

THE AUCTIONEER

The Magazine of the National Auctioneers Association • January, 1982



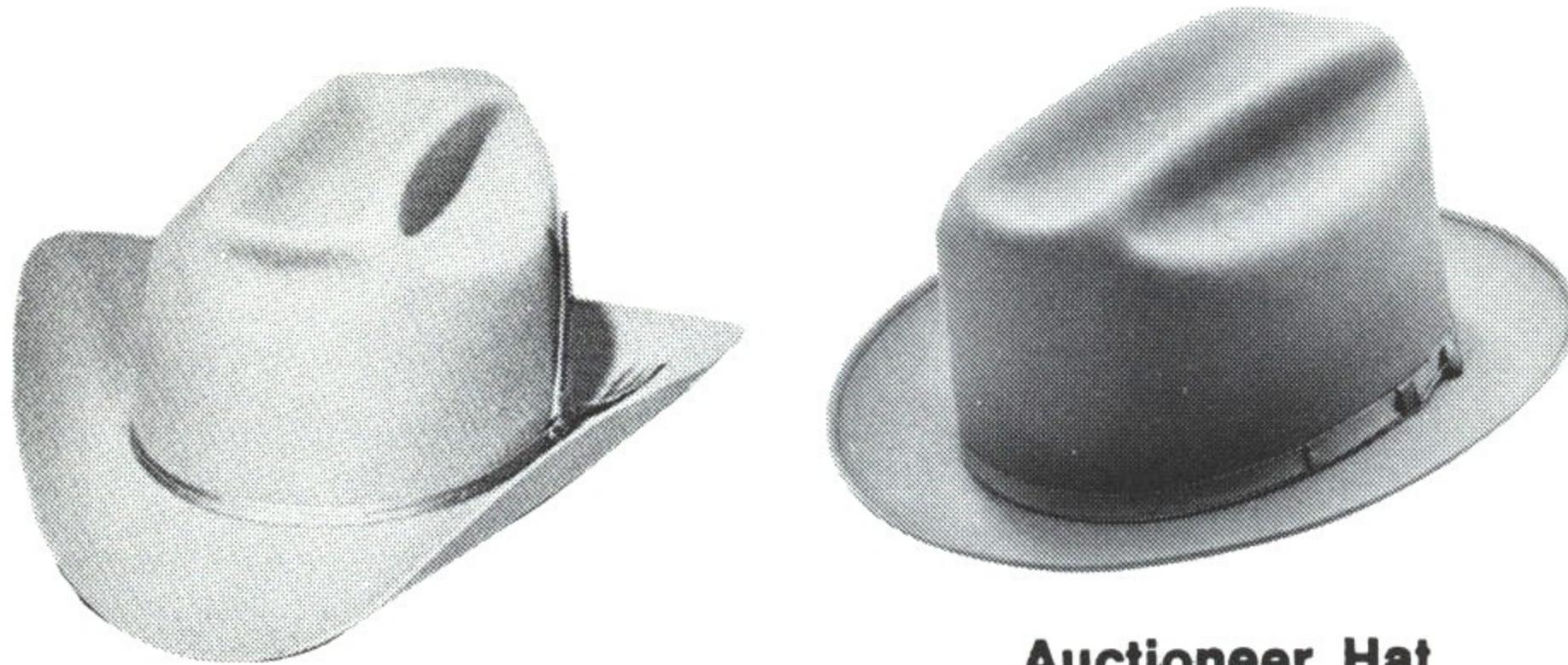
Certified
Auctioneers
Institute
March 28-April 3

National
Auctioneers
Week
April 4-10



TWO WEEKS

of importance to
NAA members



Auctioneer Hat

Stetson "Wisp"

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Start the new year off right with one of our beautiful "Silver Belly Auctioneer" hats. They come in three brim widths (2½", 2¾", and 2½"). We have had these hats made to our specifications by the Stetson Hat people since 1964 and have sold thousands to auctioneers since that time. They come with a red satin lining with the NAA emblem embossed in gold in the lining. At this time 75% of our orders are repeats, so our customers must be satisfied. The Wisp hat you see pictured above is commonly known as the "Marlboro" and is a 4X quality Stetson hat with 3" brim and comes in Silver Belly color the same as the "Auctioneer" hat.

These Auctioneer hats come in Milan Straw (light tan), same brim widths as the felt. We also offer the White Panama hat shaped as the "The Auctioneer" (Open Road Block), with a 2½" brim. We are out of the Panama

hats at the present, but will have delivery on or about March 1, 1982.

The 14 K gold diamond tie tac has been popular with those who care. We also offer gold plated and sterling silver auctioneer gavel tie tacs — with or without man-made diamonds. Call for prices.

Currently we have in stock most sizes from 38 to 48 in the London Fog type windbreaker jackets. They come with the beautiful 4 color, 4" embroidered NAA emblem sewn on the left breast. Do not forget we also stock deer-skin and pigskin gloves.

Felt Silver Belly Auctioneer Hats	\$ 42.00
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14K Gold Gavel with larger diamonds price on request	
Deer and Pig Skin Gloves By Stetson	\$16.00 and \$18.00

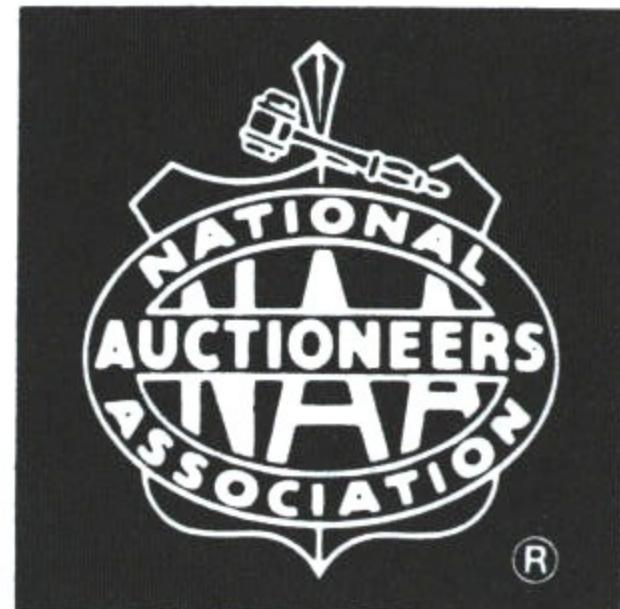
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Letters to THE AUCTIONEER

CAI has new address

The headquarters office of the Certified Auctioneers Institute (CAI) has moved from the Indiana Memorial Union to the following address.

Certified Auctioneers Institute
4211 East Third Street
Bloomington, Indiana 47401
Phone: 812-333-0077

CAI courses will continue to be held on the campus of Indiana University at Bloomington.

12,000 in 1982

For the past thirty years the NAA has steadily increased its membership to today's all-time high. Now all of our efforts must be aimed at achieving the greatest numerical gain in our history, in order to reach the 12,000 member goal.

Our efforts have been and continue to be toward this targeted number because of the additional clout, prestige and influence it will bring to our organization; plus the added service the NAA can render to its members. It will take total commitment by every member to make 12,000 a personal goal and finally deciding that we are going to meet this challenge head-on.

It is not an easy task, but it is an achievable one. Our reward is our satisfaction in providing our organization the greater might to serve the auction industry. This will be accomplished by doing our share of recruiting the members necessary to reach the goal of 12,000 in 1982. As members we have always stood together to meet the challenges, and now we must work together to meet further challenges.

Our hope for the future lies in the continuing expansion and growth of the NAA. If every present member took a few minutes to speak to a nonmember auctioneer and invite him/her to join with us, 12,000 in 1982 would soon be a reality.

B. G. Coats
NAA member
Rumson, New Jersey

The average husband in America is just a shade over 45 years old, and the average wife is just shy of 42.

From AMERICAN AVERAGES

Add these members to your Directory

By the time you're reading this AUCTIONEER, the 1981-82 NAA Membership Directory has been mailed to all NAA member auctioneers. However, some members who should have been listed were mistakenly omitted; and the NAA membership deserves an explanation.

Every attempt was made during the preparation of the 1981-82 Directory to list all of the nearly 7000 NAA auctioneers. Regrettably, through computer error, human error, or a combination of both, NAA members were either removed from state lists, or were never listed in the first place. To rectify the situation, the NAA office will continue to update members' files upon notification that they have been left out.

Furthermore, **THE AUCTIONEER** will publish the names of NAA members omitted from the directory. You are highly encouraged to include these members on page 35, in the "Additions/Corrections to your NAA Directory" section.

Additions to your NAA member Directory

The following were mistakenly omitted from the 1981-82 NAA Membership Directory. Please include them in your personal directory copy.

Idaho Association of Professional Auctioneers (insert on page 37 of directory)

MICHIGAN

BLACKFORD, GEORGE P., G 2095 S. Center Road, Flint 48507
SMITH, JAMES K., 4514 School Road, Rhodes 48652

NEW YORK

BACORN, LORION W., 323 West State St., Ithaca 14850

OHIO

GAISER, MICHAEL F., 1230 Cass Road, Maumee 43537
ROMAN, RONALD LEE, 405 Holly Street, Canfield 44406

VIRGINIA

BLUESTONE, HERB, 727 Little Back River Road, Hamp-ton 23669

CANADA

VOKES, VICTOR W. S., 204-1024 Farfield Road, Victoria, British Columbia V8V 3A5

Farming today is big business. The nation's largest farms — those with gross incomes of \$200,000 or more a year — totaled 105,000 last year, according to the USDA. All totaled, the nation's 282,000 largest farms — 11.6% of all farm — account for 70% (\$89.5 billion) of all cash receipts from farming.

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Atkinson, NE 68713
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Terms Expiring 1984

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P.O. Box 795
Darlington, SC 29532-0795
Phone: 803 393-0431

Harry A. Anderson, CAI
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Georgetown, PA 15043
Phone: 412 573-9533

Louis B. "Benny" Fisher, CAI
437 East Atlantic Blvd.
Pompano Beach, FL 33060
Phone: 305 942-0917

Robert H. "Bob" Glass, CAI
Box 237
Central Village, CT 06332
Phone: 203 564-7318

Walter J. "Wally" Laumeyer, CAI
7306 Cleve Avenue East
Inver Grove Heights, MN 55075
Phone: 612 455-9547

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Charles E. "Chuck" Cumberlin, CAI
P.O. Box 248
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Phone: 303 842-2822

Richard T. Kiko
2805 Fulton Drive NW
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Phone: 216 453-9187

Hugh B. Miller, CAI
RR 3 Box 457
Evansville, IN 47711
Phone: 812 867-2486

Dean H. Parker
P.O. Box 3266
Logan, UT 84321
Phone: 801 752-7701

Joe E. Small, CAI
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Phone: 214 241-1912

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Phone: 219 463-2012

Norman Aldinger
RR 1
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Phone: 701 763-6262

Haskel "Hack" Ayers, CAI
Box 1467
LaFollette, TN 37766
Phone: 615 562-4941

Sammy L. Ford, CAI
P.O. Box 445
Mount Vernon, KY 40456
Phone: 606 256-4545

John A. Horton, CAI
111 4th Street
Huntsville, AL 35805
Phone: 205 536-7497

THE AUCTIONEER

JANUARY, 1982

Volume XXXIII, Number 1

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advertising can be accepted. See rate schedule on last page.

Single copies: \$1.00 each. Annual subscription rate \$10.00.

Editorial and Executive Offices of the National Auctioneers Association are at 135 Lakewood Drive, Lincoln, Nebraska (NE) 68510-2487. Phone: 402-489-9356.

Harvey L. McCray, Editor and Executive Vice President. Member: American Society of Association Executives, American Advertising Federation, Lincoln Advertising Club, Lincoln Chamber of Commerce, Admen's Gridiron.

Gary Carmichael, Director of Association Services. Member: International Association of Business Communicators, Lincoln Advertising Club.

Mrs. Sandy Chapin, Secretary

Mrs. Sharon Whisenhunt, Secretary

Ms. Marge Houser, Secretary

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



Next six months, filled with auction activity

By Howard Buckles, President
National Auctioneers Association

Happy New Year!

I hope the 1981 year was as good to you as it was for me in the auction business.

During my travels to State Association conventions, I am pleased with the attendance at those conventions, showing interest and support of the State Associations. I also am very happy to see so many people who are in attendance for the first time. New life and ideas mean continued strength for any association.

At each of the conventions I have attended, I have given NAA membership applications to three or more auctioneers who were not NAA members. Many times, the auctioneers were just not aware of the services and activities available through our Association. It makes me feel good that so many of the new auctioneers are interested in joining the NAA because they have been made aware of the services available to the individual auctioneer, whether he or she is just beginning in the auction profession or has been in the business for many years.

Through our State and National Association memberships, and during the conventions and seminars, we have bridged the gap, which existed in past years between auctioneers as competitors, reluctant to share ideas, techniques and procedures with each other. We have learned that when we share our ideas and techniques, and when we live and work by our Code of Ethics, we are successfully promoting the auction method of selling real and personal property.

All of us benefit with more auction sales and better relationships with the selling and buying public. We need to continue stressing the need to discuss NAA (and State Association) membership with the many qualified auctioneers who are not yet members, so that more of us can promote the advantages of selling by our method — the auction method!

It is not too late to register for the Tampa Real Estate at Auction Seminar. Outstanding instructors will offer their techniques and methods, which have proven successful for them, and which will be beneficial to anyone selling real property at auction.

Time is also running out to register for the San Antonio Personal Property at Auction Seminar (February 15-16-17), and the seminar registration form for both Seminars is included in this issue to allow you to register. The Personal Property Seminar will include topics on selling livestock, heavy and farm equipment, and business equipment (liquidations of retail and commercial equipment). The San Antonio Seminar will be held during the same period as the National Livestock Exposition and Rodeo, and the evenings will be free so that registrants may attend those functions.

The National Auctioneers Association initiated the Certified Auctioneers Institute and even though the CAI is a separate entity, and has its own Board of Governors, only members of the National Auctioneers Association are eligible to participate in the CAI's educational courses.

Only experienced auctioneers can register for the CAI courses, and the classwork offered in the CAI courses does not overlap with what is offered during the NAA Seminars or convention workshops. The CAI application form was included in the September, 1981, issue of THE AUCTIONEER, and if you need additional help in your business methods, or specialized information which relates to the auction profession, consider applying for the Certified Auctioneers Institute now.

Information about the CAI program can be obtained by writing to Stephen J. Martin, executive vice president, CAI, Indiana Memorial Union, Bloomington, IN 47405. Approximately 300 NAA members have completed the CAI course work, and interest continues to be high in this auction specialized educational program. The 1982 CAI dates are March 28-April 3.

Members of the National Auctioneers Association and everyone in the State Associations can receive special recognition during National Auctioneers Week, April 4 through 10, 1982. This annual observance was initiated by the NAA to allow state

Continued page 6

governors, city mayors, city councils, and other city organizations, to recognize auctioneers for their efforts, and to promote attendance at auctions. By participating in National Auctioneers Week as an NAA member, (State Associations will work with the state governors to seek resolutions proclaiming National Auctioneers Week), you can benefit from the free publicity.

THE PROFESSIONAL AUCTIONEER AND WHAT HE NEEDS TO KNOW

BY RUSSELL KRUSE

A book every auctioneer should have in his possession. Prepared for practicing auctioneer and the student or beginning auctioneer.

CHAPTER HEADINGS

1. Bid Calling	10. License Law - Bonds
2. Conducting the auction	11. Fees — Commission
3. Contracts	12. Appraising
4. Sale Summary	13. Land description and surveys
5. Uniform commercial code and auctioneer liability	14. Working together
6. Reserve bidding	15. Definition of 276 terms and words every auctioneer should know or have available.
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FEE ONLY \$75 — ALL BY MAIL IF DESIRED.

Contact Russell Kruse, Kruse Office Building, Auburn, IN 46706. Finance available in all courses.

NAA members also should always use the NAA emblem in their advertising (sale bills and brochures), but special mention can be made of National Auctioneers Week on these advertisements, to show that you support the week-long observance.

Use your NAA emblem! **Let everyone know you have joined an Association of Auctioneers, which works to provide services to the auctioneer and the public.** We benefit the public with our method of marketing real and personal property!

Locally, auctioneers can visit their newspaper offices, radio and TV stations, and volunteer to conduct charity auctions to support the auction method of marketing. Let everyone know that we believe the auction method is the best method.

Pledge cards have been sent to every member of the NAA who has not yet made a pledge to the Headquarters Relocation Fund. Hopefully, every member will make a contribution to this worthwhile program. When the new office is built in Overland Park, Kansas, the NAA will be able to offer the membership more services and more information, which will be beneficial to all of us.

Your consideration of this worthy program will be appreciated by me, the Board of Directors and the many, many NAA members and friends who already have given their financial support to the Headquarters Relocation Fund program. Over \$100,000 has been paid by those already making pledges. All contributors will be recognized in the new building on appropriate plaques, and it is hoped that a sizeable number of our total membership will be included.

The plaques for this fund raising effort will be displayed in our new building; as will the plaques recognizing the contributors to the past Building Fund program, which allowed the National Auctioneers Association to have its own building for the past ten years.

I am proud to be president of our Association and especially proud to serve in this position when the membership has offered its full support to the continuation of good programs and services. The enthusiasm displayed by our membership in all of our programs is truly gratifying!

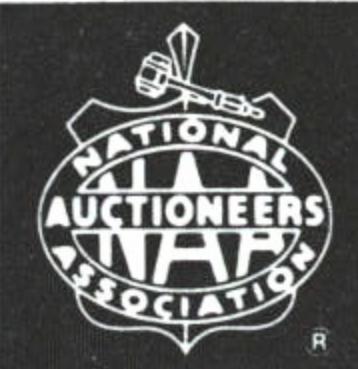
The last six months of our NAA year (January through June) will be filled with auction activity, on the local level as well as promotion sponsored by the NAA and the State Associations. The NAA will assist State Associations to recommend instructors for their seminars, and members of the NAA Board of Directors will serve as representatives to many conventions, scheduled during the remaining NAA year months.

And, we must not forget the 1982 NAA Convention, which will be held in Atlanta, Georgia, at the Atlanta Hilton Hotel, July 27 through 31. The Board of Directors will provide final approval of my convention program at the end of this month, and the hotel reservations form is included in this issue of THE AUCTIONEER magazine. The convention registration form will be published in the March, 1982, issue of the magazine and we hope you will register early for this important auction event.

Have a good year, and let's continue to promote the auction method of selling.

Howard Buckles, NAA president

THE AUCTIONEER



Headquarters Relocation Fund Report

Over \$100,000 paid on fund pledges

Payments in excess of \$100,000 have been made on pledges to the Headquarters Relocation Fund. The \$100,000 figure was reached shortly after the last report was made in THE AUCTIONEER magazine (December, 1981).

Headquarters Relocation Fund committee chairman, Martin E. Higgenbotham, and Fund Raising subcommittee chairman, Joe E. Small, after receiving notification of the payment amount, expressed appreciation and gratitude to the members who have supported the program with pledges and contributions.

Director Small was the designer of the Relocation Fund program, which was announced during the 1981 NAA Las Vegas Convention. Both he and past president Higgenbotham requested that THE AUCTIONEER magazine publish their deep gratitude and appreciation to the many, many NAA members, families and friends who have supported the program through pledges and contributions. The membership enthusiastically supported the program by having over \$400,000 in pledges and contributions made during the July convention and additional contributions and pledges have been received since the convention.

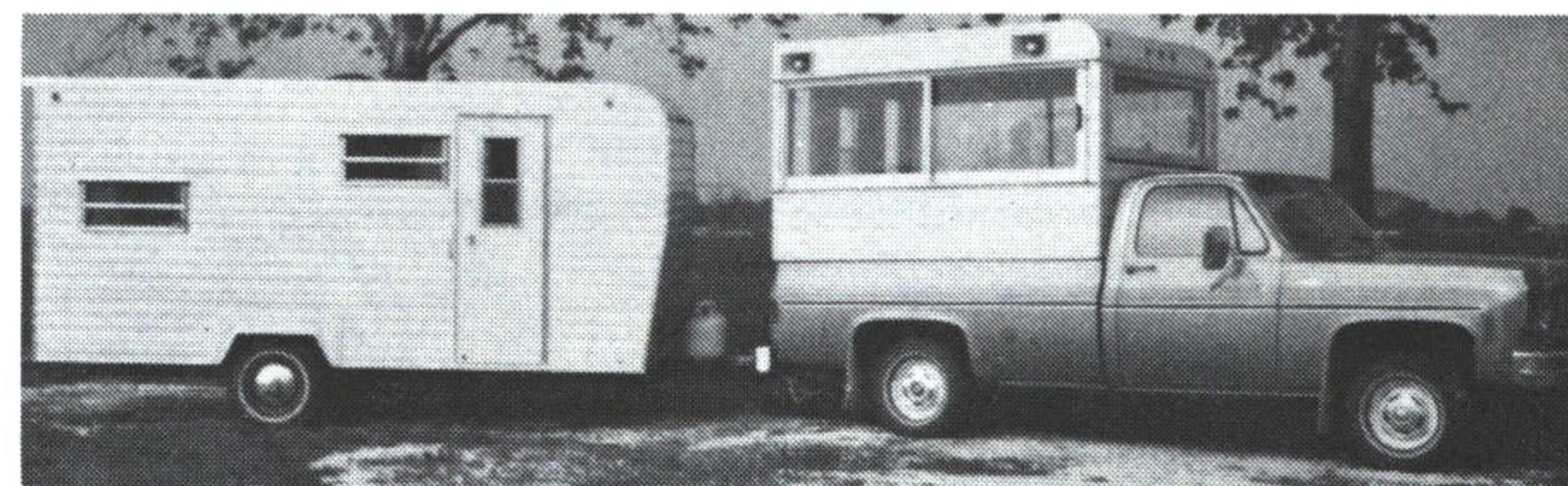
Reports of contributors and those making pledges have been made in each issue of THE AUCTIONEER since the convention. The October issue reported the names of those making pledges in the VIP Division (\$5,000 or more); the November issue reported on those in the Founders Division (\$2,500 to \$5,000) and in the last issue (December), a listing of those in the Sponsors Division (\$1,500 to \$2,500). Each issue will include the names of everyone making pledges in each division until everyone is recognized.

The following list includes those who have made contributions in the Benefactors Division (\$1,000 to \$1,500); R. K. Beebe, West Palm Beach, Florida; Ivan L. Broadwell, Charlotte, North Carolina; Mr. and Mrs. Richard Brodie, Westland, Michigan; R. Cartwright Ellis, Kokomo, Indiana; Don Fitzner, Olivia, Minnesota; Jay R. Fornal, Columbia, Connecticut; John Mickey Fowler, Toney, Alabama; Jim Gall, Miami, Florida; Michael M. Gordon, Chicago, Illinois, Kenneth Gravlin, Melvin, Illinois (deceased since contribution accepted); Ann Lynn Gross, Frederick, Maryland; Emil J. Konesky, Woodville, Ohio; Howard McAnly, Rochelle, Illinois; Robert E. Musser, Cody,

Wyoming; Robert E. Payne, Jackson, Mississippi; Roger D. and Lima Rumbaugh, Homerville, Ohio; Don W. Standen (in memory of Eileen), North Ridgeville, Ohio; Tony R. Stone, Bailey, North Carolina; Harold and Lucy Van Syoc, New London, Iowa; Bill Wade, McKinney, Texas and Marlin L. Zimbelman, Bird City, Kansas.

Additional special contributions have been announced, and the Headquarters Relocation Fund Committee gratefully acknowledges the contribution made by R. W. "Dick" Dewees and the Missouri Auction School for the auction supplies, which have been donated to State Auctioneers Associations. The auction supplies are to be sold at the convention fun auctions and one half of the proceeds go to the State Association; the other half to the NAA Headquarters Relocation Fund program. Two state associations, to date, have submitted checks to the NAA office — the Missouri State Auctioneers Association and the Iowa Auctioneers Association. Supplies have been sent to other State Associations, which will soon hold State Association conventions, and a report of the fun auctions' proceeds will be made in subsequent issues of THE AUCTIONEER magazine.

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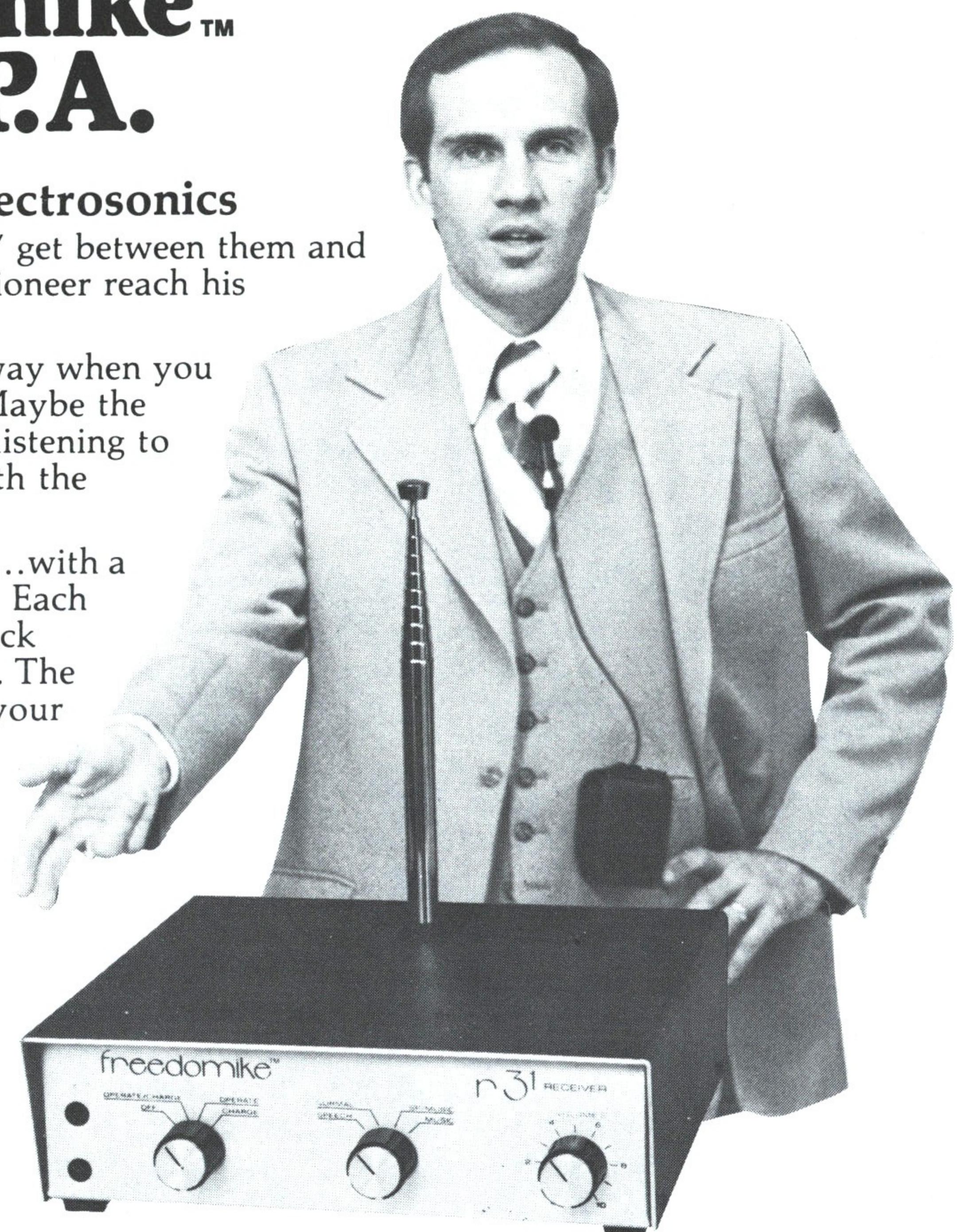
That "something" is the P.A. system. Maybe it gets in the way when you have to stop your bid calling and lug it to another table. Maybe the bidders watch you drag your mike cord around instead of listening to your bid calls. Maybe you need three hands to hold up both the merchandise and your microphone.

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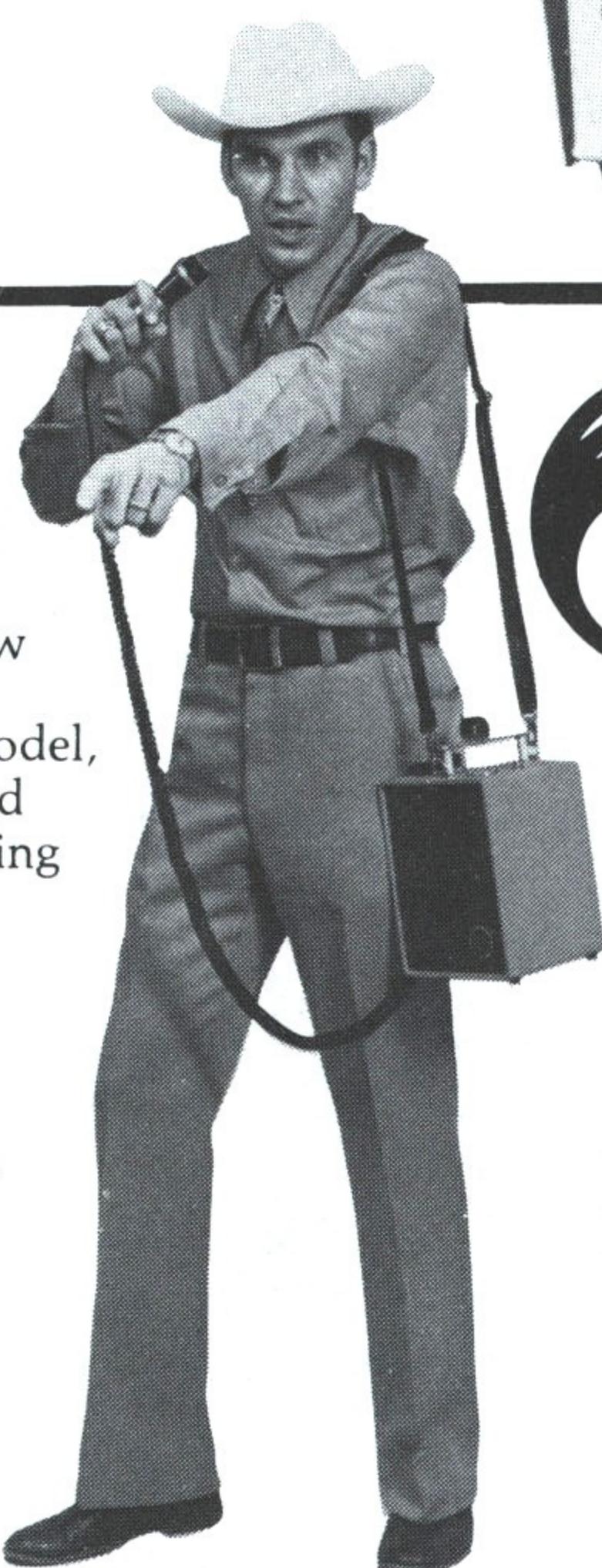


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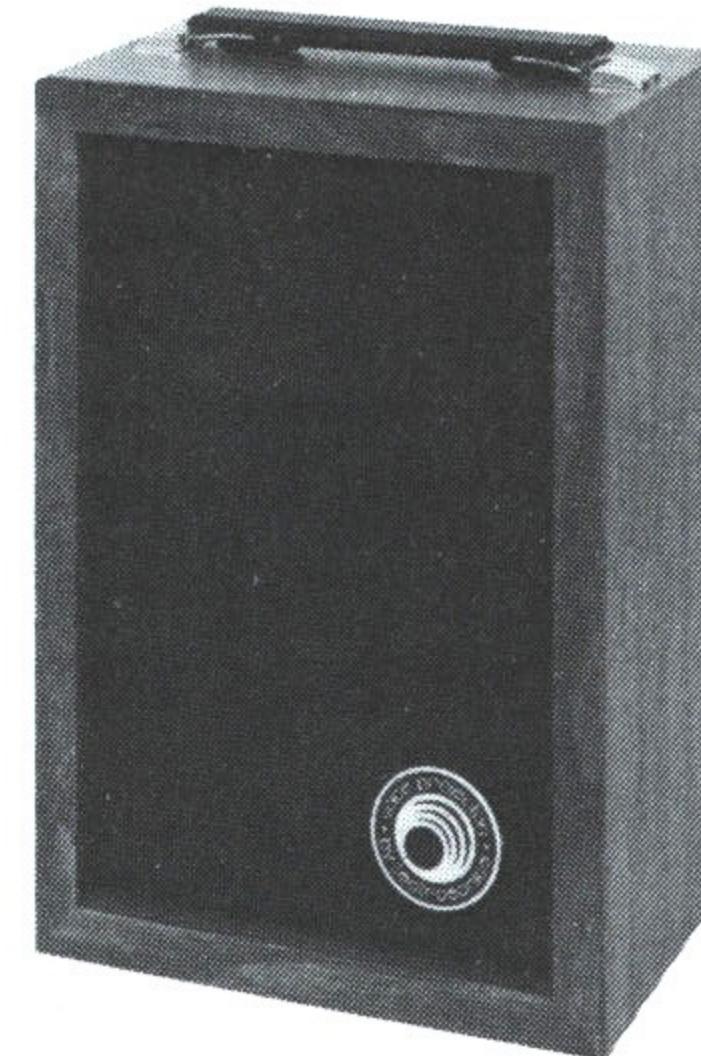
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The Legal Aspects Of Auctions . . .

License Law Update

To keep the NAA membership as currently informed as possible concerning auctioneer license laws throughout the nation, THE AUCTIONEER offers this license law update. Information was contributed by two sources — the various state auctioneer associations and the National Auctioneer License Laws Official Association (NALLOA). The information in parentheses is from NALLOA.

For more specific information contact either the state association secretary, the licensing body in the particular state, or NALLOA. In the coming months, THE AUCTIONEER will publish additional license law information as received at the NAA office.

ALABAMA — The state DOES REQUIRE an auction/auctioneers license. Contact: Alabama State Board of Auctioneers, Mrs. Patricia Reid executive secretary, Suite 209, Downtown Plaza Bldg., Cullman, Alabama 35055, phone 205-739-0548. An apprenticeship must be served, and a test is required. The Alabama Board will reciprocate with states that have licenses laws with like manner, otherwise a test is required. The license law is enforced. Submitted by Pete Horton, AAA secretary-treasurer.

ALASKA — (The state does not require a license law.)

ARIZONA — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Larry Everhart, AAofA secretary-treasurer. (A license is required for any person who sells or attempts to sell jewelry. Contact Board of Supervisors of the county.)

ARKANSAS — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Jayne Lowery, AAA secretary.

CALIFORNIA — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Barbara Dobbas, CAA Executive Secretary.

COLORADO — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Ernest L. Wimmer, CAA secretary.

CONNECTICUT — (Town and city permits only. There is a state law governing sale of jewelry, livestock, horses, and motor vehicles. Request from various commissioners.)

DELAWARE — (Every person engaged in business of crying sales of real or personal property for others for profit are subject to tax.)

DISTRICT OF COLUMBIA — (License required for any person, firm, or corporation, either for himself or others sells or offers for sale at public auction, stocks or stocks of merchandise in whole or in part. Apply at Mayor's office.)

FLORIDA — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Billy Wells, FAA secretary-treasurer. (Local ordinances may impose license requirements.)

GEORGIA — The state DOES REQUIRE an auction/auctioneers license. Contact: Georgia Auctioneers Association, Les Maddern executive director, 166 Pryor St., Atlanta, Georgia 30303, phone 404-656-2282. Applicant must stand examination to qualify for one year apprenticeship. After being the principal auctioneer under the supervision of a licensed,

sponsoring auctioneer, in at least ten auctions, applicant is eligible to stand examination for his/her principal auctioneer's license. Bond and character references are required. Submitted by Lynn Dempsey, GAA secretary-treasurer.

HAWAII — (License required for any person who sells goods, wares, merchandise or other property at auction. Apply County Treasurer or Director of Finance.)

IDAHO — (Pay tax to county tax collector, on new merchandise sold at auction.)

ILLINOIS — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Bob Wuebbels, IAA member.

INDIANA — The state DOES REQUIRE an auction/auctioneers license. Contact: Indiana Auctioneer Commission, Sherrill L. Keesee secretary, 1025 State Office Building, Indianapolis, Indiana 46204, phone 317-232-3950. Examination required for auctioneer's license. Statute allows for reciprocal agreement, upon qualification, with regard to auctioneer licensing. License requirement also applies to auction houses and auction companies-examination not required. Submitted by Sherrill L. Keesee, Indiana Commission secretary.

IOWA — The state DOES NOT REQUIRE an auction/auctioneers license. However, counties and municipalities have license and fee requirements. Check with the county or municipal clerk's office where you're planning to conduct an auction. Submitted by Margaret H. Bloomer, IAA secretary. (To sell NEW MERCHANDISE outside of city limits where ordinances require license, a state license is required.)

KANSAS — The state DOES NOT REQUIRE an auction/auctioneers license. Some cities have a fee license, check with the city treasurer. Auctioneers auctioning real estate must have a real estate license. Submitted by Rex B. Newcom, KAA secretary/treasurer. (Any individual, firm, association, corporation or any other legal entity which sells new goods, wares or merchandise, apply at clerk of county or city.)

KENTUCKY — The state DOES REQUIRE an auction/auctioneers license. Contact: Kentucky Board of Auctioneers, 1210 Kentucky Home Life Building, Louisville, Kentucky 40202. Submitted by Wilma Atherton, KAA executive director.

LOUISIANA — The state DOES REQUIRE an auction/auctioneers license. Contact: Donald J. Bernard, Secretary of Department of Commerce; P.O. Box 44185; Baton Rouge, LA 70804, Phone: (504) 342-5388. Submitted by Gladys M. Vernon, Administrative Assistant.

MAINE — The state DOES REQUIRE an auction/auctioneers license. Contact: Department of Business Regulation-Central Licensing Bureau, Harvey De Vane commissioner, State House Station, Augusta, Maine 04333, phone 207-289-2217. Also, vehicle auctioneers license became effective September 18, 1981. Submitted by George A. Martin, MAA secretary.

MARYLAND — The state DOES NOT REQUIRE an auction/auctioneers license. Each county has its own qualifications for licensing as has the City of Baltimore and several other townships and jurisdictions in Maryland. Anyone wishing to auction in the state of Maryland should inquire of the county clerk or clerk of the circuit court of that jurisdiction. In the City of Baltimore, application must be made to the mayor's office. Submitted by Barr Harris, AAM secretary.

MASSACHUSETTS — Under Chapter 100, each auctioneer is licensed by the town he/she resides in. The auctioneer must acquire a permit to conduct an auction in another town or city. The auctioneer must file with the selectmen of the town or city for the permit. Submitted by Evan N. Gavilles, MSAA member. (A person must obtain license to sell jewelry, and also bankruptcy.)

MICHIGAN — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Robert E. Howe, Jr., MSAA secretary-treasurer.

MINNESOTA — The state DOES REQUIRE an auction/auctioneers license. Contact: Joan Growe, Secretary of State, State Capitol, State Office Bldg.; St. Paul, MN 55155 Phone: (612) 296-3266.

MISSOURI — The state DOES REQUIRE an auction/auctioneers license. Contact any county clerk's office. Submitted by Doran H. Livingston, MSAA secretary.

MONTANA — The state DOES NOT REQUIRE an auction/auctioneers license. However, the state does require that each auctioneer carry a \$500 bond. Submitted by Craig Mandeville, MAA secretary.

NEBRASKA — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Harold Kraupie, NAA member. (Non-resident apply at county clerk's office.)

NEVADA — The state DOES NOT REQUIRE an auction/auctioneers license because licensing in Nevada is by each local government body. Submitted by James M. Watson, NSAA president.

NEW HAMPSHIRE — The state DOES REQUIRE an auction/auctioneers license. Contact: New Hampshire Board of Auctioneers, Secretary of State, State House, Concord, New Hampshire 03301, phone 603-271-3242. Non-resident auctioneers may qualify for a non-resident license, if their home state has a reciprocal agreement to allow the licensing of non-resident auctioneers in their state with a state license, so that auctions may be conducted anywhere in the state with the license. Submitted by George Michael, NHAA secretary.

NEW JERSEY — The state DOES NOT REQUIRE an auction/auctioneers license. However, auction permits and licenses are under local government control, each jurisdiction setting their own requirements, fees, etc. Submitted by Jo Ann Fawcett, NJSSA secretary. (There are state regulations on jewelry, baby chicks, and sale barn.)

NEW MEXICO — The state DOES NOT REQUIRE an auction/auctioneers license. However, New Mexico laws are in effect governing auction sales, "puffing" on bids, and auction fees. For information, contact a municipal or county clerk. Also, a license must be obtained to auction jewelry. Application must be made to the county or municipal clerk's office, thirty days prior to the jewelry auction. To auction real estate, you must have a real estate license or cooperate with a New Mexico real estate broker. Submitted by Jacqueline Russell, NMAA president.

NEW YORK — The state DOES NOT REQUIRE an auction/auctioneers license. However, local ordinances will require auctioneers to obtain a city, town, or village license. Submitted by R. Thomas Jones, NYSAA secretary/treasurer. (There are baby chicks, and food regulations.)

NORTH CAROLINA — The state DOES REQUIRE an auction/auctioneers license. Contact: George R. Fuller, Executive Director, Suite 306, 3509 Haworth Drive, Raleigh, NC 27609. Phone: (919) 733-2182. Submitted by Johnson B. Gilbert, NCAA secretary.

NORTH DAKOTA — The state DOES REQUIRE an auction/auctioneers license. Contact: Richard Elkin, Public Service Commissioner; North Dakota State Capitol; Bismarck, ND 58501. Phone: (701) 224-2400. North Dakota also requires a clerking license, for which the fee is ten dollars and a bond of five thousand dollars. The auctioneers fee is ten dollars and a one thousand dollar bond. You must also be a graduate of an approved auction school. Submitted by Norman Aldinger, NDAA member.

OHIO — The state DOES REQUIRE an auction/auctioneers license. Contact: Department of Commerce, Division of Licensing, Charles Carroll chief of division, Two Nationwide Plaza, Columbus, Ohio 43215, phone 614-466-4130. Submitted by Byron Dilgard, OAA secretary.



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OKLAHOMA — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Ray Patterson, OKAA secretary/treasurer. (Permits are required for livestock markets and sale of new merchandise. Apply at county treasurer.)

OREGON — The state DOES REQUIRE an auction/auctioneers license. Contact: Marge Hevlin, Administrator; 4th Floor, Labor & Industries Building; Salem, OR 97310 Phone: (503) 378-4492. Submitted by Helen M. Wood, ORAA secretary.

PENNSYLVANIA — The state DOES REQUIRE an auction/auctioneers license. Contact: Department of State, Bureau of Professional and Occupational Affairs, State Board of Auctioneer Examiners, Mrs. Dawn H. Glowacki executive secretary, P.O. Box 2649, Harrisburg, Pennsylvania 17120, phone 717-787-6490. A one year apprenticeship with a licensed Pennsylvania auctioneer must be served after completing a two week auction course at an accredited school, recognized by the Pennsylvania Board of Auctioneer Examiners. Two year apprenticeship is required without schooling. Apprentice and auctioneer state tests are required. Presently a law is in the Pennsylvania legislature requiring 40 credit hours (approximately one year of college) to qualify for a license. Courses cover basic business, to all aspects of the auction profession. A bond is required, and there is reciprocity with some states. Submitted by Blaine C. Brown, PAA secretary.

RHODE ISLAND — The state DOES REQUIRE an auction/auctioneers license. Contact: Department of Business Regulations Office of the Director, Craig R. Smith chief examiner auctioneer section, 100 North Main Street, Providence, Rhode Island 02903, phone 401-277-2246. New applicant must take written exam given by the Department of Business Regulations. If exam is passed, license issued after applicant furnishes a bond and pays a \$35 fee for resident auctioneers. Other fees are \$75 for non-residents, and \$20 for apprentice auctioneers. Submitted by Louise E. Wordell, PAAofRI secretary.

SOUTH CAROLINA — The state DOES REQUIRE an auction/auctioneers license. Contact: George D. Pechilis, Executive Director; State of South Carolina Auctioneers Commission; P.O. Box 807; Columbia, SC 29202 Phone: (803) 758-3837. Submitted by Jack E. Richardson.

SOUTH DAKOTA — The state DOES NOT REQUIRE an auction/auctioneers license. However, a license law will be considered in the next legislative session. Submitted by Marti Dunlap, SDAA executive secretary.

TENNESSEE — The state DOES REQUIRE an auction/auctioneers license. Contact: Mrs. Thelma Cartwright, secretary, Tennessee Auctioneers Commission, Doctors Bldg., Room 422, Nashville, TN 37219, phone 615-741-3236. The following fees apply: \$50 auctioneer license fee, \$25 fee for apprentice, \$25 firm license fee, and \$25 examination fee. Submitted by E. B. Fulkerson, TAA secretary.

TEXAS — The state DOES REQUIRE an auction/auctioneers license. Contact: Texas Department of Labor & Standards, Lias "Bubba" Steen, Commissioner, P.O. Box 12157, Austin, Texas 78711, phone 512-475-4229. The commissioner appoints a twelve-member Advisory Board comprised of auctioneers to serve one-year terms. Their function is to act as liaison between the State and the auctioneers. The license law requires an applicant to pass an examination or to obtain an Associate license for one year to work under a licensed auctioneer during which time he must bid-call at least five sales. Submitted by Charles Connour, TAA member.

UTAH — The state DOES NOT REQUIRE an auction/auctioneers law. However, you do have to pay a fee in each of the municipalities where you hold an auction. For example, in Murray, Utah, if you do not have a permanent place of business where the sales are held, you pay \$100 a day to hold sales. Salt Lake County charges \$140 per year. All adjacent towns charge \$100 per year. Submitted by Glenn Short, UAA president.

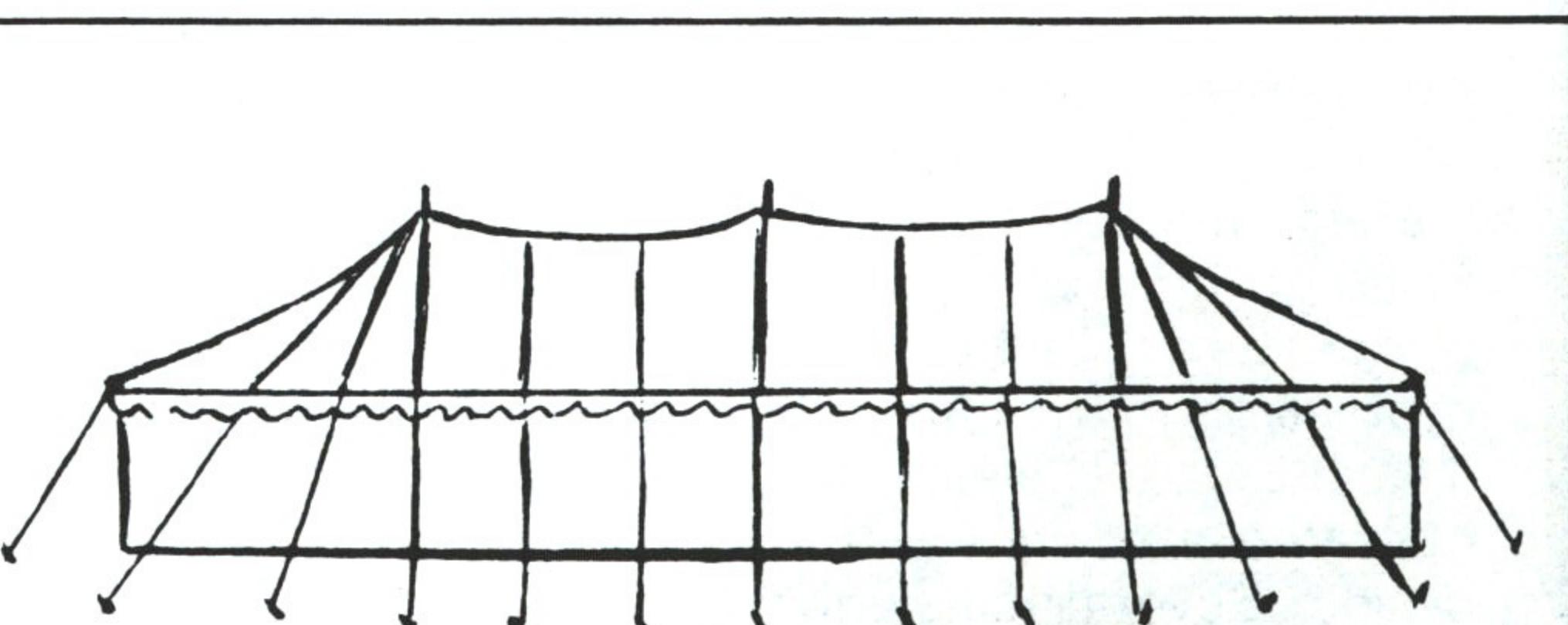
VERMONT — The state DOES REQUIRE an auction/auctioneers license. Contact: James Douglas, Secretary of State, 109 State St., Montpelier, Vermont 05602, phone 802-828-2363. Requirements include: resident fee of \$25, plus \$1000 bond, licenses the auctioneer for two years; non-resident fee of \$50, plus \$5000 bond licenses the auctioneer for one year. The state is presently considering revision of the auctioneer license law and requirements. Submitted by Thomas Hirchak Jr., VAA secretary.

VIRGINIA — The state DOES REQUIRE an auction/auctioneers license. Virginia does not have a state licensing board or commission for auctioneers. A state license is purchased at the local office of the commissioner of the revenue. Submitted by Stephen G. Sheets, VAA member.

WASHINGTON — The state DOES NOT REQUIRE an auction/auctioneers license. However, each county has license fees from \$10 to \$25; plus many have a \$1000 to \$5000 bond requirement. The larger cities have their own requirements, from \$5 a year to \$100 a day. Submitted by Elmer Burnham, WSAA president. (The sale of jewelry, appliance, upholstered furniture, and bedding requires a license. Apply at County Commissioner.)

WEST VIRGINIA — The state DOES REQUIRE an auction/auctioneers license. Contact: Hon. Gus R. Douglas, Commissioner of Agriculture; West Virginia Department of Agriculture; State Capitol; Charleston, WV 25405. Submitted by Wilson E. Woods, WVAA member.

WISCONSIN — The state DOES NOT REQUIRE an auction/auctioneers license. However, many municipalities have their own rules, ordinances, and fees. Submitted by Robert Massart, WAA secretary. (There are requirements on the sale of jewelry and furs. All transient auctioneers must be licensed. Apply at the County Clerk's Office.)



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About the Author: Melvin A. (Mel) Giller. Realtor—Auctioneer. Thirty years' background in sales, sales management and marketing and is a nationally recognized author, lecturer and instructor on the Marketing of Real Estate by Public Sale. He entered the real estate profession in the early 1960's. He has been involved as a Real Estate Developer, and at one time in his career, operated a company that was comprised of 87 sales people. Several years ago, he recognized the enormous potential of the Public Sale as a marketing tool for the sale of real property, and he has dedicated himself to this profession. He is the President of Nationwide Auction Company, with offices in Tucson, Arizona and Newport Beach, California.

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Anchorage, Alaska*

Your course has changed my entire career. At my first auction sale, we offered 21 apartment houses and sold 19 of the 21 properties, with total sales in excess of \$4,000,000.

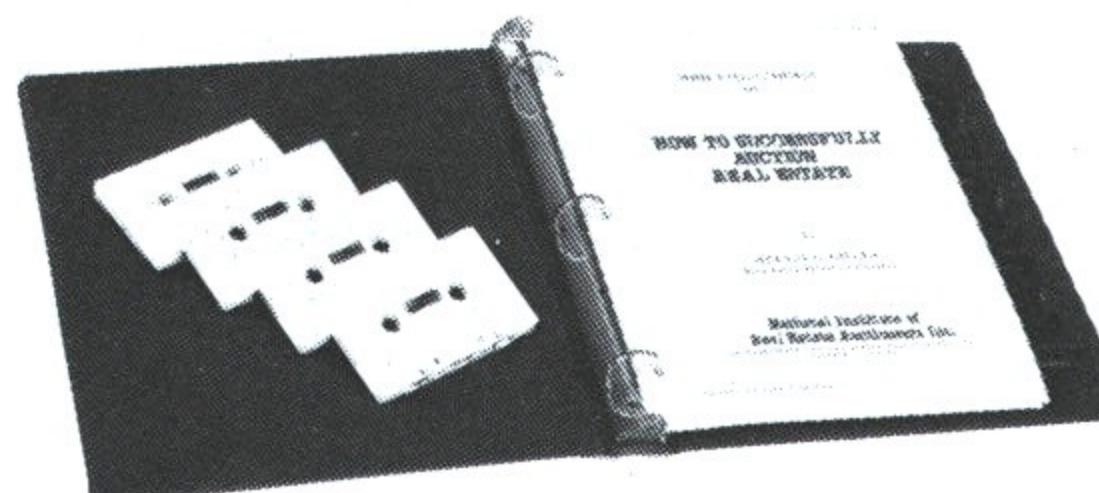
I was simply amazed as I watched the auction magic unfold. I followed the contents of your course to the letter, and they became words of gold, now proven again.

As a real estate broker, this marketing method is quite rewarding. Your experience and advice made the difference between mediocrity and the sensational success of our auction. I am deeply indebted to you.

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What to do when the IRS appears at your door

According to TAX IDEAS REPORT from the Air Conditioning Contractors of America, there are a few immediate concerns when an IRS agent drops by for a surprise audit.

1. Determine if you are dealing with a revenue agent from the IRS Examination Division or a special agent from the Criminal Investigation Division. Agents from the Examination Division usually give you advance notice of their visit and handle routine examinations of business expenses, etc. The other division investigates for suspected criminal violations of the tax laws, and they don't warn you in advance.

2. When two agents scrutinize your records, one may be a veteran and one may be a rookie who's along for the on-the-job experience.

3. On the other hand, two agents may mean a "joint investigation" (as the IRS calls it) by a special agent and a revenue agent. But whenever a special agent shows up, with or without notice, the agent is supposed to identify him/herself and advise you of your rights, including your rights to remain silent and be advised by an attorney.

As described in the TAX IDEAS REPORT, "To be on the safe side, remain silent. Check with an attorney who is experienced in tax fraud before you turn over records or make any statements to an IRS special agent. You don't want ill-advised comments coming back to haunt you when they are pieced together and repeated on a witness stand, should the matter ever get that far."

Sales tax collection, important detail

When an auctioneer crosses a stateline, an important detail in the auction planning is the collection of sales tax — who's responsible, how much, and when is it due. Though the NAA office does not have information on every state, the following Nebraska state regulations may be useful for comparison to other state's tax laws.

Reg-1-34 Auction and consignment sales

(1) All auction and consignment sales of tangible personal property are sales at retail and the auctioneer is a retailer who must collect and remit the tax on all sales except as follows:

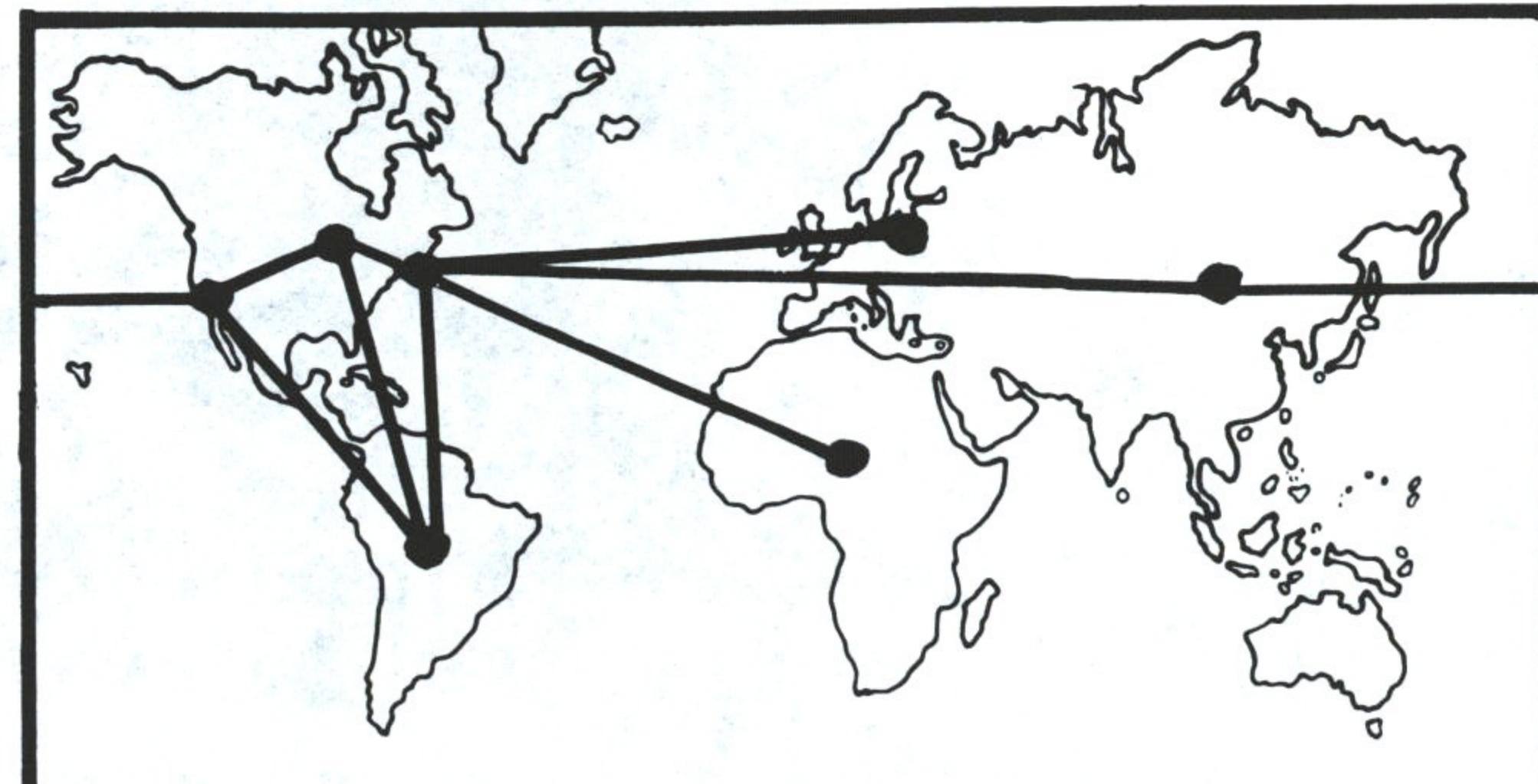
(a) Where an auctioneer is an agent of a retail seller, then the seller or other agent of the seller is responsible for the collection and remittance of the tax on each transaction.

(b) Where sales are made of tangible personal property which come within the limitations of occasional sales as defined in Reg 1-22.

(c) Where the sale is otherwise exempt because of the nature of the item sold, the nature of the purchaser, or the intended use of the

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item, such sales are exempt and not subject to the tax. See Reg 1-12.

(2) All sales made by auctioneers or consignees from an auction house or any other place under the control of an auctioneer or consignee are taxable sales subject only to the exception in item (c) of this regulation.



SAN ANTONIO'S EL MERCADO MARKET is one of the most historic areas of the city. *El Mercado* had its beginning in 1830, and the market now contains boutiques, specialty restaurants, flower shops, leather goods, produce, and novelty items. The "Mexican market" is one of San Antonio's most interesting places to shop.



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SEMINARS

Almost your last chance to register

By the time many NAA members are reading this article, the Tampa Seminar hotel reservation deadline of January 11 has already passed. And, the January 22 San Antonio Seminar hotel deadline is fast approaching. Can you still attend an NAA seminar this year? Hopefully, but you must immediately register for Tampa; and register for San Antonio as soon as possible.

Deadline of one week before each Seminar

The NAA office will accept your late seminar registration, up until one week before each 1982 seminar. Therefore, the following deadlines and registration policies apply.

- **Tampa Seminar registrations** will be accepted at the NAA office until January 18, 1982. However, you are personally responsible for your own hotel accommodations. The NAA's block of rooms was released January 12.

- **San Antonio Seminar registrations** will be accepted at the NAA office until February 8, 1982. However, you are personally responsible for your own hotel accommodations. The NAA's block of rooms was released January 23.

- Seminar registrations **will not be accepted at the Seminar site**. You must preregister within the one-week-before deadline.

- A waiting list will be formed for each seminar, in the order of earliest postmarked date, on the registrations received at the NAA office.

At this late date, any questions about the availability of openings for the 1982 NAA Seminars should be directed to the NAA office *in a phone call*. Do not call the hotels for seminar information, all they can do is reserve your lodging. Only the NAA office can assure your seminar attendance.

Complete schedules and travel information for both 1982 seminars can be found on pages 9-23 of the December issue of **THE AUCTIONEER** magazine.

One of the instructors announced for the Tampa Seminar is NAA member **William W. "Bill" Morgan**, Hopkinsville, Kentucky. Mr. Morgan is a former bank president and chairman of the board of Security Bank, Cairo, Illinois, and is a CAI charter member. Bill Morgan's auction firm specializes in the sale of real estate and personal property. Auctioneer Morgan will instruct Tampa Seminar registrants on Techniques of Listing Real Estate Auctions (bankers, lending agencies, estates, etc.).

Continued page 17, column 1

TAMPA

1982 NAA Seminar Registration

Tampa, Florida, January 25, 26, 27
Holiday Inn Central

SUBJECT: SELLING REAL ESTATE AT AUCTION

(At each 1982 NAA Seminar, the general seminar topic will be covered IN DETAIL by non-auctioneer experts, as well as professional real estate auctioneers.)

HOTEL RESERVATIONS —

Seminar registrants must make their own hotel reservations for each of the two 1982 Seminars. Hotel reservation forms for both the Tampa (January, Real Estate) and San Antonio (February, Personal Property) Seminars will be mailed to the registrant upon receipt of seminar registration. **Hotel reservations for the Tampa Real Estate Seminar must be made by January 11, 1982.**

1982 REGISTRATION FEES INFORMATION

Only three-day registrations will be accepted. One or two day registrations will not be accepted for either 1982 NAA Seminar. Three-day fees are

\$150 per NAA member; half price (\$75) for NAA member's spouse, family member, or guest, attending seminar with NAA member.

I HAVE MARKED THE FOLLOWING TO INDICATE MY 1982 TAMPA SEMINAR REGISTRATION

\$150 Three-day Tampa Seminar Registration

\$ 75 Spouse's Three-day Tampa Seminar Registration

\$ TOTAL TAMPA SEMINAR FEES

Enclosed is my check in the amount of \$ _____ made payable to the National Auctioneers Association, for my 1982 NAA Tampa Seminar Registration.

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Spouse's Name or Family
Member If Applicable _____

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City _____ Phone _____

State _____ Zip _____

Send completed form and Seminars registration fees to:

NATIONAL AUCTIONEERS ASSOCIATION
135 Lakewood Drive, Lincoln, NE 68510-2487

SAN ANTONIO

1982 NAA Seminar Registration

San Antonio, Texas, February 15, 16, 17
San Antonio Marriott

SUBJECT: SELLING PERSONAL PROPERTY AT AUCTION

(At each 1982 NAA Seminar, the general seminar topic will be covered IN DETAIL by non-auctioneer experts, as well as professional personal property auctioneers.)

HOTEL RESERVATIONS —

Seminar registrants must make their own hotel reservations for each of the two 1982 Seminars. Hotel reservation forms for both the Tampa (January, Real Estate) and San Antonio (February, Personal Property) Seminars will be mailed to the registrant upon receipt of seminar registration. **Hotel reservations for the San Antonio Personal Property Seminar must be made by January 22, 1982.**

1982 REGISTRATION FEES INFORMATION

Only three-day registrations will be accepted.

One or two day registrations will not be accepted for either 1982 NAA Seminar. Three-day fees are \$150 per NAA member; half price (\$75) for NAA member's spouse, family member, or guest attending seminar with NAA member.

I HAVE MARKED THE FOLLOWING TO INDICATE MY 1982 SAN ANTONIO SEMINAR REGIS- TRATION

\$150 Three-day San Antonio Seminar Regis-
tration

\$ 75 Spouse's Three-day San Antonio Semi-
nar Registration

\$ TOTAL SAN ANTONIO SEMINAR FEES

Enclosed is my check in the amount of \$ _____ made payable to the National Auctioneers Association, for my 1982 NAA San Antonio Seminar Registration.

NAA Member's Name _____

Spouse's Name or Family
Member If Applicable _____

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Send completed form and Seminars registration fees to:

NATIONAL AUCTIONEERS ASSOCIATION
135 Lakewood Drive, Lincoln, NE 68510-2487

ONE SATISFIED CUSTOMER...



December 3, 1981

Nathan A. Wolfstein
Industrial Publishing
P.O. Box 2328
Eugene, OR 97402

Dear Nathan,

Just a quick line to tell you what happened today because of our-your sales brochure. A banker that I had talked to about our sale had nothing to consign until he received the brochure. He immediately telephoned me with a large consignment that nearly doubled our sale size. This one call will go along way in making this a very successful and profitable sale.

Although we maybe high in the Colorado Rockies, we feel as if your staff was right across the hall in our office. You make doing a sales brochure easy, fun, and truly not complicated. The turn around time is unbelievable and last minute changes do not seem to rock-the-boat.

We are looking forward to many great years of working together. A professional AUCTION-oriented printer sure makes life easier and gives us more time to devote to point-of-sale efforts.

Sincerely,

R. J. "Gill" Gillilan
Auction Coordinator



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November 19, 1981

Mr. Nathan A. Wolfstein IV
INDUSTRIAL PUBLISHING CO.
P. O. Box 2328
Eugene, OR 97402

Dear Nathan,

It is with great pleasure that I write this letter to you.

Prior to our meeting at the 1981 NAA Convention in Las Vegas, I had my doubts about forwarding my auction brochures from Atlanta Georgia to Eugene Oregon for publication. Somehow it didn't seem feasible.

I was truly impressed at seeing the samples of auction brochures at your booth. However, I didn't make my decision until after your workshop presentation.

All I can say is, "I'm glad I did!" In all my years in the auction business, it has never been easier nor have I received so much value. You truly provide a professional service to auction companies.

When you said you'd "upgrade" my image, I didn't know what to expect. Now, I feel I'm at least a year ahead of where I thought I'd be. In fact, the brochures we've already done are helping me to sign new auctions.

I highly recommend your services and am convinced a professional advertising and promotion program makes a difference.

Sincerely,



Ron Harris
HARRIS AUCTION SERVICE

RH/

P.S. Feel free to use this letter-of-recommendation as you wish....

LEADS TO ANOTHER!

Who may attend seminars

To clarify exactly who may attend an NAA seminar or convention, the following Board of Directors' policies apply.

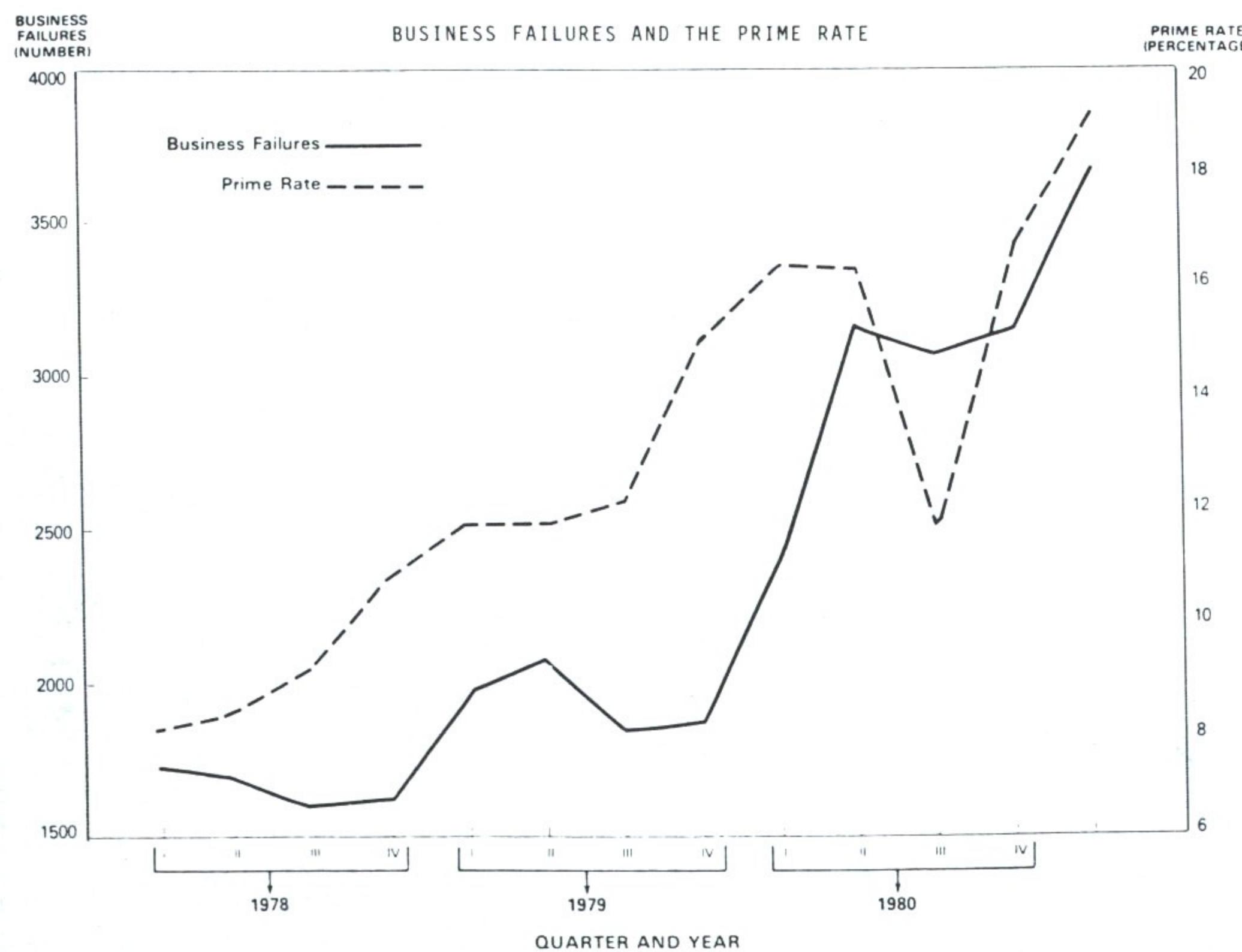
1. NAA member auctioneers must register themselves, family, and non-auctioneer business associates for the entire program, no partial registrations. **Under no circumstances will a non-member auctioneer be allowed to register for an NAA convention or seminar.**

2. Only NAA auctioneers can attend NAA sponsored functions. **If an auctioneer works for an NAA member, that non-member auctioneer employee cannot attend the NAA convention or seminars.** The non-member auctioneer employee must first join the NAA — full membership — in order to attend an NAA convention or seminar.

3. On the other hand, non-auctioneer employees — clerks, cashiers, ringmen, secretaries, etc. — can attend NAA seminars and conventions only when they are accompanied by the NAA member employer. The reduced registration cost for the non-auctioneer employee only applies when the **NAA member accompanies the employee to the NAA function.**

4. **NAA spouses can attend seminars and conventions without the NAA member**, but the spouse must pay the full convention or seminar registration cost. The reduced registration fee only applies to the second, third, fourth, etc., registrations after the NAA member makes a full registration for the event.

Right now is the time to assure your seminar attendance for the 1982 NAA seminars in Tampa and San Antonio.



HIGH INTEREST/BUSINESS FAILURES relationship shown in this graph from House Committee on Small Business. Story at right.

Only 2% of employee terminations in American businesses are outright firing, according to a management consulting firm's national survey. Most

Relationship cited between high interest rates and business failures

According to the House Committee on Small Business, there is a growing awareness and concern in Congress over the continuation of record high interest rates and the resultant increase in small business failures.

The prime rate is expected to average 19.2% for 1981, nearly three times the average rate of 1977. Small businesses are generally required to pay two or three points above the prime and have therefore been borrowing money at interest rates in excess of 20%. For the past two years interest rates have remained at consistently high levels.

At the same time, business bankruptcies have increased substantially. For the year ending June 30, 1981, the business bankruptcy filings recorded by The Administrative Office of the United States Courts increased by nearly 33%, from 36,433 in 1980 to 47,414 this year. Business failures, as reported by Dun and Bradstreet, reached 11,076 by September 3, 1981, a 42% increase over the same period in 1980.

Those industries hit hardest are dominated by small businesses. Failures in the construction industry are up 48.5%, in service industries, up 47.6% and in retailing, failures have increased 41.4% over 1980. Nearly 10% of all U.S. auto dealers have closed during the past two years.

There has been general agreement that interest rates must be reduced to assist the small business community. Most have felt that a decrease in the federal deficit would help to bring down interest rates as there would be less competition between the government and private industry for available money. Some have suggested that the Federal Reserve Board pursue a slightly less restrictive monetary growth policy. Some have called for substantial reductions in federal expenditures, while others want additional tax revenues.

There is a consensus, however, that action must come soon or many more small businesses will face certain bankruptcy. For example, William Doyle, president of Doyle Lumber, Inc., Martinsville, Virginia, told a Small Business Subcommittee in November, "The time has come for people in leadership positions to realize that small business is bearing an inordinate burden in helping to redress our economic woes. The small business person is perfectly willing to assume his share of responsibility, but it is unreasonable and unrealistic to ask him to support long-range goals, regardless of how good they are, if the short-term solutions cause him to become bankrupt."

terminations are voluntary, with many being graceful exits to avoid being fired.

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Parlour Set	<input type="checkbox"/>	Smokers Stands	<input type="checkbox"/>	Cast Iron Items	<input type="checkbox"/>	Inlaid Furniture	<input type="checkbox"/>
China Cabinets	<input type="checkbox"/>	Carriages	<input type="checkbox"/>	Pianos	<input type="checkbox"/>	Spelter Figures	<input type="checkbox"/>
Gateleg Tables	<input type="checkbox"/>	Bentwood Chairs	<input type="checkbox"/>	Hall Trees	<input type="checkbox"/>	Dinner Wagons	<input type="checkbox"/>
Eterges	<input type="checkbox"/>	Flo Blue	<input type="checkbox"/>	Washstands	<input type="checkbox"/>	Piano Stools	<input type="checkbox"/>
Bamboo Furniture	<input type="checkbox"/>	Minton China	<input type="checkbox"/>	Fire Places	<input type="checkbox"/>	Swords	<input type="checkbox"/>
Towel Racks	<input type="checkbox"/>	Bureau Bookcases	<input type="checkbox"/>	Bureaux	<input type="checkbox"/>	Shefioneers	<input type="checkbox"/>
Marble Clocks	<input type="checkbox"/>	Buffets	<input type="checkbox"/>	Barometers	<input type="checkbox"/>	Oak Furniture	<input type="checkbox"/>
Hat Racks	<input type="checkbox"/>	Queen Anne Chairs	<input type="checkbox"/>	Pottery	<input type="checkbox"/>	Corner Cabinets	<input type="checkbox"/>
Paintings	<input type="checkbox"/>	Leaded Glass	<input type="checkbox"/>	Wall Clocks	<input type="checkbox"/>	Silver Plate	<input type="checkbox"/>
Royal Doulton	<input type="checkbox"/>	Pine Furniture	<input type="checkbox"/>	Prints	<input type="checkbox"/>	Grandfather Clocks	<input type="checkbox"/>
Fern Stands	<input type="checkbox"/>	Bedroom Suites	<input type="checkbox"/>	Carnival Glass	<input type="checkbox"/>	Primitive Furniture	<input type="checkbox"/>
Mirrors	<input type="checkbox"/>	Coal Scuttles	<input type="checkbox"/>	Candlesticks	<input type="checkbox"/>	Sea Chests	<input type="checkbox"/>
Carriage Clocks	<input type="checkbox"/>	Paintings	<input type="checkbox"/>	Captains Chairs	<input type="checkbox"/>	Tapestries	<input type="checkbox"/>
Curio Cabinet	<input type="checkbox"/>	Sets of Chairs	<input type="checkbox"/>	Bookcases	<input type="checkbox"/>	High Boys	<input type="checkbox"/>
Player Pianos	<input type="checkbox"/>	Brassware	<input type="checkbox"/>	Pub Furniture	<input type="checkbox"/>	Oriental Items	<input type="checkbox"/>
Sideboards	<input type="checkbox"/>	Mantle Clocks	<input type="checkbox"/>	Wardrobes	<input type="checkbox"/>	Music Boxes	<input type="checkbox"/>
Secretaries	<input type="checkbox"/>	Cut Glass	<input type="checkbox"/>	Bronze Figures	<input type="checkbox"/>	Carvings	<input type="checkbox"/>
Rocking Chairs	<input type="checkbox"/>	Wedgewood	<input type="checkbox"/>	Chest of Drawers	<input type="checkbox"/>	Architecture	<input type="checkbox"/>
		Spode	<input type="checkbox"/>	Card Tables	<input type="checkbox"/>		



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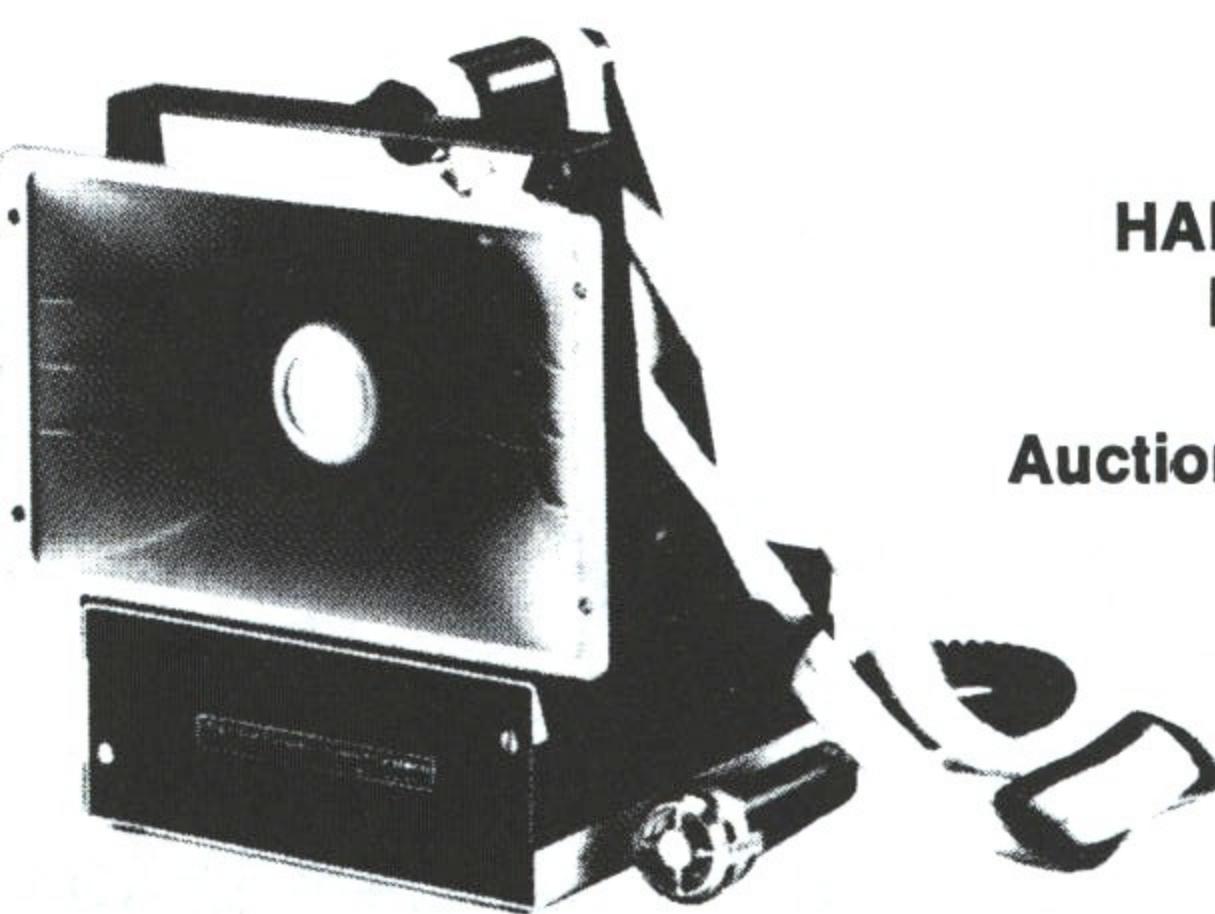
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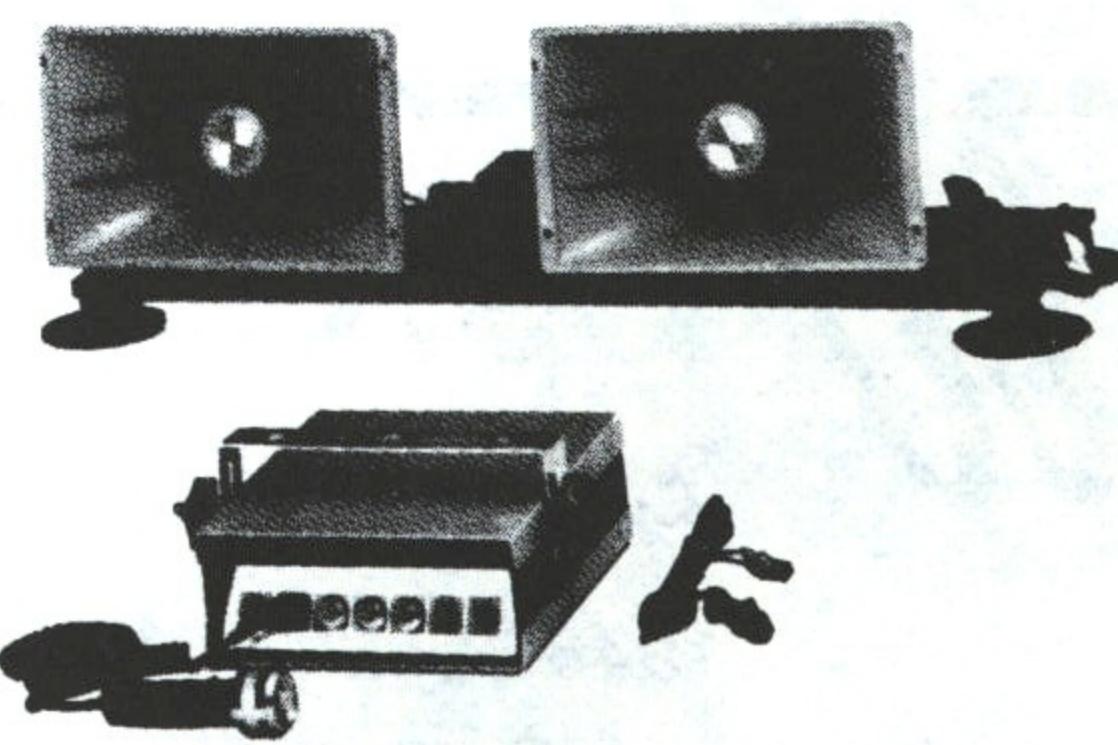
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ATLANTA '82 NAA Convention

Begin your planning with early hotel reservations.

It is quite possible that the 1982 NAA Atlanta Convention will surpass the 1980 Nashville attendance record of 2300. With that possibility in mind, now is not too early to plan for Atlanta, July 28-31.

The following hotel information, provided by the Atlanta Hilton, NAA convention site for 1982, will be helpful in making your hotel accommodations. The convention "Program-at-a-Glance" will also be helpful in planning your Atlanta arrival and departure.

- **Hotel reservations** must be received by July 7, 1982. Accommodations after that date will be confirmed on a space availability basis, at regular room rates.

- **Room rates**, especially arranged for the NAA convention, apply only to NAA convention registrants. Reservations must be made on the reservation form in **THE AUCTIONEER**, and phone reservations for NAA rates will not be accepted. The higher the room charge, the better quality the room, as well as being higher in the building. Additional reservation forms

available upon request to the NAA office.

- **Arrival time** stated on your reservation form is the time you can check in and have your luggage stored until your room is ready. All hotel rooms are prepared for 3 p.m. occupation each day, so you may want to make plans accordingly.

- **Children** staying with their parents in the same room stay free. Also, rollaway beds and cribs are free of charge, and available upon request.

- **A deposit** is not required to hold your room. The Atlanta Hilton will accept credit card, traveler's cheque or personal check in payment for your lodging. However, the hotel will request to see a major credit card if you pay for your room with a personal check.

- **Entire NAA convention** will be housed in the Atlanta Hilton, and all official convention activities will take place in the hotel.

Hotel Reservation Form

Please reserve accommodations at The Atlanta Hilton for:

Name _____

Company Name _____

Address _____

City/State/Zip _____

Arrival Date _____ Hour _____ AM/PM _____

Departure Date _____ Hour _____ AM/PM _____

Note: Check-out time is 1PM.
Please circle requested accommodation and rate.

NATIONAL AUCTIONEERS ASSOCIATION ANNUAL MEETING JULY 28-31, 1982

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Suites	\$175.00 and Up				

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---------------------------------	----------------------------------	-----------------------	------------------------

Towers guests please go to 27th floor to check in.
If a room is not available at the rate requested, reservation will be made at next available rate. If the Towers is requested and not available, your reservation will be confirmed in a deluxe room in the main hotel. Reservation request must be made three weeks prior to arrival date. Reservation will be until 6 PM unless hotel is notified of your exact arrival hour. Room charges subject to state and local taxes.

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If you have any questions concerning your hotel accommodations, contact the Atlanta Hilton Hotel. Questions about the convention itself should be directed to the NAA office.

Program-at-a-Glance

Please notice that this NAA convention schedule is a very abbreviated version of the convention program that you will receive in Atlanta. Only the major events have been included, to help you plan your convention attendance.

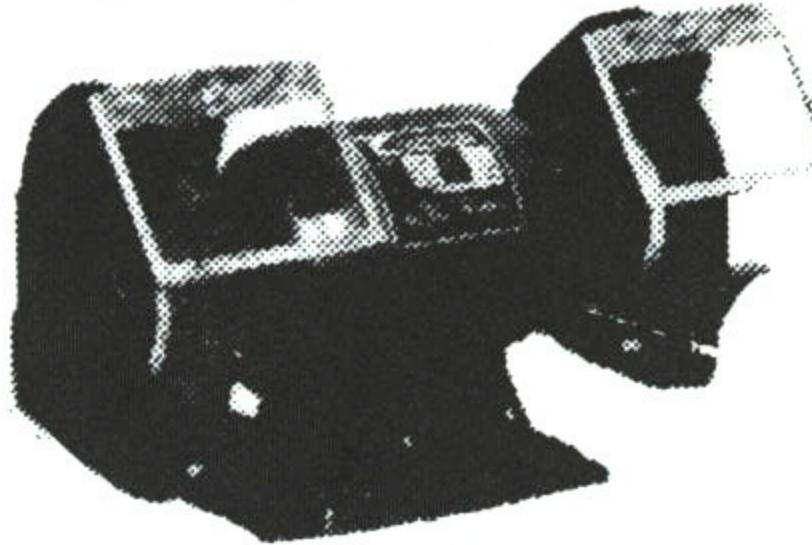
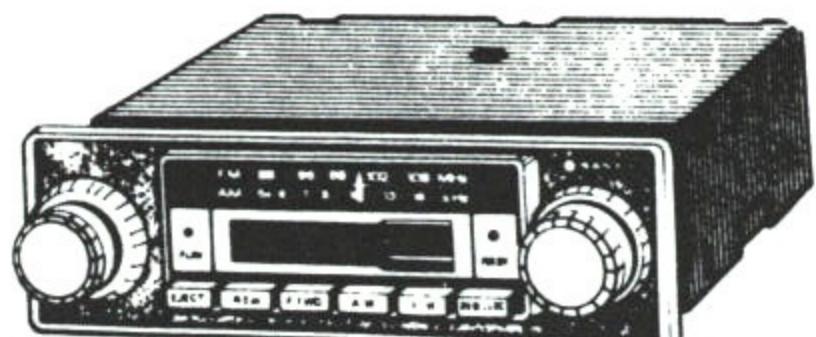
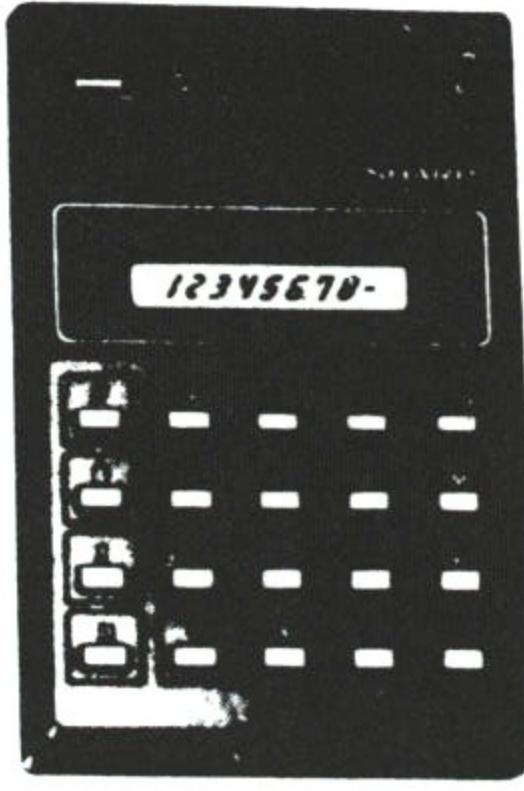
Tuesday, July 27, 1982	
All Day	Tours (sponsored by the Georgia Auctioneers Association)
Wednesday, July 28, 1982	
All Day	Tours (sponsored by the Georgia Auctioneers Association)
9:00 am- 5:00 pm	NAA Registration
8:00 pm-11:00 pm	Southern Fair (continuous musical entertainment and fair booths, sponsored by Co-Host State Associations). A truly social gathering of the NAA membership to kickoff the convention!
Thursday, July 29, 1982	
7:30 am-10:20 am	State Officers' Breakfast and Workshop
9:00 am-11:45 am	NAA Workshops
8:30 am-10:30 am	Ladies Hospitality Hour and Educational program (sponsored by the NAA Auxiliary for the ladies attending the 1982 NAA Convention)
12 noon - 2:30 pm	1982 Atlanta Convention Luncheon (official kickoff luncheon for all registrants)
3:00 pm- 4:30 pm	NAA Workshops
7:30 pm-12 mid.	1982 NAA Fun Auction
7:30 pm-11:00 pm	Youth Activities (games and entertainment)
Friday, July 30, 1982	
7:30 am- 9:00 am	State Associations' Breakfasts (rooms requested by State Associations for sponsored breakfasts)
	Missouri Auction School Continental Breakfast (open to all convention registrants)
9:00 am-11:00 pm	Youth Activities Headquarters (organized activities for youth registered for the convention in special Youth Activities room)
9:00 am-11:45 am	NAA Workshops
10:00 am-11:45 am	NAA Auxiliary Meeting (all spouses of NAA members invited to attend)
12 noon - 2:30 pm	Ladies Luncheon and Program (all spouses of NAA members invited to attend)



ATLANTA HILTON HOTEL is certainly "the right hotel, in the right place, at the right time", for the 1982 NAA convention. All convention activities will take place inside, and all registrants will be housed in the Atlanta Hilton.

1:30 pm- 2:45 pm	NAA Workshops
3:00 pm- 4:00 pm	Open Meeting of NAA Board of Directors (all convention registrants invited to attend)
7:00 pm-11:00 pm	NAA Awards Festival and Show (recognition of NAA members and entertainment for the families)
Saturday, July 31, 1982	
7:30 am- 9:00 am	CAI Continental Breakfast (annual meeting of the Certified Auctioneers Institute — candidates, members and potential candidates)
9:00 am-10:20 am	NAA Workshops
9:00 am-11:00 pm	Youth Activities Headquarters (activities for the Youth registering for the convention)
10:30 am-11:45 am	Annual Meeting of the NAA
1:30 pm- 4:00 pm	Annual Meeting continues (election of officers and directors of the NAA)
7:00 pm-10:00 pm	President's Banquet
10:00 pm-12 mid.	President's Ball
12 midnight	1982 NAA Convention ends

Sunday, August 1, 1982
Members and guests return to homes, begin vacations, etc. No official events planned on Sunday.



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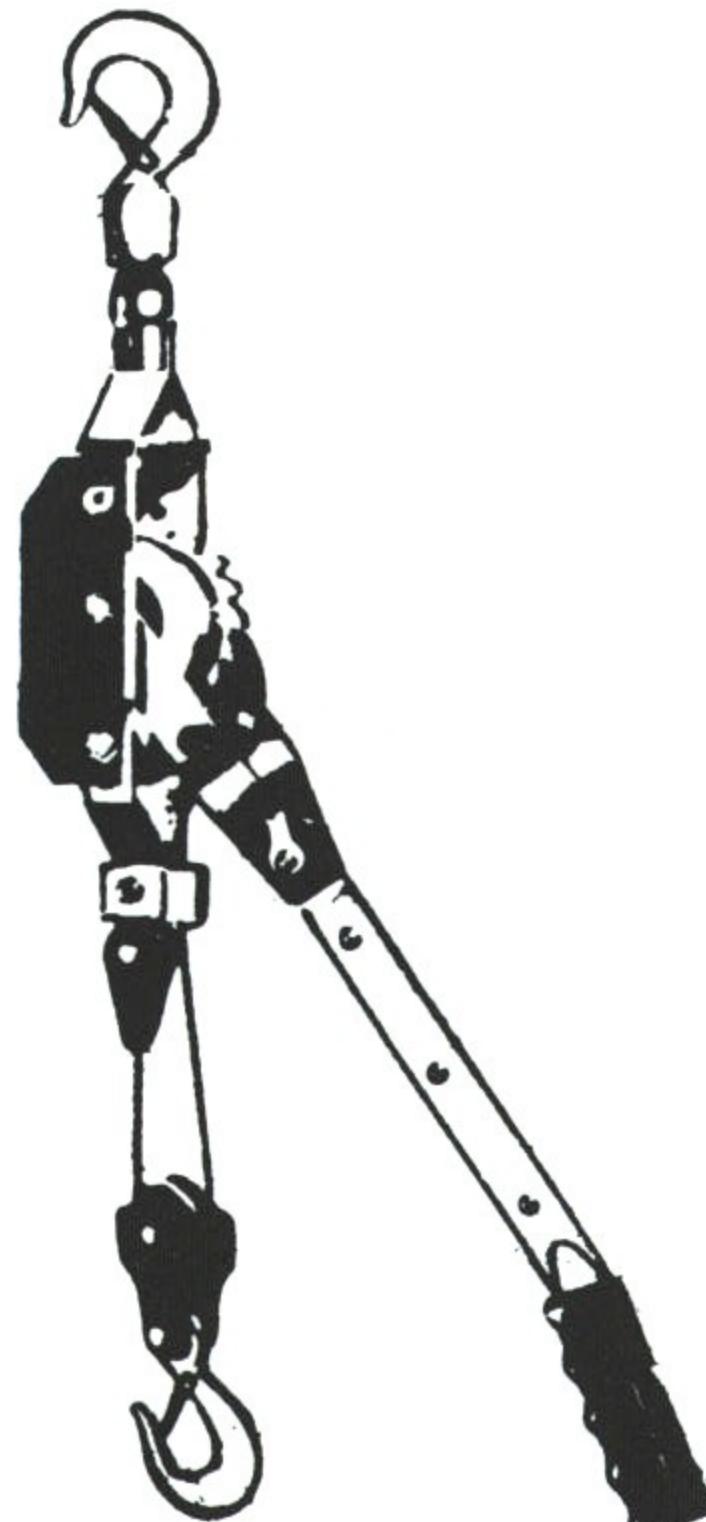
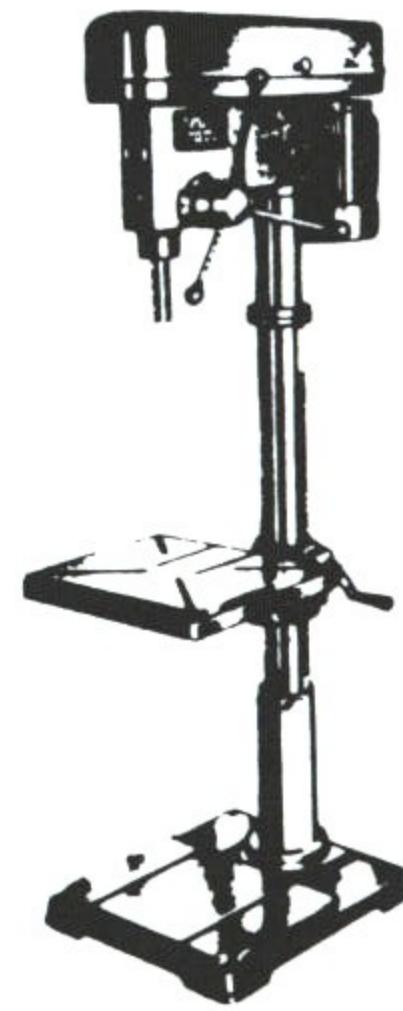
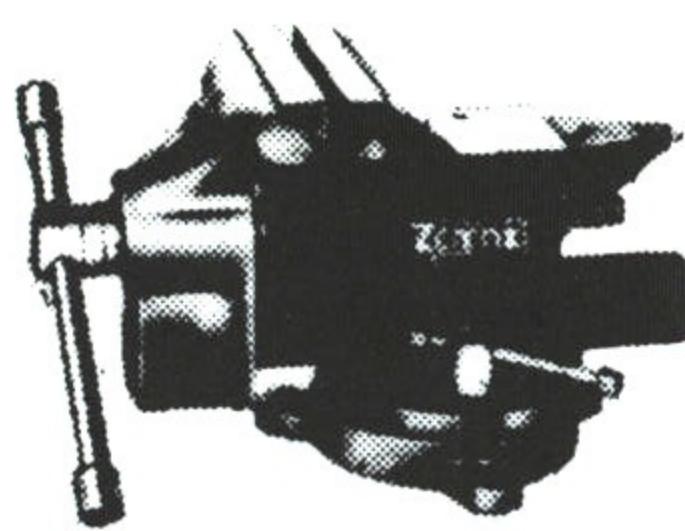
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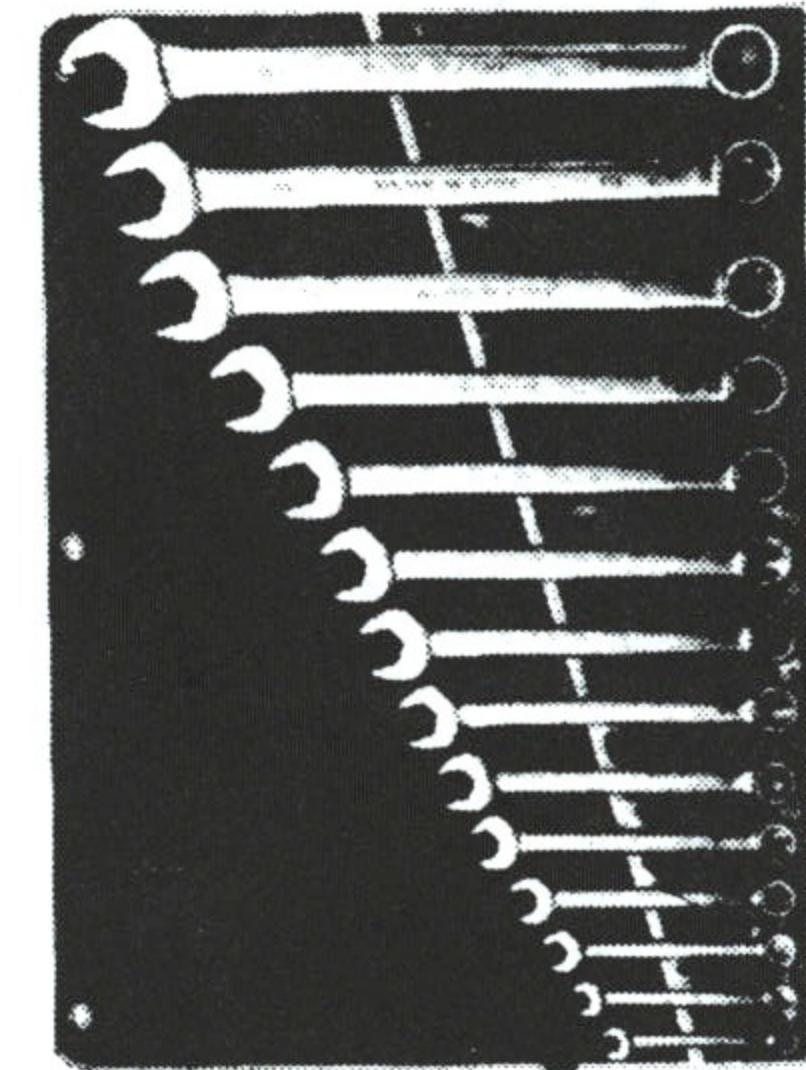
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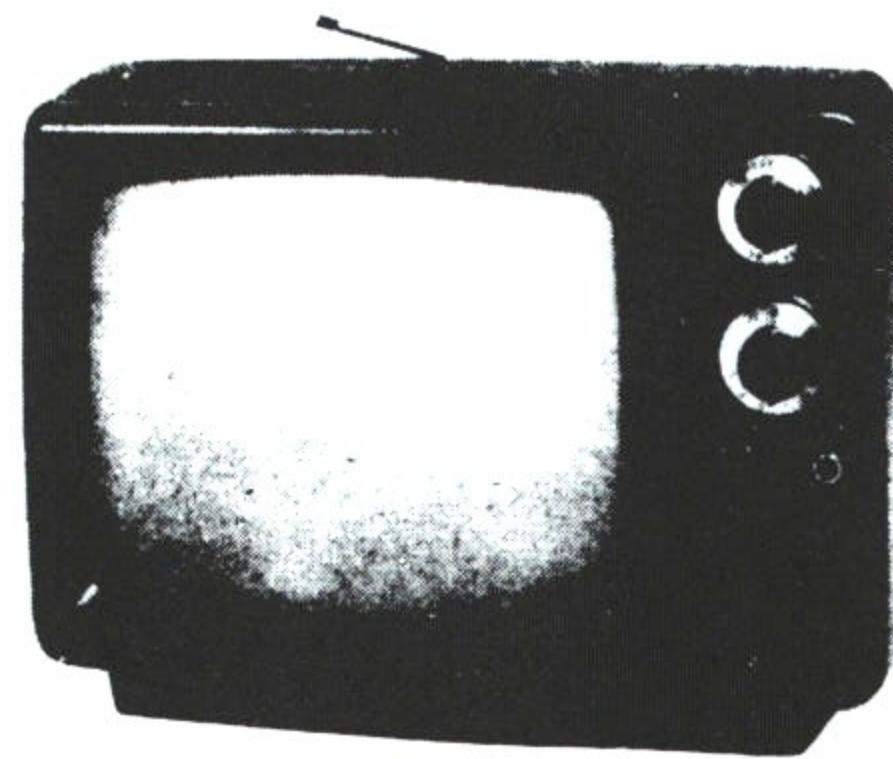


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NAA convention sites, how selected

Occasionally the NAA office will receive inquiries concerning the selection of NAA convention sites throughout the United States. Those convention locations are picked years in advance to allow for extensive planning and preparation. The procedure for having a site selected in your area begins with a letter to the NAA office, *from your state auctioneers association board of directors*, suggesting a possible convention location.

A state auctioneers association, in an official letter from its board, petitions the NAA office to hold an NAA convention in their state which is included in a site selection region. Upon receipt of the letter, NAA executive vice president Harvey McCray then certifies a site as being a potential location for an NAA convention.

Once a site has been certified, the Board of Directors of the National Auctioneers Association makes the decision to hold the convention at the certified location. For example, the NAA Board will choose, at its January, 1982 meeting, the NAA convention site for 1987. The following information is a summary of the NAA convention locations through 1986.

NAA convention site selection regions

SOUTH (Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina and Tennessee): 8 states, 8 state associations, 7 potential convention cities, and approximately 1,269 members.

1982 Convention, Atlanta, Georgia

SOUTHWEST (Arkansas, Arizona, Colorado, Kansas, Louisiana, Missouri, New Mexico, Oklahoma, Texas): 9 states, 9 state associations, 8 potential convention cities, and approximately 1,257 members.

1983 Convention, Houston, Texas

NORTH CENTRAL (Illinois, Indiana, Iowa, Michigan, Minnesota, Ohio and Wisconsin): 7 states, 7 state associations, 7 potential convention cities, and approximately 1,810 members.

1984 Convention, Minneapolis, Minnesota

EAST (Connecticut, Delaware, District of Columbia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont, Virginia and West Virginia): 13 states and 1 district, 12 state associations, 7 potential convention cities, and approximately 1,178 members.

1985 Convention, Philadelphia, Pennsylvania

WEST/NORTHWEST (Alaska, California, Hawaii, Idaho, Montana, Nebraska, Nevada, North Dakota, Oregon, South Dakota, Utah, Washington and Wyoming): 13 states, 10 state associations, 8 potential convention cities, and approximately 1,060 members.

1986 Convention, San Francisco, California

The rotation order in which the site selection regions are considered is the order in which they appear above. Therefore, the 1987 NAA convention will be held at a location in the South region.

Any and all inquiries regarding the site selection of NAA conventions should be sent to NAA executive vice president Harvey McCray at the NAA office. Also, any official request for an NAA convention site must come from a state association board of directors and not from the membership.

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INSTRUCTION

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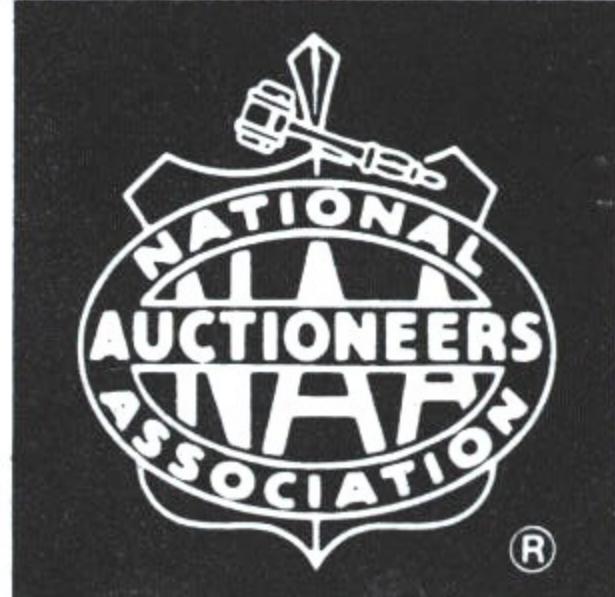


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National Auctioneers

It's an old saying that has special meaning to auctioneers, "Nothing happens until somebody sells something". And especially during National Auctioneers Week, April 4-10, 1982, you have something very important to market — the auction method of selling. Take advantage of "The Week" as a special event. Here's one more reason to make the buying/selling public aware of your professional auction services.

What you have to "sell" is a powerful marketing tool that gets results. During National Auctioneers Week, you're reminding the public that you're a professional, and a member of a nationwide organization of auction professionals. The Week is an excellent opportunity to promote yourself so people can discover what your auction service can do for their real and personal property sales. In short, National Auctioneers Week can be very good for business.

This month, begin planning a promotional campaign for The Week, April 4-10. This AUCTIONEER article presents the kinds of promotional techniques that are basic to getting "out front" of the buying/selling public. February's Auctioneer Week article will contain sample news releases, radio commercials, The Proclamation, and more. March's article on The Week will summarize National Auctioneers Week promotion across the country.

Remember, you have something very dynamic to offer buyers and sellers in your area. National Auctioneers Week can be that one public event which lets people know you're really open for business.

MOVE MERCHANDISE IN DALLAS, TEXAS

When you advertise in the Sunday, Dallas Times Herald, you reach more than 693,000 readers in the Dallas area.

When you want to reach auction goers with money to spend, Dallas is the place and the Dallas Times Herald is the newspaper.

Now featuring "The Auctioneer" every Sunday in the Classified section.

Contact Debbie Dent, 1101 Pacific Avenue, Dallas, Texas 75202, 214/741-1515.

Source: Dallas Times Herald Continuing Market Survey, 1979, 4,000 Telephone Interviews.

Dallas Times Herald
The newspaper Dallas can be proud of.

Radio, TV, the newspaper — get people's attention

Plan at least one special auction event during The Week, April 4-10, that will result in media coverage, before, during or after the sale. That special event could be a *charity or benefit auction "in honor" of National Auctioneers Week*. Get the word out, get the media's attention. Send notification of your special auction event for The Week to all radio stations, TV stations, and newspapers in your area. **Generate interest in your promotional event just as you would generate interest for an important auction.**

Look at it this way, the more people who know about you and National Auctioneers Week, the more likely they are to contact you when it's time for an auction. Here are some standard promotional techniques that continue to get people's attention.

— Have the mayor of your city or town sign a National Auctioneers Week proclamation. Join with other NAA members to be in a photo of the proclamation signing, published in your local newspapers.

— Get the public into your office with an open house.

— Be on as many local talk shows as possible. Look professional, sound professional, and make an effective, businesslike impression.

— Have each one of your employees tell at least ten other people that you're honoring National Auctioneers Week, and what activities are planned.

— Your customers especially need to know about The Week. Use a sign at each of your auctions during The Week, a pamphlet at the clerk's table, or stamped information on the bidder cards.

— Decide a particular group of prospects who need to know what you have to offer. National Auctioneers Week may be a good excuse to personally contact them one more time, take them to lunch, or send them a letter and your promotional pamphlet.

— Talk to any and all local civic, community, or service organizations that will have you as a speaker. Especially during The Week, these kinds of groups need to hear the auction success story.

BRITTEN AUCTION ACADEMY

P.O. Drawer B, Bryan, Tex. 77801

Approved by Texas Education Agency

The School of Distinction

Week, 1982

State Associations, take the initiative

Your entire state needs to know that a group of professional auctioneers is alive, and well, and successfully doing business. How you and your State Auctioneers Association accomplish that task is a matter of planning that should begin as soon as possible. For starters, organize a very basic promotional event that always gets attention — your state governor signing a National Auctioneers Week proclamation.

— Arrange for as many State Association officers, directors, and members to be photographed with the governor signing the proclamation. Have enough prints of the photo made, so that every major newspaper in the state receives a news release and a picture of the signing.

— Discuss a number of ways how your state association can leave the public with the message, "Contact your local State Auctioneers Association member for more information about the auction method of selling".

— What specific group — bankers, real estate brokers, lawyers, trust officers, small businesses, community organizations, etc. — need to know that auctioneers are organized in your state? During National Auctioneers Week, decide how your State Auctioneers Week will contact that specific group, with the benefits of the auction method.

— One State Association got the word out, to hundreds at a special auction. Over 20 Association members teamed up for a service club benefit auction, but they conducted the sale inside the largest shopping center in that end of the state. Hundreds of buyers, shoppers, and onlookers — some of whom had never been to an auction — got the message. Their state had an active association of auctioneers, it was National Auctioneers Week, and they knew an auctioneer to contact when they needed to hold an auction.

Continued page 27

Association editors, reprint this ad

State Auctioneers Associations are encouraged to reprint the NAA membership advertisement at right. The printer of your state association newsletter or magazine can photo the ad and reduce it to fit your publication. If your printer cannot "pick up" the ad from THE AUCTIONEER, please request camera ready art from the NAA office.

You have something valuable to sell.

Member?

This year, take advantage of all your NAA benefits — seminars, annual convention, National Auctioneers Week, Certified Auctioneers Institute, and more.



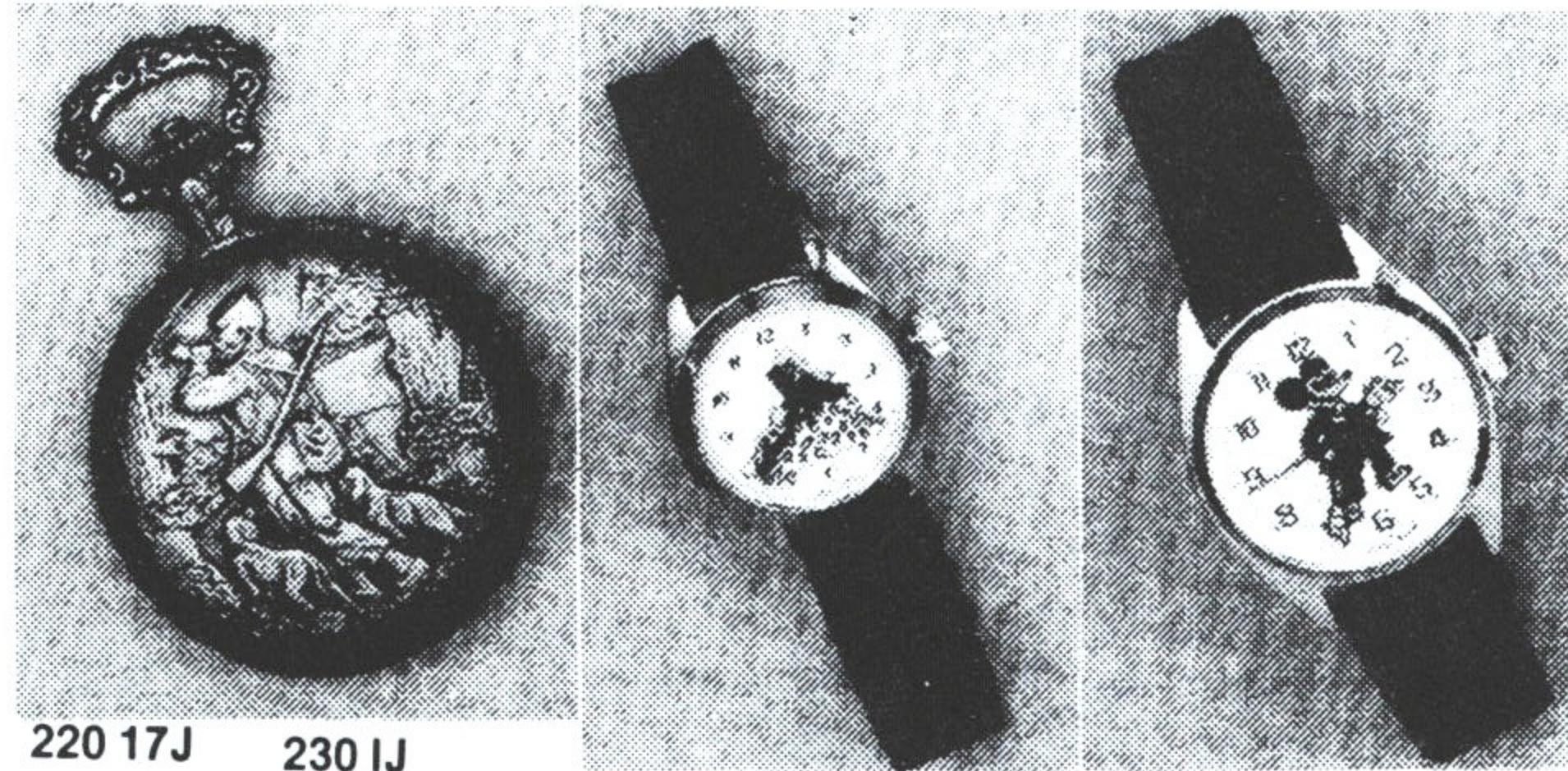
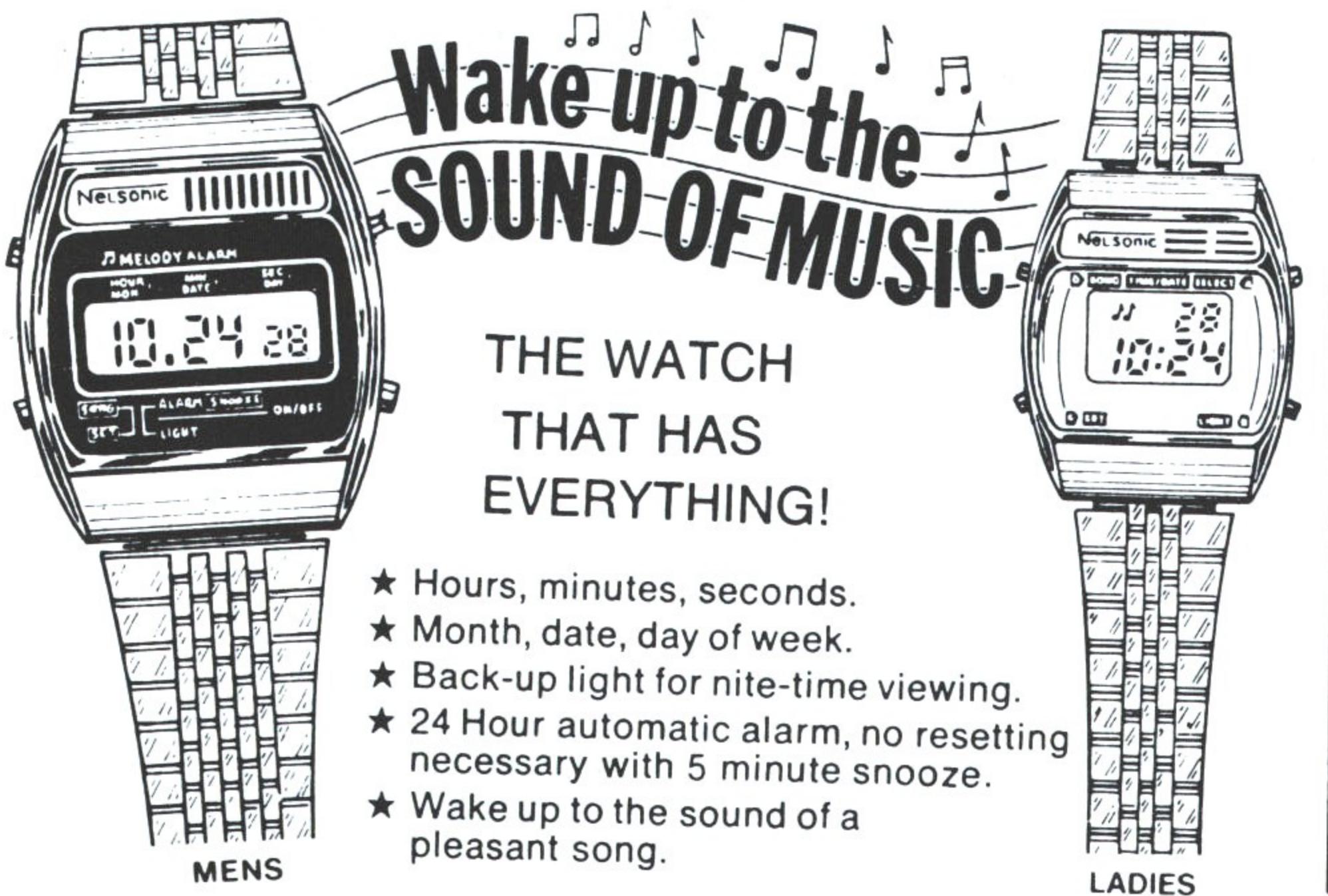
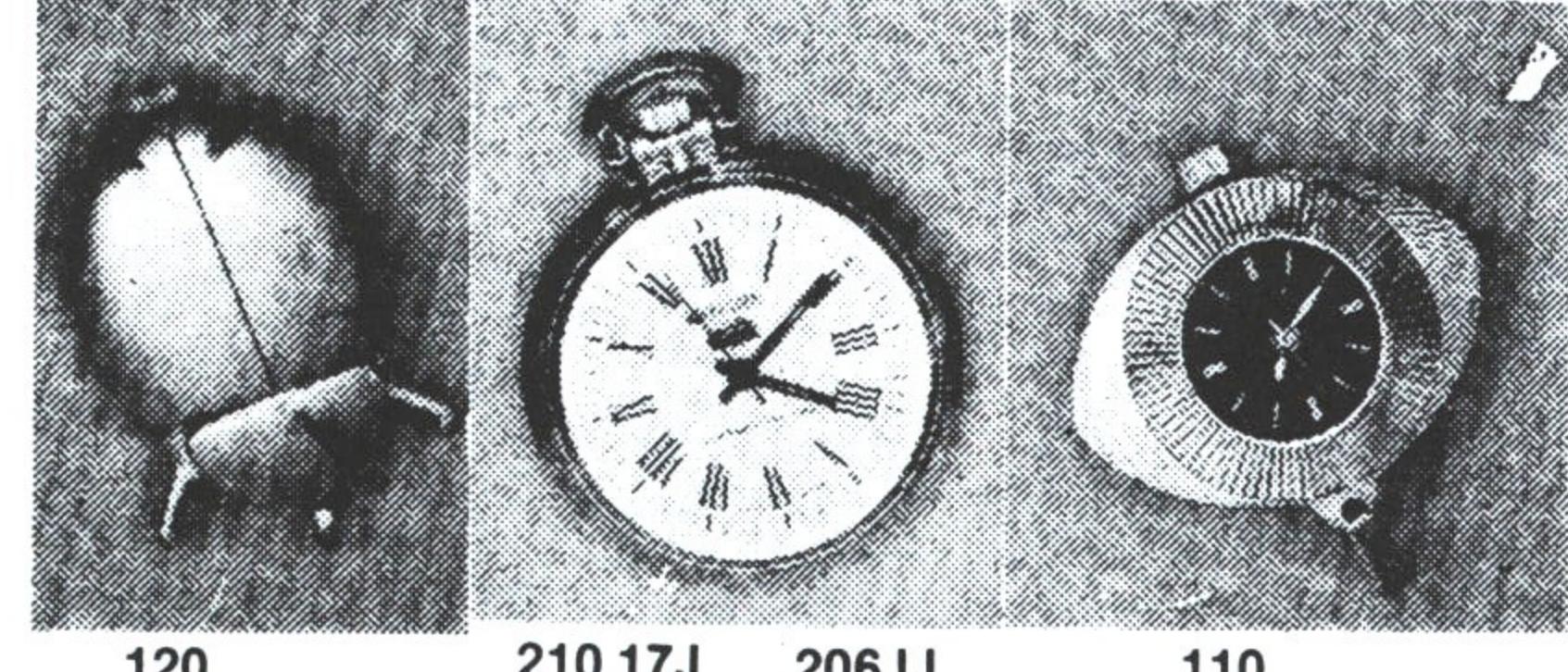
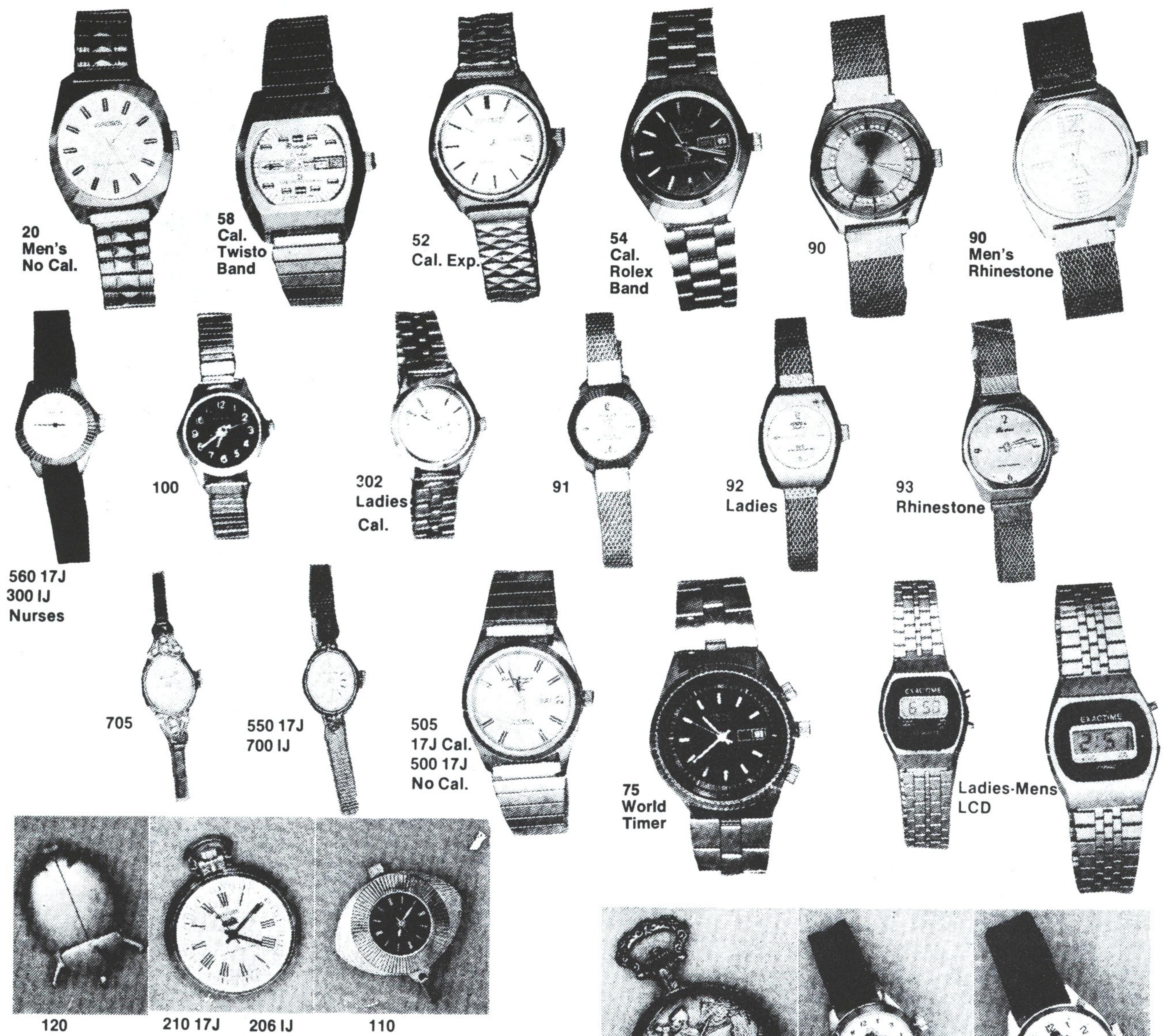
Non-Member?

On your auction business letterhead, write for a free "Invitation to Join" kit. You'll discover that NAA membership benefits mean business.

Since 1949, dedicated
to the success of its
member auctioneers.

National Auctioneers Association

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Area 212/
695-7962

Publicity events can pay off, for everyone involved in the event. As a State Auctioneers Association, January is not too early to begin organizing your promotion of National Auctioneers Week. But first, someone has to take the initiative; if not the State Association members, then the officers/directors, and vice versa.

"Each of us, bring in one new member."

The above quote is the headline from NAA president Howard Buckles' article in the October *AUCTIONEER*. It is not an unrealistic goal for each present NAA member to try and recruit one new NAA member. National Auctioneers Week provides an excellent occasion to give a fellow auctioneer an NAA membership pamphlet, and encourage that auctioneer to join. **Upon request from you, the NAA office will send an application, or an "Invitation to Join" kit, to any auctioneer whose address you provide.** You'll be doing your part in helping your Association grow in strength and influence. And certainly that same growth applies to your State Auctioneers Association. What kind of auctioneer are you seeking to bring into the NAA? That auctioneer who, in your

opinion, is ethical, responsible, and would be an asset to your NAA, your State Association.

The following auctioneers especially deserve to know the benefits of NAA membership.

— Auctioneers in your company who are not NAA members, but are reading your *AUCTIONEER* magazine.

— Those non-member auctioneers you occasionally cooperate with on auction sales.

— That beginning auctioneer you're sponsoring as an apprentice.

— Any auctioneer you meet who answers "no, I'm not" to your question of "are you an NAA member?"

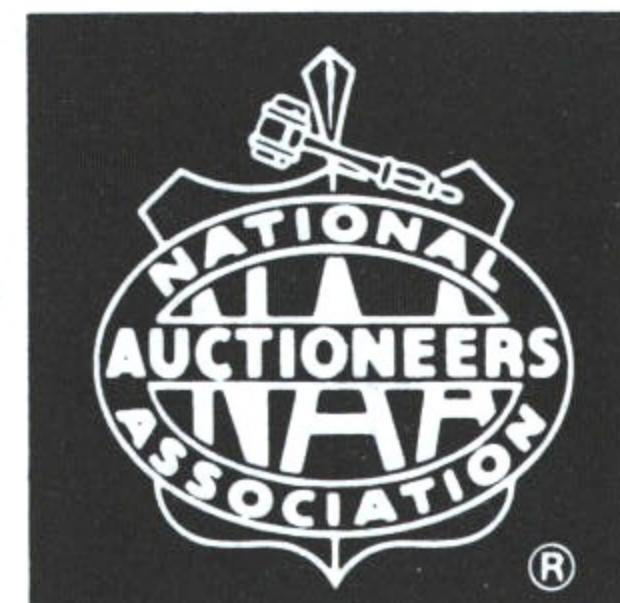
But the first step is all up to you. Remember, an NAA member sponsored your application to join, and you can return the favor, by sponsoring a new NAA member yourself. For your convenience, this issue of *THE AUCTIONEER* contains an NAA membership application in the center section of the magazine. Present it, or send it to, the auctioneer you believe would be an asset to your Association. Any number of membership/information pamphlets, or "Invitation to Join" kits, are available upon request to the NAA office.

Above all, it's Your Week

Consider National Auctioneers Week, April 4-10, as a business opportunity. You are very aware of just how effective recognition can be when it comes to advertising an auction. It's the same with promoting Your Week. Here's your chance to tell as many people who will listen, that you provide an important marketing method that truly gets things sold.

Now is not too early to "get on the bandwagon" for National Auctioneers Week. Ask your State Association officers how they will honor The Week, discuss The Week with other NAA members, plan your promotion, and get the recognition your auction service deserves. Remember, you are special. You're an NAA member auctioneer. And National Auctioneers Week, April 4-10 can generate results and prestige that pay off throughout the year.

*Article by Gary Carmichael
NAA Director of Association Services*



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FEB. — JULY
NOV.**

**WRITE
or
CALL**

Dotting the "i's", crossing the "t's"

By Dean Fleming, CAI
NAA Treasurer

The detail work — dotting the "i's", crossing the "t's" — is what's involved if you are going to succeed on the "fast track" of livestock auction market selling in the midwest. Perhaps it is so anywhere you go.

It's not what you have, but what you use. By that, I mean you must not only possess the knowledge, but use that knowledge to its best advantage every time it's your turn at the "mic".

In the Sandhills of Nebraska, where I have had the opportunity to sell weekly for 29 years at one of the foremost auctions, namely the Atkinson Livestock Market, the auctioneer is indeed the man of the hour. While he may share a lot of the same responsibilities with the auction market owner, it is the auctioneer who pounds the gavel or utters that final word, "sold". Especially today, the auctioneer is the man of the hour in a world of despair. Realizing that many sellers are present, and hoping that enough buyers are in the seats to absorb the day's offerings, is a weekly concern. Profitability in cattle feeding and high interest charges have eliminated many regular buyers from restocking their feed lots.

At many markets, the auctioneer must possess the market knowledge to start each consignment on his own. He must also know when to unhook from each draft of livestock. It is not a comfortable spot. In fact, on many days it is a real "pressure cooker". Those who survive and those who perform these responsibilities on a regular basis, and who continue to be employed at a major market, are indeed worthy of being respected and admired by all interested parties.

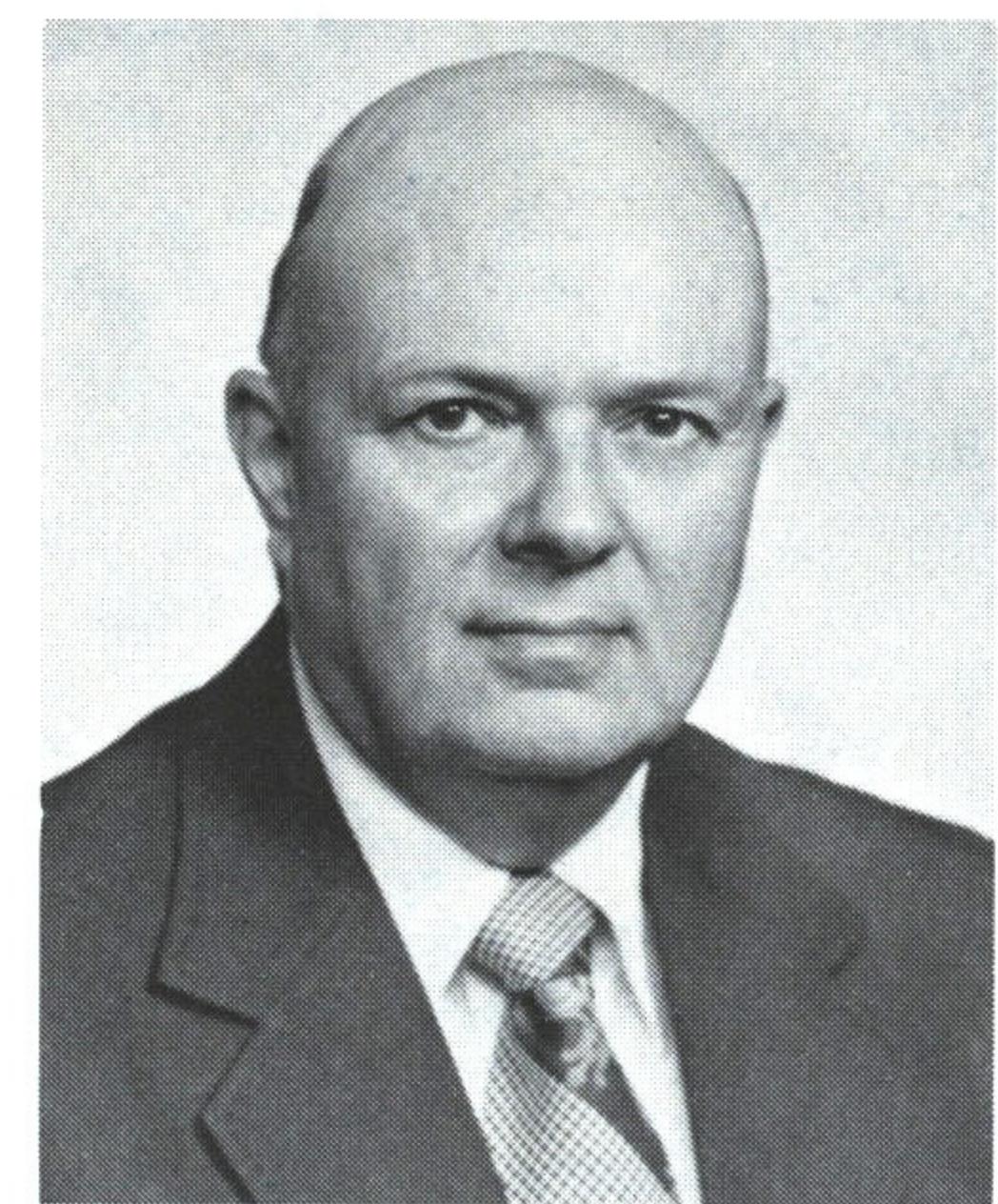
Good ringmen lighten the burden and can add a lot to the orderly resale of each draft of livestock. Many ringmen deserve a second pair of legs if we could somehow oblige them.

I offer these tips for consideration.

1. Arrive early, or on time. Without you the auction can't happen at all.
2. Open the sale with appropriate words and instill at the outset the desire of the market for whom you work — to be of service to old and new customers alike.
3. Make sure each sales journey is presented in a positive manner. Speak with authority and with product knowledge.
4. Lead the crowd, stay ahead, keep sharp, be exciting with your auction chant. There are more who dance when a popular tune is being played.
5. Know the market for each class of livestock each day. Sell on the market when you arrive.

However, there is one "don't". Please do not

NAA treasurer Dean Fleming is the president of Fleming Realty & Insurance Inc., Atkinson, Nebraska, and is a veteran real estate and livestock auctioneer. Mr. Fleming has served both the NAA and the Nebraska Auctioneers Associations as president. He was inducted into the NAA Hall of Fame in 1975.



fall to the temptation of becoming a buyer in your own auction, because when you start buying, you have become "an appraiser" instead of an auctioneer. Many livestock auctioneers have trouble resisting that temptation. It has almost become a disease with some, and for others it is fatal concerning their jobs.

NOW, EVEN GREATER RESULTS IN A FARM AUCTION

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(formerly Eastern Indiana Farmer)

Auction deadline noon Tuesday. Late ads until 8:30 a.m. Wednesday CST.

Try it for your next farm auction! Results guaranteed or no pay!

As a trial guarantee if you feel the results did not merit the cost, tell us and we'll not charge you for the advertisement (exceptionally bad weather excepted). But you must ask for a show of hands of who read it in Farmweek!

Farmweek

Phone (317) 345-5133 or

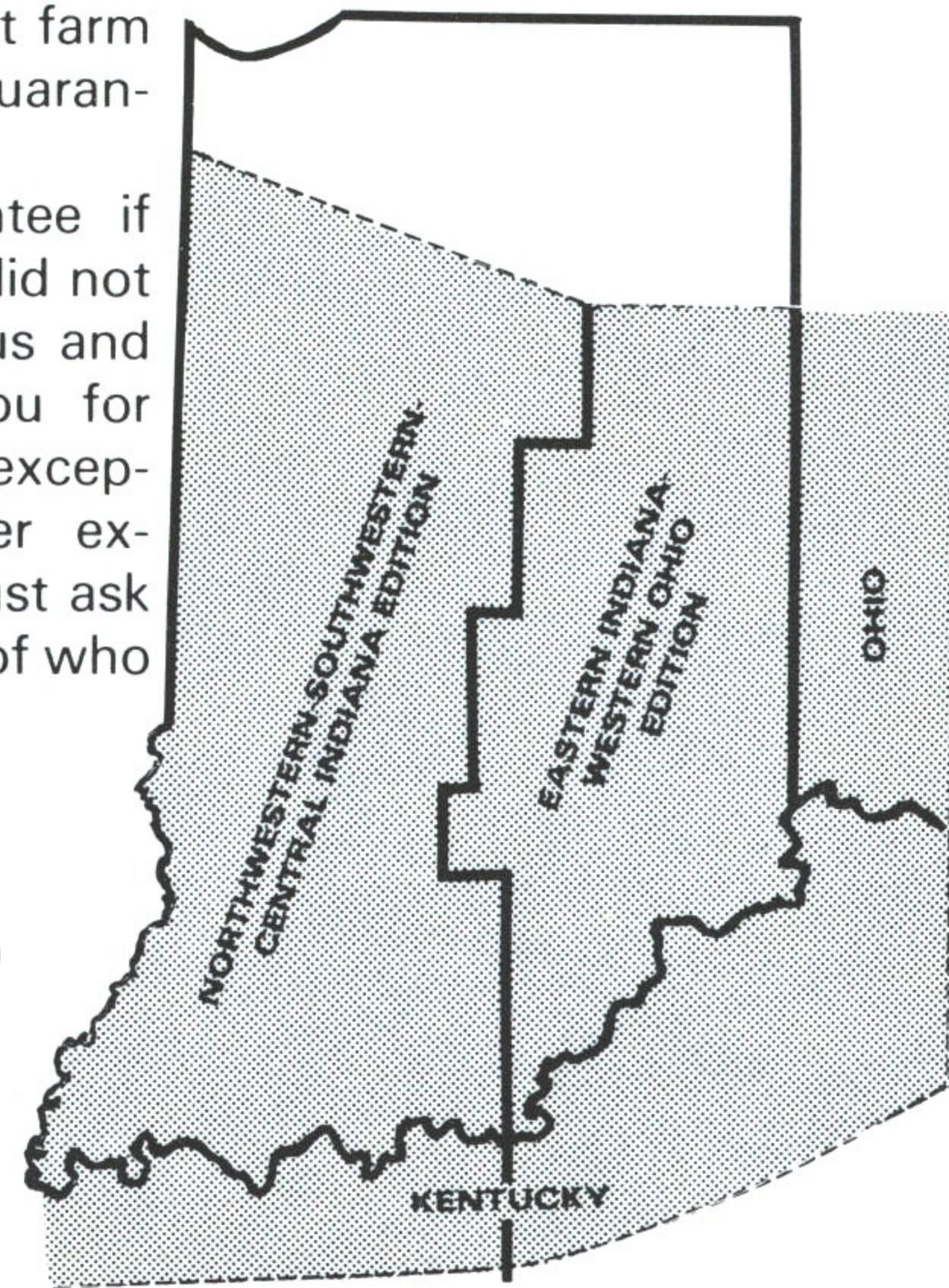
Indianapolis (Greenfield)

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One third of all small, non-farm businesses are in the service industries.

Charity auctions excellent opportunity

By Wally Laumeyer, CAI
NAA Director

Many times when a telephone call is received inquiring about a charity auction, one tends to think "Well, another 'freebie,' and a day or an evening taken up when I could be accomplishing something more productive". It should and can be just the opposite. Here is an excellent opportunity to help your business and build up some good will.

Immediately after receiving the first inquiry call, we send the following list of do's and don'ts to the chairperson of the charity auction. I would like to thank fellow NAA member Bill Josko, Southport, Connecticut, for originating this format many years ago. We have these printed on our business letterhead and it costs us less than ten dollars. As you can see the information sheet answers almost all the questions that the committee may ask.

1. PURPOSE — FUND RAISING

2. MAJOR REQUIREMENTS — Organization, hall, merchandise & auctioneer.

ORGANIZATION — Chairperson/co-chairperson, committees — publicity, solicitation, finance, telephone, warehousing, pick-up, decorations, food/beverage, sponsors/benefactors, cataloging, printing, clean-up and security.

HALL — Use agency facility if possible. Must have good lighting, acoustics, large enough to seat crowd, space for displaying merchandise, ample parking facilities, ventilation, bathrooms, food & beverage.

MERCHANDISE — Solicit suppliers to agency, accountants, banks, artists, airlines, amusement centers, antique dealers, attorneys, automobile agencies, gas stations, tire dealers, bakeries, beauty salons, bicycle dealers, beverage dealers (soda, beer, wine & liquor), boat dealers, book shops, brake services, building materials (retail & wholesale), car wash & polishers, caterers, cheese shops, cleaners, member services, clothing shops (men & women), local pilots, craft shops, decorations, dairy stores, dancing schools, delicatessens, dentists, doctors, psychiatrists, department stores, diaper services, dog trainers, veterinarians, driving schools, drugstores, electric suppliers, fabric shops, exterminators, feed dealers, floor covering (carpets, linoleum, rugs, tile), florists, celebrities (movie, politicians, radio & TV), senators & congressmen, furniture stores, garages, gift shops, golf courses (driving ranges, golf suppliers, instruction), gun shops, hardware stores, hat shops, hearing aid stores, oil dealers, hotels (weekends, dinners), house cleaners, jewelry stores, kennels, landscape contractors, limousine service, printers, massage parlors, meat stores & wholesales, motels, music stores (lessons, instruments), nursery schools, office equipment stores, opticians, art dealers, paint stores, photographers, paper hangers, pizzerias, plumbers, septic tank cleaners, radio/TV stores, restaurants (dinners for two), rug cleaners, school scholarships, tutoring, shoe stores, theaters, ski lodges, members' cottages at lake or mountains, day of sailing, fishing trips, resorts, travel agencies, sporting goods, stamp & coin dealers, tennis court time (instruction/equipment), tree services, yarn shops, upholsterers, youth agencies



NAA director Wally Laumeyer was elected to the NAA Board in 1981. He is the owner of Wally Laumeyer Auction Co., Inver Grove Heights, Minnesota, operating two auction houses, and selling antiques, autos, business liquidations, and raw furs. Mr. Laumeyer is active in the Minnesota State Auctioneers Association, having served as an MSAA president.

(Y.M.C.A./Boy's & Girl's Clubs) radio stations (air time), newspapers (advertising).

NOTE: Always solicit in two's. Remember, while one is talking, the other is thinking. Also, it is more difficult to turn down two people.

3. **DON'T** — Solicit used appliances, over-stuffed furniture, cellar cleanouts, venetian blinds, used tires, used mattresses. Ask yourself, "Would I take this into my home?"

4. **WE INSIST** —

- You use our name, **WALLY LAUMEYER AUCTION CO., AUCTIONEERS & SALE MANAGERS**, in all of your publicity and advertisements.
- You do not ask us to sell items that have been consigned or items that have been donated with a request that they

Continued page 31

Need License Law Information?

For current license law information, consult the "License law update" on page 9 of the January, 1982, AUCTIONEER magazine.

If you need additional information about states which have auctioneer license laws, write NALLOA. Any and all correspondence with the National Auctioneer License Laws Official Association should be sent to the address below.

NALLOA
P.O. Box 30042
Lincoln, Nebraska 68503-0042

Advertisement



Charlie Gay's
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Every MONDAY 10 A.M.

This is an ABSOLUTE Auction where we sell Tools-Electronics-Watches
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to the HIGH BIDDER.

ALL NEW MERCHANDISE SOLD — LARGE AND SMALL LOTS

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Terms of Payment: Cash or Certified Check

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GA. AUCTIONEER LICENSE NO. 129

be sold only if a minimum price be obtained. We will not sell items with reserves.

- C. That the auction be started at the time announced.
- D. That once the auction commences, we are in full command.

This guidesheet is based on experience we have gained in conducting many, many charity auctions in which we have raised many thousands of dollars.

The lunchstand for a charity auction is probably as important as the merchandise that is solicited. We insist that the lunchstand be a neat and clean operation; and keep the prices reasonable. Many times people will bring homemade items. As the auction progresses we announce how good the items at the lunch counter tasted. Keep in mind that people spend a lot of time baking and trying to outdo each other.

About a half hour before the auction is over we check how much coffee is left. If they have over half a pot, we offer free coffee and have the lunchstand keep track of how many cups are handed out, then we pay for the coffee at the end of the auction. Again, this is one of the best goodwill builders I know of.

It is very important that you as the auctioneer place the advertising. Usually we get reimbursed for the advertising.

Before auction day we visit the site, and explain how we want the items displayed. Remember, you are the professional, that's why they called you. **How the auction is set up and conducted will be a direct reflection on you as the auctioneer, not the organization having the auction.** Usually we bring several of our key personnel to the auction for registration, clerking and cashiering. If you think you need five people from the organization for handling the merchandise, plan on ten, because only about half will show up to work. Remember, many of these volunteers probably have never attended an auction, so take the time to explain to them what is going to happen, and what you expect them to do.

We furnish all the bid numbers, clerking and cashiering sheets. If the organization insists on handling the money, check out the people to make sure they are capable of handling the receipts. Here again, proper management is a direct reflection on the auction company. Follow the auction through, from the beginning until the last customer has paid his/her bill. This helps make the auction a "complete" success.

We conduct about 25 charity auctions a year in the Minneapolis/St. Paul area, and it makes us feel good when we help make the treasury of the organization richer. Invariably the people will ask what do you charge for your services. We have a stock answer, "We don't charge anything. However, after the auction is over and all the bills are paid, if you feel the auction was a tremendous success, we never turn down a gift." Believe me, if you have worked hard and have made money for the organization they may feel obligated to give you something.

Don't turn down that little charity auction, considering the exposure you get. Your reward will be tenfold in the way of increased business and personal satisfaction.

COMPUTER SYSTEMS FOR AUCTIONEERS

As an owner of a weekly auction house since 1973 with 15 years experience as a senior systems analyst and computer programmer, we have developed programs to computerize your auction business.

- ✓ Our programs run equally well on most micro computers — TRS80II, Zenith Z89, Apple II, and many more!
- ✓ Typical hardware costs \$3500.00 with range of \$2495 to \$7500 depending on **your** application.
- ✓ You can select your computer vendor locally for service or get Zenith at a discount from us.
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- ✓ Spellguard — checks your letters against a 20,000 word dictionary\$295
- ✓ Mailing List Management\$125
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Our Approach: All programs designed for first time computer users.

Will operate on most micro-computers with CP/M with most popular printers complete portability for computer to computer.

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AUCTION FORMS

IMPRINTED WITH YOUR NAME &
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ALL CLERKING TICKETS - 3 copies 8 1/2" x 11" NCR
first and second copies paper, third copy cardboard
12 on or 10 on - not numbered - 250 sets \$22.50, 500
sets \$43.50, 1000 sets \$85.00.

CLERKING TICKETS - 10 on or 12 on - Imprinted your
name, address and telephone number, 250 sets \$50.00,
500 sets \$50.00, 1000 sets \$125.00.

ALL FORMS LISTED UNDER THIS HEADING are 8 1/2" x 11", sold in pads of 50 sheets each at \$1.95 per pad,
10 pads at \$1.45 each, 20 or more pads at \$1.20 each
pad. Not numbered.

CLERKING SHEETS - **CASHIER'S STATEMENTS**
TERMS OF SALE - **CONSIGNMENT CHECK-N**
CONTRACT FORMS - **PROMOTION SCHEDULE**
BUYER'S REGISTRATION - **2 FORMS** - 1 with room for
13 names - new form for 20 names.

FORMS LISTED BELOW NUMBERED FROM 1 to 1000
50 sheets each pad, 1000 numbers, 1 pad \$4.00; 10
pads at \$3.00 each, 20 or more pads at \$2.50 each.

CLERKING SHEETS - BUYER'S REGISTRATION

CASHIER'S STATEMENTS - Numbered from 1 to 1000
1000 lots only, \$50.00. Imprinted your name, address
and telephone number and numbered 1 to 1000, 1000
lots only \$65.00.

TAGS Cardboard 2 1/2" x 5 1/2" - 3 part perforated, hole
at top, 1000 tags \$9.50. 2000 tags \$18.00, 5000 tags
\$40.00.

TAGS - Form No. EATN-26 - Cardboard 2 1/2" x 5 1/2"
numbered 1 to 1000; 1" numbers; 3 part perforated; hole
at top, 1000 tags \$18.50; 2000 tags \$36.00; 5000 tags
\$85.00.

WIRES FOR TAGS - 12" long -

1000 wires \$9.00 5000 wires \$42.50

TAGS - Sticky Back - Form No. EATSB-35 - 3 part
perforated, with room to write numbers. Need no wires.
Peel off and stick on, 1000 tags \$20.00; 2000 tags
\$38.00; 5000 tags \$90.00.

TAGS - Form No. EATCBN-36 - Sticky Back - 2 1/2" x 5",
no wires needed, peel off and stick on; 1" numbers, 1000
tags \$30.00; 2000 tags \$55.00; 5000 tags \$125.00.

BUYER CARDS - Form BS-20 3 1/4" x 7" - 1000 cards
\$9.50, 2000 cards \$18.50, 5000 cards \$44.75.

BUYER CARDS - Form No. BCN-30 Numbered from 1
to 1000 - 1000 cards \$20.00, 2000 cards \$29.00, 5000
cards \$85.00..

BUYER CARDS - No. BCND-50, Numbered 1 to 1000
1" display numbers; 1000 cards \$25.00, 2000 cards \$40.00,
5000 cards \$85.00. NO NAMES.

ARROW DIRECTION SIGNS Word AUCTION in beg type
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\$7.50, 100 signs \$10.00. 1/3 each direction.

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C. O. D. Orders — You Pay Postage

— WRITE FOR FREE SAMPLES TO —

STOCK YARDS PRINTING CO.

1613-A Genesee, Kansas City, Mo. 64102

Use new application pamphlet to sponsor new NAA member

The Membership Application pamphlet, included in this issue of THE AUCTIONEER magazine, is being distributed so that all present NAA members can use it to sponsor new members for NAA membership. The new application also announces the NAA dues of \$50 for one year per member.

The enclosed application forms include space for the applicant to provide character references; requests that the sponsoring NAA member PRINT his/her name following his/her signature (this will allow the NAA office to verify that the applicant is being sponsored by a current NAA member in good standing); and includes information about all of the current services offered to auctioneers who become NAA members.

It's a privilege to belong to the National Auctioneers Association, and only NAA members can sponsor new members. If you know of an auctioneer in your area who is qualified to become an NAA member (will abide by the Code of Ethics and By-Laws of the National Auctioneers Association), use the NEW NAA Member application pamphlet, and sponsor his or her membership today.

Here are some striking numbers cited by those who specialize in devising better filing systems: 95% of the references to filed materials are to items less than three years old; 85% of a company's records will never be referred to for any reason; two of every five papers filed are duplicates of papers already in the files; and many filed documents should never have been written in the first place, much less filed away.

CPA CLIENT BULLETIN

Reppert School of Auctioneering, Inc.

Tuition \$300 for 3-Week Term — Also Home Study

Founded in 1921

Decatur, Indiana

Box 189 46733 AC 0033

Farm equipment auctions demand preparation

By Rex B. Newcom, CAI
NAA president-elect

The auction way of selling has been the main source of liquidating the assets of farmers for generations, and most farmers are schooled in the auction method. Therefore, the type of service we give, enabling their assets to bring top dollar, is the foremost selling tool we have.

An auction contract that spells out everything the seller will get, for the money he spends to conduct his auction, is very good business. Realizing that some farmers who may be lifelong friends of yours will feel insulted when asked to sign a contract, do not make it an issue if they don't want to sign, when you know their word is good. The contract then becomes merely a statement of what will be done for the seller.

An inventory of equipment and miscellaneous items to be sold should be made on the day of listing the auction, if at all possible. The following is a time schedule we like to use, and it has worked very well for us. Try it, you might like it. A-Day is the day of the auction.

A-22 — Take pictures of equipment you wish to highlight in the auction brochure. This is the time to finalize instructions to the sellers on what needs to be done, to make equipment more desirable to buyers.

A-20 — Take pictures, inventory, and layout of auction brochure to printer, and order size of brochure needed. It is always helpful to list order of selling on the brochure, and if possible, a time for the better equipment to be sold. Place all newspaper ads in local and area papers with instructions on days or weeks the ads are to run. Save the two days prior to the auction for later advertising placement.

If you are going to use radio or television advertising, now is the time to make those arrangements.

A-15 — Check proof of auction brochure, give printer final instructions on color, quantity, and manner of folding.

A-10 — Mail auction brochures to bidders on your mailing list, also to all neighbors of the sellers. Place signs at the auction location.

A-4 — Give the person responsible for lining up the machinery and getting the auction ready, a detailed diagram of how and where you want everything displayed. Place the final ads to be run in the large daily papers of the area, for the day before, and the day of the auction.

A-2 — Bid numbers should all be ready and clerk sheets numbered. Check and balance the cash box.

A-1 — Visit to auction site. Check all equipment and see that it is in its proper place. You need to spend some time today preparing the seller for

NAA president-elect Rex Newcom was elected to that office at the 1981 Las Vegas convention, after serving as an NAA director. He is the owner of Newcom Real Estate and Auction Service, White-water, Kansas, and specializes in real estate. The firm also handles business liquidation and heavy equipment auctions. Mr. Newcom is active in the Kansas Auctioneers Association, having served as a KAA president.



tomorrow's auction and bidding procedures. Place directional signs leading to the auction location.

A-DAY — Report to the auction site at least one hour before sale time. Two hours is even better, if possible. During this time make sure everything is lined up properly and displayed for selling advantage. Also, during this period, communicate with the bidders, giving them incentives to bid and receiving for yourself buying signals that will help you conduct the auction all day.

Check your crew's appearance before starting time. Do not overdress for the area in which you are conducting the auction, but be the best dressed. Your crew should be neat in appearance and polite in manner at all times. They will receive the respect

Continued page 35

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\$7.90 EA.	\$6.50 EA.	\$6.90 EA.	\$9.90 EA.	\$9.90 EA.
LADIES' LCD WATCH PENDANT w/CHAIN	MEN'S LCD WATCH w/MUSICAL ALARM	LADIES' LCD WATCH w/ MUSICAL ALARM	LCD DIAMOND CUT LIGHTER	LCD STICK-ON CLOCK
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A+1 — Return to the auction site to see if everything has been taken care of. Give the seller copies of the clerk sheets if you did not the evening of the auction. They are always curious to know what their items brought.

A+10 — Closing with the sellers will be smooth and simple when you do it in a professional way. Have copies of all advertising bills, and a clear and understandable closing statement. We include all in a folder, along with another copy of the auction brochure, which gives sellers a permanent record for their files. Before you leave always ask your sellers if they might know of someone else who needs your auction services.

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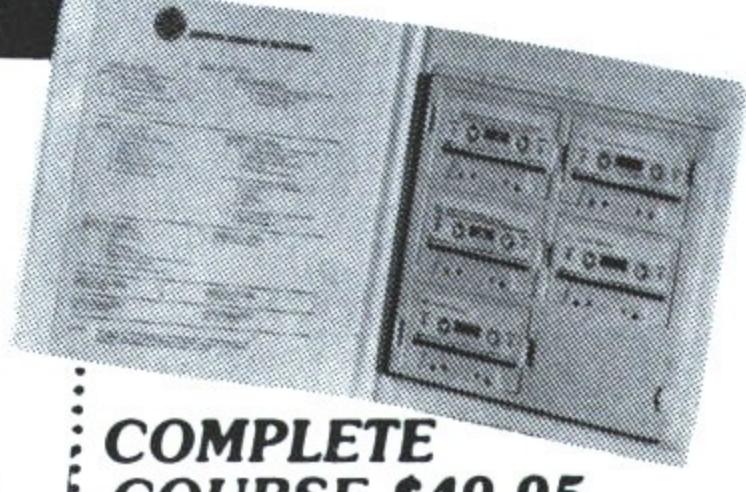
PSYCHOLOGY AND THE STOCKMARKET, by David N. Dreman — This book makes sense of stock-market fluctuations by integrating psychological theory with financial theory. It traces much of the stockmarket's problems to mob psychology — mindless conformity to the idea of buying on the rise and selling on the fall — which accelerates the fluctuation caused by irrelevant stimuli such as newsbreaks. It traces the remarkable similarities of boom and bust over the past few centuries; the repetition of major errors caused by the psychological implications of investment as a concept, and offers a better understanding of psychology's role in the market. By understanding the market consequences — and frequency — of market mania and panics, the alert investor can avoid crashes, benefit from the peaks — and predict which will happen next. Intriguing reading, with 7 figures and 26 tables; 306 pages, hardbound, \$12.95. AMACOM, 135 West 50th Street, New York, NY 10020.

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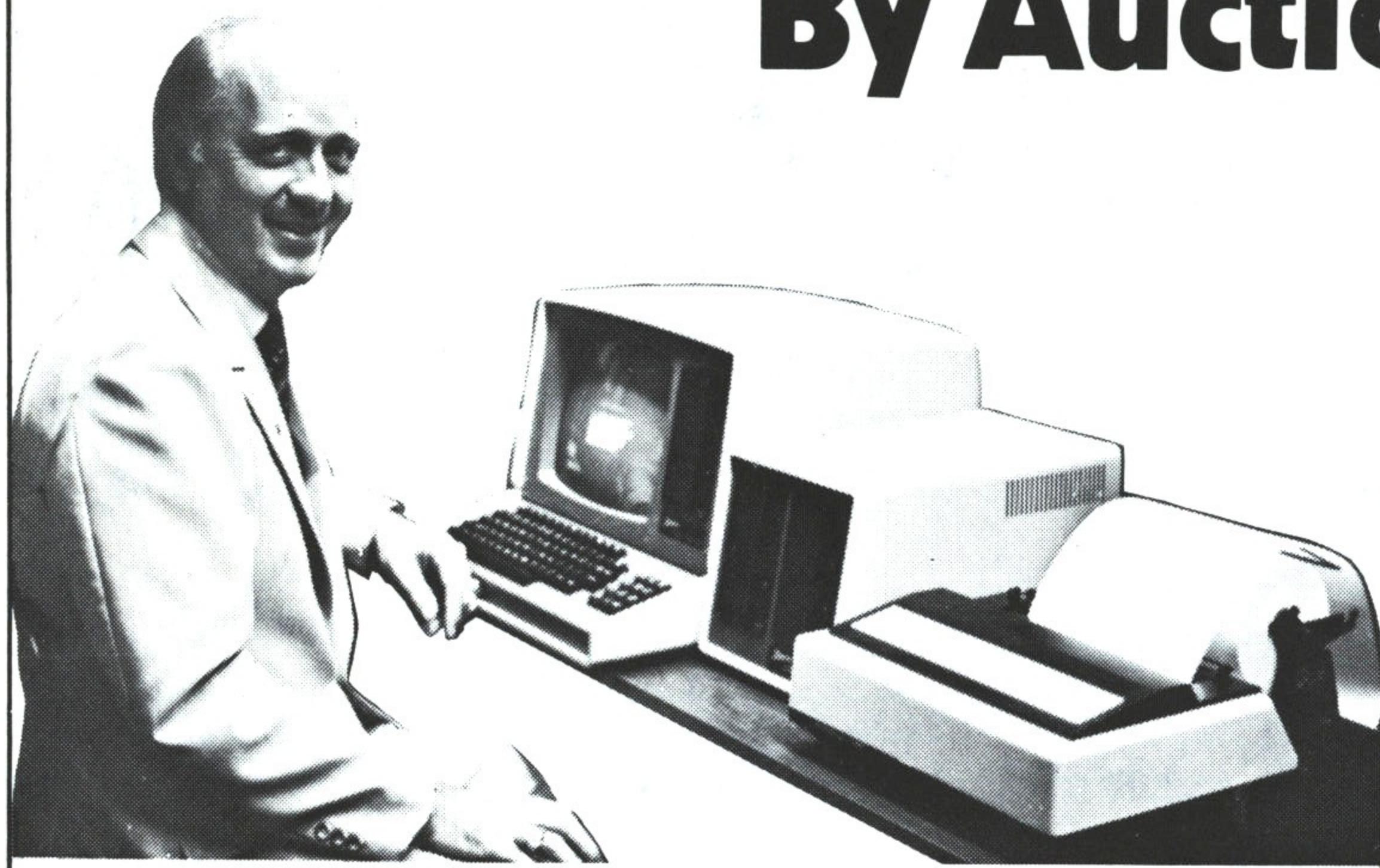
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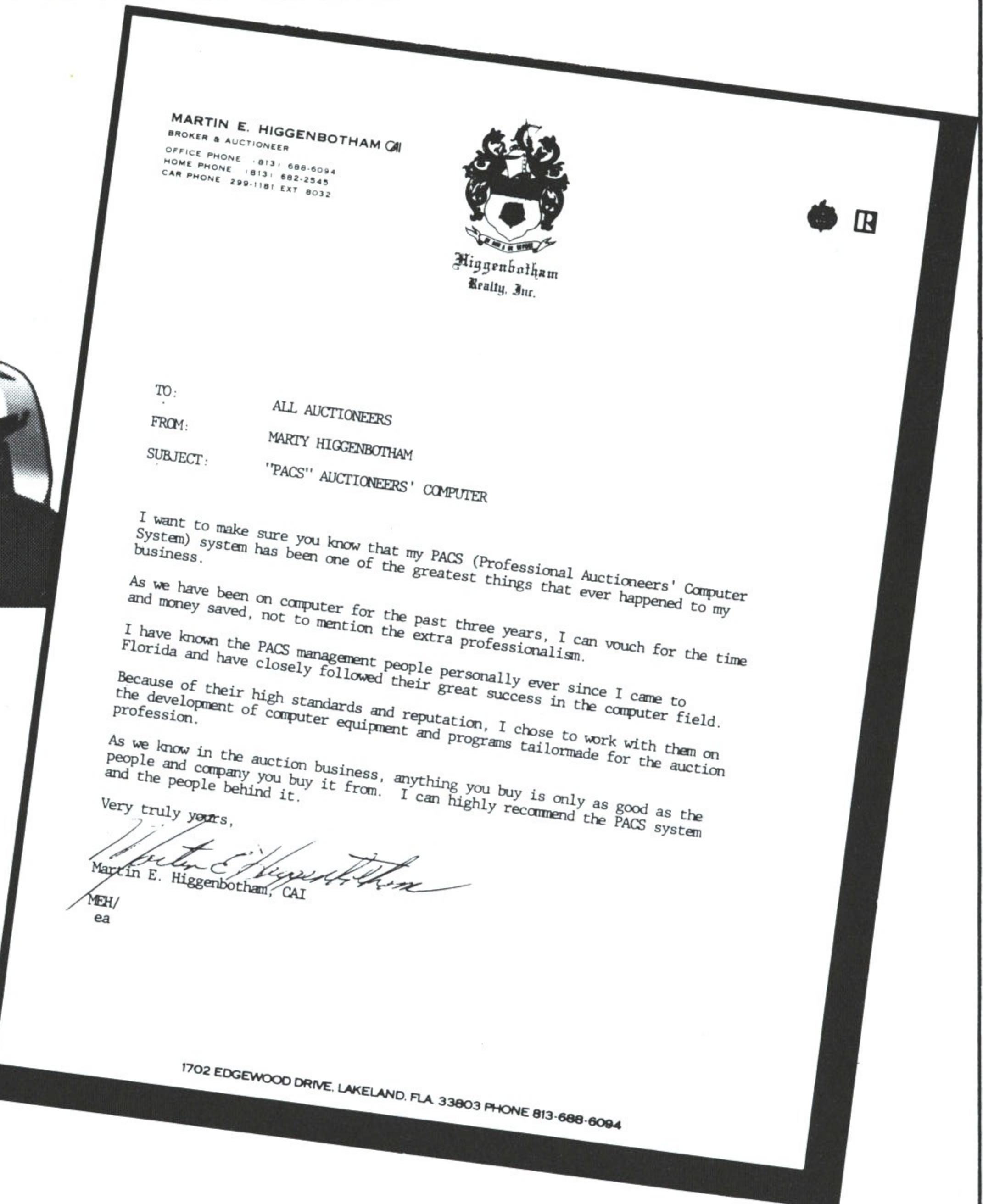
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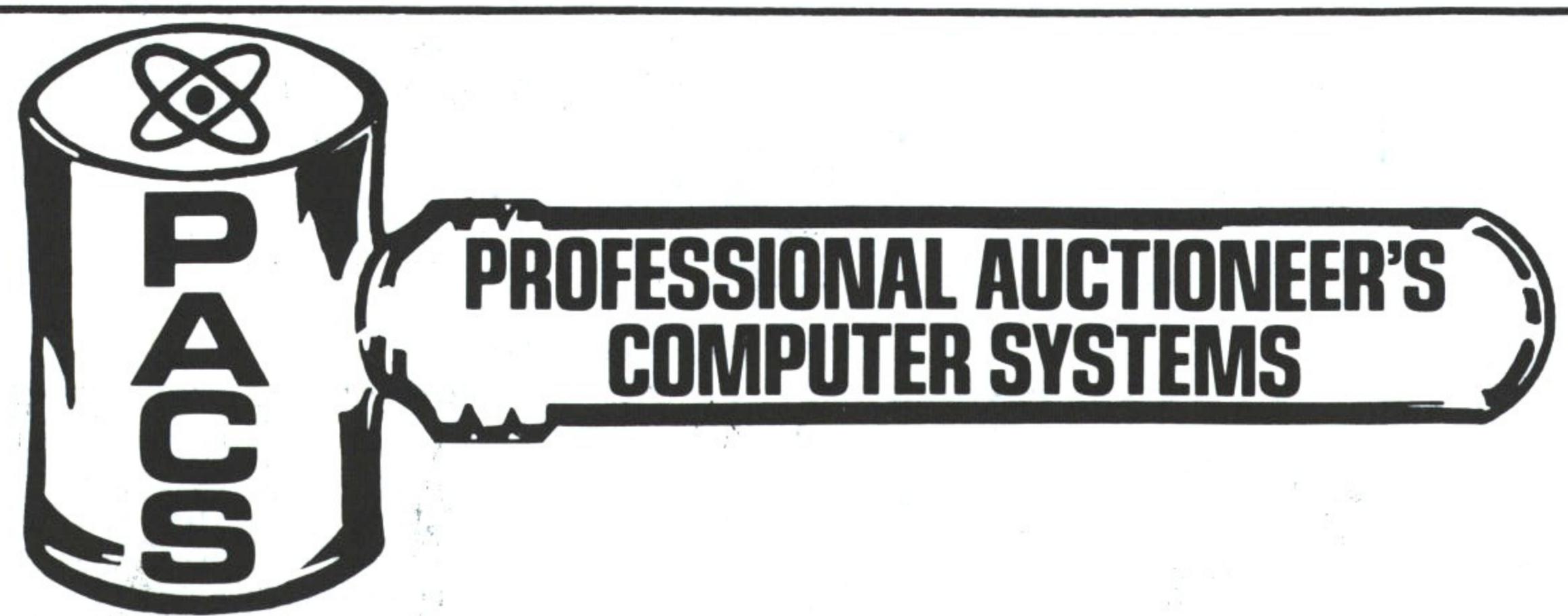
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Dear Auxiliary members,

Greetings from Ohio! Here's hoping that by now all of you have had a very happy holiday season, and the beginning of a prosperous new year. We have had a very good 1981, and it looks like 1982 will be a busy year, too.

The auction business looks good here because people's lifestyles are constantly changing. Estates have to be settled, furniture and properties have to be disposed of and "the auction way" is the fastest and the most profitable for most families. As long as there is something to sell, there will always be auctions.

This is my last year to serve on the Board of Directors of the Auxiliary to the NAA. I want to express my appreciation to all of you for the help and kindness that you have shown me by getting better acquainted and becoming friends. It has been a great experience for me, and I am proud to say that I know so many wonderful people in the auction profession. It is your enthusiasm and your constant desire to improve the auction business that make it worthwhile to belong to the NAA and its affiliated state auctioneers associations.

The Las Vegas Convention was "great", and it was nice to visit in the western part of the United States. Now I am looking forward to seeing all of you in Atlanta! Don't forget, the 1982 World's Fair is at Knoxville, Tennessee, this year, and that will be on the way to the NAA convention for many people.

Ruby Hartman, director
Auxiliary to the NAA
Camden, Ohio

THE TWO-BOSS BUSINESS, by Elyse and Mike Sommer. The experiences and know-how of 100 husband/wife teams in business together, this book details the advantages and disadvantages of family togetherness — what it takes to successfully run a two-boss business. It includes how to assess each other's capabilities and to delegate responsibilities, why some couples failed while others succeeded, and what roles children can play in a business. A unique look at the family in business, tables and checklists, 176 pages, hardbound, \$12.95. BUTTERICK PUBLISHERS, 708 Third Avenue, New York, NY 10017.

YOUR BUSINESS, YOUR WIFE AND YOUR DAUGHTER, by Frank Butrick. The first part of this unique text deals with the business owner's wife and

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the role she should have in the family business, or at least in sharing her husband's business experience. Pointing out the long-term problems which grow from the "go it alone" theory of some businessmen, it shows how a wife can contribute to the business, and the vital importance of her doing so, for both the family and the business. Part two deals with the daughter who is interested in learning to run her father's business — and the problems faced by a woman in business. Both sections are buttressed by many real-life examples, 20 pages, ringbound, \$12. INDEPENDENT BUSINESS INSTITUTE, P.O. Box #159, Akron, OH 44309.

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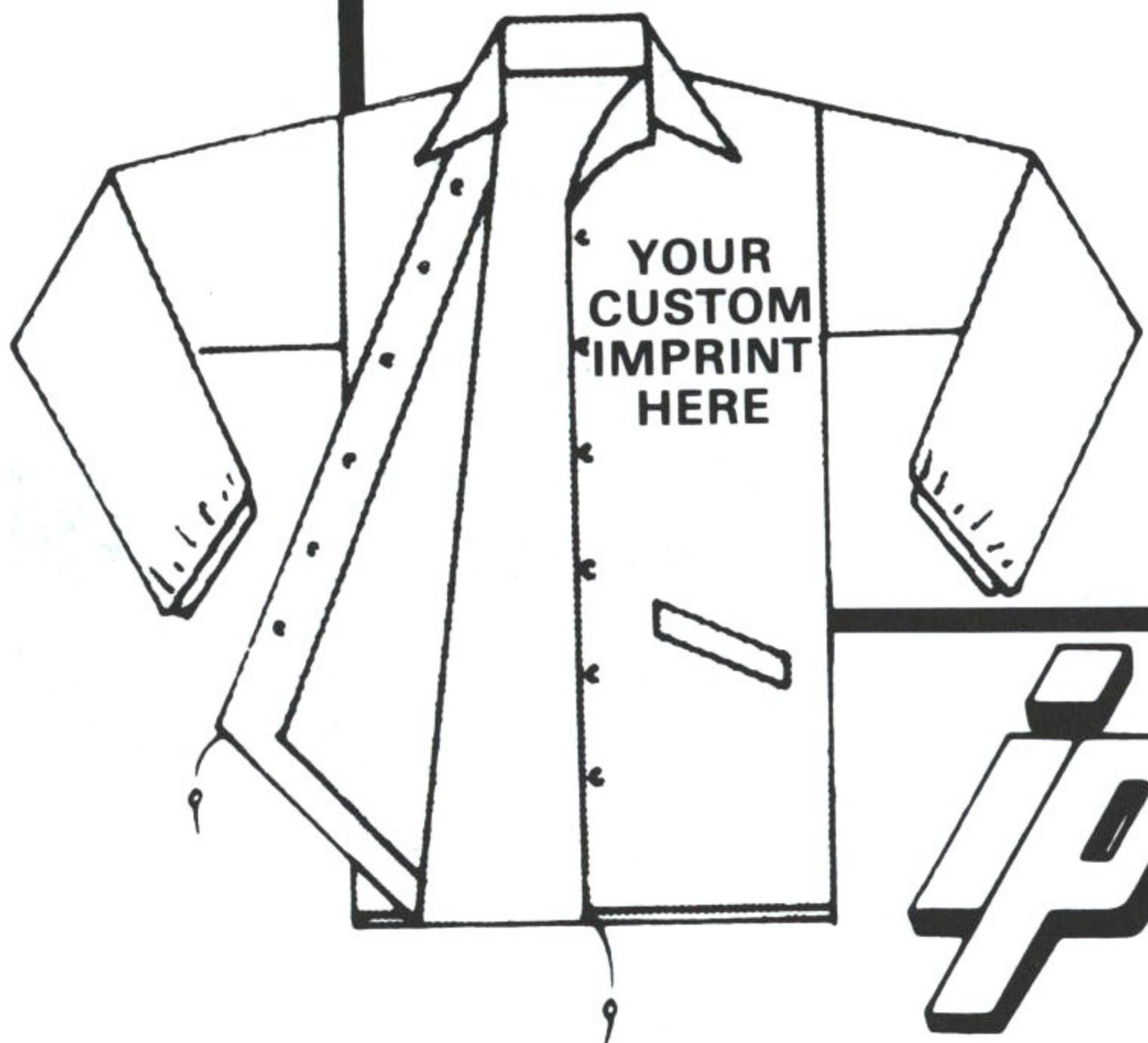
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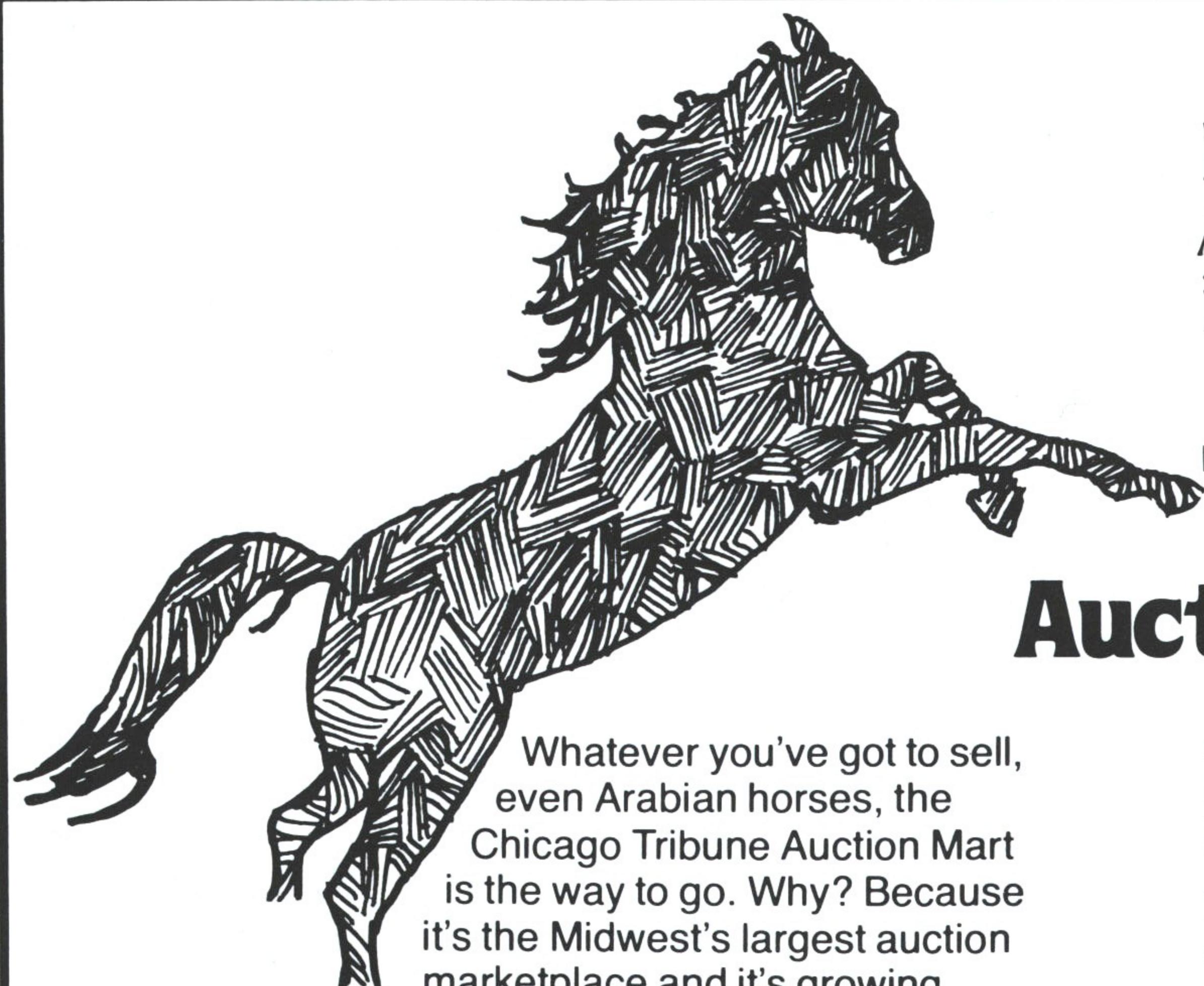
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Looking into the used car future

By Charles W. French

(Editor's note. Whether you're in the auto auction business or just sell an occasional used vehicle, the future will bring some definite changes. What those changes will be is the subject of this article from the official publication of the National Independent Automobile Dealers Association (NIADA).

Charles French is Used Car Merchandising Manager for Volkswagen of America, and has been with Volkswagen since 1963. He first began his automotive career in 1950 with the Chrysler Corporation, and he has also been associated with two major auctions.)

(Article reprinted with permission from the NIADA's, THE USED CAR DEALER. Emphasis added by THE AUCTIONEER.)

As we begin the new year, we all tend to look back and review the past, and try to peek into the future to predict what it holds. As we look at the recent past in our business, we see dealer failures, high money costs, a sluggish economy, a depressed new car market and generally very few bright spots.

Looking into the future how do we cope with these problems? How do we plan? What does the future hold? What kind of market will there be?

To answer some of these questions we must look to the new car market, since that is where a used car originates. Without a new car sale there would never be a used car manufactured. **So to judge the used car market of the future we must look at the new car market of today.**

New car registrations in 1980 were the lowest since 1975. In the years of 1976 through 1979 we became accustomed to new vehicle sales of 10 and 11 million per year with the resulting high availability of used cars coming into the market place. In 1980 this figure dropped to below 9 million and the indications are that 1981 will be about the same. This has resulted in substantially fewer used cars.

The new car dealer who had a surplus of used cars and wholesaled them into the used car market began to keep these cars for his own retail needs. Many of the large leasing companies have established retail outlets, further restricting the flow of cars into the wholesale used car market. For the immediate future there is no reason to believe that this situation will change.

We must also look to the new car market to predict what kinds of cars will be available. Every domestic manufacturer has been and will continue to downsize their vehicles. The high volume imports have historically been in the compact and subcompact class. In 1980, 62% of the new vehicles sold were in the compact, subcompact or import classification. These are the used cars of tomorrow. And this pattern will continue. Many dealers who like the standard and luxury automobile are going to have to recognize that these vehicles are in an ever diminishing supply as well as a decreasing demand and adapt to this new market.

Prices will continue to be high. With continued inflation, there is nothing to indicate that new car prices will do anything except continue to rise. History has shown that this has a direct effect on used car prices. Market reports tracking wholesale auction prices have reported price increases each week for almost two years. **Higher new car prices with fewer units available will trigger the basic law of supply and demand to maintain used car prices at high levels.**

We will also find ourselves adjusting to higher mileage cars. We have always had high mileage cars but were able to adjust odometers and fool ourselves and the public that they were really low mileage cars. With Federal odometer laws, this practice is a part of history and we will have to buy and sell these cars for what they are, which is what they always have been . . . good transportation for the money.

Along with odometer laws, we have seen an increasing trend of government regulation, both federal and state, aimed at our business. Although there are some signs at the federal level for decreasing regulations for small business, we will be faced with these regulations unless we police our own industry. Cer-

Continued page 40

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*Not all plans available in all states.

tainly the majority are being painted with the same brush as the few whose practices make these regulations seem needed.

But what are we doing to upgrade the image of our industry? Do we simply say, "That's the other fellow"? or do we conduct our business and community activities to bring credit to our chosen business? Are we familiar with the laws and regulations and observe them or do we look for the shortcut?

Speaking of image, do our facilities and organization portray to the public a quality, reliable place to do business? Do our signs say we sell quality merchandise or do we sell the lowest price in town or "anybody financed," forgetting that what we really sell is good, reliable, economical transportation?

With the continuing higher prices of new cars coupled with the high cost of money, we will be seeing another type of buyer in the future. Many of our prospects will be first time used car buyers. These buyers will be looking for quality vehicles that are affordable at their income levels. Many of these buyers will be new car buyers forced out of the new car market because of price. Since they are accustomed to buying new cars, they will approach the used car purchase with a degree of fear. The dealer who recognizes this and makes the purchase experience pleasant will get his business.

Dealer reputation, meaningful guarantees, quality atmosphere, and sound automobiles sensibly priced are the things this buyer will be looking for. To properly appeal to this type of prospect, sales

people will need to be well trained not only in the basic selling skills, but also in knowledge of the product.

Planning for the future means learning from the past. Our business is changing rapidly but then it always has changed ever since the first used car was traded as part of the price of a new one. This business has always presented great opportunities as well as challenges. These opportunities still exist and will reward those who meet the challenges.

And there you have French's fallible forecast:

Fewer cars
Changing types of cars
Higher prices
Higher mileage cars
Government regulations
Image
More sophisticated buyer

To those who work smarter as well as harder the future is secure.

You may be selling them at auction soon — shopping malls to apparently crumble by the year 2000. According to some real estate and merchandising prophets, suburban shopping centers will be extinct by the end of the century. Of course, their predictions are hotly disputed by both shopping center operators and trade associations.

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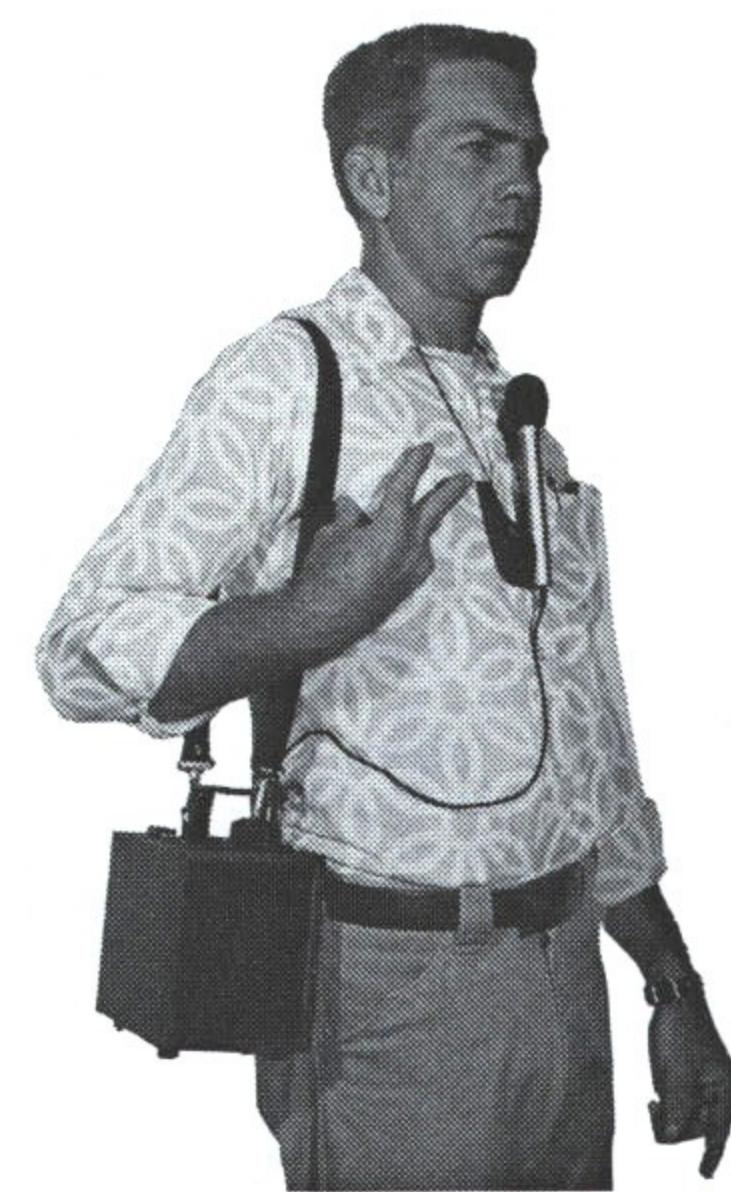
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Livestock at Auction

1982 World Livestock Auctioneer Championship to be in Saskatchewan

Kansas City, Missouri — The top livestock auctioneers from across North America will be battling for the title of 1982 World Livestock Auctioneer Champion June 18 in Regina, Saskatchewan, Canada. The 19th Championship will be held at the Saskatchewan Wheat Pool's Regina stockyards, according to Livestock Marketing Association, which will sponsor and conduct the event.

The Wheat Pool is Canada's largest agricultural cooperative, and includes a livestock marketing division. The day-long event will begin with preliminary rounds in the morning, followed by afternoon finals. Merchandise prizes and trophies will be presented at an awards ceremony that evening.

LMA sponsors the annual contest to focus on the important role of the auctioneer in livestock merchandising.

The 1982 Championship will be conducted in conjunction with Livestock Marketing Congress '82, to be held June 16-18 in Regina. The annual Congress, the industry's premier annual conference on livestock economics, is conducted by LMA's educational foundation, Livestock Merchandising Institute.

This will be the second time the Championship has been conducted in Canada. In 1977, Bobby Russell of Canton, Mississippi, won the world title in Calgary, Alberta.

Contestants are judged by a panel of market owners on the qualities the owners would look for when hiring an auctioneer for their businesses. The 1981 World Champion is NAA member Doug Jagers, Rushville, Nebraska. He won the title by besting a record-breaking 100 contestants last June in South St. Paul, Minnesota.

Contestants must be professional livestock auctioneers and may be sponsored. Further information can be obtained by contacting LMA, 301 East Armour Boulevard, Kansas City, Missouri 64111.

Nearly 55% of failures (bankruptcies or closures with losses for creditors) among small businesses occur within their first 5 years of operation.

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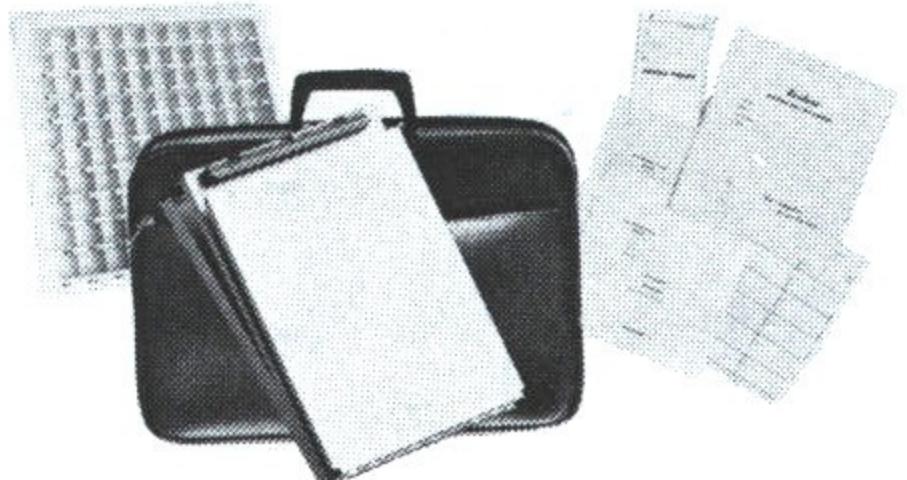
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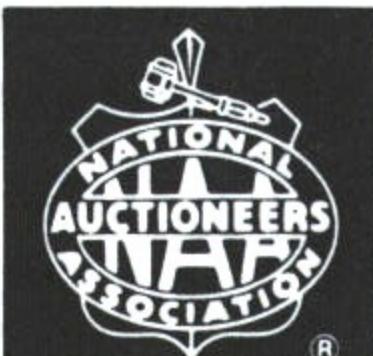
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Antiques at Auction

Antiques & Americana . . .

Gutta percha photo case

By George Michael
NAA member
Merrimack, New Hampshire

Consider for a moment the growing interest in early photography and witness the rise in prices for old tintype, ambrotypes and daguerrotypes. What some may not realize is that the bidding might be more on the case which houses the picture, rather than the picture itself. Cases which are deeply molded, in unusual designs and made of gutta percha, are the most desired. Buyers remove the photos and reline the box for a variety of other uses — cigarette cases, jewelry boxes, etc.

What is gutta percha? Caoutchouc is a product unknown to science until 1735. That year, a Frenchman traveling the Amazon noted bottles, boots and waterproof cloth made of this strange substance by the natives. It was the gum of the now familiar rubber tree. Later, more was found in the East Indies and elsewhere in South America. In 1770 it was discovered that this hardened gum would erase pencil marks. In 1823, in Scotland, a Mr. Mackintosh dissolved the gum into oil of turpentine, alcohol and coal tar naphtha. It could be formed into a rubbery state or hardened with added adhesives. Soon, it was being used as a waterproof varnish, a coating for fabrics and sails, the packing of valves in steam engines, and also a marine cement to tighten masts to the decks of ships. A patent was issued to make railroad rails from the product. Soon, there were inkstands, pens, bottles, pails, buttons, jewelry, canes, cups, toys, and cases of all sorts.

It seems to have been our first effective plastic compound and it is only natural that it be used to protect the valuable photographs of the day. It is advisable to collect these gutta percha cases, as the supply is dwindling. You can tell them from the cloth and leather that were in abundance as well. Look for interesting designs such as the one pictured with birds and flowers.

Question/Answer

From Rockland, Maine — We have a silver pot with wooden straight handle. Initials on the bottom appear to be JH or IH. Can you help on when and where this was made?



PHOTOGRAPH CASE made of gutta percha, a 19th century rubber compound. Sometimes, a case like this will be worth more than the early photographs it protected.

Answer — Our marking book identifies John Hamilton, Dublin, Ireland, c.1736. This is quite an important pot. You should have it appraised and insured accordingly.

Recent publications

THONET BENTWOOD & OTHER FURNITURE, the 1904 Illustrated Catalogue, \$8.95, Dover Publications, 180 Varick St., New York, NY 10014. It has been 150 years since Michael Thonet first successfully made bentwood furniture. Pieces with the Thonet label are very collectible today and this writing gives a true inventory of what was made early in this century. More than 50 million copies of one chair alone were made testifying to the popularity of bentwood. The book is an eye opener as to what else was made in bentwood style.

A SHOAL OF FISHES, by Ando Hiroshige, \$16.95, Viking Press, 625 Madison Ave., New York, NY 10022. One can study the work of this 19th century Japanese printmaker in this book which unfolds to 20 double page plates printed in six colors, featuring his work. The woodblocks of various fish were done early in the last century and actually may be cut out for framing.

Small businesses account for nearly \$7 of every \$10 in sales made by retailers and wholesalers (excludes farms).

Booster Club

The NAA members and friends whose names appear within their respective states have each contributed \$10 to have their names appear four times annually (January, April, July and October) in support of THE AUCTIONEER magazine.

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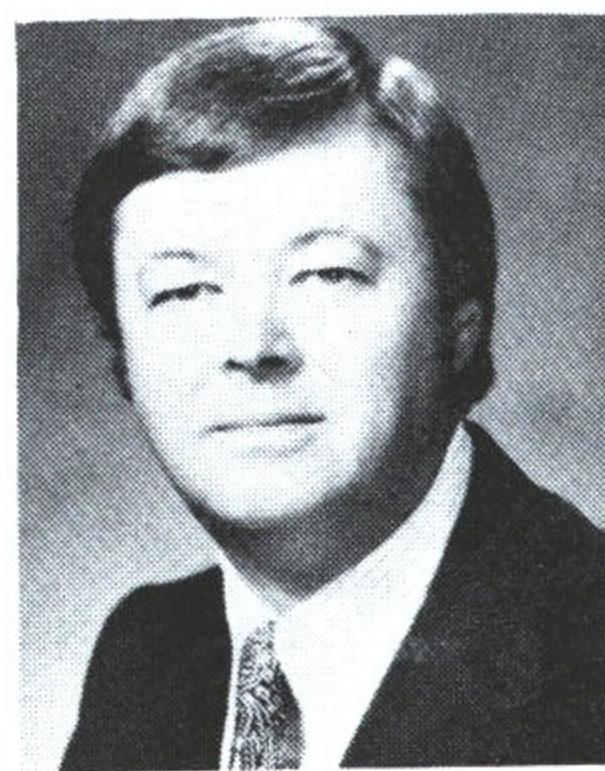
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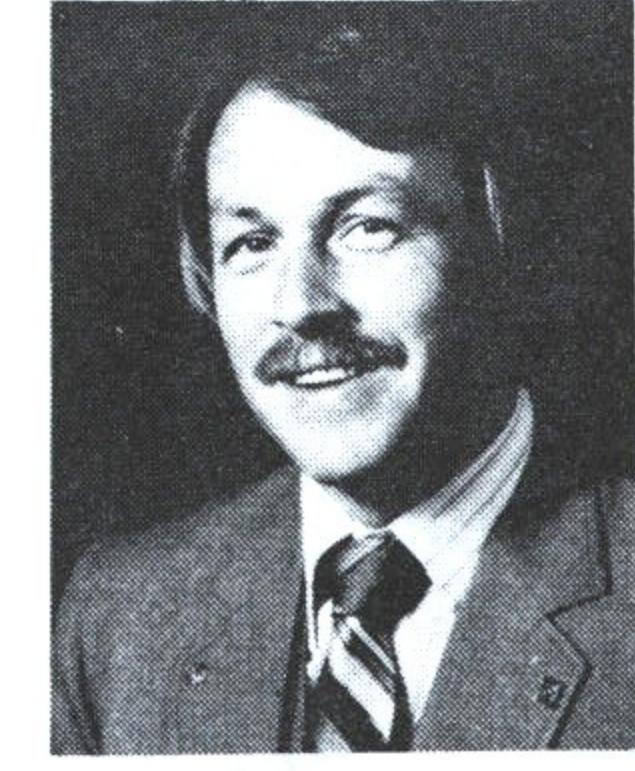
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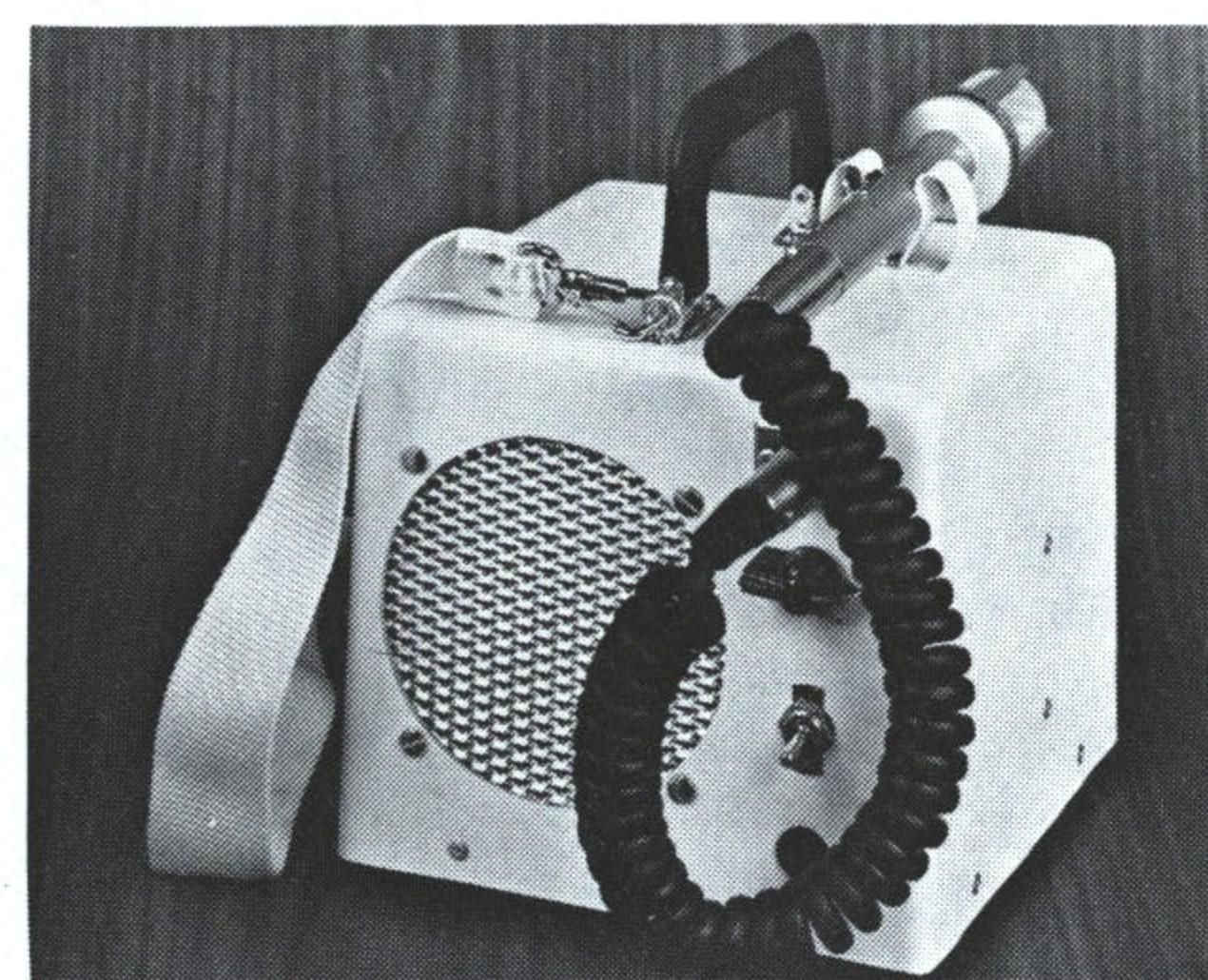
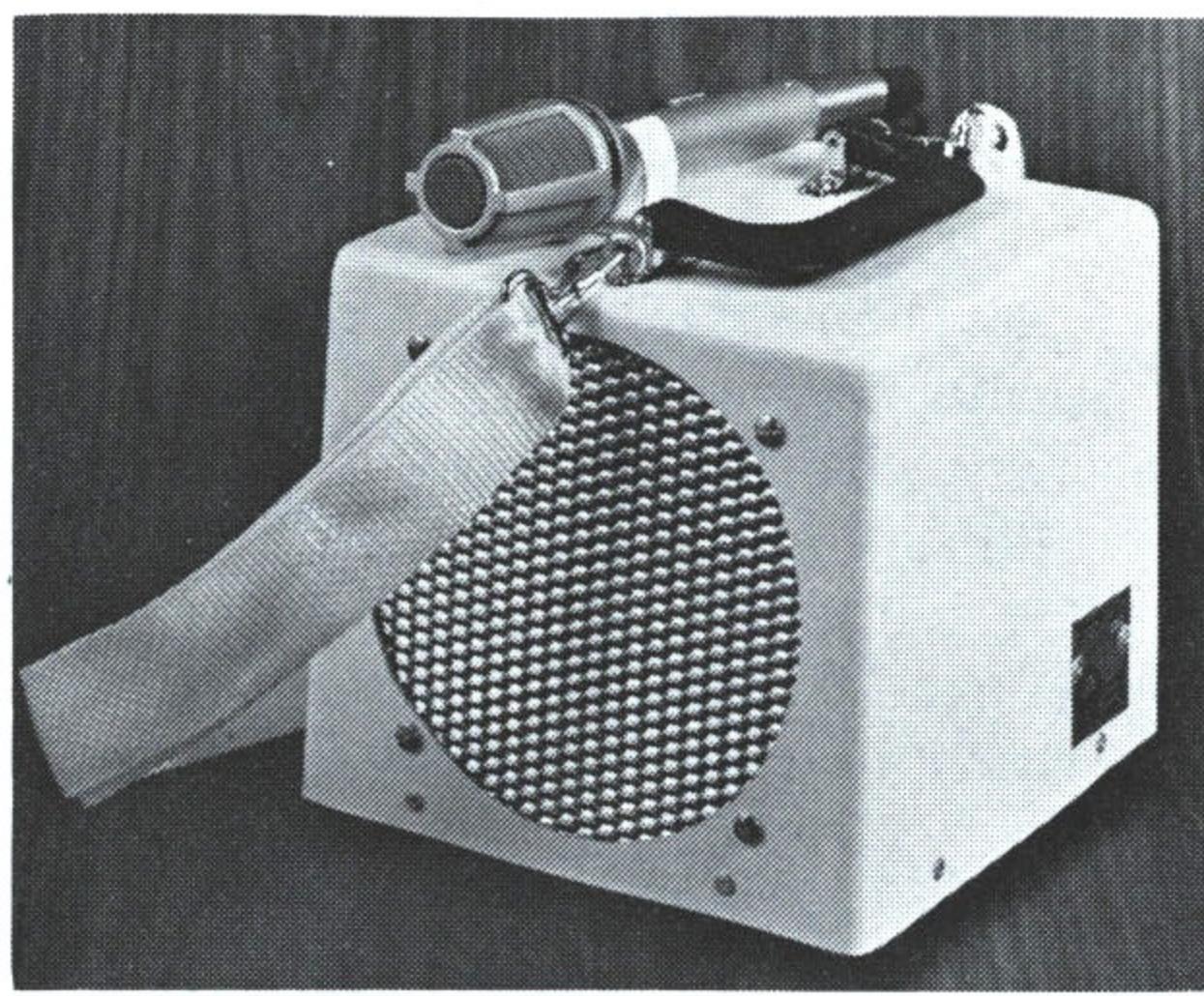
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Paul Hickok—Hot Springs

Jim Payne—Yankton
Vernell Qualm—Academy
Willis J. Shockley—Lemmon
Dave Stulken—Redfield

TENNESSEE

Bob Greene—Coalmont
Tom Harrison—Murfreesboro
Billy B. Hobbs—Lebanon
George C. Orr—Tullahoma
S. L. Satterfield—Madisonville
A. Virgil Wilder—Knoxville

TEXAS

Tom Cooper—Portland
Jack E. Dulin—Hale Center
Kathryn Fain—Rosenberg
Michael A. Gulla—Houston
Ronald R. Hanaway—Odessa
Grover Howell—Conrad
James M. Long—Plainview
William M. Long—Kaufman
Bill R. Jordan—Hempstead
Grady W. Morris—Colorado City
Wesley D. Rogers, Jr.—Lubbock
Joe E. Small—Dallas
Carl Strothoff—Tyler
R. C. Wiley—Rockdale

UTAH

T. L. Mann—Salt Lake City
John M. Owada—Salt Lake City
Glenn I. Short—Midvale

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Tom P. Whittaker—Brandon

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George A. Daniel—Blackstone
Haywood Darnell—Barboursville
Vincent J. Kopek—Virginia Beach
H. Layton Laws, Jr.—Manassas
Shirley Mullins—Clintwood
Charles Nicholls—Fredericksburg
Jack Peoples—Chesapeake
James W. Renney, Jr.—Wakefield
Thad Williams—Wytheville

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George Coulter—Seattle
Al Gay—Seattle
Bill Jones—Moses Lake
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Duane Love—Lynnwood
Kenneth C. Mroczeck—Seattle
Lawrence C. Mroczeck—Seattle
C. Ben Myers—Oak Harbor
Gene Schobinger—Port Townsend
R. M. Williams—Arlington
Earl Witzel—Oak Harbor

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B. G. Park—Paden City

John S. Tabor—Princeton

WISCONSIN

Donald C. Backhaus—Cudahy
Rodney E. Behnke—Collins
William K. Bodell—Hazel Green
Robert Brandau—Wilton
Walter Broughton—Hollandale
Earl F. Clauer—Mineral Point
Anita B. Dahlke—Oshkosh
William M. Doughtery—Oshkosh
David K. Eggert—Appleton
James Esch—Shawano
George H. Felten—Madison
Dean Ferris—Lancaster
Dean George, Jr.—Evansville
Paul George—Brooklyn
Fred C. Gerlach—Brookfield
Donald G. Hanson—Strum
James W. Heike—Mondovi
Herbert R. Heritage—Appleton
Wenzel Humpal—Boyceville
Wayne Huntzicker—Cashton
John Johnson—Columbus
Leroy H. Jones—Watertown
William Jones—Pickett
Mary J. Kerkman—Burlington
Foy Kneisel—Friendship
Ken Kroener—Mindoro
Don Lloyd—Oshkosh
Richard Lust—Verona
Robert Mullikin—Janesville
Neil E. Nelson—Westby

James O'Brien—Eden
Pat O'Brien—Eden
Bea Olson—Footville
Robert Paffel—Cumberland
Lloyd Riek—Woodville
Thomas Rusch—Oshkosh
Gene W. Schmit—Groton
Eldon Schraepfer—Hollandale
Gino Sclavi—Superior
M. T. Szatalowicz—Stanley
LeRoy Teske—Berlin
Allen R. Thoms—Unity
Dean Travis—Brookfield
Victor V. Voigt—Reedsburg
Chris Walker—Potosi
Darrel R. Weber—Milton
Donald L. Wood, Sr.—Oshkosh
Michael Zingler—Shawano

WYOMING

David J. Addy—Casper
David Briscoe—Dayton
Robert E. Musser—Cody

CANADA

Patrick Coughlin—Winnipeg, Manitoba
R. W. Foston—Scarboro, Ontario
Neil Hovmand—Winnipeg, Manitoba
Victor W. S. Vokes—Victoria, British Columbia

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State association reports

Georgia auctioneers invite all NAA members for lunch

"Any NAA member who happens to be in Georgia the second Tuesday of March, May, September, or November, at noon is invited to join Georgia members for lunch," said John Suarez, GAA vice president and membership chairman.

No one will have to travel very far to attend one of these luncheons, as they will be held in three separate locations, simultaneously, all near I-75.

You don't even need to make a reservation, and you can order as little or as much food as you want. These luncheons are going to be very informal, but what they will do is bring auctioneers together several times a year to air their views and probably pick up some new business ideas.

You should plan on attending the next luncheon, March 9, 1982, and you are encouraged to bring a friend. Look for the table with the NAA emblem. We are looking forward to seeing you in whichever part of the state you attend.

In the **North**, the location is: Atlanta, Georgia, S & S Cafeteria, 3393 Peachtree Road (Lenox Square Mall, facing Lenox Road), Joe Tarpley, vice president-north will be there to greet you.

In the **Central region**, the location is: Nacon, Georgia, S & S Cafeteria, 2626 Riverside Drive (at I-75 Pierce Avenue Exit), Wayne Coulter, vice president-central will be there to say hello.

In the **South region**, the location is: Tifton, Georgia, Davis Brother Cafeteria, 1008 W. 8th Street (at I-75 Exit 20), Terry Hansford, vice president-south will be there awaiting all auctioneers.

Illinois auctioneers convene

The Illinois Auctioneers Association held its fall convention, November 8-9 in Galesburg, Illinois. Attending from the National Auctioneers Association were president Howard Buckles, president-elect Rex Newcom, and vice president Bill Gaule.

Newly elected IAA officers are president Henry Hachmeister, first vice president Aumann Nelson, vice president Bill Beck, and secretary-treasurer Harland Henderson.

This year's IAA convention saw one of the largest attendance figures for the Association. Many members were complimented for their efforts in completing the convention planning begun by Kenneth G. Gravlin, IAA secretary-treasurer who died October 30.

The Sunday, November 8, program included a seminar on Auction Employees by Roy Lawson and Greg Hachmeister, and a presentation by Rex New-

com and Warren Martin entitled "Auction Today — These Hard Times". IAA ladies were offered a seminar on dolls and crafts during the same time segment. The day was completed with a social hour and banquet, followed by a fun auction.

Monday seminars included: "Checks and how to collect them" by representatives from a bank and a collection agency; and "Parliamentary procedure" by the Abingdon FFA chapter. NAA president-elect Rex Newcom presented the luncheon address prior to the IAA business meeting and election of officers and directors.

Plans are already underway for the IAA 1982 spring convention.

Indiana reports annual convention

The Indiana Auctioneers Association held its 1981 convention, November 15-16 at the Marriott Inn, Indianapolis, with 285 auctioneers and guests attending.

Preconvention activities this year consisted of two seminars held Saturday, November 14. A Real Estate at Auction Seminar was instructed by NAA past president Wylie Rittenhouse, Uniontown, Pennsylvania, and NAA director Haskel "Hack" Ayers,

Continued page 50

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LaFollette, Tennessee. State director Virgil Butts, Brazil, Indiana, who was responsible for arranging the seminar, assisted the two instructors with their 41 participants.

The Bid Calling Seminar was instructed by Gail Pickworth, Berlin Heights, Ohio, with 40 participants. State director Vince Miller, Indianapolis, assisted instructor Pickworth as well as being responsible for the arrangement of the seminar.

Saturday evening began with a hospitality hour for IAA members, their families and guests.

The Singing Nicholsons of Greentown, Indiana, provided music and inspirational songs for the worship service Sunday morning. Indiana auctioneer, Leon Keister, North Manchester, conducted the service with a brief memorial segment for those IAA members who have died since November, 1980.

Indiana Auctioneers Association president James D. Bayman called the convention to order at the Sunday noon luncheon with the singing of the National Anthem. The speaker for the noon luncheon was fellow auctioneer, Emerson Marting, Washington Courthouse, Ohio.

The afternoon was filled with excitement and anticipation for the seven contestants in the Hoosier Bid Calling Contest. The competition brought lively responses from the audience, with coverage by local ABC and NBC TV stations, plus local newspapers.

The contest finalists were Larry Evans, District II, Mentone, Indiana, and Wm. G. "Bill" Harter, District IV, Springport. The final competition was held that evening at the Grand Banquet, with Larry Evans the champion and Bill Harter the runner-up.

The afternoon was completed by the Ladies Auxiliary annual Craft Auction, which netted \$925, with the added help of Mrs. Howard Buckles' donation of a handmade latch hook wallpiece.

National Auctioneers Association president Howard Buckles spoke to the convention following the Auxiliary Craft Auction, concerning the new projects and issues for the coming year of the NAA.

CAI executive vice president, Steve Martin, Bloomington, Indiana, spoke on the upcoming classes of the Certified Auctioneers Institute, and explained the changes for the 1982 sessions. The new text for prospective licensees was also presented during his speech.

Those ladies and girls attending the Grand Banquet were greeted and presented with a long stem red rose, compliments of the Ladies Auxiliary.

The auctioneers, family members and guests attending the Grand Banquet were entertained by speaker Grant Gard with his motivational and humorous address.

IAA past president Emerson Lehman, Berne, Indiana, announced the winner of the 1981 Auctioneer of the Year Award, an award for outstanding achievement and unselfish work for the betterment of the auction profession and the IAA. The 1981 recipient was IAA past president Miz Lehman, also of Berne.

Highlighting the Grand Banquet, IAA secretary-treasurer Harry E. Buckles, Anderson, presented NAA president Howard Buckles with a check for \$1,000, towards the \$5,000 building fund pledge from the Las Vegas Convention in July, 1981. The balance is to be paid in January, 1982.

Round table discussions and a hospitality room



\$1000 OF IAA PLEDGE to the NAA Headquarters Building Fund presented in a check from IAA secretary-treasurer Harry E. Buckles, standing left, to NAA president Howard Buckles, right.

completed the evening, and late into the night. Topics and their instructors were: Don Sohn, Evansville, antiques; John Friedersdorf, Franklin, the Indiana Auctioneers Commission; Jack T. Earlywine, Kokomo, auction houses; Doyne Lenhart, Georgetown, Illinois, farm and implement sales; Kirby Bollinger, Howe, and Cartwright Ellis, Kokomo, household estates and appraisals; Hugh B. Miller, Evansville, real estate; and Herman Strakis, Indianapolis, and John E. Anderson, Lafayette, specialty sales.

The Ladies Auxiliary sponsored the fresh danish and coffee for those attending Monday morning of the IAA convention.

The morning was filled with a summary report from the round table instructors followed by an enlightening report by firearms special investigator Robert Waterfield, and area supervisor Louis Sass, on how guns at auction are to be sold and transferred to new owners.

Indiana Lt. Governor John Mutz took time from his busy schedule to speak briefly to the auctioneers attending the convention, and thanked them for choosing Indianapolis as their convention site again this year.

Morton Marcus, economist from Bloomington, was the Monday noon luncheon speaker, and presented several ideas concerning the national economy today and in the future.

The annual business meeting of the Indiana Auctioneers Association was held after the luncheon, with the election of new state officers and directors as the main business. The election results were as follows: IAA president, John E. Yager Jr., Lynnville; first vice president, Virgil Butts, Brazil; second vice president H. Jake Campbell, Liberty; secretary-treasurer, Harry E. Buckles, Anderson.

Directors terms expiring November, 1984, are: Carl Johnson, Galveston; J. B. Driver, Indianapolis; and Fred Sayre, Valparaiso.

NAA president Howard Buckles installed the new officers and directors of the IAA, and the annual business meeting shortly adjourned.



OUTGOING IAA PRESIDENT, James D. Bayman, left, standing with newly elected IAA president, John E. Yager, Jr.

The Ladies Auxiliary also held their annual business meeting and elections after the noon luncheon. The election resulted with the new IAA Ladies Auxiliary president being Jan Yager, Lynnville, Indiana.



INDIANA LADIES AUXILIARY outgoing president, Linda Bayman, left, at the IAA convention with incoming Auxiliary president Jan Yager.

Every generation of Americans has been taller than its parents by about an inch — except for the present one, which shows no change.

From AMERICAN AVERAGES

California hosts 57 new NAA members

When the NAA receives new members, it is usually in groups of two or three auctioneers. However, at the Las Vegas convention, NAA staff accepted dues for 67 auctioneers, 57 of which were new members. Special recognition is in order for NAA member Sandy Hochman, Tustin, California, for initiating the campaign to recruit the new members, and renew 10 already current NAA members. Another NAA member, D. D. Meyer, San Diego, California, co-sponsored the new members' applications.

To the following recent member auctioneers, all from California, welcome to the National Auctioneers Association.

Robert M. Abell	Hy Klein
Jeffrey C. Ames	David Lawson
Leland E. Anderson	Al Lewis
Bert Arons	Al Lowy
Roger Ash	Marvin H. Newman
Carl Baker	Jack D. Orrill
George H. Barclay	Gary Ostrin
Ray Bleau	Sid Ostrow
Frank Boog	Ron Patterson
Stephen Brown	Mario Piatelli
Sid Bush	Kenneth R. Porter
Robert N. Clark	Richard C. Randall
Richard A. Cole	Robert Rouse
Norman R. Dalton	Harry B. Rutberg
Jerry Davidson	Robert L. Sackin
Max Deutsch	Milton Siegel
Sidney S. Dicker	Ben Slavkin
Carol Engelson	Maury Slavkin
Mannie Feigenbaum	R. L. Spear
Jack H. Feldman	A. Z. Stein
Arnold G. Fischer	Julius Stern
Monroe A. Garland	Nicholas A. Tulli
Arthur B. Goode	James F. Vallely
Lawrence Green	Richard J. Wasser
Shimon Grill	Gilbert Weiss
Jordan Grinker	Burton White
Stephen Grove	John W. Wilson
Rex W. Huggins	Morris Zeff
E. B. Katz	

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State Association Conventions — Dates and Locations

Convention Dates	State Association	Hotel or Motel and City	Convention Chairman or State Association Secretary
January 7-8	California	Nugget Hotel, Sparks, Nevada	Grant Theodore
January 8-10	Virginia	Holiday Inn, I-81, Harrisonburg	Dick Heatwole
January 9	Colorado	Denver	Ernest L. Wimmer
January 9-11	Ohio	Marriott Inn North, Columbus	Byron Dilgard
January 10-11	Georgia	Terrace Garden Inn, Atlanta	John Suarez
January 12-13	Michigan	Long's Convention Center, Lansing	Robert E. Howe, Jr.
January 15-16	Pennsylvania	Host Inn, Harrisburg	Blaine Brown
January 16-17	North Carolina	Hendersonville	Louis B. Fisher III
January 16-18	Minnesota	Holiday Inn, St. Cloud	Eileen Reisch
January 19	Minnesota (Seminar)	Holiday Inn, St. Cloud	
January 25-27	NAA Seminar	Holiday Inn Central, Tampa, Florida	
January 29	Utah	Hotel Utah, Salt Lake City	Glenn Short
February 6	New Jersey	Marriott Hotel, Somerset	JoAnn Fawcett
February 7	Oregon (Winter Meeting)	Portland	Paul Spence
February 11-13	Montana	Sheraton Hotel, Great Falls	Craig Mandeville
February 12-14	North Dakota	Kirkwood Motor Inn, Bismarck	Roger Skiftun
February 15-17	NAA Seminar	San Antonio Marriott, San Antonio, Texas	
March 13-14	Kansas	Holiday Dome, Manhattan	Rex B. Newcom
April	Arkansas		Jayne Lowery
April 17-18-19	Kentucky	Lure Lodge, Jamestown	B. G. Dunnington
May 1-2	Missouri	Holiday Inn, Osage Beach	Doran H. Livingston
May 1-2	Nebraska		Randy Ruhter
May 1-2	Oklahoma	Sheraton Century Center, Oklahoma City	Ray Patterson
May 15-16	South Carolina (Annual)	Sheraton Lake Marion, Santee	Maude Burnett
May 16	Alabama	Montgomery	Pete Horton
June 9-10	Wisconsin	Green Bay	Robert Massart
June 11-13	South Dakota	Mitchell	Marti Dunlap
June 24-27	Texas	Brookhollow Marriott, Houston	Dudley Althaus
July 28-31	NAA 1982 Convention	Atlanta Hilton, Atlanta, Georgia	

Representatives of State Associations have offered the above dates, places and facilities, of State Association conventions and/or annual meetings. All NAA officer or director requests should be coordinated through the NAA office.

If you have any questions about State Association conventions or meetings, contact the State Association, not the NAA office. All the meeting information submitted to the NAA office is included above.



In Memoriam . . .

ALFRED O. DRURY

The 1982 NAA dues statement was returned to the NAA office, with the information that member Alfred Drury, Louisville, Kentucky, was deceased.

STEPHEN J. MURAWSKI, SR.

The NAA office was notified of the November

29 death of member Stephen J. Murawski, Sr., 57, Hadley, Massachusetts. He had been in the real estate business for 15 years, and had become an auctioneer in recent years.

G. G. "JERRY" FINNELL

The NAA office was notified by Mrs. Jane Finnell that her husband, NAA member Jerry Finnell, Orlando, Florida, had died June 1, 1981, of cancer.

ERNEST O. MAINE

The NAA office was notified by Mrs. Maine that her husband, NAA member Ernest Maine, Ashaway, Rhode Island, died suddenly November 24, 1981. He had been in the auction business for over 40 years.

Directory of state association presidents and secretaries — January, 1982

Alabama Auctioneers Association — President: J. Craig King, P.O. Box 811, Gadsden 35902. Secretary: John P. "Pete" Horton, 111 4th St., Huntsville 35805, phone 405-536-7497.

Auctioneers Association of Arizona, Inc. — President: R. G. "Ray" Warner, 13611 N. 50th Place, Scottsdale 85254, phone 602-996-4430. Secretary-treasurer: Larry Everhart, 5033 N. 66th Avenue, Glendale 85301.

Arkansas Auctioneers Association — President: Tom Blackmon, * P.O. Box 7464, Little Rock 72207, phone 501-664-4526. Secretary: Jayne Lowery, P.O. Box 34, Dennard 72629, phone 501-745-4261.

California Auctioneers Association — President: LeRoy C. Blum, 10108 Grant Line Road, Elk Grove 95624. Secretary-treasurer: Grant Theodore, 4037 North Washington Blvd., P.O. Box 196, Livingston 95334.

Colorado Auctioneers Association — President: Eldon Broughton 1647 South Tejon, Colorado Springs 80906, phone 303-635-9400. Secretary-treasurer: Ernest L. Wimmer, 170 Palmer Drive, Fort Collins 80521, phone 303-226-3121.

Connecticut Auctioneers Association — President: Dominick Scavone, 695 High St., Naugatuck 06770; Secretary: Lorraine M. Smith, 37 Wallingford Road, Cheshire 06410

Florida Auctioneers Association, Inc. — President: Kale Albritton, 1023 Euclid Ave., Lakeland 33807, phone 813-687-0610. Secretary-treasurer: Billy H. Wells, 121 Aldean Dr., Sanford 32771, phone 305-323-2820.

Georgia Auctioneers Association — President: Pete De Santis, * Pavo Rd., Thomasville 31792, phone 912-226-8849. Secretary-treasurer: Lynn Dempsey, P.O. Box 1341, Rome 30161, phone 404-291-0746.

Idaho Association of Professional Auctioneers — President: Dean C. Smith, Route 2, Box 304, Idaho Falls 83401, phone 208-522-7136. Secretary: Carol Coffey, Blackfoot 83221.

Illinois Auctioneers Association — President: Henry Hachmeister, 305 East 3rd Street, Pecatonica 61063, phone 815-239-1436. Secretary: Harlan Henderson, RR 1, Box 133, Tuscola 61953, phone 217-253-3796.

Indiana Auctioneers Association — President: John E. Yager Jr., R.R. 1, Lynnville 46719. Secretary-treasurer: Harry E. Buckles, RR 1 Box 262, Anderson 46011, phone 317-378-7924.

Iowa Auctioneers Association — President: Jerry R. Tubaugh, * 1702 8th Avenue, Belle Plaine 52208, phone 319-444-2413 or 319-444-2498. Secretary-treasurer: Margaret Bloomer, Rt. 3 Box 51, Glenwood 51534, phone 712-527-3615.

Kansas Auctioneers Association — President: Earl M. Brown, * P.O. Box 68, Junction City 66441. Secretary: Rex B. Newcom, 215 S. Main, Whitewater 67154, phone 316-799-2278.

Kentucky Auctioneers Association — President: Ray Humfleet, * London 40741. Executive Director: Wilma Atherton, Box 148, Hodgenville 42748, phone 502-674-5659. Secretary: Edward Maupin, 226 N. 3rd, Bardstown 40004.

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Maine Auctioneers Association — President: John Owcarz, R.F.D. #1, Augusta 04330. Secretary: George A. Martin, New Road, East Lebanon 04027, phone 207-457-1237.

Auctioneers Association of Maryland, Inc. — President: Larry Makowski, P.O. Box 5241, Baltimore 21224. Secretary-treasurer: Jonathan Melnick, c/o Jonathan Melnick Auctioneers, 900 E. 25th St., Baltimore 21218.

Massachusetts State Auctioneers Association — President: James Torteson, 10 Hope Avenue, Oxford 01540. Secretary: Phillip O. Davis, 128 North St., Foxboro 02035, phone 617-543-7170.

Michigan State Auctioneers Association — President: Donald C. Diesing, 108 Clarke St., Scottville 49454, phone 616-757-2578. Secretary-treasurer: Robert E. Howe, Jr., 1830 W. Barnes Road, Leslie 49251, phone 517-676-3030.

Minnesota State Auctioneers Association — President: Don Fitzner, 1610 W. Lincoln, Olivia 56277, phone 612-523-1889. Secretary: Eileen Reisch, 838 W. Main, Luverne 56156, phone 507-283-8445.

Mississippi Auctioneers Association — President: J. Drue Lundy, Box 577, Belzoni 39038, phone 601-247-3292. Secretary-treasurer: Billy Nichols, The Furniture Forum, Belzoni 39038.

Missouri State Auctioneers Association — President: Brent * Voorheis, Rt. 1, Harrisburg 65256. Secretary: Doran H. Livingston, Rt. 1 Box 21-A, Willard 65781, phone 417-742-2568.

Montana Auctioneers Association — President: Morris C. Gardner, N.E. 162 Black Lane, Hamilton 59840, phone 406-353-4230. Secretary-treasurer: Craig Mandeville, 1225 Springhill Rd., Bozeman 59715, phone 406-587-2522.

Nebraska Auctioneers Association — President: Dean Schow, * Rt. 1, Paxton 69155. Secretary: Randy Rueter, P.O. Box 40, Prosser 68868, phone 402-744-4041.

Nevada State Auctioneers Association — President: James M. * "Bill" Watson, 734 N. Nellis, Las Vegas 89110, phone 702-452-6699. Secretary-treasurer: Stanley M. Zurawski Jr., 5080 Eugene, Las Vegas 89108, phone 702-732-1375.

New Hampshire Auctioneers Association — President: Emory Sanders, Shaker Road, New London 03257. Secretary: George Michael, P.O. Box 776, Merrimack, 03054, phone 603-424-7400

New Jersey State Society of Auctioneers — President: Victor Sabatino, 35 Ewingville Rd., Trenton 08638. Secretary: JoAnn Fawcett, 33 Davies Ave., Dumont 07628, phone 201-384-5598.

New Mexico Auctioneers Association — President: Jacquelyn Russell, 3636 Menaul NE, Suite 300, Albuquerque 87110. Secretary: Dee Paulsen, 7368 Ticonderoga NE, Albuquerque 87109.

New York State Auctioneers Association — President: Dorothy Knapp, 158 Germonds Road, West Nyack 10994. Secretary-treasurer: R. Thomas Jones, Water St., P.O. Box 365, West Winfield 13491, phone 315-822-5243.

Auctioneers Association of North Carolina, Inc. — President: R. A. Sneed, Rt. 1, Box 460, Jonesville 28642. Secretary-treasurer: Johnson B. Gilbert, Route 1 Box 349K, Lincolnton 28092, phone 704-732-0177.



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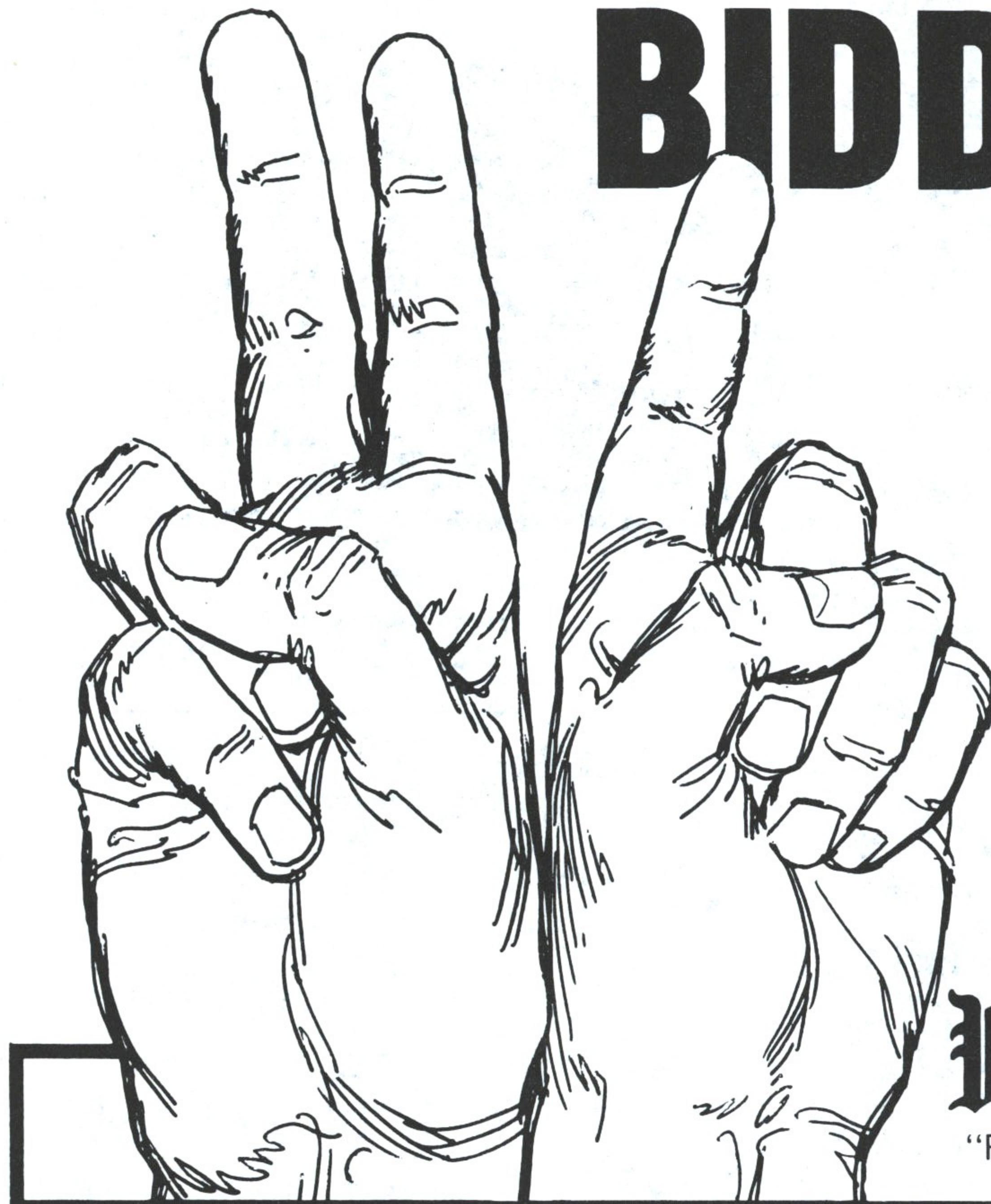
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Successful auctioneering across the nation

Small town profits from plane abandoned after crash

(Article and photographs reprinted with permission of THE HAYS DAILY NEWS, Hays, Kansas, Helen Mingay reporter, photos by Perry Werner. Emphasis added by THE AUCTIONEER.)

Osborne, Kansas — Pennies from heaven rained down on Osborne Municipal Airport November 18, 1981 — \$22,400 worth of them by way of an auction.

Last February, a six-seater single-engine airplane crashed at the Osborne Municipal Airport and has sat unclaimed ever since. After failing to elicit any response from the owners or the insurance company, Osborne officials passed a new ordinance allowing the city to sell the abandoned airplane.

About 120 people, most of them spectators, turned up for the Wednesday afternoon auction in a crowded hangar at the airport. Mayor Charles Shaheen and several council members attended the event.

The auction made for a busy day at the airport because several pilots were among the group of spectators. Fourteen planes were lined up at the airport, which rarely sees more than six in any one day.

Several bidders took part in the auction until the price reached \$10,000. After that, there were only two serious contestants. The plane was finally sold for \$22,400 to an Oklahoma buyer.

City Attorney and NAA member **Robert Bloomer**, who handled the legal work for the sale, was the auctioneer for the day. Before starting the sale, he explained the background of the plane's appearance at Osborne.

The plane crash landed at the airport on February 2, but by the time the police arrived, the pilot and four passengers had disappeared. The plane, a Piper Cherokee Lance, carried a flight plan from Port Arthur, Texas, to Osborne.

An Osborne resident saw the plane circling round the airport last February and later saw the pilot and passengers leaving.

"No one was hurt. They just got out of the plane with their suitcases and walked away. We never saw them again." the witness said.

The owner was determined to be the American Oil Co. of Beaumont, Texas, but the company did not respond to requests by Osborne to recover the plane. An official from American Oil's insurance company came to look over the plane, but was never heard from again.

Finally, the city decided to sell the plane rather



PROSPECTIVE BUYER listens to bidding for abandoned Piper Cherokee Lance.



NAA MEMBER Robert Bloomer accepts bids in airplane hangar for the crashed plane.

than have it rusting at the airport. **The ordinance enabling the auction was based on ordinances covering the disposal of abandoned cars, but was rewritten to cover abandoned airplanes.**

The buyer seemed satisfied with his purchase. He runs a second-hand airplane company, repairing and selling airplanes.

"I think I got a good buy," explained the buyer. "We think the damage to the wings and engine is about \$12,500, although it could be more. That plane is a 1978 model and would be worth about \$45,000 if it wasn't damaged. A brand new plane like that would cost \$90,000."

Mayor Shaheen was delighted with the outcome of the auction.

"We'd like to build a runway for the airport, but I've heard that would cost at least \$40,000," said Shaheen. "But this is a lot of money for our airport fund. We'll use it to make improvements at the airport."

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For Dallas teacher, \$125,000 raised at auction

You may have seen the couple on ABC's "Good Morning America" program, Jim and Nancy Wild from Dallas, Texas. He's a shop teacher and seventh grade football coach who had asked school officials for part-time custodian work to pay for his wife's cancer operations. He had been working weekends and summers trying to keep up with the bills, and she has had 11 major operations in the past 10 years.

School officials then decided to help the couple by planning an auction. Donating his company's time and services, NAA director **Joe Small** conducted the November auction which raised over \$125,000.

All items for the sale were donated by residents and merchants in the Park Cities area of Dallas, with auction attendance numbering 2,000. The sale packed a high school gymnasium for the 8 p.m. event, preceded earlier in the day by a silent auction with written bids. Among the items too numerous to mention were the unique and the priceless: autographed Dallas Cowboy football, orthodontic work, use of a Mercedes or Cadillac, fancy animals, artwork, vacation trips, tickets to the Cotton Bowl, condominiums, jewelry, TV's, a side of prime grade beef, and the list went on. Even the governor of Texas attended, personally delivering a paperweight to be auctioned.

One sale item was particularly valuable — autographed recipe cards from First Lady, Nancy Reagan. The President also sent a letter to the Wilds, "Nancy and I feel privileged to be able to send our best wishes. Yours is the most inspiring story because you did not allow adversity to dampen your spirit."

Referred to as a "community auction", the sale conducted by auctioneer Small used an auction catalog title that was both clever and meaningful — "Wild Night in the Park Cities".

Band in Rose Parade, auction helped . . . Nine Missouri auctioneers will be watching the New Year's Day Rose Parade with special interest. The Blue Springs, Missouri, High School marching band is one of the nine high school bands chosen for the annual Rose Bowl pregame event. The cost to send the band was an estimated \$100,000.

However, local auctioneers pitched in to help raise the money. One auction in the spring raised \$5,000, and an October auction raised \$10,000. NAA members coordinating the auction were **Glenn Binger, Oren and Chuck Shaw**, all from Blue Springs, along with other Missouri NAA members **Dewey Blankenship and Bogey Nash** also participating.

Items donated to the sale included three truck-loads of new lumber, plus collectibles from the Kansas City Royals baseball team and the Chiefs football team. Highlight of the auction was an autographed picture of President and Mrs. Reagan, selling for \$125.

Jersey City auction raises city profits . . . Last September, 70 Jersey City, New Jersey, properties

were sold at public auction, and the city realized \$412,000, or \$100,000 more than was anticipated. Three hundred prospective bidders attended the sale, compared to 35 visitors for previous sales.

An abandoned apartment building began with an opening bid of \$1,500 and sold for \$26,950. An unused firehouse valued at \$35,000 sold for \$80,000. Another building, upset priced at \$6,000, brought \$25,000.

According to NAA member **B. G. Coats**, Rumson, New Jersey, who informed THE AUCTIONEER about the auction, "the prices look like a mistake, but they speak for themselves. Auction sales have reached a fantastic momentum in the past decade, and more real estate is being sold at public auction. 'If the mountains won't come to you, come to the mountains.' That's what is now being said about selling real estate at public auction."

Northeast heavy equipment auctioned . . . The firm of Yoder & Frey, Archbold, Ohio, completed the month of October with important heavy equipment auctions in Providence, Rhode Island, and Buffalo, New York. Participating in the auctions was NAA member **Elias Frey**. Both sales attracted large crowds and enthusiastic bidding.

Highlights of the Providence sale included: a 1979 Terex 72-31B, with a side dump bucket, in very good condition, \$35,000; a 1978 72-31, similarly

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equipped, \$32,000; and a Cat 977L, 11K series with a side dump bucket, in good condition sold for \$18,000.

A week later, Yoder & Frey held the Buffalo sale, bringing these high prices: \$39,000 for a late model John Deere 544B in excellent condition; \$26,000 for a Cat 950, 81J series with a three-yard bucket; and \$17,750 for a John Deere 350C, with a six-way blade, in very good condition.

Building auctioned, revisited . . . The picture which accompanies this article shows a reconstructed Iowa courthouse, sold at auction by NAA member **Mark L. Hunter**, Council Bluffs, Iowa. However, there's more to the story than just a new building.

Formerly the Pottawattamie County Courthouse in Iowa, the structure was auctioned by the Hunter firm in 1977, dismantled, then trucked to California. The courthouse was stored until the building was rebuilt in 1980.

Extensively redesigned to meet the earthquake codes for Southern California, all the marble floor tiles and woodwork were reused on the interior, along with the original sandstone and marble exterior. The building is presently used for office space.

As auctioneer Hunter explained it, the Iowa courthouse rebuilt in California "proves that anything can be sold at auction".



IOWA COURTHOUSE, auctioned in 1977, now stands rebuilt in California.

You may have to sell one at auction someday — this car got 1,368 miles per gallon. A special three-wheel vehicle in the Shell Motor Mileage Marathon achieved that many miles, and touched off a stampede among car manufacturers and entrepreneurs to drastically increase the gas mileage of standard automobiles.

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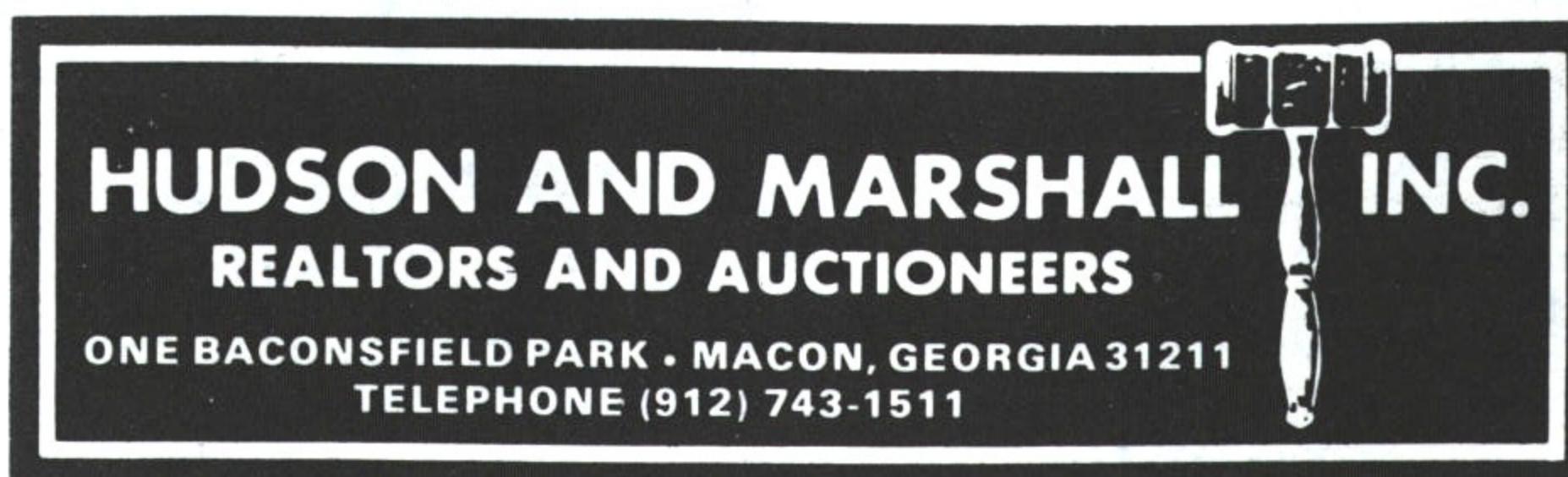
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Spotlight on NAA auctioneers

NAA past treasurer Rasmussen retiring

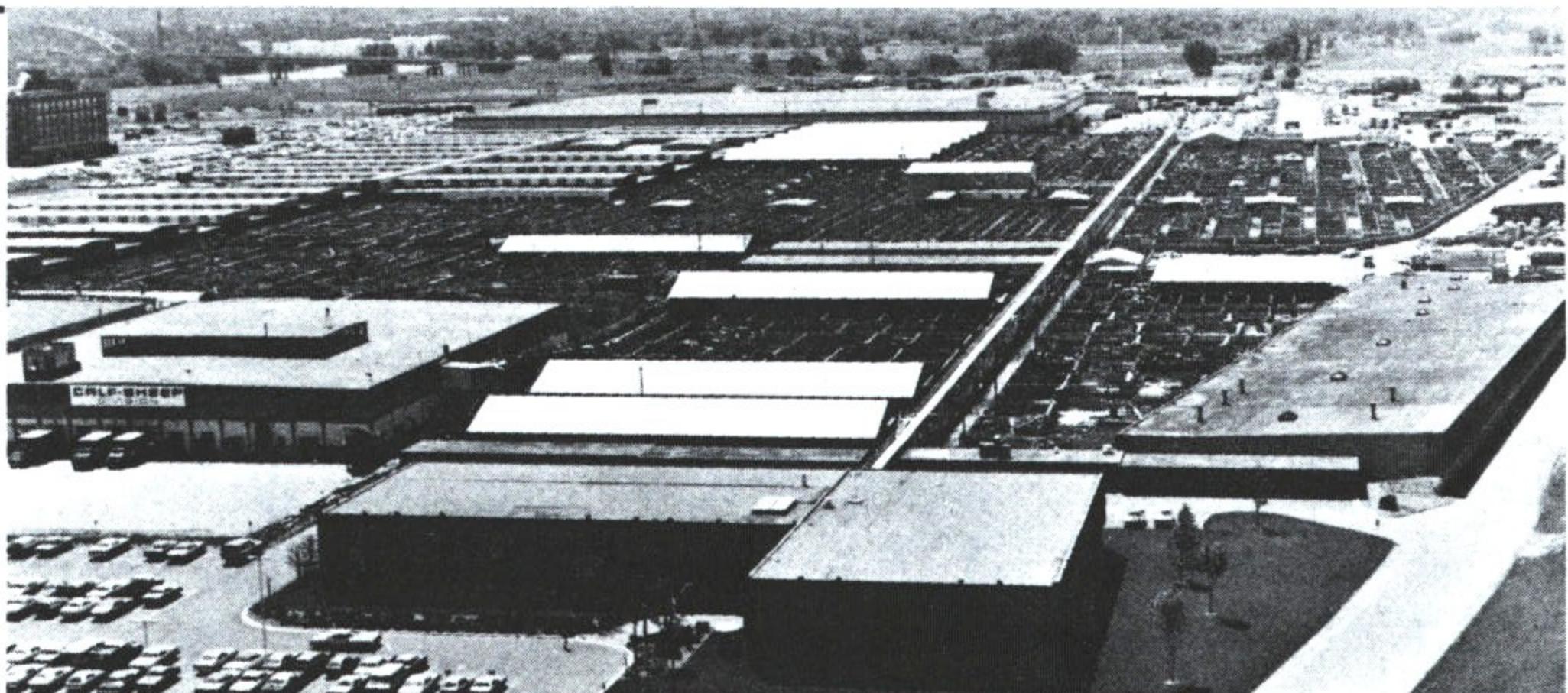
Former NAA officeholder **Henry Rasmussen**, St. Paul, Nebraska, is retiring after 55 years in the auction business. In 1951 "Hank" Rasmussen was appointed NAA treasurer, a post which he held for 23 years. During his long and varied career, Mr. Rasmussen's awards included NAA Hall of Fame, commemoration of his retirement as NAA treasurer, Nebraska Auctioneer of the Year, 1973, Outstanding Citizen, and other community and civic awards. However, recognition was only a part of auctioneer Rasmussen's years in the business, and the conducting of over 5,000 sales.

Henry Rasmussen's first sale was in January, 1927, when a coal oil lamp sold for 10¢, and a cow for \$42. His busiest time was in 1956 when he averaged three sales a day. After seeing prices and property come and go, auctioneer Rasmussen considers 1974-75 his highest prices for farm machinery



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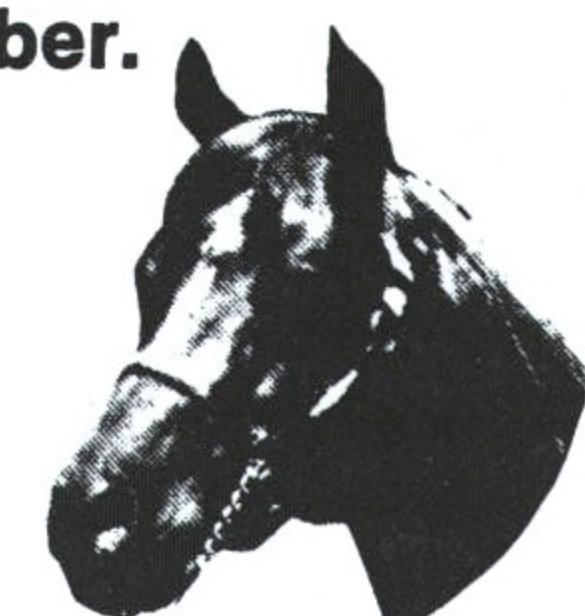
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VERY WELL KNOWN in the Loup River valley of central Nebraska, former NAA treasurer Henry Rasmussen, left, is retiring after 55 years in the auction business.

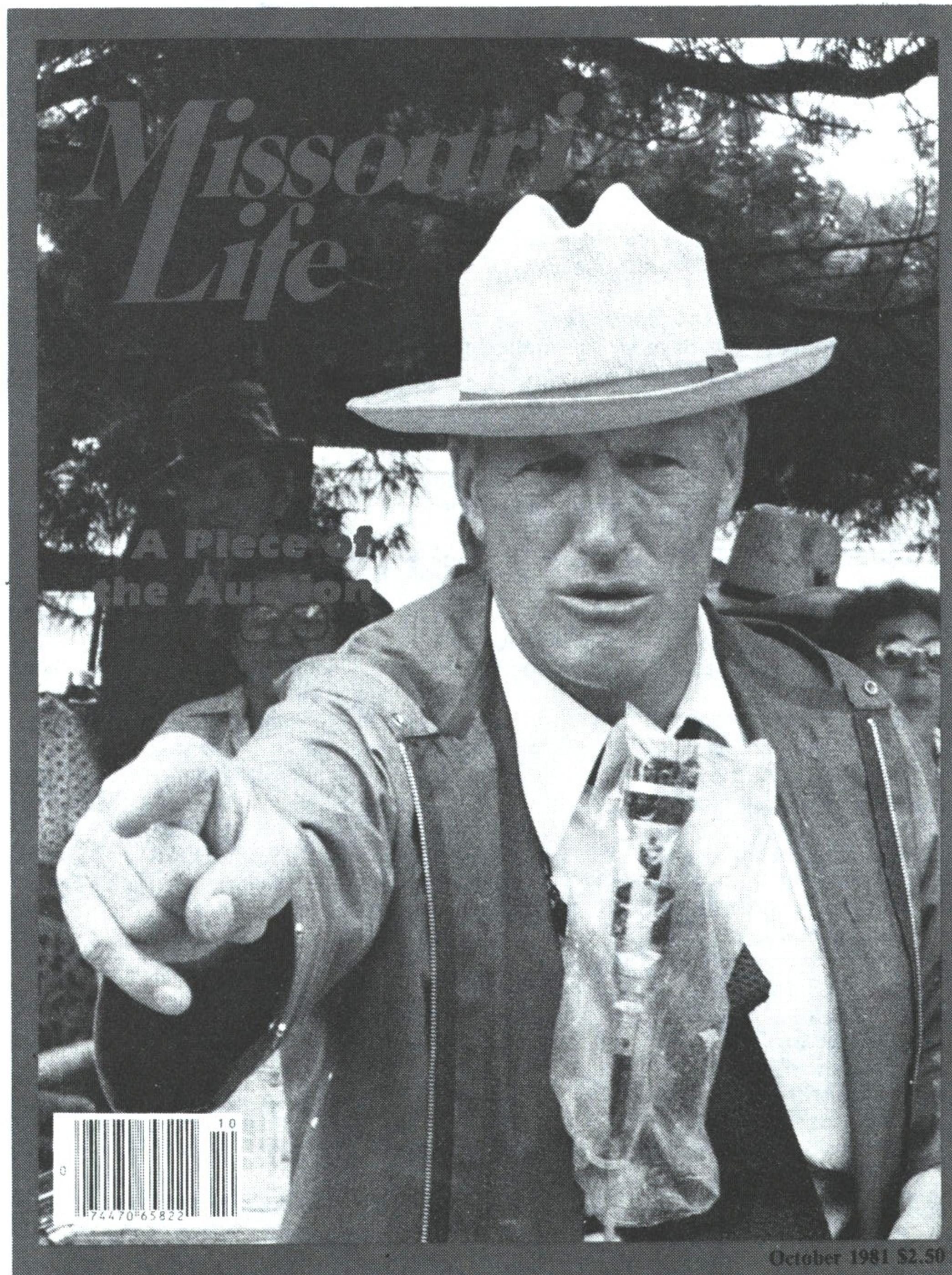
and real estate; and the 1930's the worst time for prices, as land sold for \$4.50 an acre.

Active in many local fund raising campaigns, Henry Rasmussen's generosity included the National Auctioneers Association. When he retired from the post of NAA treasurer in 1974, he presented the Association with \$25,000 in time certificates and \$10,000 in a checking account.

Retirement for auctioneer Rasmussen will include more time than ever with his favorite pastime — fishing. An article in the St. Paul PHONOGRAPH-HERALD explained that the paper had "enjoyed a long and pleasant business relationship with the personable Rasmussen, and along with his many friends wish him well during his retirement."

NAA member on the cover

The October issue of MISSOURI LIFE magazine contained a three page pictorial on auction selling in Missouri. On the cover was NAA member **R. E. Voorheis** of Harrisburg.



January, 1982

World champion livestock auctioneer company spokesman

NAA member **Dean Schow**, Paxton, Nebraska, has been named as the 1981-82 spokesman for Synovex® cattle implants, produced by Syntex Agribusiness, Des Moines, Iowa. Schow is the 1980 world champion livestock auctioneer, and appears in magazine advertising, plus on radio and television for Synovex®. He was chosen because of his familiarity with the cattle industry and his popularity as a world champion.

According to Doug Swanson, advertising manager for the Syntex company, "Nearly 75% of all feeder cattle go through an auction at one time or another. **The auctioneer is often looked to for advice, and is viewed as an authority.** We wanted the best to represent us, we wanted Dean Schow."

Other promotional duties for Syntex include personal appearances for auctioneer Schow at industry sales meetings and trade shows. Dean Schow was among 65 auctioneers competing for the 1980 world champion livestock auctioneer title in Templeton, California. The previous year he was chosen reserve world champion.

An advertisement for Synovex implants. It features a black and white photograph of Dean Schow, a man in a cowboy hat and vest, speaking into a microphone. To his left is a smaller inset photo of cattle grazing in a field. The text reads: "Cattle on grass?", "Synovex implants can make you more money!", "DEAN SCHOW, A World Champion Livestock Auctioneer", and "SYNTEX".

If you're running cattle on grass pasture, why not go for those extra dollars the easy way . . . with Synovex implants. For years feedlot managers have seen the difference a Synovex implant program can make at market time. But Synovex performance doesn't have to stop at the feedlot. Cattle on grass can benefit as well! Your cattle will gain more weight and gain it faster when implanted with Synovex implants.

A Synovex implant program should be a part of every cattle raiser's plan. Tests show it can return up to \$25.00 more per head than non-implanted cattle. And up to \$10 or \$15 more than Rolgro® implanted cattle. That's a difference you can bank on!

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Des Moines, Iowa 50303

AUCTIONEER/SPOKESMAN, Dean Schow, in a magazine advertisement for Syntex Agribusiness, Inc.

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Final Bid

My daughter was at the kitchen sink when the phone rang. Someone asked for her mother. "I think she's in the shower," she answered. "Just a minute, I'll see."

Without moving a step she reached over and turned on the hot-water faucet. Immediately a piercing scream came from the back of the house. She turned off the faucet and spoke into the phone: "Yes, she's still in the shower."

A train crossing the prairie came to a sudden halt, dumping the little old lady on the floor. "My goodness," she said to the conductor, "what on earth happened?"

"We hit a cow," he explained.

"Was it on the track?" she inquired.

"No lady," the conductor said, "we had to chase it across a field."

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 that an August issue 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 \$160.00 \$155.00 \$150.00
 Half page 80.00 77.50 75.00
 Quarter page 40.00 38.75 37.50

Column inch: \$8.75 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.

4. **COPY AND CONTRACT REGULATIONS:** The editor reserves the right to reject any advertisement. No cancellations accepted after closing date (see item 7). If advertising is discontinued before completion of contract, short rates for space will apply.

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 — 7½ by 9½ inches; Half page — 7½ by 4½ inches; Quarter page — 3½ by 4½ inches or 7½ by 2½ inches.

6. **PREPARATION CHARGES:** You will be billed for the following charges when the NAA office prepares, or makes changes in your advertising.

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quarter page	\$20.00
half page	\$30.00
full page	\$45.00

Changes in your advertising are not accepted over the phone, but must be received in writing.

7. **ISSUE AND CLOSING DATES:** Published monthly (11 times annually) with the exception that an August issue is not published. Issued on the first of the publication month. Deadline for ad copy is the 10th of the month preceding publication date.

8. **SUBSCRIPTION AND SINGLE COPY:** One year's subscription to THE AUCTIONEER is \$18, and only open to non-auctioneers. Single AUCTIONEER copy is \$1.75. Subscriptions and issues available only from the NAA office.

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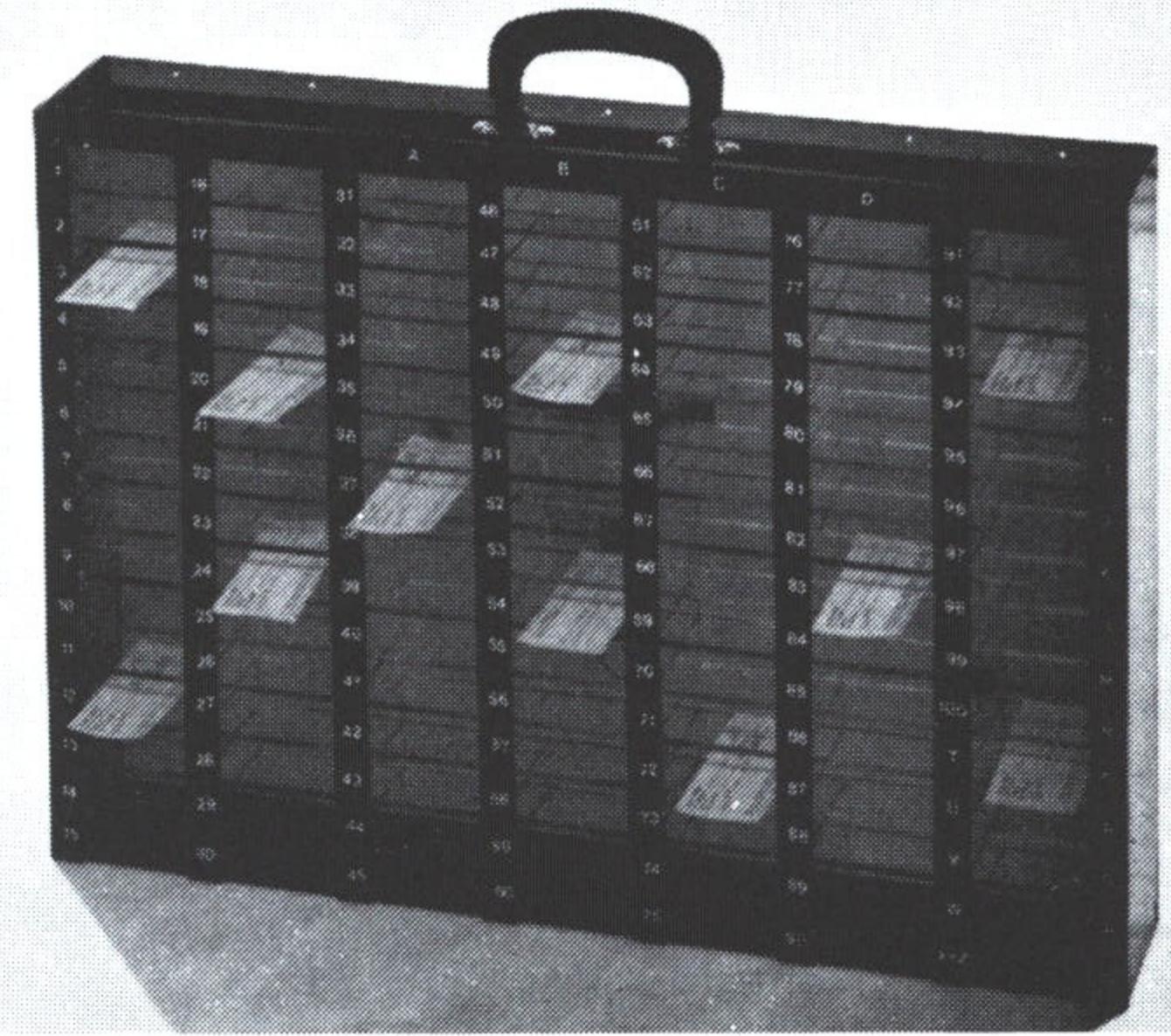
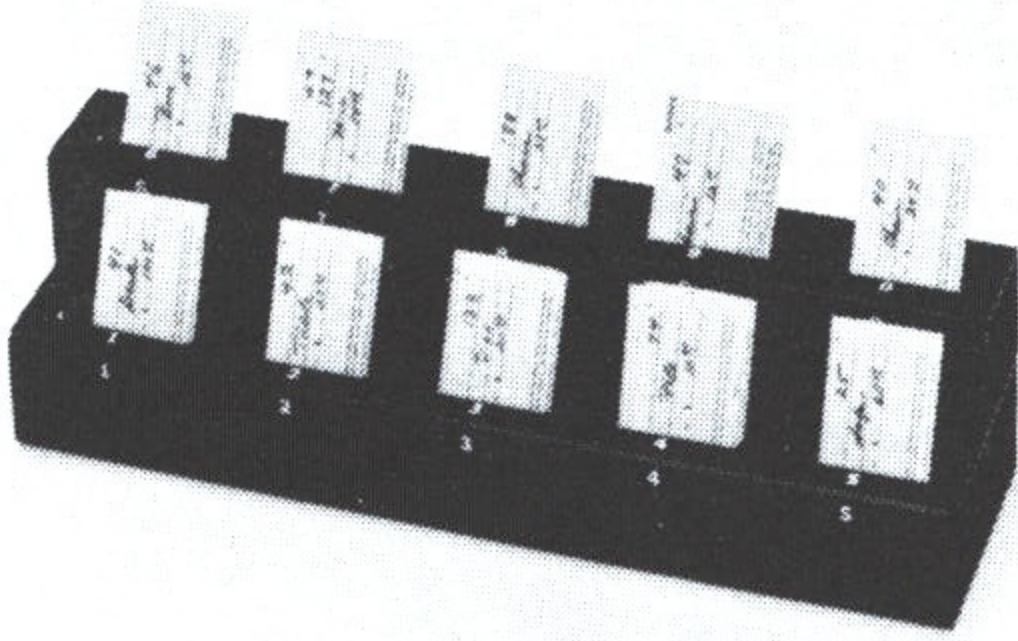
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For buyer's number and purchase notes. 3¼ x 7½" (fits in buyer's shirt pocket).

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

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

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

● 10 SLOT SMOKED PLEXI-GLASS CLERKING TICKET FILE

Slots numbered 1-2-3-4-5-6-7-8-9-0. All tickets with buyer number ending in one are filed in the one slot (example: 1-11-21-31-41-51-61-71-81-91-101-111-121, etc.). Likewise all tickets for buyers ending in two go in the two slot; all tickets for three in the three slot, etc. Small, compact, easy to carry. Size: 16" by 4" by 4". Weight 1 lb., 8 oz. Only \$22.95

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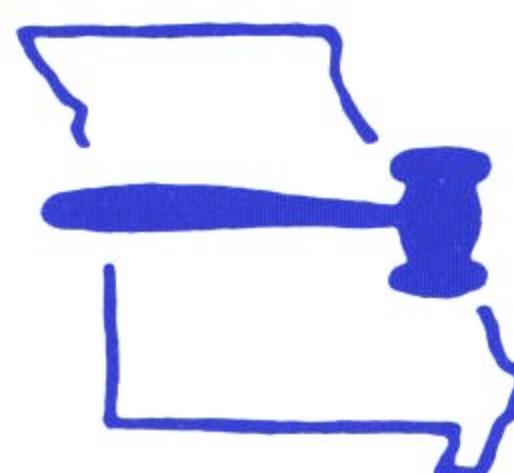
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