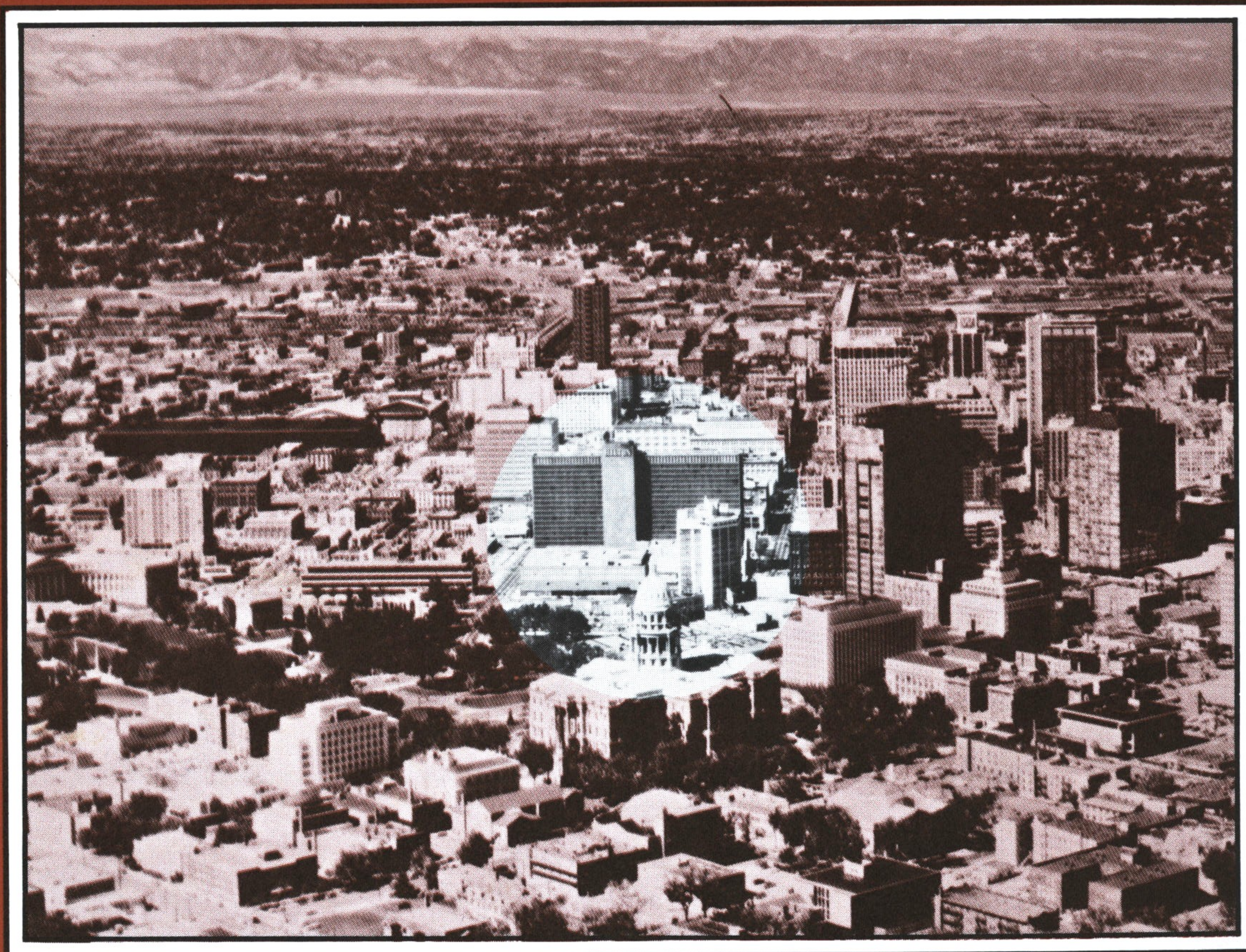


THE AUCTIONEER

The Magazine of the National Auctioneers Association • June, 1979

DENVER: The Mile High City



Welcomes NAA Auctioneers To The 1979 Convention

Turn to pages 27, 29, 31 and 33 for Convention
Registration, Hotel Reservation and Pre-Conven-
tion Tours Registration forms.



Stetson "Wisp"



Auctioneer Hat

Demand for Stetson Hats Good!

We have a complete line of sizes and brim widths on the Silver Belly Felt "Auctioneer" hats — 2 $\frac{1}{8}$ ", 2 $\frac{3}{8}$ " and 2 $\frac{5}{8}$ ", as well as the summer Milan straw hats. We will also have the white Panama by spring — in plenty of time for summer wear.

Our London Fog-type jackets with emblems are still moving good with small, medium, large and extra large sizes with most of the colors in stock.

Our sterling silver and gold plated tie tacs as well as the 14K solid gold tie tacs with sparkling diamonds and man-made stones made in the form of an auctioneers gavel makes a good birthday or anniversary gift. Listed below is what we now have in stock, ready to ship.

| | |
|--|---------------------------|
| Felt Silver Belly Hats | \$27.50 |
| White Panama | 19.95 |
| Milan Straw (light tan) | 16.95 |
| London Fog-type Jackets with NAA Emblem (assorted colors) | 21.00 |
| WISP (Western Hat) | 37.00 |
| 4-Color NAA Emblem | 3.00 |
| S. S. Gold Plated Tie Tack with .50 man-made diamond | 50.00 |
| S. S. Gold Plated Tie Tack without man-made diamond | 30.00 |
| T-shirts with your name & NAA emblem | \$45 Doz.; 2-Doz. minimum |
| Deer and Pig Skin Gloves | \$16.00 and \$18.00 |

Plus — 4% Sales Tax

Col. W. Craig Lawing

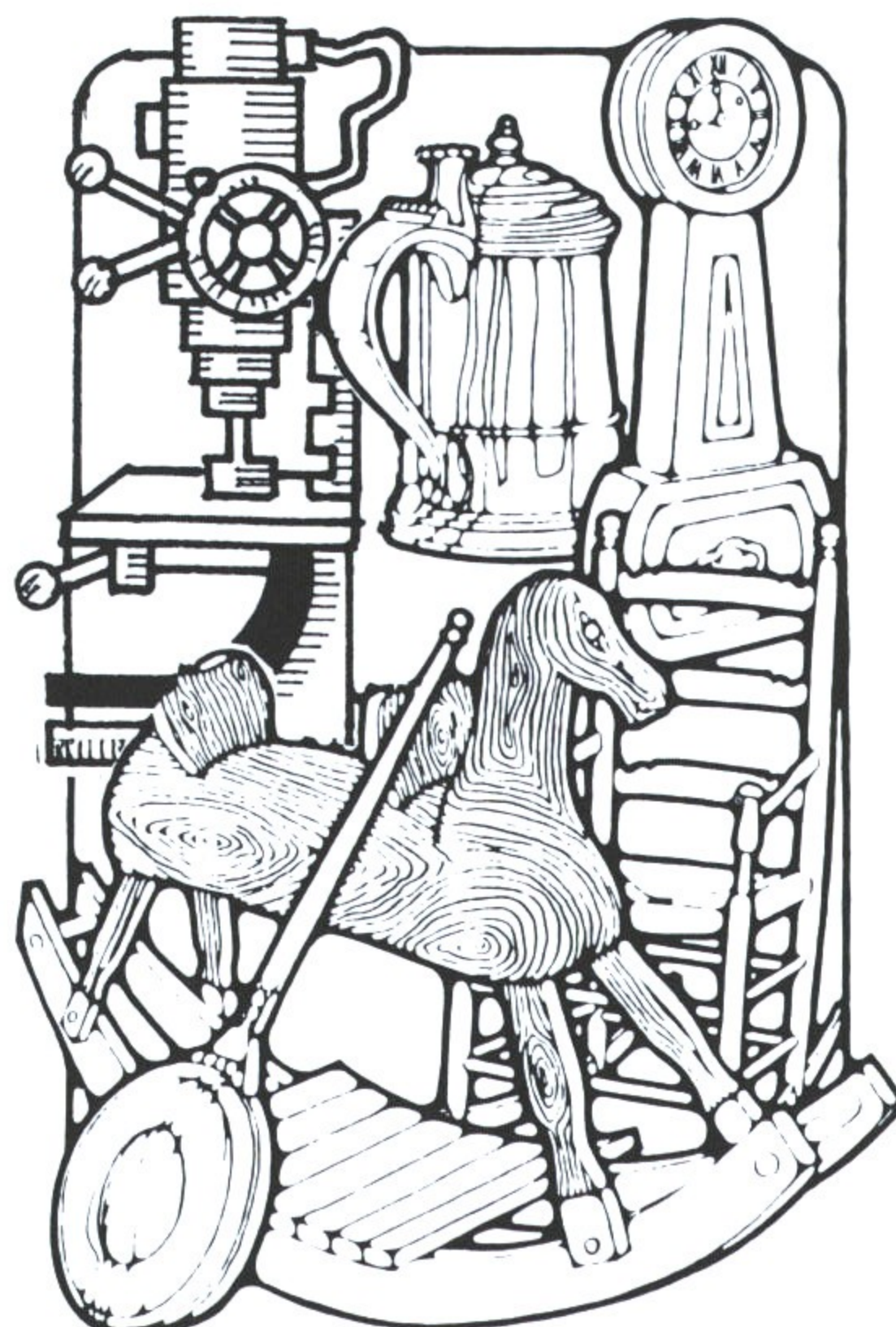
**Tel.: Office: 704 399-6372; Home: 704 399-3260
5521 Belhaven Blvd., Charlotte, NC 28216**

Chicago Tribune wins 8 to 2 in auction/bid advertising

Every Sunday, the Chicago Tribune presents more than 2.6 million readers with more than 80% of all auction/bid advertising placed in Chicago metropolitan papers. It's the biggest auction mart in Mid-America — and one of the most powerful in the nation.

Auction advertisers know the Tribune gets results. They placed 2,196 ads — over 254,384 lines — in the Auction Mart in 1978.

Sunday Tribune circulation is the fourth



largest in the nation — 1,139,074 — with 156,747 of it outside the immediate Chicago area.

Our readers respond to auction advertising in a big way. Put the Tribune on your team — for more information, call Mary Beth Howard (312) 222-4493 or Charles Shanley (312) 222-4042. Order deadline: Wednesday, 12 noon.

Sources: The Scarborough Report, Sunday single issue, Chicago, 1978; Chicago Newspaper Classified Advertising Ads and Lines Report, 1978; ABC Publisher's Statement, 6-month period ending 9/30/78.

Turn to the
Chicago Tribune

Denver Convention to Include Something for Everyone

**By Harvey C. Lambright, President
National Auctioneers Association**

Travel has been an important part of my year as president of the National Auctioneers Association and due to my travels, I have been able to "share and learn" from the experiences of many auctioneers and their families. Wherever Pat and I have gone, new ideas are explored and past experiences are discussed.

It has been a rare privilege for Pat and me as I know it has been a rare privilege for those who preceded me and as it will be for those who follow in the office of NAA president.

NAA members will have a similar opportunity — to share experiences and explore new ideas — in July, during the 1979 Denver NAA Convention. The Denver Convention will offer something for everyone! The NAA conventions are exciting, informative and entertaining.

In late April I attended the meeting of the Indiana Auctioneers 2nd District in Indiana — the Northeast District — where over 100 were in attendance and many indicated that they were planning their trip to the NAA Convention in Denver. Wherever I have traveled during the 1978-79 NAA year, many have informed me that they will be in Denver for the convention.

But the interest in the convention comes from the program, which has been developed by the NAA board of directors and conducted by the many NAA members, who volunteer their services to provide educational programs, which will help enhance the image of the auction method of selling real and personal property.

Similar convention experiences were enjoyed by me in Kansas, Texas and Alabama in the spring, where many auctioneers gathered to share and learn. And, the auction profession has gained from these conventions.

I hope many, many NAA members, their families and guests will register for the Denver NAA Convention. The convention can be beneficial to your business. There you will be able to "share and learn" from auctioneers throughout the United States and Canada and from these auctioneers, ideas will be offered, which will prove to your prospective clients

that the auction method is the best method to market real and personal property.

I do have some timely reminders, in regards attendance at the 1979 NAA Convention. It is important that deadlines are met if you are to get the most out of the convention.

- Use the NAA Hotel Reservation Form and send it to the Denver Hilton Hotel NOW if you expect to have room accommodations — the block of rooms set aside for the NAA will be released 30 days in advance of the NAA Convention (June 15) so early reservations are needed.
- Register for the convention in advance! The Advance Registration deadline is June 30, 1979. You must have your Advance Registration submitted on or before June 30, 1979 to register at the \$40 per person rate. Advance Registrations are needed so that the NAA Convention staff can prepare for everyone — late registrations make it difficult to have enough space at the meeting rooms and food during the food functions (the hotel requires a head count 48-hours in advance of each function).
- Sign up for the "Beat the President" Golf Tournament in advance also. The Foothills Golf Course in Denver will have to know in advance how many will play so that space can be reserved and the equipment planned (golf carts, etc.). Use the form in this issue of THE AUCTIONEER magazine to reserve your place and I know for certain that everyone who plays has an excellent opportunity to "Beat the President".
- Choose your Fun Auction item early and plan to have it ready to sell on Thursday night, July 12 at the convention. A new format has been developed by the Kansas Auctioneers Association members, who have been asked by the Colorado Auctioneers Association, host Association, to plan and conduct the 1979 Fun Auction. Many state associations already have indicated that their items have been selected, which will be representative of the state from which they come and the auctioneer from the state has been selected to sell the item at the Fun Auction.



Continued on page 5

THE AUCTIONEER

JUNE, 1979

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

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

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

Single copies: \$1.00 each. Annual subscription rate \$7.50.

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

Harvey L. McCray, Editor and Executive Director
Gary Carmichael, Director of Association Services
Mrs. Cheryl Griffith, Office Secretary
Mrs. Helen Witters, Office Secretary
Mrs. Kim Cunningham, Office Secretary

Advertising Rate Schedule — THE AUCTIONEER MAGAZINE

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

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

Column Inch: \$7.00 per column inch — column is 21 picas wide (3½ inches).

(a) **Color Rates:** Two colors (black and issue color) are available only upon consultation with editor. Cover pages also available only after consultation with editor if and when cover (outside back and inside front and back) pages are available. Add 25 % to above rates if second color authorized by editor.

(b) **Short Rate and Rebate:** Rates are based on the number of insertions in a 11-month period. Short rates will be charged if a contract is terminated prematurely.

(c) **Rate Change:** The editor reserves the right to revise all rates quoted herein upon sixty (60) days written notice to holders of contracts. If a rate revision is made and not accepted by the advertiser, the advertiser may cancel his contract.

NEW ADVERTISERS: Submit payment in advance (with copy) before advertising will be accepted.

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 6.). 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 — 7¼ by 9½ inches; Half page — 7¼ by 4¾ inches; Quarter page — 3½ by 4¾ inches or 7¼ by 2¼ inches.

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

Submit all advertising to: The National Auctioneers Association, 135 Lakewood Drive, Lincoln, NE 68510. Phone: 402 489-9356.

NAA Meetings Schedule

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

NAA Convention Sites

- 1979 — Denver Hilton Hotel, July 11-14, Denver, Colorado
1980 — Opryland Hotel, July 30-August 2, Nashville, Tennessee
1981 — Las Vegas Hilton Hotel, July 29-August 1, Las Vegas, Nevada
1982 — Hilton Hotel, July 28-31, Atlanta, Georgia

National Auctioneers Association

1978-79 Officers

- President — Harvey C. Lambright, 112 N. Detroit Street, LaGrange, Indiana 46761. Bus. Phone: 219 463-2012
1st Vice President — Charles E. "Chuck" Cumberlin, P.O. Box 248, Brush, Colorado 80723. Bus. Phone: 303 842-2822
2nd Vice President — Archie D. Moody, P.O. Box 795, Darlington, South Carolina 29532. Bus. Phone: 803 393-0431
Executive Director — Harvey L. McCray, 135 Lakewood Drive, Lincoln, Nebraska 68510. Bus. Phone: 402 489-9356
Treasurer — Dean W. Fleming, Atkinson, Nebraska 68713. Bus. Phone: 402 925-2801

Directors

Terms Expiring 1981

- Martin E. Higgenbotham, 1702 Edgewood Drive, Lakeland, Florida 33803. Bus. Phone: 813 688-6094
Frank E. Bass, 501 1st Avenue South, Lewistown, Montana 59457. Bus. Phone: 406 538-8709
James W. Heike, 104 W. Main St., Mondovi, Wisconsin 54755. Bus. Phone: 715 926-5340
H. Layton Laws, Jr., P.O. Box 675, Manassas, Virginia 22110. Bus. Phone: 703 361-3148
Robert E. Musser, RFD 1 Box 1900, Cody, Wyoming 82414. Bus. Phone: 307 587-2131

Terms Expiring 1980

- Lyle H. Erickson, Box 239, Cresco, Iowa 52136. Bus. Phone: 319 547-3700
Herbert A. Bambeck, Route 1, Box 392, Dover, Ohio 44622. Bus. Phone: 216 343-1437
William L. Gaule, 909 W. Walnut, Chatham, Illinois 62629. Bus. Phone: 217 483-2484
Rex B. Newcom, Box 458, Whitewater, Kansas 67154. Bus. Phone: 316 799-2278
William J. "Bill" Wade, Route 2, Box 302, McKinney, Texas 75069. Bus. Phone: 214 424-2602

Terms Expiring 1979

- C. P. "Terry" Dunning, P.O. Box 866, Elgin, Illinois 60120. Bus. Phone: 312 741-3483
Wayne Ediger, 131 Hillcrest Dr., Belle Plaine, Minnesota 56011. Bus. Phone: 612 873-2292
William J. Josko, 3482 Post Road, Southport, Connecticut 06490. Bus. Phone: 203 255-1441
Forrest A. Mendenhall, Route 5, High Point, North Carolina 27263. Bus. Phone: 919 887-1165
Hubert D. Songer, 1602 Jones Blvd., Murfreesboro, Tennessee 37130. Bus. Phone: 615 896-4067

Something for Everyone . . .

Continued from page 3

- Send your Advertising Contest entry to the NAA Office before July 1 and three entries for each category are needed (the contest rules are included in this issue of THE AUCTIONEER magazine).
- Register for the Pre-Convention Tours — the registration form is in this issue of the magazine and space on the buses will be limited. Colorado is a big, summer vacation attraction and bus space on the tour lines will be limited.

The entire Lambright family has enjoyed the year and serving as president has been a privilege and honor. I hope I can express my appreciation to many of you during the Denver Convention.

At Denver's Scenic Foothills Golf Course, Tee Off in Beat The President Golf Tourney

Here's your chance for a great round of golf on July 10, the day before our NAA convention begins. Foothills Golf Course is the site of this year's Beat the President competition, and if you haven't already registered, use the tournament registration form in this issue's Convention Supplement. First group tee off time will be 10 a.m., July 10. Following groups tee off every 7 minutes.

Registration fee for the golf tourney is \$15 per golfer, which includes: electric cart, 18 hole greens fee, free player's aid package, prizes, and free drink ticket. Prizes will be awarded for Tournament Champion, Tournament Runner-up, Low Scratch Golfer, High Scratch Golfer, Longest Drive on hole #12, Closest to the Pin, holes #4 and #17, and Beat the President award.

Finally, pre-registration is essential for this year's Beat the President tournament. The course will not allow walk-on entrants as in the past.

NAA convention tournament members are Booth Brown, Chuck Cumberlin, and David Welton, chairman.

Advertising Contest Entries? Send Three Copies of Each Entry to NAA Office

The 1979 Advertising Contest entries now are being accepted in the NAA Office for any and all NAA members who wish to compete for awards in the seven categories of advertising and/or promotional materials.

One new requirement and one new category has been added to the 1979 Advertising Contest. The new category will include "Auction Consignment Sales with General Household and Estate Liquidations" and the new requirement is that each entry include three (3) copies of the advertising material (three copies of the same promotional or advertising

STOP! Are you prepared for the 1979 Convention?

1. **Make your personal hotel reservations by June 15, 1979. Rooms that are set aside for NAA members will be gone after then.**
2. **Pre-register for the Convention and save \$10. Regular convention registration is \$50, advance registration \$40. Pre-registration deadline is June 30, 1979; registrations post-marked after June 30 will be held and processed in Denver as regular registrations. Also, only full registrations permitted, no partial registrations.**
3. **Pre-register for all tours. Convention planners need to know how many buses to arrange for each tour.**
4. **Pre-registration is essential for golf tournament play. Walk-on entrants will not be allowed this year in the Beat the President Golf Tournament.**

**All the registration forms you
need for the 1979 NAA Convention
are on Pages 27, 29, 31 & 33
in this issue.**

piece).

The rules for the Advertising Contest are listed below so that everyone will have ample time to prepare their entries for the 1979 Contest (awards will be announced and presented at the Auctioneers Awards Luncheon at the 1979 Denver NAA Convention, Friday, July 13):

1. Entries must display the NAA emblem or the statement that the auctioneer is a member of the NAA.
2. Entries must be submitted to the NAA Office — three copies of each entry — by July 1, 1979.
3. Entries must be on the current year sales (July 1, 1978 thru June 30, 1979).
4. Each member entering the contest must select one entry, which he feels he wants to be represented in any of the particular categories. Each entry must be labeled, or clearly marked, as to the category for which it is being entered, and three pieces of each category must be submitted. (NOTE: If the advertising is not labeled as to which category it is being entered, it will not be submitted to the judges and additional advertising pieces will be maintained in the NAA Office for reference only.)
5. Members of the advertising committee are not eligible to compete for an Advertising Contest Award.
6. Previous year winners — those who won an award in 1978 — are not eligible to compete in the category in which they won in 1978, but they may enter any of the other categories.

7. Of the three entries submitted for each category, one copy will be maintained in the NAA Office; one copy will be maintained in the judges file; and the third copy will be displayed for viewing by the convention registrants after the awards' recipients are announced.
8. Two first place awards will be presented in each category; one for one-color ink on paper; and the second for multi-color ink on paper.
9. A "Best of Show" award will be presented to the best entry submitted for the contest (and will not be included in the other award categories).
10. The categories are as follows:
 - a. Commercial and Industrial;
 - b. Farm (an operating farm liquidation);
 - c. Real Estate;
 - d. Antiques;
 - e. "Specialty" (cataloged sale);
 - f. Consignment Sale with General Household and Estate Liquidation;
 - g. Institution (auction firm promotion).

Remember, all NAA members are eligible to enter their advertising (three copies of one entry per category) and that reference to the member's membership in the NAA must be displayed on the advertising piece (NAA emblem, or "John Doe, Member, National Auctioneers Association").

Choose your best advertising in the categories above and submit them to the NAA Office by July 1, 1979 — and be sure to label each entry for the judges' identification.

SCHOOL OF AUCTIONEERING **KNOTTS**

Learn the art of modern scientific auctioneering from our famous tape recorded course for home study or from classroom courses, which we conduct at various colleges, universities and vocational schools. This school is approved by the State Board of Schools and College Registration in our home state of Ohio. Reg. Number 71-12-0286H. Chief instructor, Col. R. E. Knotts, has thirty years experience and more than four thousand public sales to his credit. He has also been a professional auctioneer instructor and counselor since 1959.

**Rt. 2, Box 161-C, Gallipolis, Ohio 45631
(614) 446-2917**

Live It Up

It's easier and more fun for an Auctioneer to live up to a reputation than live it down.

B. G. Coats

May every Auctioneer be blessed with a good memory.

B. G. Coats

Auction Master

The Auctioneer who is master of his tongue, is master of himself.

B. G. Coats

The Reisch Auctioneer's Speaker

The greatest ever used in the auction profession. Nothing its equal. Either of these speakers will do the job — loud and clear — and can be heard for a half mile or more. The leading auctioneers throughout the U.S.A. and Canada use these speakers. Why not you? We have sold these speakers for the past 25 years. They are American made and of the finest quality.



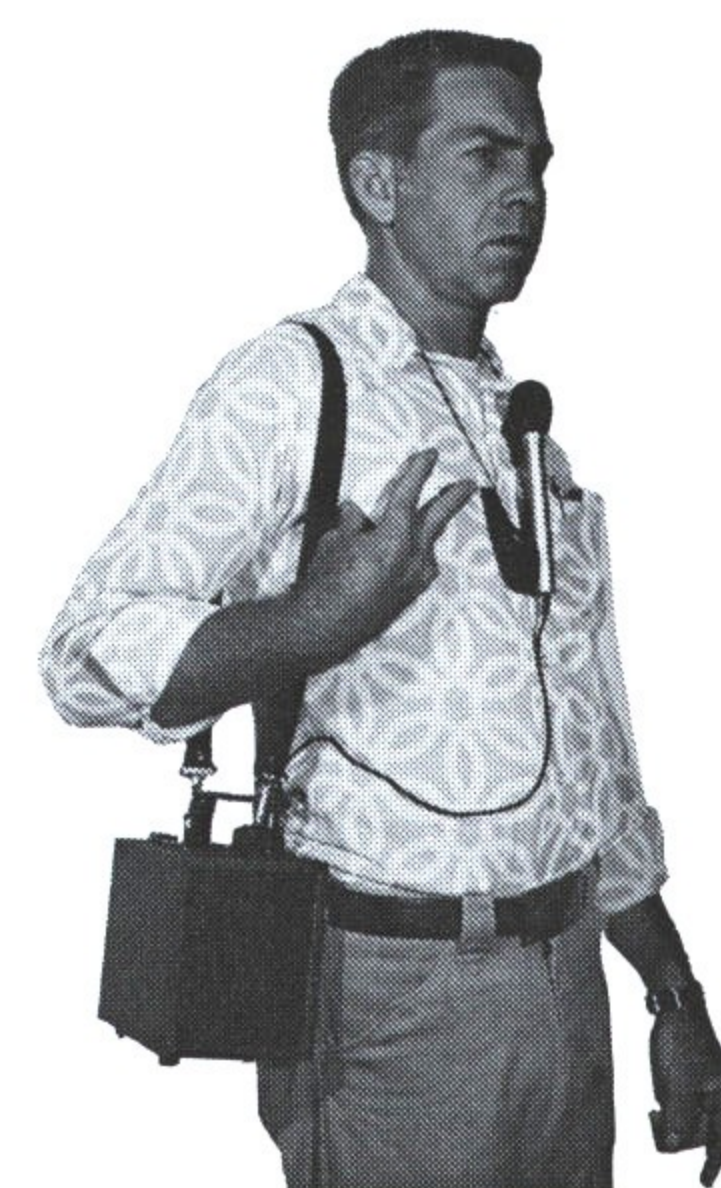
REISCH SPECIAL
"MR. BIG VOICE" — JR-1

THE JR-1 is the most powerful portable speaker made. It is powered by three 6 volt lantern batteries, giving 18 volts of power. Batteries last 60 hours or more. Set weighs 8 lbs. Comes with 12 ft. cord and shoulder strap and mike support holder, which leaves both hands free. Easy to carry at side, or can be placed on truck top, or used on a ladder. If you want the best, this is it.

THE JR-2 "Reisch Special" is a powerful little set. Operates on two 6 volt lantern batteries and has a battery powered mike. Only weighs 6 lbs. Complete with neck support to hold mike, shoulder strap and 15 ft. cord.

Be Modern. Use a Proven Up-To-Date Speaker

***It is a voice saver. Select the set that
you feel will work best for you.***



REISCH SPECIAL
"LITTLE BIG VOICE" — JR-2

THESE SPEAKERS CAN ONLY BE PURCHASED FROM:

**Col. Joe Reisch, Reisch Sales Company, Box 850, Mason City, Ia. 50401
Phone: 515 423-1465. Call or write for Special Wholesale Prices.**

Colorado Welcomes Auctioneers to State

By C. E. "Chuck" Cumberlin
1979 NAA Convention Chairman

Welcome to Colorado!

Auctioneers of the Colorado Auctioneers Association are extremely proud to be hosting the 1979 convention of the National Auctioneers Association in Denver on July 11-14, 1979. Colorado auctioneers also are proud to be hosting the World Champion Livestock Auctioneers' Contest, which will be held in June in my hometown of Brush, Colorado.

Auctioneering is receiving more publicity and notoriety in our area than ever before! It is great to be involved in such a tremendously interesting business.

What started out as a small project, just two short years ago as we traveled to Seattle for the 1977 NAA Convention, has really mushroomed. The Colorado Auctioneers Association is not a large State Association for such a project, but the auctioneers have really rallied around.

Colorado's majestic mountains will be at their best during the Convention and we hope all auctioneers and their families plan to come to Colorado a couple of days early to enjoy the tours, along the "Rocky Mountain High".

The Kansas Auctioneers Association is organizing the 1979 Fun Auction, to be held on Thursday night, July 12. We are shooting for each State Association to consign a major item, representative of their organization which will be sold at the Fun Auction. Let's all support this worthwhile project.

Now is the time to tune up your golf game for the "Beat the President Golf Tournament" on Tuesday, July 10. This tournament will help you "warm up" for the many interesting workshops, at which you can learn more about your profession from many of the finest auctioneers in the country. Twelve workshops have been planned, which should include your specialization. An evening in the Rockies at the Lazy B Ranch will also offer everyone the opportunity to become more acquainted, while enjoying the mountain air and the entertainment, provided by the Lazy B Ranch.

A good Chuckwagon dinner will solve your appetite problems.

Welcome to Colorado for the 1979 NAA "Colorado Hoedown" Convention — July 11-14, 1979. I'll look forward to seeing you at the Denver Hilton Hotel for the convention!

July 1 Is Deadline for Nominations to NAA Offices

Several NAA members have announced their intentions to seek leadership positions in the National Auctioneers Association. Several State Associations have submitted nominations of their "favorite sons" for the positions of directors and officers of the NAA.

All nominations must be submitted to the NAA Office (Executive Director Harvey L. McCray) **prior to July 1, 1979** so that the nomination can be recorded, officially, and copies of the nomination can be made and sent to each member of the NAA nominating committee.

With each nomination, a resume should be prepared and submitted to identify the nominee's experience, not only as an auctioneer, but in the many personal, civic and business positions in which the nominee has been involved. A glossy photograph also is helpful (successful candidates will have the

photograph used in future NAA publicity releases.)

Remember the deadline: July 1, 1979! All nominations should be submitted to the NAA Office prior to that date so that the Nominating Committee will have a review of the candidate before they leave for the NAA Convention, which will be held on July 11-14, 1979.

June 15 Deadline for Hotel Reservations

The NAA board of directors recommends that if you are interested in attending the NAA Convention, feel that it is a possibility — regardless of how slight — you should make your hotel reservations NOW to protect yourself, in hopes that you can go to the convention.

The NAA board of directors has reserved 600 rooms in the Denver Hilton Hotel and those rooms will be protected for use by NAA members only, if reservations for the 600 rooms are made by June 15, 1979. If the rooms have not been spoken for by NAA members by June 15, then they will be released and offered to anyone who walks in off the street.

Then, if you decide you want and can attend the NAA Convention, you may be out of luck when you try to reserve your room.

Don't let this happen to you! Reserve your room now (use the Hotel Reservation Form in this issue of THE AUCTIONEER magazine) and protect yourself, in hopes you will join with the nearly 1,500 other

Auction Supplies

Paddle Cards ● Item Receipt System ●

Clerk Sheets ● Direction Signs

Write for Samples and prices

SMART ART PAPER PRODUCTS

501 Penna. Ave.

Downingtown, PA 19335

NAA members who will be enjoying the 1979 NAA Colorado Hoedown Convention on July 10-14, 1979.

Remember also, that the convention ends late on Saturday night and if you plan to attend the entire convention, make your reservations accordingly (checkout on Sunday, July 15, 1979).

And, if you plan to take the Colorado Host Association's tours, (Tour A begins at 1:30 p.m. on Tuesday, July 10), you need to reserve your room in accordance with your flight schedule — you may need to be at the Hotel on Monday, July 9.

The final word: Unless you state "guaranteed reservation" on your hotel reservation, your room will be released at 6:00 p.m. (this is why you should inform the hotel of your anticipated arrival time), but if you have to cancel prior to the date of arrival, you should call the hotel and release your room.

Save \$10, Pre-register for NAA Convention

For the past three years, the NAA Conventions have included Advance Registrations. Registering in advance is not only helpful to the convention administration, but necessary to alert the hotel to the numbers of NAA members, their families and guests, who will be present.

The NAA board of directors has added a penalty on the amount of registration fee to those who register late. This "penalty" is not assessed because the NAA needs the money, but because the NAA needs the information on how many people to plan for at the convention.

Hotels have another very strict policy, when it

comes to arranging meal functions and meeting facilities. The NAA convention staff must offer the hotel a head count 48-hours in advance of the meal event, and if more people show up than expected, good service just cannot be provided.

The NAA hopes it can have everyone served equally and with as much dispatch as possible. Another advantage of Advance Registration is that all you need to do when you arrive at the convention hotel (during registration hours) is to state your name and you will be handed your Convention materials, without having to wait in long lines, fill out forms, etc.

But, as stated before, the primary reason is to know in advance how many people to prepare food for, setup meeting rooms, and many other numerous activities.

The NAA does not want to have to guarantee food for 1,500 and then only 1,300 show up — the NAA will have to pay for the 200 not used, but if 1,300 are expected and 1,500 show up, then someone will not get the proper service.

And, if you have paid Advance Registration fees to the NAA Office and find that you cannot attend at the last moment, a full refund will be submitted to you if you call or write the NAA Office on or before Monday, July 9, 1979. The NAA Office will be in direct contact with the NAA convention staff in Denver at all times and the information will be relayed to the hotel catering department.

Be prepared to attend the 1979 NAA Convention and get your hotel reservations in immediately (send directly to the hotel on the form) and registrations in early (Advance Registration deadline: all registrations must arrive in the NAA Office on or before June 30. No Advance Registrations will be accepted if they arrive after June 30, 1979.)

Going, Going,

Gone! When you advertise in the newspaper with the largest Sunday circulation in New England: 680,000. And no Boston paper has more classified ads. For more information call: Barbara Carroll (617) 929-2161 or Arthur Shachat (617) 929-2160.

The Boston Globe

BOSTON, MASSACHUSETTS 02107

New procedures initiated . . .

Decide YOUR Fun Auction Contribution for NAA Convention

The best place in the world where auctioneers can display their talents to their contemporaries is during the NAA Convention Fun Auction! The 1979 Denver NAA Convention Fun Auction will not be an exception as a new format has been established for the conducting of the 1979 Fun Auction.

NAA Director Rex B. Newcom with the aid and assistance of the auctioneers of the Kansas Auctioneers Association have accepted Convention Chairman C. E. "Chuck" Cumberlin's request to conduct the 1979 Fun Auction in Denver — not because the Colorado auctioneers are not worthy of the task, but because the added manpower is needed to handle the many duties and responsibilities of a Convention host association.

Every NAA member is being asked to contribute a worthy item to the 1979 Fun Auction — especially if they are going to attend the 1979 Convention in Denver. If attendance is not possible, the items will still be gratefully accepted and sold at the convention.

State Associations are being asked to bring an item, which represents best the state from which the association is located. And, one representative from each State Association will sell the representative item at the Fun Auction (usually the president or his appointee).

But, everyone will be able to sell his or her item at the 1979 Fun Auction and the selling order will be determined in advance by the Fun Auction Committee so that everyone will know when he or she will appear on the stand.

A definite format has been established in regards the order in which the auctioneers will sell the items:

1. The NAA President will sell the first item;
2. The NAA officers and directors will follow and sell the next items;
3. The Convention Chairman will sell the next item (in 1979 the Convention Chairman also is the 1st Vice President);
4. The State Associations will sell their respective items and determination of which state association sells first will be made by a draw;
5. Past Presidents and Hall of Fame recipients will sell their items;
6. The NAA membership will sell their items and a draw also will establish the line up for everyone.

The clerking, cashiering and ringmen, or bid taker, duties will be provided by the Kansas Auctioneers Association, who will be assisted by the Colorado Host Association.

All proceeds from the NAA Convention Fun Auctions help defray the expenses of the convention — the NAA is still one of the few trade or professional organizations, which can hold the registration fees to a low figure (the 1979 \$40 pre-registration is very reasonable compared to the fees above \$100 for other associations and not nearly as many meals are included in the other fees).

Help support your NAA Fun Auction, while at the same time display your auction talents to the world's best auctioneers — the NAA membership!



CCIM AFLB CRB

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New Officers Elected . . .

STATE ASSOCIATION OFFICERS

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

Arkansas Auctioneers Association — President: Wm. H. Knight, Box 57, Dell 72426 Phone: 501 564-2405; Secretary: Jayne Lowery, P.O. Box 34, Dennard 72629 Phone: 501 745-4261

New Hampshire Auctioneers Association — President: George Foster, III, P.O. Box 211, Suncook 03054 Phone: 603 736-9240; Secretary: George E. Michael, P.O. Box 776, Merrimack 03054 Phone: 603 424-7400

North Dakota Auctioneers Association, Inc. — President: Bud Rice, Tioga 58852; Secretary: Kay Aldinger, Cleveland 58424

West Virginia Auctioneers Association — President: Wilson E. Woods, State College, West Liberty 26074 Phone: 304 336-7116; Secretary: Bob Mills, P.O. Box 3261, Morgantown 26505 Phone: 304 292-7286

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Come On In, The Water Is Fine

By Hubert D. Songer, NAA Director
Murfreesboro, Tennessee

I can well remember those wonderful days as a boy, when I and the other boys of the neighborhood had a favorite swimmin' hole in Pigeon Creek. On a hot summer day we would walk the dusty road through the woods to the isolated spot of our enjoyment. Then stripping off those hot, dusty clothes, we were ready and waiting for the first one to go in. Soon one was brave enough to jump in the water which seemed so much cooler than the hot air of the bank. While we were sticking our toes in the water ever so gently, the one in the water would holler "Come on in the water's fine". Soon we were all enjoying the refreshing swim.

When I thought about the subject of membership in our association, the above experience of my childhood came to mind. I thought of how it relates to memberships in our State and National auctioneering associations; just as we would invite other boys to come along for the enjoyable swim, we should be inviting others to enjoy the advantages of membership in our associations.

We are enjoying today the fruits of the labor of National Auctioneers Association pioneers. Men who had visions of raising the auction profession to the recognized heights it enjoys today. Take a backward glance and you will realize how far we have come. We're proud to say you are a member of the National Auctioneers Association, then why aren't we enlisting fellow auctioneers in our communities who would make good members of the NAA?

The advantages of membership are numerous. We have one of the finest trade magazines published. A magazine tailored to the auctioneer and publishing educational articles of great value. A man said to me recently, "the magazine alone is well worth the small dues I pay". I agree with him, but there is more — a great deal more. What about the conven-

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tions where we not only have associations with auctioneers from all over the nation, but also the opportunities for personal discussions and new ideas? The seminars at the convention are very educational and informative. In these seminars some of the best auctioneers in the country tell how they do it. What about the NAA sponsored seminars in January and February? Three days in which we again have the privilege of educational opportunities.

Lastly, I cannot forget the CAI (Certified Auctioneers Institute) I was late in making application for the 1978 session but I made my reservation for CAI early this year and was in the first year class. I will admit I was a little skeptical of the benefits I would gain, but now I am anxiously looking forward to sessions two and three. I feel I have already been repaid beyond all expectations.

Recently I asked one of our Tennessee Auctioneers Association and NAA members what belonging to the associations had meant to him. His reply was, "due to the efforts of dedicated auctioneers, our profession has become just that — a **profession** — with a code of ethics that has given our business the dignity and professional reputation which is its right. I'm proud to be a member and I realize full well this professional pride is possible because of the efforts of our associations and the integrity of individual members."

To derive benefits of membership in an organization one must be willing to put something in. You know you can't draw money from your bank account unless you put some in. This is so true in our associations. Many expect benefits but to receive them you must become a part of the associations, and attend meetings, seminars, conventions, etc.

Our President Harvey Lambright asked at the beginning of his term as President if we would do our best to secure one new member this year. If we have failed to enlist one new member, there is yet time before the Denver convention. We know the benefits of membership, so do your fellow auctioneer, even your competitor, a favor. Enlist him as an NAA member. However, in enlisting members I am sure you agree we should be a little selective and invite those we feel will be active, and a credit to the National Auctioneers Association.

When it comes to membership in the NAA, the cost is small and there are benefits for all. The "water" is fine, invite others to jump in.

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Aerospace Hall of Fame Issues Appeal to Auctioneers

During the evening of 22 February 1978 the International Aerospace Hall of Fame (IAHF) located in San Diego, California, was destroyed by arson.

In addition to the destruction of the building, historical aviation/aerospace artifacts and memorabilia acquired over the years were totally destroyed. These items represented "man's" accomplishments and our heritage, in the realm of progress of flight.

Efforts to reconstruct a new Aerospace Center are underway and progressing nicely — thanks to the monetary contributions of a concerned citizenry and organizations.

While a building can be replaced, many of the artifacts are lost forever — a serious and tragic loss to present and future generations.

There may be, however, an encouraging prospect that the auctioneers of this country, if they are willing, can make a significant contribution toward helping the IAHF locate replacement memorabilia and artifacts.

It is realistic to presume that auctioneers, in the pursuit of their business activities, are exposed to a wide variety of items, and among these items may be found some of the historical threads needed to re-weave our collection.

Since the International Aerospace Hall of Fame is a non-profit organization, it is our hope that the existing owners will freely donate such items to this

quest. In those instances wherein the artifacts are deemed to have significant historical implications and value, we do have limited funds for acquisition.

A partial list of replacement needs is listed below. We urgently solicit the cooperation of professional auctioneers throughout the U.S. and the world.

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Donations and inquiries may be directed to the attention of Col. Ed. Carey, Jr., Col. USAF Ret., Executive Director IAHF, Casa del Prado, Balboa Park, San Diego, CA 92101. Phone 232-8322. (Area Code 714).

The IAHF will send a personal letter of thanks to each donor and referring auctioneers. The monetary value of these contributions qualifies for a tax deduction under IRS Code 501C-3.

Periodically, the names of the individuals and organizations will be supplied to THE AUCTIONEER magazine for public recognition of efforts and contributions.

We further extend an invitation to all of you to visit the Aerospace Historical Center whenever you are in San Diego (estimated completion date is Fall 1979).

You and your friends are also cordially invited to become members of the IAHF. The cost is nominal but the contribution to the progress of our Aerospace Heritage can be monumental!

Thanks for taking the time to read our urgent appeal!

Richard W. Wetzel
Member: National Auctioneers Association
IAHF Board of Directors

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SUCCESSFUL AUCTIONEERING ACROSS THE NATION

Auction Raises \$14,000 For Trip

Fantastic! Incredible! A happening!

These comments and many similar ones were heard all day long at the Great Auction held March 24 to benefit the Damascus High School Band.

By 7 p.m. the Damascus High School Band was \$13,903 nearer to its goal of \$60,000; total funds on hand as of March 25 totals \$38,600.

And how did this all come about? Way back in January a certain local auctioneer named Tom Cawood received a letter requesting support for the Damascus High School Band — part of a mass mailing being sent out at that time. He was interested enough to call a Band Boosters committee member of his acquaintance, and suggested an auction as an appropriate fund-raising event; furthermore, he offered to donate his services as auctioneer.

Thank you is an insufficient word but its the only one we have so: — on behalf of the Damascus High School Band, Matt Kuhn, and the DHS Band Boosters we say Thank You Tom Cawood — you're the greatest!

But you can't have an auction without items to sell, and no event of this type is complete without available food and drink. All these essentials were provided by the generous community; the bake table alone brought in \$1,100 and this total was matched by the food and drink counter.

Donations of auction items peaked on Friday and it took a great deal of hard work by many people, including Tom Cawood, to have everything ready

for Saturday.

(Reprinted with permission from the Damascus, Maryland Weekly Courier, March 28 edition, Jill Teunis, reporter. Tom Cawood is an NAA member.)

California Wine Country Sale

Private sale attempts were unsuccessful in selling 176 acres of wine country land near California's Russian River. The scenic ranch in Sonoma County, 80 miles north of San Francisco, sold for \$260,000. NAA member Lou Rasmussen handled the February 1979 auction.

Not Your Ordinary "Unclaimed" Sale

NAA member Jim Woodward of Glenarm, Illinois recently conducted a very successful "unclaimed merchandise" auction for the city of Springfield, Illinois. All items in the auction were stolen merchandise that was stored for a number of years at the local police station. The auction drew a very large crowd with a little humor during the sale.

Some of the "break-in" tools and pry bars were bid on by some of the prisoners from the upstairs' windows of the jail. It was a good laugh getter, and everyone had a good time.

Over 125 bicycles were auctioned, along with CB's, stereos, tape players, tools, radios, tv's, and a little bit of everything. The Springfield police department was very pleased with the Woodward auction, and assured the auctioneer that "there are people out there every night gathering items for the next sale".

Auctioneer Horsing Around After 23 Years

On April 12 a call came to NAA member R. K. Beebe of West Palm Beach, Florida, asking him to sell polo ponies on April 14 for the Palm Beach Polo and Country Club in Wellington. He informed Polo operations manager Allan Scherer that he would be glad to do it, even though he hadn't sold horses since his farm auction days in Sumner, Iowa, twenty-three years earlier.

The polo grounds amphitheatre holds 6000 people, with a stable that houses 320 horses. The complex covers 1650 acres, centered around tennis courts, golf courses, equestrian and polo fields.

A good crowd of nearly 1000 attended the event, which turned out to be a very spirited auction. Only \$100.00 bids were accepted. The top pony sold for \$11,100. The average of all ponies sold was \$4500.

Auctioneer Beebe credited the success of the sale to his ringmen, Ed Dickerson and Tommy Ben, and to operations chief Scherer for developing the sale in so short amount of time.

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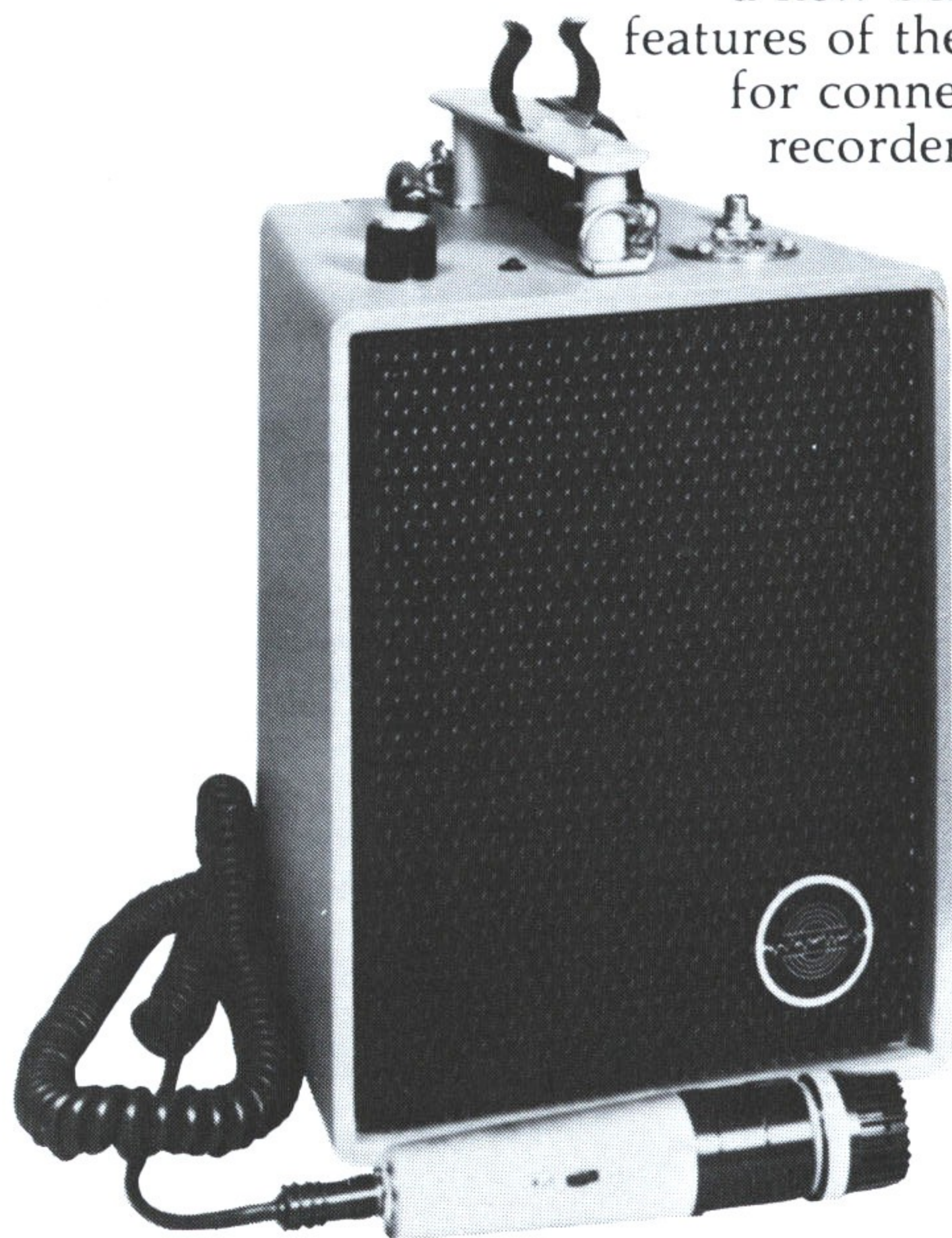
For years the Voice Projector 18 was the best portable P.A. System an auctioneer could own. It had a rugged, lifetime case; it was lightweight for all-day use; it had a powerful clear-sounding amplifier so you didn't strain your voice; it had a Shure microphone so your audience not only heard, but understood your every bid call.

Lectrosonics now introduces two new model 18's that set a new benchmark in quality. The VP18R has all the features of the original model, plus hi-level input and output for connecting to other audio devices such as a tape recorder. Now you can play music through your VP18R before the auction begins, without being embarrassed by the quality of the sound. In addition, record your bids to settle disputes or questions after the auction. The 18R also has a heavy-duty, rechargeable power pack that provides 50% more life than the original VP18. Simply plug in the charger and your Voice Projector will charge overnight. Then use the VP18R with confidence all day . . . your voice will probably give out before your Voice Projector does.

VP18R Auctioneer Price - \$295

The economy model Voice Projector 18D uses nine "D" cell batteries instead of a rechargeable power pack, and does not have hi-level connections.

VP18D Auctioneer Price - \$210



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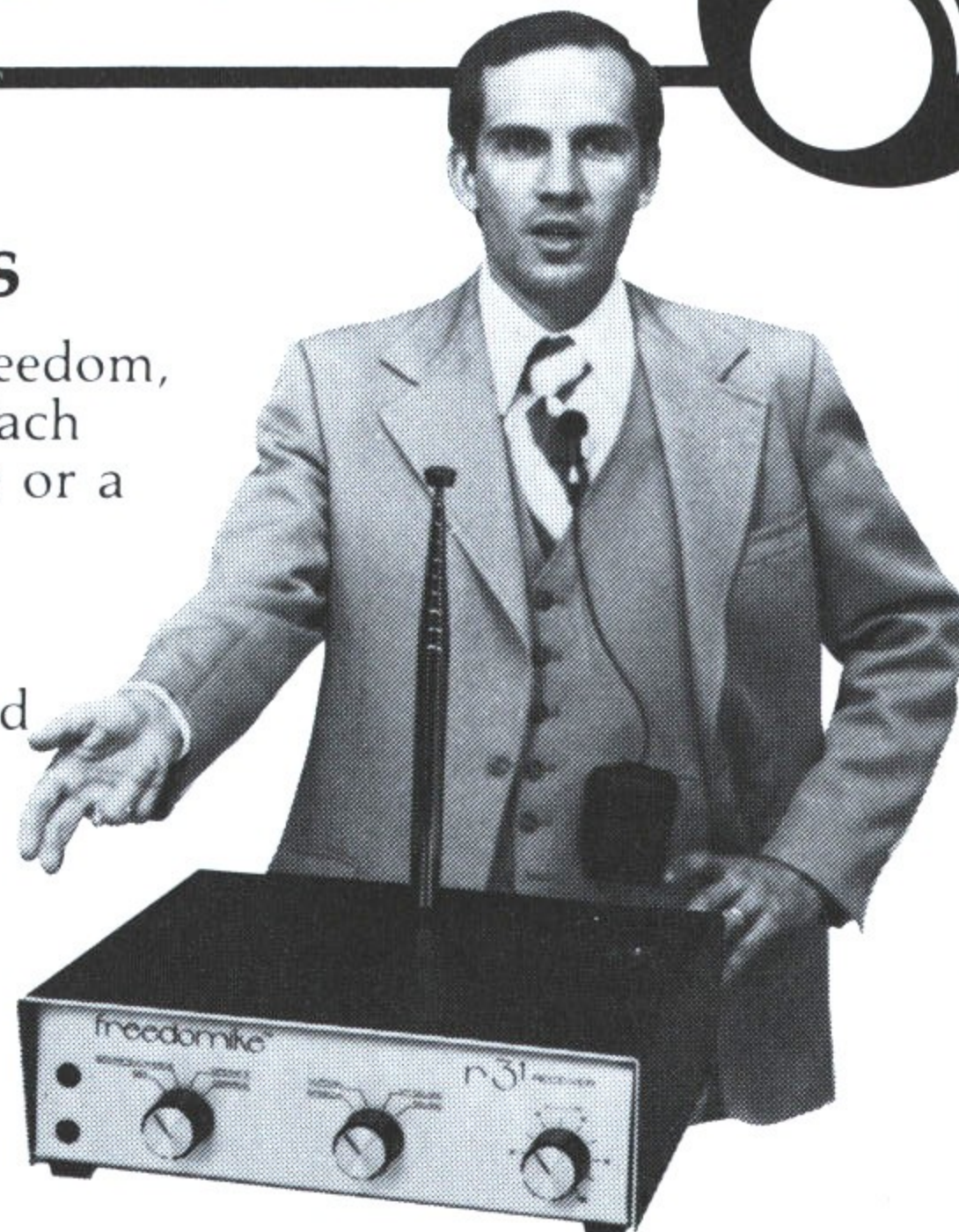
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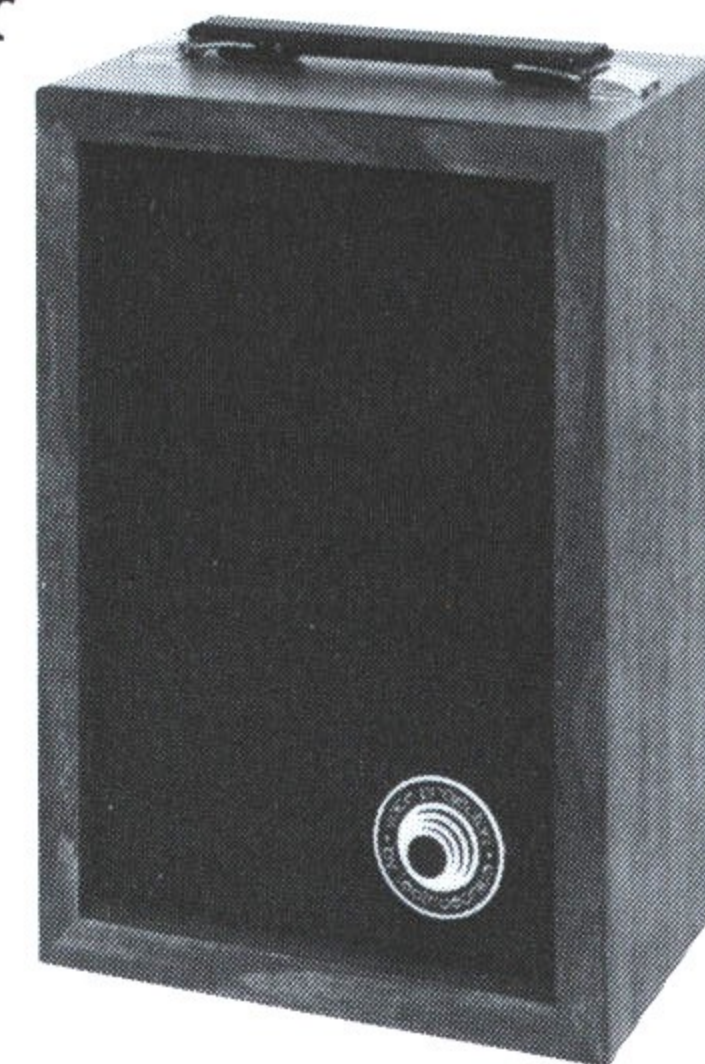
Freedomike System Three
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Successful Auctioneering . . .

Auction Helps Lions Club

March 31, 1979 was the date of the Jesup, Iowa Lions Club machinery auction, sold by Warren and Virgil Collins. The proceeds of the commission collected was \$1,186.82 and was used to help pay for a 4-court tennis court promoted by the Lions Club that was built at a total cost of \$47,000.00. The Lions Club raised \$20,000.00 of this fund.

In 39 years of auctioneering of all types of sales, the Collins & Collins firm now use an auction topper



on a four-wheel drive pickup for the auctioneer and clerk, and a Mini-Home as a cashing office.

The Warren & Stella Collins family conduct all kinds of sales with Warren and son Virgil doing the auctioneering, son Clark doing the clerking, daughter Connie carrying sale sheets and filing, and wife Stella registering and cashing.

States' License Law Update

Information on states, which require state license laws, has been published in THE AUCTIONEER magazine in past issues. Changes in the laws of states, which apply to auctioneers and/or auctions, are sometimes submitted to the NAA Office and information has been received from three State Auctioneers Associations' officers:

Arizona — The only state requirement is a Sales Tax Permit (\$1.00) available from: Arizona Department of Revenue, Capitol Building-West Wing, Phoenix, Arizona 85007. However, several cities require a license and city tax permit. Phoenix is \$1.00 with CID check and approximately one week to process. Tucson is similar. (Information submitted by W. Ken Murdoch.)

Arkansas — We do not have a license law at this time. (Information submitted by Jayne Lowery, secretary, Arkansas Auctioneers Association.)

Mississippi — We do not have a state license law. (Information submitted by Cecil Ingram, secretary-treasurer, Mississippi Auctioneers Association.)

CONVENTION DATES

June 4 — Georgia Auctioneers Association.

June 7-8 — Wisconsin Auctioneers Association, Inc., Holiday Inn, Rhinelander.

June 8-9 — Texas Auctioneers Association, Austin Marriott, Austin.

June 9-10 — Ohio Auctioneers Association, Summer Meeting, The Marriott Inn, Columbus

June 10 — Florida State Auctioneers Association, Seminole Zoological Park, Sanford.

June 10-11 — Tennessee Auctioneers Association, Ramada Inn, Jackson.

June 16-17 — West Virginia Auctioneers Association, Cedar Lake State Park, Ripley.

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

October, 1979 — Arkansas Auctioneers Association, Hot Springs.

October 27-28 — Iowa Auctioneers Association, Red Fox Inn, Waverly.

October 28 — New Hampshire Auctioneers Association, Hilton Hotel, Merrimack.

November 4-5 — Indiana Auctioneers Association, Sheraton West Hotel, Indianapolis.

November 4-5 — New York State Auctioneers Association, Holiday Inn, Saratoga.

November 10-11 — Washington State Auctioneers Association, Yakima.

November 11-12 — Illinois Auctioneers Association, Holiday Inn East, Springfield.

December 1-2 — Virginia Auctioneers Association, Manassas.

January 17-18, 1980 — Michigan State Auctioneers Association, Long's Convention Center, Lansing.

January 20-21, 1980 — Minnesota State Auctioneers Association, St. Cloud.

January 20-21, 1980 — Ohio Auctioneers Association, Winter Meeting, The Marriott Inn, Columbus.

January 25-26, 1980 — Pennsylvania Auctioneers Association, Host Inn, Harrisburg.

February, 1980 — New Jersey State Society of Auctioneers, Inc.

New Jersey State Society of Auctioneers meets bi-monthly all year — February, April, June, August, October and December.

House Committee Publishes Small Business Report

The House Small Business Committee has published an updated summary of Small Business Administration loan and assistance programs. The Committee print details general and specific loan assistance programs, small business size standards and general eligibility requirements to qualify for loan assistance. There are detailed descriptions of the many SBA programs ranging from regular business to economic injury loans and from surety bond guarantees to procurement and technical assistance programs.

If you are interested in receiving a copy of the Committee Print summarizing SBA loan and assistance programs, please contact Carol Clawson, House Committee on Small Business, 2361 Rayburn Building, Washington, D.C. 20515.



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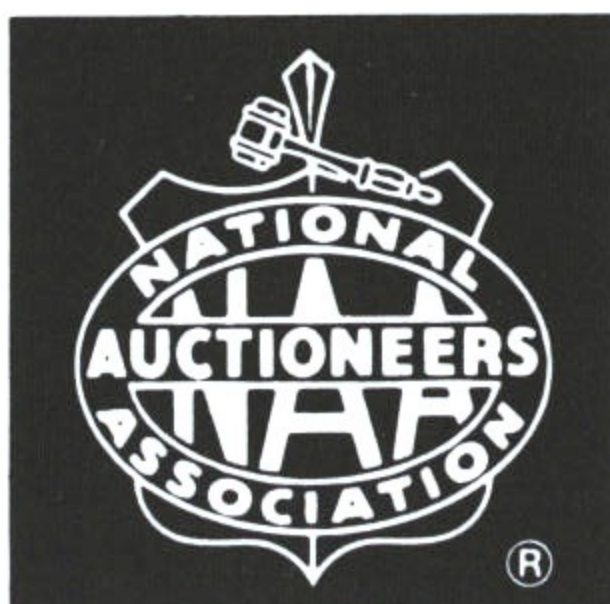
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Letters To The Auctioneer

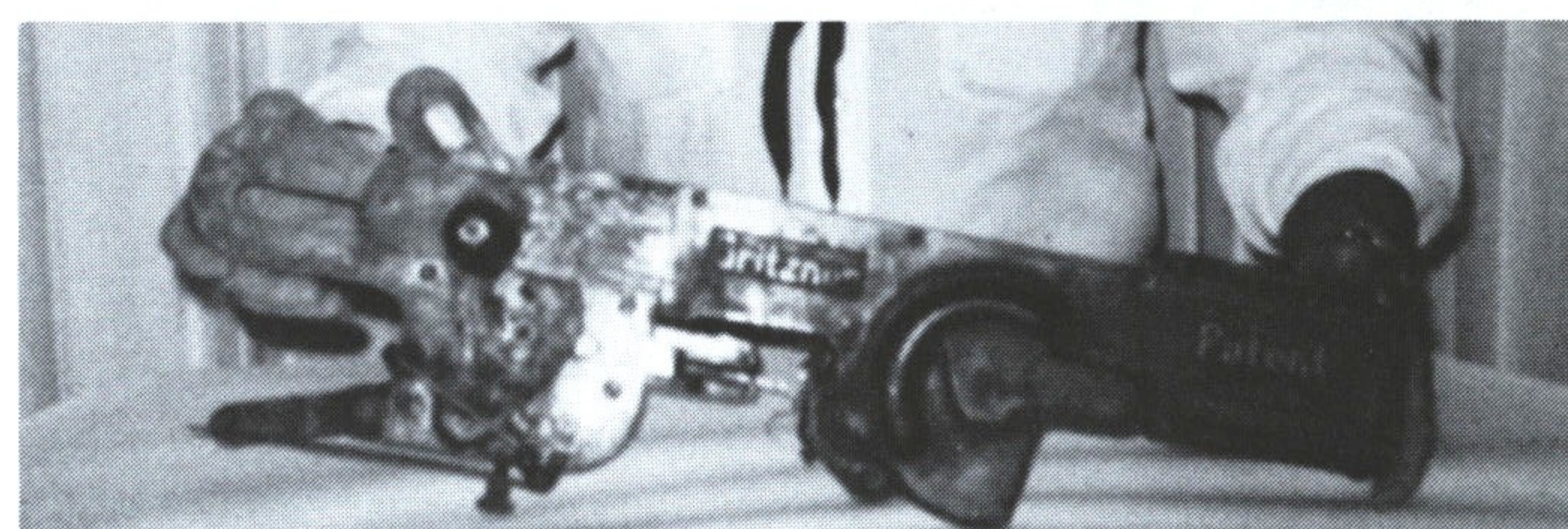
Help Identify Items

I purchased these items at an auction some time ago. The one is a harness and leather sewing machine. The only identification on the machine is that it is German made with "Gritzner-Patent applied for" stamped on it. I have showed it to several retired shoe cobblers in Billings, Montana. They have all stated they have never seen one like this machine, including many museums they have visited.

Thought perhaps someone in the National Auctioneers Association might help provide me with some information on this machine. As far as I am able to find out, there is not another sewing machine like the one I have in my possession in the western part of the United States. If you can help me in any way, it would be greatly appreciated.

Thank you for your help.

William Wittmer (NAA member)
P.O. Box 834
Billings, Montana 59103



ITEMS PURCHASED AT AUCTION by NAA member William Wittmer cannot be identified and he asks for help from NAA members. Reproduction of the items is not too clear as the reproductions were made from color photographs.

Auctioneering's Professional Appearance

Enclosed is a letter that I wrote to the editor of the Bellingham Herald. I feel that if more auctioneers would look at themselves as the public sees them, there would be more "professionalism" in the profession.

Not all alike

When someone goes to a doctor they surely don't expect to find the doctor in untidy clothes, or to find the dentist coming to work on their teeth after just washing the dog.

The general public expects professionalism from professionals. Why is it, then, that people will accept a professional person, such as an auctioneer, on a come-as-they-are basis: untidy clothes, etc.? In some cases, this professional is going to be disposing of a lifetime accumulation of household goods, treasures, etc.

Another thing that disturbs me is the serving of alcoholic beverages while the auction is being conducted. Would you go to any other professional where you would be served a drink while waiting to

see that person? When an entire profession is judged by a few representatives, such as in Bellingham and Whatcom County, it would seem that all members of that profession would strive to keep a well-groomed professional appearance and attitude before the public at all times.

The auction profession is one of the oldest and most honored professions known to the modern world. Hopefully, people will not judge all auctioneers and auctions by a few. Before you judge, shop and compare.

Duane F. Love
Bellingham, Washington

Tom Cawood Asks Special Operations Chief, Bureau of Alcohol, Tobacco and Firearms To Explain Laws Pertaining to Auctions

Tom Cawood, longtime member of the National Auctioneers Association, who is concerned about the restrictions which have been placed on the sale of firearms and liquor decanters still containing liquor, sent to the NAA Office a copy of a letter sent to him by J. Barney Fields, Acting Chief, Special Operations Branch, Department of the Treasury, Bureau of Alcohol, Tobacco and Firearms, Washington, D.C.

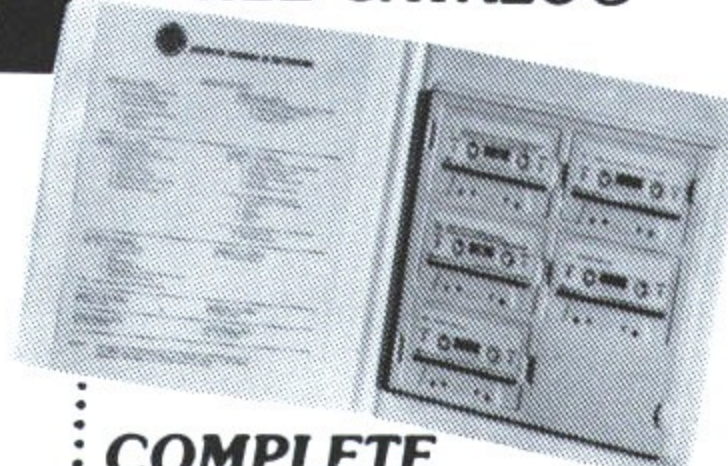
The copy of the letter did not include a copy of the sections, which refer to the sale of liquor decanters,

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but the portion regarding the sale of firearms should be of interest to the NAA membership. The letter follows:

You ask in your March 14, 1979, letter about an auctioneer selling firearms and liquor decanters still containing liquor. You specify that you do not own these items, but act as a commissioned agent only.

Sections of 27 CFR, Part 194, which permit the sale of liquor decanters in the manner you describe are attached.

As regards firearms, a Federal firearms license is not required when an auctioneer merely acts as an agent and never takes legal title or possession of the firearms. However, if you make repeated sales at your business address, you could be considered engaged in a firearms business.

You should be aware that sales to non-licensed individuals may only be made to residents of the State where the estate is located. Sales to federally licensed firearms dealers may be made to licensees resident in any State.

This letter applies to Federal law. You should also check with State and local authorities as to their requirements.

The NAA Office will continue to seek information in regards the restrictions and laws, which govern the sale of firearms, alcohol and tobacco — and all other restricted items — and when and if the restrictions are made known, will publish them in THE AUCTIONEER magazine. NAA member Cawood is to be commended for his efforts of having additional information submitted to THE AUCTIONEER magazine.

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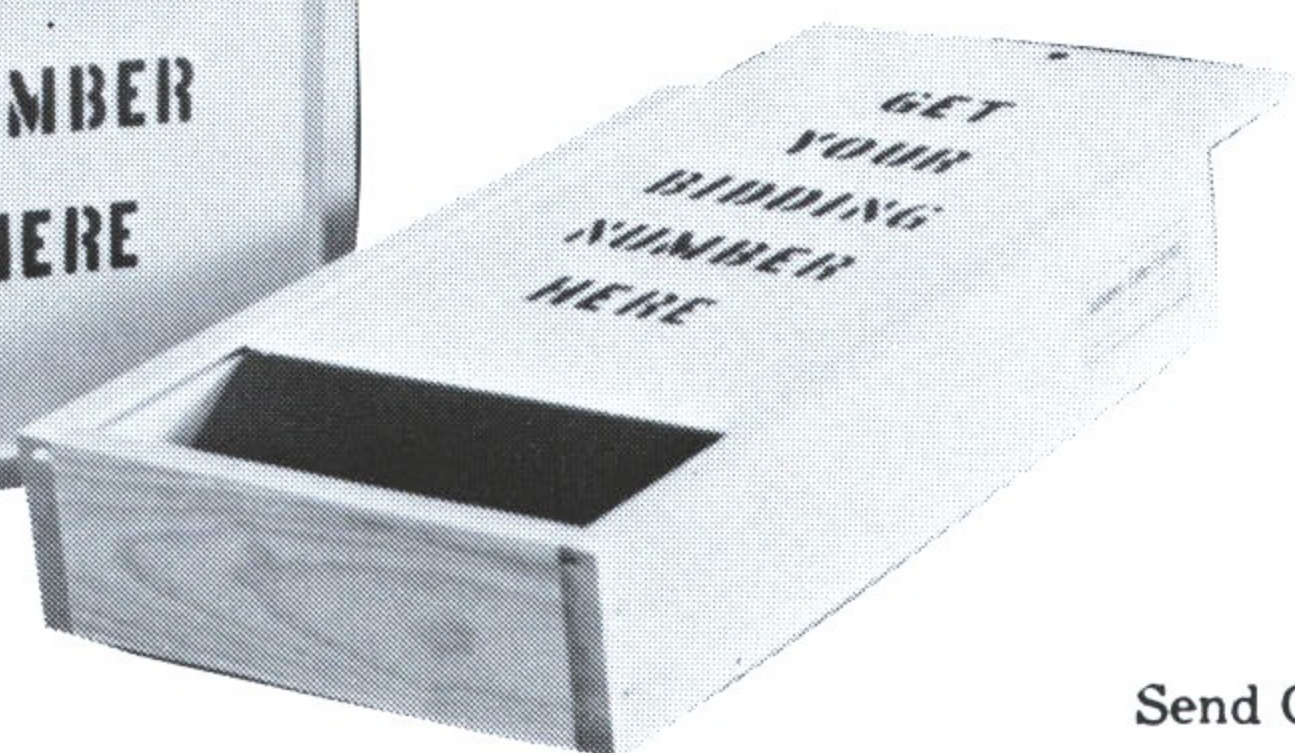
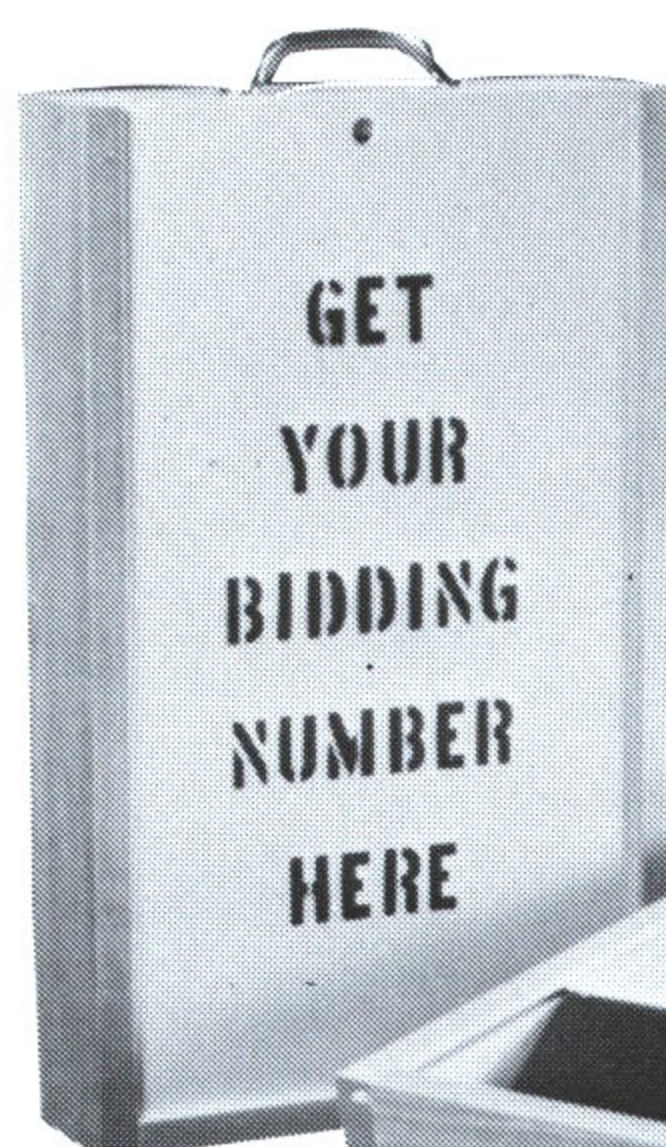
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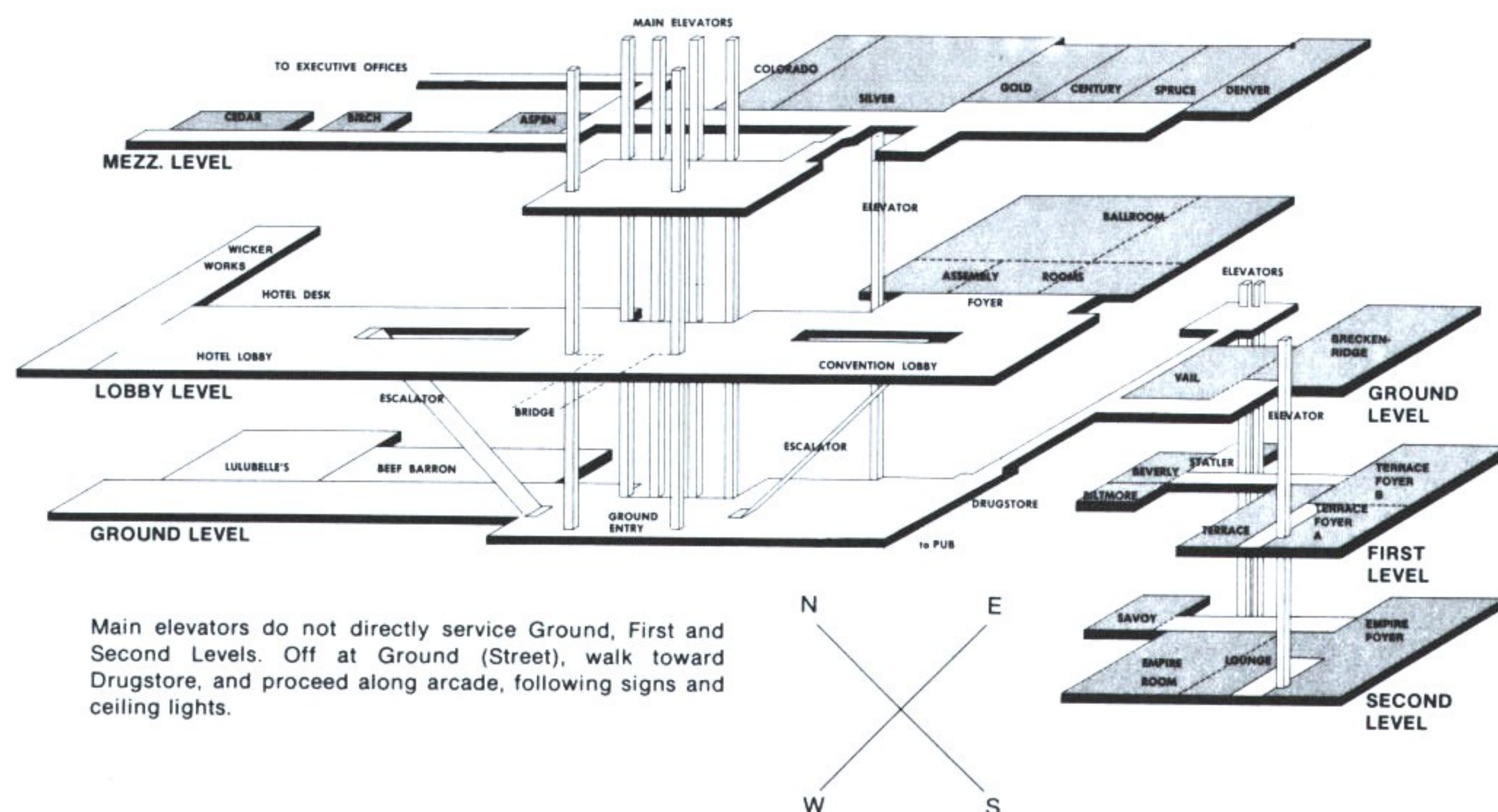
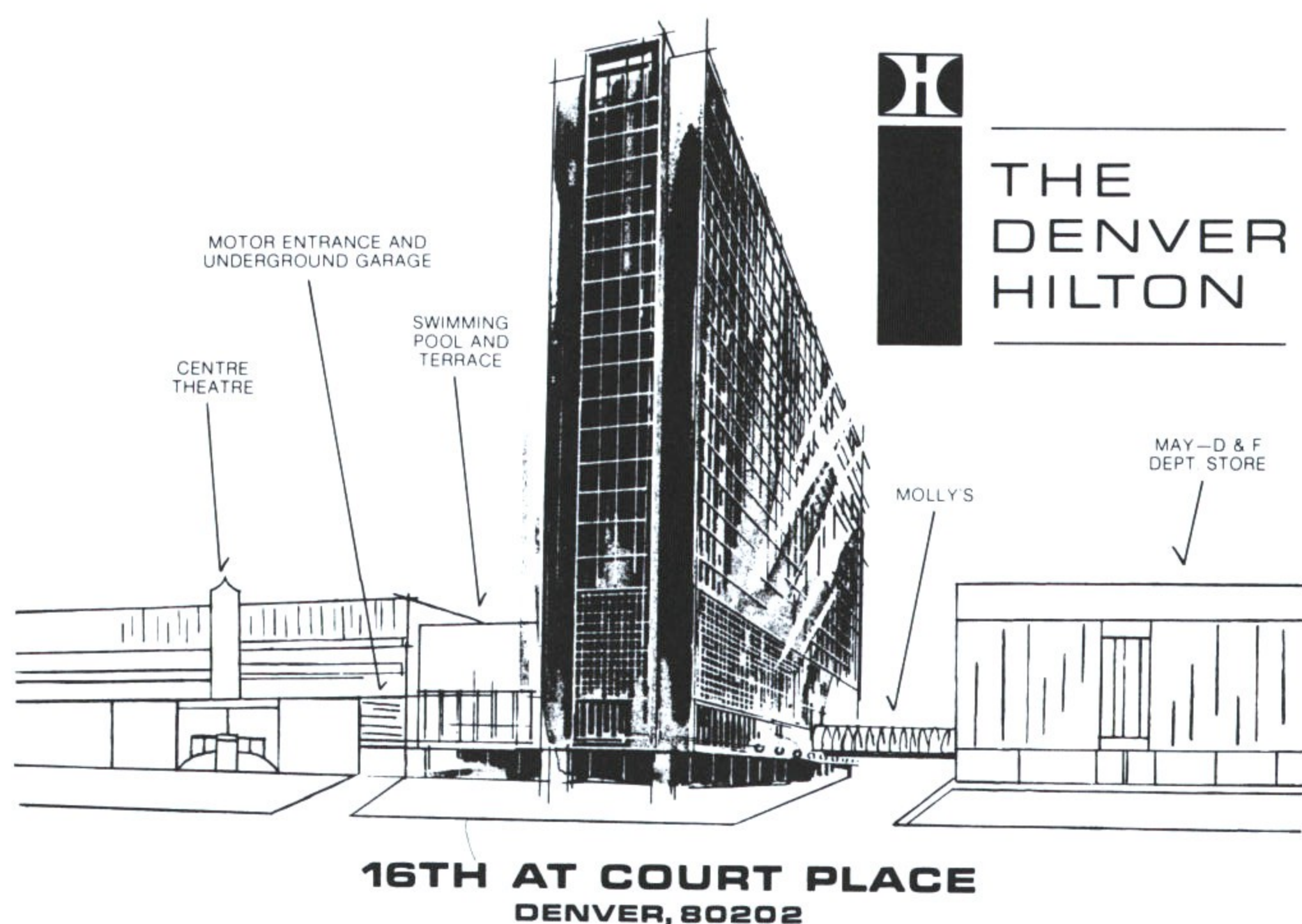
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THE CUTAWAY DIAGRAM of the Denver Hilton Hotel may help convention registrants find the meeting rooms in the multi-leveled hotel. The illustration above the cutaway shows the hotel in relation to the adjoining buildings (May D&F department store and Centre Theatre).

NATIONAL AUCTIONEERS ASSOCIATION 1979 NAA Colorado Hoedown Convention

July 11-14, 1979 * Denver-Hilton Hotel
Denver, Colorado

PROGRAM

All events to be held in the Denver-Hilton Hotel unless otherwise specified.

Tuesday, July 10

- 8:00 am to 12 midnight** **NAA HEADQUARTERS OFFICE** — Cedar Room, Mezzanine.
COLORADO HOST ASSOCIATION HEADQUARTERS — Statler Room.
- 9:00 am to 4:00 pm** **BEAT THE PRESIDENT GOLF TOURNAMENT** — Registered golfers meet at Ground entrance for transportation to Foothills Golf Course.
- 1:00 pm to 5:00 pm** **NAA TOUR A — DENVER MOUNTAIN PARKS** — Buses leave from Ground entrance of hotel for 61-mile trip into the Denver Mountain parks. Included are Lookout Mountain, the Tomb of Buffalo Bill and the museum. View Clear Creek Canyon, stop at Red Rock Park and view Golden, territorial capital of Colorado and the home of Colorado School of Mines and Coors Brewery.
- 7:00 pm to 11:00 pm** **NAA BOARD OF DIRECTORS MEETING** — Gold Room, Mezzanine.

Wednesday, July 11

- 8:00 am to 12 midnight** **NAA HEADQUARTERS OFFICE** — Cedar Room, Mezzanine.
COLORADO HOST ASSOCIATION HEADQUARTERS — Statler Room.
- 8:00 am to 5:00 pm** **NAA BOARD OF DIRECTORS MEETING** — Gold Room, Mezzanine.
- 9:00 am to 3:00 pm** **NAA TOUR B — AIR FORCE ACADEMY** — Buses leave from Ground entrance of hotel for 150-mile trip to the Air Force Academy and 17-mile tour through the Academy grounds; then on to Garden of the Gods and Manitou Springs for browsing and lunch (lunch not included in tour cost). Tour Broadmoor area before return to Denver through Colorado Springs.
- 9:00 am to 6:00 pm** **REGISTRATION** — South Convention Lobby, Lobby Level.
- 1:00 pm to 5:00 pm** **NAA TOUR C — CENTRAL CITY CIRCLE TOUR** — A 100-mile scenic trip to Boulder; then up Boulder Canyon and across the Peak-to-Peak Highway; on to Central City where ample time is available for browsing in an authentic gold mining town of the 1860s. Return to Denver via scenic Clear Creek Canyon.
- 1:00 pm to 6:00 pm** **EXHIBITS SETUP/DISPLAY** — Convention Lobby, Lobby Level.
- 3:00 pm to 5:00 pm** **LADIES AUXILIARY TO NAA BOARD OF DIRECTORS MEETING** — Savoy Room, Second Level (lower).
- 3:00 pm to 12 midnight** **YOUTH ACTIVITIES ROOM** — Vail and Breckenridge Rooms, Ground Level (Arcade area).
- 8:00 pm to 12 midnight** **COLORADO HOEDOWN** — Grand Ballroom, Lobby Level. A Colorado welcome to all NAA Convention registrants with fellowship and dancing, Colorado style.

Thursday, July 12

- 7:30 am to 10:20 am** **STATE OFFICERS' BREAKFAST AND WORKSHOP** — Silver Room, Mezzanine. C. E. "Chuck" Cum-

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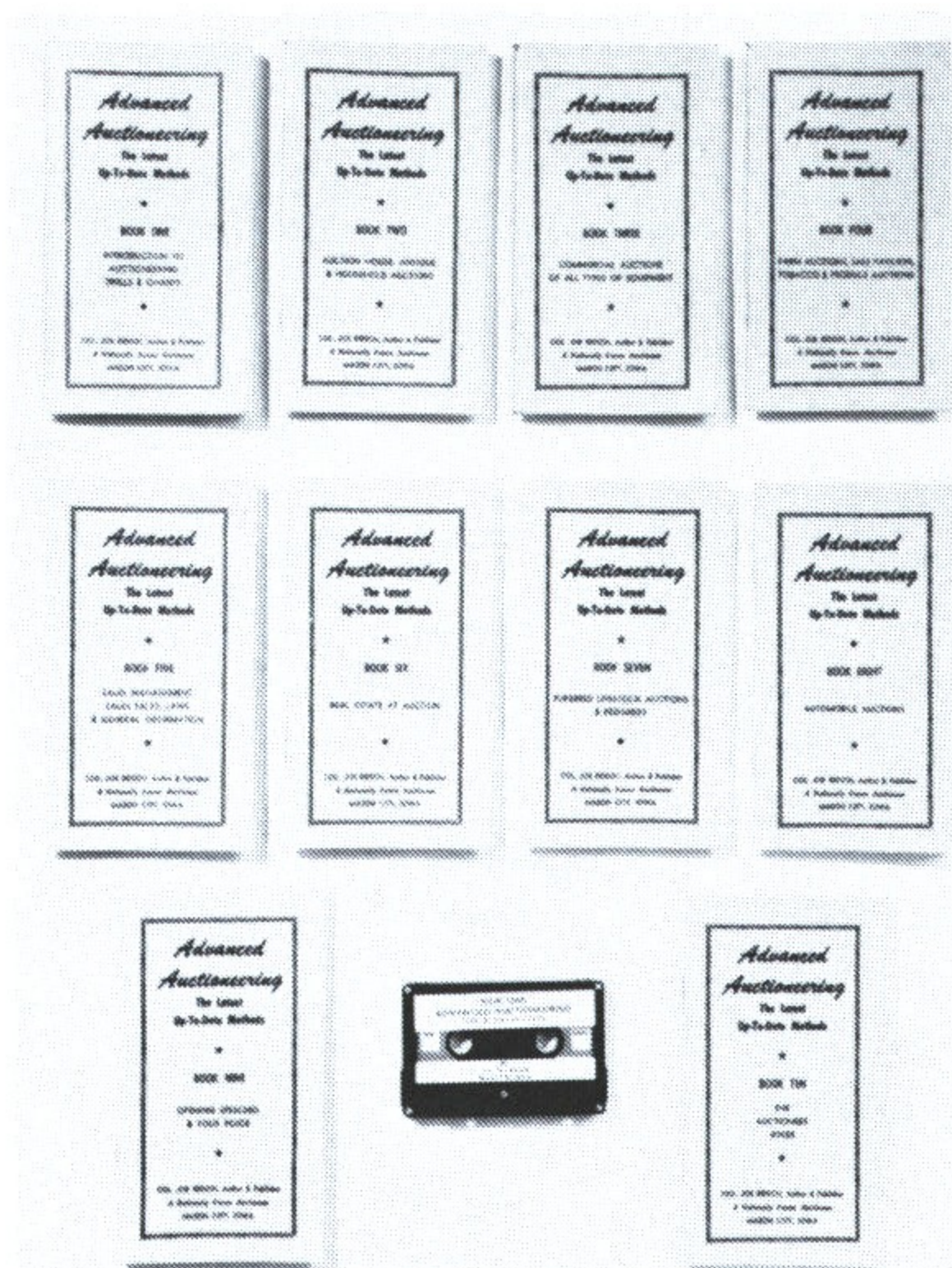
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berlin, 1st Vice President, Chairman, Brush, Colorado.

8:00 am to 12 midnight **NAA HEADQUARTERS OFFICE** — Birch Room, Mezzanine.
COLORADO HOST ASSOCIATION HEADQUARTERS — Statler Room.
EXHIBITS/DISPLAYS — Convention Lobby, Lobby Level.

8:00 am to 6:00 pm **REGISTRATION** — Convention Lobby, Lobby Level.

9:00 am to 12 midnight **YOUTH ACTIVITIES ROOM** — Vail and Breckenridge Rooms, Ground Level (Arcade area).

9:00 am to 11:00 am **ADVERTISING CONTEST COMMITTEE MEETING** — Aspen Room, Mezzanine.
NAA HALL OF FAME MEMBERS' MEETING — Gold Room, Mezzanine.

9:00 am to 10:20 am **BID CALLING WORKSHOP** — Empire Room, Second Level (lower). Archie D. Moody, 2nd Vice President, Darlington, South Carolina, Chairman. Instructors: Forrest A. Mendenhall, Director, High Point, North Carolina; Robert E. Musser, Director, Cody, Wyoming; and Hubert D. Songer, Director, Murfreesboro, Tennessee.

10:30 am to 11:50 am **INDUSTRIAL EQUIPMENT WORKSHOP** — Silver Room, Mezzanine. Hubert D. Songer, Director, Murfreesboro, Tennessee, Chairman. Instructors: Grover Howell, Past President, Conroe, Texas; and Sam Furrow, Knoxville, Tennessee.
AUCTION HOUSE & NEW FURNITURE WORKSHOP — Empire Room, Second Level (lower). William J. "Bill" Josko, Director, Southport, Connecticut, Chairman and Instructor; and John Anderson, Lafayette, Indiana, Instructor.

12 noon to 3:00 pm **NAA KICKOFF LUNCHEON — AUCTION ENTHUSIASM RENEWED** — Grand Ballroom, Lobby Level. Presiding: C. E. "Chuck" Cumberlin, 1st Vice President and General Convention Chairman, Brush, Colorado.
Introduction of Head Table Guests
Invocation
Pledge of Allegiance to the Flag — C. E. "Chuck" Cumberlin
Lunch
Welcome to Denver — Representative of the City of Denver
Welcome to Colorado — Representative of the State of Colorado
Recognition of Colorado Auctioneers Association Hosts — C. E. "Chuck" Cumberlin
Keynote Address — Harvey C. Lambright, President, LaGrange, Indiana
Adjournment

3:00 pm to 4:45 pm **CLERKING & CASHIERING WORKSHOP** — Empire Room, Second Level (lower). William L. "Bill" Gaule, Director, Chatham, Illinois, Chairman. Instructors: Mrs. Henry (Nancy) Hackmeister, Pecatonica, Illinois; Archie D. Moody, 2nd Vice President, Darlington, South Carolina; and James E. Wilson, Hot Springs, Arkansas.
GUNS, STAMPS & CHARITY WORKSHOP — Silver Room, Mezzanine. William "Bill" Wade, Director, McKinney, Texas, Chairman. Instructors: Tom Keilman, Round Rock, Texas; and Joe E. Small, Dallas, Texas.

3:00 pm to 5:00 pm **NAA NOMINATING COMMITTEE MEETING (CANDIDATES MEETING)** — Aspen Room, Mezzanine.
NALLOA (NATIONAL AUCTIONEERS LICENSE LAWS OFFICIALS ASSOCIATION) MEETING — Gold Room, Mezzanine.

4:00 pm to 6:00 pm **WESTERN COLLEGE OF AUCTIONEERING RECEPTION** — Denver Room, Mezzanine.
MENDENHALL SCHOOL OF AUCTIONEERING RECEPTION — Century Room, Mezzanine.
REISCH WORLD WIDE COLLEGE OF AUCTION-

EERING RECEPTION — Colorado Room, Mezzanine.

5:00 pm to 7:30 pm **FUN AUCTION ITEMS COLLECTED** — Grand Ballroom, Convention Lobby.

7:30 pm to 12 midnight **1979 NAA FUN AUCTION** — Grand Ballroom, Lobby Level. Rex B. Newcom, Director and Fun Auction Chairman, Whitewater, Kansas. Fun Auction Committee: Members of the Kansas and Colorado Auctioneers Associations. NAA members are requested to contribute items to sell at the 1979 Fun Auction. The auction will begin with the first item being sold by NAA President Harvey C. Lambright. NAA officers and directors will follow; the official representative of each State Auctioneers Association will sell next, followed by the Hall of Fame recipients and NAA past presidents. All auctioneers will have an opportunity to sell their donated items and the order of appearance will be determined by a draw of names. Auctioneers are requested to designate on their items their names and a description of the item contributed. All items will be registered by the auction clerks and identified by the Auction chairman before the item is sold by the contributor.

Friday, July 13

7:30 am to 9:00 am **MISSOURI AUCTION SCHOOL OPEN HOUSE & CONTINENTAL BREAKFAST** — Silver, Gold, Century and Spruce Rooms, Mezzanine.
KENTUCKY AUCTIONEERS ASSOCIATION BREAKFAST — Denver Room, Mezzanine.
NORTH DAKOTA AUCTIONEERS ASSOCIATION BREAKFAST — Colorado Room, Mezzanine.
ILLINOIS AUCTIONEERS ASSOCIATION BREAKFAST — Empire Lounge, Lower Level.
INDIANA AUCTIONEERS ASSOCIATION BREAKFAST — Assembly III, Lobby Level.
NEBRASKA AUCTIONEERS ASSOCIATION BREAKFAST — Savoy Room, Mezzanine.

8:00 am to 3:30 pm **REGISTRATION** — Convention Lobby, Lobby Level.

8:00 am to 12 midnight **NAA HEADQUARTERS OFFICE** — Birch Room, Mezzanine.
COLORADO HOST ASSOCIATION HEADQUARTERS — Statler Room.
EXHIBITS/DISPLAYS — Convention Lobby, Lobby Level.

9:00 am to 3:30 pm **YOUTH ACTIVITIES ROOM** — Vail & Breckenridge Rooms, Ground Level (Arcade area).

9:00 am to 3:30 pm **NOMINATING COMMITTEE MEETING** — Aspen Room, Mezzanine.

9:00 am to 10:20 am **ANTIQUES WORKSHOP** — Ballroom, Lobby Level. C. P. "Terry" Dunning, Director, Elgin, Illinois, Chairman. Instructors: H. Layton "Sonny" Laws, Jr., Director, Manassas, Virginia; and Wally Lau-meyer, Inver Grove Heights, Minnesota.
FARM SALES, MACHINERY & CONSIGNMENT WORKSHOP — Junior Ballroom, Lobby Level. Wayne Ediger, Director, Belle Plaine, Minnesota, Chairman. Instructors: Howard Buckles, Keosauqua, Iowa; and James "Jim" Odle, Brush, Colorado.

10:00 am to 11:45 am **LADIES AUXILIARY MEETING** — Terrace Room, First Level (lower).
Call to Order — Mrs. Walter A. (Ruby) Hartman, President
Reading of the Minutes — Mrs. Ken (Marian) Barnicle, Secretary-Treasurer
Treasurer's Report — Mrs. Ken (Marian) Barnicle
Committee Reports:
Auditing — Mrs. Margaret Berry, Chairperson
Nominating — Mrs. Lyle (Irene) Erickson, Chairperson

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NAA PRESIDENT HARVEY C. LAMBRIGHT and 1979 Convention Chairman, 1st Vice President Charles E. "Chuck" Cumberlin welcome all NAA auctioneers, their families and guests to the 1979 Colorado Hoedown Convention in Denver.



MRS. WALTER (RUBY) HARTMAN will preside over the activities of the Ladies Auxiliary to the National Auctioneers Association during the 1979 Convention. Mrs. Troil (Nettiemay) Welton is the 1979 Ladies Auxiliary Convention Chairman and together they welcome the wives, families, and guests of auctioneers to the 1979 NAA Convention.



RECOGNIZED as a "must hear" speaker, Dr. Heartsill Wilson will address the NAA President's Banquet with his discussion of "The Ultimate Professional". Dr. Wilson is a world renowned guest speaker, lecturer, and human affairs consultant. "Merlin Talks With Wart" will be Dr. Earl Reum's presentation at the Ladies Auxiliary Luncheon on Friday, July 13. Dr. Reum (above right) is Coordinator of Student Activities for the Jefferson County Public School District in the Denver area, and is a much requested consultant-speaker and entertainer.

- Election of Officers and Directors
Old Business
New Business
Adjournment
- 10:30 am to 11:50 am** **REAL ESTATE WORKSHOP** — Junior Ballroom, Lobby Level. Lyle Erickson, Director, Cresco, Iowa, Chairman. Instructors: Lowell Gilbertson, Hayfield, Minnesota; and Hugh B. Miller, Evansville, Indiana.
- LIVESTOCK AUCTION MARKET** — Silver Room, Mezzanine. Frank Bass, Director, Lewistown, Montana, Chairman. Instructors: Jim Messersmith, Past President, Jerome, Idaho; Robert "Bob" Penfield, Past President, Bowman, North Dakota; and Ronnie Woodward, Broken Bow, Nebraska.
- 12 noon to 2:45 pm** **LADIES AUXILIARY LUNCHEON** — Terrace Room, First Level (lower). Luncheon open to all ladies of the convention.

Tickets for the Ladies Auxiliary Luncheon are not included in the Convention Registration and tickets must be purchased in advance. Tickets will be collected at the luncheon. Due to the fact that a head count and food service must be guaranteed 48 hours in advance, tickets for the Ladies Auxiliary Luncheon must be purchased with Advance Registrations or at the Convention Registration Desk up through Wednesday afternoon until 1:00 p.m.

- Invocation — Mrs. Leland (Irene) Dudley, 1st Vice President, Hampton, Iowa
Pledge of Allegiance to the Flag — Mrs. Carolyn Christensen
Luncheon
National Anthem — Mrs. Booth Brown at the piano
Roll Call by States — Mrs. Ken (Marian) Barnicle, Secretary-Treasurer
Installation of Officers and Directors — Harvey C. Lambright, President of the National Auctioneers Association
Introduction of Ladies Auxiliary Events Chairman — Mrs. Walter (Ruby) Hartman, President
Welcome to Colorado — Mrs. Troil (Nettiemay) Welton, Chairman, Ladies Auxiliary Events
Response to Welcome — Mrs. Bob (Ann) Williams, Director
Program — Introduction of speaker. Mrs. Artie Baldwin
Speaker — Dr. Earl Reum, "Merlin Talks with Wart"
Presentation of Past President's Pin — Mrs. Wylie (Joan) Rittenhouse, Past President
Awards and Prizes
Benediction — Mrs. Charles (Brenda) Johnson, 2nd Vice President
Adjournment
- 12: noon to 2:30 pm** **LADIES AUXILIARY CHILDREN'S PROGRAM** — Savoy, Second Level (lower).
- AUCTIONEERS' AWARDS LUNCHEON** — Grand Ballroom, Lobby Level. Presiding: C. E. "Chuck" Cumberlin, General Convention Chairman, Brush, Colorado. Luncheon for auctioneers and guests.

Tickets for the Auctioneers' Awards Luncheon are not included in the NAA Convention Registration and tickets must be purchased in advance. Tickets will be collected at the luncheon. Due to the fact that a head count and food service must be guaranteed 48 hours in advance, tickets for the Auctioneers' Awards Luncheon must be purchased with Advance Registrations or at the Convention Registration Desk up through Wednesday afternoon until 1:00 p.m.

Invocation
 Pledge of Allegiance to the Flag — C. E. "Chuck" Cumberlin, General Convention Chairman
 Luncheon
 Awards Presentations
 1979 "Beat the President Golf Tournament" — Booth Brown, Tournament Chairman, Lafayette, Colorado
 1978-79 Advertising Contest Awards — Wayne Ediger, Chairman, Recognition Committee, Belle Plaine, Minnesota
 1979 Convention Attendance Award — Wayne Ediger, Chairman, Recognition Committee
 1979 Denver NAA Convention Chairman — Harvey C. Lambright, President, La-Grange, Indiana
 Recognition of Colorado Auctioneers Association members, Convention hosts — C. E. "Chuck" Cumberlin
 Certified Auctioneers Institute (CAI) Membership Indoctrination. NAA members who have successfully completed the three-week courses will be indoctrinated as CAI Members — Joe E. Small, President, Certified Auctioneers Institute, Dallas, Texas

Adjournment

2:30 pm to 4:00 pm **ESTATE & HOUSEHOLD WORKSHOP** — Junior Ballroom, Lobby Level. H. Layton "Sonny" Laws, Jr., Director, Manassas, Virginia, Chairman. Instructors: Larry Reed, DuBois, Pennsylvania; and Jim Owen, Princeton, West Virginia.

4:00 pm to 11:30 pm **LAZY B CHUCKWAGON DINNER & WESTERN REVIEW OUTING** — Lazy B Ranch, Estes Park, Colorado. All convention registrants board buses at Ground entrance of hotel at 4:00 to 4:30 pm for trip to Lazy B Ranch. Buses will depart from Lazy B at 9:30 pm.

Saturday, July 14

7:30 am to 9:00 am **CAI BREAKFAST MEETING** — Empire Room, Second Level (lower).

MINNESOTA AUCTIONEERS ASSOCIATION BREAKFAST — Century Room, Mezzanine.

KANSAS AUCTIONEERS ASSOCIATION BREAKFAST — Silver Room, Mezzanine.

NEW YORK AUCTIONEERS ASSOCIATION BREAKFAST — Spruce Room, Mezzanine.

8:00 am to 12 midnight **NAA HEADQUARTERS OFFICE** — Birch Room, Mezzanine.

8:00 am to 3:00 pm **EXHIBITS/DISPLAYS** — Convention Lobby, Lobby Level. All displayers will have materials removed from lobby level by 3:00 pm, Saturday, July 14.

8:00 am to 12 midnight **YOUTH ACTIVITIES ROOM** — Vail & Breckenridge Rooms, Ground Level (Arcade area).

8:00 am to 10:00 am **LADIES AUXILIARY BOARD OF DIRECTORS CONTINENTAL BREAKFAST** — Gold Room, Mezzanine.

9:00 am to 10:20 am **AUTO AUCTION WORKSHOP** — Junior Ballroom, Lobby Level. Forrest A. Mendenhall, Director, High Point, North Carolina, Chairman. Instructors: Pete Murray, Ballston Lake, New York; and George Lamb, Denver Colorado.

DAIRY CATTLE WORKSHOP — Colorado Room, Mezzanine. Morris Fannon, Past President, Pennington Gap, Virginia, Chairman. Instructors: Leland Dudley, Hampton, Iowa; and Ralph Horst, Past President, Marion, Pennsylvania.

10:30 am to 12 noon **ANNUAL MEETING OF THE NATIONAL AUCTIONEERS ASSOCIATION** — Ballroom, Lobby Level. Harvey C. Lambright, President, Presiding. Call to Order — Mr. Lambright
 Invocation



THE LAZY B RANCH is the site of Friday nights' chuckwagon dinner and western entertainment show. NAA Convention registrants will board buses for the 65 mile trip to Estes Park, Colorado, adjoining scenic Rocky Mountain National Park.

Introductions — Mr. Lambright

Memorial Service for Deceased Members — Ladies Auxiliary to the National Auctioneers Association

Reading of the Minutes of the Previous Meeting — Harvey L. McCray, Executive Director and Secretary

Treasurer's Report — Dean Fleming, Treasurer
 Committee Reports — NAA Committee Chairmen
 Recess

12 noon to 1:30 pm **LADIES AUXILIARY PAST PRESIDENTS' BRUNCH** — Denver Room, Mezzanine.

1:00 pm to 1:30 pm **VOTER REGISTRATION/BALLOTS DISTRIBUTION** — Grand Ballroom Foyer, Lobby Level. John Friedersdorf, Franklin, Indiana, Chairman, Elections Committee.

Ballots will be distributed to NAA members only with which to vote during the election of officers (President, 1st Vice President and 2nd Vice President) and directors (four whose terms expire 1982) and with which to vote with during the proposed amendments to the Articles of Incorporation. Members must have ballots to vote. Only members in good standing (those whose dues are paid during the time of the Annual Meeting) are eligible to vote.

1:30 pm to 4:00 pm **ANNUAL MEETING RECONVENED**

Call to Order — Harvey C. Lambright, President
 Nominating Committee Report — Martin E. "Marty" Higgenbotham, Chairman

Elections Procedures Announcement — Harvey C. Lambright, President

Election of Officers and Directors
 Old Business

New Business:

Vote on Proposed Amendments to the Articles of Incorporation

Installation of Officers and Directors
 Adjournment

4:00 pm to 5:00 pm **FIRST ANNUAL MEETING OF THE 1979-80 NAA BOARD OF DIRECTORS** — Gold Room, Mezzanine.

6:30 pm to 7:00 pm **HEAD TABLE ASSEMBLY FOR BANQUET DIGNITARIES** — Gold Room, Mezzanine.

7:00 pm to 9:30 pm **PRESIDENT'S BANQUET** — Grand Ballroom, Lobby Level. Presiding: Harvey C. Lambright, La-Grange, Indiana.

Grand March to the Head Table and Introduction of Head Table Dignitaries

Call to Order — Mr. Lambright

Invocation

Dinner

Ladies Auxiliary Presentations:

Introduction of 1979-80 President by Mrs. Walter (Ruby) Hartman

Acceptance Address — 1979-80 President

National Auctioneers Association Presentations:

Recognition of Retiring NAA Directors by Harvey C. Lambright, President

Introduction of 1979-80 NAA President by Harvey C. Lambright, President

Recognition of Retiring NAA President by 1979-80 NAA President

Acceptance Address by 1979-80 NAA President

Speaker: Dr. W. Heartsill Wilson, Denver, Colorado, will speak on "The Ultimate Professional"

9:30 pm to 12 midnight **PRESIDENT'S BALL** — Ballroom Complex, Lobby Level. The 1979 Denver "Colorado Hoedown" NAA Convention will officially conclude with the President's Ball. Music will be provided by the Joe Flores Orchestra.

Sunday, July 15

ALL DAY NAA members, their families and guests depart for home or for post convention tours and vacations.

California Auctioneer Authors Book, Clarifies Dictionary Spelling

Publication of an unusual new book titled *Say it — Spell it*, was recently announced by NAA member Lou Rasmussen and wife Lucy of Petaluma, California. The book is a quick reference aid to spelling and dictionary word location, but with a unique twist.

In the Rasmussens' *Say it — Spell it* the phonetic spelling of a word is given first, followed by the correct spelling.

Realtor/auctioneer Lou Rasmussen was interviewed about his new book by Art Finley, radio talk show host of KGO, San Francisco. Asked by Finley how the book is different from others on the market. Lou explained "*Say it — Spell it* doesn't have pages of explanations, long and short marks, or little squigg lines. The words are spelled just as you say them and then spelled correctly. After all, if you can't spell it how can you find it in the dictionary?"

Some examples from the book — dok-sund (dachsund), kur-nul (colonel), si-ko-a-nala-sis (psychoanalysis), hi-drain-ja (hydrangea), and yo-men (yeomen).

Call-ins to Rasmussen's appearance on San Francisco radio were very supportive, with comments like "Wish I'd had this years ago in my classroom . . . I've needed this for 60 years . . . send a copy to my son, a 3.9 student who can't spell." Response to the book has been terrific, observes Rasmussen, and many orders are from school teachers.

The book *Say it — Spell it* is certainly dif-runt. Information about the book can be obtained from NAA member Rasmussen.



HOT RIZE is a group of outstanding Colorado musicians who play a unique and exciting style of bluegrass. They'll provide the Hoedown music for Wednesday night's dancing. The group has won acclaim at bluegrass festivals, concerts, and clubs from New York to Arizona; and the name Hot Rize is taken from the secret ingredient of Martha White Flour, for years a leading sponsor of bluegrass music on the Grand Ole Opry.

LOOKING FOR A CONNECTION . . .



Only if you are interested in expanding your present business should you consider contacting an expert in developing a collectibles gold mine (see *MONEY* magazine 8/78). With 459 auctions in 35 states to our credit, our expertise in private fund raising and public auctions could add new dimensions to your already successful operation. To explore the possibilities of a mutually profitable venture call us at our 24 hours toll-free numbers and we will meet you in person at the 1979 Denver NAA Convention.

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Lou Rasmussen is a graduate of Missouri Auction School, member National Auctioneers Association, California Association of Realtors, National Association of Real Estate Brokers, and various service organizations.

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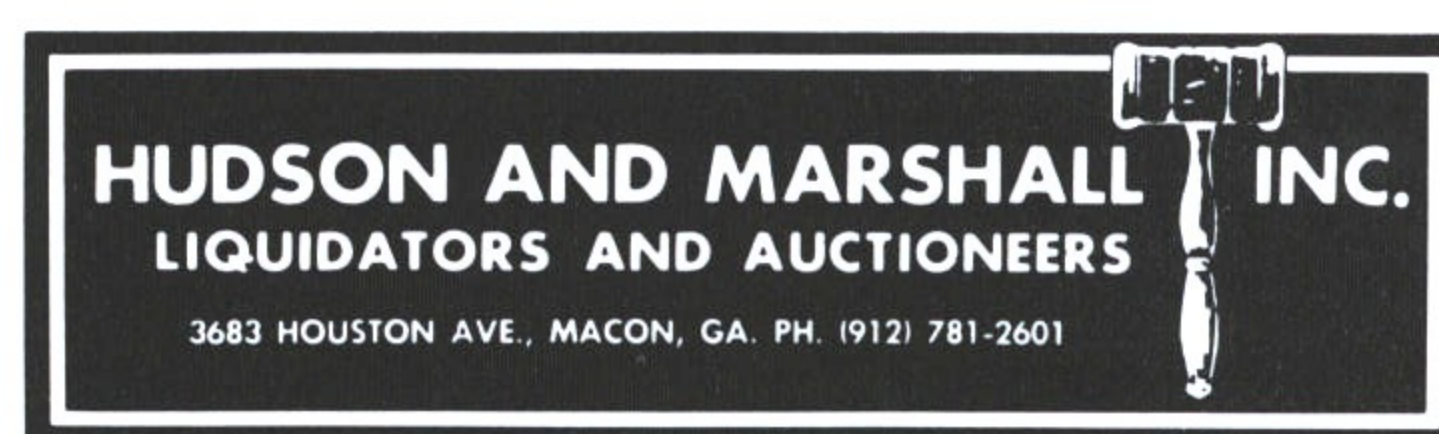
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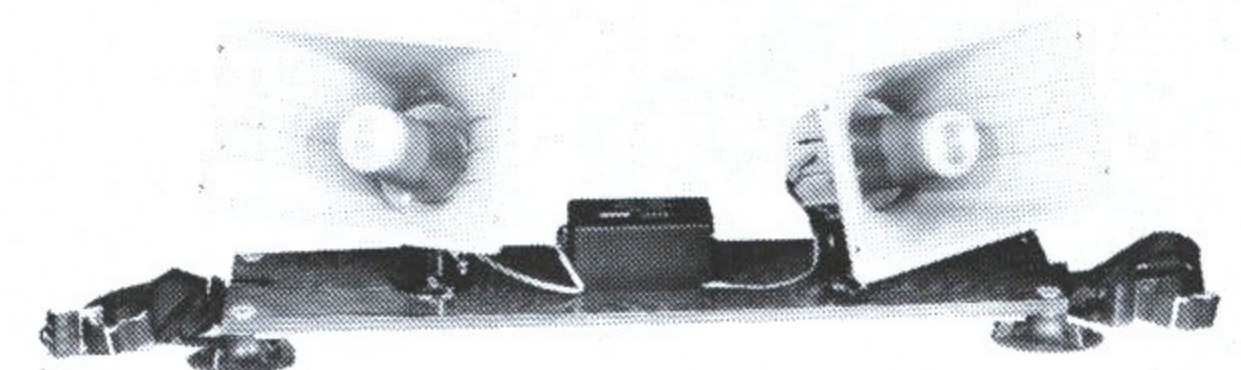
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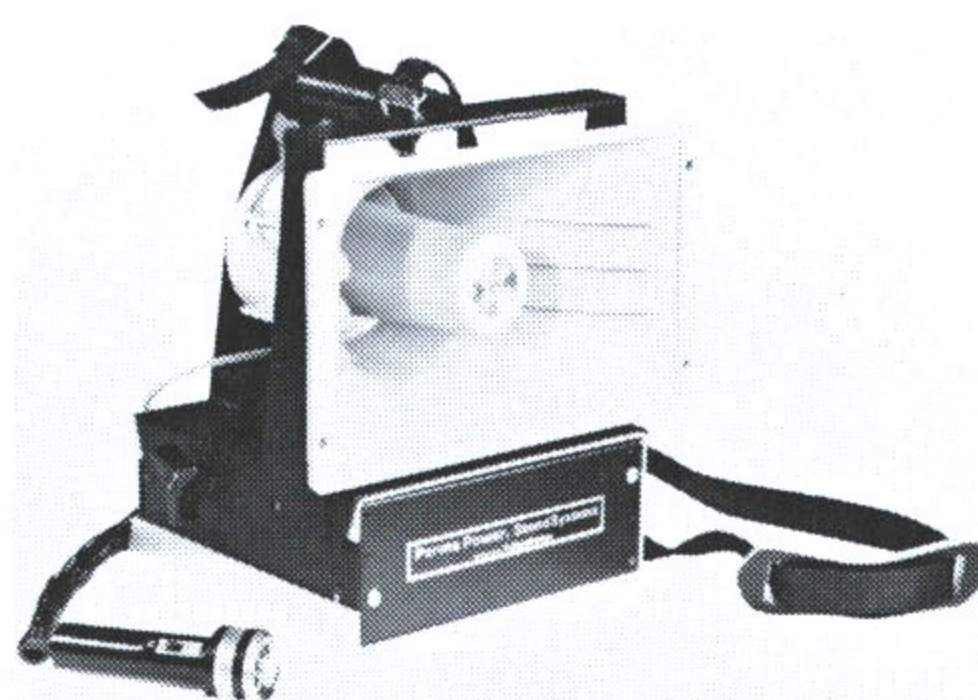
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Mile High City Awaits Auctioneers, Colorado Hoedown One Month Away

What better place to be this July than Denver, Colorado for the 1979 NAA Convention. Excellent weather, beautiful mountains, and an educational and informative convention add up to an exciting four days in the Mile High City. Throughout this issue of THE AUCTIONEER, you'll find all you need to pre-register for the convention and tours, plus all the facts on convention nominations, advertising contest, fun auction, and the complete convention schedule. It's all one month away at one of America's outstanding convention sites.

The city of Denver is one of the top visitor destinations and for good reason. Denver's metro area has a vast number of historic, cultural, manmade and natural attractions within its limits, the majority of which are either completely free or very inexpensive. Also, few cities of comparable size can boast so wide a range of eating establishments, entertainment complexes or cultural institutions.

Over 1,000 restaurants tempt Denver visitors with famed Colorado steaks, savory prime beef or freshly caught Rocky Mountain trout. You'll find many outstanding dining spots, some with international reputations for excellence, that feature Italian, French, German, Mexican, and Far Eastern cuisine. There are even restaurants that offer Af-

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National Auctioneers Association

HOTEL RESERVATION FORM

1979 Denver NAA Convention
July 11-15, 1979



THE
DENVER
HILTON

1550 Court Place
Denver, CO 80202
Phone: 303-893-3333

Arrival Day/Date _____

Arrival Time _____ Guaranteed? _____

Departure Day/Date _____

NOTE: The NAA Convention will begin on Wednesday evening, July 11 and conclude, following the President's Banquet and Ball, near midnight, on Saturday, July 14. Suggested departure date from the hotel Sunday, July 15, 1979. NAA vacationers who will participate in the pre-convention activities may wish to arrive in time for the first event, scheduled for Tuesday, July 10, 1979.

Name _____
Last First

Address _____

City _____ State _____ Zip _____

RATES (Check number of rooms at desired rate below):

_____ Single (one person)\$38

_____ Double/Twin (two persons)\$48

_____ Parlor plus one bedroom\$120 to \$240

_____ Parlor plus two bedrooms\$160 to \$280

If double occupancy room requested, complete the following information for second person:

Sharing with: _____

IMPORTANT

Arrangements have been made with the National Auctioneers Association/Denver Hilton for rooms to be held until three weeks prior to the opening date of the NAA Convention — opening date is July 11, 1979. Please make you hotel reservations promptly!

Hotel check out time is 1:00 p.m.

Reservations will be held until 6 p.m. on the day of your expected arrival unless a later hour is specified.

All rooms with color TV, air-conditioning and many with a view of the Rocky Mountains. Garage parking directly beneath hotel. Family Plan — no charge for children, regardless of age, when they occupy the same room as their parents. Heated swimming pool for the use of registered guests. Convenient to department stores and financial district.

Send completed Hotel Reservations Form directly to
THE DENVER HILTON, 1550 Court Place, Denver, CO 80202.

AUCTION FORMS

IMPRINTED WITH YOUR NAME & NUMBERED OR NUMBERED ONLY AS LISTED

ALL CLERKING TICKETS - 3 copies 8½" x 11" NCR 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 \$75.00; 1000 sets \$125.00.

CLERKING TICKETS - 10 on only - Numbered 1 to 1000 100 sets \$18.00, 200 sets \$35.00, 500 sets \$65.00, 1000 sets \$100.00.

CLERKING TICKETS - 10 on only - Numbered 1 to 1000 and imprinted your name, address and telephone number on each ticket. 250 sets \$60.00, 500 sets \$90.00, 1000 sets \$135.00.

ALL FORMS LISTED UNDER THIS HEADING are 8½" x 11" sold in pads of 50 each pad at \$1.75 per pad, 10 pads at \$1.40 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 \$3.15; 10 pads at \$2.55 each, 20 or more pads at \$1.95 each.

CLERKING SHEETS - BUYER'S REGISTRATION

CASHIER'S STATEMENTS - Numbered from 1 to 1000 1000 lots only, \$41.00. Imprinted your name, address and telephone number and numbered 1 to 1000, 20 pads lots only \$50.00.

TAGS Cardboard 2½" x 5½" - 3 part perforated, hole at top. 1000 tags \$9.50, 2000 tags \$18.00, 5000 tags \$40.00.

TAGS - Form No. EATN-26 - Cardboard 2½" x 5½" 3 part perforated, hole at top, 1000 tags \$13.50, 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. EATS3-35 - 3 part perforated, with room to write numbers. Need no wires, peel off and stick on. 1000 tags \$12.00, 2000 \$23.00, 5000 tags \$55.00.

TAGS - Form No. EATCBN-36 - Sticky Back - 2½" x 5", no wires needed, peel off and stick on; 1" numbers, 1000 tags \$22.50, 2000 tags \$42.00, 5000 tags \$100.09.

BUYER CARDS - Form BS-20 3¼" x 7" - 1000 cards \$7.50, 2000 cards \$14.00, 5000 cards \$32.50.

BUYER CARDS - Form No. BCN-30 Numbered from 1 to 1000 - 1000 cards \$15.00, 2000 cards \$29.00, 5000 cards \$75.00.

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

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ghan and Moroccan delicacies. A comprehensive guide to Denver restaurants and suggestions for entertainment is available from the Denver Convention and Visitors Bureau near the Denver Hilton.

What to wear in Denver's year around comfortable climate? Our convention month of July is part of the pleasant summer season on the Eastern slopes of the Rockies. Cool, casual clothing is ideal for warm, sunny summer days in Denver. When the sun goes down, evenings are gloriously balmy but it might be advisable to have a light sweater on hand. Summer days in the mountains are quite pleasant. However, summer storms can arise suddenly and those who venture into the back country are strongly advised to have long pants, long-sleeved shirts, and a warm jacket close at hand.

And if the bustling Denver area and the NAA convention aren't enough attraction for the all-American auctioneer and his family, consider the beauty and splendor of Colorado's mountains. The state has 104,247 square miles of peaks, plains, plateaus, canyons and valleys to be explored and enjoyed; plus eleven National Forests, roughly encompassing two-thirds of Colorado's mountain land. There are 9,600 miles of streams plus 2,850 lakes to be fished, countless places to go horseback riding or jeeping, and more than a half a dozen locales where refreshing natural hot springs bubble up into man made swimming pools.

Colorful Colorado and the exciting Denver area are all waiting for you and the entire NAA convention. If you haven't already, pre-registered for the convention and tours, you'll be saving money and time. **Also, room reservations at the Denver Hilton must be made before June 15, 1979.**

Please complete the hotel reservation form and send it directly to the Denver Hilton. And we'll see you at the 1979 NAA Convention, your national meeting filled with information, excitement, fellowship, and entertainment for the entire family.

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National Auctioneers Association

1979 Advance Convention Registration Form

Advance Registration Deadline June 30, 1979. Any and all Registrations Received After June 30, 1979 Will Be At The \$50 Regular Registration Rate.

Auctioneer's Name _____
Please Print Last First Middle Initial

Preferred First Name _____ Is This Your
Or Nickname to Appear First NAA
On Convention Badge _____ Convention? Yes _____ No _____

If Spouse or Guest Registering for the
Convention Give Full Name to Appear on Badge _____

Your Address _____

City _____ State _____ Zip _____

All members of family, guests, etc., should be listed if registering for Convention activities. Name listed will be shown on Name Badge. Name badges will serve as convention meeting permits.

Children 12 years and younger — Registration Free when accompanied by adult registrant.

List Name of All Members, Guests, etc., to be included in this registration and give age if 12 years of age or under:

1. _____ 2. _____
3. _____ 4. _____
5. _____ 6. _____

Please indicate total number of registrants in each activity selected and total amount being paid for:

Registration Fee(s) Enclosed For:

_____ Individuals @ \$40 each for Advance Registration (Includes registration fees for badges and program, in addition to Thursday luncheon, Friday night Chuck Wagon dinner and entertainment; and Saturday night Banquet and Ball): TOTAL \$ _____

Special Event(s) Fee(s) Enclosed For:

_____ Individuals @ \$8.75 each for AUCTIONEERS' AWARDS Luncheon on Friday, July 13: Total \$ _____

_____ Individuals @ \$8.75 each for LADIES AUXILIARY Luncheon on Friday, July 13: Total \$ _____

ADD UP TOTAL FOR ALL EVENTS SELECTED ABOVE: TOTAL \$

Make check payable to: National Auctioneers Association and send check (TOTAL ADVANCE REGISTRATION PAYMENT) to National Auctioneers Association, 135 Lakewood Drive, Lincoln, NE 68510. NOTE: Advance Registration Fees must be submitted and received at the NAA Office on or before June 30, 1979.

This form is for NAA Convention Advance Registration Only. Information and registration for Pre-Convention and Convention Tours and Activities will be published on behalf of the 1979 Colorado Host Association.

Room Accommodations will be limited at the Denver Hilton Hotel. Please use the NAA Convention Hotel Reservation Form and reserve your room accommodations' needs IMMEDIATELY! The Hotel Reservation Form is included in this issue of THE AUCTIONEER magazine.

1979-80 Dues Statement ● Ladies Auxiliary to the National Auctioneers Association

Yes. I also am enclosing my \$5.00 annual dues (1979-80) to the Ladies Auxiliary to the National Auctioneers Association.

Name _____

Address _____

City _____ State _____ Zip _____

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Set in Display
Case
Set \$5.90**

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or Cassette
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Ultra Thin
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Quartz Watch
Ea. \$10.95**

**CB TRUNK
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ROOF MOUNT
ANTENNA
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to a case**

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Lighters
Gross \$54.00**

**LADIES'
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L. E. D.
6-Function
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Box &
Open-End
Wrench
Ea. \$6.90**

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Novelty
X-Rated
T-T-F Watch
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Deluxe
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| Ladies' Nurses Watch with Band | Ea. \$ 6.50 |
| Ladies' Fashion Watches | Ea. \$ 10.00 |
| Ladies' or Men's Digital Watches | Ea. \$ 7.95 |
| Ladies' Date-O-Matic D&D Watches | Ea. \$ 10.00 |
| Men's 17-Jewel Calendar Watch—Swiss | Ea. \$ 9.50 |
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| Ladies' BRILLIANT CUT—HAND SET | |
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| 17-Jewel Hunting Case Pocket Watch | Ea. \$ 19.00 |
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| Ladies' HEART SHAPED WATCH | Ea. \$ 8.50 |
| Ladies' Deluxe L.C.D. Watches | Ea. \$ 15.95 |
| Men's Deluxe L.C.D. Watches | Ea. \$ 14.95 |
| 2-pc. Perfume Pen & Pencil Set | Doz. \$ 9.90 |
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| Trucker's Cowhide Wallet | |
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| Electric Deluxe Mixer on Stand with Bowl | Ea. \$ 12.00 |
| 7-Pc. Cookware Set | Ea. \$ 11.00 |
| 7-Pc. Hard TEFLON-II Set—Asst'd colors | Set \$ 10.50 |
| Musical Beer Stein—Large Size | Ea. \$ 5.00 |
| 19-pc. Decorated Handle—Sheffield, England | |
| Cutlery Set, 1 yr. guarantee | Set \$ 6.00 |
| EVERSHARP 6-pc. Deluxe Steak Knife Set | Doz. \$ 10.80 |
| 12 Cup Stainless Percolator | Ea. \$ 12.50 |
| 7-Pc. Deluxe Stainless Steel Cookware Set | Set \$ 18.00 |
| 6-Pc. Regent Sheffield Sword Knife Set | Ea. \$ 5.50 |
| 7-Pc. Italian Decanter & Wine Set | Ea. \$ 6.90 |
| 32-Pc. Cook-n' Serve, Oven Proof | Set \$ 10.50 |
| 6-Pc. Emperor Knife Set | Set \$ 5.75 |
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| 6 Pc. Hand-Braided Pabst Blue Ribbon Beer Cue Set | Doz. \$54.00 |
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|---------------------------------------|-----------------|
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| SOCKET SET | Ea. \$ 7.50 |
| 50 Ft. Drop Cords—All Copper Wire | Doz. \$ 24.00 |
| 100 Ft. Drop Cords—All Copper Wire | Ea. \$ 3.00 |
| 7-Pc. 2-Fisted Screwdriver Set | Per Set \$ 2.65 |
| 29-Pc. Socket Set | Set \$ 6.90 |
| 40-Pc. Tap & Die Set | Ea. \$ 9.75 |
| 4-Pc. Pipe Wrench Set, 8"-10"-14"-18" | Set \$ 10.90 |
| 4 Pc. Adjustable Wrench | Set \$ 12.50 |
| 25-Pc. 1/2" Socket Set w/Metal Box | Set \$ 10.80 |
| Rosco 7-Pc. Screw Driver Set | Set \$ 1.75 |

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| Deluxe 5-Band—Police—AM/FM Radio | Ea. \$ 11.50 |
| Novelty Beer Can Radios | Ea. \$ 4.00 |
| 8-Track AM/FM Home Stereo Set with 2 large Matching Speakers | Ea. \$ 49.95 |
| Animal Plush Poodle Radio—Ass't. Colors | Ea. \$ 4.50 |
| ROLLS ROYCE CAR RADIO | Ea. \$ 6.90 |
| AM/FM Radio—Medium Size | Ea. \$ 4.95 |
| Electronic Radar AM/FM Digital Clock Radio | Ea. \$ 16.50 |
| 6x9 Triaxial 20 oz. Speakers | Pr. \$ 21.90 |

LAST MINUTE SPECIALS

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| Automatic Switchblade Comb | Doz. \$ 11.00 |
| 8-Digit Calculator | Ea. \$ 4.00 |
| Spaulding Golf Balls, Nat'lly adv., Pin-Flight | Doz. \$ 4.25 |
| Mighty Midget Pistol Key Chain | Doz. \$ 6.00 |
| Cannon Towels—Giant Size | Doz. \$ 9.90 |
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| COLORLED TELEVISION, NAME BRAND, BRAND NEW—13-inch by Sharp | Ea. \$239.95 |
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| Men's and Ladies' Sunglasses | Doz. \$ 3.90 |
| Large Size Grandfather Clock | Ea. \$ 11.90 |
| Large Grandfather Clock w/Chime | Ea. \$ 10.90 |
| Large Size Kerosene Lamps—Asst. Colors | Doz. \$ 9.00 |
| Assorted Cultured Pearl Pendants | Doz. \$ 12.00 |
| Beautiful Star Sapphire Pendants | Doz. \$ 16.50 |
| Beautiful Asst. Cocktail Rings - in Display | Doz. \$ 5.00 |
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| Ass't. Rhinestone Earring & Necklace Set | Doz. \$ 24.00 |
| Trick Brandy Glass—Hot Seller! | Doz. \$ 4.50 |
| Ronson Cigarette/Vanity Case set | Doz. \$ 19.00 |
| 8-Track & Cassette Car Player (Combination) | Ea. \$ 29.95 |
| Beautiful Super Star "Nothing" Necklaces | Doz. \$ 3.00 |
| Deluxe Phonograph-Radio Comb. | Ea. \$ 16.50 |
| Nothing Necklaces | Doz. \$ 1.50 |
| Cadillac Eldorado Novelty Radio | Ea. \$ 7.50 |
| 17-Pc. Antique Coffee Set - Boxed | Ea. \$ 14.50 |
| 144-Pc. Indian Jewelry Display includes Necklace, Bracelets, Earrings & Rings | \$ 59.95 |
| Giant Size Electric 3-D Picture | Ea. \$ 8.90 |
| Diamond Cut Crosses | Doz. \$ 3.50 |
| 40 Channel Citizen's Band Receiver with Deluxe AM/FM Radio | Ea. \$ 10.90 |
| Men's Cotton-White Tee-Shirts | Doz. \$ 9.90 |
| Men's Cotton-Colored Tee-Shirts | Doz. \$ 10.90 |
| Giant Barlow Knife | Doz. \$ 12.00 |
| Bunny Necklace with Red Eye | Doz. \$ 6.00 |
| Bunny Stick-Pin with Red Eye | Doz. \$ 6.00 |
| Beautiful Gold Pipe Necklace | Doz. \$ 6.00 |
| Cigarette Pack Size Radio | Ea. \$ 4.75 |
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1979 Colorado Hoedown Convention

Tours Registration Form

This registration form for Host Association Tours Only — Does not pertain to Convention Registration, which is on a separate form.

Name _____

Address _____

City _____ State _____ Zip _____

Please mark the appropriate box and offer the number in your party for which your tour fees apply:

TUESDAY, JULY 10

TOUR A — DENVER MOUNTAIN PARKS. A 61-mile trip into the Denver Mountain Parks. Included are Lookout Mountain, the Tomb of Buffalo Bill and the memorial museum, several views into the depths of Clear Creek Canyon thru 10 miles of deeply cut Bear Creek Canyon. A stop is made in beautiful Red Rocks Park, truly a garden of rock formations. Golden, Colorado, territorial capital of Colorado and home of the Colorado School of Mines and Coors Brewery, is viewed from Lariat Trail.

Bus Departs from Ground Level, Denver Hilton Hotel at 1:00 p.m. NAA Convention Rate: \$6.40 per person (61 miles — approximately 4 hours).

_____ Persons @ \$6.40 each \$ _____

TOUR B — MONFORT CATTLEMENS' DELIGHT. Go north to Greeley and the Monfort feedlot operation. Visit the Monfort Feedlots Visitor's Center for a film and visual display of modern cattle feeding facilities. View the feedlots from the Observation Tower.

Bus Departs from Ground Level, Denver Hilton Hotel at 1:00 p.m. NAA Convention Rate: \$5.00 per person (60 miles — approximately 5 hours).

_____ Persons @ \$5.00 each \$ _____

WEDNESDAY, JULY 11

TOUR C — AIR FORCE ACADEMY.

From Denver to the Air Force Academy. Stop for views of the Chapel. The tour of the Academy site covers about 17 miles through rolling foothills with majestic Rocky Mountains forming a background for the West Point of Air. Out the south entrance, to Garden of the Gods, through Manitou Springs (where buses will stop for lunch — lunch not included in Tour), to Broadmoor area. Return to Denver through Colorado Springs.

Bus Departs from Ground Level, Denver Hilton Hotel at 9:00 a.m. NAA Convention Rate: \$8.80 per person (150 miles — approximately 6 hours).

_____ Persons @ \$8.80 each \$ _____

TOUR D — CENTRAL CITY TOUR.

A 100-mile scenic trip to Boulder, home of the University of Colorado, then up Boulder Canyon and across the Peak-to-Peak Highway with many majestic views of the Continental Divide, to Central City. Time is available for browsing in Central City, which is an authentic gold mining boom town of the 1860's, rich in color and history. Return to Denver via the scenic Clear Creek Canyon.

Bus Departs from Ground Level, Denver Hilton Hotel at 1:00 p.m. NAA Convention Rate: \$8.00 per person (100 miles — approximately 5 hours).

_____ Persons @ \$8.00 each \$ _____

TOTAL FEES INCLUDED ON THIS TOUR REGISTRATION FORM \$ _____

NOTE: Listed below are the names of all those who will be on the tour as indicated in the numbers above:

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Before, After the NAA Convention Plenty to do in the Denver Area

The weeks before and after the Denver NAA Convention give members an opportunity to experience Colorado and the exciting Denver area. Here is only a partial listing of events and points of interest to visit before and after the '79 NAA Convention.

On the Eastern slopes of the Rockies you'll find camping and fishing at Rocky Mountain National Park and Estes Park, Colorado. Both are Northwest of Denver. South, at Colorado Springs, you'll find Pikes Peak, and west of the Denver area plan to visit the mining towns of Central City and Georgetown.

In the Denver metro area, tour the "Unsinkable Molly Brown" house, Denver Botanic Gardens, Denver Zoo and the Natural History Museum. Unique shopping areas include Cinderella City, Larimer Square, and Sakura Square. Plan a tour of the Coors brewery and the Heritage Square shops, both in Golden. Lakeside and Elitch Gardens are Denver's amusement parks.

Within walking distance of the Denver Hilton there's also plenty to see, like the Denver Mint which produces twenty million new coins each day. A few blocks away you'll also find the Denver Art Museum, Civic Center, State Capitol and the Colorado Heritage Center.

More information about what to do in Denver is available from the Colorado Convention and Visitors Bureau, near the Hilton at 225 West Colfax Avenue, Denver, CO 80202; or call (303) 892-1112

Where To Camp In or Near Denver

The Convention and Visitors Bureau can also provide you with information on campsites throughout Colorado. For the Denver area, however, here is a list of trailer parking and campground facilities:

BARR LAKE CAMPGROUND . . . I-76 and 136th Ave. (opposite Barr Lake) 18 miles north of Denver. Phone (303) 359-6180.

CHERRY CREEK RESERVOIR AND STATE RECREATION AREA . . . 8 miles southeast of Denver on State Highway 83. Phone (303) 755-0766.

CHIEF HOSA CAMPGROUND . . . Route 3, Box 282, Golden, Colorado 80401. Phone (303) 277-0364.

DELUX RV PARK . . . 5520 Federal Blvd. Phone (303) 433-0452.

DENVER NORTH KOA . . . R.R. #1, Box 149, Broomfield. Phone (303) 452-4120.

ELMS CAMPGROUND AND TRAILER PARK . . . 15680 E. Colfax, Aurora. Phone (303) 364-9991.

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Enclosed is my check in the amount of \$_____ to register me (list additional names if check includes more than one registrant) for the tournament.

Fees include registration for the following (Name everyone included in registration fees amount):

Send \$15 fees and registration on or before July 1, 1979 to the NAA Office, 135 Lakewood Drive, Lincoln, NE 68510.

(NOTE: Beat the President Golf Tournament registrations must be made in advance to protect the tee time reservations at the golf course. Late registrations can enter the tournament ONLY if additional tee off times are available on date of the tournament.)

● STATE AUCTIONEERS ASSOCIATIONS' REPORT ●

Iowa Auctioneers Meet in Western Iowa

Atlantic, Iowa was the site of the April 29 Spring Meeting of the Iowa Auctioneers Association. It was the 30th year for the annual meeting and the first time the convention had been held in western Iowa since 1962. Guest speaker for the IAA meeting was NAA board member Rex Newcom of Whitewater, Kansas. Mr. Newcom stressed National and State membership for all auctioneers, as well as taking an active part in the associations, getting involved, attending meetings, and making friends in the associations as members work together as a team.

It was decided at the meeting to have the sixth regional meeting in the first week in June; also to revise by-laws, and draft a license law for presentation to the Iowa legislature in the fall. The October 26 IAA convention will be held in Waverly, Iowa.

Montana Auctioneers Re-elect Stahl

Rick Stahl of Opheim was re-elected president of the Montana Auctioneers Association at their annual convention held in Lewistown March 2 and 3.

The vice-president, Colin Bass of Lewistown and

secretary, Steve Hermanson of Helena, were also reinstated.

Wide Range Auctioneer Del Strommen of Vandalia took second in the Livestock contest. Taking first was Mike Ellerd of Bozeman and third, Kenny Youngland, Miles City.

Winners of the Merchandise contest were, first, Morris Gardner, Hamilton; second, Bill Taylor, Wolf Point; third, Kevin Gardner, Missoula.

Two new directors were elected, Jack Anderson of Wise River and Jack Bowser of Molt. Fritz Hoppe of Glasgow is also a director.

The highlight of the convention was the real estate and advertising seminars conducted by the executive director of the National Auctioneers magazine, Harvey L. McCray of Lincoln, Nebraska and Dick Brewer of Mt. Hope, Kansas, a highly recognized real estate auctioneer.

The 1980 convention will be held in Bozeman and in Glasgow in 1981.

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Ohio Auctioneers Convention Well Attended

The January, 1979 convention is now history, and the various OAA committees did a superb job of putting it all together. Everyone enjoyed themselves with no complaints. Sunday's business meeting moved along rapidly and was completed before the noon banquet. Chuck Cumberlin, outlining plans for the '79 NAA Convention, encouraged all OAA members to be sure and make the trip to Denver.

The afternoon bid-calling seminar, along with those on Monday, were educational and informative.

The June 9-10 Summer Meeting of the OAA will be held at the Marriot Inn, Columbus.

"Auctioneers Bid Calling" New Designation

Auctioneers Bid Calling Contest is the name now given to the contest at the Ohio State Fair. The name change is one of the changes made in the contest which will be held on Monday, August 20, 1979 at the Ohio State Fair. The contest will now be open only to residents of Ohio who hold an auctioneer's license. Another change will be that two more judges are to be added. Each judge will have only one category to judge: Appearance, Tact, Speech, Microphone Ability, and Salesmanship.

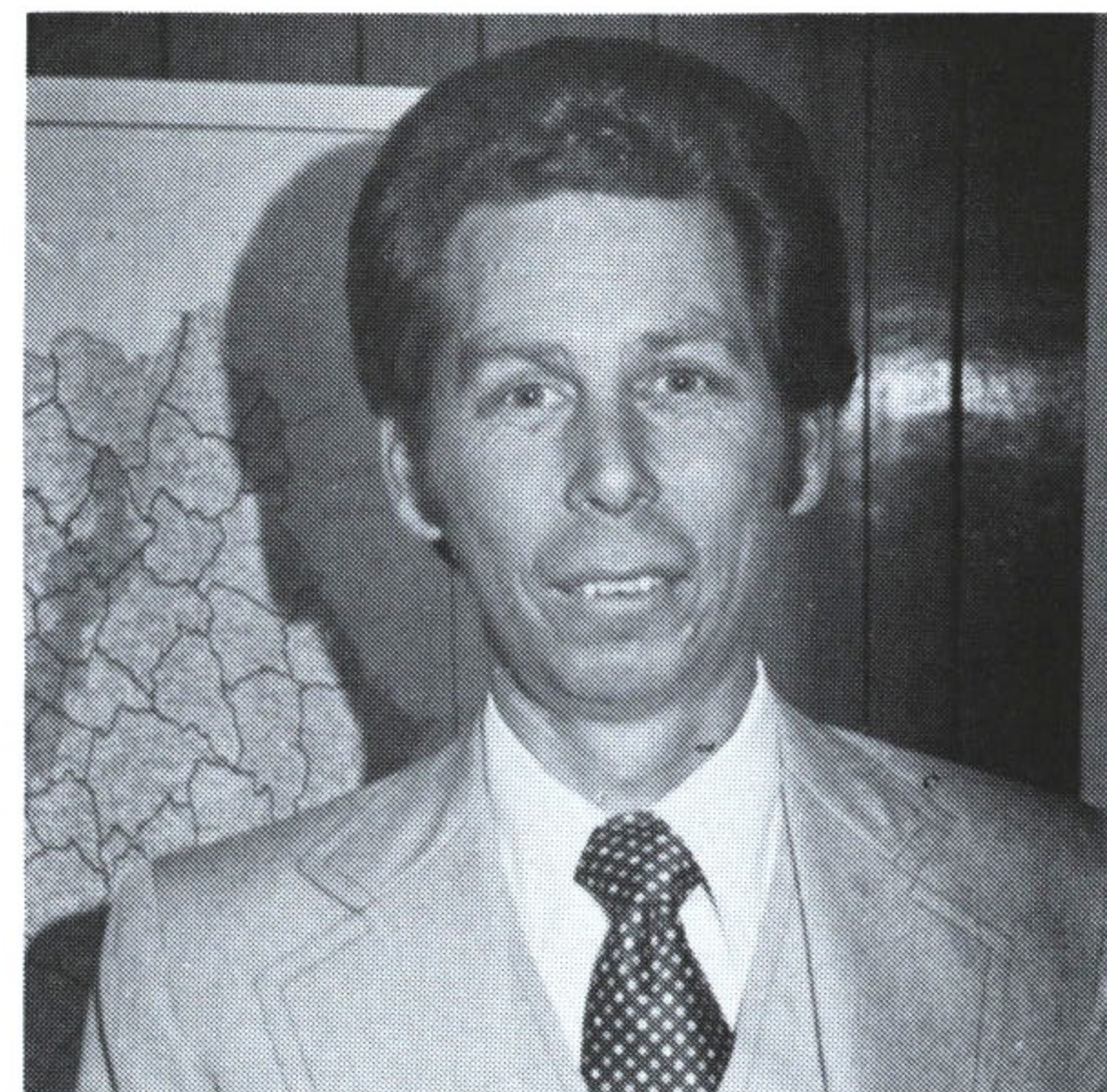
Auction Schools Approved by the State of Ohio

With the new Ohio auction law now in effect, the following is a list of the schools approved by the State which have the required hours and curriculum: Fort Smith Auction School, Fort Smith, Arkansas; International Auction School, Louisville, Kentucky; Mendenhall School of Auctioneering, High Point, North Carolina; Missouri Auction School, Kansas City, Missouri; Nashville Auction School, Nashville, Tennessee; Reisch World Wide College of Auctioneering, Inc., Mason City, Iowa; Reppert School of Auctioneering, Inc., Decatur, Indiana; Superior School of Auctioneering, Decatur, Illinois; Technical National Institute, Inc., Akron, Ohio.

Lonnie Napier Elected Kentucky Auctioneer President

In a unanimous vote Kentucky auctioneers elected Lonnie Napier to a one year term as President of the Kentucky Auctioneers Association, succeeding Alex Gribbins as president of the KAA.

Thirty-eight year old Lonnie Napier is presently



LONNIE NAPIER

co-owner of the Arnold, Napier, Hammonds Auction and Real Estate Company of Lancaster, Kentucky. Formerly president of the Lancaster-Garrard County Chamber of Commerce, Lonnie is the editor of the "Garrard County News".

Mr. Napier attended the Nashville School of Auctioneering, Nashville, Tennessee.

New Hampshire and Maine Auctioneers Convene

The Spring meeting of the New Hampshire Auctioneers Association was highlighted by the presence of Harvey McCray, executive director and secretary of the National Auctioneers Association. Mr. McCray addressed the New Hampshire auctioneers on April 16, then went on to Augusta, Maine to help celebrate the 25th anniversary of the Maine Auctioneers Association, on April 17.

Eighty-seven members attended the New Hampshire meeting. Among the guests was NAA director Bill Josko of Connecticut. Representatives of the

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GEORGE A. MARTIN, secretary of the Maine Auctioneers Association presented a plaque of appreciation to NAA executive director, Harvey McCray.



MEMBERS AND GUESTS at the NHAA spring meeting included: George Foster (left), newly elected president of the New Hampshire Auctioneers Association; and Roger Crowley shaking hands with Richard Crane, retiring president of the NHAA. Mr. Crowley is assistant to New Hampshire Governor Hugh Gallen, and declared National Auctioneers Week in the state of New Hampshire. Sharing the Maine meeting buffet at the Holiday Inn in Augusta, were Greg Michael, legal counsel to the New Hampshire Auctioneers Association, and NAA executive director Harvey McCray.

publishers of Yankee magazine were on hand at both conventions to break the news of an all-auction publication, a weekly devoted to area auctions and auctioneers. It will debut during Spring 1979 and members of the NHAA voted to support the publication.

Others present at the meeting included George Foster III, newly elected president of the New Hamp-

shire Auctioneers Association, George Michael, Secretary of the NHAA and attorney Gregory Michael, legal counsel to the NHAA. Christie Mercurio, president of the Rhode Island Auctioneers extended greetings to the group.

At both New Hampshire and Maine meetings, Mr. McCray stressed that the auction profession is growing, and up and coming auctioneers must prepare themselves to meet the modern business of auctioneering. He recommended attendance at the Certified Auctioneers Institute which is sponsored by the



BILL JOSKO of Connecticut auctioned off a gold watch and contributed the funds to the NHAA treasury. Josko is a director of the National Auctioneers Association.

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NAA in conjunction with the University of Indiana at Bloomington.

New Hampshire president George Foster issued an invitation for all to attend the 25th anniversary of the founding of the New Hampshire Auctioneers Association which will be celebrated Sunday, October 28 at the new Hilton Inn now being built in Merrimack.

Arkansas Auctioneers Association Holds Spring Convention

Mr. Bill Knight of Dell, Arkansas, was elected president of the Arkansas Auctioneers Association at the educationally oriented Spring Convention, April 20-21 at Batesville, Arkansas.

Elected to serve as vice president was Tommie Walker of Mountain Home, Arkansas and Wayne Ball of North Little Rock, Arkansas, was elected to a position on the board of directors. Retiring president of the association, Paul Kelly of Batesville, Arkansas, also assumed a seat on the board. Jayne Lowery of Dennard, Arkansas, was appointed to the non-elective position of secretary-treasurer.

The educational portion of the convention was highlighted by addresses from C. E. "Chuck" Cumberlin, Brush, Colorado, first vice president of the National Auctioneers Association; Archie Moody, second vice president of the NAA, Darlington, South Carolina; and Dick Dewees, president of the Missouri Auction School, Kansas City, Missouri. A bid-calling seminar, conducted by Cumberlin and Moody, both World Champion Auctioneer title holders, opened the educational sessions on Saturday.

Immediately after the seminar, Cumberlin and Moody left the convention center to appear at Batesville's Melba Theatre where the Arkansas Association sponsored free children's movies to kick off Na-



LIFETIME MEMBERSHIP — Outgoing president of the Arkansas Auctioneers Association, Paul Kelly of Batesville, Arkansas, presented a certificate of lifetime membership to F. E. "Red" Springer of Red Oak, Oklahoma, for his years of attendance and support of the Arkansas Association.

tional Auctioneers Week, which began the next day. The two champion bid callers gave demonstrations of the types of sales they use when selling at auction.

Archie Moody was the featured speaker of the afternoon, representing NAA President Harvey Lam-bright to the convention. Moody pointed out that the auction profession was the last segment of the free enterprise system that is left for the individual. He urged the auctioneers to be constantly aware of the image that they are presenting to the general public. He pointed out that there are still too many in the business who are not working to improve their image.

A seminar for both auctioneers and their clerks was conducted by Dick Dewees, president of the Missouri Auction School at Kansas City. And for the first time since the Arkansas Association started

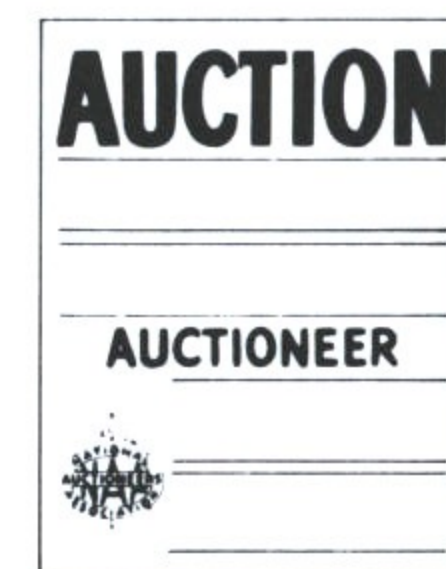
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"Common Sense in the Auction Business" is a booklet compilation of the "Common Sense" articles exactly as they appeared in THE AUCTIONEER magazine. The booklet is complete and includes articles whose material was not directly pertinent to "Let's Talk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

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holding get-togethers the night before the convention, a program was held. Dewees presented a slide presentation covering auctions in America and Europe. Many of the types of auctions explained by Dick Dewees had never been seen by most of the auctioneers at the social hour.

First Vice President Chuck Cumberlin stated at the banquet that it is the auctioneers who are not at a convention that are the ones that lose. He urged those in attendance to keep the habit of going to state conventions and broaden that habit to include national conventions and educational sessions.

Mr. C. E. "Red" Springer of Red Oak, Oklahoma, was presented with a lifetime membership in the Arkansas Auctioneers Association in recognition of his long years of faithful attendance and support of the association, although he is a resident of Oklahoma.

A fun auction concluded the Arkansas convention Saturday night.

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RAISE IMAGE — Archie Moody, second vice president of the National Auctioneers Association from Darlington, South Carolina, told members of the AAA that constant attention must be paid to the image that auctioneers are presenting to the general public. *URGES EDUCATION* — Chuck Cumberlin, first vice president of the NAA from Brush, Colorado, urged Arkansas auctioneers to take advantage of the educational programs offered by the National Association, as well as state associations. *NEW PRESIDENT* — Bill Knight of Dell, Arkansas, addressed the Arkansas Auctioneers Association with an acceptance speech after being elected president of the state association.

New Missouri License Law Effective January 1, 1979

Signed on Memorial Day 1978 by Governor Joseph P. Teasdale, the new Missouri auctioneers license law became effective January 1, 1979. As noted by NAA member and Missouri auctioneer H. Willard Arnaman, the Missouri law requires a license and not a "permit" to operate as an auctioneer in Missouri. The following is reprinted from Missouri House Bill No. 1170, signed into law and effective January 1, 1979.

Section 343.010. 1. No person shall exercise the trade or business of a public auctioneer by selling any goods, property or real estate without a license.

2. "Auctioneer", as used in this act is one who sells goods, merchandise, or property of any kind, at public or private auction, for another person, and who receives any commission or compensation of any kind for conducting such sale; but not including one who conducts such a sale by or under the jurisdiction of any court, or pursuant to any judicial judgment or order, or any foreclosure sale of real estate, and not including any owner of any goods, merchandise or property of any kind, who himself conducts such sale.

343.030. The clerks of the respective county courts shall issue, at each term, as many blank auction licenses for ten days, and for one, three, six and twelve months, respectively, as requested.

343.070. Each collector shall grant to any person, upon application and upon compliance with the requirements of this chapter, an auction license for ten days, or for one, three, six or twelve months, and

for that purpose fill up and countersign one of the blank licenses received from the clerk.

343.080. 1. There shall be levied upon every license, to be paid to the county clerk before the delivery thereof, a fee as follows:

- (1) On each license for one month, ten dollars;
- (2) On each license for three months, twenty dollars;
- (3) On each license for six months, thirty dollars;
- (4) On each license for twelve months, fifty dollars.

2. An auctioneer license issued in any county of this state shall be valid in each county of this state during the period for which it is issued.

343.090. In each case of a license delivered, there shall be paid to the county clerk two dollars as an issuance fee to the clerk. The fee shall be paid into the county's general revenue fund.

343.100. No person shall be permitted to sell goods or property at auction of any kind at auction unless he shall have resided in the state six months next preceding the time of making application for license. Except that any nonresident individual may be granted a license to engage in auctioneering in this state upon application and payment of the appropriate fees set out in this chapter.

343.250. Every person who shall violate any of the provisions of this chapter is guilty of a misdemeanor, and upon conviction, shall be punished by a fine of not less than twenty nor more than five hundred dollars, and shall be disqualified from exercising the rights or pursuing the business of an

auctioneer for a period of one year from the date of his conviction. After January 1, 1979, every person who shall violate any of the provisions of this chapter is guilty of a Class C misdemeanor and shall be disqualified from exercising the rights or pursuing the business of an auctioneer for a period of one year from the date of his conviction.

Further clarification of the Missouri license law is provided by State representative and NAA member Glenn H. Binger.

Dear Harvey:

After reading the article on page 18 of the April issue of THE AUCTIONEER, about MAA member, Bill Purvis, being surprised that Missouri auctioneers must now be licensed, I felt I should reply and try to explain the real story.

This is nothing new. Missouri auctioneers have been required to be licensed for many years under Chapter 346, R.S.M.O. The only difference with the new law passed last year is that previously you had to purchase a license in each county you sold in. That license cost \$40.00 for each county. Now you need only one county license at the rate of \$50.00 and it is reciprocal all over the state. The bill also did away with some auction laws passed in the late 1800's (before there was a sales tax) calling for a 1½ percent duty tax to be collected at all auctions. It also did away with the Itinerate Vendors license

required by the Department of Revenue.

So, you can see it is good legislation and much better than the old laws that were on the books.

Also, three years ago, the Missouri legislature passed a law that exempted auctioneers from having to purchase licenses or permits in any municipality unless they have an office in that municipality. As you can see, Missouri auctioneers should have been competing with the Missouri law all along. This is nothing really new, it's just an update of the laws long past due.

I hope this helps clarify any questions Missouri auctioneers might have had on this issue.

Glenn H. Binger
State Representative, 41st District
also President
Missouri State Auctioneers Association

(EDITOR'S NOTE: The information above emphasizes that before any auctioneer provides his services as an auctioneer in any city, township, county or state that he should check with the officials of that area to determine what, if any, requirements are needed. The NAA Office tries to keep abreast of the license requirements, but due to the frequent revisions, amendments, etc., to state laws, it is suggested that the city, county, state officials be contacted direct to obtain the correct information.)



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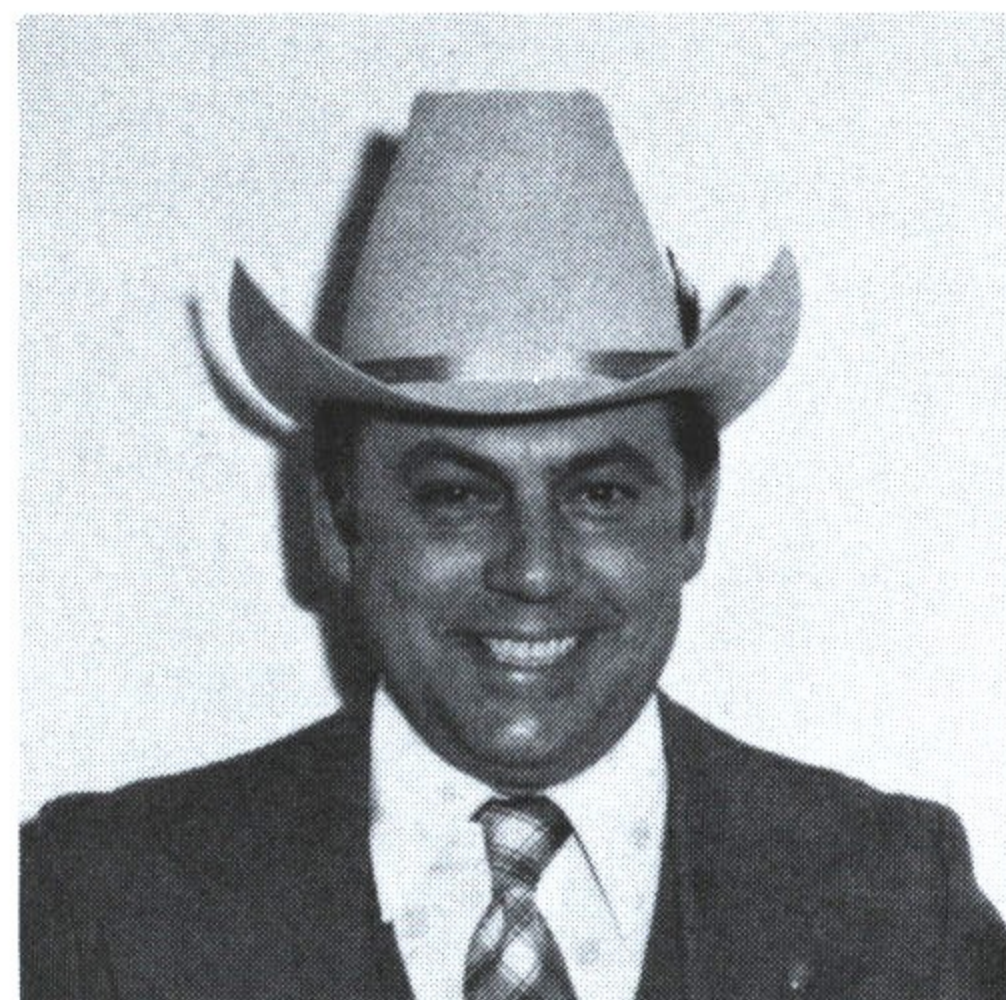
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Report: North Dakota Auctioneers Association Convention

The North Dakota Auctioneers Association held their 27th annual convention on February 9-11 at the Holiday Inn, Bismarck, North Dakota. Sixty-seven auctioneers registered for the meeting, the ladies registered forty-four members.

Several auctioneers brought their children and fellow workers from their auction services. All in all it added up to a very well attended convention.



BUD RICE was elected president of the North Dakota Auctioneers Association at the February convention. Bud (left) is from Tioga, North Dakota. Dick Keil of Fargo, North Dakota, was the winner of the Merchandise Contest.

NDAAs members elected Bud Rice of Tioga, North Dakota as president of the North Dakota Auctioneers Association.

Fred Chandler, a Chariton, Iowa, purebred cattle auctioneer held an exciting and educational Bid-Calling Seminar. Champion auctioneers were picked in two contests.

Dick Keil, Fargo, North Dakota was the winner of the merchandise contest, second place, Bud Rice. The merchandise sold, over \$20,000 worth of merchandise, for radio station KBMR. Over 500 people registered as buyers.

Almi Breuer, Emmet, North Dakota, was champion livestock auctioneer, Tony Heinze, second place. Held at the Missouri Slope Livestock Auction, fifteen auctioneers entered and sold about 600 consigned cattle.

The convention's first talent show was an enjoyment for everyone. New officers were elected at various business meetings and many association goals were set for 1979.

A July 21-22 picnic is scheduled for the North Dakota Auctioneers Association after the NAA convention in Denver.

Feeling Faint

The Auctioneer rushed excitedly into the tavern and shouted: "A lady just fainted outside. Does anybody have a shot of whiskey?" The bartender instantly filled a glass and handed it to the Auctioneer, and said, "On the house." The Auctioneer grabbed the glass, downed its contents and handed it back to the bartender. "Thanks", he said, "I always get sick when I see someone faint".

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

PRESIDENT:

Mrs. Walter (Ruby) Hartman, 12008 South St., Rt. 122, Camden, Ohio 45311. Phone: 513 787-3211

1ST VICE PRESIDENT:

Mrs. Leland (Irene) Dudley, Route 4, Hampton, Iowa 50441. Phone: 515 456-4284

2ND VICE PRESIDENT:

Mrs. Charles (Glenda) Johnson, P.O. Box 46, Sevierville, Tennessee 37862. Phone: 615 453-8417

SECRETARY-TREASURER:

Mrs. Ken (Marian) Barnicle, 5423 Blueberry Dr., Lakeland, Florida 33803. Phone: 813 644-3804

HISTORIAN:

Mrs. Rick (Donna) Lang, P.O. Box 255, Silverton, Oregon 97381. Phone: 503 873-5289

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Mrs. Charles (Alice) Connour, 9770 Wisterwood, Dallas, Texas 76238. Phone: 214 348-2838

Mrs. Rex (Naomi) Newcom, P.O. Box 458, Whitewater, Kansas 67154. Phone: 316 799-2278

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Mrs. Harvey (Pat) Lambright, 112 N. Detroit St., LaGrange, Indiana 46761. Phone: 219 463-2012

Mrs. Bob (Ann) Williams, P.O. Box 183, Arlington, Washington 98223. Phone: 206 435-3608

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Mrs. Don (Eileen) Standen, 38146 Sugar Ridge Rd., North Ridgeville, Ohio 44035. Phone: 216 327-8141

Mrs. Walter (Marie) Flatow, R.D. Box 125, Waterbury Center, Vermont 05677. Phone: 802 244-8817

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

We'll See You In Denver . . .

Dear Ladies:

Now that Spring is almost over and summer will soon be here, that means it is getting closer to "Convention time". Let us hope that you have your calendars marked for July 11 to July 14 for the National Convention in Denver, Colorado.

I know that the Colorado Committees have been working hard to give us a good convention, so please make plans for your family to attend. If you have never been to a National Convention, I can't think of any better time to go than this year.

Denver, Colorado is an interesting and exciting city to visit, they have much to offer in sight seeing, good clear mountain air, and lots of good shopping. So come early before the Convention activities start, and learn more about the "mile high city".

It is a worthwhile thing to do for yourself and your family. You will meet new friends and renew

old acquaintances that you haven't seen for a year or longer.

The Ladies Auxiliary invites you to come to their Convention meeting, and if you would like to be a member we would certainly be glad to have you join. Attend the meeting on Friday morning and tell our Secretary or someone in charge that you would like to be a member. The fee for one year is only five dollars and it will be well worth it to be a part of a large, growing organization.

Don't forget to use the registration blanks in "The Auctioneer" magazine to get your registration in early, so you won't have to wait in line for tickets to the various functions at the convention.

I'll be looking for you at the convention — "plan to be there!"

**Mrs. Walter (Ruby) Hartman, President
Ladies Auxiliary to the NAA
Camden, Ohio**

Greetings Ladies from the Pacific Northwest

Once again we will be gathering for the National Convention in July. Your Auxiliary President has been working around the calendar with the Denver delegation for an informative and fun time for all of us. She also reminded me not to let the month slip by without a few words.

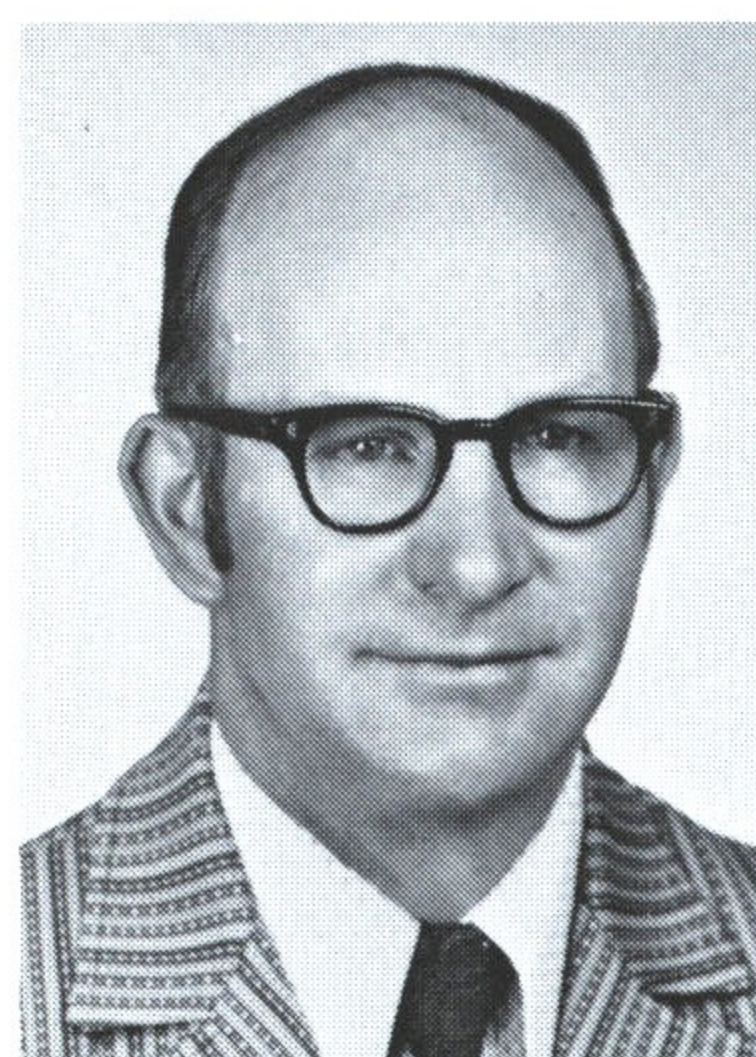
Just came in from tramping through the woods

in search of the elusive mushroom. We find them growing wild in natural mulch under the cottonwood trees, and oh-so-good. It is also relaxing to sandwich these little expeditions in between auctions and meetings. Someone had been in ahead of us so only found enough for a meal. We were hoping to find enough to freeze. Oh, well, another time!

Speaking of growing things and expeditions, it is exciting to see the Auxiliary membership growing. It is up to us to pack the suitcases and greet new faces and renew old acquaintances. If husband or dad can't "take the time" for convention, urge him! In fact, wouldn't that make a nice Father's Day surprise? Pre-registrations are accepted at the NAA Office until June 30. The rewards are much greater than the dollars spent. One comes away with new ideas, new vigor and increased monetary benefits by your application of the know-how and hints of others at convention.

We plan to head for the Denver convention in our motor home which serves a dual purpose, having used it as "on location" auction office for several years. We will combine a little vacationing along the way. The Rockies are great therapy. We've packed fishing gear for the good fishing on the Arapaho, a metal detector and gold pan for "striking it big" at Idaho Springs, and Fuller's non-toxic insecticide, the best we've found to beat the mosquitoes. (Colorado and the Chamber of Commerce are not going to like me for that one!)

A note of information for others who may be traveling by motor home. The convention hotel does



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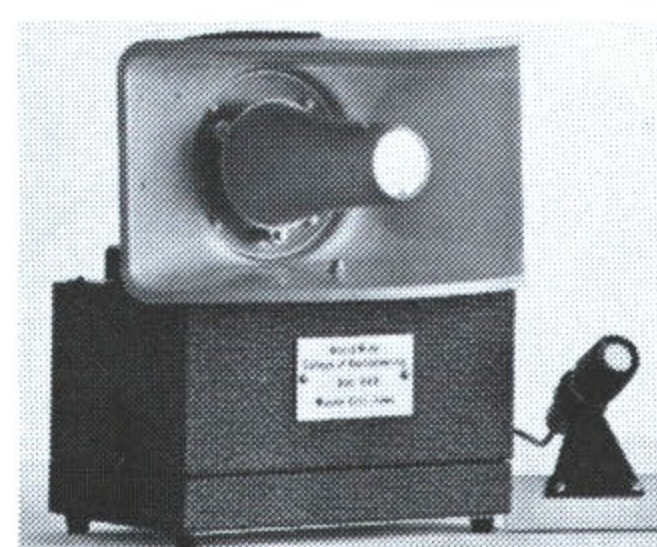


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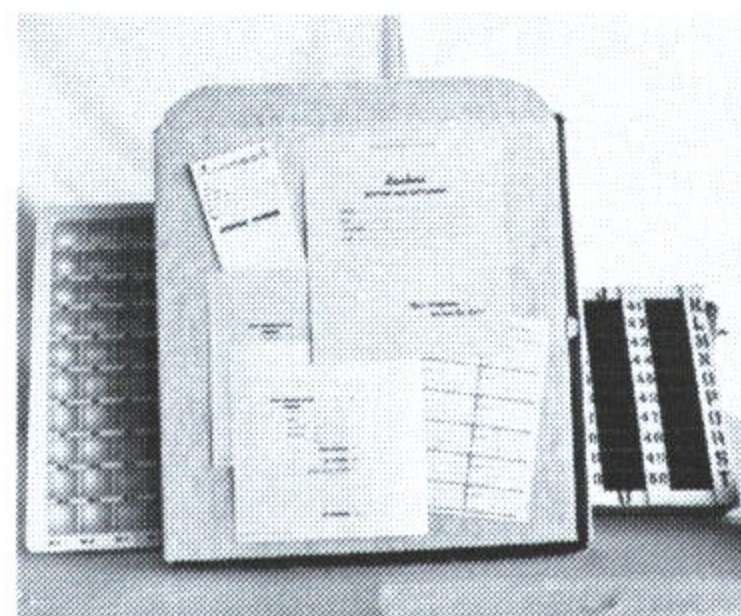
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not have space for you to park. However, they have informed us that a parking lot located a block away will be available.

I'm looking forward to meeting new friends and greeting old ones, see you all at the NAA convention July 10-14.

**Mrs. Robert (Ann) Williams, Director
Ladies Auxiliary to the NAA
Arlington, Washington**

1979 Convention Hosts Plan Activities for the Youth

The 1979 NAA Convention truly has something for everyone. For the auctioneer and his associates there are 12 workshops to learn and share experiences in the auction method of selling: state officers' workshop, bid calling, industrial equipment, auction house and new furniture, clerking and cashiering, guns/stamps/and charity auctioneering, antiques, farm sales/machinery/and consignment, real estate, livestock, auto, and dairy cattle auctioneering.

For the auctioneer and his family there are pre-convention tours to the Denver Mountain Parks, the Air Force Academy near Colorado Springs, the Montfort feedlot operation, and a scenic trip along the Peak-to-Peak Highway to the 1870's mining town of Central City. During the Convention, however, the entire family will enjoy Friday night's chuckwagon

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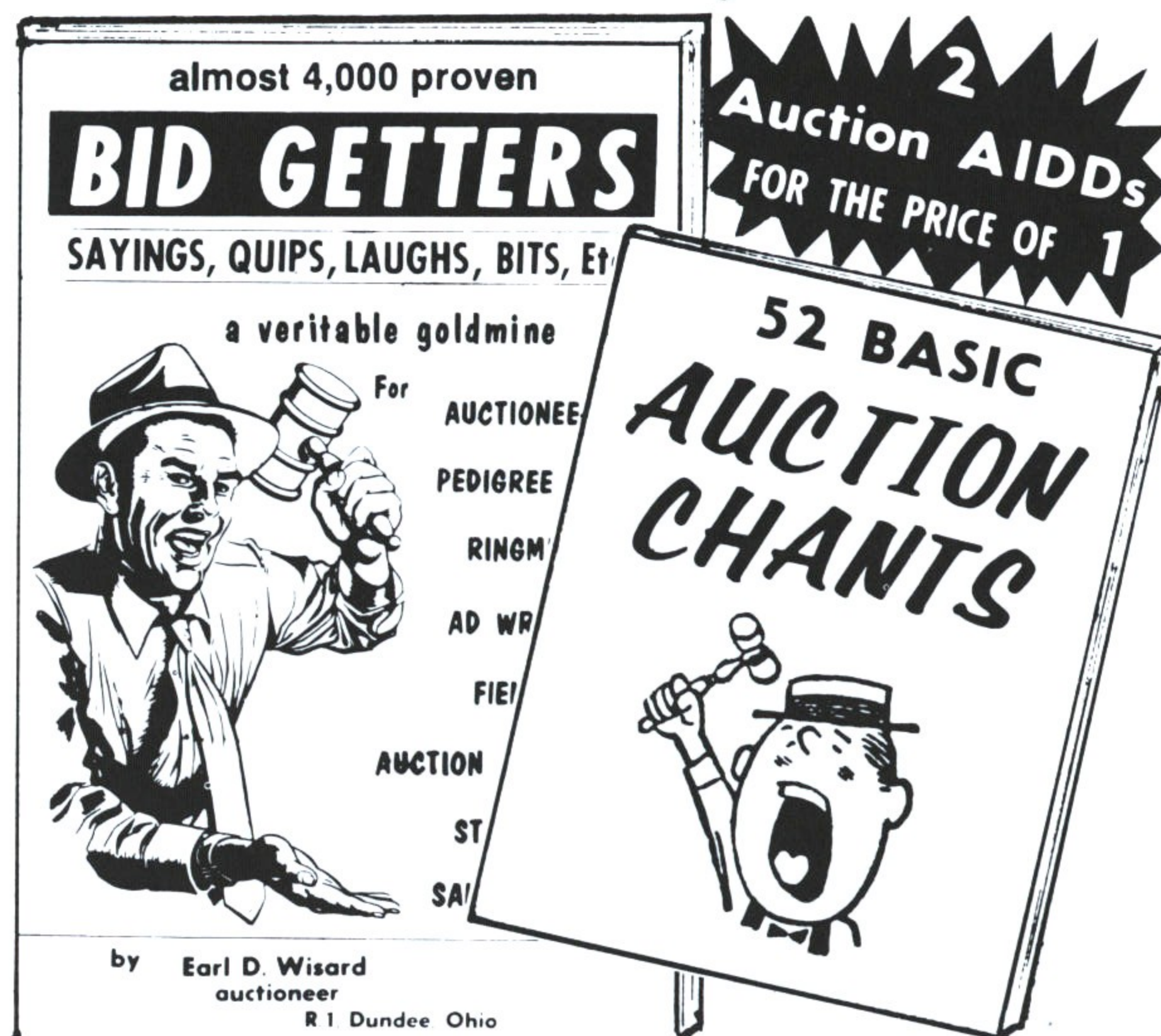
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feed and western entertainment in Estes Park, high in the Colorado Rockies.

A complete schedule of children's activities and tours has been developed by Children's Program Chairman Ron Rodenberger of Fort Collins, Colorado. The costs for youth activities will be minimal and cover only the necessities of meals and bus transportation when needed. A youth activities room will be maintained in the Denver-Hilton from Wednesday evening through the Saturday night President's Ball. All children will be supervised throughout the Convention by members of the Colorado District 2, 4-H Junior Leaders Council. Chairman Rodenberger is president of the Junior Leaders Council and District 2 advisor.

Over Sleeping

Over sleeping will never make an Auctioneer's dream come true.

B. G. Coats

Amendments to Articles of Incorporation Recommended by NAA Board of Directors

The NAA board of directors, in meeting at the Flamingo Hilton Hotel, Las Vegas, Nevada (immediately following the 1979 NAA Las Vegas Seminars), reviewed proposed amendments to the Articles of Incorporation of the National Auctioneers Association, which were suggested to the board by the Articles of Incorporation and By-Laws Review Committee. The committee, consisting of NAA members Dean Fleming, C. P. Terry Dunning, C. E. Chuck Cumberlin, Rex B. Newcom and Harvey L. McCray, and Lincoln (Nebraska) attorney Tom Fitchett, had earlier made a review of the current Articles of Incorporation and the amendments were proposed to the NAA board of directors.

A thorough review of the amendments to the Articles of Incorporation was made at the January 31-February 1, 1979 meeting and the board of direc-

tors unanimously agreed that the amendments should be submitted to the NAA membership at the July 14, 1979, Annual Meeting for vote. To comply with the Nebraska Non-Profit Corporation Act, the amendments must be submitted to the membership for review no more than 50 days preceding the date of the Annual Meeting and the proposed amendments to the Articles of Incorporation are being published, for review by the membership, in the May, June and July, 1979, issues of THE AUCTIONEER magazine.

The proposed amendments will be voted on at the Saturday afternoon, July 14, 1979, meeting of the membership (Annual Meeting). Each NAA member will have the opportunity to compare the wording of the current Articles of Incorporation with the proposed amendment as both are shown below with indication of the proposed amendment, if any:

ARTICLES OF INCORPORATION OF NATIONAL AUCTIONEERS ASSOCIATION

(Pursuant to Nebraska Non-Profit Corporation Act)

Current Articles of Incorporation

ARTICLE I — NAME

The name of this non-profit corporation is NATIONAL AUCTIONEERS ASSOCIATION.

ARTICLE II — DURATION

The corporation shall have perpetual existence and shall continue until it is dissolved by operation of law or by vote of the requisite number of members as provided in the Nebraska Non-Profit Corporation Act.

ARTICLE III — PURPOSES

The purposes for which the corporation is organized are to promote and advance the auction profession; to unite in common organization those professionally engaged as auctioneers; to promote the mutual interests of its members; to formulate and maintain ethical standards for the guidance of its members in their relations with each other and with the public; to promote and encourage the enactment of just and reasonable laws, ordinances and regulations affecting auction selling and the auctioneering profession; to make the public more aware of the advantages of auction selling; and generally to improve the business conditions affecting the auctioneering profession.

Notwithstanding any other provisions of these Articles, the corporation shall exercise only such powers, and shall undertake only such activities, as may be exercised and carried on by organizations entitled to exemption under Section 501 (c) of the Internal Revenue Code and Regulations pertaining to such section, as they now exist or may hereafter be amended.

ARTICLE IV — POWERS

The corporation shall have and exercise all powers and rights conferred upon corporations organized and existing under the Nebraska Non-Profit Corpora-

Proposed Amendments to Articles

No amendment proposed.

No amendment proposed.

No amendment proposed.

No amendment proposed.

Current Articles, continued

tion Act and any additional powers and rights conferred upon such corporations by subsequent legislative acts.

ARTICLE V — MEMBERSHIP

Membership in the organization shall be composed of auctioneers residing within or without the United States. Classes of membership, rights and limitations of rights of various classes of members, including the right to vote, qualifications of members, and the manner and conditions of election to, and termination of, membership, shall be established by the By-Laws of the corporation.

ARTICLE VI — BOARD OF DIRECTORS

The affairs of the corporation shall be conducted by a Board of Directors consisting of eighteen (18) Directors, which shall have and exercise all the powers of the corporation.

Directors shall be elected at the annual meeting of members, in such manner, and for such terms, as may be provided in the By-Laws. The elective officers of the corporation shall be members of the Board of Directors, by virtue of election or appointment as an officer. Vacancies on the Board of Directors may be filled for the unexpired term by a vote of the majority of the then remaining directors.

ARTICLE VII — COMMITTEES

The Board of Directors, by resolution adopted by a majority of the directors in office, may designate and appoint one or more committees, each of which shall consist of two or more directors, which committees to the extent permitted by law and provided in the By-Laws of such resolutions shall have and exercise the authority of the Board of Directors in the management of the corporation.

ARTICLE VIII — OFFICERS

The Elective Officers of the corporation shall be a President, a First Vice President, and a Second Vice President, all of whom shall be elected for terms of one year by vote of members at the annual meeting of members, and by such election shall be elected members of the Board of Directors for the same term. The corporation shall also have a Secretary and a Treasurer, each of whom shall be appointed by, and serve at the pleasure of, the Board of Directors. Said officers shall hold office and serve until their successors are elected and qualified. Vacancies in any office may be filled by the Board of Directors for the unexpired term. The corporation shall have such subordinate officers as may be provided in the By-Laws or resolutions of the Board of Directors. Insofar as permissible under law, and as provided in the By-Laws or resolutions of the Board of Directors, an officer may be relieved of responsibility for exercise of authority or performance of duties incident to his office, the exercise or performance of which has been assigned to others.

ARTICLE IX — LIMITATION OF LIABILITY

The private property of incorporators, members, directors and officers of this corporation shall not be subject to the payment of corporate debts.

Proposed Amendments, continued

No amendment proposed.

ARTICLE VI — BOARD OF DIRECTORS

The affairs of the corporation shall be conducted by a Board of Directors consisting of the President, President-elect, Vice President, Treasurer, the three immediate Past Presidents of the Association and twelve (12) members of the Association who shall be elected as provided in the By-Laws. In addition, the Executive Vice-President of the Association shall be a member of the Board of Directors, but shall not be entitled to vote.

Please note that the article numbers for Article VII — Committees and Article VIII — Officers (current Articles of Incorporation) have been transposed and the proposed amendments will be identified by the proper number.

ARTICLE VII — OFFICERS

The elective officers of the Association shall be a President, President-elect, Vice President and a Treasurer, all of whom shall be elected as provided in the By-Laws. The corporation may also have a Secretary who shall be appointed by the Board of Directors.

ARTICLE VIII — COMMITTEES

The Board of Directors, by resolution adopted by a majority of the directors in office, may designate and appoint one or more committees to the extent permitted by law and provided in the By-Laws or such resolutions shall have and exercise the authority of the Board of Directors in the management of the corporation.

No amendment proposed.

(Continued on the next page)

Current Articles, continued

ARTICLE X — BY-LAWS

Initial By-Laws of the corporation shall be adopted by the Board of Directors. By-Laws of the corporation may be adopted, amended, or repealed by the Board of Directors at any regular or special meeting.

ARTICLE XI — PROHIBITION OF PRIVATE BENEFIT; LIMITATION OF ACTIVITIES; DISSOLUTION

The corporation shall have no capital stock and shall declare no dividends. The corporation is not organized for profit, and no part of the net earnings of the corporation shall inure to the benefit of any member, director, officer or individual (except that reasonable compensation may be paid for services rendered to or for the corporation effecting one or more of its purposes).

In the event of the liquidation or dissolution of the corporation, whether voluntary or involuntary, no member shall be entitled to any distribution or division of its remaining property or proceeds, and the balance of all money and other property received by the corporation from any source, after the payment of all debts and obligations of the corporation, shall be used exclusively for purposes within those set forth in Article III of these Articles or distributed to an organization or organizations then entitled to tax exemption under Section 501 (c) of the Internal Revenue Code and Regulations pertaining thereto, as the same may be amended at the time of such use or distribution.

ARTICLE XII — REGISTERED AGENT; REGISTERED OFFICE

The initial registered office of the corporation shall be 135 Lakewood Drive, Lincoln, Nebraska, and the initial registered agent at such address shall be Harvey L. McCray.

ARTICLE XIII — INCORPORATORS

The names and addresses of each incorporator are:

Bernard Hart Dean W. Fleming

The undersigned, for the purpose of establishing a non-profit corporation pursuant to the Nebraska Non-Profit Corporation Act, adopt, sign and acknowledge these Articles of Incorporation this 24th day of March, 1967.

Bernard Hart Dean W. Fleming

INCORPORATORS

STATE OF NEBRASKA)
COUNTY OF DOUGLAS) SS

On this 24th day of March, 1967, before me, a Notary Public in and for said County personally appeared Bernard Hart and Dean Fleming to me known to be the identical persons who signed the above and foregoing Articles of Incorporation as the incorporators of NATIONAL AUCTIONEERS ASSOCIATION, and acknowledged said Articles and the execution thereof to be their voluntary acts and deeds.

Witness my hand and Notarial Seal affixed thereto at Omaha, Douglas County, Nebraska, the date last aforementioned.

Mary E. Kallhoff
Notary Public

Proposed Amendments, continued

No amendment proposed.

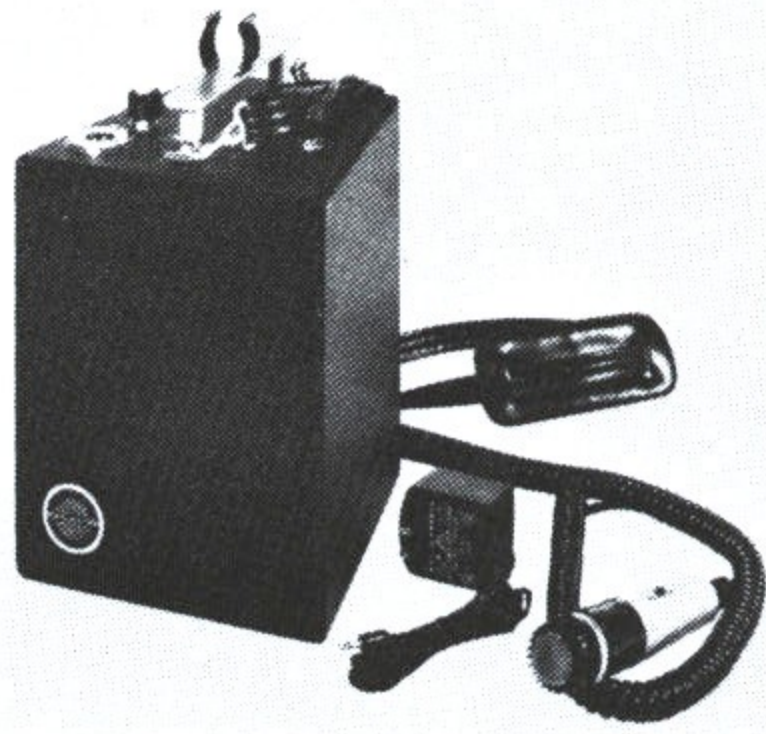
No amendment proposed.

No amendment proposed.

ARTICLE XIV (all new) — AMENDMENT OF ARTICLES

The Articles of Incorporation may be amended by vote of two-thirds ($\frac{2}{3}$) of the members present at any annual or special meeting of the corporation. Written notice setting forth the proposed amendment or a summary of the changes to be affected thereby shall be given to each member entitled to vote at the proposed meeting not less than ten (10) nor more than fifty (50) days before the date of the meeting.

The current Articles of Incorporation do not show an Article for Amendments. Amendments to the Articles and the procedures thereof have been shown in the By-Laws only. The following is a completely new Article as proposed by the Board of Directors:



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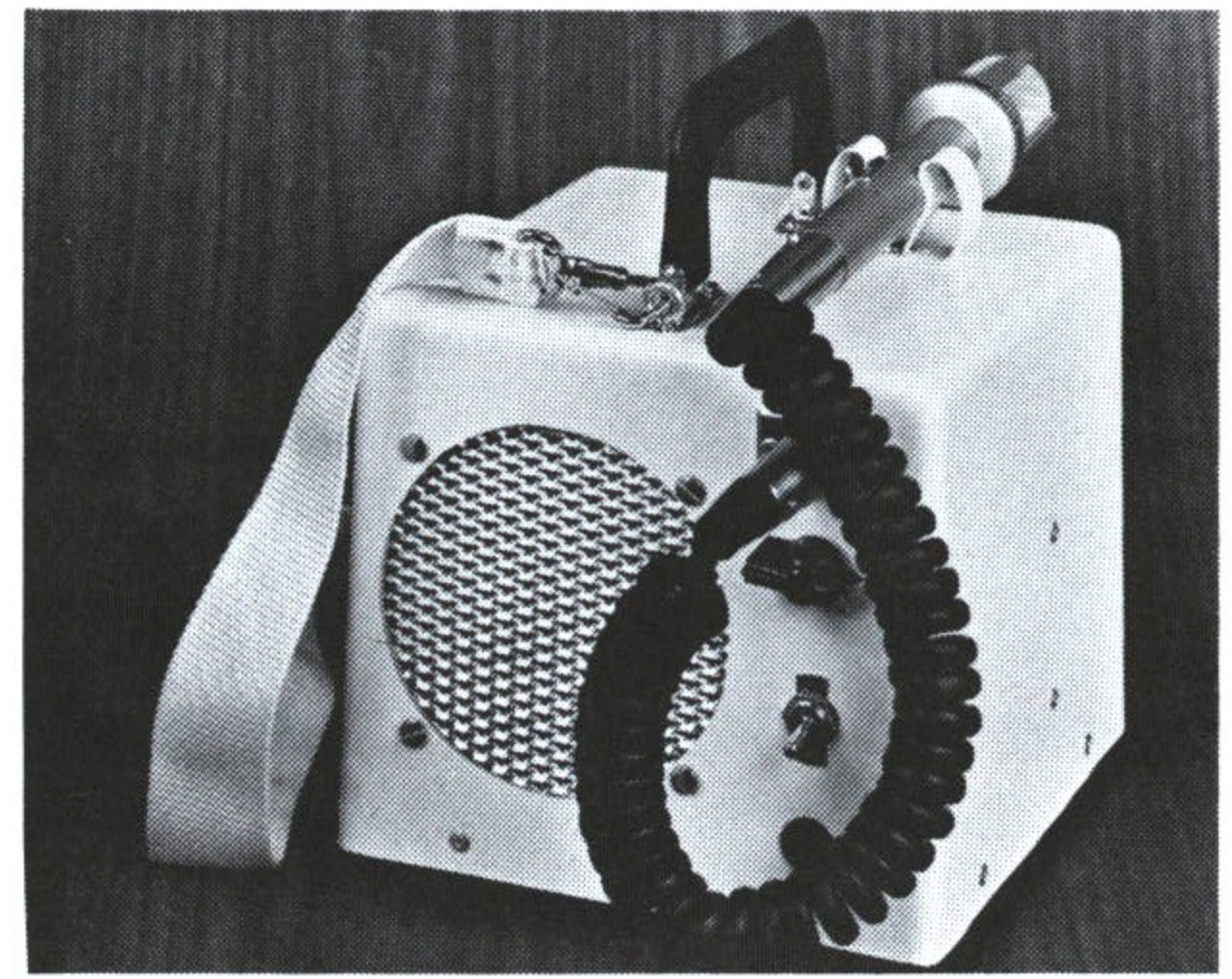
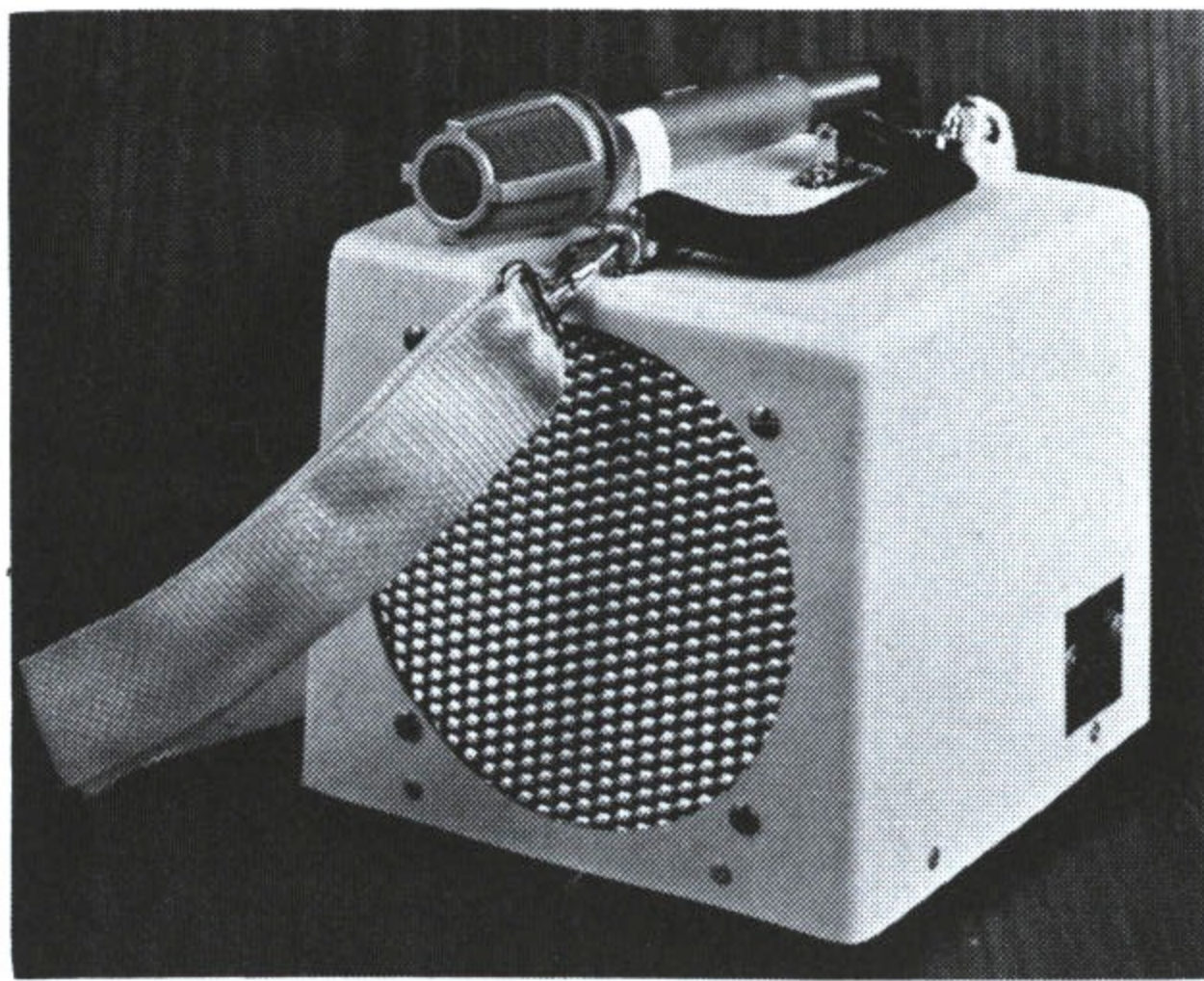
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States, Municipalities Observe National Auctioneers Week



OREGON GOVERNOR VIC ATIYEH signed his state's National Auctioneers Week Proclamation as Oregon auctioneers looked on. Left to right, Forrest Witthar, Lucille Johnson, John Hall, Richard Groeshack, Richard Hurley, Melvin Neagle, Gary Day, Paul Spence, Clint Hopkins, and Donald H. Richardson.



MISSOURI GOVERNOR Joseph P. Teasdale signed the State's proclamation of National Auctioneers Week. Missouri State Auctioneers Association members observed the Jefferson City, Missouri signing.



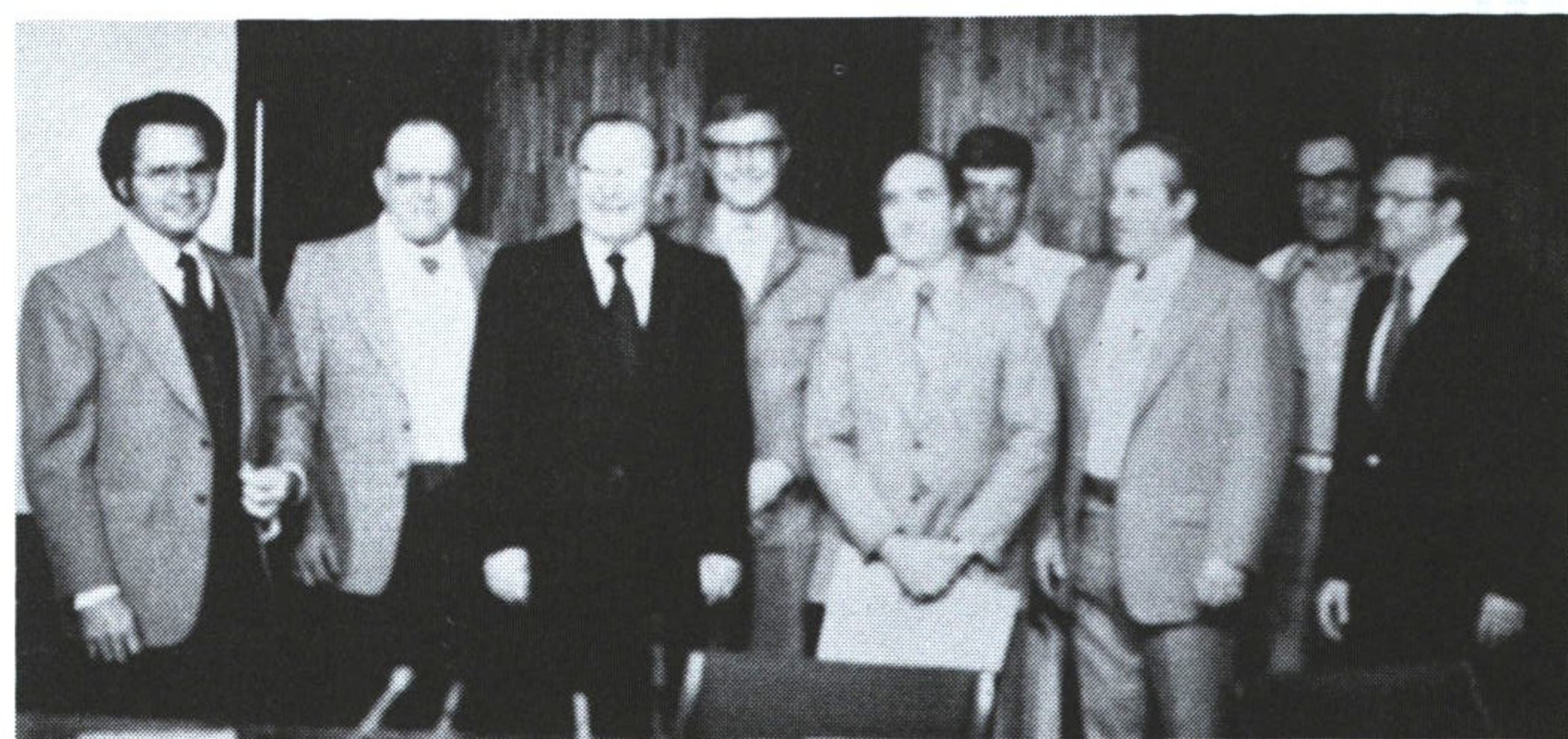
MINNESOTA AUCTIONEERS ASSOCIATION representatives were at the signing of their State's proclamation of National Auctioneers Week. Left to right, Vice President Steve Reinhardt, President Beno Benoit, Minnesota Governor Al Quie, and past president Wally Laumeyer.



SIKESTON, MISSOURI MAYOR honored National Auctioneers Week with a proclamation. Observing auctioneers were, left to right: Lenzie Beck and Joe McCool of Beck and McCool Auction Co., Carol DeJournett, Public Relations Officer for Sikeston Chamber of Commerce, Clay Hunter, and seated, Mayor Roger Tolliver.



TENNESSEE GOVERNOR LAMAR ALEXANDER declared April 22-28 as National Auctioneers Week. Left to right are: Lloyd Nevels, Tennessee Auctioneers Commission Chairman; Glen Webb, member of the Tennessee Auctioneers Commission; Governor Lamar Alexander; Buford Evans, President of the Tennessee Auctioneers Association; Hubert Songer, NAA Director and Secretary-Treasurer of the TAA. Governor Alexander was given a gavel and made an honorary member of the Tennessee Auctioneers Association.



OMAHA, NEBRASKA MAYOR proclaimed National Auctioneers Week before being presented with an NAA belt buckle. Left to right, John Cosgrove, Paul Callahan, Omaha Mayor Al Veys, Clarence Shafer, Dale Standby, Bob Duncan, George Oehm, Frank Rybin and Tom Tingby. Local media covered the signing.

National Auctioneers Week Celebrated in New Jersey

The members of the New Jersey State Society of Auctioneers celebrated National Auctioneers Week with a special proclamation by Governor Brendan Byrne. Auctioneering news stories appeared in the New Jersey edition of the *New York Sunday Times*, *The Suburban News* in Franklin Lakes and the *Courier News* in Bridgewater, New Jersey.

The governor's proclamation was drafted by Arthur Williams, NJSSA Public Relations Chairman and submitted to the Governor's office for approval. The Governor's press office and Chairman Williams

worked out the final wording. Governor Byrne was unavailable for a public signing ceremony as he was preparing for an official trip to Europe, however, his office indicated that such a ceremony might be possible next year.

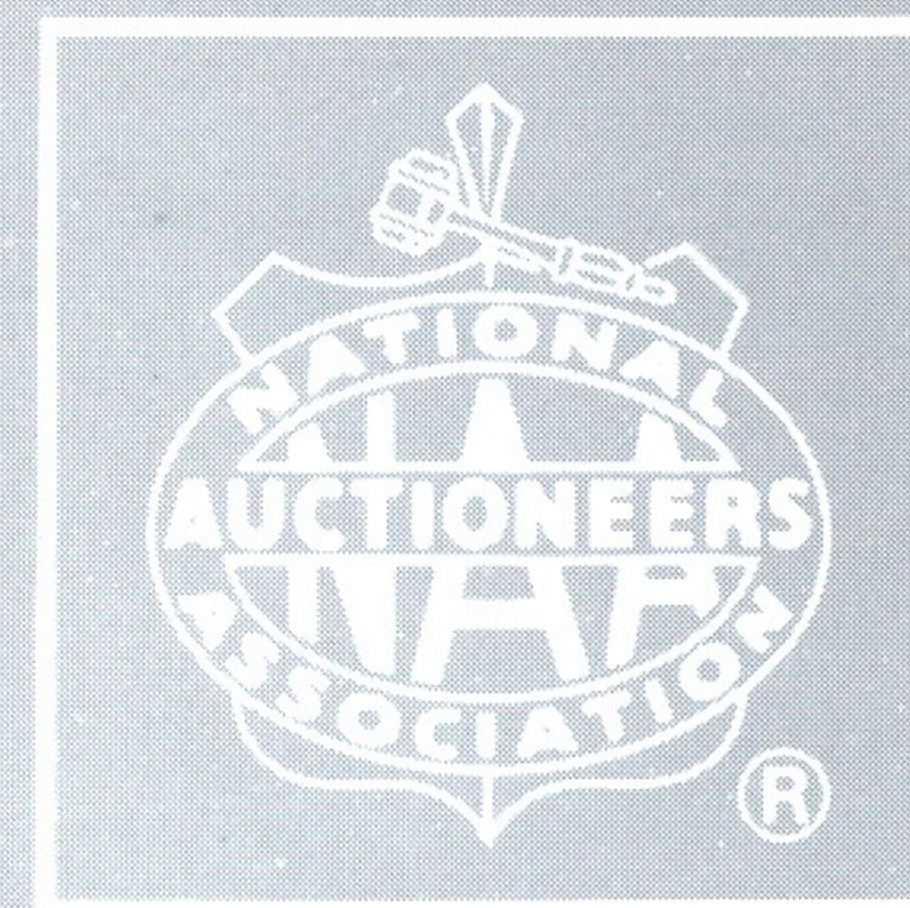
Copies of the proclamation and a news release were sent to all the major newspapers in the state. Chairman Williams contacted the *New York Times* for a possible feature story, and Auctioneers Week received excellent coverage.

This year's was a most successful promotion of National Auctioneers Week and the New Jersey State Society of Auctioneers, and all auctioneers benefited from the favorable publicity.

NAA Office Has New Bumper Signs

HIRE NAA AUCTIONEERS

NATIONAL AUCTIONEERS ASSOCIATION



The new "HIRE NAA AUCTIONEERS" bumper sign is now in supply at the NAA Office — two for \$1.00, postpaid. Promote your membership in the National Auctioneers Association by displaying this red, black and white bumper sign. Send quantity request and payment to the NAA Office . . . order your supply today!

Mendenhall School of Auctioneering Graduates April Class



GRADUATES AND STAFF of the April class, Mendenhall School of Auctioneering are, seated left to right: Rick Watson (Archie Moody's Pilot), Billy Ragsdale, Forrest Mendenhall, Edna Reagan (secretary), Archie Moody and Betty Jo Mendenhall (secretary). Instructors not present when the picture was made are, Joe Byerly, Lewis Compton, Herman Crawford, Harold Craven, Morris Fannon, Louis Fisher, Jr., Larry Hedrick, Jake Horney, George Jones, Jimmy Jones, Carson Womack and Jim Owen. The April class represented 12 states.

CLERK-SAVERTM — World's No. 1 Clerking System

More Professional Auctioneers Use the Clerk-SaverTM System Than Any Other Method.

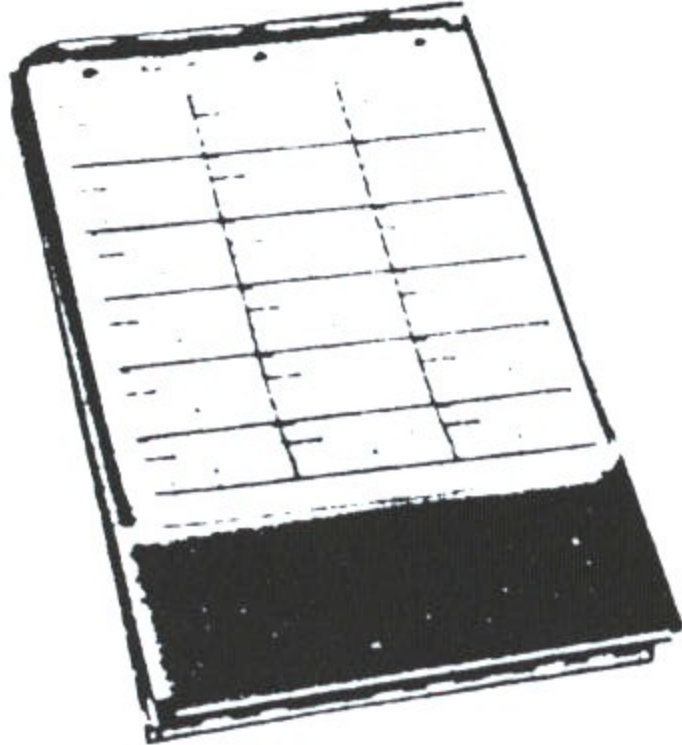
| | |
|--------------|-------|
| Buyer's Name | _____ |
| Or Number | _____ |
| Item or | _____ |
| Lot Number | _____ |
| @ \$ | == \$ |
| REMARKS: | _____ |

This receipt verifies payment and delivery of the above. Seller retains ownership until payment check is honored. Sold as is, where is. All sales final. Thank you.

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

THE CLERK-SAVERTM IS:

- *Fast — check out in minutes.*
- *Accurate — Clerk writes buyer, item & price. Cashier writes nothing.*
- *Less expensive than any known system.*
- *Keeps a running total of the sale.*



● "CLERK-SAVER" CLERKING TICKETS—Form No. CT-12

Original and 2 copies on NCR paper (makes its own carbon copies) 8½x11" sheets perforated to make 12 tickets 1¾x4½". This is an extremely fast, easy, and accurate combination clerking and cashiering form. This one form replaces both the standard clerking sheets and cashiers statement. You'll like these.

| | |
|---|---------|
| 9,000 Tickets (1-3 White, Canary & Card) | \$22.50 |
| 18,000 Tickets (1-3 White, Canary & Card) | 43.50 |
| 36,000 Tickets (1-3 White, Canary & Card) | 85.00 |

● ALUMINUM WRITING TRAY

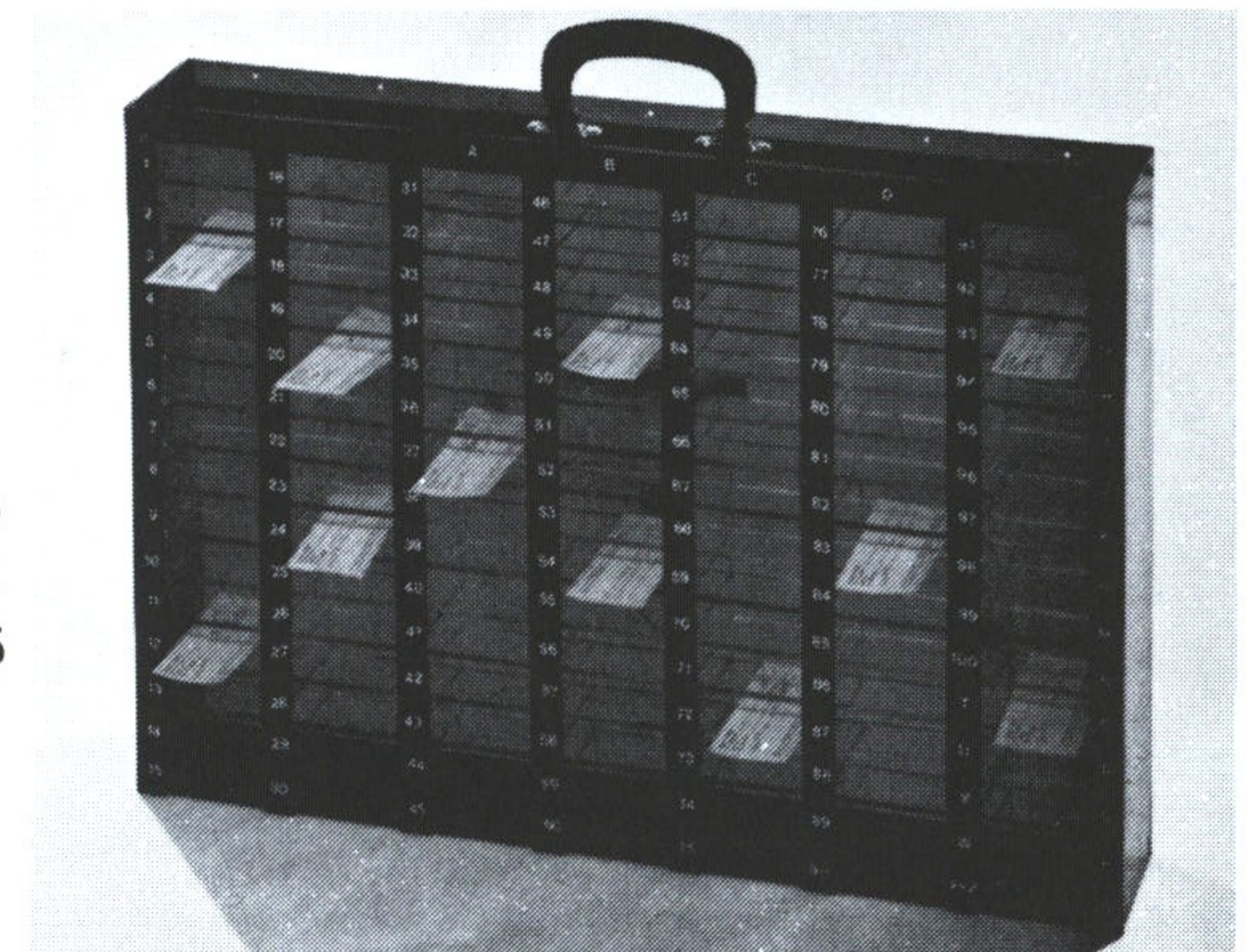
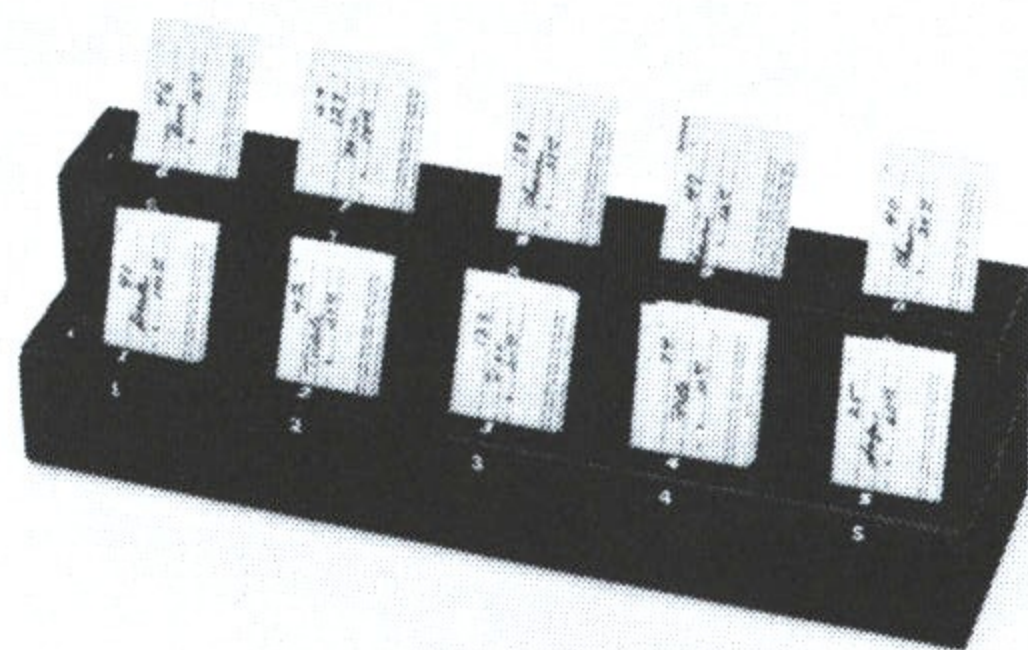
The aluminum writing tray is a lightweight, spring-loaded tray which is designed to hold ample forms for continuous operation throughout the sale. A storage compartment, a special feature of the tray, holds additional forms and completed auction item sheets.

Aluminum Writing Tray\$14.95

● 100 SLOT SMOKED PLEXI-GLASS CLERKING TICKET FILE

Overall size 23"x16"x4". Slots are 2¾" x 7/8" x 3½". Handle for easy carrying or nail to a wall for permanent installation.

Slots numbered 1 to 100 plus A to ZONLY \$59.95



● 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

● BUYER CARDS . . . Form No. BC-70

For buyer's number and purchase notes. 3¼x7½" (fits in buyer's shirt pocket).

1,000 Cards....\$7.50 2,500....\$17.50 5,000....\$32.50

● BUYER'S REGISTRATION FORM . . . Form No. BR-69

8½x11", 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.

SPECIAL CLERK SAVER STARTER KIT

THE SPECIAL KIT INCLUDES:

- Aluminum Writing Tray
- 9,000 CT-12 Clerking Tickets
- 1 Pad FS-69 Final Settlement Forms
- 1,000 BC-70 Buyer Cards
- 3 Pads BR-69 Buyer Registration Forms

All of the above plus:

One 10 Slot Clerking Ticket File (a \$75.90 Value) Only\$48.90

One 100 Slot Clerking Ticket File (a \$112.90 Value) Only\$84.95

SAVE

\$27.00

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COLONEL III™

The COLONEL III has the same features as the COLONEL II plus:

- Storage Compartment in back to carry recharger, microphone and cord.
- Slightly larger speaker baffle area with port hole
- DIMENSIONS: 93/8" High X 6" Wide X 71/4" Deep.
- WEIGHT: 7LBS., 6OZ.

List Price: \$477.50 **Auctioneers Cost: \$318.00**



COLONEL I™

- Electro-Voice Model 671 Anti-Feedback professional ball type dynamic cardioid microphone with on-off switch, detachable 20 foot coiled cord, and built in windscreen.
- Deluxe padded shoulder strap.
- Full range six inch baffled speaker
- Tough, attractive reinforced vinyl "Mule Hide" covering with metal corner protectors.
- Acoustically transparent foam dust filter grill for maximum clarity with wide angle frequency response.
- Space age solid state amplifier for the ultimate in power and reliability.
- Engineered control panel for ease of operation.
- SPECIFICATIONS: Batteries: Eight "D" size flashlight batteries (not included) (Alkaline batteries will give many hours of extra service)
- DIMENSIONS: 73/4" High X 6" Wide X 71/4" Deep
- WEIGHT: 4LBS, 14 OZ.
- Frequency response 50-12000 HZ.
- There is a two year repair or replace warranty on everything except batteries.

List Price \$297.50 **Auctioneers Cost: \$198.00**

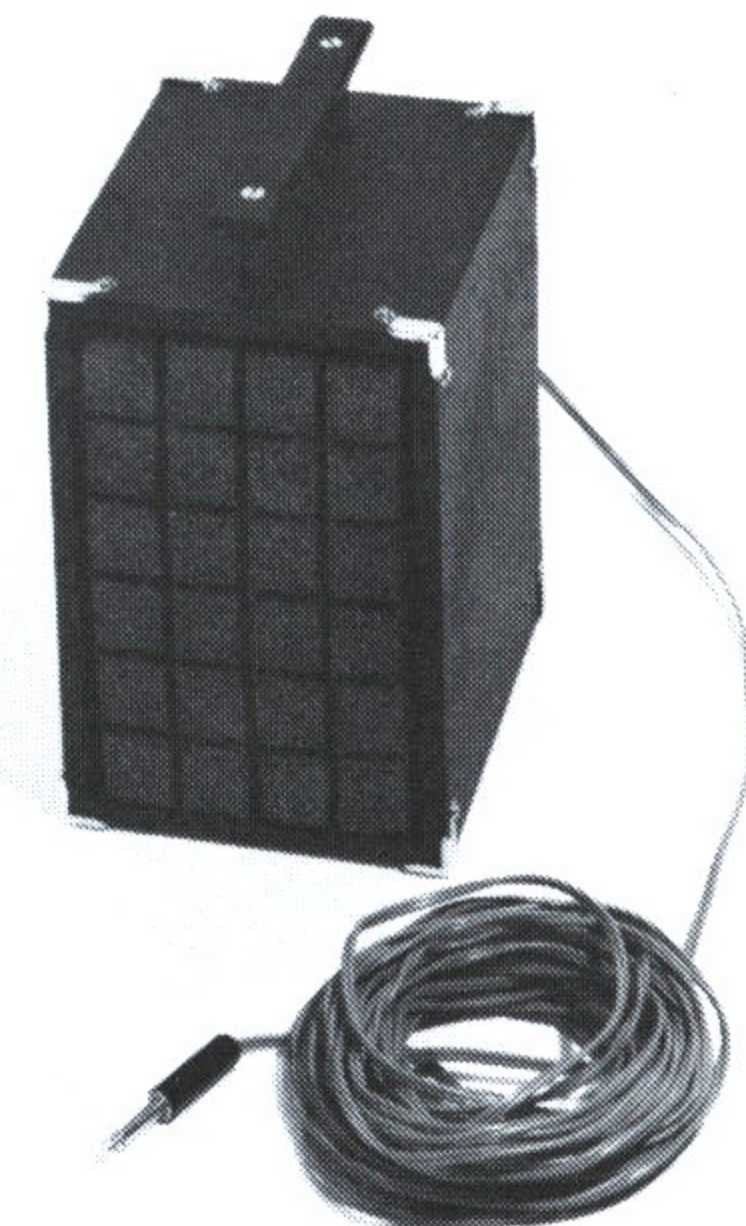


COLONEL II™

The COLONEL II has the same features as the COLONEL I plus:

- RECHARGEABLE BATTERY: Extra capacity battery will last all day long. Fully rechargeable overnight.
- AUTOMATIC "Full Charge" indicator light shows when battery is fully charged.
- Complete with recharger. Charger rated 120 VAC, 8 WATT, 300 MA.
- SPECIFICATIONS: Battery: Gel Type (2) #626 2.6 AH rating rechargeable
- INPUTS: one microphone, one tape recorder, one battery charger
- OUTPUTS: One extension speaker, one tape recorder.
- WEIGHT: 6lbs, 12 oz.

List Price: \$447.50 **Auctioneers Cost: \$298.00**



COLONEL™ COMPANION EXTENSION SPEAKER

- Automatically **DOUBLES** the output power of the COLONEL II or COLONEL III Amplifier.
- POWER: Compact Six inch full range baffled speaker. Frequency response 50 to 12000 HZ.
- CONSTRUCTION: Tough, attractive reinforced vinyl "Mule Hide" covering with metal corner protectors.
- Acoustically transparent foam dust filter grill for maximum clarity.
- Comfortable handle for easy carrying.
- Storage compartment in rear for the 50 foot speaker cable with phone jack connectors.
- DIMENSIONS: 93/8" High 6" Wide X 71/4" Deep
- WEIGHT: 5 LBS.

List \$97.50

Auctioneers Cost: \$65.00

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