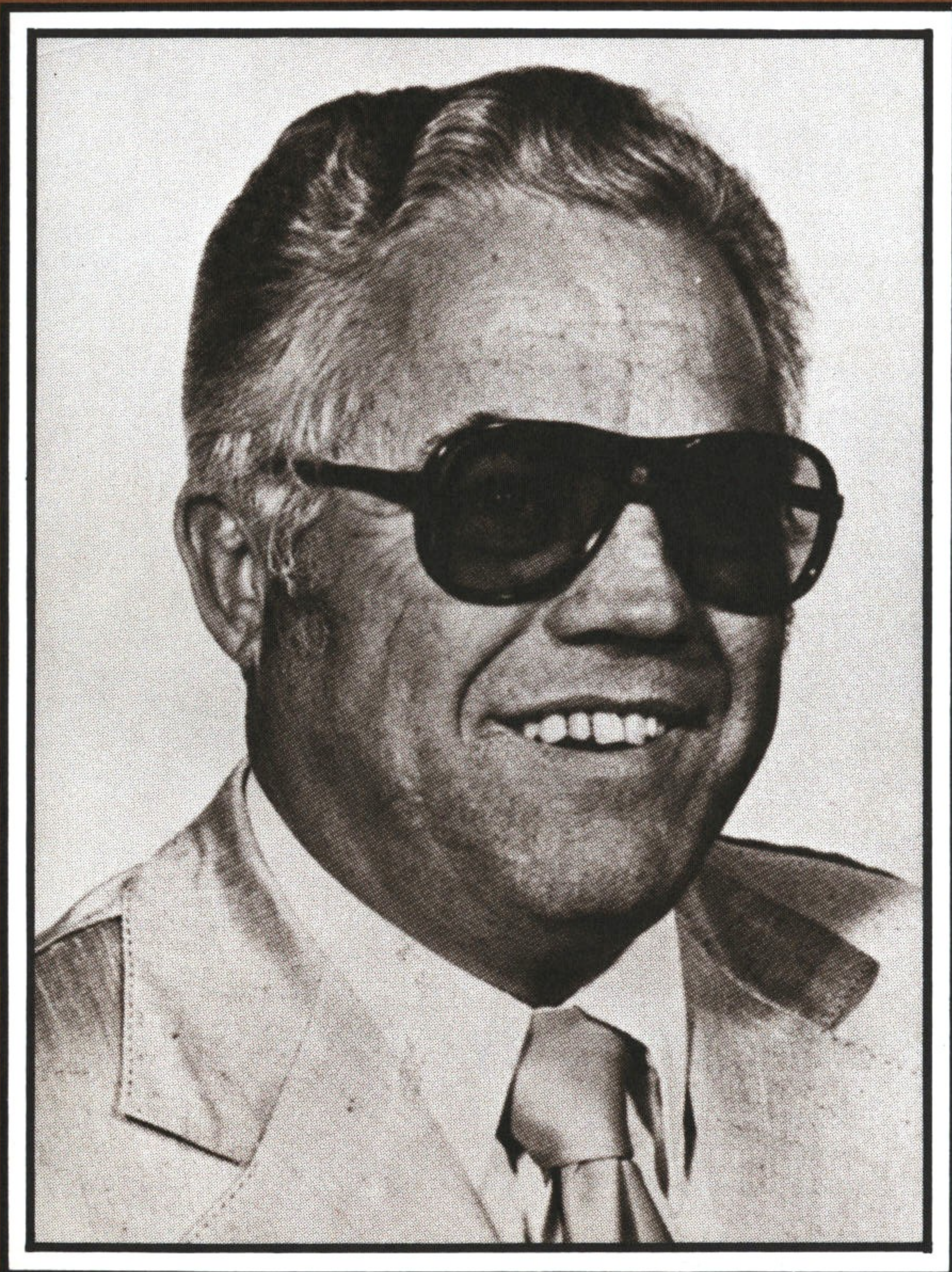


# THE AUCTIONEER

The Magazine of the National Auctioneers Association • October, 1978

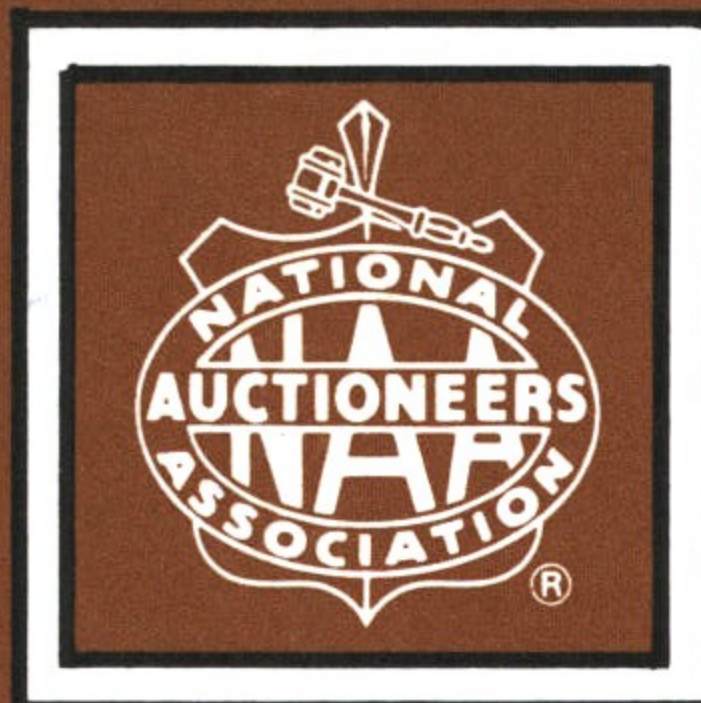
1978 Hall of Fame Recipients • National Auctioneers Association



**GROVER HOWELL**  
Conroe, Texas

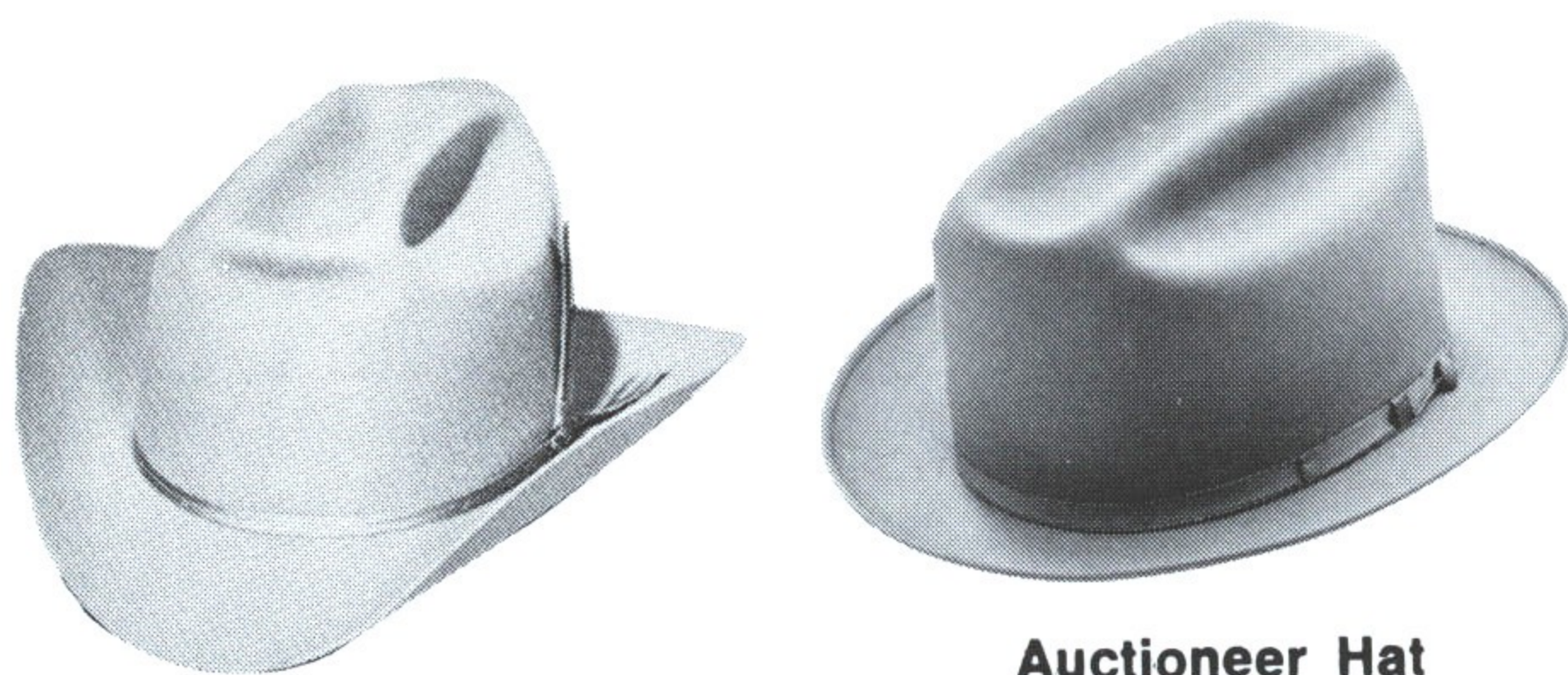


**CURTIS E. CUNNINGHAM**  
Greenwood, South Carolina



In Recognition and Appreciation  
Of Their Outstanding Contributions to the  
Profession of Auctioneering and the  
National Auctioneers Association





Stetson "Wisp"

Auctioneer Hat

### New Hats Well Received in Boston!

The annual convention in Boston is now history. Those not in attendance missed a really spectacular convention. As we told you we tried several new items and found what would sell and what would not. Our regular auctioneer hat line held up good and we sold many of the beautiful Silver Belly Felt hats as pictured above as well as a good supply of our Milan Straws in brim width: 2 1/8", 2 3/8" and 2 5/8".

Our White Panama went over so good that someone stole our sample. It comes with 2 1/2" brim.

What really took the day was the new Stetson "Wisp", pictured above. It is western in style, silver belly in color and is a real nice hat. The Marlboro and Stampede did not go over; therefore we are not adding either of these. The T-shirts were so-so; the beautiful Car Coats, with orlon collars, went over big and we are adding the Putty Colored Car Coat to the line.

The monogrammed jump suits did not do anything;

nor did the over-the-calf sox with the NAA emblem on them. The baseball-type caps did not do anything either.

Our sterling silver gold-plated gavel tie tacs, with man made diamonds, did quite well as did the sterling silver gold plated plain gavel tie tacs. Listed below is now what we have. We are expecting a price increase on all our hats before the first of the year so order yours today!

Felt Silver Belly Hats .....	\$22.50
White Panama .....	16.95
Milan Straw (light tan) .....	14.95
London Fog-type Jackets with NAA Emblem (assorted colors) .....	21.00
WISP (Western Hat) .....	37.00
4-Color NAA Emblem .....	3.00
S. S. Gold Plated Tie Tack with .50 man-made diamond .....	50.00
S. S. Gold Plated Tie Tack without man-made diamond .....	30.00
T-shirts with your name & NAA emblem .....	\$45 Doz.; 2-Doz. minimum
Deer and Pig Skin Gloves .....	\$16.00 and \$18.00

Plus — 4% Sales Tax

We now have a catalog — will send upon request.

**Col. W. Craig Lawing**

**Tel.: Office: 704 399-6372; Home: 704 399-3260**  
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The Chicago Tribune.

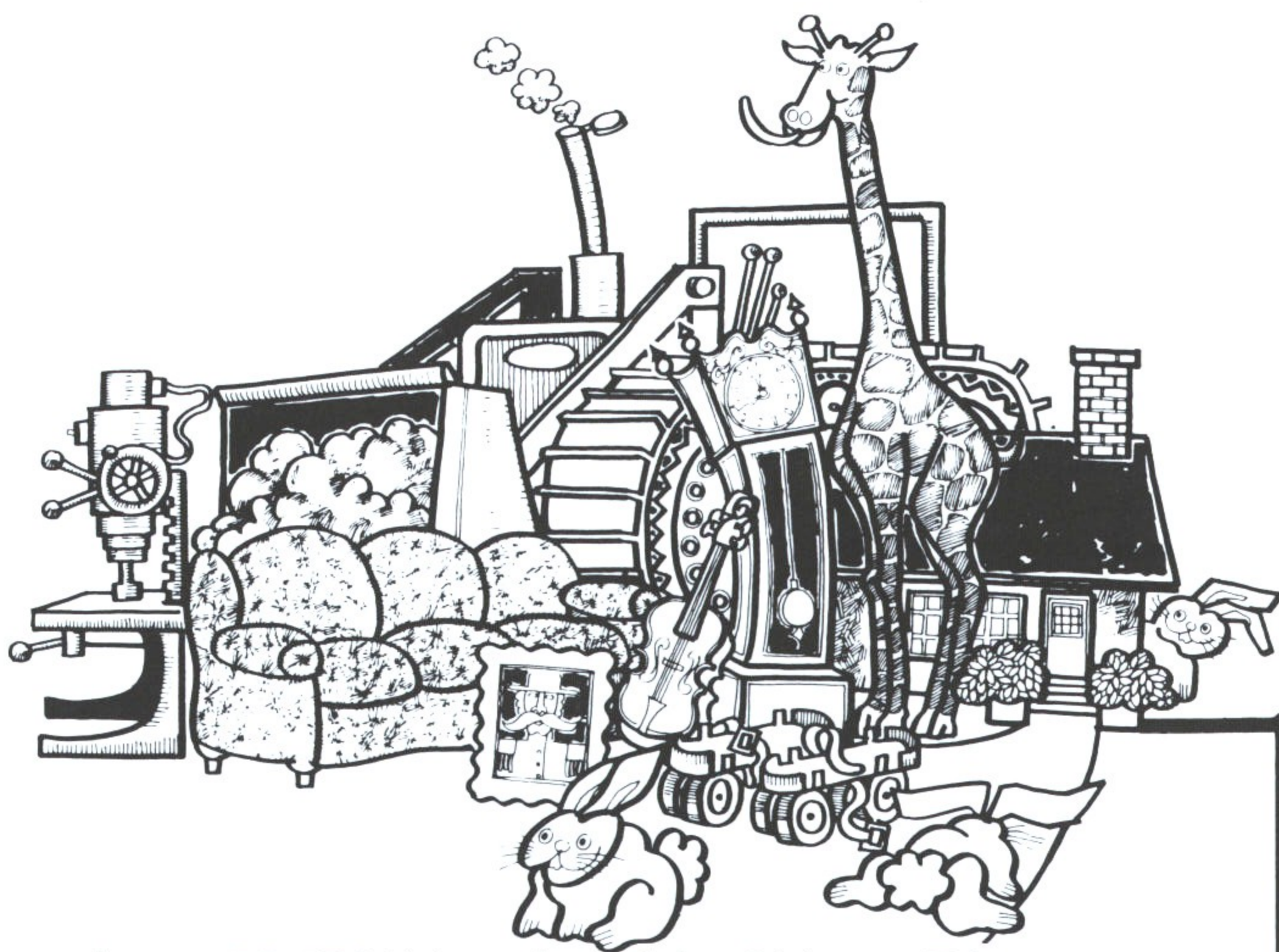
Every Sunday, over 2.2 million\* prime prospects get a copy of our Auction Mart. And they respond to the sales. That's why auction advertisers from all over the country (and overseas) placed 2,293\*\* ads totaling over 250,000 lines\*\* of advertising in the Tribune's Auction Mart during 1977. In fact,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

And the advertisers got a bonus, too!

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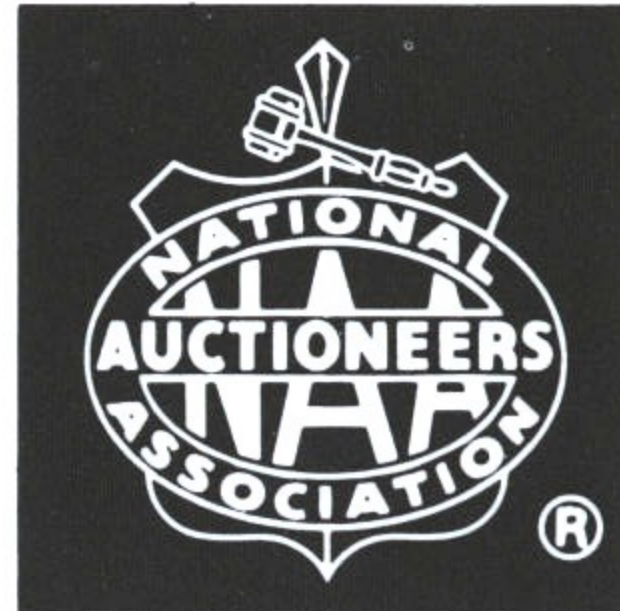
Source: \*Markets in Focus/Chicago, 1975 Sunday, single issue

\*\*Chicago Newspaper Classified Advertising

Ads and Lines Report, first eleven months 1977

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





## Colorado Auctioneers Accept the Challenge To Have The Best NAA Convention Ever Held

When I accepted the position as your NAA president, one of my hopes and desires was to see the close relationship of the NAA and the state associations continue and prosper. The National Auctioneers Association and the forty or more state associations all have one thing in common: to improve the image of the auction method of selling and the auctioneer.

One of my first tasks — an enjoyable one at that — as president was to visit the Colorado Auctioneers Association and discuss with the Colorado auctioneers and their families the work needed to be done for the 1979 NAA Convention, which will be held in Denver on July 11-14, 1979. I was pleased with the enthusiasm, interest and support the Colorado Association gave me when I attended, with Executive Director Harvey McCray, 1st Vice President and Convention Chairman Chuck Cumberlin and NAA Director and Kansas Auctioneers Association secretary-treasurer Rex Newcom, the CAA board of directors picnic and meeting in Colorado Springs in September which was called by CAA President Gene Doty.

Eldon Broughton, CAA director, arranged the picnic (excellent bar-b-que beef and ribs in a park) and allowed the large group the use of his auction facility in Colorado Springs so that we could plan together the activities of the 1979 convention.

The meeting brought out the best in the auctioneers: not only did they volunteer to do the work needed for the tours, children's activities, fun auction; but they offered many fine suggestions which will make the convention a good one. Rex Newcom of Kansas was there to offer the physical support of the Kansas Auctioneers Association, which was welcomed by the Colorado members.

I left Colorado with a warm feeling and am looking forward to a good association with the auctioneers and families who will welcome many NAA members to the 1979 Convention.

I also used the time allowed me to offer the CAA members a challenge. As I told the membership at the President's Banquet in Boston, one of my top priorities as president is to get auctioneers involved in political activities to assure us that whenever legislation is passed, we will be involved with the passage to make certain our profession is involved in the activities.

We need representation on the local, county, state and national levels in order to get our share of business in the free enterprise system of government! We cannot wait until changes come to us — we must be a part of the changes. We must know what is happening and be involved in those changes.

Others have made laws to suit their businesses; it is time now when the auctioneers have laws made, which are suitable to our business! We can't wait for tomorrow to find out what legislation was passed; we must help make the laws today to fill the needs of our business today and in the future.

My program theme for the 1978-79 NAA year is get involved and I hope each and every one of you will accept this challenge. It will be better for the auction method of selling and the auctioneers if we do get involved.

My year will be filled with travel to many meetings with auctioneers in state association meetings and NAA meetings and programs also. I ask you to get involved in these meeting also so that we can expand on our services for the betterment of the auction method of selling.

We will sponsor two NAA seminars: the first on January 28-29-30-31, 1979 at the Flamingo Hilton Hotel in Las Vegas, Nevada; the second on February 18-19-20-21, 1979 at the Opryland Hotel in Nashville, Tennessee. Register now for either or both of those two educational events.

The Certified Auctioneers Institute will be held during the first week in April, 1979, and Class I is beginning to fill up from the registrations made by using the forms, which were included in the last issue of THE AUCTIONEER magazine. You can improve on your auction business from the expert educational training obtained from CAI — and you'll be recognized as a Certified Auctioneer if you successfully complete the three, one week courses. You will be involved when you learn more about your auction business.

I hope to meet many of you personally when I travel throughout our country during my year as president. I know I will learn much from my experiences as president and hope that I too can offer you some benefits from my auction experiences.

Remember, to better our profession, we must get involved!

*Harvey C. Lambright, President  
National Auctioneers Association*



# THE AUCTIONEER

OCTOBER, 1978

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

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

Editorial and Advertising copy must be received in the NAA Office on or before the 10th day of the month preceding date of issue. New Advertisers must submit payment in advance (with copy) before advertising can be accepted (see rate schedule below).

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

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

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

## Advertising Rate Schedule — THE AUCTIONEER MAGAZINE

1. **THE AUCTIONEER Magazine** is the official publication of the National Auctioneers Association and is published monthly with the exception of the month of August, the month in which a magazine is not published. Eleven issues are published annually. THE AUCTIONEER Magazine is published as a means of exchanging ideas that will serve to promote the auctioneer and the auction method of selling.
  2. **ADVERTISING RATES:**

	One (1) Time	Six (6) Times	Eleven (11) Times
Full Page .....	\$125.00	\$120.00	\$115.00
Half Page .....	62.50	60.00	57.50
Quarter Page .....	31.25	30.00	28.75

Column Inch: \$7.00 per column inch — column is 21 picas wide (3½ inches).
    - (a) **Color Rates:** Two colors (black and issue color) are available only upon consultation with editor. Cover pages also available only after consultation with editor if and when cover (outside back and inside front and back) pages are available. Add 25 % to above rates if second color authorized by editor.
    - (b) **Short Rate and Rebate:** Rates are based on the number of insertions in a 11-month period. Short rates will be charged if a contract is terminated prematurely.
    - (c) **Rate Change:** The editor reserves the right to revise all rates quoted herein upon sixty (60) days written notice to holders of contracts. If a rate revision is made and not accepted by the advertiser, the advertiser may cancel his contract.
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  3. **AGENCY COMMISSION:** Agencies must add amount of commission to stated rates above and collect from advertiser.
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  5. **MECHANICAL REQUIREMENTS:** Printed offset. Trim size: 8½ by 11 inches. Number of columns: two (21 picas wide columns). Binding method: saddle stitched. Colors available: black on white and upon consultation with editor, second, or issue color.  
Dimensions for ad space: Full page — 7¼ by 9½ inches: Half page — 7¼ by 4¾ inches: Quarter page — 3½ by 4¾ inches or 7¼ by 2¼ inches.
  6. **ISSUE AND CLOSING DATES:** Published monthly with the exception that an August issue is not published (11 issues annually). Issued on the first of the publication month. Deadline for ad copy is the 10th of the month preceding publication date.
- Submit all advertising to: The National Auctioneers Association, 135 Lakewood Drive, Lincoln, NE 68510. Phone: 402 489-9356.

## NAA Meetings Schedule

Scheduling has been approved by the NAA board of directors and the following NAA Conventions have been announced by the board for future years.

### NAA Convention Sites

- 1979 — Denver Hilton Hotel, July 11-14, Denver, Colorado  
1980 — Opryland Hotel, July 30-August 2, Nashville Tennessee  
1981 — Las Vegas Hilton Hotel, July 22-25, Las Vegas, Nevada  
1982 — Hilton Hotel, July 28-August 31, Atlanta, Georgia

### 1979 NAA Seminars

- January 29-30-31 — Sahara Hotel, Las Vegas, Nevada  
February 19-20-21 — Opryland Hotel, Nashville, Tennessee

## National Auctioneers Association

### 1978-79 Officers

- President — Harvey C. Lambright, 112 N. Detroit Street, LaGrange, Indiana 46761. Bus. Phone: 219 463-2012  
1st Vice President — Charles E. "Chuck" Cumberlin, P.O. Box 248, Brush, Colorado 80723. Bus. Phone: 303 842-2822  
2nd Vice President — Archie D. Moody, P.O. Box 795, Darlington, South Carolina 29532. Bus. Phone: 803 393-0431  
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Rex B. Newcom, Box 458, Whitewater, Kansas 67154. Bus. Phone: 316 799-2278  
William J. "Bill" Wade, Route 2, Box 302, McKinney, Texas 75069. Bus. Phone: 214 424-2602

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Forrest A. Mendenhall, Route 5, High Point, North Carolina 27263. Bus. Phone: 919 887-1165  
Hubert D. Songer, 1602 Jones Blvd., Murfreesboro, Tennessee 37130. Bus. Phone: 615 896-4067



## Harvey C. Lambright: The 29th Man To Serve as President of the NAA

When the final curtain was drawn at the 1978 NAA Boston Convention, held July 19-22, 1978, an auctioneer from LaGrange, Indiana began his term as the 29th NAA member to serve as the Association's president. The auctioneer: Harvey C. Lambright.

Harvey has spent his entire life in LaGrange County, Indiana, except for the four years which he spent in the U.S. Navy. He is the son of Charles and Elizabeth Lambright. He began his education at Taylor School in LaGrange and completed his high school while in the Navy in cooperation with the LaGrange High School.

Harvey became interested in the auction business while working at the Shipshewana Livestock Auction Barn. He was fifteen years old and while working driving cattle in the barn he would mock the auctioneers who were selling. A man heard Harvey and one evening he decided to put Harvey on the block to see if he really could sell. He sold several butcher cattle and became completely interested in the auctioneer profession.



**PAT AND HARVEY LAMBRIGHT stand in the hallway of the Lewis and Lambright auction and real estate office.**

The man who heard Harvey mock the auctioneers later became his father-in-law.

During Harvey's Navy career, as he was serving aboard the U.S.S. McCord on an around-the-world cruise, he furthered his auction interest. In 1952 while at sea it was the responsibility of each division to put on a program each month, so the division officer informed his men of that responsibility. Harvey recommended that the division conduct an auction of surplus items or slow moving items of the ship's store, in addition to items, which were in the ship's locker from men, who had left out their clothing, shoes, etc., or whatever was put in the ship's locker. The men always had to pay a penalty to get the items out.

The items were put up at public auction and the rightful owner had to bid against his shipmates to get the items back. The auction proved to be very successful and it became a regular monthly program from thereon, until the ship returned to the United States in August of 1953.

When Harvey returned from the Navy he attended the Reppert School of Auctioneering and graduated in August, 1955. He immediately went to work for his future father-in-law, even though he was unaware of that fact until later.

Harvey and Mr. Lewis became partners and in 1947, formed the corporation of Lewis and Lambright and that partnership continued, with both men being corporation stock holders, until Mr. Lewis' death on October 7, 1977. Harvey now is sole owner of the Lewis and Lambright Corporation.

Harvey currently employs one full-time and one part-time auctioneer in the auction business and in the real estate business, employs 14 sales people; eight of them working full time.



**HARVEY C. LAMBRIGHT is the 29th NAA auctioneer to serve as president of the National Auctioneers Association. Harvey is an auctioneer and sells real estate from his office in downtown LaGrange, Indiana.**

The firm of Lewis and Lambright averages four auctions per week. Harvey has been with the Shipshewana Livestock Auction for 23 years. He began selling approximately 30 minutes of miscellaneous items in the morning. The Shipshewana Auction now has grown to eight auctioneers selling at one time, beginning at 7:00 a.m. and selling until 2:00 p.m. (Items sold are miscellaneous merchandise and the Shipshewana Auction is known as the largest flea market in existence.)

Harvey married Patricia Lewis on October 14, 1956 and immediately upon returning from their honeymoon, moved into their new home, which was built next door to his inlaws, the Lewis'. That home is still their residence of today.

Pat and Harvey have three daughters: Debra Sue, who is in her second year of college at Indiana University; Denise Ann, who is in her second year of high school at Lakeland School in LaGrange; and Dodie Danille, who is an eighth grader at Brighton School.

The Lambright family enjoys living at their lake home in the summer. All five of them are sports enthusiasts and particularly enjoy water skiing, tennis and horseback riding. With Harvey's auction schedule he does not have much time to enjoy the sports' activities, however. He is honing up his golf game (to challenge the NAA membership at the 1979 "Beat the President Golf Tournament" at the Denver Convention) and is also trying to schedule more time to practice his pool shooting abilities (especially the game of 101).

Harvey is a busy man: he usually gets up at 5:00 a.m. each morning and many days will not return until 10:30 or 11:00 p.m. He explained, "This is not the way I planned it; I was hoping to work about a 36-hour week and retire at the age of 45. Since I already have surpassed the earlier goal of retiring at 45, I



**THE LEWIS AND LAMBRIGHT auctioneering and real estate office, located in downtown, LaGrange, Indiana.**



doubt now whether I will want to retire even at the age of 65."

The Lambrights have acquired an interest in a 160-acre farm on the outskirts of LaGrange and one of Harvey's ambitions is to build a new home of the farmland and then acquire some purebred Belgian Draft horses. This will be a hobby of Harvey's and he looks forward to the future of raising purebred Belgian livestock.



**HARVEY LAMBRIGHT** talks with contractor, **Jerry Johnston**, in Harvey's office in LaGrange.

**THE SHIPSHEWANA AUCTION** is filled to capacity on nearly every Wednesday, where NAA President Harvey Lambright sells regularly. Pictured is a late comer to the auction facility.



**HARVEY LAMBRIGHT** calls for the bids at the weekly **Shipsewana** auction, where he has sold for 23 years.



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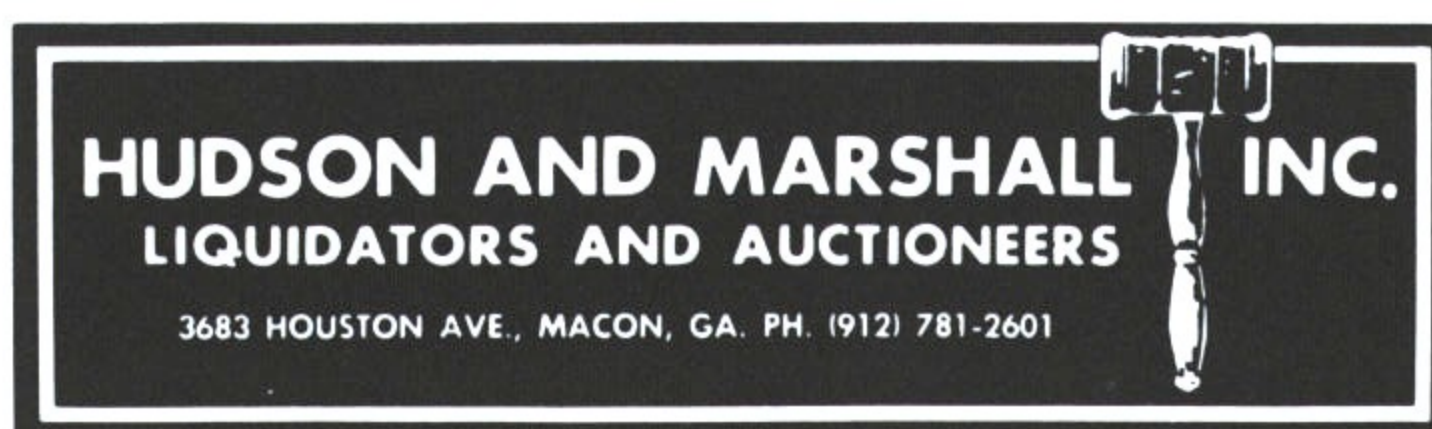
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STAND BEHIND THEM ALL.**



## Hotel Reservation Form — NAA Las Vegas Seminars January 28-29-30-31, 1979 — Flamingo Hilton Hotel

*Please reserve the following accommodations at the Flamingo Hilton Hotel for the 1979 Las Vegas NAA Seminars:*

Arrival on \_\_\_\_\_

day                      date                      time

Departure on \_\_\_\_\_  
day date

**Enclosed is my deposit in the amount of \$36 (one night's deposit) to guarantee reservation of the following:**

Single Room @ \$36 per room per night;

**Double or Twin Room @ \$36 per room per night.**

Name \_\_\_\_\_

Address \_\_\_\_\_

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

**Send this fully completed form to:** *Reservations Department, Flamingo Hilton Hotel, 3555 Las Vegas Blvd. South, Las Vegas, NV 89109*

**NOTE: One night's room rate deposit required before accommodations confirmed.**

*Register now for the 1979 Seminars — use the registration form on the following page. Complete the form and send the registration fees to the National Auctioneers Association. Reserve your hotel room now also for the Seminars you are registering for. Registrants must submit their own hotel reservation form. Hotel space will be limited if your reservation is not received 30 or more days in advance of the Seminars.*

## Hotel Reservation Form — NAA Nashville Seminars February 18-19-20-21, 1979 — Opryland Hotel

*Please reserve the following accommodations at the Opryland Hotel for the 1979 NAA Nashville Seminars:*

Arrival on \_\_\_\_\_

day date time

Departure on \_\_\_\_\_  
day date

**Single Room @ \$32 per room per night;**

**Double or Twin Room @ \$38 per room per night.**

Name \_\_\_\_\_

Address \_\_\_\_\_

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

**Send this completed form to:** *Reservations, Opryland Hotel, 2800 Opryland Drive, Nashville, TN 37214.*



**\* 1979 NAA SEMINARS REGISTRATION FORM \***

*Please register me for the following 1979 NAA Seminars (check appropriate line):*

**Las Vegas, Nevada — January 29-30-31, 1979 — Del Webb's Sahara Hotel**

**Nashville, Tennessee — February 19-20-21, 1979 — Opryland Hotel**

**SUBJECTS** (both Seminars — Seminars begin 9:00 a.m. on Monday, Tuesday and Wednesday in each city): **MONDAY** — Real Estate (morning and afternoon); Bid Calling /Voice Analysis (evening); **TUESDAY** — Farm Equipment & Livestock (morning and afternoon); Advertising (late afternoon); Bid Calling/Voice Analysis (evening); **WEDNESDAY** — Antiques/Collectibles (Seminars end at approximately 5:00 p.m. Wednesday — no evening session on Wednesday).

**INFORMATION ABOUT 1979 SEMINARS HOTEL RESERVATIONS:** Seminars Registrants must make their own hotel reservations for the two 1979 Seminars. Hotel Reservation Forms for both the Las Vegas (January) and Nashville (February) Seminars will be published in subsequent issues of THE AUCTIONEER magazine. *Hotel Reservations must be made at least one month in advance of the Seminars to be assured of room accommodations.*

**1979 REGISTRATION FEES INFORMATION.** Three-day fees = \$150 per NAA Member; Half price (\$75) for NAA Member's spouse or family member attending Seminar with NAA member; Daily fee = \$60 per NAA Member per Day; Half price = \$30 for NAA Member's spouse or family member attending Seminar with NAA Member.

**I HAVE MARKED THE FOLLOWING TO INDICATE MY 1979 NAA SEMINARS REGISTRATION:**

\_\_\_\_\_ \$150 Three-day Las Vegas Seminar  
Registration

\_\_\_\_\_ \$ 75 Spouse's Three-day Las Vegas  
Seminar Registration

\_\_\_\_\_ \$ 60 Monday ONLY Seminar, Las Vegas

\_\_\_\_\_ \$ 30 Spouse's Monday ONLY Seminar,  
Las Vegas

\_\_\_\_\_ \$ 60 Tuesday ONLY Seminar, Las Vegas

\_\_\_\_\_ \$ 30 Spouse's Tuesday ONLY Seminar,  
Las Vegas

\_\_\_\_\_ \$ 60 Wednesday ONLY Seminar,  
Las Vegas

\_\_\_\_\_ \$ 30 Spouse's Wednesday ONLY  
Seminar, Las Vegas

**\$\_\_\_\_\_ TOTAL LAS VEGAS FEES**

\_\_\_\_\_ \$150 Three-day Nashville Seminar  
Registration

\_\_\_\_\_ \$ 75 Spouse's Three-day Nashville  
Seminar Registration

\_\_\_\_\_ \$ 60 Monday ONLY Seminar, Nashville

\_\_\_\_\_ \$ 30 Spouse's Monday ONLY Seminar,  
Nashville

\_\_\_\_\_ \$ 60 Tuesday ONLY Seminar, Nashville

\_\_\_\_\_ \$ 30 Spouse's Tuesday ONLY Seminar,  
Nashville

\_\_\_\_\_ \$ 60 Wednesday ONLY, Seminar,  
Nashville

\_\_\_\_\_ \$ 30 Spouse's Wednesday ONLY  
Seminar, Nashville

**\$\_\_\_\_\_ TOTAL NASHVILLE FEES**

*Enclosed is my check in the amount of \$\_\_\_\_\_, made payable to the National Auctioneers Association, for my 1979 NAA Seminars Registration.*

NAA Mem-  
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## 1978 NAA Boston Clambake Convention: Where It All Began!



**THE CONCORD MINUTEMEN**, in full regalia, entertained at the Wednesday night reception of the 1978 NAA Convention. Following a historic presentation of the group, the Minutemen went through the crowd, answering questions about their equipment. NAA member Jack Salisbury and his son had a question to ask of a Minuteman.

New Englanders rolled out the red carpet to members, families and guests of the National Auctioneers Association during the week of July 16-22, 1978 for the 1978 NAA Boston Clambake Convention.

From the moment the convention registrants arrived in Boston to the day of departure, the word around the city of Boston was "auction"! The NAA emphasized the importance of the auction way of life with entertainment, education, fellowship and business — auctioneer's business.

Too many activities were held to review in the following photographs. Selection of the photos to use in the review was difficult: some photographs were not available; some were made in color and wouldn't reproduce correctly; and there were just too many photographs for the space allowed in this issue of *THE AUCTIONEER* magazine.

But the photographs selected should offer some idea as to what goes on at an NAA Convention in hopes of showing those who did not attend the convention to do so next year (Denver in 1979) and those who did to return, full of vim and vigor for the "Mile High" events.

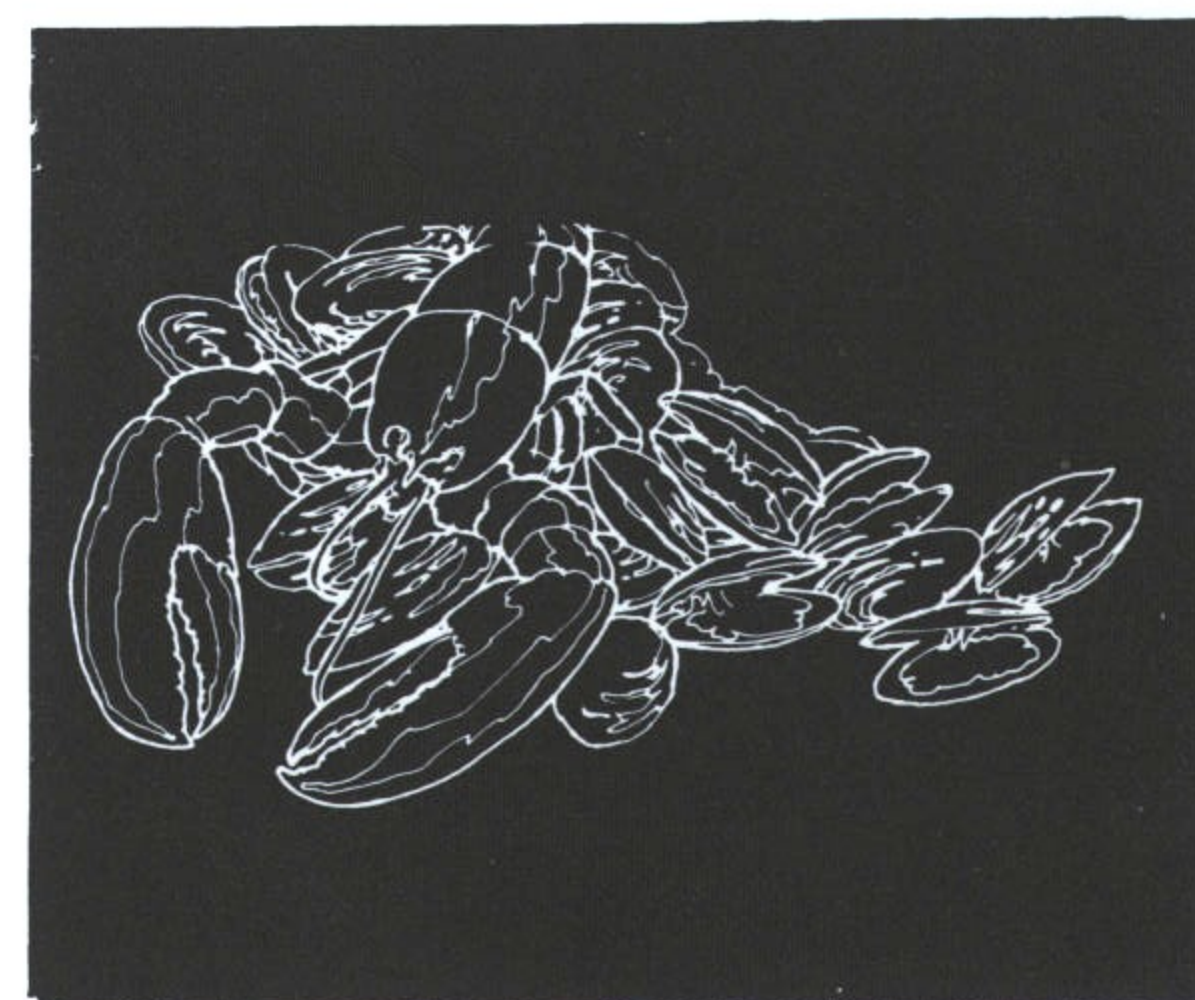
*Boston — Where It All Began — in 1978 for the National Auctioneers Association — photographically speaking!*



**POINTS TO PONDER** in wood carving was the presentation made by Armand La Montagne. His wood sculptures were displayed to the NAA membership during his workshop and during the convention.



**NEW HAMPSHIRE GOVERNOR**, the Hon. Meldrim Thompson, Jr., made the official welcome to NAA registrants on behalf of the governors of New England. He offered information about the New England states with special emphasis on the State of New Hampshire. He received a plaque of thanks from NAA Convention Chairman Bill Moon (top photo — right). He also presented to the assembly a jug of home-grown maple syrup, which was sold to the highest bidder by 2nd Vice President Chuck Cumberlin. The first item purchased at the 1978 Convention was bought for \$200 by the NAA member who has been buying the first item for years — Robert F. "Bob" Losey, Sr.





**WELL-KNOWN NEW ENGLAND** comedian, Charlie Dornan, kept the conventioners laughing with his humor at the Fun Hour, preceding the Fun Auction on Thursday night. Helping Charlie with his act were five NAA members who were selected from the audience for their "talents". The large crowd is pictured at left, as they get ready to spend over \$12,000 for the items sold at the Fun Auction.



**FUN AUCTION ITEMS** were collected and registered on Thursday afternoon and viewed by the conventioners preceding the Fun Hour, which preceded the auction. Many, many fine items were donated by NAA members for the event, used to defray many of the expenses of the NAA Convention.

**THE FIRST AUCTIONEER** to sell an item at the Fun Auction was President Higgenbotham. Marty sold one of Armand La Montague's wood carvings — an Indian head.



**THE TEXAS SADDLE** brought the highest amount at the Fun Auction. It was donated by the Texas Auctioneers Association and sold by TAA President Bob Goree. The buyer? Wylie Rittenhouse (pictured left) who also was the Chairman of the 1978 Fun Auction.



**HALL OF FAME MEMBERS** gathered in Boston to discuss and chose future honorees. At the meeting were (left photo), left to right, Wayne Kessler (serving as secretary at the meeting) and Dean Fleming (serving as chairman of the group), both 1975 recipients. The left photo includes, from left to right clockwise, beginning at the bottom left, Dick Brewer (1976), Ernest C. Freund (1970), Wendell Ritchie (1976), Henry Rasmussen (1964), John L. Cummins (1970), Albert C. Dunning (1971), W. J. "Bill" Hagen (1977), Romaine Sherman (1974) and Morris Fannon (1977). Attending the convention but not at the meeting were Jim Messersmith (1974), Robert E. Penfield (1973), Ralph W. Horst (1972) and Louis L. Stambler (1967).







**WILLIAM DAVIS TAYLOR**, chairman of the board of Affiliated Publications, Inc., parent corporation of the Boston Globe Newspaper, was the speaker for the Friday Auctioneers Luncheon.

**CAI DESIGNATIONS** were awarded to the Charter Class of the Certified Auctioneers Institute to the over 80 CAI members out of the 99 who successfully completed the CAI Courses I, II and III. Pictured (left photo) is NAA President Martin Higgenbotham and CAI President Hugh Miller congratulating Gary Day, one of the CAI members. Marty and Hugh also received their CAI designations. The left photo shows CAI Executive Vice President Stephen J. Martin administering the oath of membership to the nearly 90 CAI members at the Friday luncheon.



**THE LADIES AUXILIARY** sponsored a luncheon on Friday and at the luncheon the newly elected officers and directors were installed by NAA President Martin Higgenbotham. Pictured taking the oath of office were, left to right, Mrs. Rick (Donna) Lang, Historian; Mrs. Charles (Alice) Connour, Director; Mrs. Rex B. (Naomi) Newcom, Director; Mrs. Ken (Marian) Barnicle, Secretary-Treasurer; Mrs. Charles (Brenda) Johnson, 2nd Vice President; Mrs. Leland (Irene) Dudley, 1st Vice President; and Mrs. Walter (Ruby) Hartman, President.

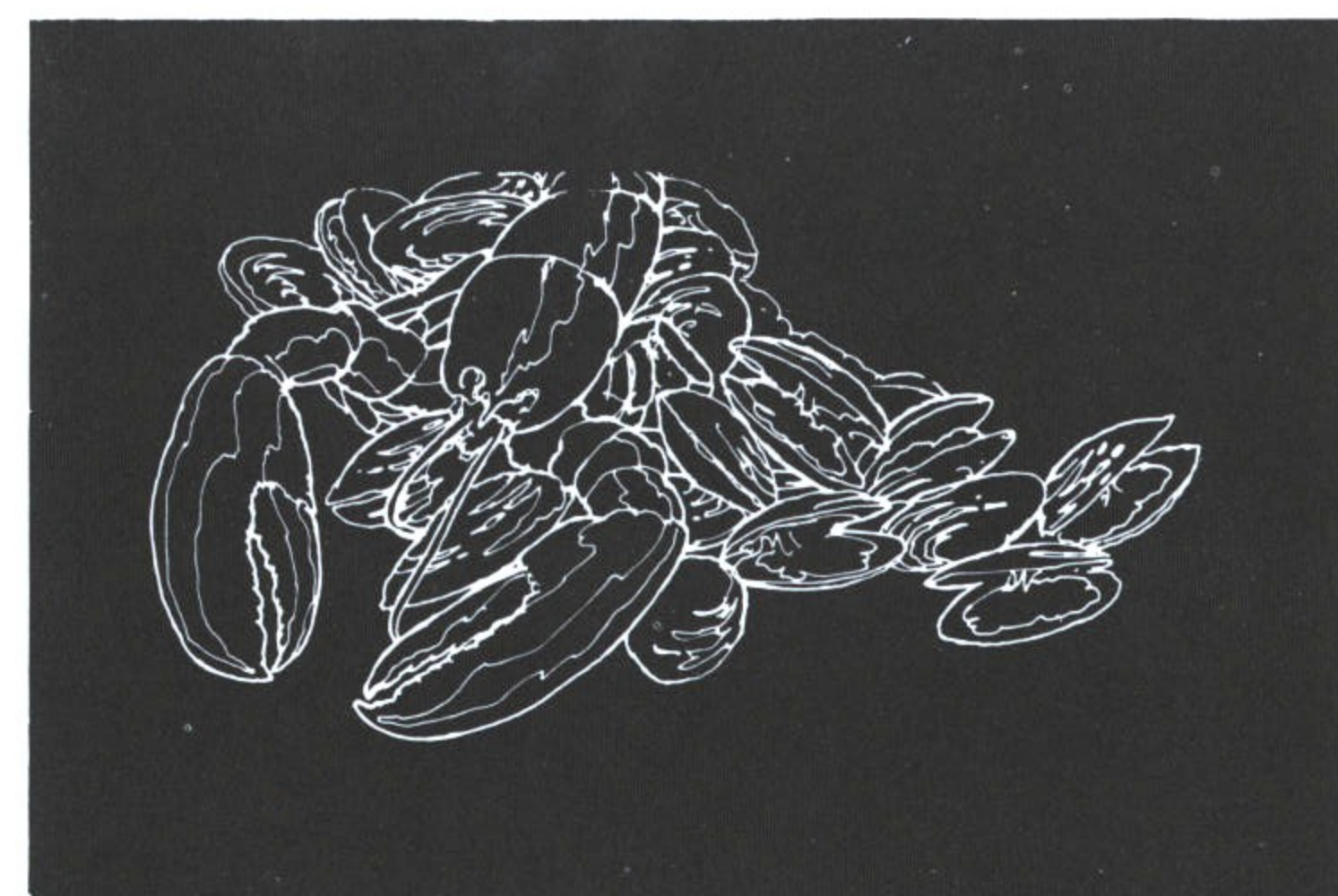
**THE EAST, WEST, NORTH AND SOUTH** are represented by auctioneers in the two photos (top and bottom) on the left and the central states are represented by the children in the photo at right. All enjoyed the 1978 Boston Clambake, held at the Boston Aquarium. The top photo shows President and Mrs. Marty Higgenbotham and their daughter, Tammy (Florida), George Martin (Maine), Mr. and Mrs. Armand La Montagne (Rhode Island), Mr. and Mrs. Jerald Beverland (Florida), and, partly hidden behind Mr. Beverland, Emma Agnew (Florida). Standing behind the Higgenbothams is Massachusetts Auctioneers Association President Louis Cardoza. In the lower photo are, clockwise from left, Robbie Losey (Washington), Mr. and Mrs. Louis Stambler (Hawaii), Mr. and Mrs. William J. Josko (Connecticut) and Mr. and Mrs. John Josko and family, also of Connecticut. The photo on the right shows the four children of Mr. and Mrs. Kirby Bollinger of Indiana. All pictured are shown enjoying the lobsters, clams (steamers), corn on the cob, watermelon, barbequed chicken and other good food at the Clambake.







**A MEMORIAL SERVICE** was conducted for the deceased NAA members; those who were reported deceased since the last convention. A white carnation was placed on a map, representing each deceased member. Pictured (left photo), left to right: Ladies Auxiliary President Mrs. Wylie Rittenhouse, Mrs. Leonard Sheinfeld, Mrs. Jack Armstrong Hilditch and Mrs. Walter Flatow. The right photo shows Mrs. Sheinfeld, Mrs. Flatow and Mrs. Rittenhouse as they make a presentation. Pictured seated are NAA President Martin Higgenbotham and 1st Vice President Harvey Lambright. The Annual Meeting followed the Memorial Service.



**THE NEW OFFICERS AND DIRECTORS** of the NAA were installed by retiring director, and past president, Wylie Rittenhouse immediately following the election at the Annual Meeting. Taking the oath are, from left to right: Archie D. Moody, 2nd Vice President; Robert E. "Bob" Musser, Frank Bass and James Heike, all Directors; Harvey C. Lambright, President; H. Layton Laws, Director, and C. E. "Chuck" Cumberlin, 1st Vice President.



**HALL OF FAME AWARDS** were presented to two outstanding NAA members during the President's Banquet of the Boston Convention. Joining the 34 other Hall of Fame recipients, who have been selected and announced annually since 1961, are from left to right, Curtis E. Cunningham of Greenwood, South Carolina, and Grover Howell of Conroe, Texas. Presenting the 1978 Awards was John L. Cummings of Cynthiana, Kentucky, one of the 1970 Hall of Fame recipients.





**RETIRING DIRECTORS** were presented plaques during the President's Banquet by President Marty Higgenbotham. Receiving the plaques, from left to right, are: Wylie Rittenhouse (past president), Ed Huisman, John O'Connor, Marvin Smith and R. A. 'Dick' Mader.



**WILLIAM "BILL" MOON** served as the 1978 NAA Convention Chairman and he received recognition in the form of a plaque during the President's Banquet by President Higgenbotham. Bill then recognized the many committees and individuals from the six New England Host States who helped conduct a highly successful convention — including and especially his wife, Eleanor.



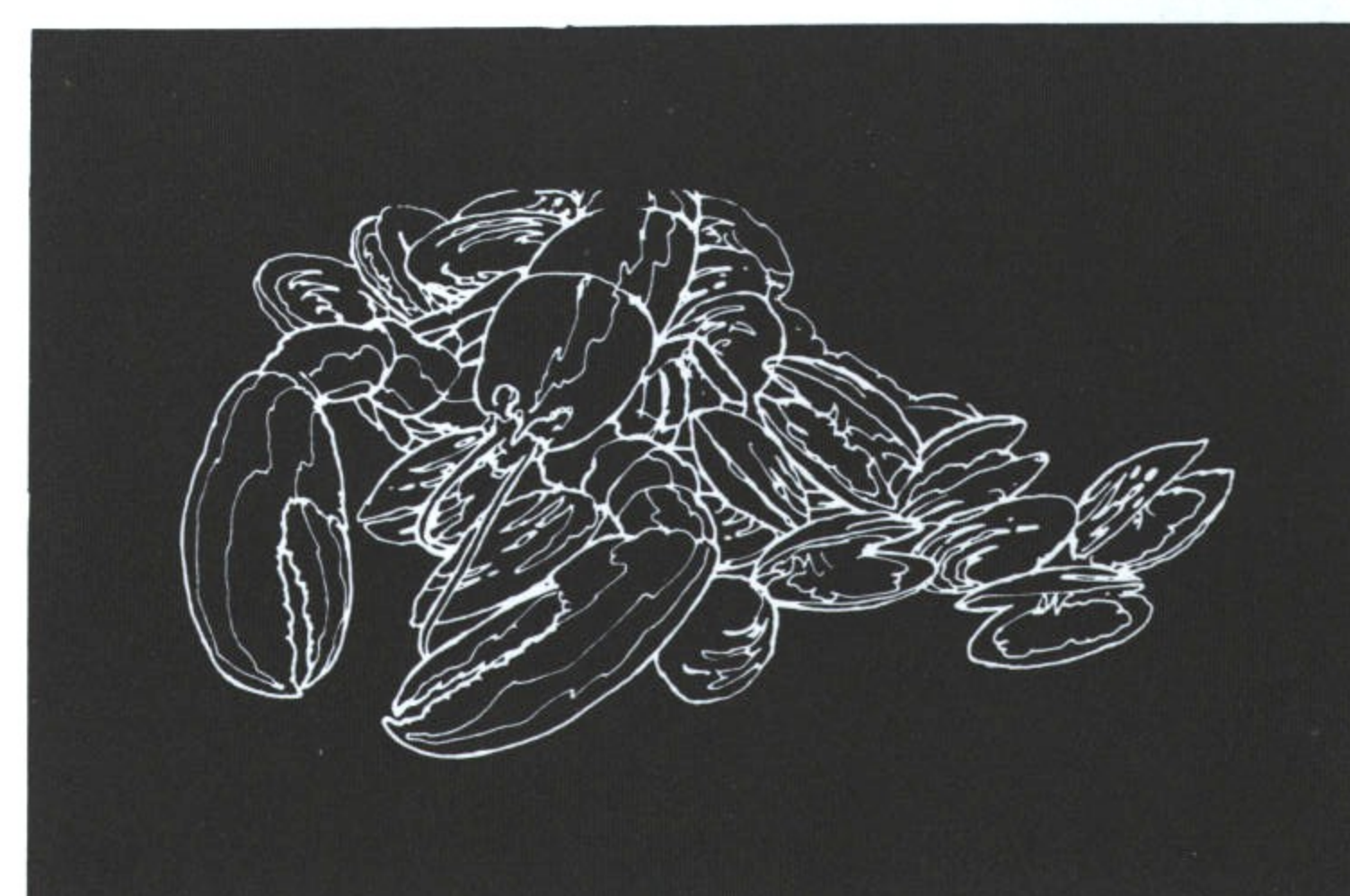
**NIDO QUBEIN** was full of wit during the speech given at the President's Banquet. He also motivated and inspired the over 1,200 NAA Convention registrants who heard his talk.



**OUTGOING PRESIDENT** Martin Higgenbotham (left) officially turned the gavel over to incoming NAA President Harvey C. Lambricht during the Saturday night's President's Banquet. The new president then presented Marty with his plaque (lower photo), recognizing him for his efforts as President during the 1977-78 NAA year.



**OUTGOING PRESIDENT** of the Ladies Auxiliary (left photo), Mrs. Wylie (Joan) Rittenhouse, offered her words of encouragement to incoming President Mrs. Walter (Ruby) Hartman and Ruby accepted the gavel of leadership for the 1978-79 year.





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## MR. AUCTIONEER: Who are you? Where are you going?

By William J. "Bill" Josko, Director  
Southport, Connecticut

There comes a time in every auctioneer's life when he should sit down, take inventory of himself and plot out the road ahead. As I listened to our newly elected President, Harvey C. Lambright, give his acceptance speech at the NAA Boston Clambake Convention, he rated one of his favorite thoughts written by Cary Kettering, which was, "My interest is in the future, because I'm going to spend the rest of my life there." This really hit home and it gave me the food for thought which I plan to share with you in this article.

It again hit home when recently my son, David, who is in the business with me, was involved at a social function and asked, "What Do You Do For a Living?" He replied, "I am an auctioneer." The questioner said, "Is that All You Do For A Living?" Little did this person realize what is involved in our profession. I'm sure before he departed, he was well aware of the full time involvement of the auctioneer!

Fellow auctioneers, we have a wonderful story to tell and I think we should take heed to the old adage, "He who whispers in a well that he has something good to sell, doesn't get as many dollars as he who climbs a tree and hollers." Take every opportunity you can to let people know who you are and what you do.

Who Are You? You are a community leader, who, if you have earned it, are well respected, called upon for leadership in your church, civic organizations, financial drives, boards, town, city, state or national officers, and considered an astute businessman. Yes, in this day and age, you are even entitled to use the name, "Original Recycler". Think how many times you have been the go-between in the sale of one's homestead item to another's basement.

If you know who you are, are you aware of the tremendous need to being aware of what you must do to continue to warrant this respect? Be constantly aware of what is going on around you. Be alert to people and changing events so that you can utilize what you learn in your everyday activities. Remember, you get a lot of pats on the back in life, but, most of them are too low!

Take advantage of every opportunity to give honest praise. Give credit where credit is due. Every auctioneer who has climbed the ladder of success is aware that he didn't do it without the help of others.

Those of you that have attended the NAA conventions have found the speakers who shared their knowledge with you, were

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also there to learn. I have never left a man that I didn't learn something from. I will be honest to say, sometimes I learn what I wouldn't do — but, I learned something.

Once you know who you are, you must realize that you must take an active part in politics. How often have you said, or heard said, "I can't mix politics with business" or "I can't get involved in politics because of my business."

All too often the word politics causes some people trouble. Let's get one thing clear — politics isn't a dirty word. It should be a part-time job of every American, because, without citizen participation in politics you get anarchy or a dictatorship.

It has been said, "Actually, bad politics and bad government are caused by good citizens who don't bother to take an active interest by voting and working in the political party of their choice." While you and I may favor one party, let me say this: Neither political party has a monopoly on honesty, on patriotism, or on devotion to the basic objectives all Americans share, of keeping our country strong, our people working and prosperous and the world at peace. Take an active part in politics. If your business is founded on your religious or political convictions, brother, you are in trouble. What can you do politically, as an auctioneer? You can:

1. Register and Vote on election day.
2. Give Financial help to candidates you know who understand our competitive free enterprise system.
3. Take an active part in political affairs.
4. Find out how candidates stand on areas which directly affect our country and our business.
5. Help put men in the legislative halls of Congress and State legislatures who will fight for your principles.

If we, as auctioneers, who are the country's top salesmen, don't exercise the privileges we have, our road ahead is a dead end.

In summing up, let me say, you will be a "nobody" and you won't go anywhere unless you are HONEST. Not just financially honest, as important as that is, but intellectually and morally honest as well.

If you make a promise, keep it. Fulfill all of your commitments. Make them say, "His word is as good as his bond." Keep faith with yourself as well as with others. Don't knock your competitors and To thine own self be true.

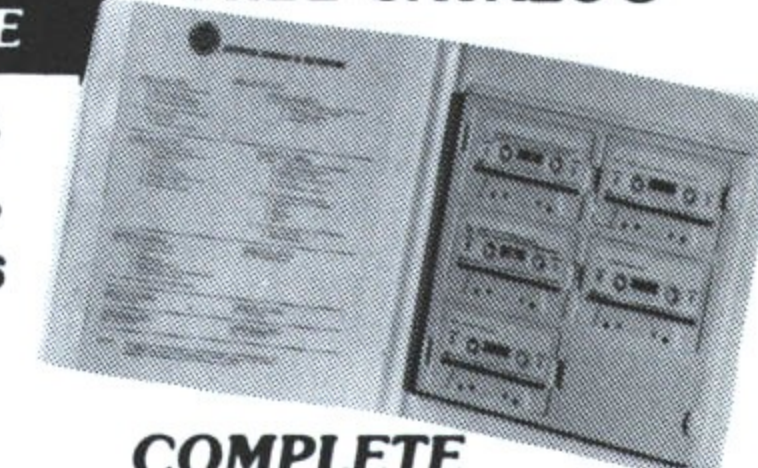
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## You Are a Professional . . . Act Professionally!

By Wayne Ediger, Director  
National Auctioneers Association

When you get your auctioneers license, you become a professional! When you are handling a client's auction, remember he contacted you because he did not know how to handle it himself and wanted professional help.

Clients depend on auctioneers to get the people to the auction and get the top money for the items to be sold.

You, as the auctioneer, are in the limelight because the entire crowd is watching you — be professional . . . act professionally!

After the sale is over and you may be 100 or more miles away there may be people who attended your sale and recognize you. And, you may not recognize them so you always must be on your top professional behavior. By so doing, you will maintain the respect of your clients — and prospective clients.

Here are some of my ideas as to how you can maintain professionalism:

1. Always be in command. In case of a bid mixup, if in your opening speech you have reserved the right to open in case of a tie bid, you are usually covered. Many times you have to handle the second bidder diplomatically.

2. Never take a drink of alcoholic beverage before or during

an auction. Nothing loses the respect of the buyers and crowd faster than smelling liquor on your breath or seeing you take a drink during an auction.

3. Keep your auction box in good repair — painted with your advertisements and telephone number. Keep your name on your auction signs and make sure your vehicles' signs are in good shape.

4. Wear a distinguished looking hat. This is a personal thing with me, but I wear a good looking lite gray or white hat at every function. Everyone knows me on sight due to my clean and distinguishable hat.

5. If you have something to sell that you don't know anything about, do some research on it so you are not completely in the dark if someone asks a question about the item. Know what you are selling.

6. I knew a man one time who carried an empty briefcase, but it made him look like a professional. There are plenty of items an auctioneer can carry in a briefcase — carry a few of your better brochures to use for promotional material — but look like the professional auctioneer you are!

7. Practice some techniques of how to remember names. "The sweetest music to a man's ears is the sound of his own name." If you can walk up to a man and shake his hand and call him by his name, he will feel warm toward you. This is another personal whim of mine, but if I can call a man by his name three times in the first couple of minutes, I usually can remember it forever.

8. Always be polite and tactful even though under some situations you would like to really let the individual know how you feel toward him.

9. When you advertise, discuss this with your client. Know approximately the cost and give him guidelines as to what you are doing. One example is, "A duck lays an egg and gets up and walks away; a hen lays an egg and cackles like everything for everyone to hear. There are 10,000 hen eggs eaten or sold to every one duck egg." So you must spend some for advertising.

10. I have in my office a framed letter from a client who was very happy and took time to write and thank me for a good job, which he felt was handled professionally. Display the letters and/or materials, which promote professionalism.

11. Always wear clean, neat clothes so that you can be distinguished from the rest.

12. Keep your auction moving at a rapid pace. Don't let it become slow or sluggish. Always keep in control of your pace.

The image of the auctioneer is projected by the manner in which all auctioneers conduct themselves. If you act in a businesslike manner — professionally — then the image of the auction profession and the auctioneer will benefit by your actions.

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## Auctioneers In The News

*Nautical, But Nice . . .*

### “Nautical Happening” Auction Conducted By Texans Joe Small and Charles Connour

Two Texas auctioneers conducted a special fund-raising auction as the highlight of the Dallas Homebuilders Association's annual social event. It took place at the Lakewood Country Club in Dallas during late August. Preceding the auction a sumptuous seafood dinner was served to 250 members and guests, who were nattily attired in nautical sea-faring garb. A band played for dancing and the auction began promptly at 9:00 p.m.

NAA member Joe Small was the auctioneer for the evening and wore a Commander's uniform in order to keep in the spirit of things. Another NAA member, Charles Connour, also a Texas licensed auctioneer, worked his special brand of magic on the audience as ringman.

The bidding was rapid and enthusiastic and, in just over one hour the sale was concluded with a bang! The band played Dixie, the dancing continued, and the happy homebuilders had \$7,000 in hand!

While many auctioneers view fund-raising and charitable type auctions with disdain and a general lack of enthusiasm, two Texas auctioneers actively solicit them as a merchandising tool.

NAA members Joe Small, CAI, and Charles Connour, both of Dallas, Texas, meet with groups such as children's homes, churches, civic clubs, chambers of commerce, trade associations, etc., to plan auctions as fund-raising events.

Joe Small feels that smooth, well-planned sales of this type are effective in three different ways:

- (1) A “showcase” for the auction method of selling, in an atmosphere of fun and good fellowship. Fund-raising auctions heighten interest in the auction way of selling. Charles Connour reports that often as many as 70% of the persons in attendance **have never before been to an auction sale!**
- (2) A dramatic and meaningful contribution to one's own

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**NAUTICAL ITEMS** were sold at the “Nautical Happenings” Auction by NAA members Charles Connour (left) and Joe Small, CAI, both from Dallas, Texas, at the Dallas Homebuilders Association's fund-raising auction. Approximately \$7,000 was raised from the sale of nautical items, such as the ship's wheel and running light, shown in the two photos.



community.

- (3) A proven advertising tool, instrumental in obtaining new clients, and new business.

Consider the importance of conducting the sale with the same crisp professionalism and organization an auctioneer would employ in a normal commercial auction sale. Business cards are placed (in a tiny antique toy wheelbarrow mounted on a section of red cedar plank with a small brass nameplate, or a simple silver tray) at the cashier's table. Everyone is welcomed warmly, thanked for coming and are given explanation of the terms and conditions of the sale. A show of hands is asked for of those who have not attended an auction sale or who are not very familiar with them. Explanations are given on how to bid and what to listen for, and everyone is urged to have a good time and the auction begins!

Much humor is used to put people at ease and give the entire sale an air of gracious courtesy and good taste. The principal aim is to demonstrate how much fun an auction can be, to thus whet their interest in this dramatic and ancient method of marketing and GET THEM INTO ANOTHER AUCTION SALE — anyone's sale . . . maybe even yours!



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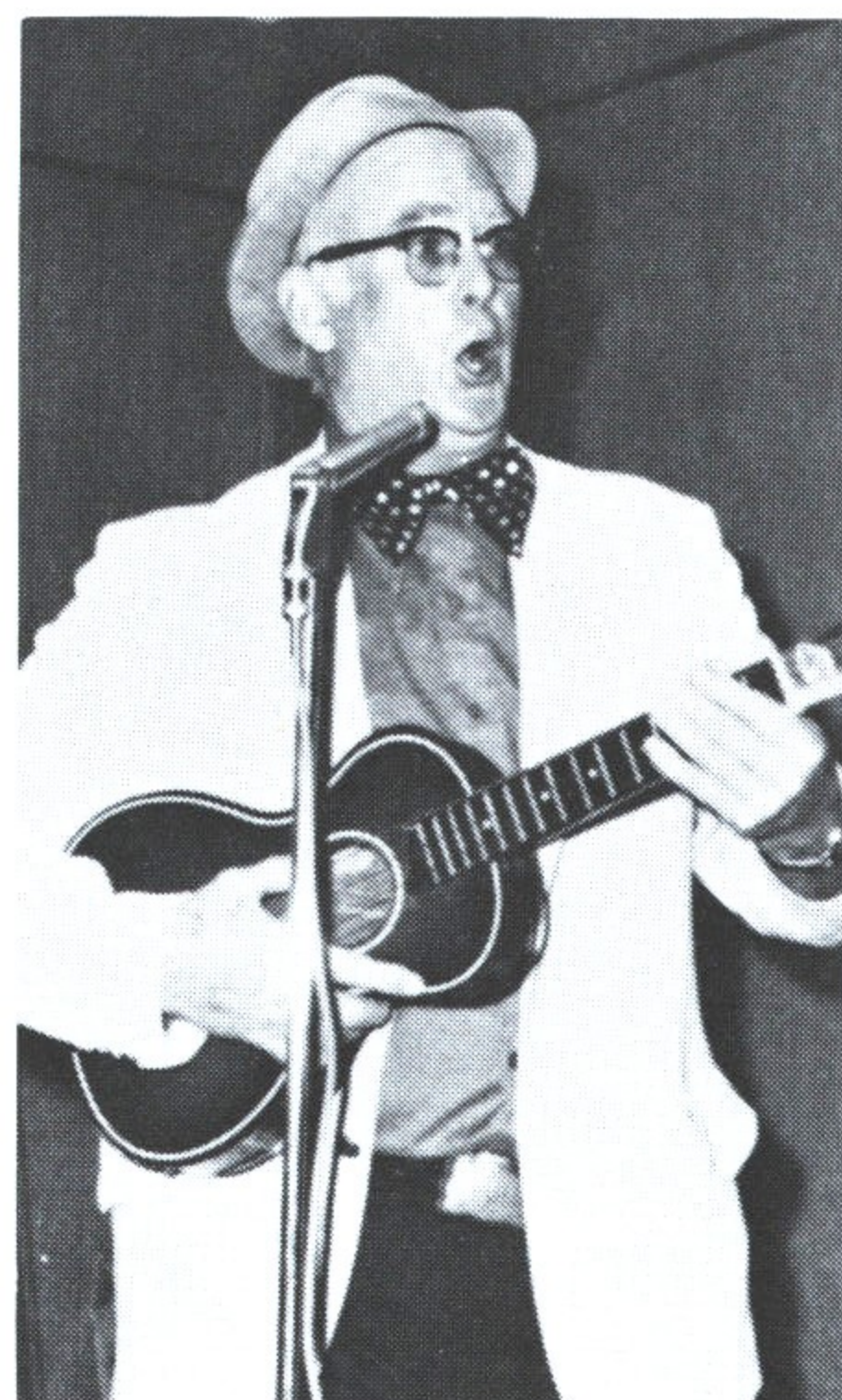
## Rhode Island Auctioneers Promote Auctions In Full Page Home Section of Newspaper; Give Tips On Attending/Buying at Auction

Roger and Paulette Houle, husband and wife auctioneers from Pawtucket, Rhode Island (Roger is president of the Professional Auctioneers Association of Rhode Island; Roger and Paulette were both hard-working hosts at the 1978 NAA Boston Convention) took over the entire page, normally devoted to articles concerning HOME and Real Estate Classified articles, in the August 16, 1978 edition of the PROVIDENCE SUNDAY JOURNAL (Providence, Rhode Island).

Paulette's article was entitled: "Auctions: You match wits to gain your heart's desire" and Roger offered, "Some tips to get what you want at an auction". Photographs of both Roger and Paulette were included in the article, in addition to three photographs showing people attending auctions.

The Houles and other auctioneers in Rhode Island together offered good information for prospective auction goers and described many items, which will help dispel the fears that some people have of auctions. As an example, the article stated, "The stereotype of auctions, the unsuspecting amateur who stifles a yawn and finds himself the high bidder on an expensive item, just isn't accurate."

Roger offered several tips for auction goers, including: "Deal with a legitimate auctioneer. A good auctioneer will give prospective buyers plenty of time to examine the merchandise before the bidding begins. If you have access to an antique price guide, use it. Try to find out who the dealers in the audience are. If you see something you like, but aren't sure how much you should pay, stand near it during the pre-auction period and listen. Of course, some dealers have been known to knock the quality of an item they like just so others are scared away. There's very little you can do about that . . . Not all antiques are antiques. There are two ways of finding



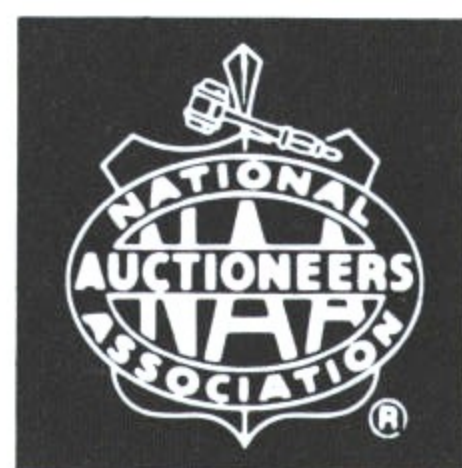
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out what it is. The best way is to know something about the piece. The other way is to listen to what others say about it and how the bidding progresses . . . Set limits for yourself . . . Know your audience . . . Listen carefully to the auctioneer's description of the item . . . Furniture is often sold in "as-is" condition, so examine it carefully . . . Most auctions require payments in cash — if you want something you figure will cost \$50, bring at least the \$50 . . . And, make sure that the six-foot tall bookcase can be carried through the doors and halls of your house, and will fit in the space you have designated for it."

In general, the article offered excellent information for prospective auction goers (and buyers). The Houles did a good job of dispelling some of the age-old fears people have of auctions and the information offered by the Houles and other area auctioneers was of interest to many, no doubt.

Unfortunately space will not allow to reprint everything said by the Houles and others, but this article proves again the amount of interest people currently have in the auction method of selling merchandise to the public and the successes both the sellers and buyers have at auctions.

### Iowa Auctioneers Sell Land For Top Price of \$3,350 Per Acre

A top price of \$3,350 per acre was bid for 80 acres of tillable land with no buildings at the estate sale of Ora Rebecca Paxson of Richland, Iowa. The land was bought by the H & H Corporation of Richland. Seventy-five persons were at the sale.

Auctioneers for the sale were NAA members Robert J. Mallinger and Gerald Wohler of the M & W Auction Company.

A second 80-acre tract of level to slightly rolling land brought a price of \$2,950 per acre and that land is in a different location. The same firm bought both tracts.

A third tract of 100 acres, purchased by another individual, with 77 tillable acres, brought \$1,750 per acre and the third tract included a modern home, garage and outbuildings.

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## Court Ordered Auction Results In \$650,000 When Dairy Land Sold By West Virginia Auctioneer Jim Owen

The highly desirable land of the Clover Dew Dairy, located between Princeton and Bluefield, West Virginia, was sold at auction by Jim Owen, Jr. when the courts ordered the land to be sold. The dairy property is located near a major interchange on a new expressway.

The property had belonged to the dairy since the early 1900s and had ceased dairy operations in 1977 due to the business falling into receivership. The land was surveyed into eight parcels, each being offered independently, which resulted in a total bid of \$619,000.

The entire 145.51 acres then was offered as a whole and resulted in the bid of \$650,000, which was nearly \$200,000 higher than had been projected for the sale.

The property was purchased by a group of local businessmen with overseas investments money. The future plans for the land will be development of single family houses, apartments, and the possibility of one section being used for commercial purposes.

The auction of the real estate had been highly publicized and had drawn considerable interest, both in a local level and a several state-wide area as the property was considered to be the last remaining desirable tract between two rapidly growing towns.

Buyers were present from many states, with some buyers arriving by helicopter to the sale site.

NAA member Jim Owen of Jim Owen Realtors had conducted an auction for the dairy during the fall of 1977, selling out all of the personal property, which resulted in a sale of \$30,000. Jim is a member of the West Virginia and Virginia Auctioneers Associations and is an instructor at the Mendenhall School of Auctioneering at High Point, North Carolina.

### Top Prices Paid for Antiques At Louis Cook's June Auction

Prices paid for antiques were high at the June 24, 1978, auction sale in Kingston, Massachusetts, which was conducted by Louis Cook. Louis reported the following: antique bedside table — \$450; Victorian secretaries — one at \$1,000 and the other at \$900; Canton platter — \$300; antique telescopes — \$75 and \$120; brass andirons — \$175 and \$275 a pair; 12-inch rookwood vase — \$130; stagecoach coach trunk — \$175; bannister back chair — \$250 and Metlach stein — \$350.

Many other interesting items also were sold at the Kingston auction by Louis Cook.

### Estate's Antiques Sold at Auction In Maryland By Emmett R. Bowlus

Emmett R. Bowlus, long-time NAA member from Frederick, Maryland, wrote about an auction sale he conducted on July 29, 1978, in upper Middletown Valley of Frederick which included many antiques from one farm household of the Grayson Cartee family, whose ancestors were Germans who settled in the area in the 1700s.

Some of the more outstanding items sold included: tin plate stove with base, made by Union Mfg. Co. in Frederick in the early 1800s for \$535; hand loomed coverlet made by



**NAA MEMBER JIM OWEN** stands on the tailgate of his automobile while selling at auction the land of the Clover Dew Dairy, near Princeton and Bluefield, West Virginia. The 145.51 acres of dairy land brought the total price of \$650,000 and will be used mainly for residential development.

Joshua Corrick with Joshua Corrick, Middletown, Md., loomed in corner for \$805; oak roll top desk for \$735; walnut and cherry six-drawer chest for \$565; tin baby plate for \$33; oak rocker for \$335; oak dining room chairs for \$62 each; and an old tin C. D. Kenny tea can (two quart size) for \$38.

The estate sale grossed over \$11,500 and everything was sold in a three and one-half hour period. Attending the auction were 245 registered buyers.

The Cartee family retired to a trailer on the farm to spend their remaining days in the area where they were born and lived all of their life.

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An 80-hour, two part course for auctioneers will be conducted at the University of Tennessee-Nashville in the fall of 1978 in an attempt to meet the educational requirements needed by auctioneers in the State of Tennessee.

NAA member Jim Trusty reported that he, the Tennessee Auctioneer Commission, including Mrs. Thelma Cartwright, executive secretary, and Sharon Langford, program coordinator for the University, have determined the courses needed to fulfill the necessary auctioneers requirement.

It was reported that the Tennessee Auctioneer Commission is in the process of upgrading all of its educational requirements and the new courses will continue to meet or exceed the necessary requirements established by the state.

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

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## Use Membership Applications to Obtain New Members for NAA at \$20 Dues Amount; Dues Increases to \$30 on December 31, 1978

Use the Membership Application, enclosed in this issue of THE AUCTIONEER magazine to solicit qualified auctioneers for membership in the NAA NOW. Membership dues for anyone whose membership comes due up through December 31, 1978, will remain at the \$20 dues amount, but anyone signing a membership application after December 31, 1978, will be charged the new \$30 per member annual dues amount.

NAA dues are billed annually during either of four quarters: January, April, July and October. Members who are billed in October will pay the \$20 annual dues amount, but anyone billed for the January, 1979, dues will pay the \$30 dues. New members signed up through November 15 will be considered members of the October billing period and if you know of good prospective applicants for NAA membership, have them join in the October, 1978, billing period — for one year they can get in on the \$20 dues amount (next year they will be billed the normal \$30 dues amount also).

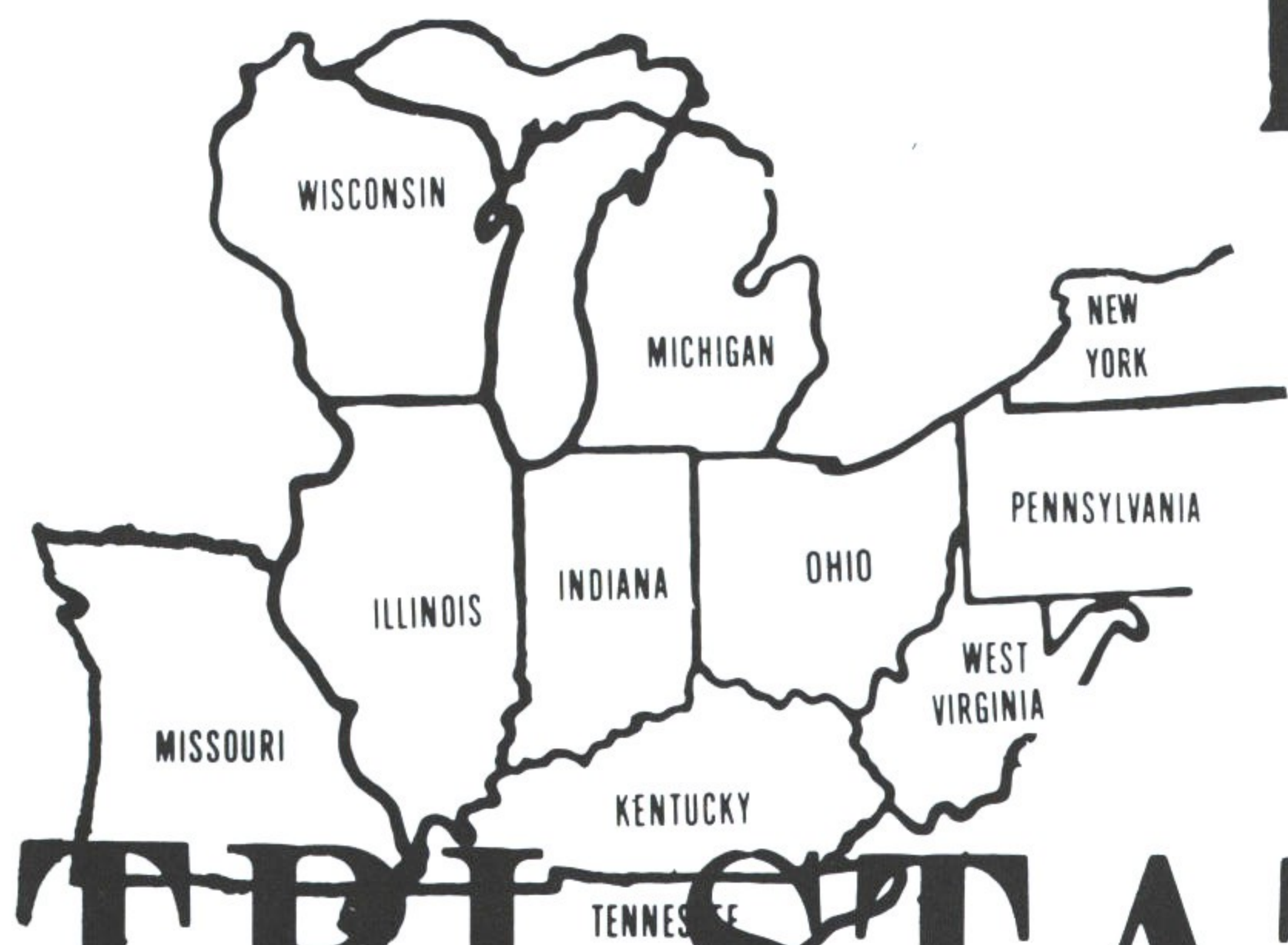
Membership is important to the success of the National Auctioneers Association. Quality members are as important as the overall membership program, however, and remember, sponsor only those auctioneers who will represent the NAA in an ethical and professional manner. The auction image is dependent on the type of membership in the NAA!

Application will not be accepted at the NAA Office unless the application has the signature of an NAA member in good standing. Membership in the National Auctioneers Association is by individual membership only — business firms are not members, the individual auctioneer holds the membership.

If you know of a qualified auctioneer in your area who not now is a member of the NAA, ask him or her to join today. Use the enclosed application to solicit his or her membership!

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## Famous Brewery Family Estate Sold By Winnipeg's Hovmand Galleries

Hovmand Galleries of Winnipeg, Manitoba, Canada, conducted an estate auction for the late E. L. Drewry, a famous brewery family in Canada, on May 1 and 2, 1978 and even though Hovmand Galleries will seat 500 persons, people were turned away due to lack of space.

NAA member Neil Hovmand, who coordinated the auction, said that although he had expected a good turn out, he was amazed at the number of people who were in attendance.

The auction included many fine Victoria chairs, tables and desks. There was a collection of outstanding Sterling pieces and many china and porcelain items of high quality.

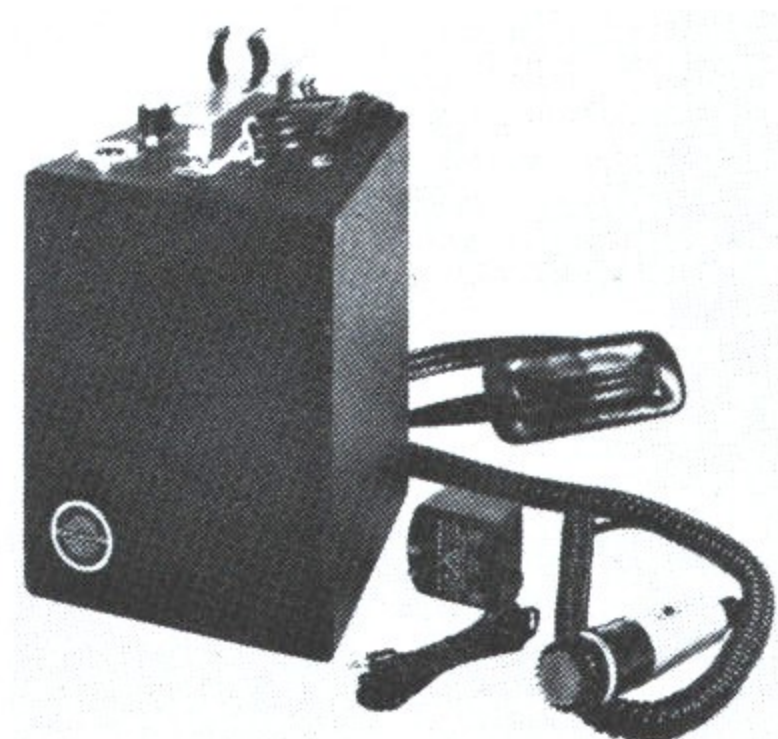
An 1883 walnut library cabinet brought over \$4,000 and though it was not an exceptional piece of furniture, the cabinet was made for Drewry by his company's carpenter and a deaf/mute wood carver.

An especially fine silver tea service in an overall floral chased design brought \$4,200 and the service included a large tea pot, coffee pot, hot water pot, creamer, sugar bowl and hot water kettle on its own stand.

Neil explained that the extremely high calibre of the items in the Drewry estate plus the fact that the family was so well known in Winnipeg accounted for the success of the auction.

## Mississippi Newspaper Applauds Lady Who Selects Auction as Her Profession

NAA member Karleen Lawrence of Gulfport, Mississippi, received recognition when THE DAILY HERALD newspaper of Biloxi-Gulfport (Metro Edition: Section 2, Page B-1) recognized her for her decision to become an auctioneer. Karleen is not the only auctioneer of the family as her husband William (also an NAA member) and two of her sons are also auctioneers. The Lawrences own Willowvale Auction in Biloxi.



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

**WRITE:**

**Western**  
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Karleen felt the need to become an auctioneer and was aware that she could earn a good living through the profession. She attended the Missouri Auction School and on July 3, 1978, conducted her first sale. She also conducted an auction sale on July 29 where she auctioned antiques, older furniture and collectibles.

Several important points were brought out from the interview made of Karleen Lawrence by Herald staff writer Jim Sellers: "You are your own boss, for one thing. There's no discrimination, and age is no factor," she said.

She also said, "If a person can sell, auctioning is just another method of selling. Being able to get up and do the auctioneer's chant, though, doesn't mean an individual can sell."

Karleen also said that she did not have a voice good enough to sing and she can't be an actress, so, "I get up there . . . and auction and do my thing. Anyone who has ever experienced the frustrations of being locked up in a house day in and day out not being able to get out, knows what that's like. Auctioneering could be an ideal form of escape."

NAA Member Karleen Lawrence hopes to get her real estate license so that she will be permitted to sell real estate through the auction method of selling. She plans to enroll at the University of Southern Mississippi in the fall to begin studying to take the examination for her license.

## NAA Member from Pennsylvania Wins Ohio State Fair Auctioneer Contest

Harry Anderson of Georgetown, Pennsylvania won the 1978 Ohio State Fair's Auctioneer Contest out of 71 contestants. A prize award of \$200 was presented to Harry on Monday, August 21, 1978.

The Auctioneers Contest is one of the highlights of the annual Ohio State Fair and the contest is held in the Davey Arena and sponsored by the Ohio Auctioneers Association.

Harry Hudson, Jr. of Eaton, Ohio placed second in the contest and Jack L. Marsh of Bloomdale, Ohio, placed third.

The judges for the 1978 contest were NAA 1st Vice Presi-



dent C. E. "Chuck" Cumberlin of Brush, Colorado; NAA Past President Wylie Rittenhouse of Uniontown, Pennsylvania; and NAA Director Herbert A. Bambeck of Dover, Ohio.

The contestants who placed in the top 10 were introduced to the large audience, which gathered for the annual 4-H and FFA Sale of Champions held immediately following the auctioneers contest.

### 93 Condominiums Sold in Baltimore For Excellent Price of \$4,906,250

"The buyers got very, very good buys and the amount paid exceeded our expectations" said William Z. "Bill" Fox, Chairman of Michael Fox Auctioneers, Inc., Baltimore, Maryland, when the firm sold 93 Condominiums, plus 18 commercial units and 106 parking spaces for a grand total of \$4,906,250.

David S. Fox, president of the auctioneers firm, considered the auction of the Winthrop House Condominiums as a "once in a lifetime opportunity!" Newspaper articles in both the **Baltimore Sunpaper** and **News American** highlighted the auction in their June 7 editions.

The 93 one, two and three-bedroom units were sold at auction because the developer couldn't pay its bills and went bankrupt. Before the auction the highest asking price on the units was \$101,000, but most were around \$75,000. There are 157 apartments in the building.

The first unit sold was a three-bedroom unit on the seventh floor, which brought the highest price of \$89,000. Another unit, sold early for the price of \$55,000. The prices ranged from \$40,000 to \$89,000. Seventy of the units had two bedrooms and sold between \$50,000 and \$60,000 and each unit came with a parking space.

The parking spaces also sold, 13 total, for around \$3,000 each, which was unusual when they originally had gone for \$2,500 each.

The 18 commercial units were bought by an orthodontist



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for \$30,000 each. Each buyer had to pay \$3,000 or \$5,000 for the commercial units on the spot and settlement was to be completed in 30 to 45 days. Buyers could finance the purchase with an 8.5 percent loan, an attractive rate in today's money market.

All bids were made on the basis that if someone at the end of the auction came up with an offer larger than the sum of the other bids, it would be accepted. At the end of the auction the entirety bid was asked for and there was nothing but silence.

### Cecil Agnew Receives Good Promotion In Newspaper Article Telling How To Attend An Auction — Buy Good Items!

People in the Waco (Texas) area learned something about the auction profession, thanks to an article, which appeared in the WACO TRIBUNE-HERALD on August 8, 1978. The headline of the article: "Auctioneer Details Work, Offers Advice."

The article described NAA member Cecil Agnew as a professional auctioneer and Cecil describes the auction as "the quickest and most profitable way to turn merchandise into money."

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"It's amazing what people will buy. You wonder why in the world someone would buy that, but it is not what it is worth, but can they use it or sell it for more," said Agnew in the article.

The article stated that auctions are a rapidly expanding business and that real estate is the popular aspect of the auction method today. The article explained that Cecil Agnew is a school teacher (so is his wife) but when he is not teaching he sells at auctions all types of merchandise, but specializes in farm sales, business liquidations, antiques and estate auctions.

He graduated from the Missouri Auction School, but explains, "you are not an expert when you leave the school and the best way to become established is to watch the pros. He still tries to attend as many auctions as possible to hear the different auctioneers' chants. In this profession, you never stop learning!" he continued.

Cecil Agnew also offered some advice to the prospective buyer: "Go to see the merchandise a day ahead of the sale and look over the items offered. If an auctioneer won't allow this, people shouldn't attend the sale.

"Make up your mind how much you are going to pay for an item and stick to it. Otherwise you may get caught up in

a bidding war and pay a lot more than intended."

Once again, thanks to the press, the auction method of selling and the good works of the auctioneer are publicized — without charge — in the newspapers; another step in the NAA's goal of making the public realize the value of the auction method of selling real and/or personal property (thanks to members, such as Cecil Agnew).

### **NAA Auctioneer Omitted From List Of Championship Auctioneers In September Issue of THE AUCTIONEER**

The September, 1978, issue of THE AUCTIONEER magazine included a list of the auctioneers who won awards at the 1978 World Livestock Auctioneers Contest, held in June at the Marshall Junction, Missouri.

The list was incomplete and one of the NAA members was unintentionally omitted. Dean Schow of Paxton, Nebraska, was not included as the co-winner of the Runner-up Champion of the Central Region. Dean shared the honors with another NAA member, Armon Wolff of Golden Valley, North Dakota.

The omission was purely unintentional, especially since the NAA uses the magazine to promote the activities of NAA members. Dean Schow is an active member of both the Nebraska and National Auctioneers Associations.

### **Christian Science Monitor Promotes Auction Method of Selling Following NAA's Boston Convention — Next Door**

The 1978 NAA Boston Convention was held at the Sheraton-Boston Hotel, which is next door to the headquarters of the Christian Science Church in Boston. The convention was held on July 19-22, 1978 and in many of the nation's newspapers, on or near July 31, 1978, an article appeared, which was written by Maria Lenhart of the Christian Science Monitor, entitled: "Auctions Combine Fun with Bargain Hunting".

No one was aware that anyone from the Christian Science Monitor was present during the NAA Convention and perhaps the interest in auctions by the Christian Science Monitor was coincidental, but the NAA is pleased that the well-known newspaper would write the article, promoting the auction method of selling.

Maria Lenhart's article began with a comment on how a person can go away from an auction with some entirely new ideas on how to shop and what constitutes an evening's or afternoon's entertainment.

The auction is compared with shopping at a store, but the store loses out if entertainment is a reason for shopping. Bargains are noted, at an auction, also. And, Maria Lenhart was not referring to the highly publicized, elegant affairs where the high priced antiques or collectibles were being sold at auction. She was referring to the country auctions held in town halls, fire houses, little galleries, barns, and on the lawns outside old farmhouses.

She also told about her favorite auctioneer (a New Hampshire auctioneer who appropriately bills himself as "Your Country Auctioneer, Inc.").

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The newspaper article goes further to explain to the prospective auction bidder where to sit at the auction (sit in back, she says, to avoid the "unscrupulous auctioneer" calling out a bid, which was not there) and the importance of attitude (don't allow yourself to be caught up in a bidding war between two persons, who won't allow either to have the item — and you get caught by buying an item at a ridiculously high price).

Maria Lenhart's newspaper editorial on auctions is just one more example of the interest being shown in the auction method of selling. Most writers try and capture the emotion of the reader by dwelling on the unusual — the clothing, entertainment, etc. of an auctioneer, but this writer did a good job of creating interest in the auction and auctioneer.

### *Auctions Benefit by Publicity . . .*

## **Missouri Auction School Promotes Auction In Newsweek Magazine and TV Shows**

Many people have commented, recently, on the publicity and promotion given to the auction method of selling, auctioneers in general and more especially, the method of training auctioneers at the Missouri Auction School in Kansas City, Missouri. NAA member Dick Dewees, president of the Missouri Auction School, and his staff have been in the "spotlight" recently, in NEWSWEEK Magazine, on television programs (The Today Show, The Tomorrow Show) and in several other news columns.

In early summer — just before the NAA Convention was held in Boston — NEWSWEEK Magazine sent a reporter and photographer to visit the Missouri Auction School while in session and the result of those visits, a full-page article in the July 10, 1978, edition of the magazine. NEWSWEEK staff members Vincent Coppola with Pamela Ellis Simons described it as "ENTERPRISE: Auction School".

Following the domestic feature of NEWSWEEK, the magazine's foreign editor wrote about the Missouri Auction School's training methods and was very complimentary in regards to the training received by prospective auctioneers.

In August, the Kansas City Star newspaper and King Newspaper Features (New York) featured the Missouri Auction School in their syndicated column.

The National Broadcasting Corporation (NBC) sent a crew to Kansas City to visit the auction school, during the August session, and the crew included a commentator, camera man, producer and sound man. This crew spent a day, preparing a feature segment, which appeared on the TODAY SHOW.

During the same evening, David Brinkley of NBC picked the tape up and ran parts of the segment. Dick Dewees was also led to believe that they sent a longer version to a variety of local NBC affiliate stations for use in the late evening news shows.

Dick Dewees was Tom Snider's guest on NBC's TOMORROW SHOW. This television show is divided into three segments and Dick had two of the segments, amounting to nearly 40 minutes, less commercial time. The TOMORROW SHOW follows Johnny Carson's TONIGHT SHOW and Tom Snider led the discussion on how auctioneers are trained, but mainly, about auctions in general in an effort to make the public aware of the many advantages of using the auction method and how to select a competent auctioneer.

Recently Dick Dewees also made several ten minute live radio interviews, plugging the auction method of selling on ABC and CBS and on all of the news networks.

Though his main interest is the Missouri Auction School, the recent appearances by Dick Dewees and the visits to his school by some noteworthy and well-known magazine, television, radio and newspaper organizations has helped auctioneers — and especially NAA members — improve on their image through outstanding promotion and good public relations.

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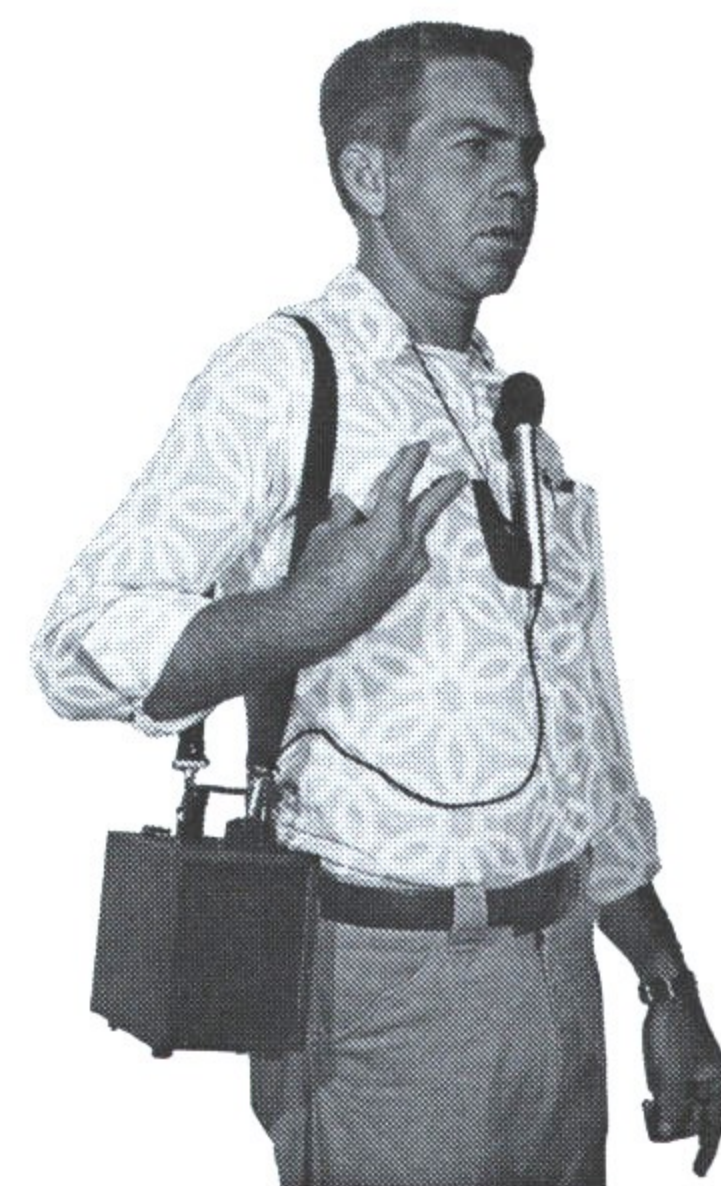
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## Walter Flatow Shares Front Page Headlines With Jimmy Connors and Antique Car Rally

The Stowe (Vermont) Annual Rotary Club Charity Auction shared the headlines with the 1st English Leather Tennis Grand Prix and the 21st Annual Stowe Antique and Classic Car Rally and the entire front page of THE STOWE REPORTER newspaper featured photos of Jimmy Connors, world-famous tennis player, an antique automobile and NAA member Walter Flatow of Stowe.

All three photos promoted interest in the respective events. Jimmy Connors was used to promote the tennis tournament, where 47 players from all over the world competed — Jimmy won, by the way; the antique automobile promoted the Car Rally, where over 400 entries from many states were displayed; and Walter Flatow, complete with his NAA blazer in an impressive action-type photo, was promoting the 29th Annual Stowe Rotary (Club) Charity Auction was to be held. Walter was listed in the full page ad (back page of the same edition) as "Featuring Vermont's Finest Auctioneers".

Four other auctioneers (non NAA members) were also advertised. Some of the items sold included: \$100 silver dollars; a 13-foot Mansfield canoe; a 1978-79 Stowe season ski lift pass.

### *The Ladies Auxiliary To The National Auctioneers Association 1978-79 Officers*

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#### **TERMS EXPIRING 1979**

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Mrs. Edwin (Patsy) Fulkerson, R. 4, Box 232, Jonesboro,  
Tennessee 37659. Phone: 615 282-1236



#### **Dear Ladies:**

Here I am again at the last minute, trying to get this letter written for the October issue of THE AUCTIONEER magazine. I knew I had to write for the last two weeks and here I am!

First, I want to say I really enjoyed the Boston Convention. We would never have been in Boston if the Convention had not been there. No reflection on Boston, but we tend to give big cities a wide berth.

It was nice to see, in person, all of the historical places where these events took place . . . the midnight ride of Paul Revere . . . the lighted lantern in the church window . . . the minutemen . . . Sturbridge Village . . . the Witch city . . . and who would have thought I would ever go to Harvard?

And who would have thought we would be in the absolute worse traffic jam we have ever seen!

All in all Boston was quite an experience! The first time we have ever been to a Clambake and I imagine the last time! Ken does not like clams and lobsters! Boston can be proud of their new Aquarium.

It was an exciting convention! I enjoyed seeing old friends and making new friends. The ladies membership is climbing right up again! Answering roll call at the ladies luncheon were 217 in attendance. The luncheon always stands out in my memories as a bright spot. Next year we are looking forward to some new programs that are in the planning now. I am sure you will enjoy them.

Since coming home from the convention we have had company for two weeks and after that we spent a week in St. Louis attending our son's wedding. It seems like this summer has flown by so fast it makes my head swim. Now we must stay home and put out some of these Florida palms!

We are looking forward to seeing you in Denver.

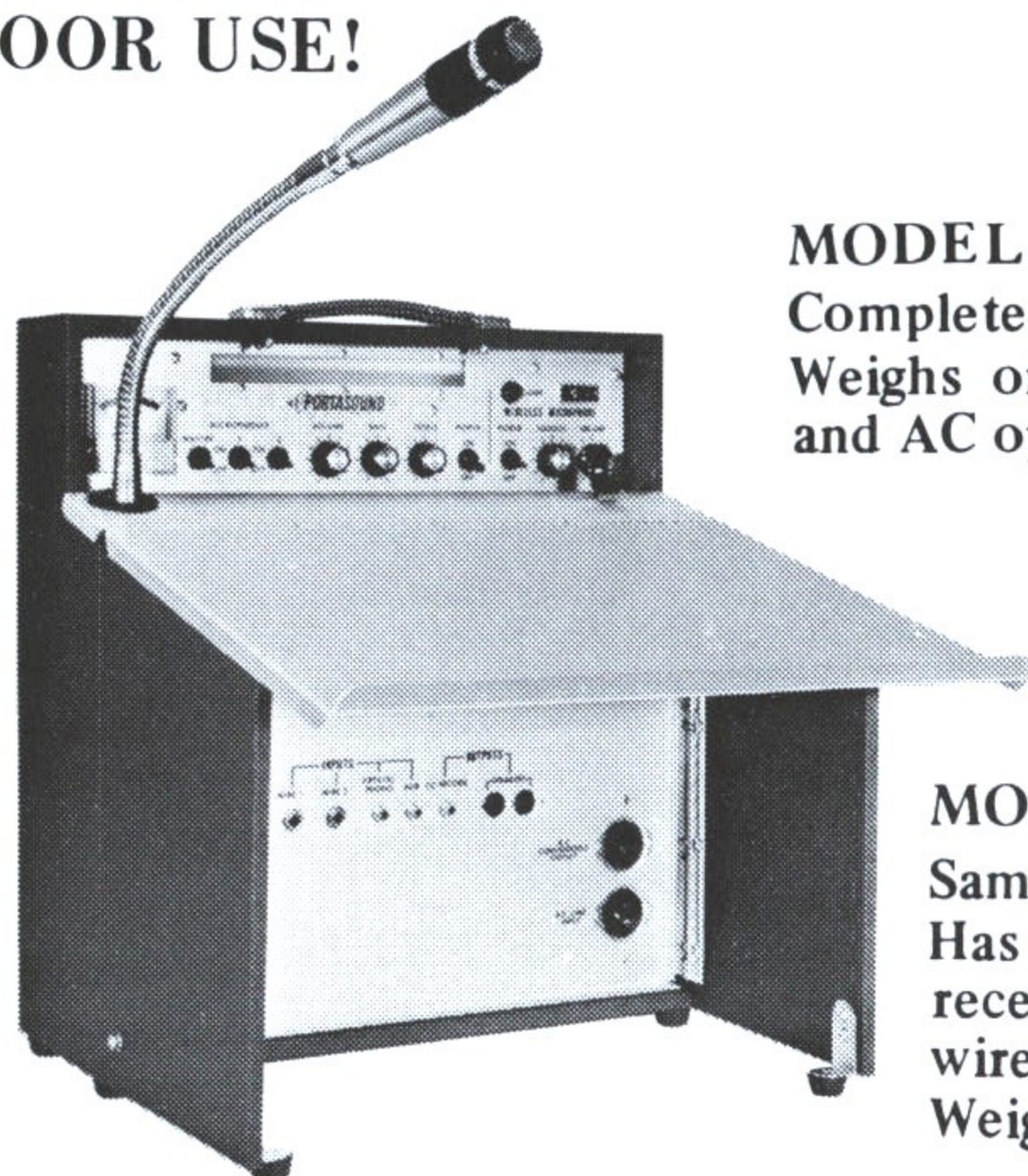
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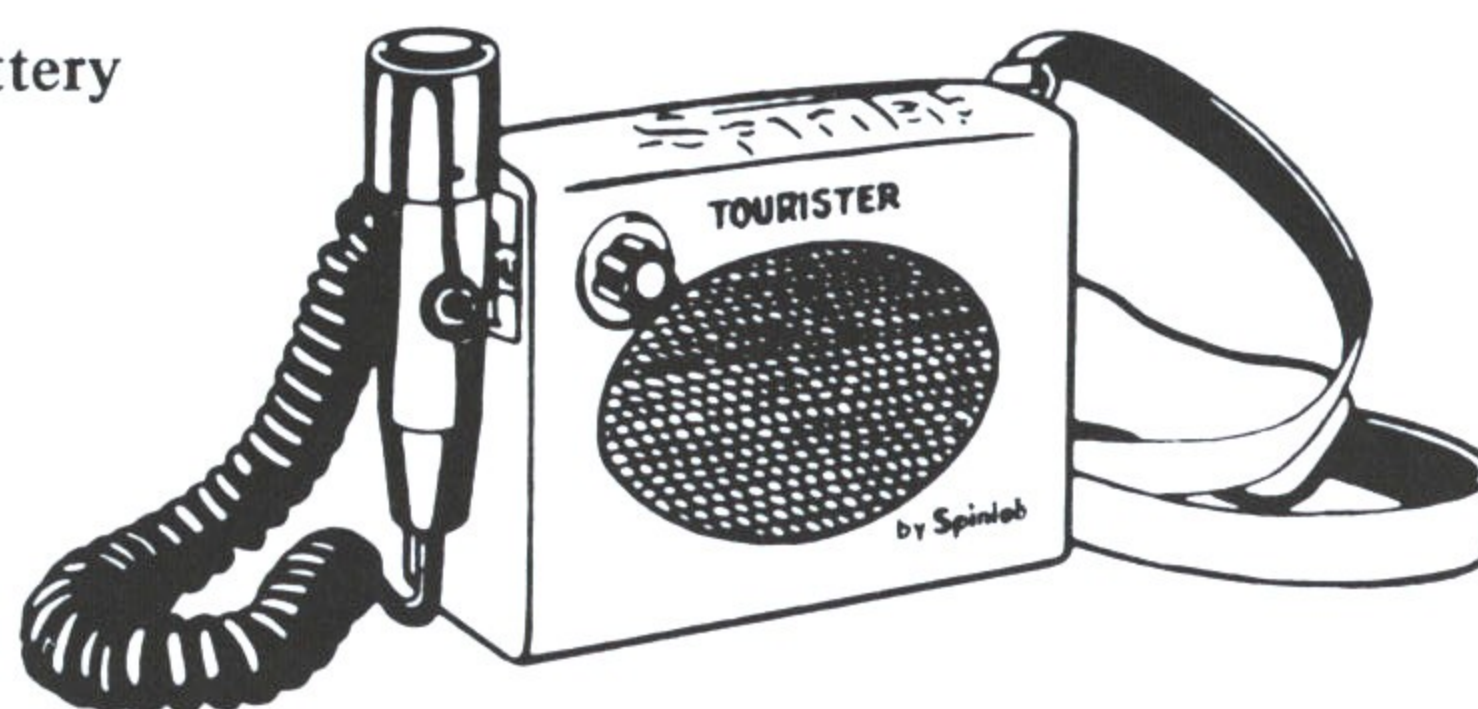
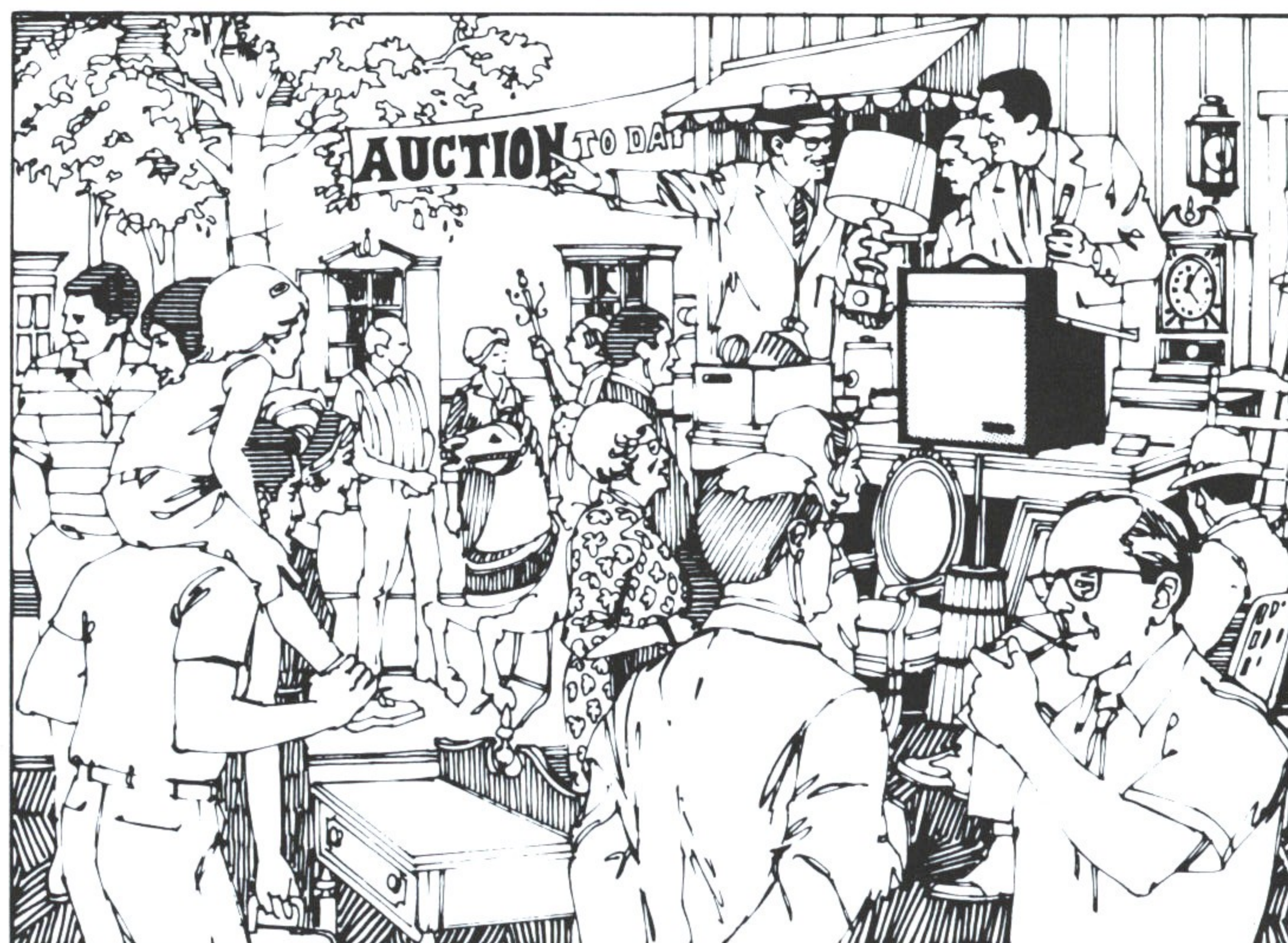
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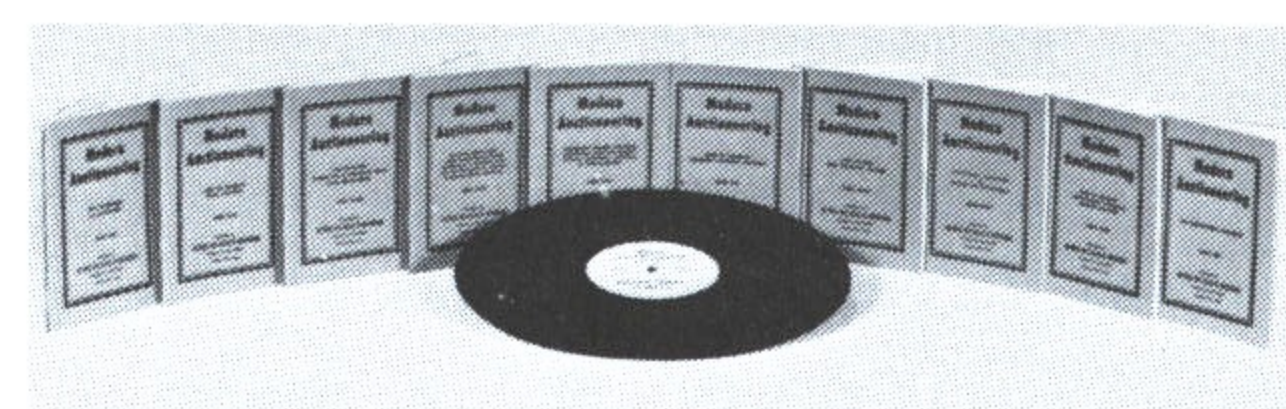
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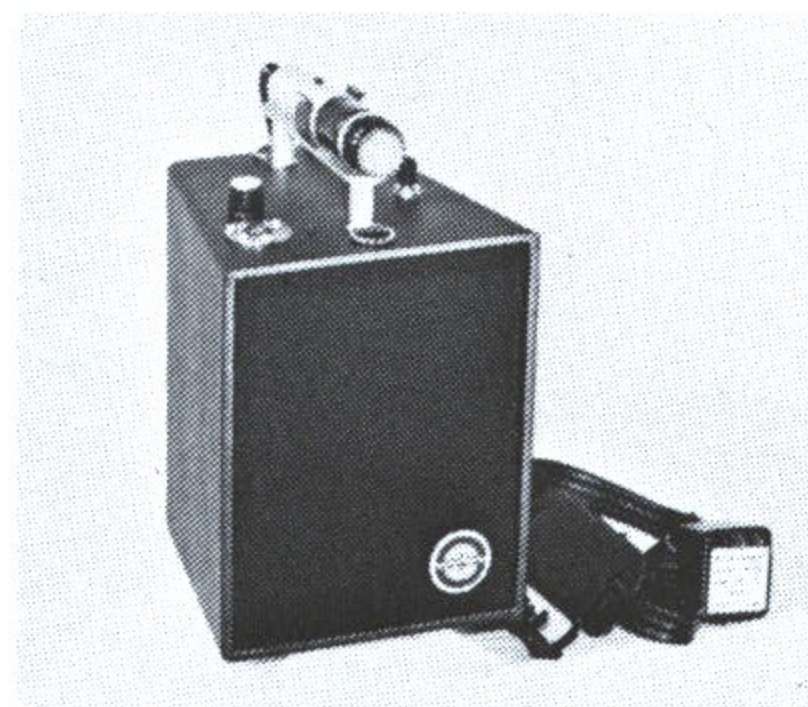
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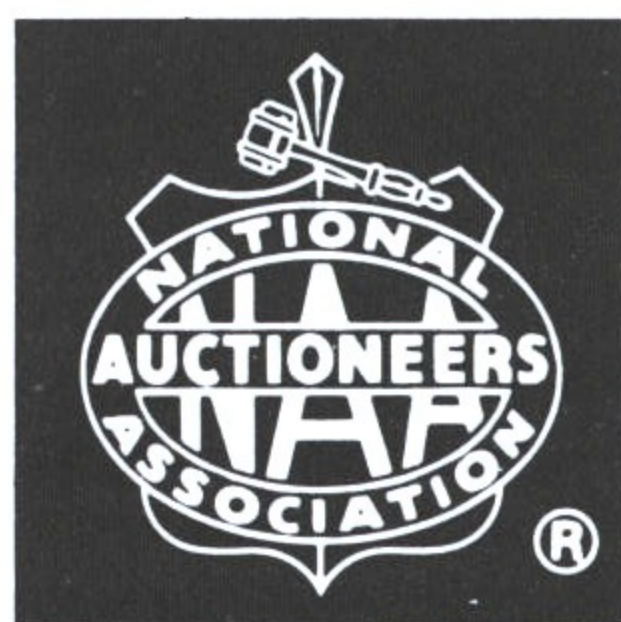
### JOE PERLICH

Joe Perlich of Lethbridge, Alberta, Canada, died on Sunday, July 2, 1978, following a brief illness due to cancer. Joe was 46 at the time of death.

Auctioneer Perlich was raised and educated in Picture Butte, Alberta, and in 1953 attended the Western College of Auctioneering in Billings, Montana. Since that time he has been actively engaged in auctioneering in western Canada, and in 1967 was one of the founders and president of Perlich Bros. Auction Market Ltd.

He was a past president of the Alberta Auction Markets Association; immediate past president of the Alberta Auctioneers Association; a member of the Separate School Board, Picture Butte; served on the Lethbridge Community College Board; was Past Grand Knight of the Knights of Columbus, Picture Butte; instructed at Western College of Auctioneering; a Canadian director of Certified Market Operators of America Association; a member of the Picture Butte Elks Club; and a very strong supporter of the 4H movement.

Surviving are his wife, Irene and five children, and his brother, Tony, also an auctioneer.



## Letters To The Editor

### Tennessee Land Sale Creates Interest In Auctions By Local Newspaper Writer

Dear Sir:

Enclosed is a copy of the Shelbyville Times-Gazette with an article regarding auctions on page four under "Scraps of Poplin". This story and picture is in particular reference to the auction of Mr. Herman A. Read estate of July 8, 1978, a circular which is enclosed.

The land, 151 acres, sold for \$143,000. Antique items included a corner cupboard for \$850; spool chest for \$800; walnut bed for \$700; hall tree for \$500; round oak table for \$525; dinner bell for \$130; and a quilt for \$100.

G. S. Gordon, NAA Member  
Daniel & Gordon Realty Company  
Shelbyville, Tennessee

This letter again included a newspaper clipping of an auction conducted by NAA member G. S. Gordon's firm of Daniel & Gordon Realty, but created a very warm feeling about auction and auction activity. "Scraps of Poplin" is an editorial regularly featured and written by Dick Poplin in the Shelbyville, Tennessee TIMES-GAZETTE and appeared in the column on Wednesday, July 12, 1978.

Mr. Poplin renews interest in attending the Saturday auctions, since he has been unable to attend them due to work commitments until the Read estate auction, and he explains the value of auctions and how they have changed during the past few years. He stated, in the article: "Auctions have changed over the years. They are better organized now with more workers and more system to the operation."

Mr. Poplin also pointed out, earlier in the article, that: "An auction is a partnership between the auctioneers and the buyers. One could not get along without the other. One going into a store to buy does not usually feel the affinity for the seller that he does at an auction. A buyer in a store may try to get the price down from the stated value, but the buyer at an auction is raising the price all the time, and there is a rapport between the auctioneer and the bidder that makes one glad he bought even if he paid more than it would have cost elsewhere."

The NAA offers Dick Poplin, once again, appreciation for creating a good image for the auction method of selling — unsolicited public relations. Interest in the auction method of selling merchandise continues to increase and good, timely articles, such as that written by Dick Poplin of Shelbyville, Tennessee, will help.

## New Officers Elected . . .

### STATE ASSOCIATION OFFICERS

The following list of State Association Officers were elected since the last listing of State Association Officers was made in a previous issue of THE AUCTIONEER. Periodically in THE AUCTIONEER magazine a complete listing of State Association Officers will be published and the following were elected since that listing:

**Nevada State Auctioneers Association** — President: G. Robert Deiro, 801 Chabot Dr., Las Vegas 89107; Secretary: Arthur Malinger, 4711 S. Lake Pl., Las Vegas 89117

### Advertising Award to Castner Helps Create Good Relations With Printer and Photographer

NAA member Don Castner of Branchville, New Jersey, was a proud recipient of two Advertising Contest Awards which were presented at the 1978 NAA Boston Convention — the black and white advertisement in the Commercial/Industrial category and the black and white advertisement in the Industrial category. He did not accept his awards as an individual accomplishment, however, as when he returned to his home he promoted good relationship and rapport with his local printer and photographer; both of whom helped him prepare the winning entries.

Showing his appreciation for his printer's and photographer's efforts, the NEW JERSEY HERALD of Newton, New Jersey, published a photograph of Don Castner with his printer, Vincent Perrella, owner of the Printing Center in Newton, and the caption also offered credits to the photographer, Ronald Pagano of Sussex.

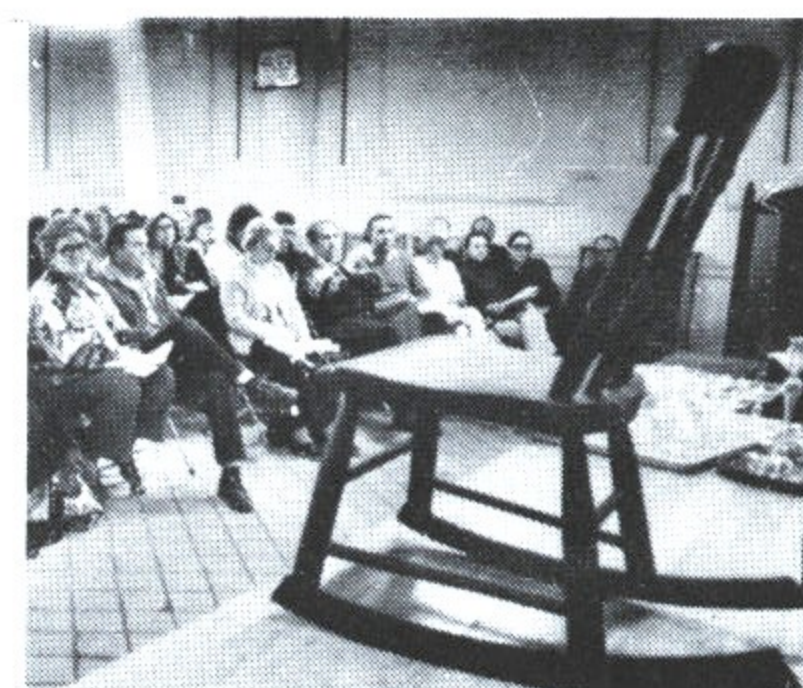
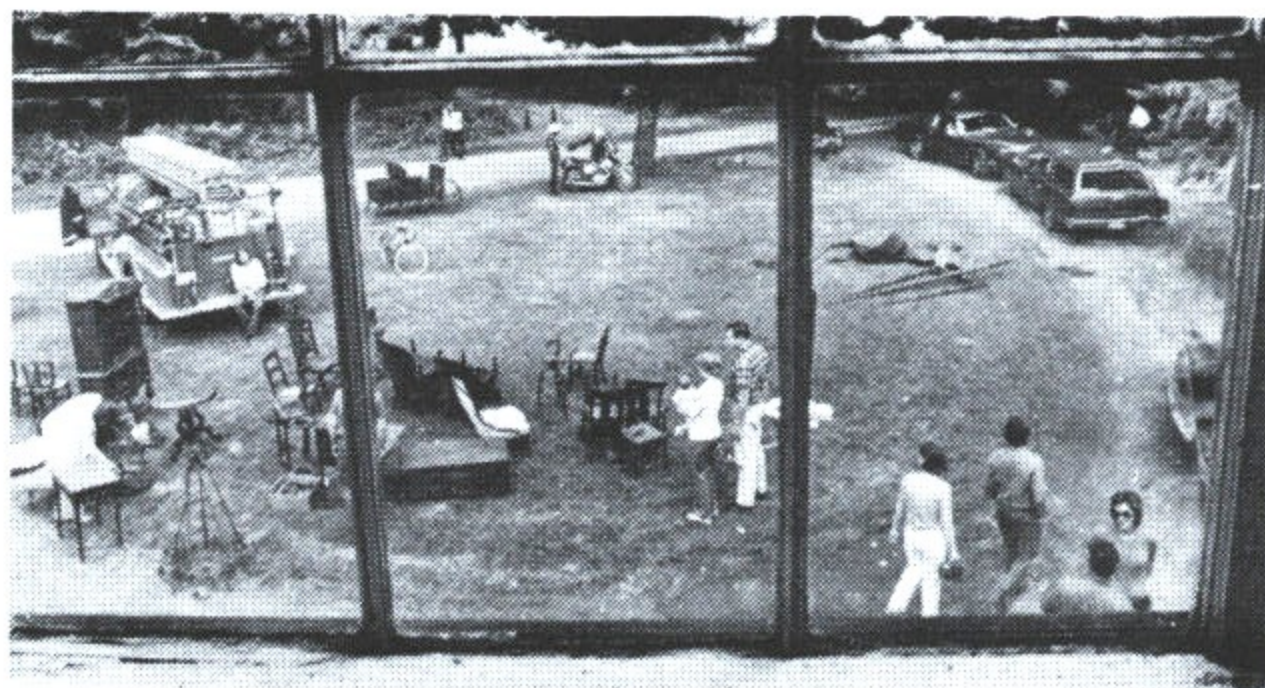
Teamwork is important in every game and Don Castner is a strong believer in teamwork. He also believes in giving credit when credit is due.



**DON CASTNER displays two first place plaques, which were won in the 1978 NAA Advertising Contest to his printer, Vincent Perrella, owner of the printing firm which prepared the winning brochures. Credit also was given to photographer Ronald Pagano when the photograph was published in the NEW JERSEY HERALD of Newton, New Jersey.**



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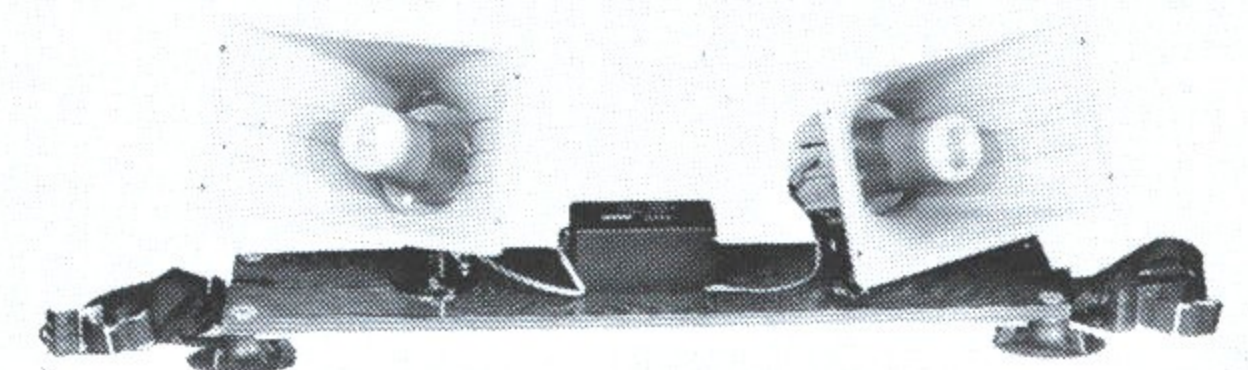
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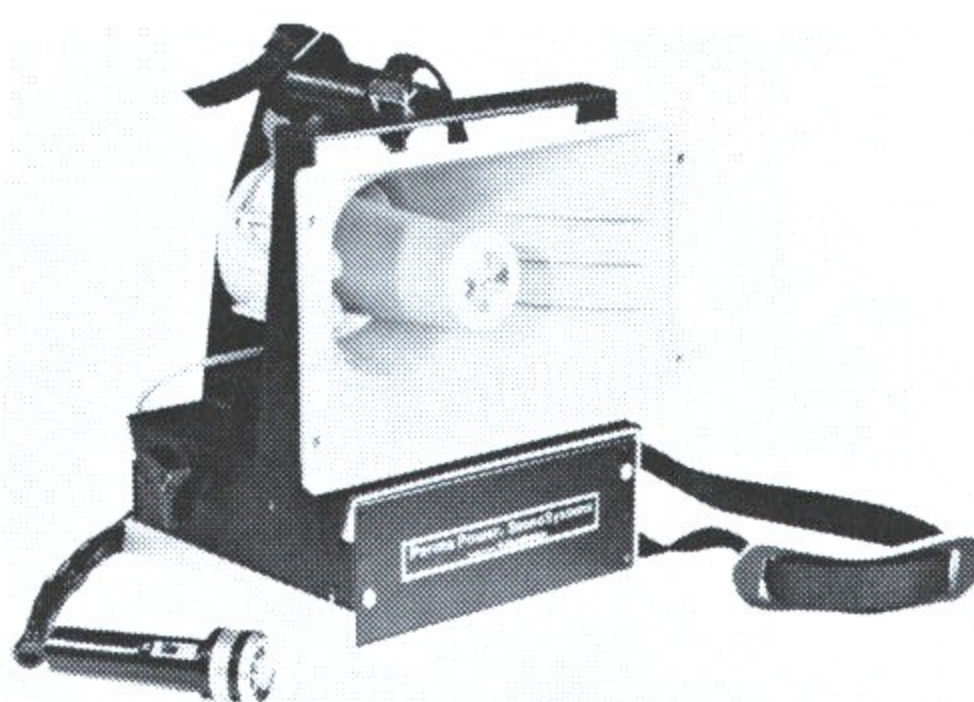
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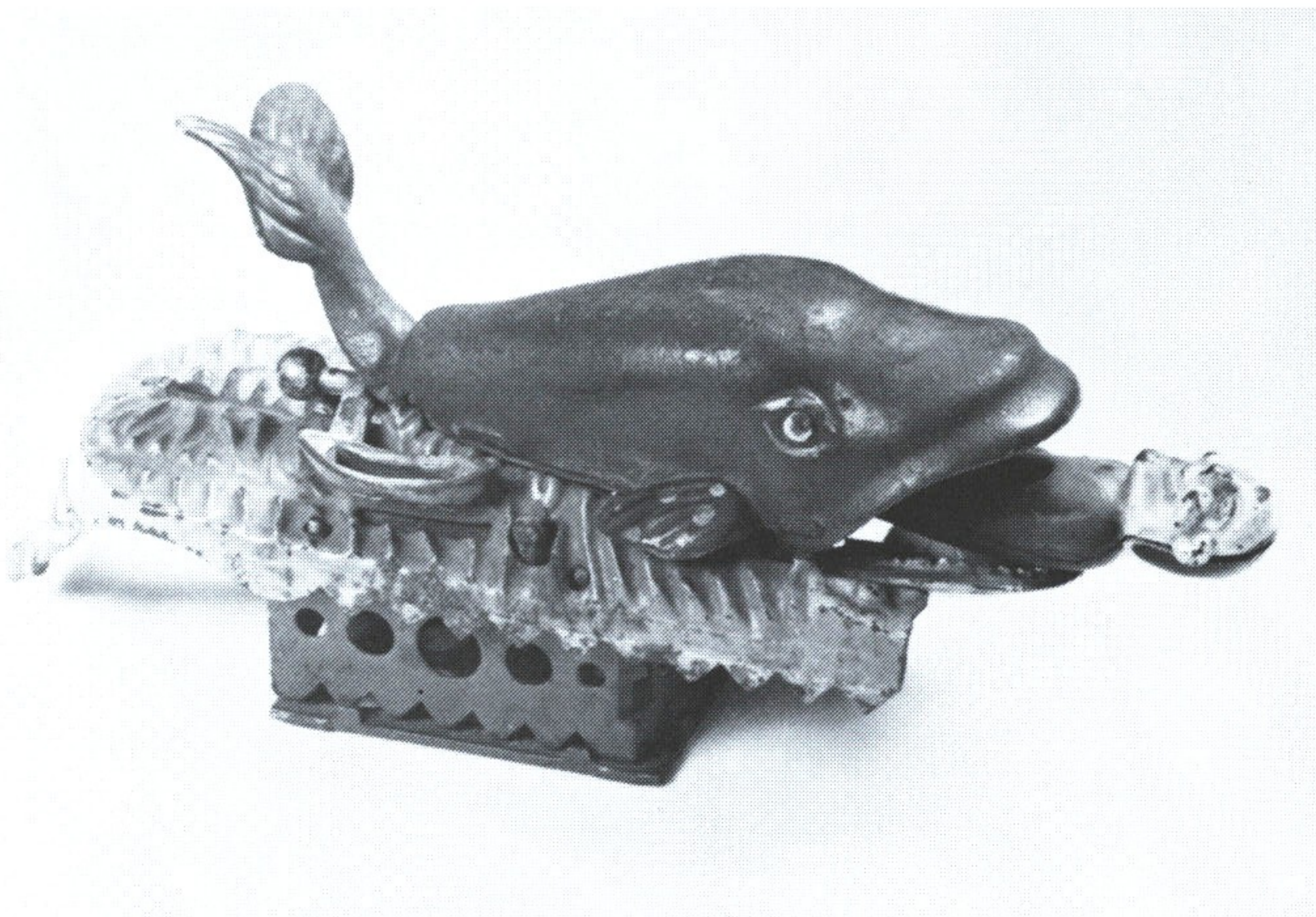
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## Jonah and the Whale Bank Sold For Record Price of \$18,500 By Roan Auctioneers of Pennsylvania

Rich Roan of Cogan Station, Pennsylvania, reports that there is a boom in mechanical banks these days, especially those penny gobblers made from the 1880s on. Bidding has been quite high and collectors will travel for miles to bid on the mechanical banks sold at auctions.

On July 9, 1978, at a country sale held by Rich, Bob and Chuck Roan, at their auction galleries in Cogan Station (four miles north of Williamsburg), a world record was established when the Jonah and the Whale, cast-iron mechanical bank (it is on a pedestal, which is a rarity) was sold for the price of \$18,500. Experts point out that the bank (pictured with this



article) should not be confused with a more common Jonah bank that has no pedestal.

The record setting bank, which was sold by the Roans, was not perfect and the auctioneers did not conceal the fact that it was broken in two places — under the whale's mouth and in the money box. But cast iron bank dealers and collectors did not let those details deter them from bidding high on this rarity.

The previous world record price for a cast iron bank was \$7,421 set in London in May, 1978. A Baltimore dealer, Frank Whitson, was the high bidder at the Roan sale. He was in competition with two other bidders: two were present at the auction and one was bidding on the telephone.

## CONVENTION DATES

October 7 — Arkansas Auctioneers Association, Holiday Inn, Mountainhome.

October 7-8 — Missouri Auctioneers Association, Osage House, Osage Beach.

October 15 — Mississippi Auctioneers Association, Downtown Holiday Inn, Jackson.

October 20-21 — South Carolina Auctioneers Association, Greenwood.

October 28-29 — Iowa Auctioneers Association, Hilton Motel, Des Moines.

November 5-6 — New York State Auctioneers Association, Howard Johnson Motor Inn & Lodge, Norwich.

November 12-13 — Illinois Auctioneers Association, Ramada Inn, Champaign.

November 19-20 — Indiana Auctioneers Association, Hyatt Regency Hotel, Indianapolis.

December 4 — Tennessee Auctioneers Association, Airport Hilton Hotel, Nashville.

January 8, 1979 — Georgia Auctioneers Association.

January 18-19, 1979 — Michigan Auctioneers Association, Lansing.

January 20-22, 1979 — Minnesota Auctioneers Association, St. Paul.

January 20-22, 1979 — Ohio Auctioneers Association, Winter Meeting, Marriott Inn, 2124 S. Hamilton Rd. @ I-70, Columbus.

January 26-27, 1979 — Pennsylvania Auctioneers Association, Inc., Host Inn, Harrisburg.

March 24-25, 1979 — Kansas Auctioneers Association, Downtown Ramada Inn, Topeka.

April 8-9, 1979 — Kentucky Auctioneers Association, Owensboro.

**JULY 11-14, 1979 — NATIONAL AUCTIONEERS ASSOCIATION, DENVER HILTON HOTEL, DENVER, COLORADO.**

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Included at no extra charge a 12-page booklet (copyright 1976) entitled "AUCTION CHANTS", 52 basic chants. Improve your present chant or develop a new one. The price of the booklet, if ordered separately, is \$5.00. BID GETTERS sells at \$10.00 postpaid, check, money order or C.O.D. Order from Earl.

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4	19	34	49	64	79
5	20	35	50	65	80
6	21	36	51	66	81
7	22	37	52	67	82
8	23	38	53	68	83
9	24	39	54	69	84
10	25	40	55	70	85
11	26	41	56	71	86
12	27	42	57	72	87
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## Dues Increased to \$30; Las Vegas and Atlanta Selected as Convention Sites for 1981 and 1982

The members of the National Auctioneers Association board of directors met in Boston preceding the 1978 NAA Boston Clambake Convention for the annual meeting, and in a one and one-half day meeting took action on several agenda items, which should be of interest to the general membership.

Meeting at 7:00 p.m. on Tuesday, July 18, the board assembled for the first time and following the opening Call to Order by President Martin Higgenbotham, recessed into committee meetings to review the programs assigned to the respective committees. The first evening's session ended at approximately 11:00 p.m. that night.

The board reassembled on Wednesday morning to finalize the agenda items offered for the last meeting of the 1977-78 NAA year. The Wednesday meeting ended after 5:00 p.m., which indicated the numerous items, which were discussed by the NAA board of directors.

Present at the Boston meetings were: **Officers** — Martin E. Higgenbotham, president; Harvey C. Lambright, 1st vice president; C. E. "Chuck" Cumberlin, 2nd vice president; Secretary and Executive Director Harvey L. McCray; and Treasurer Dean Fleming.

**Directors** — Terms expiring in 1978: Wylie S. Rittenhouse, R. A. Dick Mader, John P. O'Connor, Marvin L. Smith and Ed Huisman. Terms Expiring in 1979: C. P. Terry Dunning, Wayne Ediger, William J. Josko, Forrest Mendenhall and Hubert D. Songer; Terms Expiring 1980: Lyle Erickson, Herbert A. Bambeck, William L. Gaule, Rex B. Newcom and Bill Wade.

Decisions made in meeting by the board, which should be of interest to the general membership, include:

- Raise the NAA dues from \$20 per year per member to \$30 per year per member effective with the billing dates after December 31, 1978. (NOTE: This resolution was passed but the final decision was made at the subsequent meeting of the board — July 22, 1978 meeting in Boston — in accordance with the By-laws of the NAA.)
- Establish a definite policy to emphasize strongly that the use of the NAA emblem is strictly the property of the National Auctioneers Association and can be used only on items sold to members of the National Auctioneers Association and all items must be approved by action of the NAA board of directors and all authorization must be in writing after approval by the NAA board of directors.
- Allow the Executive Director to hire an attorney to meet with the By-Laws Review Committee and review the By-Laws of the National Auctioneers Association to determine the

need for revision and that a report of the review be made at the January, 1979 meeting of the board of directors.

- Selected Colonial Williamsburg as the site for one of the 1980 NAA Seminars and that all three days of the seminar include presentations on antiques, using many different instructors, including non-NAA members. The dates selected for the 1980 Williamsburg Seminar is January 20-21-22-23.
- Added an additional category to the awards available in the Advertising Contest and the added category to include Auction Consignment Sales with General Household and Estate Liquidation.
- Approved a new slogan for the NAA bumper signs, which will show: HIRE NAA AUCTIONEERS. The slogan also will be displayed with the words, "National Auctioneers Association" and the NAA emblem.
- Selected the 1981 and 1982 NAA Convention sites, which are: 1981 — July 29-August 1, Las Vegas Hilton Hotel, Las Vegas Nevada; 1982 — July 28-31, Atlanta Hilton Hotel, Atlanta, Georgia.
- Instructed the Executive Director to inform the secretaries of the State Associations all members who have become delinquent in NAA dues within the 90 days following the end of their normal billing date.
- Earmarked the monies to be received from the John Fishdick bequest, for use is establishing an Archives and Hall of Fame in the NAA Office.
- Went on record to support livestock marketing associations and their opposition to the proposed rules changes in regards to commissions and charges as proposed to packers and stockers.
- Recommended that a committee be appointed by the president to prepare a job description for the position of assistant to the Executive Director; report of the committee's activities to be made at the mid-winter meeting of the board; said committee to be chaired by the Executive Director.
- Rescinded an earlier motion regarding acquisition of tickets to the Grand Ole Opry (July, 1980 performance on the Friday night of the NAA Convention) and directed that the tickets now be sold in conjunction with pre-registration to the 1980 NAA Convention.

### Meeting of Saturday, July 22, 1978

The first meeting of the NAA board of directors for the 1978-79 NAA year was held following the election of officers and directors at the Annual Meeting and in addition to the di-



**HARD AT WORK** for the NAA, members of the board of directors met in Boston on Tuesday evening and all day Wednesday, July 18-19, to conduct the business of the Association. The three photos above show the members of the board as they heard presentations by those bidding on the 1981 and 1982 NAA Conventions.



rectors, whose terms expire in 1979 and 1980 (listed earlier in the article), the following were present: President Harvey C. Lambright, 1st Vice President C. E. Cumberlin; 2nd Vice President Archie D. Moody; Executive Director McCray and Treasurer Dean Fleming.

Also attending were the directors whose terms will expire in 1981 and who include: Martin E. Higgenbotham, Frank Bass, James Heike, H. Layton Laws and Robert E. Musser.

Decisions made at the meeting include:

- Approved the 1978-79 budget.
- Approved the committees appointed by President Lambright (see last issue of THE AUCTIONEER).
- Accepted the President's appointment of Dean Fleming as Treasurer.
- Accepted the resolution, submitted from positive action at

the previous meeting, to increase the NAA dues from \$20 per member per year to \$30 per member per year, effective after December 31, 1978.

- Agreed to allow time at the next meeting of the board of directors to hear the president of the Professional Livestock Auctioneers Association offer information about the activities of that association and the need for support.
- Announced the date of the next meeting of the board of directors, which will be in Las Vegas, Nevada, on January 31-February 1, 1979.

The summary of board action does not include the hours of discussion which preceded the motions, nor the informative reports made by the committee chairmen during both meetings. This report does offer information to the membership.

## Charity Auctions Are Way of Life For Oregon Auctioneer Petersen

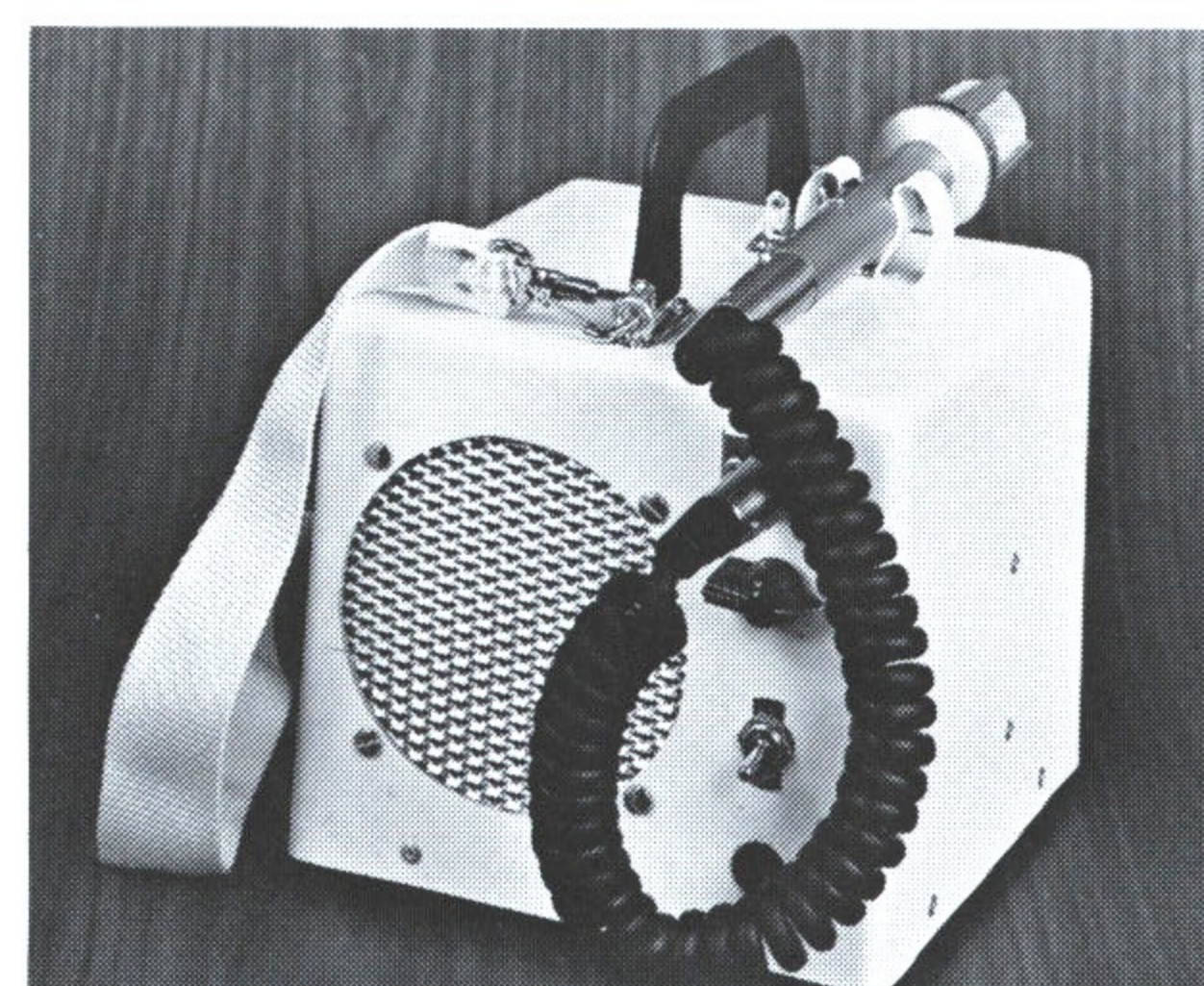
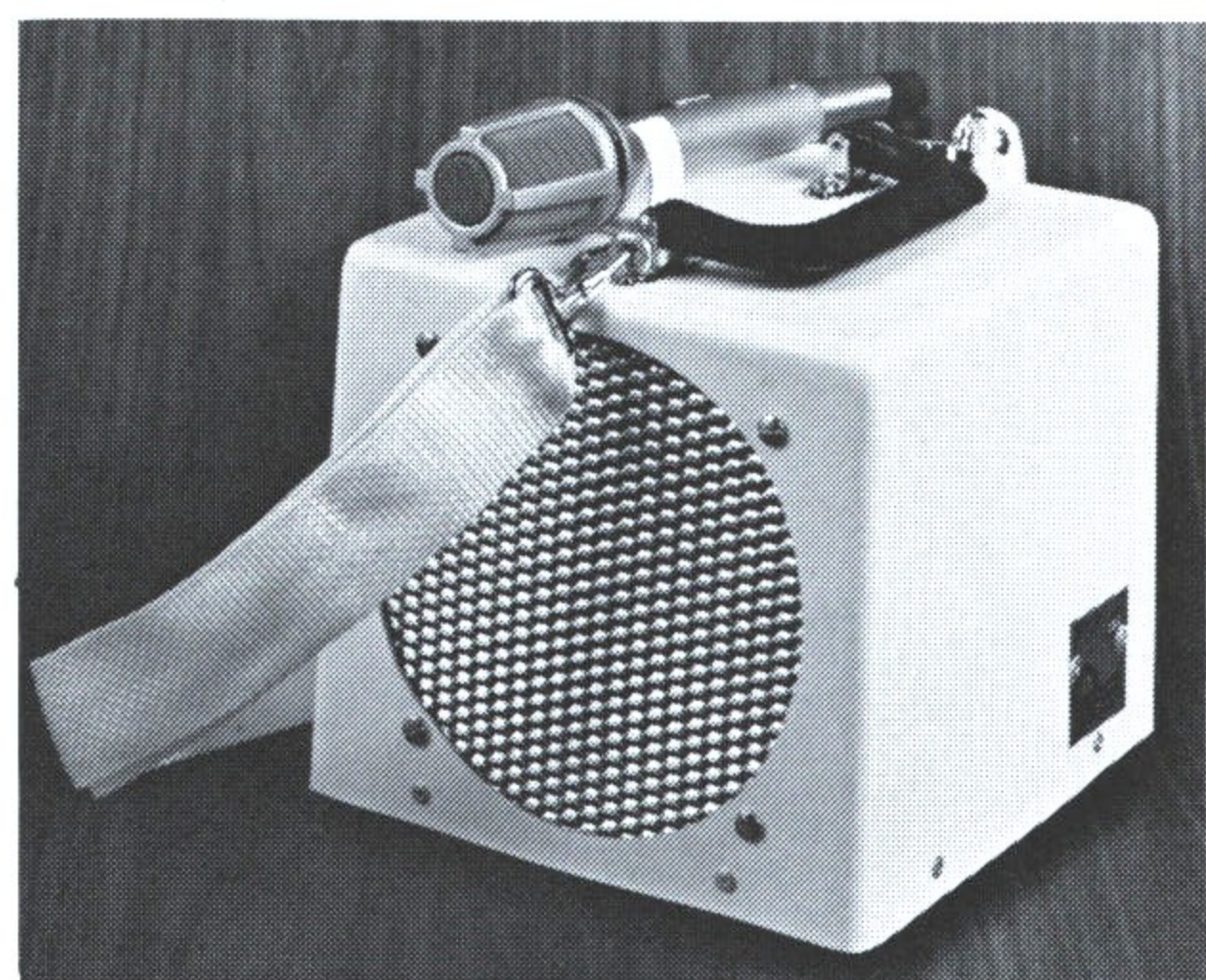
Charity auctions are the way of life for NAA member Gary Petersen of Salem, Oregon and "he has raised over one million dollars for different organizations and has not received any money for his services," writes Dan Petersen, Gary's son.

Gary has been in Oregon for three years and already has seen the price of an autographed Trail Blazer basketball jump more than 300 percent.

Some of the charity auctions conducted by Gary include the Emanuel Hospital benefit auction, where the auction sales totaled \$22,000; a wildlife art auction, where a painting, which won the Magnum Opus trophy as the most outstanding art contribution to Mzuri Safari Foundation at the beginning of the conference, brought \$25,500; a Kidney Association of Oregon Clatsop County Chapter auction; a Sacred Heart Academy auction where parents, alumni and friends paid over \$10,000 for 130 items donated for the event; the Elliott Prairie annual bazaar auction, where quilts, pillow cases, dish towels and many other



**CHARITY AUCTIONS** are a big part of Gary Petersen's life. Here Gary conducts an auction for a hospital in Salem, Oregon, where Gary conducts many such auctions.



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articles were sold; and an auction to raise money for a rescue tool, known as the "jaws of life" for the Marion County (Oregon) Fire District 1.

The charity auction activity, conducted by Gary Petersen, has certainly made him well known in the area as many organizations rely on him to raise needed funds for the many organizations in need of money.

"Greatest Auction on Earth" was the title of a newspaper article (THE COMMUNITY PRESS of Salem, Oregon) on March 1, 1978 and in that article, the types of items to be sold at the sit-down banquet with a circus theme. The article described

some of the items to be sold to raise funds for the Salem Academy. Included were: set of glasses from Bob Hope; a tie from Art Linkletter; a New Orleans Saint jersey; autographed books from Bart Starr and Johnny Cash, an autographed penant from O. J. Simpson; an autographed football from the Miami Dolphins; and the San Francisco 49ers sent 10 complete uniforms — pads and all — to sell at the auction.

It is obvious that Gary Petersen enjoys the auction way of life, and almost as much, the charity auctions, which take up a major portion of his auction life. It also is obvious that his son, Dan, believes that his dad is one of the world's best auctioneers — he said so in his letter!

## Mendenhall School of Auctioneering's August, 1978, Class of Auctioneers



THREE OF THE FIFTEEN INSTRUCTORS, who instructed at the August, 1978 Class at the Mendenhall School of Auctioneering are pictured with the class (from left to right, seated): Billy Ragsdale, instructor; Betty Jo Mendenhall, secretary; Forrest Mendenhall, president and instructor; Edna Reagan, secretary; and Archie Moody, instructor.

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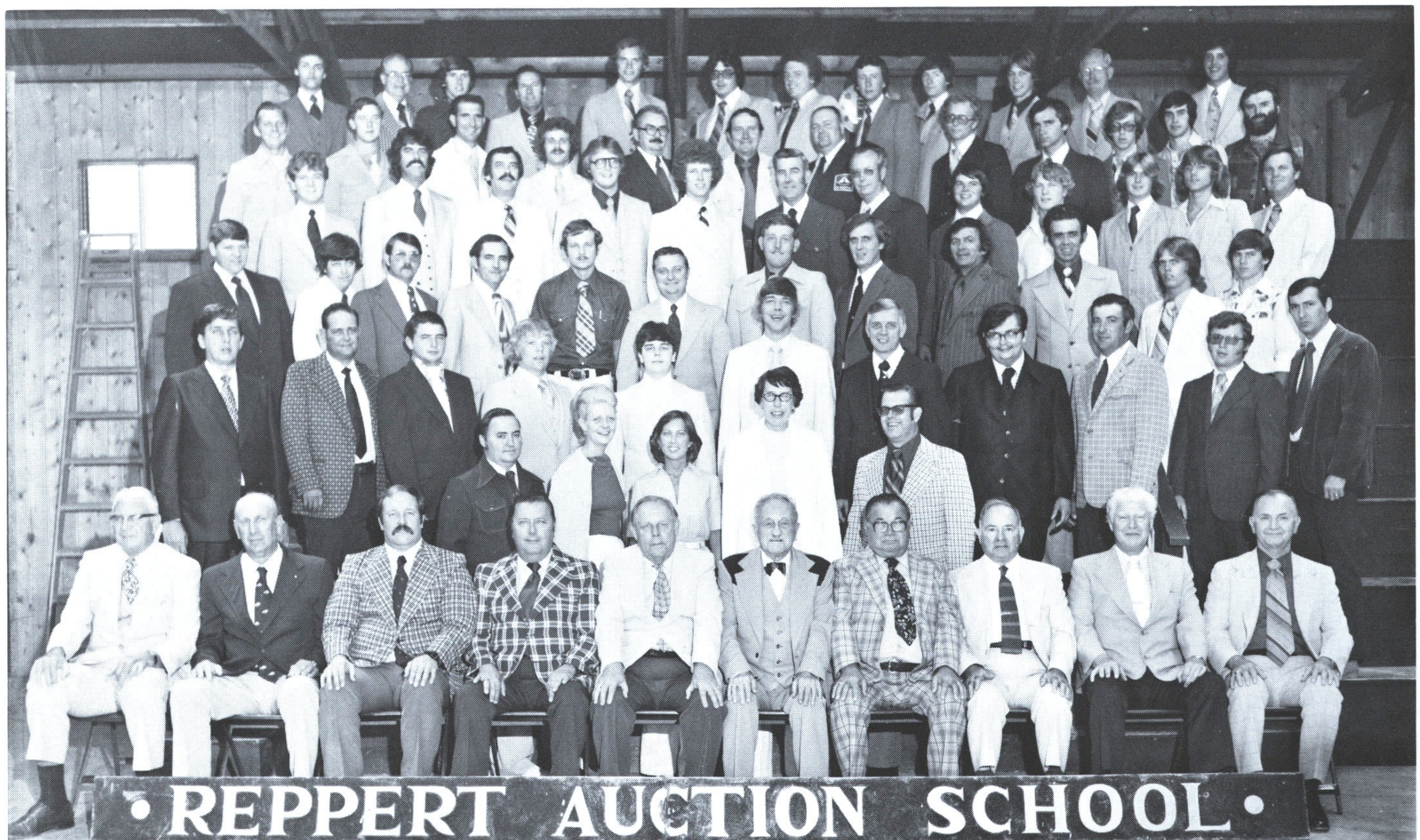


## The August, 1978, Class of Auctioneers at the Missouri Auction School



**THE AUGUST, 1978 CLASS OF AUCTIONEERS** are pictured above with some of the instructors and school administrators who are seated on the front row, including (left to right), third from left: Lana Domann, instructor; Toni Theison, secretary; Dean Cates, instructor; Dick Dewees, president; Judy Klepac, secretary; and Boyd Michael, registrar. Instructors not present when photo was made: Chuck Cumberlin, Wayne Allen, Paul Dewees, Dave Kessler, Paul Pippert, Bob Purington, Gary Ryther, John Wood, Bill Morgan, Dale Vaughn and Verlin Green.

## Reppert Auction School's Summer Class of Auctioneers



**A LARGE CLASS OF AUCTIONEERS** were present during the summer class, which was held from July 31 — August 18, 1978 at the Reppert Auction School, Decatur, Indiana. The instructors present on the date the photograph was made are seated in the first row and include, left to right: Robert Anderson, lawyer, Decatur; H. D. Darnell, Cynthiana, KY; Ron Chaffee, Towanda, PA; Phil Neuenschwander, Berne, IN; Roland Reppert, M.D., president, Decatur; Q. R. Chaffee, dean, Towanda, PA; Paul Martin, Blue Ball, PA; Hobart Farthing, Findlay, OH; Gene Slagle, Marion, OH; and Ed Sprunger, Decatur.



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**Board of Directors**  
**National Auctioneers Association**  
**Lincoln, Nebraska**

We have examined the accompanying statement of assets, liabilities and fund balances and the statement of cash receipts, disbursements and transfers of the National Auctioneers Association for the years ended June 30, 1978 and June 30, 1977, all prepared on the modified cash basis. Our examination was made in accordance with generally accepted auditing standards and, accordingly, included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the accompanying statements present fairly the assets, liabilities and fund balances resulting from the cash transactions of the National Auctioneers Association at June 30, 1978, and June 30, 1977 and its revenue collected and expenses paid and changes in fund balances for the years then ended applied on a consistent modified cash basis.

**/s/ Dana F. Cole & Company**

July 11, 1978

**National Auctioneers Association**  
**Statement of Assets, Liabilities and Fund Balances**  
**June 30, 1978 and 1977**

<b>ASSETS</b>			
	1978	1977	
<b>GENERAL FUND</b>			
Cash in bank	49,775	40,585	
Certificates of deposit	84,375	68,620	
Prepaid convention expense — Note 1	11,650	407	
	<u>145,800</u>	<u>109,612</u>	
<b>LAND, BUILDING AND EQUIPMENT FUND</b>			
Certificate of deposit	2,130	1,971	
Land, at cost	14,423	14,423	
Building, at cost, less accumulated depreciation of \$13,875, 1978; \$11,935, 1977	63,337	63,446	
Equipment, at cost, less accumulated depreciation of \$9,052, 1978; \$7,026, 1977	7,662	9,087	
	<u>87,552</u>	<u>88,927</u>	

See notes to financial statements.

<b>LIABILITIES AND FUND BALANCES</b>			
	1978	1977	
<b>GENERAL FUND</b>			
Employee taxes withheld	101	182	
Convention deposits — Note 1	42,232	22,944	
Balance of fund	103,467	86,486	
	<u>145,800</u>	<u>109,612</u>	
<b>LAND, BUILDING AND EQUIPMENT FUND</b>			
Balance of fund	87,552	88,927	

**NATIONAL AUCTIONEERS ASSOCIATION**  
**STATEMENT OF CASH RECEIPTS, DISBURSEMENTS,**  
**AND TRANSFERS**  
**YEARS ENDED JUNE 30, 1978 AND 1977**

	1978		
	General Fund	Land, Building and Equipment Fund	1977 Total
<b>CASH RECEIPTS</b>			
Membership	104,080		105,120
Advertising	26,265		19,871
Convention registration and miscellaneous	40,373		49,591
Booster page contributions	3,486		5,050
Promotional items, brochures and souvenirs	5,568		5,491
Fun auction	10,050		9,061
Subscriptions	262		222
State dues	8,973		8,446
Seminar — net	838		7,913
Interest	5,700	159	4,317
Miscellaneous	1,560		84
	<u>207,155</u>	<u>159</u>	<u>215,166</u>
<b>DISBURSEMENTS</b>			
Salaries	35,595		32,389
Travel — executive director	6,734		5,606
Travel — president	2,022		1,641
Travel — staff	3,281		2,018
Retirement benefit	979		2,327
Group insurance	1,267		1,773
Payroll taxes	1,824		1,889
Printing and postage — "The Auctioneer"	46,844		45,007
Convention	39,346		49,375
Insurance and taxes	4,640		3,568
Office supplies	6,065		7,534
Printing — miscellaneous	4,716		3,277
Postage — general	6,169		6,172
Maintenance	2,134		3,668
Utilities	2,705		2,607
Promotional items and supplies	9,460		7,783
Professional services	2,553		2,355
State dues	9,768		7,225
Miscellaneous	1,640		1,342
Transfer of funds — fixed asset purchases	2,432	(2,432)	
	<u>190,174</u>	<u>(2,432)</u>	<u>187,742</u>
<b>EXCESS OF RECEIPTS OVER DISBURSEMENTS</b>	<u>16,981</u>	<u>2,591</u>	<u>27,610</u>

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**NATIONAL AUCTIONEERS ASSOCIATION  
STATEMENT OF CHANGES IN FUND BALANCES  
YEARS ENDED JUNE 30, 1978 AND 1977**

	1978			
	General Fund	Land, Building and Equip- ment Fund	Total	1977 Total
BALANCE — beginning of year	86,486	88,927	175,413	151,579
Depreciation		(3,966)	(3,966)	(3,776)
Excess (deficit) of receipts over disbursements	16,981	2,591	19,572	27,610
BALANCE — end of year	<u>103,467</u>	<u>87,552</u>	<u>191,019</u>	<u>175,413</u>

See notes to financial statements.

**NATIONAL AUCTIONEERS ASSOCIATION  
NOTES TO FINANCIAL STATEMENTS  
JUNE 30, 1978 AND 1977**

**1. ACCOUNTING POLICIES**

Financial Statements — These statements have been prepared on a modified cash basis in which, with one exception, revenue is recorded as received and expenses are recorded when paid. The exception is for convention income and expense. Monies received during the fiscal year ended June 30, 1978 for the convention held in Juuly of 1978 are treated as deferred revenues and included in the liabilities section of the balance sheet. Likewise, monies paid during the fiscal year for expenses of the July convention are treated as deferred expenses and included in the asset portion of the balance sheet. These deferred revenues and expenses are included in the statement of receipts, disbursements and transfers in the same year in which the convention is held.

Land, Building, Equipment and Depreciation — Depreciation has been recorded on buildings and equipment using the straight-line method to write-off costs over their estimated useful lives. Estimated useful lives for the purposes of depreciation are as follows:

Building	40 years
Equipment	7-10 years

Income Taxes — The Association is exempt from federal income tax under Section 501 (c)(6) of the Internal Revenue Code. However, certain activities of the Association such as advertising in "The Auctioneer" may be subject to federal income tax.

**2. EMPLOYEES' RETIREMENT PLAN**

The Association has adopted a defined contribution retirement plan, effective July 1, 1977 covering all full time employees. There is no provision for past service liability and the plan calls for full vesting of benefits as soon as an employee becomes eligible to participate. The Association's cost is equal to ten percent of the salaries of all eligible participants of the plan. Contributions to the plan were \$2,327 during the year ended June 30, 1977 and \$979 during the year ended June 30, 1978.

**OTHER FINANCIAL INFORMATION**

The audited modified cash basis financial statements and our report thereon are presented in the preceding section of this report. The financial information presented hereinafter was derived from the accounting records tested by us as part of the auditing procedures followed in our examination of the aforementioned financial statements, and in our opinion it is

fairly presented in all material respects in relation to the financial statements taken as a whole, however, it is not necessary for a fair presentation of the assets, liabilities, and fund balances and cash receipts and disbursements of the Association.

/s/ Dana F. Cole & Company

July 11, 1978

**Schedule A**

**NATIONAL AUCTIONEERS ASSOCIATION  
STATEMENT OF CASH BALANCES  
FOR YEARS ENDED JUNE 30, 1978 AND 1977**

	1978	1977
<b>GENERAL FUND</b>		
Cash in bank		
Checking account		
Lincoln Bank East, Lincoln, Nebraska	49,775	40,585
Certificates of deposit		
St. Paul National Bank, St. Paul, Nebraska #104371	6,430	5,984
Lincoln Federal Savings and Loan, Lincoln, Nebraska #01-9004304-2	8,813	8,156
Lincoln Federal Savings and Loan, Lincoln, Nebraska #01-9004313-3	8,795	8,139
Lincoln Federal Savings and Loan, Lincoln, Nebraska #01-9004590	14,983	13,866
First Federal Savings and Loan Association, Lincoln, Nebraska #683211	7,863	7,277
First Federal Savings and Loan Association, Lincoln, Nebraska #684045	7,526	6,965
Lincoln Bank East, Lincoln, Nebraska #696286	9,150	18,233
Lincoln Bank East, Lincoln, Nebraska #400550	20,757	
Lincoln Bank East, Lincoln, Nebraska #698472	58	
Total certificates of deposit, General Fund	<u>84,375</u>	<u>68,620</u>
<b>BUILDING FUND</b>		
Certificate of deposit		
Lincoln Federal Savings and Loan Association #01-900469-3	2,130	1,971
	<u>2,130</u>	<u>1,971</u>

**Schedule B**

**NATIONAL AUCTIONEERS ASSOCIATION  
SCHEDULE OF PROFIT FROM SEMINARS  
YEARS ENDED JUNE 30, 1978 AND 1977**

	1978	1977
<b>INCOME</b>		
Registration fees	13,210	22,044
<b>EXPENSES</b>		
Lodging and meals	6,382	7,594
Seminar leaders	4,386	4,271
Supplies	264	91
Refund of seminar registration fees	1,340	2,175
	<u>12,372</u>	<u>14,131</u>
<b>PROFIT FROM SEMINARS</b>	<u>838</u>	<u>7,913</u>





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The NAA members whose names appear within their respective states have each contributed \$10 to have their names appear four times annually in support of their magazine — THE AUCTIONEER.

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

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## **NOTICE TO BOOSTER CONTRIBUTORS**

In accordance with the decision of the NAA board of directors (January, 1977), Booster Club contributors will be listed four times annually in the January, April, July and October issues of THE AUCTIONEER magazine.

The voluntary contribution amount, to have your name added to the Booster Club contributors' listing, is \$10 annually.

Booster Club contributors will not be billed, but should add the \$10 contribution to the annual membership billing if desired. The \$10 contributions are for a one-year period, which

should coincide with your annual billing, or membership, period.

The board of directors offers their thanks and appreciation to those of you who have offered voluntary Booster Club contributions in past years, knowing that it was with your help that the NAA could offer you a magazine, which merits your dedication and support to the auction profession. Increases in the costs of printing, publishing and mailing the magazine made it impossible to continue listing Booster Club contributors at the \$5 rate, and in each issue.



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Jose Camara—Cape Town, South Africa  
Ladies Auxiliary to the NAA

## NIDO QUBEIN: Have Thankfulness In Your Heart!

*Nido Qubein was the speaker for the President's Banquet at the 1978 NAA Boston Clambake Convention, the banquet held on Saturday, July 22, 1978 at the Sheraton-Boston, where over 1,200 NAA members, their families and guests were assembled. Nido was selected to speak due to his ability to motivate and inspire, while at the same time, offer humor to his presentation. The crowd gave Nido a long, standing ovation following his presentation and portions of his talk are being printed to offer those of you who were unable to be present to learn from one who knows what America really means to him. Omitted from Nido's talk were personal references, which may be meaningless to anyone but those who were present and could see personally the demonstrations offered.*

I appreciate your patience and kindness and your attention to all the speakers who stood here before me. And if anything I have gained an enormous awareness of the auctioneering business tonight. Where it says that friendship and fellowship and the closeness that very few organizations in America today share.

This has to be our finest hour, it really has to be that. To see all those awards given to so many people who have given of themselves, their time, effort and money so that all of us here tonight may share this profession and enjoy it so much. That's a pleasure for me.

When I was a little boy, my mother used to say to me,

"You know if you want to be a great man you must first walk hand in hand and side by side with people who are great. If you want to be successful you must have among your very closest friends people who are successful and if you want to be happy, have among your best friends happy human beings." And to be in your midst tonight is a special pleasure for me and I thank you for it.

I was born in the little town of Bethlehem where Christ was born. When I was seven years of age, my family moved from Bethlehem, Judea over to the city of Jerusalem. Now there I've got to tell you the first grade in Jerusalem I had a magnificent teacher who'd come into our class every single day and she'd say "Boys, (happened to be an all boys school). . . . she'd say, 'Boys, God gave you two hands. Here they are. Now boys, watch my hands very carefully,' she'd say, "if both of my hands were to cross like this I'm going to ask every single person in this class today to simply applaud one time," she'd say "boys, if my hands don't cross at all, you do nothing at all. If my hands cross, you clap; my hands don't cross, you don't clap."

Now folks, I'm going to ask you to do this with me. If I were to cross my hands, I'm going to ask everybody in this fine ballroom to simply applaud one time. If my hands stop short of crossing, please do nothing at all. (The convention audience was asked to participate in the hand clapping drill — to demonstrate attentiveness.) Everybody, let's make a real big sound, here we go!

You know I just celebrated my 29th birthday and I came home the other day and outside my house awaiting for me were



some of the most beautiful presents anybody could ever hope to receive. They were wrapped in gorgeous green paper, yellow paper, red paper; with all those beautiful bows on them except one tiny little box. It wasn't wrapped at all. I opened it up and there in that box, ladies and gentlemen, was one of the most beautiful red roses you ever saw. I picked it up, I smelled it. It was a gorgeous, fresh rose, and with the rose was a little note from an eight year old girl that lived next door to us and the note said simply this, "Dear Nido, this rose will soon fade and die, you, Nido, will smell forever."

Now folks, I'm going to be very honest with you. The spirit that that girl intended for me to smell forever, it is my deepest desire for everybody in this room tonight to smell forever with a kind of fragrance that makes work worth doing and life worth living.

I was up in Washington, D.C. the other day addressing a group such as this and after the meeting I walked downtown, I came to this beautiful church and outside this church was a sign. It had the name of the church, the name of the minister and under it this sign: "If you're through with sin, come in." And under it somebody who must have been very enterprising wrote, "If not, please call 685-3031."

I want to tell you folks, I arrived in America in 1966. I think it was Friday and my plane landed at JFK Airport in New York City. On Saturday, I flew down to eastern North Carolina where I was to attend college and I remember the words of my mother who once said to me "You know if you have a blessed life, wherever you are and whatever the weather might be, every Sunday morning you show up in a church sanctuary somewhere." So, tomorrow is going to be my first Sunday in America and I would surely want to follow the advice of my beloved mom. So I walked around looking for the closest church, It happened to be a Lutheran church. I gotta tell you something, I love Lutherans. I have nothing at all against Lutherans except that you folks, bless your heart, on Sunday morning during the worship service, you folks stand up and sit down, and kneel down and stand up and sit down and kneel down for an hour. Now, folks, I want to tell you something, I have nothing against standing up and sitting down, as you can see I am in perfect physical shape. I can do that all you want to, except that in 1966, I Nido Qubein, spoke not a word of the language you call English.

Now folks, if you can't speak a single word of English language and you find yourself in some beautiful Lutheran church on Sunday morning, you tell me how in the world are you gonna know when to stand up? Much less sit down or kneel down.

A brilliant thought came into my mind. I thought all I had to do was dress up real nice, get up early, go down to that church, stand outside the sanctuary and look for a dignified looking man, to go into that sanctuary. Where ever he sits, behind him I sit. Whatever he does, I am going to do. Isn't that a beautiful idea?

Well I got up on Sunday morning, I did just that. Outside the church a gorgeous man comes in, he goes into that sanctuary, behind him I go. He sits in the very first row, behind him I sit. Folks, whenever that man stood up I thought it was perfect. Whenever that man sat down, I sat down. Folks, it was wonderful.

Whenever he kneeled down to my own two knees in reverence I went except at that one point, the minister went to the pulpit and began to make an announcement. My friend began to rise and so did I. Those good Lutherans laughed. And I couldn't understand why.

At the end of the service while walking outside shaking hands, the minister could see that I was absolutely baffled. He looked at me and he said "You know you're not going to believe this," he said. "In this Lutheran church, today, they were having a baptism," he said, "I went to that pulpit and asked for the father of the child to be baptised to stand up and you and the father both stood up."

My dear friends I gotta tell you something from the bottom of my heart. I came to this country we call America because of one very single word with a capital O . . . Opportunity. It's the very thing that has made every single one of you in this room tonight successful. The opportunity that exists in this nation exists no where else.

Let me tell you something, you just spent a week here, you've had a great time, your fellowship together, you've learned from each other, my friends. If you and I desire to awaken our sleeping giants and go back to our home and inspire our employees, and our families and serve our clients and customers in the best way, we must first and foremost learn how to communicate effectively. For if we know all else and fail in that direction we have failed in every way.

I tell my wife everyday: Remember that old song that said "Do you love me or do you not? You told me once but I forgot." I really didn't forget, it is just that I like for people to communicate effectively with me their caring for me. And I haven't met a single person on the face of this earth yet who doesn't feel the same way.

Do you and I know how to communicate effectively? It's very, very simple. It's what I call the SLO method. S-L-O, and if you don't remember anything else this evening, will you please remember this, S-L-O: To "Speak, to Listen and to Observe."

Do you ever wonder why God gave us one mouth but two ears, one mouth but two eyes? Maybe the good Lord intended for us to speak less and watch more, speak less and listen more. We'd all do well in that direction.

I feel like I'm speaking to the National Speakers Association here, all of you are such eloquent smooth tongued orators, being auctioneers.

But folks, to communicate effectively, alone is not enough. You and I have gotta have this funny greeting that every successful man and every successful woman walking the face of this earth has mastered, at some point in their life, and it emphasizes a very simple point: use your positive, mental energies.

There are two kinds of people in this world: The positive or the negative: the optimist or the pessimist. Two men were behind prison bars. One fellow saw the mud; the other fellow saw the stars. Some people go through life cursing the darkness; others seem to light a candle wherever they go.

But you can hold a glass of water and ask someone to make an observation and someone will say either that glass is half empty or someone will always say that glass of water is half full. You can't keep them down.

I don't care if we have a recession, depression or multiplication of poor, the positive thinkers — optimists — are going to be doing well because they see the opportunity in every problem. They're happy people. These are the kinds of people my mom said hang around with. Make them your best friends.

A young lady in High Point, North Carolina, the furniture capitol of the world, where I live and enjoy the beautiful country very much, came into my office the other day and said "Nido, I gotta tell you something. People in High Point told me nobody in this city can help me with my problem except you." I said, "What is your problem?" She said, "You're not gonna believe this but, everybody hates me." She said, "For one, my husband hates me; my children hate me; and my neighbors hate me. Why even the people in my Lutheran church and my Lutheran minister hate me. Now you know that's pretty bad."

Folks, I gotta tell you something, after speaking with that lady at my office for one hour, 22 minutes and 17 seconds, I hate her. I mean, come on now, let's face it there was a lady who was down on everything and everybody. She knew nothing but that which was negative, nothing but that which was pessimistic. Oh, God, help us all, but I guess some people are just like that.

Folks, everywhere we go in this great nation of ours we hear about this unemployment rate. It seems to keep us awake at night, it seems to worry us to death. We promote the rate of unemployment my dear friends. Why haven't we learned to say, in America today . . . our beloved America, we've got 93.5



rate of full employment rather than 6.5 rate of unemployment. Why can't we look at the positive side not the negative side?

You know that 6.5 that we seem to be so worried about? Come on now, half of these people don't even want to work. And of the half that does God help them, I pray for them every single night. I hope they'll find a job and find it very soon and I hope it will meet the needs of their family.

But it never stops to baffle me, folks. You go to any city, pick up the newspaper and look in the want ads and there are jobs by the hundreds. It is amazing what has become of us in America today. Very simply, our biggest problem is not LSD; our biggest problem is what I call SFN, Something For Nothing, that's our biggest problem.

Gosh, I like to see people like you folks who, in the auctioneering business, work hard and who know that this nation was not built because a few folks were lazy. But it was built because your fathers and grandfathers and their fathers labored with their hands and bodies and minds and souls to make for you and I this America, which everybody else in the world seem to curse and then stands in the immigration line to check into JFK and become an American. It just baffles me.

We are living in the greatest nation in the world, not because we say so but because that is a reality. Because we are living in a system we call the Free Enterprise System. A system that would allow a foreigner like me to come to America, can't even speak the English language, with \$50 in his right pocket and start not one, not two but three of his own companies. That is a privilege I never felt before.

That's the greatness of living in the midst of a positive country. When you go home and you want to apply to work all these great things that your president here and your incoming president here have been talking about these great folks including your executive director who labored so hard to make this a reality. It isn't enough to learn to communicate effectively or do so with positive attitudes, I think you'll admit with me that every single one of us has got to have enthusiasm in his heart every day.

Let me close with this thought. You want to awaken your sleeping giant by learning how to communicate effectively, do so with positive attitudes and a spirit of enthusiasm. But there's one more thing and without it all other things count up to nothing. A very simple point. I call it thankfulness.

Just keeling and saying "Lord I thank you for all the things that I have, my wife, my children, my business even the problems. You know, Lord, if I didn't have all these problems in my auctioneering business, gosh, I wouldn't be paid as much as I'm being paid. They'd hire somebody else.

You see, the problems are part of the privilege that we have in running our own business or in pursuing our own career. And thank you Lord for the land we call America. Because, folks, everywhere you go you hear these Americans say things are tough in America today.

Don't misunderstand me, I haven't said that America is perfect for it is not. But thank God for that for it leaves you and I opportunity and a challenge to make it better.

You see folks, I'd like to add to that complaint: "Things are tough in America!" three words. Please remember them: "Things are tough in America today as compared to what?"

My friends, are things tough in America today if you compare this great nation of ours to the country of Lebanon where

my wife is from; where for the last two and a half years thousands upon thousands of people have died in a useless and a foolish war? And every single day of our lives my wife gets up and sits by the side of our bed and I can see in her eyes she's wondering if her mom is alive or dead that very day.

Are things tough in America today if we compare this great nation of ours in the 1970's to the 20's and the 30's, the Depression Years we call them? Why a sales manager friend of mine with a real great sense of humor told me the other day, "Nido. Did you know that things got so tough in the 20's that the people who had no intention of ever paying, stopped buying?"

Are things tough in America today with 93.5 rate of full employment, for which our country cannot brag today? Are things tough in America today, with seven, eight, nine per cent rate of inflation where other countries are suffering from 15 and 20? My dear friends, are things tough in America today?

When you compare this great nation of ours to the city of Jerusalem where I lived and I grew up, where without a bit of exaggeration many a day and many a night at 2 o'clock; at 3 o'clock; at 4 o'clock in the morning our mom would wake us up in our pajamas and take us from our bedroom upstairs to the downstairs, one story below where we had a specially built sheltered area for the safety of our lives. For you see our skyways were planes, and planes and bombs and bombs which fall out and kill innocent bystanders.

And it matters not who is right and who is wrong and it matters not who is foe and who is friend. What really matters is that innocent people die uselessly. For you see you and I can go to bed tonight in total peace. And you and I can go home tomorrow anxious to pursue great ideas. Because we live in a land we call America.

Now I know I sound corny. And, forgive me for sounding that way but it took me 11 years to achieve the privilege that you have achieved by simply being born here.

I filled 37 different forms and applications to become an American. I promise I will never stand in welfare lines; will never be unemployed; will always be an asset, never a liability.

I promise I will always uphold the Constitution and look highly to that U.S. flag. You see, I'm a proud American because I choose to be an American.

But to awaken your sleeping giant, as you go home tomorrow and as you pursue the great principles and ethics of the National Auctioneers Association; as you go back to serve, your career is really "service to mankind and womankind".

Remember that to awaken the sleeping giant you need to learn how to communicate effectively and do so with positive attitudes and have certain enthusiasm about you at all times. And, whatever happens, folks, just whatever happens, do have thankfulness in your heart. I'm talking about thankfulness!

Ladies and gentlemen, it isn't often that an audience of 1200 plus, and I address over 200 of them a year, can sit here at 10:15 in the evening, after being seated for better than three and a half hours and listen to yet one more speaker who is not a member of your profession, speak for exactly 40 minutes. You are something else, as they say.

Thank you very much.

**Nido Qubein, Speaker  
President's Banquet  
1978 NAA Boston Convention**

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2-part, original for auctioneer and copy for buyer, 50 sets per pad, 5½x8½".  
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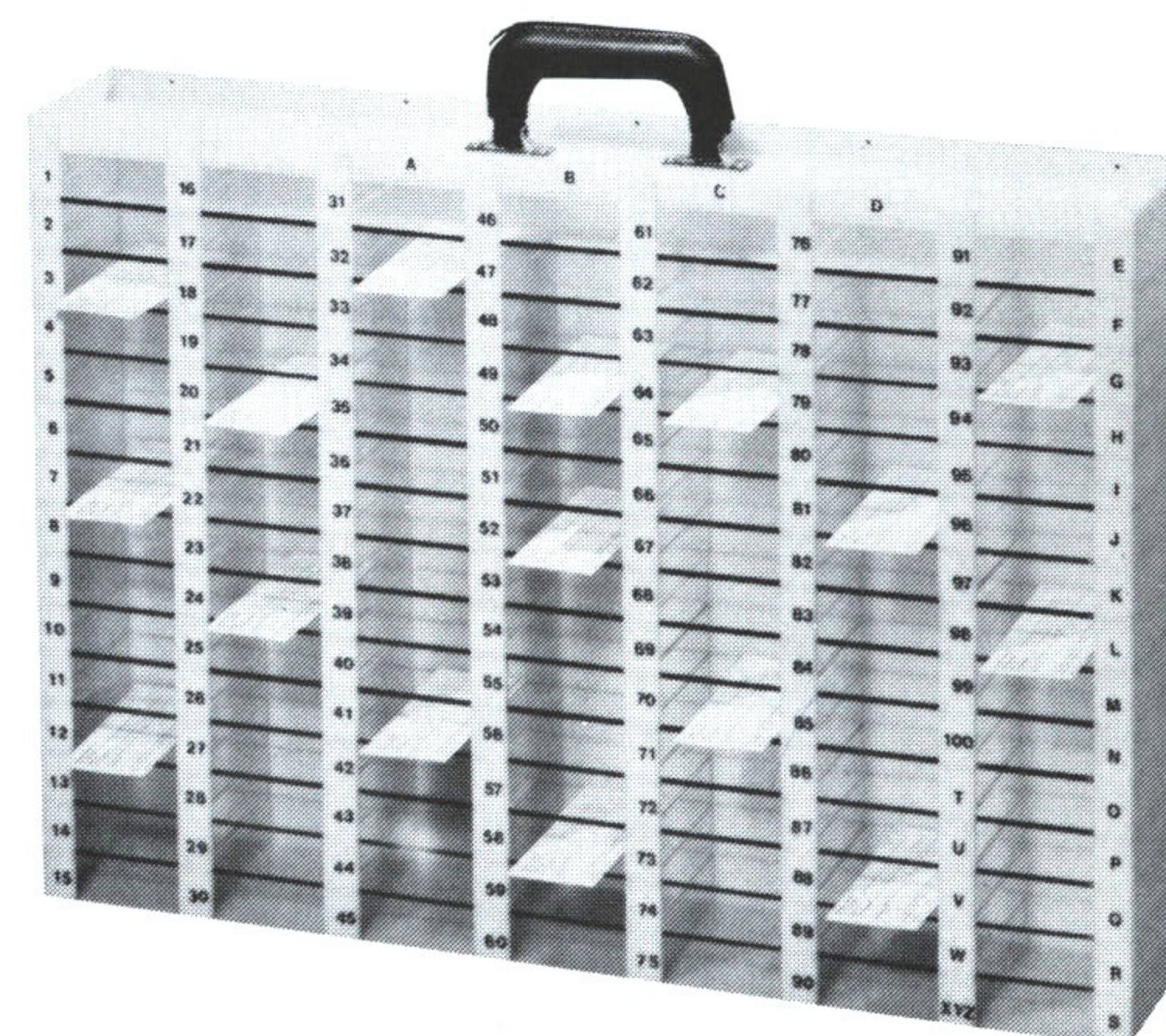
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