctioneer and realtor from Cresco, Iowa.

The institute, an affiliate of the National Association of Realtors, held its convention in Houston in conjunction with

that of the association. The annual banquet, at which 1977 officers were installed, was the concluding event for the FLI.

Lyle was selected for his participation in institute, state chapter, association activities, community and civic affairs and his personal reputation. The committee, all past award winners made the selection and Wayne Phipps, Boulder, Colorado, 1975 award recipient, presented the coveted award to Lyle.

### Served on Many Committees

In 1976, Lyle was awarded the institute's designation of Accredited Farm and Land Broker (AFLM). He served as chairman of the designation committee in 1973 and 1974, and was a committee member last year. He has been a regional vice president of the institute and president of the Iowa chapter. Lyle also has served on many national and state chapter committees, and in 1966 was named Iowa Farm and Land Broker of the year.

A native of Decorah, Iowa, he entered the real estate business in 1955. For many years, he has been regarded as one of Northern Iowa's leading auctioneers. Besides membership in FLI, the National Association of Realtors, and the Iowa Association of Realtors, he also is a member and past president of the Northeast Board of Realtors.

Lyle has been an active member of the Kiwanis Club, Elks, Chamber of Commerce and the Cresco Industrial Development Board.

### Among 5,300 Realtors Specialists

The Farm and Land Institute is composed of 5,300 realtor specialists in all areas of farm and land real estate. Members have the opportunity to follow a prescribed course of study to receive the professional designation of AFLM, held by fewer than 350 realtors in the nation.

The Iowa Association of Realtors, when submitting the information on Lyle's recognition, salutes and congratulates Realtor Lyle Erickson for this most recent and outstanding achievement during his distinguished real estate career. The National Auctioneers Association adds congratulations to Lyle also!



# THE AUCTIONEER

JANUARY, 1977

THE AUCTIONEER Magazine is the official publication of the National Auctioneers Association and is published monthly with the exception of an August issue (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.

Single copies: 60¢ each

Annual subscription rate: \$6.00 (11 issues)

Closing dates for advertising copy and all articles for publication is the 15th of the month preceding the issue, which is published on or near the first day of each month.

Advertising rate schedule and mechanical requirements information available on request. Advertising rates include:

	One (1) Time	Six (6) Times	Eleven (11) Times
One Page	\$110.00	\$100.00	\$95.00
Half Page	55.00	50.00	47.50
Quarter Page	27.50	25.00	23.75
Column Inch	6.00	6.00	6.00

Editorial and Executive Office: National Auctioneers Association, 135 Lakewood Drive, Lincoln, Nebraska 68510. Phone: 402 489-9356. Harvey L. McCray, Executive Director and Secretary of the Corporation; Cheryl Griffith and Helen Witters, Office Secretaries.

## National Auctioneers Association

### Officers

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

1st Vice President — Martin Higgenbotham, 1702 E. Edgewood Drive, Lakeland, Florida 33803. Bus. Phone: 813 688-6094

2nd Vice President — Harvey C. Lambricht, 112 N. Detroit Street, LaGrange, Indiana 46761. Bus. Phone: 219 463-2012

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

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Wayne Ediger, 125 South Ash, Belle Plaine, Minnesota 56011. Bus. Phone: 612 873-2292

William J. Josko, 3482 Post Road, Southport, Connecticut 06490. Bus. Phone: 203 255-1441

Forrest Mendenhall, Route 5, High Point, North Carolina 27263. Bus. Phone: 919 887-1165

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

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## Kansas City Seminar Sessions To Include Full Schedule Of Real Estate-Heavy Equipment-Antiques-Bid Calling Topics!

Auctioneers still have time to register for the 1977 Kansas City Seminar, to be held on February 28-March 1-2, 1977, at the Radisson Muehlebach Hotel, even though the seminar classes are rapidly filling up. Interest is high in the subjects selected by the NAA Education Committee and the instructors selected have the reputations of being able to offer much good information on their subjects.

J. L. Todd of the J. L. Todd Auction Company, Rome, Georgia, will conduct the session on real estate auctions, with special emphasis to be given on farm acreage sales.

Archie Moody will follow J. L. on the Monday session with an evening class on bid calling. Archie also will conduct a Tuesday evening class. Archie, an immediate past director of the NAA, owns and operates the Moody-Godley Auction Company in Darlington, South Carolina.

Grover Howell, a past NAA president from Houston, Texas, who owns the Grover Howell Company, will conduct the seminar on Tuesday, March 1, on heavy equipment and farm machinery at auction, in addition to SBA (Small Business Administration) and government-owned property sales.

Jim Wilson, another immediate past NAA director, is all set on Wednesday, March 2, to offer good informative facts about selling antiques, with emphasis on primitives and consignment sales. Jim is owner of the Wilson Realty and Auction Company, Hot Springs, Arkansas.

Attending the Kansas City Seminar on February 28-March 1-2, 1977, will offer an auctioneer — from the newest to the most experienced — good information from experienced auctioneers who bring with them much success and expertise

in their chosen fields of the auction method of selling. Don't miss the opportunity this year to be included in the Kansas City Seminar — February 28-March 1-2, 1977 — Radisson Muehlebach Hotel, Kansas City, Missouri.

The three-day seminar registration cost is \$150 per person. Spouses, when attending the seminar with either their husband or wife, can attend the entire seminar at half price — \$75. Registration costs for those wishing to attend a portion or portions of the courses can register for \$60 per session (\$30 for spouse).

Hotel reservations will be arranged thru the National Auctioneers Association headquarters, but registrants will pay their hotel charges on checkout when the seminar is completed.

It is important, however, that Seminar Registrations and Hotel Reservations are made immediately so that the NAA Seminars Committee and Radisson Muehlebach Hotel can provide for you accordingly.

Registration will begin at 8:00 a.m. on each day of the Seminar and conclude on Monday and Tuesday after the evening Bid Calling classes (choose either the Monday or Tuesday Bid Calling Class) at approximately 10:00 p.m.; and on Wednesday near 5:00 p.m.

Use the Seminar Registration Form — Hotel Reservation Form below to attend the Kansas City Seminar. Registrations will be accepted only if the Seminar Registration fee check is included with the registration form (do not send hotel reservation money to the NAA Office, however).

---

### Registration Form Kansas City Seminar — February 28-March 1-2, 1977

Send all Seminar Registration fees and completed form immediately to:  
Harvey L. McCray, NAA Executive Director, 135 Lakewood Dr., Lincoln, NE 68510.

**Three-day Registration Fee:** \$150 per person (\$75 for spouse)

**One-day Registration Fee:** \$60 per person (\$30 for spouse) (Note: Bid Calling Course To Be Selected Either On Monday or Tuesday only — No No Bid Calling Course on Wednesday.)

REGISTRATIONS ACCEPTED ONLY IF REGISTRATION FEES INCLUDED WITH REGISTRATION FORM (DO NOT SEND HOTEL ACCOMMODATIONS' CHARGES — PAY HOTEL CHARGES WHEN CHECKING OUT OF HOTEL — SEE NEXT PAGE).

Enclosed is my check in the amount of \$\_\_\_\_\_ for registration to the Kansas City Seminar, February 28-March 1-2 at the Radisson Muehlebach Hotel (please insert checkmark where applicable):

\_\_\_\_\_Monday, February 28 — Real estate with emphasis on farm acreage auctions.

\_\_\_\_\_I prefer the Monday evening Bid Calling Seminar.

\_\_\_\_\_Tuesday, March 1 — Heavy equipment and farm machinery at auction.

\_\_\_\_\_I prefer the Tuesday evening Bid Calling Seminar.

\_\_\_\_\_Wednesday, March 2 — Antiques with emphasis on primitives and consignment auctions.

(Note: Hotel Reservation Form on reverse side of this page.)



## Nebraska Auctioneer Interviewed For New TV Trail Show Program

A new television series on Nebraska, its people and towns has begun on KOLN/KGIN-TV in Lincoln and Grand Island. The series is entitled "The Nebraska Trail" and is presented daily by the Nebraska Public Power District. It airs every morning between 7 a.m. and 8 a.m. on the Channel 10/11 "Morning Show."

NAA member Stacy B. McCoy past president of the Nebraska Auctioneers Association from Arapahoe, was interviewed by Don Jacks, program host, and his segment will be aired on February 23, 1977.

Questions asked of Stacy were in regard to his career, how a young auctioneer might get started and important knowledge a young auctioneer should have. Stacy reports that he, "had to get a plug in for the Nebraska and National Auctioneers Associations, and auctioneers in both organizations and their qualifications."

The 3-3½ minute vignettes depict Nebraska yesterday and today. Historical annals are being carefully surveyed to assure the accuracy of dates and names in describing the founding of many Nebraska towns. County historical museums are being utilized for several of the shows since they contain much of the elements pertinent to the cultural heritage of Nebraska.

Current events such as ethnic festivals, school functions, community improvement projects, architectural and artistic structures, and craftsmen are also used as Nebraska Trail subject material.

The Nebraska Trail is produced by Smeloff, Inc., a Nebraska based television production company with offices in Lincoln and Omaha. Host for the series is Don Jacks, an award-winning broadcast personality in Nebraska. Jacks is



AUCTIONEER STACY McCOY promotes the auction method of selling during an interview with TV personality Don Jacks. The interview will be aired in February as a feature in a new TV series, "The Nebraska Trail".

best known for his televised coverage of the Nebraska State Fair and his weekly radio productions for the University of Nebraska-Lincoln. His lively interview technique is the key to the colorful and enlightening conversations which are a trademark of The Nebraska Trail.

The Nebraska Public Power District is presenting The Nebraska Trail for a better understanding of Nebraska and its people. The series will continue through August of 1977.

## Hotel Reservation Form for the Kansas City Seminar

Reserve the following accommodations for me at the Radisson Muehlebach Hotel, Baltimore at 12th Street, at the following room rates:

\_\_\_\_\_Single room @ \$26 per person per night: Day, Time and Date of Arrival\_\_\_\_\_

\_\_\_\_\_; Day, Time and Date of Departure\_\_\_\_\_.

\_\_\_\_\_Double or \_\_\_\_\_Twin room @ \$33 per night to share with\_\_\_\_\_;

Day, Time and Date of Arrival\_\_\_\_\_; Day, Time and Date of

Departure\_\_\_\_\_.

Above rates do not include 7½% local taxes.

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Firm\_\_\_\_\_

Street\_\_\_\_\_

City\_\_\_\_\_State\_\_\_\_\_Zip\_\_\_\_\_

**Hotel Reservations will be made for you by Harvey L. McCRAY. Reservation information MUST BE SUBMITTED IMMEDIATELY if accommodations are to be available. DO NOT SEND HOTEL ACCOMMODATION CHARGES TO THE OFFICE — PAY HOTEL CHARGES WHEN CHECKING OUT OF HOTEL!**



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**Course I and II Available this year . . .**

## Now Accepting 1977 CAI Applications

The 1977 CAI — Certified Auctioneers Institute — program is in its final planning stage and registrations for the 1977 Course I & II are now being accepted. The 1977 CAI will be held on April 3 thru 8 at the Indiana Memorial Union, Indiana University at Bloomington.

The purpose of the Certified Auctioneers Institute is to educate and train practicing auctioneers in ways to improve their performances in the auction business. A wide variety of auction activities will be incorporated into the CAI program; however, the main thrust of the institute will be to familiarize the student with the basic business functions that will help him increase his profits.

### CAI Student Can Evaluate Progress

The CAI courses have been designed so that the student will be able to evaluate his progress as he applies what he has learned. It is for this reason that the institute is offered only once a year. By applying the newly gained knowledge, the student will be likely to gain more from his educational activity.

During the course of the three-year program, the CAI student will study business, financial, and legal aspects of auctioneering as well as many advanced auction techniques.

The professional designation of "CAI" (Certified Auctioneers Institute) will be awarded upon successful completion of the full institute program of first, second, and third year classes. In order to receive the CAI designation after successful completion of the three years of Institute courses (90 hours), the candidate must be a member of the National Auctioneers Association (NAA).

### CAI Admission Requirements Set

Due to the nature of the Certified Auctioneers Institute, it is essential that participants have enough actual auction experience to maximize their benefits in attending the course. Admission to the institute, therefore is based on the following priorities as of July 1, 1976:

1. auctioneers with two years or more of **fulltime** auction experience and
2. those auctioneers with less than two years but more than one year of fulltime experience and meeting the additional requirements as stated by the Institute Board of Directors.

The Admissions Committee has final determination regarding eligibility and admission of applicants. **Enrollment is limited to the first 110 qualified applicants. Applications and full tuition for first-year enrollees must be received by March 1, 1977.**

The instructional staff for the first-year class is composed of some of the nation's leading educators and practitioners in the auction field. Emphasis in the first year is on the importance of understanding and applying the basic funda-



CAI COMMITTEE MEMBERS were shown during the 1976 Course I Session in Bloomington, reviewing the course manual and materials. Pictured above, left to right, are (seated) Ron Tull, John O'Connor and Terry Dunning (then NAA President). Standing, Harvey Lambright, CAI Committee Chairman, Hugh Miller, Marty Higgenbotham (then NAA 2nd Vice President), Steve Martin and Harvey McCray. Martin is CAI Executive Director and McCray is NAA Executive Director —the only two who did not attend CAI as students.

mentals of auction and business activities. The subjects, and hours devoted to each subject are:

Subjects	Hours
Introduction to CAI	1/2
Auctioneering and the Law	1/2
Contract Laws as They Relate to the Auctioneer	2 1/2
Agency: Relations Between the Principal and Agent	1
Personal and Career Management	2
Communications and You	2
Introduction of Accounting Techniques for the Auctioneer	3
Income Taxes as They Relate to the Auctioneer	1
Marketing Principles for the Auctioneer	3
Appraisal of Personal Property	2
Introduction to Finance for the Auctioneer	2
Real Property Appraisal	3
Selling Household and Estate Auctions	2
Selling Residential Real Property at Auction	3
Personal Business Development	2
<b>TOTAL HOURS PER COURSE</b>	<b>30 1/2</b>

(Continued on Page 10)

### About the Cover . . .

THE CAI LOGO shares the spotlight on this month's cover of THE AUCTIONEER magazine with the year '77; an illustration of the Indiana Memorial Union, Course I & II headquarters for the 1977 CAI; and the "welcoming faces of the three CAI officers", who were elected by their classmates during the 1976 CAI Course I. The officers, from left to right, are: J. Wayne Taylor, Secretary-Treasurer; Bob Ellenberger, President; and Ed Vierheller, Vice President.



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This class is limited to those who have successfully completed the first-year class of the Certified Auctioneers Institute. The emphasis in Course II is on the application of techniques and methods learned in the first-year class as well as specialized classes in advertising, public relations, and auction skills.

<b>Subjects</b>	<b>Hours</b>
Introduction to CAI	1/2
Legal Aspects for the Auctioneer (Advanced)	3
Personal Property Appraisal (Advanced)	3
Special Auction Topic	2
Finance (Advanced)	3
Marketing Techniques for the Auctioneer (Advanced)	3
Advertising Study Project	2
Advertising Study Project Analysis	2
Public Relations	3
Auction Techniques and Practices	3
Real Property Appraisal	3
Special Auction Topic	3
<b>TOTAL HOURS PER COURSE</b>	<b>30 1/2</b>

**First Class of Course III  
To Be Conducted in 1978**

This class is limited to those who have successfully completed, in order, the first and second year of the Certified Auctioneers Institute. The final year class gives the student the opportunity to become involved in intensive pursuit of auction techniques and the application of sound business practices. The third class will bring together the knowledge gained from the first two classes.

**'77 CAI Registration Fees  
Must Be In By March 1, 1977**

To be considered, all first-year applicants must be registered and have their full tuition paid by March 1, 1977. Complete the attached application form and return it, along with payment in full of CAI tuition, to:

Certified Auctioneers Institute  
Suite 555, Indiana Memorial Union  
Bloomington, Indiana 47401

Checks and money orders should be made payable to the Certified Auctioneers Institute, Inc.

Second-year applicants must have their application on file and their tuition paid by March 1, 1977.

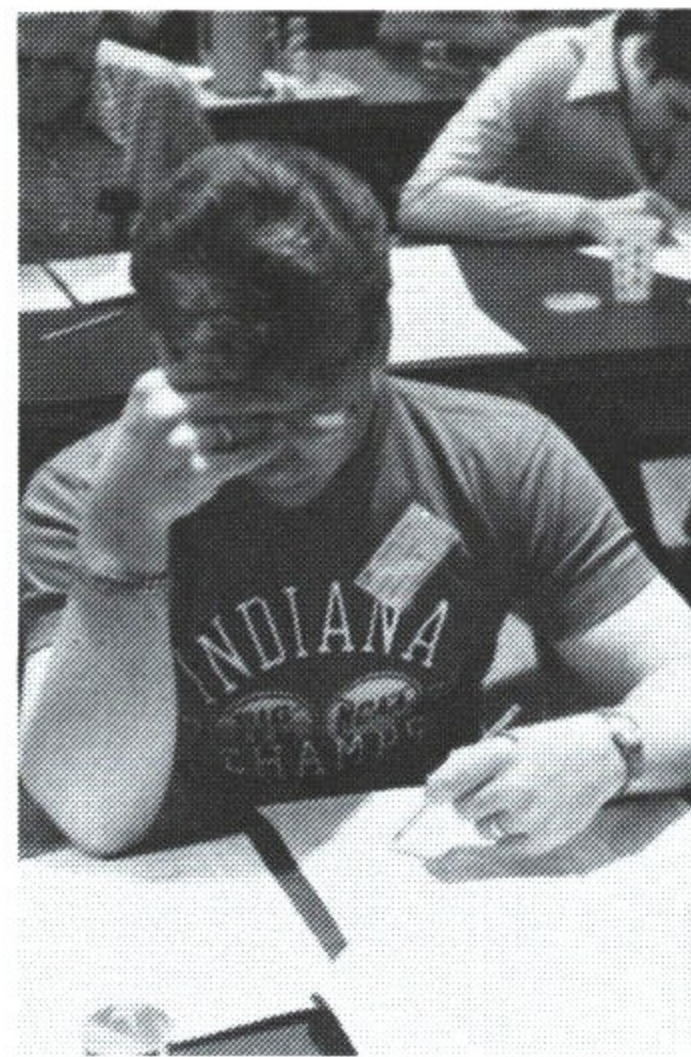
**\$195 Pays Tuition for CAI I or II**

The Institute tuition is \$195 for members of the NAA and \$225 for non-NAA-members. The \$225 tuition fee for non-members will award the CAI student membership in the NAA. As a member, he will be eligible for the professional designation upon completion of the three-year Institute program. The tuition includes lodging in the Indiana Memorial Union for five nights, 30 hours of classroom instruction, a three-hour examination, study materials, all coffee breaks, two dinners, and a variety of services. Following the successful completion of the three-year CAI requirements, a certificate and pin will be awarded.

**Attention: Quality Furniture Auctioneers**

If you book any Romweber Solid Oak Furniture (Viking Oak Pattern) for auctioning, please advise this office by a collect phone call:

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CAI COURSE I ended on a solemn note in 1976 when the students ended the week of classes with a three-hour examination. The benefit of the week-long course was indicated in that nearly everyone completed Course I satisfactorily.

**Accommodations in Memorial Union**

All students will be housed in the Indiana Memorial Union, a fully equipped hotel and continuing education center on the Indiana University campus in Bloomington, Indiana. The tuition covers double occupancy of a twin bedded room. A limited number of single rooms are available at an extra charge of \$50, which should be included with the Institute tuition.

Indicate on the application form the participant with whom you have made arrangements to share a twin room. If you do not express a roommate preference, the Institute staff will make the room assignments.

**Please do not make requests for rooms directly to the Indiana Memorial Union. All assignments will be made by the Institute staff.**

**1977 CAI Schedule**

**Sunday, April 3**

4:00 to 6:00 p.m. — Registration in Indiana Memorial Union  
6:00 to 7:00 p.m. — "Class Get Togethers"  
7:00 to 9:00 p.m. — Banquet and Introduction to CAI

**Monday, April 4, through Thursday April 7**

8:30 a.m. to 5:00 p.m. daily  
and  
7:00 p.m. to 9:00 p.m. (three evenings) — Classes and educational activities.

**Friday, April 8**

8:30 a.m. to 12:00 noon — Examination

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## Sells at Police Auctions . . .

# Due to Popularity of Confiscated Items Gross Sales at Police Auctions Increase

By Gene Simpkins  
Cincinnati, Ohio

I have been serving as auctioneer at the Cincinnati (Ohio) Police auctions since 1971 and the overall sales have climbed from an average of \$2,500 to over \$8,000 a sale. I don't know why the change, but I've tried to analyze it and the following explanation is the only answer I can come up with.

At an average home sale, I am lucky to get 50¢ to \$5 for a broken down television set, yet at the police auction I am getting \$20 to \$40 for television sets, which, sometimes are in worse condition.

My biggest items are bicycles that average 125 bikes a sale and sell for \$1 to \$100, with the average price being \$25. Ten-speed bikes bring \$50 to \$100 or better. Tools always bring good money as does hi-fi equipment.

Yet, there are plenty of bargains such as, at my last sale, a \$20 gold piece, which sold for \$160, yet should have brought over \$200. Jewelry (the real stuff) is also a bargain because we tell the public it is diamonds or gold or whatever, but if we go any further than that, we put ourselves out on a limb as far as value is concerned.

I think the real reason for the high income from police



Gene Simpkins

auctions may be that they are popular with people, who have secret desires to own something that has been in the custody of the courts and the belief that it could have been part of some unknown criminal activity — the items leave much for the imagination.

Cigar boxes of pocket knives average between \$50 to \$80 a box with the buyer standing a pretty good chance of getting a few goodies out of each box. All items that are auctioned have been confiscated or found and turned over to the police or released by the courts after judication of a case.

Sometimes a person in the crowd will identify an item as theirs. When this happens the item is withdrawn from the sale until it is identified by the person and the item is released to them. If it is not claimed at that time it is put back on the block and sold.

The auctions are held every six months on Saturday, beginning at 12:00 noon and lasting until 4:30 or 5:00 p.m., with everything being sold with nothing left behind. No checks are accepted and everything is sold "cash on the barrelhead" with no credit offered.

There are no guns sold at our auctions and no large bayonets or swords, which may be used as a weapon later on. Some police auctions do sell guns, but we don't and as a police officer myself, I believe it is a good idea not to sell them. We do have the problem of knowing what to do about collectors' guns and this is one subject that we are kicking around now.

I might add that several of our auctions have started



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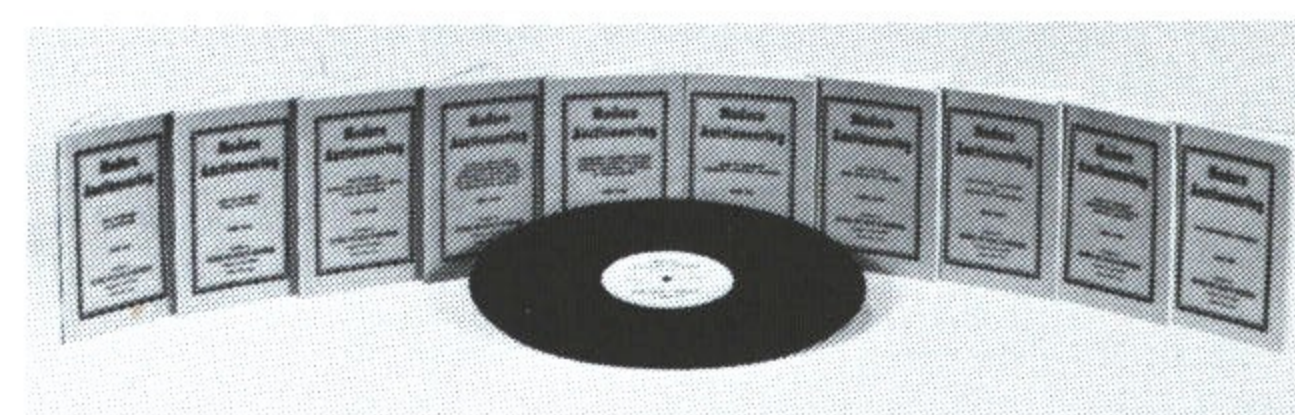
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on the same day as some of our Cincinnati Reds World Series games, with the auction starting at 12 noon and the series starting at 1:00 p.m., just a few blocks away, but the games have never interfered with our auctions. I guess baseball people are baseball people, and auction people are auction people. I keep up with the score and pass this on to the crowd.

The crowd, by the way, averages anywhere from 700 to over 1,500 people and is held outside of our city hall with the items being fed to me from an old firehouse in the rear of my stand. Everything is sold "as is".

Items are paid for as the buyer is handed the item at the time he or she buys it. I am paid a token amount for my services and not my normal fee, but the auction is publicized on three television stations in Cincinnati at prime time — 6:00 and 11:00 p.m. news spots — as a public interest story.

What profession do I like the most, you ask? Well, the way I look at it I think both are needed badly in this day and age and with 17 years on the police department, it won't be long before I can go from law enforcement to full time auction sales.

I again hope that I have added some knowledge to some of my fellow auctioneers and I am hoping to get to Seattle next summer for the 1977 NAA Convention.

*EDITOR'S NOTE: Officer Gene Simpkins is a participating member of the NAA, having written articles previously for THE AUCTIONEER magazine and having attended NAA conventions — the last being the 1976 St. Louis Convention in July. In an interdepartment correspondence sheet to Cincinnati's Colonel Myron J. Leistler, Police Chief, from Sergeant Howard T. Mills, Police Property Room, a description of the auction and the auctioneer, Gene Simpkins, was described, as follows:*

"The semi-annual Police Auction started as scheduled at 12:00 noon on April 10, 1976 and lasted over six hours. The total amount collected was \$12,126.75 minus a \$25 fee for the auctioneer.

"Officer Gene Simpkins was the auctioneer and did an unbelievable job. Favorable comments continued to flow to this writer on the way Officer Simpkins handled the crowd and for those who attended the auction it was a treat to listen; a professional auctioneer he is.

"The auction ran smoothly and orderly, with one exception. One person was directed to this supervisor and his gripe was that the radio he bought for \$12.00 was a police band rather than an AM-FM job as described. He had his money refunded by this writer and was marked off list, the radio was later resold.

"The jewelry was held until 1400 hours so four different individuals had a chance to look it over in hopes it might have been some of their stolen or lost articles. None could be identified. Jewelry brought prices ranging from \$13.00 to \$90.00. The hottest selling items were bicycles (10-speeds went for \$25.00 on up to over \$100.00) and the TVs which were bought even if the backs were missing and the auctioneer identified them as junk. Every item placed for auction was sold.

"The parking lot across the street from the firehouse was rented and after auction all debris was picked up by our personnel."

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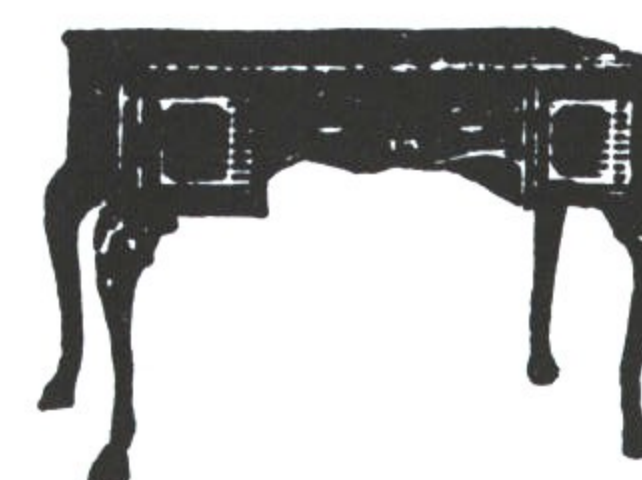
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## **NAA Ladies Auxiliary Approves By-Laws Change**

The Ladies Auxiliary of the National Auctioneers Association has already voted on a change in its By-Laws and Constitution and the following revision in ARTICLE I is being submitted in accordance with the procedures which stipulate that the revision be submitted at least thirty (30) days prior to the next meeting, to be held in Seattle in July:

**AMENDMENT**

**The following shall be deleted from Article 3, Section 3 and shall no longer be binding upon this Auxiliary:** Upon payment of \$25.00 to the Secretary-Treasurer of the Auxiliary, any Wife, Mother, or Daughter of a member of the National Auctioneers Association may be granted a life membership certificate. All such memberships shall be exempt from the payment of any further dues in this Auxiliary.

## **Iowa Auctioneers Auxiliary Meets in Little Amana Colony**

On October 30-31 the Iowa Auctioneers Association Auxiliary held its Fall State Meeting at the Holiday Inn at Little Amana. On Saturday afternoon the women toured the Amana Colonies and their stores. On Saturday night we attended the Auctioneers Contest and Fun Auction. On Sunday we enjoyed a nice noon meal with the men and after the program had our Auxiliary Meeting.

Irene Dudley gave a demonstration on making dolls and decorations from corn husks. Arlene Buckles reported on the National Convention at St. Louis.

New Officers elected for the coming year are: President — Marilyn Malmagner; Vice President — Elaine Tubaugh; 2nd Vice President — Carol Erickson; Secretary-Treasurer — Hazel Johnson; Publicity — Arlene Buckles; Historian — Fran Donnelly; Directors for three years — Dee Smith; two years — Irene Erickson; one year — Lucille Van Syoc. Mrs. Wendell Ritchie installed the new officers.

**Mrs. Howard (Arlene) Buckles, Chairman  
Iowa Auctioneers Auxiliary Publicity**

## **AUCTIONEER Magazine Format Noted in Marketing Newspaper**

The November, 1976, edition of THE JERSEY DEVIL, a newspaper about marketeers, for marketeers and by marketeers, which list news of markets, auctions and shows in the New Jersey, Eastern Pennsylvania and nearby New Egypt, New Jersey, area, published an editorial about the new THE AUCTIONEER magazine format. The article explained the new format as follows:

"The September 1976 issue of THE AUCTIONEER, the magazine of the National Auctioneers Association, shows a brand-new shape, size and look.

"Formerly 6" x 9", the new look is contained in regular magazine dimensions, 8½" x 11". Layouts, ads, photos and editorial content have all been improved, resulting in livelier reading and a more professional appearance. The editor and staff of THE AUCTIONEER are to be congratulated on their new magazine.

"Annual subscription rate for THE AUCTIONEER is \$6.00 per year. It is issued monthly with the exception of August, that is, eleven issues a year. It is the primary publication in its field and one of the most efficient ways for advertisers to reach the lucrative and growing auction field. For subscriptions and information, write THE AUCTIONEER, 135 Lakewood Drive, Lincoln, Nebraska 68510."

One of the contributing editors of THE JERSEY DEVIL is New Jersey State Society of Auctioneers president, Don Castner, who Harvey McCray feels should be recognized for the nice gesture on behalf of the NAA.

Dear Ladies:

It's a beautiful day in Pennsylvania today . . . but it is very frigid. We have had a very cool fall and a very cold winter with more than usual snow. In fact, it is a good day to look out at the snow and think about July and the Convention. Right now, it seems a long time off but I know it won't be long until we will be packing in anticipation for our trip to Seattle (which is quite a distance from here) and the 1977 Convention.

I really hope that a lot of the new Auctioneers will take the time to come and bring their wives and children to the Convention. We have gained so much through the years of attending these meetings, both in knowledge for use in our own Auction business and in the friendships that we have made from all over the country.

I hope that you all had a really nice holiday season. But January is time for a fresh start for the Auction season and hopefully a busy Spring and Summer.

We are looking forward to the Northwest as it is a new area for us and it will be exciting to see areas in and around Seattle. I know Convention Chairman, Bob Losey and his wonderful family and all the rest of the Washington Auctioneers will have a great Convention this year. I will look forward to seeing all of you ladies at the Ladies Luncheon too. See you in July.

**Joan Rittenhouse  
Uniontown, Pennsylvania**

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## NAA Members Respond Well to Call for Editorial Help

It is a pleasure to work with an organization, which has so many enthusiastic members. The response to my plea for help in having good, informational and educational articles submitted for publication in THE AUCTIONEER magazine has been gratifying.

Material was supplied to me for the October, November and December issues and already material has been submitted for use in future issues. But, there is a tendency in our organization for our members to send too much promotional material and not enough educational and instructional information. And, too often we receive newspaper photographs and photographs, which are printed on a sale bill or brochure. These cannot be used very successfully and I hope I can offer some suggestions now, which will be helpful to the auctioneer when he has something to "shout about" in our magazine. Information and materials needed include:

1. **Results of an auction**, which will offer the NAA members some educational benefit — price trends, advertising results, auction opportunities, etc. If you see something developing in the auction profession, share it with your fellow auctioneer!

2. **Photographs** of sale displays, materials, antiques, specialty items, etc. — black and white glossy photographs will reproduce best and the size preferred is five by seven inches or eight by ten inches (oversized photographs are hard for the printer to reproduce). Remember, action creates interest and "one picture is worth a thousand words . . .!"

3. **Success stories** in general — your techniques may be "old hat" to you, but to someone else they may be worth "a king's crown"! Think of yourself as an instructor, or teacher. Your knowledge is valuable to the profession. (Seminars instructors have been selected due to the officers having some knowledge of the auctioneer's knowledge and techniques).

4. **Legislation, or laws**, which affect the auction profession in general. Many auctioneers travel far and in many states to provide professional auction services and if there are laws, which affect the auctioneer in general, let everyone know about it through THE AUCTIONEER magazine. Remember, don't editorialize, but send the facts as they are so that everyone can form their own opinions on the laws as they have been passed through legislation.

Of course, there are many different types of articles, which will be of interest to auctioneers in general. The Editor will use this material whenever space allows. But the main thing to remember, when you "believe" you have something to send to the NAA Office, for use in THE AUCTIONEER magazine, ask yourself the question: "Will it be of interest to the NAA membership and will it be of value to the auction profession and the auctioneer in general?"

Once again, thank you, NAA members, for your help and support in making THE AUCTIONEER magazine "your magazine."

Harvey L. McCray, Editor  
THE AUCTIONEER Magazine

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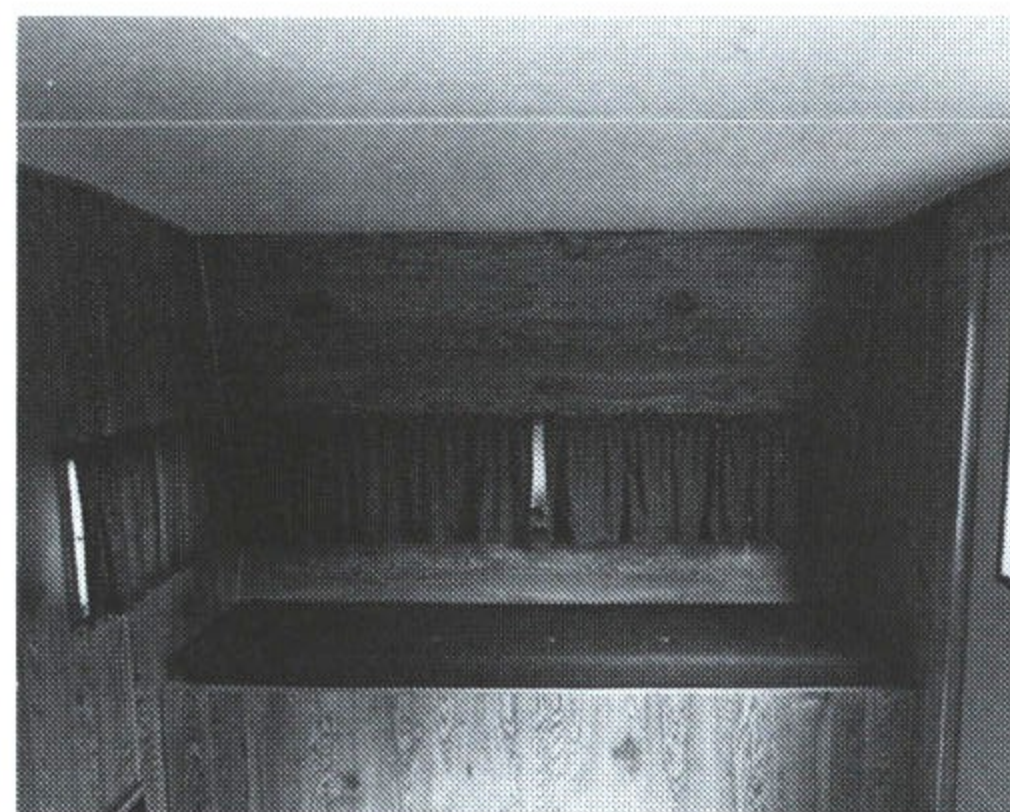
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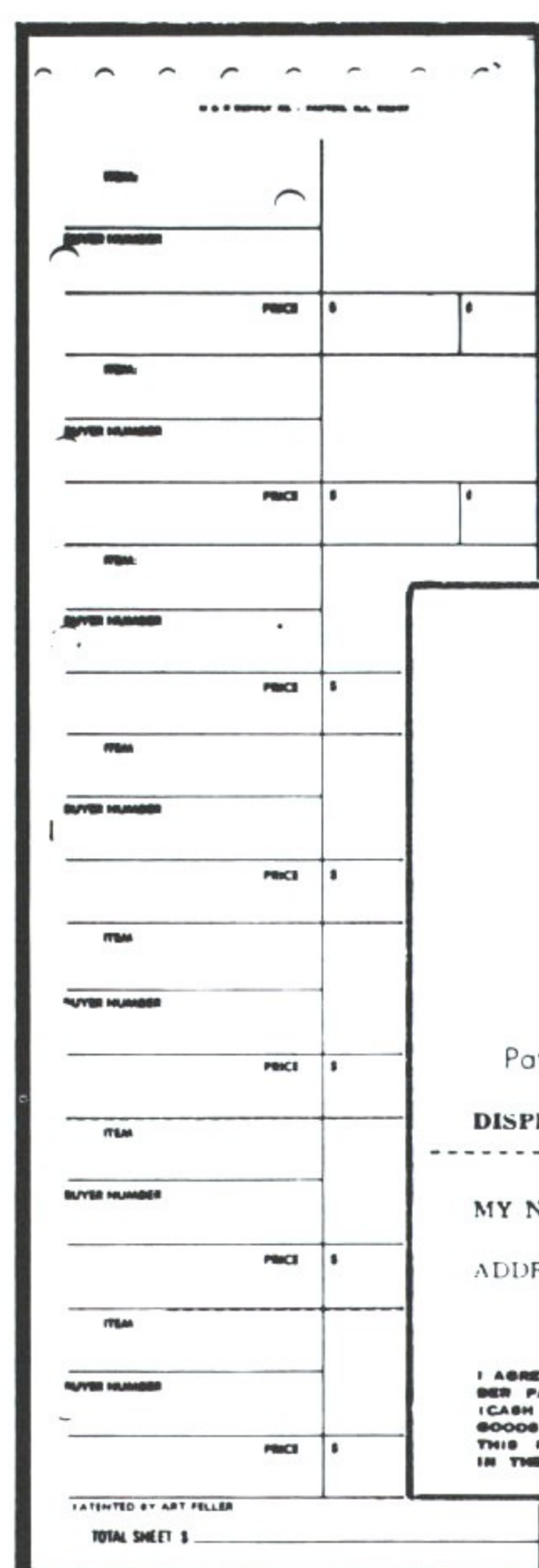
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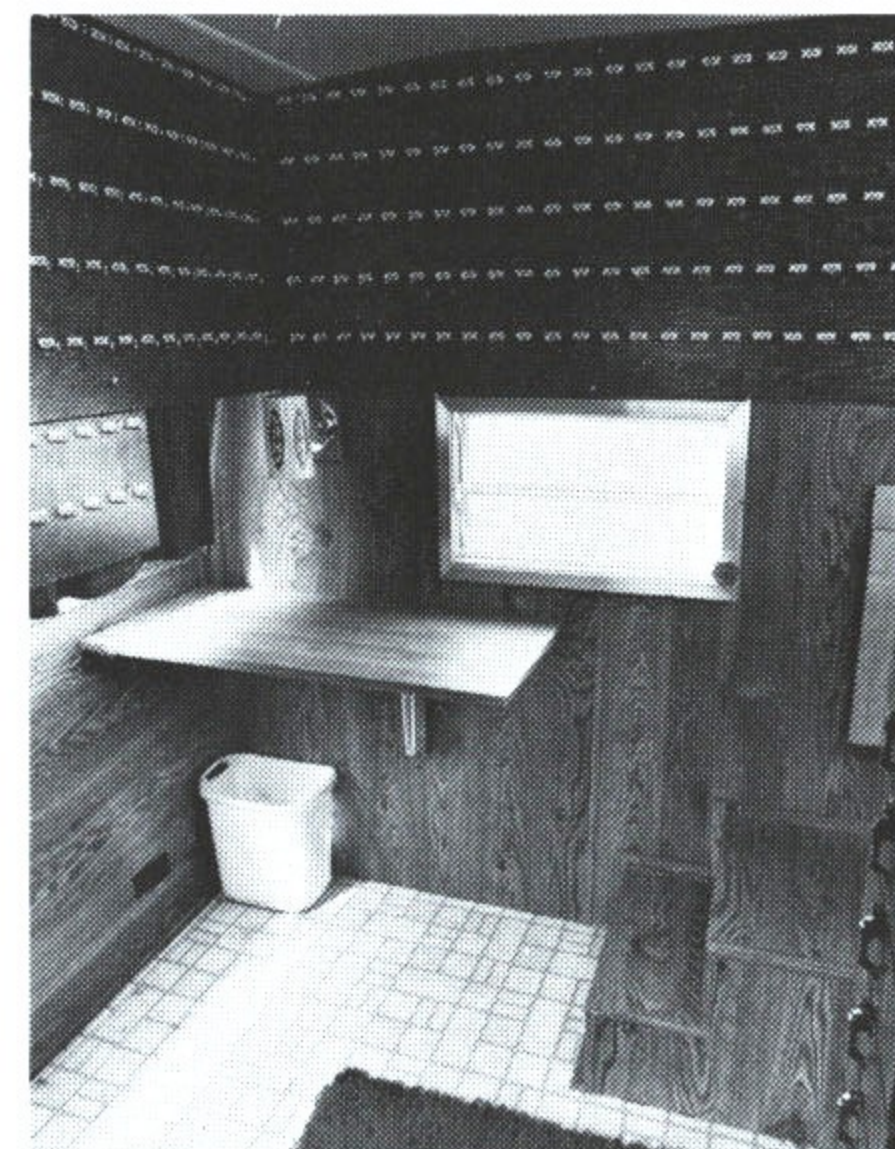
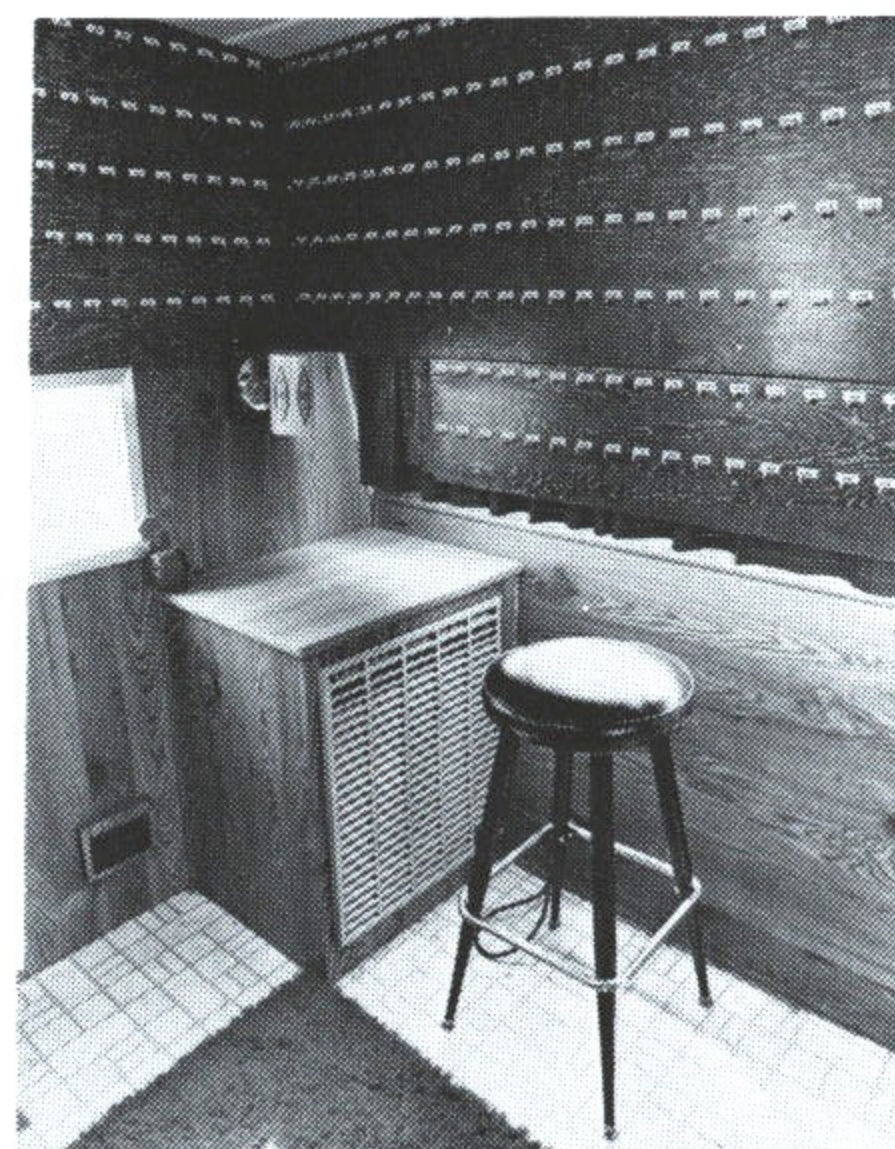
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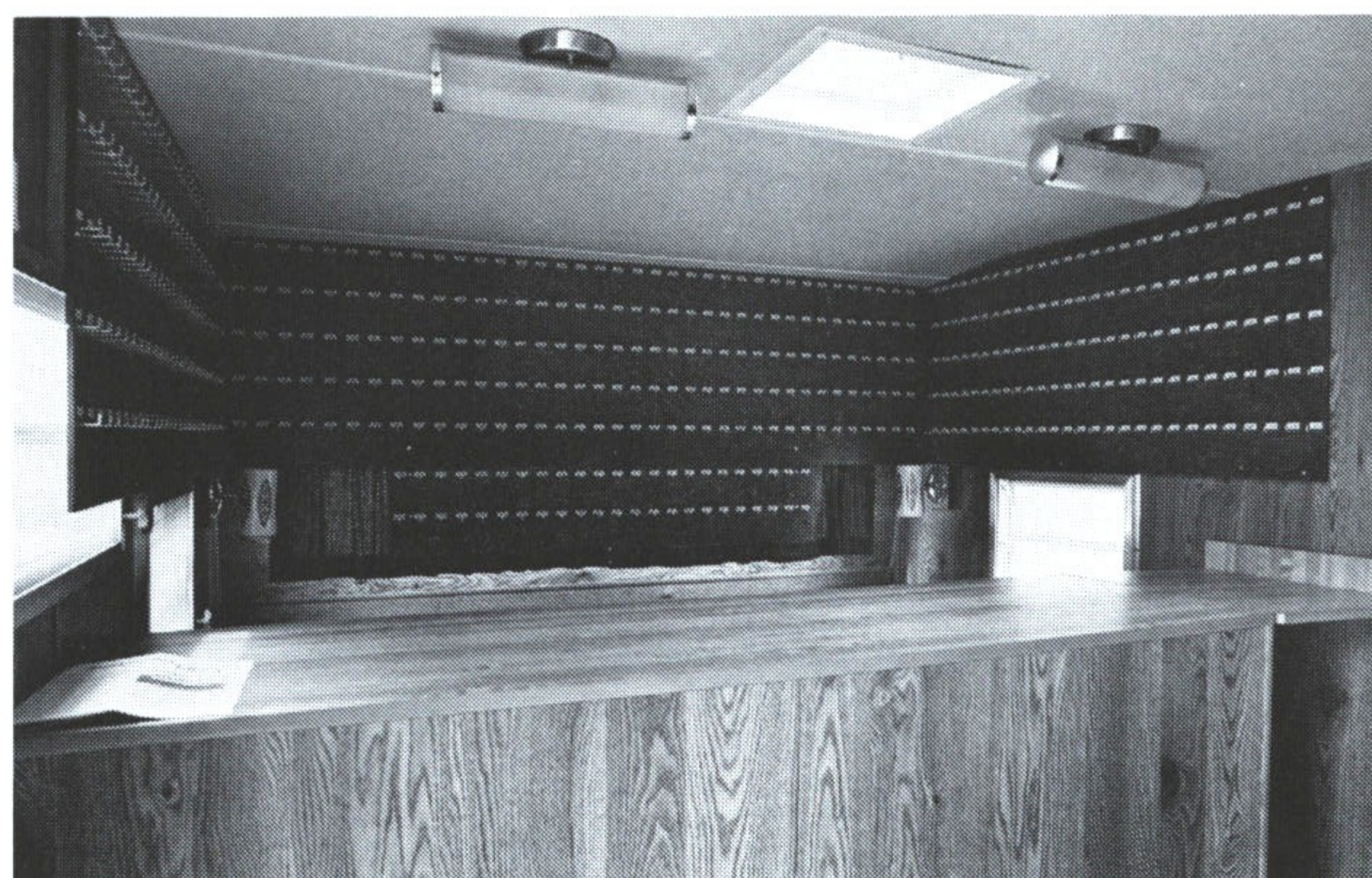
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# Washington State Auctioneers Prepare for Convention

## With Editorial, Featuring Area Auctioneers' Information

The Seattle Times newspaper featured information about the auctioneers in the Art and Entertainment section of a Sunday edition in November, which should create considerable interest in many people who are interested in auctioneers and auctions in the area. General Convention Chairman Robert F. "Bob" Losey, and his wife Winona, of the Renton Auction Center in Renton - a suburb of Seattle - have been working hard to create interest in auctions in the area and the newspaper feature is one of many attempts by them, and the other Washington State Auctioneers Association members to prepare for the 1977 NAA Convention.

The article gave a "Portrait of a Buyer", and an article in which Washington State Auctioneers Association Fall Convention was promoted. The convention's auction was to be held on the same night the paper was issued.

One of the features of the article offered information on some basic advice to the beginning buyer, which stated:

"First, pick your auction. There are charity auctions, government surplus auctions, livestock auctions, and just regular old junk ("antique") auctions.

"Each seems to have its advantages and disadvantages as well as specialized merchandise. Government sales tend to draw big crowds and lots of amateurs. An expert said on-premises estate sales - where a house-full of items is auctioned at the house - have the advantage of being able to view the merchandise in its natural setting, but the bids tend to be higher.

"Regardless of the type of sale, the advice on bidding seems to be the same. Here's a sampling of auctioneers' tips:

— View the merchandise ahead of time so you know what you're bidding for.

— Watch the pros, the second hand dealer and collectors, and learn from them.

— Decide in advance the maximum you want to pay and stick to it.

— Bid aggressively and quickly, showing any competitors that you know what you are doing.

— Avoid "bidding wars" - where the object can quickly turn to "beating the other guy".

— You don't have to buy something to justify your time.

The article concluded with an area listing of the auctioneers and auction centers, under the following headings: Second-hand Auctions; Charity Auctions; Estate Auctions; Government Surplus Auctions; Livestock Auctions; Art Auctions; and Real Estate Auctions.

The article should do much for the auction profession in the Seattle area and the only criticism noted by the editor was the word "junk", the usage of the term, which seems to be frowned on by most NAA members.

Bob Losey was quite proud of the editorial written by Ross Anderson of the Seattle Times newspaper, as he should be. The best way to dispel any fears about attending auctions is to publish information about auctions, auctioneers and the auction profession in general and the editorial offered much good information to everyone.

## Western Pennsylvania Post Office Sold at Auction by NAA Member Wolfe

A seventy-four year old landmark, the New Brighton, Pennsylvania, Post Office, was sold at auction in August by NAA member Harry Wolfe and his associate Gene Rose. The sale precedes the razing of the building, which was sold by its former owner, the Brighton Falls Land Co., Brighton, Pennsylvania.

Items included in the sale were: a 10-foot window, which included heavy oak moldings — \$30; two huge wrought iron lamps from the front of the building — \$500 each; post office entranceway (oak and brass) — \$575; concrete eagle, which adorned the top of the building — \$1,500 (only 14 were made in the United States and was placed on top of the building in 1902); steel and plywood stairwell of 100 steps — \$225; postal and stamp windows, including the wrought iron grills — \$500 (approximately) and six-hundred square feet of Vermont red marble walls — 10 per square foot.

The majority of the crowd were builders and/or contractors, seeking materials for their building projects, and the antique and collectable hunters, looking for offbeat species like brass door knob collectibles.

The building was built in 1902 at a cost of \$75,000 and estimates today to remodel the building were as high as \$250,000. The New Brighton Borough Council originally considered buying the property until they learned that in addition to the purchase price of \$53,000, the remodeling costs would be so high.

Auctioneer Wolfe, when submitting the material, wrote: "This was certainly a treat for me. Something really different and also a privilege to be involved in one of our local landmarks. I thought this would make a nice writeup in THE AUCTIONEER magazine — giving other auctioneers ideas on what can be sold at auction."

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# Nevada Auctioneers Form State Association

The Nevada State Auctioneers Association was formed on November 20, 1976, in a meeting, called by Las Vegas auctioneer G. Robert Deiro. Auctioneers throughout the state - a small number of people who are dedicated to the auction profession - were contacted in advance of the meeting and given information about the State Association formation and with their consent the organization was formed.

Nevada is unique as most of the population is centered around two metropolitan areas: Las Vegas, to the south; and Reno, to the north. Auctioneers total approximately 17 in the entire state. Though small in number, the auctioneers of Nevada have the same needs as do auctioneers in any other state and thus the reason the State Association was formed. Goals of the NSSA are:

1. For the publicity and promotion of the auction as the means of selling to the general public;
2. For the establishment of a Code of Ethics to provide guidelines for the auctioneer in working with and for the public and in association with the other auctioneers in the state;
3. To act as a source of expertise to state legislation in regard to the auction method of selling.

The first official State Association meeting is scheduled for June, 1977 and the NSAA will use as its fiscal year the same dates as the NAA - July 1 thru June 30 annually. Mem-



bership in the NSAA will be with a reciprocal agreement with the NAA in that when a member joins the NSAA or the NAA, he must also join the other. Members in the NSAA as charter members will be considered under the grandfather clause and will not have to join the NAA unless it is within their own choice. The dues structure is to be decided, but it was suggested that the member pay \$10 as dues, \$20 for NAA dues, and \$20 for an initial processing fee.

The formation meeting was held at the Holiday Inn, Center Strip, in Las Vegas where the officers and directors were elected to serve the State Association. Officers elected include: President — G. Robert Deiro, Las Vegas (general); Vice President — Robert O. Fink, Reno (general); Secretary-Treasurer — Stan Zurawski, Jr., Las Vegas (general and coin specialist). Directors — One Year: Saul Freedman, Reno (general) and Dave VanHatten, Las Vegas (automobile); Two years: Tim Gallagher, Fallon (livestock) and Bill Watson, Las Vegas (general); Three Years: Peter Stremmel, Reno (general) and Ron Yahner, Las Vegas (antique).

Meeting with the Nevada auctioneers at the State Association formation meeting was NAA Executive Director Harvey L. McCray of Lincoln, Nebraska. McCray, on reporting back to Lincoln after his trip to Las Vegas, commented, "It was a pleasure to see the enthusiasm and desire of the Nevada auctioneers to form a State Association and it is obvious,



CONGRATULATIONS ARE GIVEN to Nevada State Auctioneers Association President Bob Deiro by Harvey McCray, NAA Executive Director (second from right). NSAA Secretary-Treasurer Stan Zurawski, Jr. (left) and Ron Yahner (right) look on.

after the meeting, that the auction method of selling will reap the benefits from the efforts made by everyone concerned. I was especially gratified to have excellent response from the many state secretaries, who were asked to supply Bob Deiro with information on State Association formation as well as general comments about association structure, programs and goals."

At the meeting in Las Vegas, where Bob Deiro had received proxy votes from nearly every auctioneer in the state to satisfy the formation requirements, were: Bob and Joan Deiro; Stan Zuraski, Jr.; Ron Yahner and Harvey McCray.

## A CHINESE NORWEGIAN

A sign reading "Ole Olesons Chinese Laundry" bothered a curious tourist and finally he went in and asked to talk with the proprietor. Finding him to be a genuine Chinaman, the tourist asked how he had acquired such an unlikely name. The reply: "When I came to this country I lined up behind a Norwegian at the immigration window. When the Norwegian was asked his name, he replied, 'Ole Oleson'. When I was asked my name I said, 'Sam Ting'."

Kansas City Sertoman

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# In Memoriam . . .

## Delbert Winchester

Delbert Winchester, a nationally prominent livestock and real estate auctioneer, died of cancer in an Oklahoma hospital. Delbert had been an auctioneer for three decades and was highly regarded in both livestock and real estate circles.

During the heyday of the Shetland pony era he helped make Shetland history when he sold Crescent Gold Dust, a flashy dapple stallion for a world record price of \$60,000. His many real estate auctions included the famed 18,000 acre Mullendore Ranch. It was not uncommon for him to sell a sizeable farm or ranch in the morning and another that same afternoon in a neighboring county for different owners, completely satisfying both sellers.

He was a Missouri Auction School instructor since 1965 and was one of the lecturers for the first and subsequent real estate seminars conducted by the NAA.

A 1938 graduate of Oklahoma State University he was later honored as the 40th graduate to be inducted in OSU's Institute of Animal Sciences and Industry department's Hall of Fame.

Born in Crumpa, New Mexico, he was raised on a sheep ranch in Oklahoma and lived in the Enid area most of his life. In early years he taught vocational agriculture in Amber and Hobart, Oklahoma.

Delbert was elected the first president of the Oklahoma Auctioneers Association and was a past president of the Oklahoma Farm and Land Brokers Institute and a member of the Board of Directors of the First National Bank of Enid.

His survivors include his wife, the former Wanda Bynam; two sons, Dannie of Costa Rica and Rex of Stillwater; two grandchildren; two brothers and a sister.

## Jim Werth

Jim Werth, a highly respected young livestock market auctioneer, was killed in an auto accident on Interstate 70 highway near his home town of Hays, Kansas.

As a high school student he traveled to Kansas City to attend auction school. An eager 17 year old he was elected president of his class and voted the best auctioneer in that class. He returned home and immediately became one of the auctioneers at the livestock market in LaCrosse, Kansas. Soon he was working sales with Larry Carr at Larned and was launched as a full fledged auctioneer.

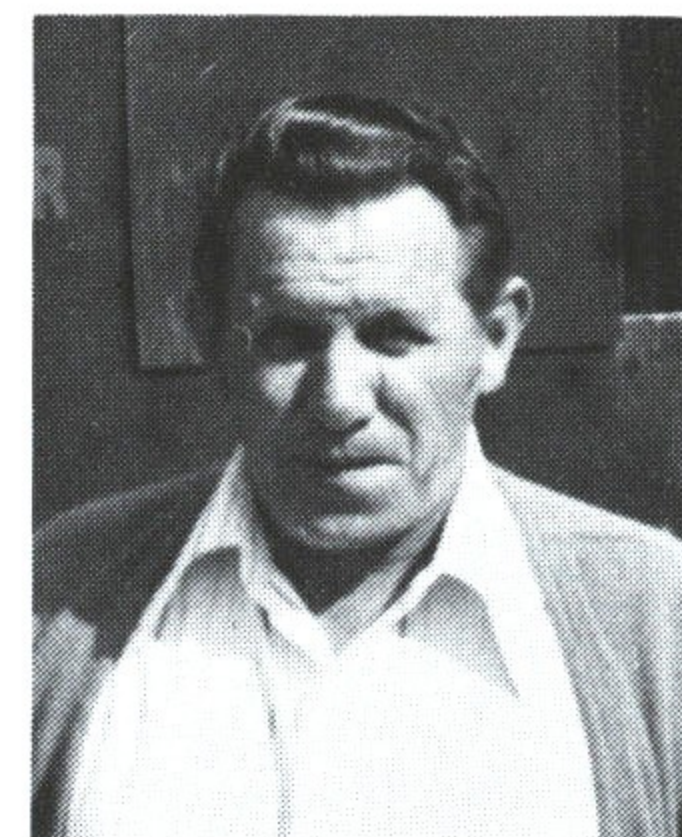
At the time of his death he was selling four live-



Winchester



Werth



Williams

stock markets. One day each week he sold at LaCrosse, Dodge City, Russell and his home town of Hays, Kansas.

Raised on a western Kansas farm near Schoenchen he had a keen interest in the livestock industry. In a few short years this energetic young man with a fine young family had acquired both land and cattle and had laid a sound foundation for the future.

For the past 3 years he had been an instructor at the Missouri Auction School and teamed up with Verlin Green and Chuck Cumberlin to teach the new livestock market auctioneers. His sincerity, easy manner, and obvious dedication to the auction profession made him a favorite with new auctioneers from coast to coast.

Jim is survived by his wife, Sandra, of the home,; two daughters, Amy, 3, and Lori, six months; his parents, Mr. and Mrs. Victor Werth of Schoenchen, Kansas; one brother, one sister and his paternal grandparents.

## Richard E. Williams

Richard Earl Williams of Kennewick, Washington, died recently in the Kennewick General Hospital. He was born in Bend, Oregon, and had lived in the Kennewick area since 1953.

Dick was the highly respected owner of Williams Industrial Auctioneers, one of the west's well known and established industrial auctioneering organizations. The firm auctions primarily sawmills, logging equipment, construction equipment, aggregate plants and milling plants, and covers thoroughly eleven western states.

NAA member Williams auctioned with Ben Walker of the firm and started out 17 years ago by selling livestock and working farm sales. Later he graduated to equipment sales.

He was a member of the Kennewick Lodge 153 F&AM; Scottish Rites, Kennewick; El Katif Temple, Spokane; Navy veteran of World War II and the Finley Grange.

Survivors include his wife, Aline; two sons, Stephen Marc and Richard Williams; two brothers; three sisters and three grandchildren.



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## Craig Lawing Elected to Senate In November North Carolina Election

NAA member W. Craig Lawing was elected to the North Carolina State Senate in the election on November 2, 1976. Senator Lawing is a Democrat and has served in the North



Carolina House of Representatives since 1971 where he served as the chairman of the Local Government Committee during the 1973-74 Session and chairman of the Economy Committee in the 1975-76 Session.

The senatorial district he will represent is the largest district in the two Carolinas, having eight House members and four Senate members. He served as Chairman of the Mecklenburg County Legislative delegation during the 1975-76 Session and at it's caucus held recently was elected by his fellow legislators to serve again as chairman of the local delegation for the upcoming Session.

Prior to being elected to the North Carolina General Assembly, Colonel Lawing served five terms on the Mecklenburg County Board of Commissioners. He also is a past NAA director. At 51 years of age he has devoted in excess of one-half of his adult life to public service.

### Auctioneers in Alberta, Canada Offered Information on Obtaining Auctioneers License in Province

Lorne Stout, Secretary of the Auctioneers Association of Alberta, Canada, recently published an informative article in THE AUCTIONEER, the association's official publication. The article is published below for the benefit of other auctioneers and to recognize the Alberta Association for its informative bulletin:

"We have many requests for information on what is needed to get an Auctioneer's License:

"Even some long-time members call for the information for sons to come into the business with them, for things are much different now than when they started and all that was needed was the \$50 to buy the provincial license.

"So here are the requirements to obtain an Alberta auctioneers license."

1. Applicants must be 18 years of age;
2. They must have graduated from a 'recognized' auction school, or have been an auctioneer other than in Alberta for at least one year;
3. They must obtain and provide the License Branch with the proper form showing they have a \$5,000 Bond;
4. Provide three references (not relatives);
5. Provide a letter from their bank manager as to financial

responsibility.

"There is one other aspect. If the applicant is NOT a Canadian, then he must also have a valid 'work visa' from the Canadian Immigration Department.

"And, of course, the applicant must complete and hand in a license application form, provided by the Dept. of Consumer Affairs, AND not least, cash or his cheque for the \$20 license fee.

"Auctioneers who are members of the Alberta Association after a year's membership, become eligible to go on the Association's Master Bond and Excess Fund, which the gov't recognizes, and no longer have to provide their own bond.

"Once having the provincial license an auctioneer may conduct auction sales anywhere in Alberta, but in many places the city, town or county may also have a local license requirement, or permit, for a fee. This varies in cost from one place to another.

"The auctioneer should check his local authority and obtain his permit/license. When arranging a sale outside his own municipality, he should first check to find what is required where he plans to hold an Auction Sale.

"City or town inspectors usually have the power to stop any auction not fully licensed in advance.

#### Other areas:

"Also occasionally Alberta auctioneers enquire as to what they will encounter if they book an Auction in other provinces.

"SASKATCHEWAN has license requirements somewhat similar to Alberta, in that you must buy their provincial license. Details may be obtained from Leo King, Sec. Saskatchewan Auctioneers Association, 1055-7 St. East Prince Albert S6V 0T5.

"BRITISH COLUMBIA does not have an Auction Act, and has no auctioneer's license. However, they do require auctioneers selling livestock to secure a bond and dealer's license. In both provinces municipal areas have license requirements.

"Also in B.C. the auctioneer has to obtain from the Victoria offices a SALES TAX authorization, for their 7% Sales Tax must be collected on everything sold at your Auction Sale, and the money forwarded to Victoria.

#### The Other Side of the Coin:

"Farther afield - going to sell by auction across the line, at this time seems virtually impossible. True, some U.S. auctioneers hold Alberta licenses and are able to do cattle sales here. Some breed associations secured this concession from the government at Ottawa a couple of years ago.

"It was granted without Canada making any effort that such border crossings by auctioneers be reciprocal. In recent months Immigration regulations have been tightened up by both Canada and the United States. Due to unemployment being around 7% in both countries have all but discontinued issuing "work visas" across the border.

"The restriction is not aimed particularly at the auctioneer, but neither are they an exemption, and it has to be said - securing a work visa to cross the 49th is now just about impossible.

"You can cross the line to spend it, not make it."

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## Avoidance of Disallowance of Business Travel and Entertainment Expenses Through Proper Record Keeping

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Travel and entertainment expenses are allowable as a business deduction provided they are directly related to or associated with the active conduct of the taxpayer's trade or business. Although the above test for deductibility is similar to deductibility for other types of expenses, legitimate business travel and entertainment expenses are frequently disallowed upon audit, because taxpayers fail to meet the substantiation tests required by Treasury Regulations.

To achieve the allowance of legitimate business entertainment expenses, the taxpayers should keep a complete, accurate to the last penny, contemporaneous diary, which should list all costs, no matter how large or small, at or near the time the expense or cost was incurred. No deduction will be allowed for approximations or estimates and the diary should include the following:

1. The amount of each separate expenditure for entertainment.
2. The date the entertainment took place.
3. The name and location of the place of entertainment, and the type of entertainment — such as dinner, theatre, nightclub, or the like.
4. The reason for the entertainment or the business benefit derived or expected to be gained from the entertainment.
5. The name of the person or persons entertained, including their title or occupation, sufficient to establish the business relationship with you.

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It is not necessary to keep receipts for the business entertainment, provided the above information is contained in a diary, except for entertainment expenses of \$25.00 or more, a receipt is needed to back up the diary entry.

In lieu of keeping a diary, records for substantiation of business entertainment expenses can be kept in an account book, statement of expense, or similar record that is sufficient to establish the elements for these expenditures, as discussed above.

The same records for substantiation are required for travel expenses incurred, except the record should include the following information:

1. The amount of each separate expenditure for travel away from home.
2. The dates of departure and return for each trip and the number of days spent on business away from home.
3. The places or destinations of travel.
4. The business reason for the travel or the business

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benefit derived, or expected to be gained from the trip.

Maintenance of a contemporaneous record of travel and entertainment expense containing the required data will insure deduction of all such expenses, and can avoid the disallowance of legitimate business travel and entertainment expenses upon audit.

EDITOR'S NOTE: The Comprehensive Accounting Company (901 East Galena Boulevard, Aurora, Illinois 60505) provides a monthly bookkeeping, accounting and tax service to over 10,000 monthly clients through its 100 franchised offices. The article is one of several which have been provided to the NAA as a method of offering information on the subject of taxes.

## Three-day Sale in Pennsylvania Success in Spite of the Weather

Raymond H. Patterson, auctioneer from Eighty-Four, Pennsylvania, reports that prices were good at a recent sale in Beaver Falls, Pennsylvania, in spite of adverse weather conditions. The three-day sale, conducted at the residence of the late Joseph Sanders of Beaver Falls, featured a large and fine collection of porcelain figurines and glassware, including Borsato, Cybis, Capo DiMonti, Boehm, Royal Copenhagen Royal Bayrueth Royal Dalton Hummells, Mary Gregory, Meissen Sevres and more.

The prices included: Borsato - \$70-\$320; Royal Dalton - \$60-120; Royal Dux plates - \$30-65; figurines - \$110-150; Boehm - \$625; Cybis - \$37.50-110; set of Spode China - \$112; Bisque figurines - \$15-75; gaudy ironstone pitchers - \$40-60; 13-pieces of flow blue - \$170; sterling silver spoons - \$6.50 each; and gold thimble and case - \$35.

Minature oil lamp - \$100; peg lamps - \$40 each; cranberry lamp - \$65; signed and dated coverlets - \$250-475; music box with 14 eight-inch discs - \$750; small curio cabinet - \$800; jade inlaid silverware chest - \$450; bone China cups and saucers - \$5-25; and Mary Gregory - \$40-75.

The auctioneer Raymond H. Patterson, was assisted by Wayne Patterson and John Magill. The sale was managed by Gladys Welsh.

## YOU CAN'T BEAT PSYCHOLOGY

Man up here in Rockville has applied for a patent on something that could revolutionize the field of child psychology. It's called a "Paddle"!

**Tauber Talks**

THE AUCTIONEER



## Two Unique Auctions Conducted By Iowa Firm of Harris Auctions

Two unique auctions were conducted in October by Gene and Donna Harris of Marshalltown, Iowa. The first was a Wisconsin collector's sale of 260 iron still banks. Dealers and collectors from nine states were present for the auction, as was the writer for "Toy World" publication.

Included in the prices were: Army-Navy bank - \$350; old red car - \$450; yellow cab - \$380; large Santa - \$440; squirrel ferry boat - \$200; small eagle - \$775; Peter weather bird - with nut - \$420; billiken - \$65; bear with pot - \$55; arcade \$975; carpenter - \$750; parlor stove - \$190; buffalo - \$160; owl on stump - \$190; large turkey - \$325; and Red Goose shoes - \$250.

The auction above was conducted on October 23 and on the following day, a vast amount of Civil War items, from bridle bits, GAR buttons, pictures, to the finest of guns and many other items were displayed and sold to a small crowd from seven states including New Jersey. The 60 people were all interested buyers for this collection.

Highlights of the sale were: peace pipe tomahawk - \$250; 1855 framed tin type - \$70; iron bridle with brass rosettes - \$50; pair of U. S. stirrups - \$42.50; Lincoln Memorial ribbons - \$35; painted Civil War drum - \$310; charcoal picture of soldier - \$30; 1864 Navy letter - \$30; four-bullet mold - \$32.50; pre-Civil War engraved sword - \$150; large Civil War bugle - \$55; eagle embroidery - \$55; peace flask - \$65; Ames short sword - \$170; and GAR buttons - \$9 each.



COLLECTIBLES AUCTIONED IN OCTOBER by Gene and Donna Harris are shown in the two photos (top and bottom). Featured were iron still banks and Civil War paintings and illustrations.

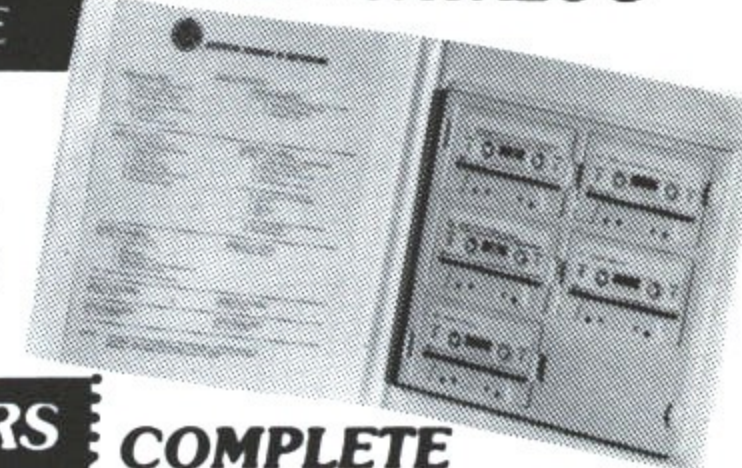


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## Seattle Offers NAA Conventioneer Many Interesting Sites and Events

By Mary Witzel, Publicity Chairman  
1977 NAA Seattle Convention

Make a New Year's Resolution to attend the National Auctioneers Convention, July 1977 in Seattle. Many events are being planned for you and each member of your family. Besides planned tours there are many other attractions to see in Seattle and nearby areas.

A trip to a Zoo is always fun and Seattle has one of the finest at the Woodland Park Zoo. See bears, apes, and other jungle animals; also more than 2000 reptiles, birds, and mammals. Be sure to visit the Nocturnal House with its display of night-roaming animals. Tortoises, alligators, iguana, and snakes may be found in a leafy, luxiriant setting in the Tropical House. Woodland Park also contains a children's Zoo.

The Farm Village is especially nice for city dwellers to visit to see horses, cows, goats and pigs. Pack a picnic lunch and spend an interesting day. Before leaving Woodland Park, take time to see the formal rose gardens near the entrance of Fremont Street. The month of July offers an attractive flower display.

The Seattle Marine Aquarium at Pier 56 always has a new exhibit. Frequent collecting trips around Puget Sound by the Aquarium staff enables visitors to enjoy a large exhibition of marine life. Hourly shows are conducted at the Aquarium. Watch the Whale "Kandu" as she performs a variety of tricks for you, including retrieving balls and waving to you. Other features of the Aquarium include, Octopus with armspans of 14 feet and 100 pounds in size. There are fish of all sizes and eels, as well as the sea lion circus shows.

Thoroughbred horse racing is a big event in the Seattle area. Join the excitement and fun at the track. Longacres is situated on 200 acres just minutes from Seattle. There is direct bus service from Seattle and easy parking for 8,000 cars. During the season you have a choice from sandwiches to full course meals. Lunches and dinners are catered by Longacres' two excellent restaurants. There are eight spirited Lounges and also many specialty refreshment stands. Over 50 color television monitors throughout the grounds show and re-show every race, so you do not miss any event. Viewing for racing fans include Grandstand or Pavillion; Clubhouse seating and Boxes are also available.

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## Deadline Schedule Revised For Articles to be Printed In THE AUCTIONEER Magazine

The publication's deadline schedules have been revised in the NAA office for material to be printed in THE AUCTIONEER magazine, including the copy for advertising.

"Magazine mailing delays is the reason for the deadline scheduling revision," states Editor Harvey L. McCray. "If our members are to receive their magazine on time and prior to the 15th of the month of issue, we will have to have all copy to the printer before the 15th of the preceding month. As an example, if an advertiser wants his ad in the February issue, he will have to have his copy in the NAA office on or before January 10th."

"NAA members have been providing excellent material, for publication in THE AUCTIONEER magazine", emphasizes McCray, "but we still are in need of more educational articles; the type which can serve as instructional material, such as seminars. It has been the wish of some NAA board members that the magazine feature certain aspects of auctioneering and more than one article, offering information on that phase of the auction method of selling. The magazine then can be recorded in the auctioneers educational material for reference and assistance to his firm or associates."

One of the problems the editorial staff has been having at the NAA office is receiving material, which is primarily of public relations and/or publicity value, recognizing the auctioneer for his long-term auctioneering, but which cannot offer much educational or informational value to the overall membership. Though the material is interesting to those members who know the particular auctioneer, it does not offer the majority of the membership information, which will enhance the auctioneers' career and future of the auction profession.

Editor McCray, re-emphasized, however, that, "I am proud of the membership and the profession for which they repre-

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"Truly a masterpiece which can be of unlimited value to auctioneers whether they be apprentices or professionals." — Knotts School of Auctioneering, Gallipolis, Ohio.

Included at no extra charge a 12-page booklet (copyright 1976) entitled "TOOLS OF THE TRADE AND HOW LEADING AUCTIONEERS USE THEM." Improve your present chant or develop a new one. The price of the booklet, if ordered separately, is \$5.00. BID CALLERS sells at \$10.00 postpaid, check or money order. Order from Earl.

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

sent. Letters of interest to me are received gratefully, even though I cannot answer all of them at once, and it hurts not to be able to use every item submitted. Though our membership is growing, which also creates the space problem as the magazine now is representing many, many more members, we must control the size of our magazine so that the magazine printing and mailing costs fall within the budget established by the NAA Board of Directors.

"To steal from well-known entertainer Dean Martin, 'Keep those cards and letters coming in' and if you have information on the auction method of selling — the phase of auctions in which you specialize — send it in to the NAA Office for possible future use in THE AUCTIONEER."

The response to the advertising in THE AUCTIONEER magazine evidently has been good as many more prospective advertisers have asked for space in each issue. Too often, however, advertisers send material and ad designs, which are impossible to reprint or match by the printer of the magazine and if and when you wish to have an ad placed, you should consider two alternatives when asking for space:

1. Have your local printer prepare your ad, based on a review by your printer of a past issue of THE AUCTIONEER magazine, so he can have your ad prepared "camera ready"; or
2. Type out your copy neatly and precisely as you wish to tell your story and rely on the NAA editorial staff to have the copyset in the best printing style available by the current printer.

The size of the NAA has somewhat altered the amount of time available by the staff to answer the many, many phone calls and letters from NAA members and this cuts into the time available for writing, editing and publishing the monthly magazine. (It might be interesting to note, also, that Editor McCray credits another reason for the lack of time when he commented: "Now that I have served one full year as Executive Director of the NAA, I realize how interesting the auctioneers activities are and I get swept up in the letters, news-



paper clippings, magazine articles and information in general, which is submitted to the NAA office. It takes additional time to read all of the material submitted. It helps me in my position, however, as anything of interest to the auctioneer has become interesting to me".

The main purpose of this article, however, is to state that the primary purpose of printing the magazine is to offer the NAA members values and benefits, thru the timely informative articles, which are submitted by the members. As long as the members respond, the Editor and his staff will try and do justice to the interests of the NAA membership. Space in the magazine is critical and someone's article has to be omitted, unfortunately.

### State Association Presidents And Secretaries Take Office After Listing in Last Issue

Since the last issue of THE AUCTIONEER magazine was issued (December, 1976), information has been received in the NAA Office that new Presidents and Secretaries have been elected in the State Associations listed below. Please revise your listing so that the most current and up to date information will be on hand as possible:

**Louisiana Auctioneers Association** — President: Keith Babb, P.O. Box 4222, Monroe 71201; Secretary-Treasurer: Bill Bailey, 420 Gansville Rd., Jonesboro 71251.

**Massachusetts Auctioneers State Auctioneers Association** — President: Louis Cardoza, 560 Orchard St., Fairhaven 02719; Secretary: Ronald V. Maynard, Groton Road, Dunstable 01827.

### Auction Profession Interest Increases; Aspiring Auctioneers Want Schooling

Interest in the auction profession evidently is high, as evidenced by the number of calls received in the NAA Office from individuals, young and old, male and female, who are looking for information on the auction schools. The only references given at the NAA Office by Executive Director Harvey McCray is to send the "aspiring auctioneer" a copy (complimentary) of THE AUCTIONEER Magazine, in which is included some of the auction schools, which advertise in THE AUCTIONEER Magazine.

No doubt there are many more auction schools available, but it is impossible to recommend one over the other. Therefore the following list of Auction Schools is being published as information on some of the schools available:

- American Academy of Auctioneers, 6704 S. Zunis, Suite 1901, Tulsa, OK 74136
- Britten Auction Academy, P.O. Drawer B, Bryan, TX 77801
- International Auction Institute, 912 Kentucky Home Life Building, Louisville, KY 40402
- Knotts School of Auctioneering, Rt. 2, Box 161-C, Gallipolis, OH 45631
- Mendenhall School of Auctioneering, U.S. Hwy. 29 & 70 (I-85), High Point, NC 27263
- Missouri Auction School, 1600 Genesee, Kansas City, MO 64102
- Nashville Auction School, 1921 West End Ave., Nashville, TN 37203
- Reppert School of Auctioneering, Box 189, Decatur, IN 46733
- Superior School of Auctioneering, P.O. Box 1281, Decatur, IL 62525
- Western College of Auctioneering, Box 1458, Billings, MT 59103
- World Wide College of Auctioneering, Box 949, Mason City, N. Iowa 50401



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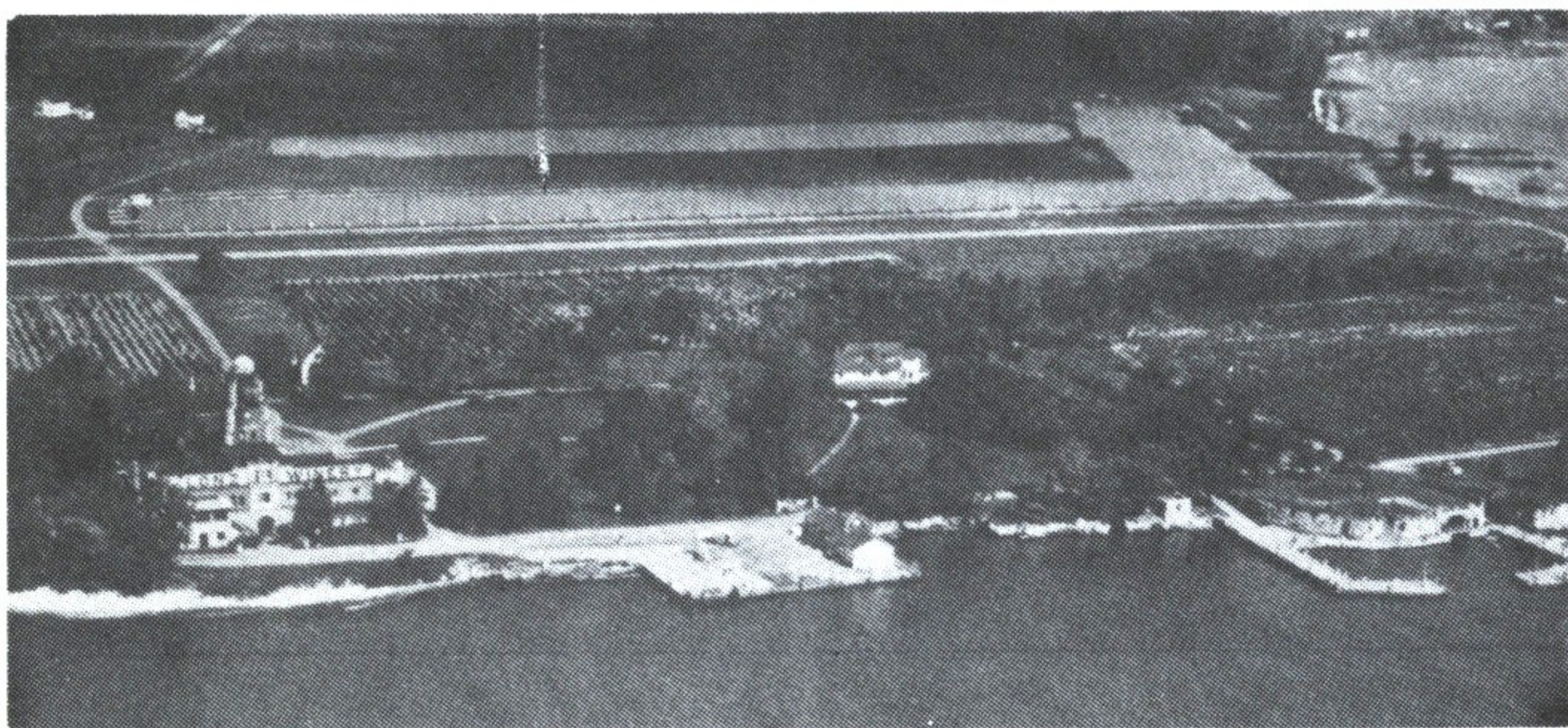
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## Ohio Winery Sold "Lock, Stock and Barrel"; Sale Gets National Television Coverage

The old expression was never more aptly put when the Kruse Auction Company of Auburn, Indiana, sold at auction, the famous Lonz Winery, located on Middle Bass Island on Lake Erie, at public auction on Thursday, November 4. Interest was high in the winery sale to the point of having national television coverage. Segments of the auction appeared on NBC's John Chancellor News Show as well as the Today Show.

Middle Bass Island is located in the center of a chain of islands east of the Ohio cities of Toledo and northwest of Sandusky. The winery has one-mile frontage along the lake and covers 220 acres. The real estate property of the Lonz Winery has only been sold one other time within the last 100 years.



THIS AERIAL VIEW of the Lonz Winery shows the yacht basin at the lower right and the marina in the rear. The owner's mansion is located in the center, between the lake and the marina.

In addition to the real estate, the auction included 500,000 gallons of wine and the appropriate wine-making equipment. Among the hundreds of items sold were wooden wine barrels, solid wood tables and benches, tractors and various souvenirs of the business.

Enhancing the value of the real estate and its accessibility was a paved airstrip, 2200 feet by 250 feet. The sale also included the grape vineyards, the owner's mansion, a marina on Lake Erie capable of accomodating 150 boats and a restaurant.

Whether the buyer intends to continue fine wine production or whether he plans to have the site adapted to other needs (it would be an ideal location for a convention center) it was without a doubt a choice piece of real estate.

## Largest Ever Antique Auction Conducted by Troil Welton Firm

Welton's Auction Service of Wray, Colorado, the firm of NAA member Troil Welton, conducted his firm's largest antique auction ever when they were auctioneers for the Larned Investments, Lt. sale in Haigler, Colorado.

Two hundred and seventy-one buyers were registered from all of the local area and other states, including Georgia, Kansas and Nebraska.

Some of the antique items and prizes were as follows: lithograph engraving - \$560; brass bed - \$590; little wash stand - \$240; old spring type rocker (needing lots of work) - \$260; three chairs with velvet backs and seats - \$125 each.

A record player with rope cylinders - \$400; hanging angle kerosene lamp - \$500; black beaded cape - \$40; old tuxedo - \$24; little mink jacket - \$105.

Over 500 people were in attendance at the sale that began at 10:00 a.m. and lasted until after dark. The auction was held on a Saturday.

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### **89-Year Old Man Retires; Calls On Auctioneer Keller To Sell Home-Shop Merchandise**

When it's time to retire, but you have valuable merchandise to dispose of, you do what most auctioneers think of as being the wisest thing to do — you call an auctioneer to sell your home, shop and equipment! When 89-year old Iowan Peter Bucher reached the day when he wanted to retire he called on NAA and Iowa AA member Dale Keller to dispose of his home, shop and equipment at public auction on November 6, 1976.

The weather was fine and a large crowd was in attendance in the little village of Beckwith, Iowa. Among the articles sold were: 1931 Model A Ford, used as a service truck since 1942 — \$2,025; roll top desk — \$675; anvil — \$80; and



THE 1931 FORD TRUCK received good attention during the Auction of 89-year old Peter Bucher (left). Auctioneer Dale Keller is shown at right with his Auction Scout.

a drill press — \$375. The items listed are only a few of the fine buys made available when the very fine sale was conducted for a very fine man — Mr. Bucher.

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## Auctioneers Complete November Class at Missouri Auction School



THE MISSOURI AUCTION SCHOOL'S November, 1976, class is pictured above. Instructors and Missouri Auction School staff members pictured, include, from left to right, row 1 (third from left) Judy Klepac and Dinah Brown, secretaries; Boyd Michael, Registrar; Richard W. Dewees, President; Dean Cates (MO), Gary Ryther (MO), and Bob Carney (Canada), instructors. Instructors not pictured: Verlin Green (KS), Dave Kessler (OH), Paul Dewees (KS), Bill Morgan (KY), Marvin Waterhouse (IA), Chuck Cumberlin (CO) and Dale Vaughn (MO).

## Antiques and Americana . . . EARLY TOYS

By George Michael  
Merrimack, New Hampshire

At flea markets and shows today, one can easily be shocked at seeing toys with which he played as a child in the 20s and 30s. It was not long ago that good quality iron and tin was used, whereas the plastics have taken over to provide us with little that will survive into the future. Toy makers were quite active in Ohio, Pennsylvania, Massachusetts, Connecticut and New Hampshire, late in the last century and through the forties, making the toys which are being collected now.

Those made of iron are more desired, and condition of paint is important. It is advisable not to repaint a metal toy as this offends the purist who would be most likely the one to give the greatest amount for it. The later tin toys were often lithographed on the metal, outlining ladders and men on fire trucks and designs of delivery wagons, racing cars and aircraft.

Completeness of a toy is important — if your firetruck has ladders and men missing, but with obvious holes and mounts intended for them, it would be wise to hunt for replacements at shows and markets. Wind up toys should work to be good. The battery operated toys are still a little late for collecting, but they are bound to come into their own.

It has been years since Mr. Machine, Great Garloo and others were made, only to pass into history, which will only make them valuable someday. If you have such exotic battery operated toys in the attic, hold on to them, as you will capitalize on the nostalgia for them in not too many years.

An excellent toy collection, all items of which were made by the Kingsbury Manufacturing Company in Keene, New Hampshire, is on display at the Old Colony Museum in that city. It is a good place to begin learning what is best in old toys.

### QUESTIONS

**From Worcester, Massachusetts** — I have an 8" tall vase in a kind of purple color and clear, seems to be a floral cut



decoration, with the name "Daum, Nancy" engraved near the bottom. Can you tell me who made it?

**ANSWER:** The Daum Brothers, August and Jean, worked at Nancy, France, late in the last century into the early part of this century. They specialized in acid cutting glass to give it the delicate shading. The vase was most likely cast in clear glass; layered or cased over with the purple glass, then acid cut to reveal the design and name.

**From Exeter, New Hampshire** — I have a small silver box which has the ridges on the bottom, which seemed to be used for striking matches. Would they have made such a box in silver, and if so when?

**ANSWER:** Matchboxes came into being about the middle of the last century after friction matches were invented. Yes, they could have been made of silver — some were done in gold, and embellished with jewels. It is unusual to have the striking surface on a silver box — most artisans would have considered this an abuse of such a metal, but it shows that it was done by someone.

**From Pittsfield, Massachusetts** — We have a paperweight with the name St. Louis on the bottom, was this made in



Missouri? Is it old?

**ANSWER:** Most likely it is a relatively new weight made at the famed St. Louis factory in France. They are mass producing them today.

#### NEW BOOK

**THE TOOLS THAT BUILT AMERICA**, by Alex W. Bealer; \$12.50; Barre Publishers, Barre, Massachusetts; 212 pages, fully illustrated. This will answer many "whatsit" questions as the author explores many of the tools which helped many of the antiques we collect and homes we live in today. An excellent guide to the use of these tools today.

### Chaffee Auction in Massachusetts Offers Good Items at Good Prices

The Robert E. Chaffee & Sons Auction firm of Monson, Massachusetts, reports the results of his September 11, 1976, auction of the estate of John M. Larned of Stafford Springs, Connecticut. Auctioneer Robert Chaffee reports that 500 people attended the auction under his firm's tent and the prices of items included: five-drawer chest — \$750; 54" cylinder desk — \$750; roll top walnut desk — \$650; knick knack shelf \$100; seven-drawer chest — \$1,700; Victorian bookcase — \$275; China closet and bookcase — \$425; Victorian chair (master) — \$175; Victorian bed — \$400 and sampler — \$90.

High boy 1750-1760 (bonnet removed) — \$1,700; black iron kitchen stove — \$225; pewter dish (no marks) — \$140; stepdown marble dresser — \$250; black walnut kitchen drop leaf table (seats 12) — \$130; candle stand — \$200; indian basket — \$45; and oak drop front desk — \$100.

#### UNCOVERED

The girls in PLAYBOY always seem to remind me of Watergate. They're not too good at covering up either.

Kansas City Sertoman

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## November '76 Class at Mendenhall is Largest Ever

### MENDENHALL SCHOOL OF AUCTIONEERING



FORTY-EIGHT GRADUATES completed the November, 1976, school at the Mendenhall School of Auctioneering, which is the largest class ever in the history of the school. Students attended the school from all across the nation. The next class will be held on February 7-18, 1977. Included in the photo above are administrators and instructors of the school, seated left to right: George Jones, Jimmy Jones, Morris Fannon, Forrest Mendenhall, secretaries Edna Regan and Betty Joe Mendenhall. Instructors not pictured: Bill Lanier, Archie Moody, Herman Crawford, Larry Hedrick, Harold Craven, Jake Horney, Lewis Compton, Carson Womack, Louis Fisher and Joe Byerly.

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## Oklahoma Auctioneers To Sponsor Second Educational Conference

The Oklahoma State Auctioneers Association will sponsor its second Educational Conference at Oklahoma State University in Stillwater on February 7, 1977 in the OSU Student Union.

The objectives of the conference is to provide educational opportunities which are designed to enhance the professional development of auctioneers throughout the area. The "Winter '77" Conference is aimed at the professional auctioneer who would like to expand his awareness and background so that he may deal more effectively with businessmen from other professions, as well as, an increasing variety of audiences.

The Conference is sponsored by the Oklahoma State Auctioneers Association and is a business extension program of the Oklahoma State University College of Business Administration. Inquiries should be directed to Mark Vincent, 215 Business Building, Oklahoma State University, Stillwater, OK 74074.

## APPRAISAL GUIDES

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

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## Auctioneer's Mother Writes Poem Giving Her Thoughts on Auctions

NAA member Darline Yates of Winston-Salem, North Carolina, an auctioneer since July of 1976, is enjoying her newly chosen profession and already her auctions have increased during her recent beginning. She and her brother, an auctioneer since July of 1975, began with a little building in which they sold to approximately 70 people, but now they have expanded on their facilities and enjoy selling in their new facility, which can accommodate from three to four hundred people.

Since auctioneering is in the family, Darline's mother wrote a poem when her son and daughter began in the smaller building. It is as follows:

### AUCTION

By Hattie "Granny" Cochran

If I had ever gone to school and had learned to read and write;  
I'd write about an auction house where we all meet on Saturday night.

The building's small but we crowd in the little house beside the road;  
If you folks have anything to sell just call Darline and bring out a load.

Look in the rear you'll see the place where drinks are served, ham and biscuits, too;  
If you get hungry or want a drink, old Granny's there — she'll serve you.

We wait until the sellers come, there's Talbert, Bill, Buck, and James;  
Sometimes others come to sell, I don't have time to call their names.

We wonder what they have to sell, your guess is as good as mine;  
And then our auctioneer comes in, he's always there on time.

When he comes in the action starts and things get under way;  
A seller brings an item out then you hear him say:

A dollar I got now two now three, I thank you sir who'll make it four;  
Come on folks let's hear your bids, you know this item's worth much more.

That's Larry, my son, with mike in hand, my daughter's at the desk;  
Oh yes, there's Roy, my son-in-law, he helps with all the rest.

Come on folks and join us there, we're glad to have everyone  
We don't make a lot of money, but we sure have a lot of fun.

I could say more, but what's the use, you wouldn't understand;  
Just come out, see for yourself, you'll find me at our concession stand.

### DEFINITIONS

Committee: A group that keeps minutes, but wastes hours. Doctor: Someone who can put a stethoscope against Rachel Welch's chest and hear his heart beat. Hypochondriac: Anyone who says he strained his back lifting \$15 worth of groceries.

Tauber Talks



## Unruh Name Missing On Committees' Listing

The October, 1976, issue of THE AUCTIONEER magazine published the list of 1976-77 Committees and the members therein, as appointed by President Lyle Erickson, and one name was omitted from the list. NAA member Art Unruh, Newton, Kansas, was appointed to serve with Chairman Marty Higgenbotham in the Laws and Regulations Committee.

## CONVENTION DATES

January 9-10 — Indiana Auctioneers Association, Atkinson Hotel, Indianapolis.

January 10-11-12 — New York City Seminar, Biltmore Hotel, New York, New York.

January 15-16 — North Carolina Auctioneers Association, Holiday Inn North, Winston-Salem.

January 15-16-17 — Ohio Auctioneers Association, Imperial North, Columbus. Third day is a Seminar.

January 16 — Colorado Auctioneers Association, Holiday Inn North, 4849 Bannock St., Denver.

January 21 — Michigan State Auctioneers Association, Hospitality Motor Inn, Lansing.

January 28-29 — Pennsylvania Auctioneers Association, Host Inn, Harrisburg (Host Inn is just off the Pennsylvania Turnpike at the Harrisburg East Interchange).

January 30-31 — Minnesota State Auctioneers Association, Holiday Inn and Solardome, Brooklyn Center (just off Interstate 94 and Highway 100).

February 28-March 1-2 — Kansas City Seminar, Radisson Muehlebach Hotel, Kansas City, Missouri.

April 3-8 — Certified Auctioneers Institute (CAI), Course I & II, Indiana Memorial Union, Indiana University, Bloomington, Indiana.

April 3 — Kansas Auctioneers Association, Hilton Inn, Wichita.

April 3-4 — Kentucky Auctioneers Association, Stouffer's Inn, Louisville.

April 17 — Illinois Auctioneers Association, Holiday Inn, Kankakee.

May 7-8 — Missouri State Auctioneers Association, Springfield.

May 14 — Louisiana Auctioneers Association, Holiday Inn, Alexandria.

May 14-15 — South Carolina Auctioneers Association, Columbia.

June 8-9 — Wisconsin Auctioneers Association, Eau Claire.

June 11-12 — West Virginia Auctioneers Association, Cedar Lakes Camp, Riley.

New Jersey State Society of Auctioneers meets bi-monthly all year — October, December, February, April, June & August. If in the area call 201-944-1125 for location of meeting (Don Castner).

July 28-30 — National Auctioneers Association, Olympic Hotel, Seattle, Washington.

**Attention State Association Secretaries:** To have your State Association Convention dates listed in THE AUCTIONEER, send notification of the date, city and hotel/motel to Harvey L. McCray, Executive Director, NAA, 135 Lakewood Drive, Lincoln, NE 68510.



## Great Pumpkin Strikes At Les Placher's Building

NAA member Les Placher, Edelstein, Illinois, while away attending the Illinois State Auctioneers Association Convention, was the victim of the "Great Pumpkin"! For those non-believers of the Great Pumpkin (via Shulz's Peanuts cartoon strip), Les Placher will tell you there is one great-big pumpkin — his tractor repair shop.

The Illinois Convention was held during the Halloween weekend and ghosts, goblins and gremlins left a giant Halloween trick across the repair shop. The pumpkin, painted in glowing gold with black trim, looked as if it was "grinning from wall-to-wall at Les" when he saw it for the first time.

The pranksters substituted the word "pumpkin" for the word "tractor" over the door, leading at least one person to ask if Les could repair Cinderella's Coach. He says he knows who the culprits are — the house next door suspiciously matches the gold paint — but nobody's telling.

What they are telling is that it took two gallons of black paint — \$24 — to create the backdrop. Les does have one question though: "How do you cover black paint with white?"

### TEN COMMANDMENTS OF SUCCESS

1. Work hard. Hard work is the best investment a man can make.
2. Study hard. Knowledge enables a man to work more intelligently and effectively.
3. Have initiative. Ruts often deepen into graves.
4. Love your work. Then you will find pleasure in mastering it.
5. Be exact. Slipshod methods bring slipshod results.
6. Have the Spirit of Conquest. Thus you can successfully battle and overcome difficulties.
7. Cultivate Personality. Personality is to a man what perfume is to a flower.
8. Help and Share with Others: The real test of business greatness lies in giving opportunity to others.
9. Be Democratic. Unless you feel right towards your fellowman you can never be a successful leader of men.
10. In all things do your best. The man who has done his best has done everything. The man who has done less than his best has done nothing.

Charles M. Schwab

### PITY THE DOCTOR

Pity the respectable doctor who blew his whole fortune on the ponies and had to rob a bank. More tough luck; none of the tellers could read his writing on the demand note.

Tauber Talks

### MIX-UP

There was a mix-up at a swank Fifth Avenue florist shop. Wrong cards were attached to two imposing floral wreaths. The one that went to a druggist moving to a new building read: "Deepest sympathy." The one intended for the funeral of a leading banker read: "Good luck in your new location."

Tauber Talks



# Common Sense in the Auction Business

By Leo Jesion  
McKeesport, Pennsylvania

I sometimes wonder if our younger generation isn't right in thinking that the older generation puts too much emphasis on money. Of course, I think that once they leave home these ideas change a little; but as a rule, they won't work like the older generation did. Part of the reason is that they never had to. As an example: How many young pharmacists want to open his or her own drug store? Few. They would rather work for a large chain and put in their forty hours a week and enjoy their time off. Some of them say you can't compete with the large chains. (This I don't buy.) The real reason is that few people want to put in the long hours and have the responsibility that goes with it. This holds true in many fields.

We as auctioneers are sometimes slaves to our businesses. Everybody wants to do the most and the biggest sales. I wonder if we in the great country of ours aren't losing perspective of what life is all about. After all, let's face it—what does it require to get by in life? A home, food, family, and a few other necessities. Yet what do we do? We want a bigger home (plus a cottage or trailer), we eat richer and fancier foods, and we buy bigger and faster cars (and have more people getting killed and maimed for life). We rush like crazy to go nowhere. We buy gadgets that do away with manual work and then we're so dumb that we buy bar-bells, exercycles, and the likes to try to get into shape! We're so busy working to buy our children luxuries that we never had, that we have no time to do the most important thing—share our time with them. We visit people and they sit and watch their stupid boob-tubes. Many can't even carry on a decent conversation. Think of how many people you could

discuss a good book with today.

Our life styles have changed today. In many ways for the better, in some for the worse. Many things we have no control over; many we do. No one can or should tell an auctioneer how many sales he should or shouldn't have, because different things make people tick, but if you're not doing the things that are good for you and your family, you had better check your schedule. The better things in life mean little if you don't have the time to enjoy them.

Hang in there!

## Mussolini Sword Sells For \$3400 At New York Auction

New York — The gem-studded "Sword of Islam," which was presented to Benito Mussolini at Tripoli, Libya, in 1937, was sold at auction to a private collector recently for \$3,400.

A legal document concerning litigation over a loan and signed by Alexander Hamilton, lawyer for the plaintiff, and Aaron Burr, lawyer for the defendant brought \$2,100.

Two parade car banners used by Adolf Hitler were purchased for \$700 and \$800 at the Charles-Hamilton Galleries auction. The red silk banners are about 10 inches wide and 12 feet long. One has the name Adolf Hitler on one side and a huge Nazi eagle holding a swastika on the other.

### EMPTY HEADED

A coxcomb, teasing Dr. Parr with an account of his petty ailments, complained that he could never go out without catching cold in his head. "No wonder," returned the doctor; "you always go out without anything in it."

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John J. LaCroix—Auburn  
Joseph Legere—Fitchburg  
Abe Levin—Fitchburg  
William F. Moon—North Attleboro  
Frank "Honest Chuck" Onischuk—  
Westminster  
Clifton D. Rockwell—Newburyport  
Leonard Sheinfeld—Framingham  
John Shibley—Southwick  
Walter Szary—Peabody  
Owens Taylor—Amherst  
D. Francis Zullo—Somerville

## MICHIGAN

Lloyd E. Adams—Shepherd  
Sam Babock—Alpena  
Nate Baker—Southfield  
John R. Bell—Flint

George P. Blackford—Flint  
A. Howard Block—Mayville  
Jim Brannan—Boyne City  
Richard Brodie—Westland  
Billy C. Butts—Benton Harbor  
Harold Cole Auction & Realty—Flint  
**Gordon Davis—Lansing**  
Robert Gerhart—Climax  
Freeman F. Glenn—Port Huron  
Julius C. "Tex" Haas—Dexter  
Howard Herzberger—Bay City  
Ben Kleinman—Grand Rapids  
David A. Norton—Coldwater  
Lee L. Norton—Alto  
James L. Ockerman Sr.—Sylvan Lake  
City  
Sherry Olin—Sparta  
John Pace—Marquette  
William Podell—Grand Rapids  
Willie Reese—Edwardsburg  
Merryann Rowland—Grand Rapids  
Clyde Russell—Caledonia  
Douglas Scratch—Brighton  
Tom Sparks—St. Joseph  
N. Iver Schmidt—Ypsilanti  
Robert J. Wellman—Decatur  
Brent Wilber—Bronson

## MINNESOTA

Timothy Allison—Albert Lea  
Donald Babbitt—Conger  
John M. Bliss—Clarks Grove  
Larry Born—Weseca  
W. A. Dickenson—Austin  
Wayne Ediger—Belle Plaine  
Wayne Estby—Delano  
Martin Ewert—Janesville  
Lowell Gilbertson—Hayfield  
Emery Henn—Zumbro Falls  
James Henry—Long Prairie  
Tom Klyve—Benson  
Albert O. Maas—Millville  
Joseph J. Maas—Plainview  
Rene Marguth—Morton  
Terry Marguth—Redwood Falls  
P. J. Peterson—Badger  
Wayne Pike—Princeton  
Fred Radde—Watertown  
Steve Reinhardt—Palisade  
Gerrit Smith—Hutchinson  
J. A. Sundberg—Minneapolis  
Bert Trane—Karlstad  
Lowell Wagner—Moorhead

## MISSISSIPPI

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Quincy Bryant—Jonestown  
Harry T. Collins—Tupelo  
A. O. Dilley, Jr.—Belzoni  
Toxey Fortinberry—Water Valley  
David Gillentine, Jr.—Tupelo  
Lew Henderson—Gulfport  
Kline Ozburn Jr.—Canton  
Terry Ozburn—Canton  
Meadow Perry—Yazoo  
Howard Reed—Cleveland  
Liston Shows—Soso  
David Wigginton—Guntown

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Ken Barnicle—Ballwin  
Joe Beck—Sikeston  
Lenzie Beck—Sikeston  
Herbert Butterbaugh—Kansas City  
Central States Auction School—Kansas  
City  
Greg Croll—New London

Bill Edwards—Salem  
William L. Elder—Kansas City  
W. L. Ellis—Kansas City  
Phillip M. Farrell—St. Joseph  
Kenneth Gaines—Shelbyville  
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Roy Hansen—Linn Creek  
Otis J. Hawthorne—Maplewood  
Cecil Hillis—Poplar Bluff  
Jackson Clay Hunter—New Madrid  
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Carl Kimble—Stewartsville  
Robert McCann—Harrisonville  
Joe McCord—Sikeston  
Paul Medley—Columbia  
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Missouri Auction School—Kansas City  
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Jerry Ondracek—Sedalia  
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Dean Shepherd—Lee's Summit  
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3-M Auction Service—Sunrise Beach  
Bob Turnage—Hayti  
Kenneth Uplinger—Columbia  
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John F. Wagster—Broseley  
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Bass Auction Company—Lewistown  
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R. J. "Bob" Thomas—Billings  
**R. J. "Bob" Tolbert—Kalispell**  
Westmark Auction Co.—Shelby  
Western College of Auctioneering—  
Billings

## NEBRASKA

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Capitol Auction & Realty—Lincoln  
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Jack Fajman—Columbus  
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Harry Galusha—Central City  
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Rod Gillespie—North Platte  
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Rose Ann Jacobsen—Grand Island  
Stacy McCoy—Arapahoe  
Henry I. Neuhaus—Elkhorn  
Gerald Phillips—Wallace  
Henry Rasumssen—St. Paul  
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Jim Walker—Omaha  
Gary Woodring—Davenport  
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Edward Berman—Dover  
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Fred R. Daniel Auctioneers, Inc.—  
Neshanic Station  
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Paul Hauke—Oakhurst  
Elwood Heller—Somerville  
Esler Heller—New Egypt  
Ralph D. Hughes—Richwood  
John Kachmar—Flemington  
Marge Kennelly—Ridgewood  
Jerome Krawitz—Fair Lawn  
Ellie Maher—Piscataway  
Roman Osadchuk—Wildwood  
John R. Potts—Neshanic Station  
George Puglia—Paterson  
John Reed—Neshanic Station  
Charles Roeder—Oakland  
Joseph Sartor—Towaco  
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Dallas Smith—Salem  
Gerald Sterling—Berkeley Heights  
Arthur Stryker—Frenchtown  
T. J. Sullins—Malaga  
John Torlish—Raritan  
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Arthur Williams—No. Plainfield  
Warren Young—Bordentown

#### NEW MEXICO

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Wayne Connell—Mountainair  
Bill Hernandez—Alamogordo  
Gene Navalesi—Albuquerque  
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Raymond Austin—Oneonta  
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Merritte L. Barr—Walkins Glen  
Al Bigelow—Springville  
Lewis Bronstein—Buffalo  
Richard W. Bronstein—Buffalo  
Clare Brown—Staten Island  
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Paul Calkins—Peru  
Walter Case—Belmont  
Peter Catanese—Pearl River  
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David DePuy—Madison  
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Pete Everett—Ghent  
Peter L. Fields—Amsterdam  
David Fleming—Avon  
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Clarence Foss—Wales  
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George Gates—East Freetown  
Harry Goetzman—Ransonville  
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John Hilderbrant, Jr.—Campbell Hall  
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Harold Jones—West Winfield  
Ted Kay—Hamburg  
Victor Kent—Cuba  
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Dorothy Knapp—W. Nyack  
Henry Leonard—Yorktown Heights  
George Leontis—New York City  
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Bernard G. Lusk—Rochester  
George K. Lusk—Rochester  
David D. Luther—Amenca  
Stuart R. Maguire—Schuylerville  
Mel Manasse—Whitney Point  
Donald Martin—Ballston Spa  
L. W. Mason—Ganesvoort  
Robert Matson—Kennedy  
Crawford McFetridge—Penn Yan  
Doyt McGinnis—Nedrow  
Dick Monasky—Binghamton  
Cliff Newman—Owego  
Frank Nickerson—Hamilton  
John O'Sullivan—Brooklyn  
Hugh Parker—Pitcher  
Jack Perry—Wilson  
Will Potter—Springville  
Hubert Punchard—Elmira  
William E. Ransom—Utica  
Robert Rappaport—New York City  
Norvel T. Reed Jr.—Sherman  
Ronald Reed—Sherman  
Kenneth M. Rice—Hamburg  
Gene Rosenberger—Albany  
Pearl Rosenberger—Albany  
Louis Rudin—Owego  
Elinor Schlossman—Tuxedo Park  
Joseph Senay—Jackson Heights  
Carmen Serianni—Kirkland  
M. Robert Shuster—New Windsor  
Marvin L. Smith—Silver Creek  
Harold Spoor—Cato  
Robert Thatcher—Hudson  
David H. Tracy—Pavilion  
Richard C. Tracy—Dansville  
Brian Trageser—Java Center  
J. Vernon Trageser—Java Center  
Howard W. Visscher—Nichols  
Oakley F. Wayman—Middleburgh  
Craig Wilcox—Bergen  
Harris Wilcox—Bergen  
Tor J. Worsoe—Holtsville  
Raymond T. Zipfall—Fort Edward

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Craig Delane Bennett—Statesville  
Harvey Benson—Salisbury  
J. T. Bolt—Charlotte  
Robert D. Bunn—Asheville  
Edward Butcher—Charlotte

James E. Carpenter—Claremont  
Bobby F. Cheek—Winston-Salem  
Don Cox—Paw Creek  
Boy Man Dixon—Hickory  
George K. Dukes—Winston-Salem  
Billy Dunn—Maxton  
G. T. Gilbert—Lincolnton  
Frank Godley—Charlotte  
Johnny Godley—Charlotte  
E. Brooks Harris—Henderson  
A. M. Hauser—High Point  
George Hawley—Stokes  
J. Martin Haywood—Rockingham  
Johnny Hendricks—Zebulon  
Phillip P. Hockett—Greensboro  
Ben G. Hoffmeyer—Charlotte  
Edmund Huntley—Wadesboro  
William Kester—Salisbury  
William B. Langley—Greensboro  
Charles Langston—Whiteville  
W. Craig Lawing—Charlotte  
Ed Leatherbury III—Whiteville  
William Long—Candler  
John Loy—Greensboro  
C. D. Maxwell—Fayetteville  
Kevin McDaniel—Woodleaf  
Thomas M. McInnis—Rockingham  
Max D. McSwain—Shelley  
Red Mendenhall—High Point  
Forrest Mendenhall—High Point  
Mendenhall School of Auctioneering—  
High Point  
Fred Mock—East Bend  
Lawrence Nichols—Winston-Salem  
F. W. Pearson—Charlotte  
Keith Pierce—Winston-Salem  
Paul T. Reeves—Sparta  
Helen Robertson—Brevard  
Bernard Routh—Bennett  
Hugh Simpson—Rutherfordton  
Foy A. Smith—King  
Robert Stewart—Whitsett  
Tony Stone—Bailey  
Johnnie Sutton—Salisbury  
Kenneth W. Teague—Burlington  
Phillip A. Viviano—Newell  
J. W. Walden—Charlotte  
Al A. Willette—Providence

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H. O. Berg—Bismarck  
James Buchholz—Lehr  
Don Clark—Bismarck  
Jim Davis—Ypsilanti  
Edmer Goetz—Bismarck  
Gerald Henry—Westhope  
Wilbert Kroh—Bismarck  
Robert E. Penfield—Bowman  
Bud Rice—Tioga  
Chuck Rodin—Marion  
Arlo Schmidt—Maddock  
Roger Skiftun—Manfred  
Jim Smykowski—Cayuga  
Milton Zimbelman—Bismarck

#### OHIO

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Leonard Baker—Montpelier  
Walter R. Burgess—Valley City  
Gary W. Cain—E. Springfield  
Phillip A. Cole—Findlay  
L. A. Daniels—Columbus  
Darbyshire & Associates, Inc.—  
Wilmington  
Richard Davies—N. Olmstead  
Herb Demaree—Hamilton



Dan L. Fiely—New Carlisle  
 Donald R. Florea—Bainbridge  
 Donald R. Florea—Hillsboro  
 Donald R. Florea—Milford  
 Arthur L. Forney—Bellevue  
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 Ford Good—Seville  
 Rose Marie Gribble—Marion  
 James Haldane—Waverly  
 Walter Hartman—Camden  
 Ron Hartung—Vandalia  
 William Jesset—Westlake  
 Harry W. Kerns—Urbana  
 Richard T. Kiko—North Canton  
 Edward King—Washington C. H.  
 Knotts Auction School—Gallipolis  
 James B. Lawless—Portsmouth  
 Roy Edward Leach—Cuyahoga Falls  
 Mearl Maidment—Bowling Green  
 Robert Martineck—Cincinnati  
 Bill McNamee—Kenton  
 John R. Murphy—Grafton  
 Thomas A. Nero—Brecksville  
 Jim Peddicord—Newark  
 Boyd L. Owens—Westerville  
 Larry G. Rainsburg—Kenton  
 Albert L. Rankin—Alger  
 Floyd Rhoades—German town  
 Walter Roderberger—Parma  
 George Roman—Canfield  
 John Ross—Greenfield  
 Jason H. Sheppard—Gallipolis  
 Bob Shoemaker—Columbus  
 Don Standen—North Ridgeville  
 Paul Stowers—Louisville  
 Harold Vaughn—Hamilton  
 Roy J. Viall—Wooster  
 Don Zalewski—Hinckley

#### **OKLAHOMA**

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 Orval Free—McAlester  
 Roy Georgia—Oklahoma City  
 Lee Hickman—Oklahoma City  
 Clyde Jones—Alva  
 Clay Powell—Oklahoma City  
 L. Leon Remy—Tulsa  
 Bill Riggs—El Reno  
 Glenn Wayne Ritter—Bokoshe  
 Paul Spitler—Prague  
 F. E. Springer—Red Oak  
 Earl Straughan—Oklahoma City  
 Robert Turman—Hartshore  
 Ed Vierheller—Claremore  
 Walter W. "Dutch" Voss—Stillwater  
 V. Paul Wells—Tulsa  
 John West—Cashion  
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 W. W. Wilkinson—Tulsa  
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 Dick I. Boyd—Portland  
 Orland J. Brenner—Medford  
 Gearld Fixsen—Turner  
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 Jack Healy—Moro  
 Donald F. Kennedy—Portland  
 Edgar Lane—West Linn  
 Richard Lang—Silverton  
 Bobby Mendenhall—Portland  
 C. A. Morrison—Grants Pass  
 Virgil Munion—Roseburg  
 Eldon R. Sherlock—Milton Freewater  
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 Lynn Walters—Clackamas  
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 Dan L. Fiely—New Carlisle  
 H. L. Frye—Pleasant Unity  
 Clay Hess—Collegeville  
 Ralph W. Horst—Marion  
 Leo Jesion—McKeesport  
 John Magil—West Newton  
 Glenn Moyer—Allentown  
 Richard J. Moyer—Spring City  
 George Paich—Irwin  
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 Michael Quinn—Washington  
 Larry Reed—DuBois  
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 man Auction Co.—Philadelphia  
 Wylie Rittenhouse—Uniontown  
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 Arthur Hopkins—Providence  
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 Ralph D. Brooks—Ft. Mill  
 L. J. Calder—Charleston  
 Hilton Dodgen—Greenwood  
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 Andrew Fontana—Society Hill  
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 Steve Ivey—Lakeview  
 Wallace Jackson—Spartansburg  
 John Longan—Allendale  
 Otis C. Magaha—Anderson  
 Wilbur McLamb—Little River  
 Larry Meares—Pelzer  
 Lloyd Meekins—Dillon  
 Lloyd Meekins, Jr.—Dillon  
 Harry E. Miller—Ward  
 Archie Moody—Darlington  
 Fred Mullis—Lancaster  
 Stanley R. O'Neal, Sr.—Hartsville  
 Richard Patterson—Lancaster  
 George P. Pechilis—Columbia  
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 Jerry Sanders—Gaffney  
 W. C. Smith, Jr.—Columbia  
 Donald Therrell—Darlington  
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 Don Weatherford—Darlington  
 Al A. Willette—Little River  
 Don Wise—Florence  
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#### **SOUTH DAKOTA**

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 Jim Farrell—Milbank  
 Wild Bill Hickok—Hot Springs  
 Truman P. Kongsle—Herreid  
 Wes Mader—Sturgis  
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C. V. Penfield—Lemmon  
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#### **TENNESSEE**

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 Aubrey Appling—Memphis  
 Richard W. Bethea—Chattanooga  
 M. C. Bowers—Elizabethton  
 Brooks Realty & Auction—Nashville  
 Bob Byrum—Hixson  
 Willie Coe—Livingston  
 Claude H. Coleman—Madison  
 Everett Auction Company—Maryville  
 Wilton K. Giliam—Alexandria  
 Will Ed Green Jr.—Lewisburg  
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 Noel Spears, Jr.—Lafayette  
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 Art Binder—Houston  
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 Dub Bryant Auction Co.—Big Springs  
 Arthur Bunnell—Marble Falls  
 Phil Bunnell—Marble Falls  
 Roy Cagle—Tyler  
 Jim Davis—Richardson  
 Jimmy Davis—Odessa  
 Sam Edlin—Kingsville  
 Jack Faulks—Lubbock  
 Joseph Gauthier—Georgetown  
 Bob Goree—Amarillo  
 Grover Howell—Conroe  
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 D. A. Jones—Grand Prairie  
 James O. Lawlis—Houston  
 Jerry McClellan—La Porte  
 Theresa McCracken—Houston  
 William P. McCracken—Houston  
 Don McNally—Mesquite  
 Homer O'Haver—Beaumont  
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 Jim Parks—Richardson  
 Dorothy Rosebush—Sandia  
 Ralph Segars—Longview  
 Jim Short—Dallas  
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 Jack W. Van Hauen—Keller  
 Bill Wade—Dallas  
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 Jeff Burton—Bland  
**William Burton—Bland**  
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 Paul Carrithers—Newport News  
 Edmond B. Cherry Jr.—Hampton  
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 Haywood L. Darnell—Barboursville  
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 Hilton and Smith Auction Service—  
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 Raymond N. Waldrop—Montpelier  
 Thad Williams—Wytheville  
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 Burnham & Burnham—Thornton  
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 Bob Etherton—Seattle  
 Lee E. Garrett—Moses Lake  
 Al Gay—Seattle  
 Bill Johnson—Seattle  
 Bill Jones—Othello  
 Bob Laggart—Seattle  
 Arthur A. Lee—Bellevue  
 Robert F. Losey, Sr.—Renton  
 Doug Macon—Walla Walla  
 Cecil E. Mings—Dayton  
 James G. Murphy—Edmonds  
 C. A. "Chuck" Porter—Cunningham  
 Mick Sather—Conway  
 Eric Schenfeld—Port Orchard  
 Orville Sherlock—Walla Walla  
 Jeff Stokes—Port Orchard  
 Larry Stokes—Port Orchard  
 R. M. (Bob) Williams—Arlington  
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 Cleo L. Johnson—Fairmont  
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 Bill Sheets—Buckhannon  
 Duward Sprowls—Elm Grove  
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Lyle Atkinson—Mauston  
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 Rodney Behnke—Oshkosh  
 Andy Blystra—Two Rivers  
 William K. Bodell—Hazel Green  
 Robert Brandau—Wilton  
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 Lester M. Bue—Beloit  
 Earl Clauer—Mineral Point  
 Donald K. Clayton—Cuba City  
 Gordon Clayton—Belmont  
 Earl Culp—Madison  
 Riley Cummings—Baraboo  
 Anita B. Dahlke—Oshkosh  
 Art Doede—Rosholt  
 Marlyn Doede—Rosholt  
 Joe Donahoe—Darlington  
 Donald Dumman—Algoma  
 Leonard Dye—Oxford  
 Jim Esch—Showano  
 Peter Faith—Whitewater  
 Charles A. Fandrich—Portage  
 George H. Felton—Madison  
 Dean Ferris—Lancaster  
 Judy L. Fish—Poynette  
 John Freund—Omro  
 Robert Freund—Omro  
 George Froom—Three Lakes  
 Harold Gavin—Baraboo  
 James Gavin—Reedsburg  
 Dean George—Evansville  
 Paul George—Evansville  
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 Ray Gevelinger—Dodgeville  
 William Glass—Racine

Bert Grochowski—Durand  
 Henry Sonny Gygi—Cornell  
 Roland G. Hansen Sr.—Larson  
 Donald J. Hanson—Strum  
 James Heike—Mondovi  
 W. C. Heise—Oconto  
 Neil C. Hilgenberg—Shawano  
 Jack Hines—Ellsworth  
 Chester Hollenbeck—Rhineland  
 William Horn Jr.—West Bend  
 Wenzel Humpal—Boyceville  
 Wayne Huntzicker—Cashton  
 John Johnson—Columbus  
 Bill Jones—Pickett  
 Leroy Jones—Watertown  
 Edwin Kjendle—Janesville  
 Foy Kneisel—Friendship  
 Fritz Koehler—Shawano  
 Ernie Kueffner Jr.—Hartford  
 Ernie Kueffner Sr.—Hartford  
 Fred Lehman—Rosendale  
 Jerome Liebe—Iola  
 Don Lloyd—Oshkosh  
 Gordon Lockwood—Hollandale  
 Bob Logslett—So. Milwaukee  
 Ed McNamara—Lancaster  
 M. M. Malinowski—Thorp  
 Clair M. Meighen—Eastman  
 Alvin Miller—Holmen  
 Robert Mulliken—Janesville  
 Neil Nelsor—Westby  
 Albert Noble—Mineral Point  
 Walter Nowatske—Mukwonago  
 James D. O'Brien—Eden  
 Pat F. O'Brien—Eden  
 Francis O'Connor—Clintonville  
 William S. Otradovec—Kewaunee  
 John Paffel—Cumberland  
 H. Jim Paul—Kewaskum

Gerald Pearson—Plainfield  
 Donald Poller—Platteville  
 Eugene Pourchot—Oxford  
 Jeff Pourchot—Oxford  
 John Reynolds, Jr.—Dodgeville  
 Lloyd Riek—Woodville  
 Tom Rusch—Oshkosh  
 Gene W. Schmit—Grafton  
 Eldon Schraepfer—Hollandale  
 Donald A. Shaw—Fond du Lac  
 John Spies—Waterloo  
 Larry Springer—Linden  
 Clarence M. Sturgul—Shawano  
 James Severson—Eau Claire  
 Robert Sweeney—Ripon  
 M. T. Szatalowicz—Stanley  
 Julius Temkin—Beaver Dam  
 LeRoy Teske—Berlin  
 Jerry Thiel—Chilton  
 Jeffrey Thomas Bahrke—Gillett  
 Dean Travis—Milwaukee  
 Thomas D. Troon—Milton Junction  
 Frank Van Veghel—De Pere  
 Victor Voigt—Reedsville  
 George Wagner—Baraboo  
 Chan Walker—Manawa  
 Darrel R. Weber—Milton  
 Bob Wedel—Columbus  
 Walter Zeck—Eau Claire

#### WYOMING

Peter Briscoe—Dayton  
 Thomas Harrower Jr.—Kemmerer  
 Hugo Ward—Greybull

#### ELSEWHERE

Charles Benovoy—Ottawa, Ont.  
 Jerry Brooks—Clear Creek, Ont.  
 Frank Buuck—Milverton, Ont.  
 Charles M. Campbell—  
 Republic of Singapore  
 John Glass—Sudbury, Ont.  
 Harold P. Higgins—Quebec  
 Robert Flora—Bermuda  
 Reginald W. Foston—Scarborough,  
 Ontario  
 Ross H. Kemp—Stratford, Ont.  
 N. F. Hovmand—Winnepeg, Manitoba  
 Ralph C. Neeley—London, Ont.  
 Joe Perlich—Lethbridge, Alta.  
 John E. C. Russell—Castlegar, B.C.  
 Frank Stapleton—Newtonville, Ont.  
 Barrie Wingrave—Millet, Alberta  
 Ladies Auxiliary to the NAA

#### DOG-GONE

A man coming home from work one evening noticed a sign that his son had tacked up on the front of the house. It said: "Dog for sale — one cent."

The man told his son to think in bigger terms. One cent was too low a price to pay for a dog, he said.

The next day, the boy changed the sign to read: "Dog for sale — \$10,000." When his father came home that night he noticed that the sign was gone.

"Did you sell your \$10,000 dog?" he asked his son.

"Yes," the boy said, "But I had to take as trade-in two \$5,000 cats."

**Kansas City Sertoman**



# AUCTION



# SUPPLIES

- **"CLERK-SAVER" CLERKING TICKETS—Form No. CT-12**  
Original and 2 copies on NCR paper (makes its own carbon copies) 8½x11" sheets perforated to make 12 tickets 1¾x4½". This is an extremely fast, easy, and accurate combination clerking and cashing form. This one form replaces both the standard clerking sheets and cashiers statement. You'll like these.

9,000 Tickets (1-3 White, Canary & Card) .....\$19.50  
18,000 Tickets (1-3 White, Canary & Card) ..... 38.00  
36,000 Tickets (1-3 White, aCanary & Card) ..... 75.00

- **STANDARD CLERKING SHEETS . . . Form No. CLS-2**  
8½x11", 50 sheets per pad. Has column for lot number, description of item, quantity, purchase price, etc.  
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.

- **STANDARD CHASIER'S STATEMENT . . . Form No. CAS-1**  
2-part, original for auctioneer and copy for buyer, 50 sets per pad, 5½x8½".  
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.

- **EQUIPMENT AUCTION TAGS . . . Form No. EAT-59**  
3 part perforated tag with hole on top. Space to mark lot number on all 3 section. 2½x5"  
1,000 Tags.....\$9.75      5,000 Tags.....\$42.50

- **WIRES FOR EQUIPMENT AUCTION TAGS, 12" LONG**  
1,000 Wires.....\$10.00      5,000 Wires.....\$47.50

- **BUYER CARDS . . . Form N. BC-70**  
For buyer's number and purchase notes. 3¼x7½" (fits in buyer's shirt pocket).  
1,000 Cards....\$7.50      2,500....\$17.50      5,000....\$32.50

- **TERMS OF SALE — Form TOS-74**  
8½x11", 50 sheets per pad. Gives standard terms & conditions of sale to be displayed at auction site.  
\$1.50 per pad, 10 pads \$1.25 ea., 20 or more at \$1.00 ea.

- **CONSIGNMENT CONTROL . . . Form No. CC-73**  
8½x11, NCR paper, 3 sheets per set. Space to list many items. Seller signs he has good title. Original for auctioneer, copy to seller at check-in and last copy mailed with payment check. Eliminates Form CC-69.  
250 sets \$16.50    500 at \$32.50    1,000 at \$59.50

- **FINAL SETTLEMENT FORMS . . . Form FS-69**  
8½x11", 50 sheets per pad. Space provided for total gross proceeds of sale less expenses and commissions to be paid by seller. Seller signs that he received net proceeds and guarantees to provide merchandise title to all items sold and deliver title to purchasers.  
\$150. per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.

- **BUYER'S REGISTRATION FORM . . . Form No. BR-69**  
8½x11", 50 sheets per pad. Space for buyer's number, name, address, phone number and other information.  
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.

- **CONSIGNMENT CHECK-IN FORM . . . Form No. CCI-69**  
8½x11", 50 sheets per pad. Original for auctioneer, copy for consignor. Space for seller's name, address, phone, date, lot number, description of items, sale price, sale commission or expense and consignor's net payment. Space to list a number of items.  
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.

- **PENSONAL PROPERTY CONTRACT . . . Form No. PPC-69**  
8½x11", 50 sheets per pad. Space provided for general or detailed listing of items to be sold, sale date, time, location, expenses to be paid by seller, and other terms and conditions of sale. Seller signs that he has good title to all items and the right to sell.  
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.

- **AUCTION BANNERS**  
Heavy, outdoor drillcloth hemmed on all sides. Built to stand up in rugged weather, 13 x 19 inch blue drillcloth panels with 15 inch red letters that spell AUCTION. Banner is 10 feet long and 16 inches high with 50 feet of rope at top and bottom. Folds to 13x19x3 inches for easy storing.  
Complete Banner.....\$14.92 Postpaid.

- **ARROW DIRECTION SIGNS . . . Form No. ADS-811**  
Orange cardboard 8½ 11". Word AUCTION and ARROW in bold black print. Package of 50 signs for \$7.50, 100 \$10.00 postpaid. (Arrows assorted, one-third point left ann one-third right and one-third straight ahead) Form No. ADS-811.

- **GAVEL**  
Northern Rock Maple Hardwood Gavel in a beautiful walnut finish. Weighs 4 oz., 9-inch handle.....\$3.00 postpaid.

- **BUSINESS CARDS**  
1,000 Cards wih black or blue ink .....\$11.50  
1,000 Cards wih red and black ink .....\$14.50  
1,000 Cards wih gold ink .....\$19.50

- **AUCTION PROMOTION SCHEDULE . . . Worm No. APS-72**  
18½x11. 50 sheets per pad. Column to list seller's name, property location, date, estimator cost, date ads ordered, amount paid and amount advanced by seller. Itemized by newspaper, radio-T.V., sigs, sale bills, postage, addressing, 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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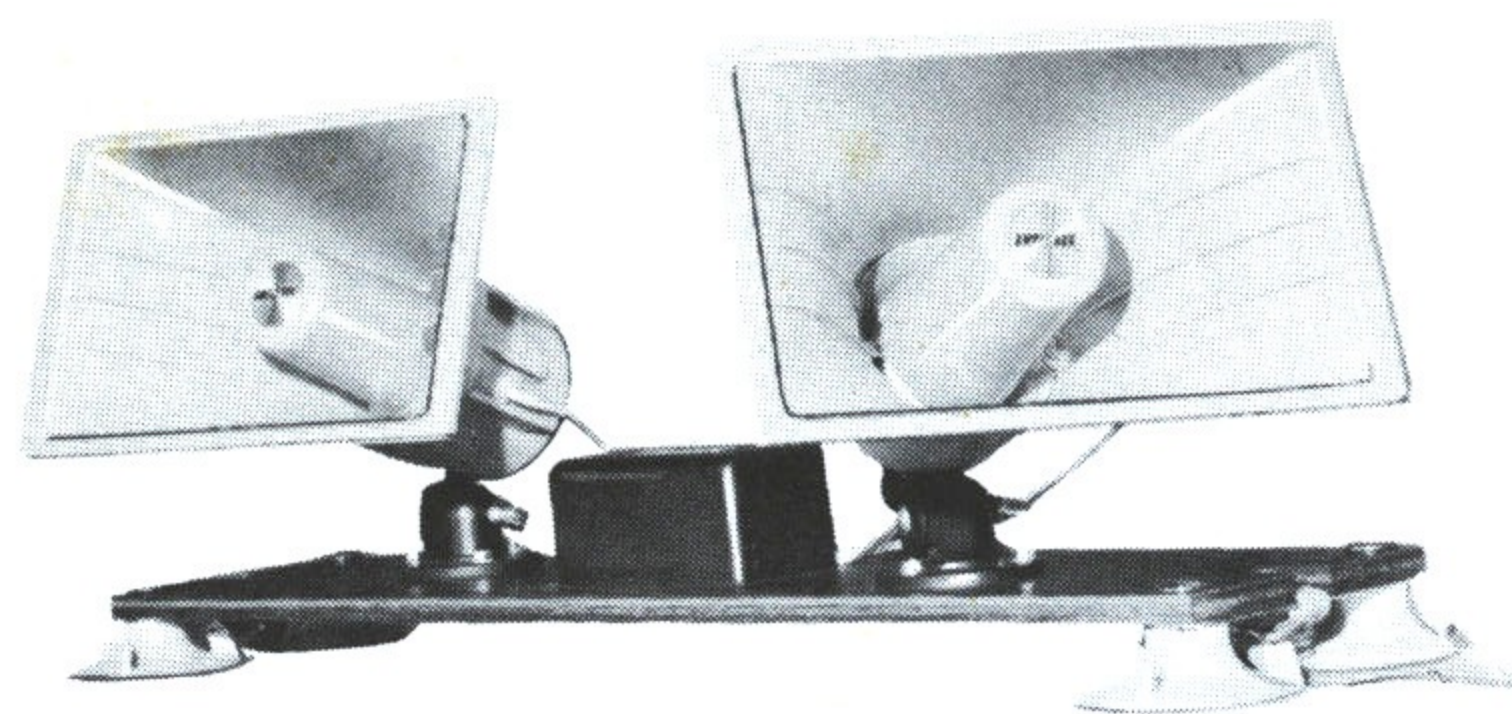
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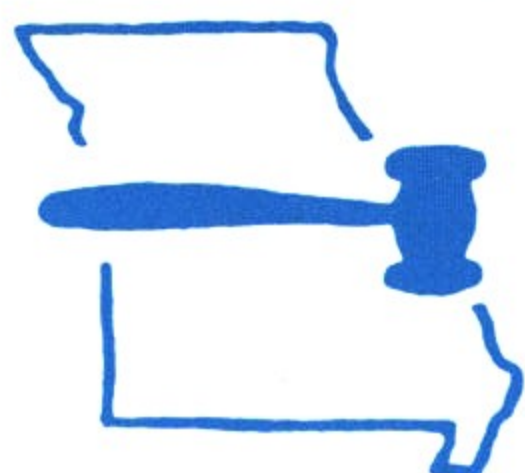
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