

# THE AUCTIONEER

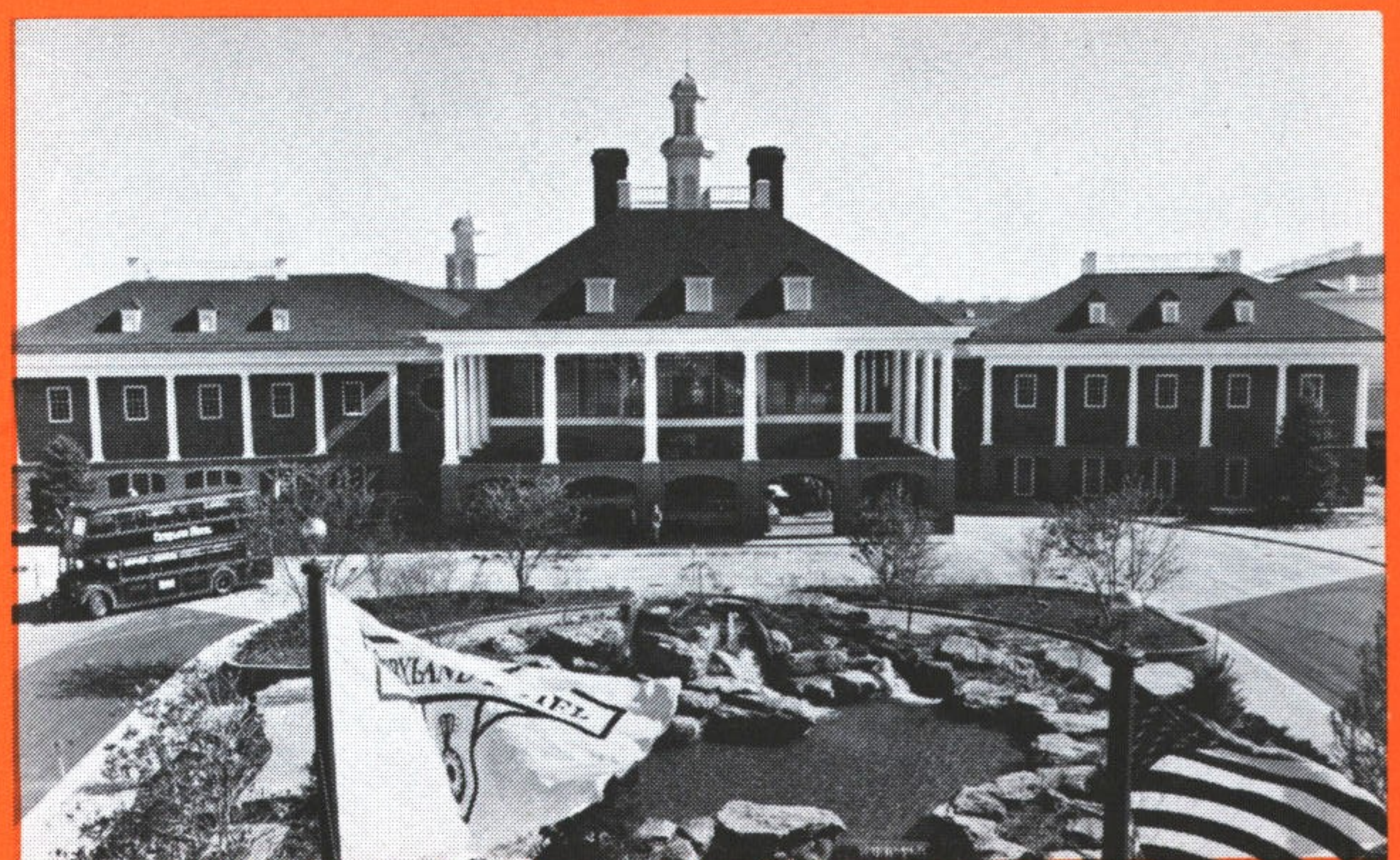
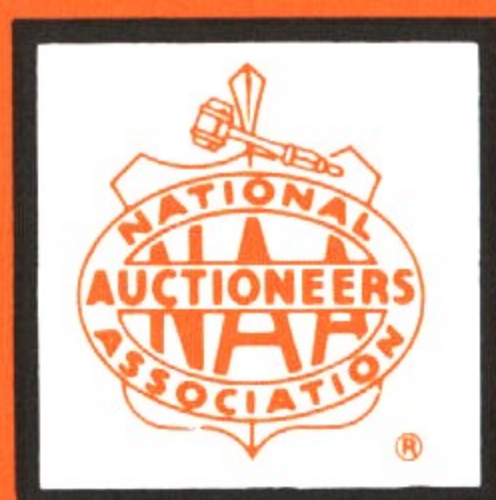
The Magazine of the National Auctioneers Association • May, 1980



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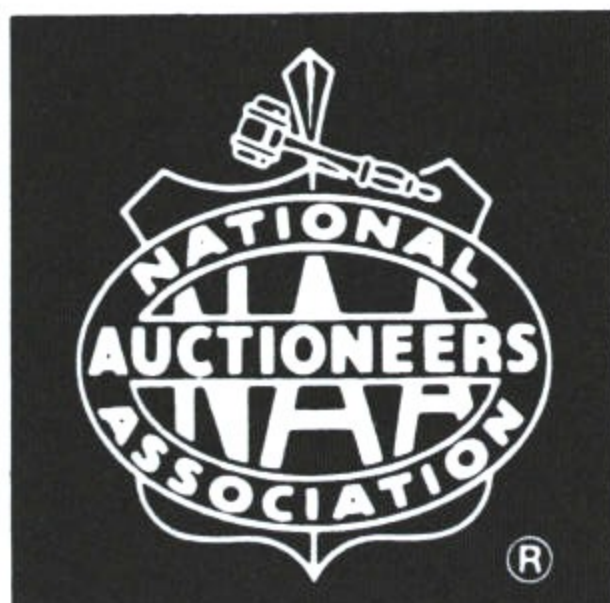


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## Letters To THE AUCTIONEER

### Phoenix Seminar

Congratulations on a highly successful Phoenix seminar. The National Auctioneers Association staff and directors have our members moving in the right direction. I hope to attend more of these special seminars in the future and will be sending some of our auction company associates to the future seminars. In short, keep up the good work.

**Larry D. Martin**  
Clinton, Illinois

The Phoenix real estate at auction seminar was absolutely super! Never have the Realtors or any other group assembled so many knowledgeable, dynamic people on one platform. The information gained in Phoenix was invaluable and hopefully we took the bulk of the good information home and put it into practice. Only continuing education, and seminars such as this will bring the auction industry the recognition we feel is so richly deserved.

**Chuck Layne, GRI**  
Franklin, Kentucky

### Add "Personality and Showmanship" to the List

In a belated response to an article in the December 1979 AUCTIONEER, "Little Things That Get Auctions, Build Goodwill," by Sammy L. Ford, I would like to add "personality and showmanship" to the list.

Over the past 16 years, I have been an auction reporter, buyer, and employee of various auction firms, including one of the largest auction galleries. I've dealt with the grouches, the egocentrics, and the cultured, but the auctioneers with personality and showmanship were the most in demand.

The most outstanding auctioneers I ever met? A duo-team from the Midwest consistently displayed professionalism, ethics, and a keen sense of humor, before, during and after their auctions. They combined every trait on Mr. Ford's list, plus showmanship and personality.

**Merita Holle**  
North Hollywood, California

### Selling Stuffed Birds: Don't

I came across this article in the SPRINGFIELD DAILY NEWS, and it is something every auctioneer should know. Do not sell stuffed birds at any time.

#### Man Charged With Bird Sale

A 22-year-old Hadley man was indicted Thursday in U.S. District Court on criminal charges stemming from the sale of stuffed migratory birds.

Kenneth A. Niedzwiec of Farm Road was indicted following the presentation of evidence to a federal grand jury by Assistant U.S. Attorney George Kelly.

Niedzwiec is charged on March 30, 1978, with selling two mounted red-tailed hawks, and on April 15, 1978, with selling a mounted red-tailed hawk and a mounted wood duck.

If convicted of the two charges of violating the migratory bird law, Niedzwiec can be sentenced to two years in jail and fined \$2,000 for each charge, Kelly said.

**Bob Chaffee**  
Almer, Massachusetts

### Have you seen an NAA news release published?

In its continuing public relations effort on behalf of its member auctioneers, the NAA office issued National Auctioneers Week news releases to over 300 magazines and newspapers, plus syndicated news services. If you find a newspaper article about National Auctioneers Week, please send the article (or a photocopy) to the NAA office.

By sending in the NAA articles that you find, you'll be helping to make next year's promotion of National Auctioneers Week, and NAA publicity efforts in general, that much more effective.

On behalf of the NAA directors and staff, I am taking this opportunity to personally thank all the NAA members and State Auctioneers Associations who organized special promotions to make National Auctioneers Week 1980 a nationwide publicity success.

**Gary Carmichael**  
NAA Director of Association Services

### Machine Goofs, Some April Bills Sent Erroneously

In preparation of the April dues billing, the office computer at the NAA headquarters erroneously billed a number of NAA members. If you have received an NAA April dues statement, and you have correctly paid your annual dues — either to your State Association or the NAA office — please disregard the erroneous April dues statement.

If you have any questions about the status of your NAA dues, please call the office during regular business hours.



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# THE AUCTIONEER

MAY, 1980

Volume XXXI, Number 5

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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 on last page.**

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

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# Nashville's Grand Ole Convention Creates Record-Breaking Attendance Excitement

By C. E. Cumberlin, President  
National Auctioneers Association



The 1980 NAA "Grand Ole Convention", which will be held in Nashville, Tennessee at the Opryland Hotel on July 30-August 2, has created more attention than anyone ever believed! Convention attendance records should be established when 1,500 or more NAA members, their families and guests register for this convention.

The NAA board of directors, in 1976, purchased 1,500 tickets to the Grand Ole Opry for the Friday, August 1 performance. The NAA Convention, which holds the record for attendance, was held in Louisville, Kentucky in 1975, when approximately 1,350 registered, and since that year the attendance has been averaging 1,200 to 1,300 registrants. We now are concerned about having enough Grand Ole Opry tickets for everyone.

The excitement of the Nashville Convention provides us with "good news and bad news". The good news is that interest in the programs of the National Auctioneers Association is growing and the NAA is offering good educational services and outstanding entertainment during the conventions. The Grand Ole Opry is one of the primary reasons why the membership is registering early and reserved their rooms immediately when you received your Hotel Reservations Forms in THE AUCTIONEER magazine.

But, the bad news "may" come from the fact that if more than 1,500 convention registrations are received someone will have to miss that event during the 1980 Convention! Unfortunately, additional tickets are not available and this is why the NAA board of directors had to purchase the 1,500 Grand Ole Opry tickets more than three years ago.

A solution will have to be made by the NAA board of directors during the board's May, 1980 meeting. Priorities will be given, I suspect, to the NAA member over guests and even those children, who are given free convention registrations (12 years and younger). Determination of these emergency procedures will not be made until, it has been determined that more than 1,500 registrations are received.

Another reason for "bad news" is the fact that the Opryland Hotel has filled its room commitment to the NAA and the four overflow hotels also are filling up fast! Two hundred and fifty overflow rooms

were made available to the NAA for the nights of Monday, July 28 thru Saturday, August 2 and if all rooms are filled to capacity at the Opryland and four additional hotels, the Convention may be attended by nearly 2,000 people.

The additional "good news" I have to offer is that several outstanding auctioneers have agreed to serve as Convention Workshop instructors. Eleven workshops will be held (twelve counting our State Officers' Workshop) and this year, we have added an additional educational session when we will have a panel discussion conducted by experts in the areas of "Legal Aspects of the Auction Business", "Taxation Problems for Auctioneers" and "Insurance Programs for the Auction Industry". Non-NAA members will conduct the panel discussions and time will be allowed to have questions answered, which relate to the subject and which will be beneficial to the entire industry. I know everyone can benefit by attending our Convention educational sessions.

Our convention situation will offer us a challenge and along with our Convention "problems" the NAA board of directors will review any and all programs, problems and situations, which exist at that time. One special reason for the May meeting is to discuss the report presented to the board of directors, at the January, 1980, meeting by the Headquarters Relocation Feasibility Study Committee.

It was the board's decision to delay any discussion on the committee's activities until more facts were made available to the board and after the general membership was given the opportunity to offer their views in regards to the proposed study — pro and con. If anyone has anything to offer the board of directors in regards the work being done by the Headquarters Feasibility Study Committee, please contact me or any member of the board of directors prior to the May 27-28-29 meeting and offer us your comments.

It's great to have the increased enthusiasm in regards to NAA programs, but no one enjoys not being able to accommodate the needs of the membership. The Grand Ole Convention attendance situation may present us a problem — challenge — and we will try and solve this problem to the best of our ability.

Together, we'll work it out!



# NAA Membership, Meeting Attendance Clarified

By Howard Buckles  
NAA 2nd Vice President  
Membership Committee Chairman

Occasionally the NAA office receives inquiries about NAA membership, or convention and seminar attendance. "Just who can join the NAA, who is eligible for going to the convention, how can I join in a reciprocal state," are questions asked of NAA officers and staff throughout the year.

In order to clarify the requirements for NAA membership and attendance at NAA conventions and seminars, the following article explains NAA membership, reciprocal state membership and who may attend NAA functions.

## Your Sponsorship of a New NAA Member

Control over who does or does not join the National Auctioneers Association is ultimately in the hands of you, the NAA membership. No one is granted NAA membership without being sponsored by a current NAA member in good standing.

### To become a member of the National Auctioneers Association . . .

1. The prospective member **first must be an auctioneer** — not someone who's planning to be an auctioneer, not someone who would just like to receive the magazine, not someone who likes to go to auctions. The member you sponsor must be an auctioneer.

2. You must **sign the NAA application** on the line "Membership sponsored by: . . . City and State," in order for your prospective member to become an NAA member in good standing. With your sponsorship signature, you are recommending the NAA applicant for membership in your Association, and that's an important responsibility on your part.

3. By signing the application, the NAA applicant is attesting to the fact that **he or she will abide by the NAA Code of Ethics**. Directly above the prospective member's signature, it clearly states: "I hereby make application for membership in the National Auctioneers Association. If accepted, I will abide by its By-Laws, support its objectives, comply with the Code of Ethics of the National Auctioneers Association, and pay the established dues."

At present, there are nine states that have reciprocal membership agreements with the National Auctioneers Association. Reciprocity means that you must be an NAA member before you can join that state auctioneers association, and vice versa. The reciprocal states at present are: Colorado, Iowa, Kansas, Nevada, Pennsylvania, Tennessee, Wisconsin, and Kentucky. Dues for both associations and new membership in both can be paid to either the NAA office or the state association secretary/treasurer.

Only two reciprocal states are the exception — Pennsylvania and Tennessee. In both of these states, you must go through the state association to become an NAA/PAA member, or an NAA/TAA member.

## NAA Official Functions — Who May Attend

Just as NAA membership is limited to the ethical, sponsored prospective member, attendance at official NAA functions is limited to NAA members, family, and certain auction company employees.

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### To attend a NAA convention or seminar . . .

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

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

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

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

### It's a Privilege to Belong to the NAA

It is also a privilege to attend NAA functions. The opportunity for NAA membership and attendance at NAA conventions and seminars is protected to insure that only NAA members, their families, and non-auctioneer employees are the rightful recipients of the benefits of NAA membership.

The officers and staff of the National Auctioneers Association will continue to enforce NAA membership policies, but it is also the responsibility of the individual NAA member. The privileges and benefits of NAA membership must be honored and protected. After all, it is your Association. It is our Association.

## Need License Law Information?

If you need information about states which have auctioneer license laws, **write NALLOA.** Any and all correspondence with the National Auctioneers License Laws Officials Association should be sent to the following address:

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Advertisement



## The Legal Aspects Of Auctions . . .

### If the IRS Calls You In, Here's Good Advice

In its April "CPA Client Bulletin", the American Institute of Certified Public Accountants published advice from Joseph Karasyk, CPA, a former IRS special agent and now an accounting professor at Kingsborough Community College, New York. If the IRS criminal investigation division calls you in, your constitutional rights will be scrupulously honored, however, prepare yourself before you leave for the IRS interview. Quoting from the "Client Bulletin" article . . .

"I have been appalled at the unconcerned attitude displayed by some taxpayers when advised of their rights — probably because they failed to grasp the significance of this most important advice."

Before confronting the taxpayer with the evidence or information that prompted the investigation, an agent may attempt to secure from him a list of all assets, names and addresses of business acquaintances and insurance companies, and — most importantly — information to negate the possibility of a defense based on the existence of a cash hoard.

"Interviews at the offices of the criminal investigation division usually put the taxpayer at a disadvantage," Mr. Karasyk reports. "He is on unfamiliar grounds, anxious and overcooperative. Frequently, he believes that if he 'spills everything,' he will feel better and be 'let off easy'. Nothing could be further from the truth; no credit is given for cooperation."

"Before you cooperate," the professor advises, "seek the services of a competent lawyer or accountant. No other aspect of income tax procedures is as fraught with possibly grave consequences as the first interview with a special agent of the criminal investigation division."

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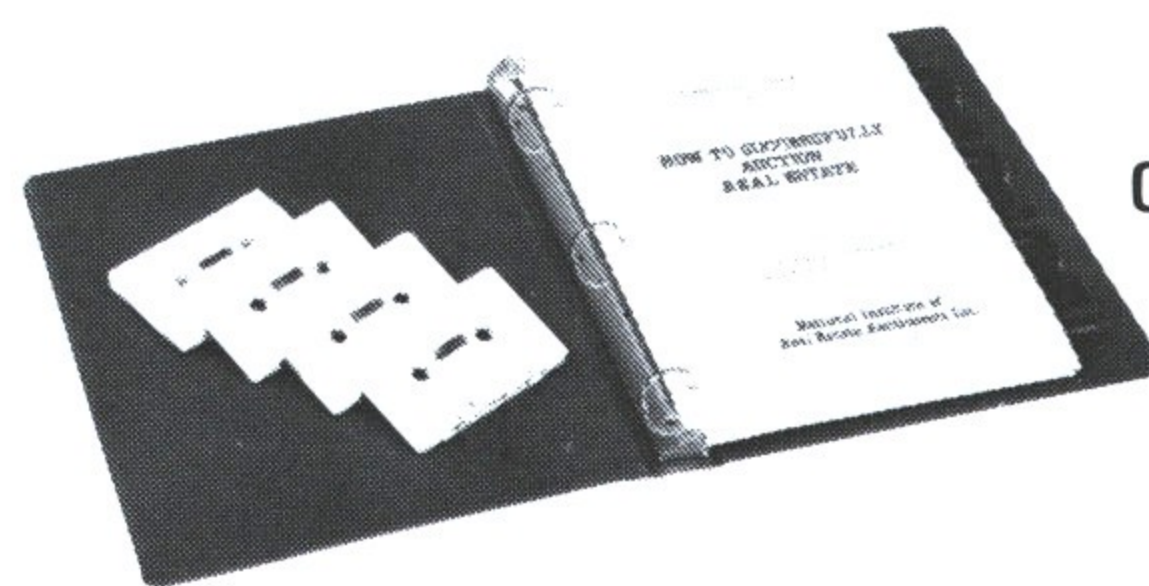
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## Warning: Con-Artists Preying On Small Businesses and Victims of Natural Disasters

Washington, D.C. March 27 — A. Vernon Weaver, Administrator of the U.S. Small Business Administration, today issued a **strong warning to small business owners and victims of natural disasters to be on the lookout for a highly sophisticated breed of con artist who is trying to bilk them out of their money.**

**"If you are a small business manager who is anxiously searching for capital in these times of tight credit and spiraling interest rates, you are a red-hot target for these persons or firms," Weaver said. "They are stating or implying that they are SBA representatives or SBA-approved loan application preparation firms, and that for very high fees, they can help you obtain an SBA loan."**

"If you own damaged residential or business property in an area that has been declared a disaster area," Weaver continued, "you should be on the alert for several variations of the 1980's version of the 'ambulance chaser'. These include: individuals who come into a disaster area and offer to prepare SBA disaster loan applications for a percentage of the ensuing loan; also migratory, flim-flam contractors, suppliers, and sales people who literally 'chase' disasters for profit."

Paul R. Boucher, the SBA Inspector General, said his office receives complaints from numerous locations across the country about transient contractors operating in disaster areas and unscrupulous loan packagers. "They have been approaching small business owners, would-be entrepreneurs, and disaster victims directly or through newspaper advertisements, with offers to prepare, submit and get approval of SBA loan applications for fees sometimes ranging in the thousands of dollars."

"Many of these applications are never even submitted to the Agency," Boucher said, "but the victim is told that his or her loan application has been turned down by SBA, and that the fee is non-refundable."

"We have also been getting many reports about building and repair contractors who have moved into disaster areas," Boucher said. "They have been insinuating that they are approved by SBA and offer to provide repair cost estimates for excessive fees. Others have arranged contracts with disaster victims to repair damaged property and then disappeared with the money paid to them for supplies and materials by the disaster victim."

**"SBA does not license or approve loan application packaging consultants, and it does not charge any fee for its services," Boucher continued. "The Agency never endorses any contractor, repair service or supplier, and all SBA employees working in disaster carry Federal credentials which people should ask to see when they are approached by anyone claiming to be a representative of the Agency."**

"Members of the public should know that they



do not need to obtain outside help as a condition for applying for an SBA loan. SBA business management employees, disaster loan office workers, trained volunteers, and most banks will help applicants complete SBA loan forms," Boucher emphasized. "In natural disaster areas, official SBA appraisers will prepare on-site damage and repair estimates at no cost to the owner of the damaged property," continued Boucher.

Should potential borrowers feel the need to obtain outside help, however, there are many well established, reputable individuals and firms who can help them prepare their applications for fees which are governed by SBA regulations. These regulations state that loan applicants may use paid professional help, such as the services of an accountant, lawyer or organization engaged in providing this type of service, in the preparation of loan applications. However, the fees paid to these professionals must be reasonable and comparable to the general hourly rate for such services and a detailed accounting of the service rendered must be included in a loan application.

Borrowers should be aware that the Agency prohibits the charging of any expense against a loan which SBA considers to have been unnecessary in connection with the making of the loan. Every loan recipient is required, under penalty of perjury, to make a full and complete disclosure of any fee arrangement prior to disbursement of a loan.

Recipients of disaster loans who use any portion of their loan funds for anything other than the repair of their property to pre-disaster condition, such as the payment of a percentage of a loan to a loan packager which is over and above the fee permitted by SBA, are in violation of Federal laws.

SBA urges anyone who is approached with an offer of assistance in obtaining an SBA loan for an excessive fee, or who is contacted by individuals claiming to be SBA approved repair contractors, to report the matter to the District Director of the nearest SBA office, listed in the telephone directory under U.S. Government. They may also call the Office of Inspector General's Hot-Line at 202/653-7557 or write, in confidence, to the SBA's Inspector General at:

**Office of Inspector General  
Small Business Administration  
Post Office Box 28242  
Washington, D.C. 20005**

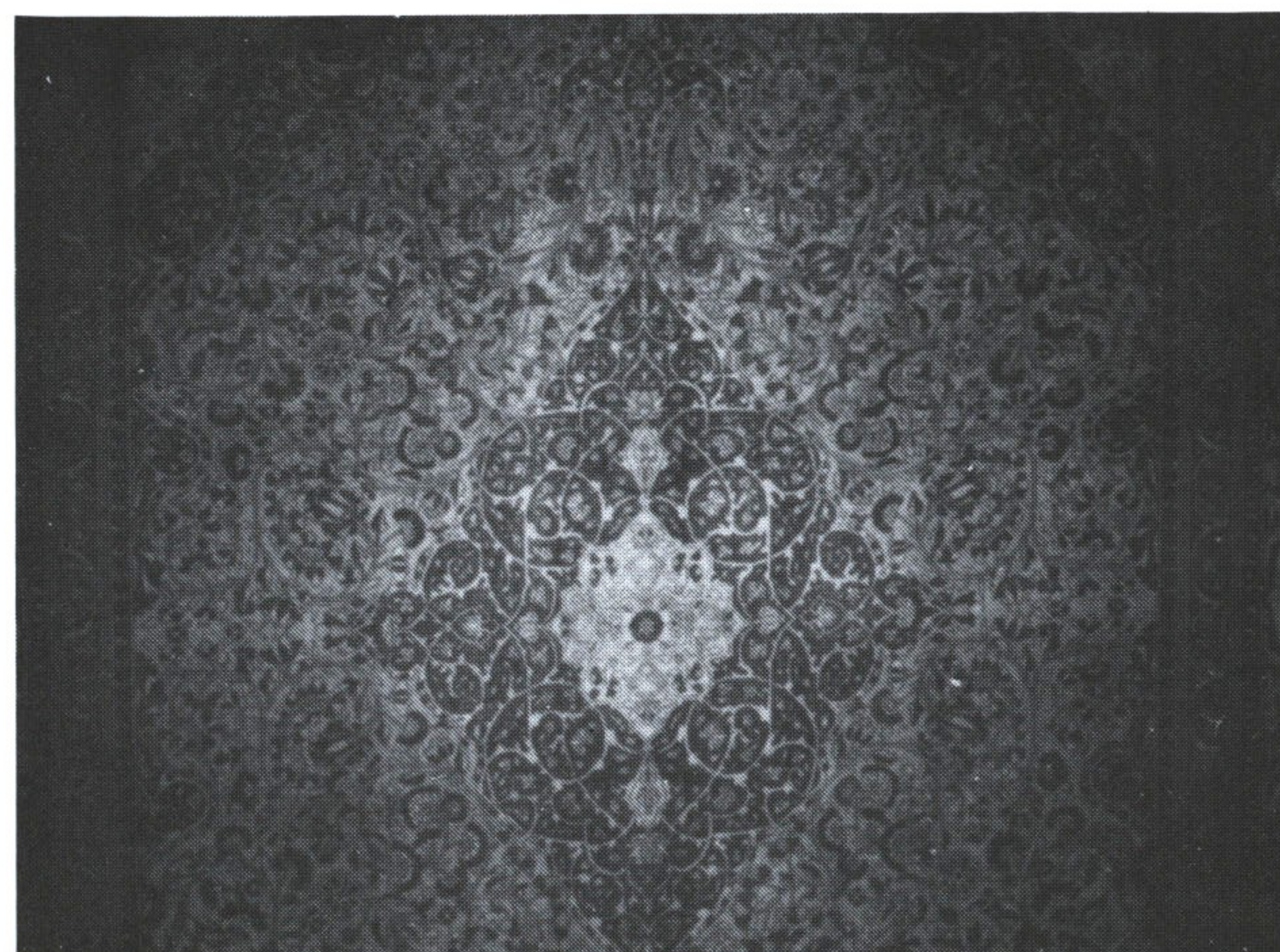
None other than Walter Cronkite was chanting at a Christie's celebrity auction for a charity sale. The world famous newsman had learned the auction chant from tobacco auctioneers in his early days as a cub reporter.

At Christie's auction in Switzerland recently, one buyer paid \$58,000 for a black velvet evening bag set in a gold frame adorned with coral, onyx, pearls, and diamonds. The bag was one of two signed by designer Cartier.

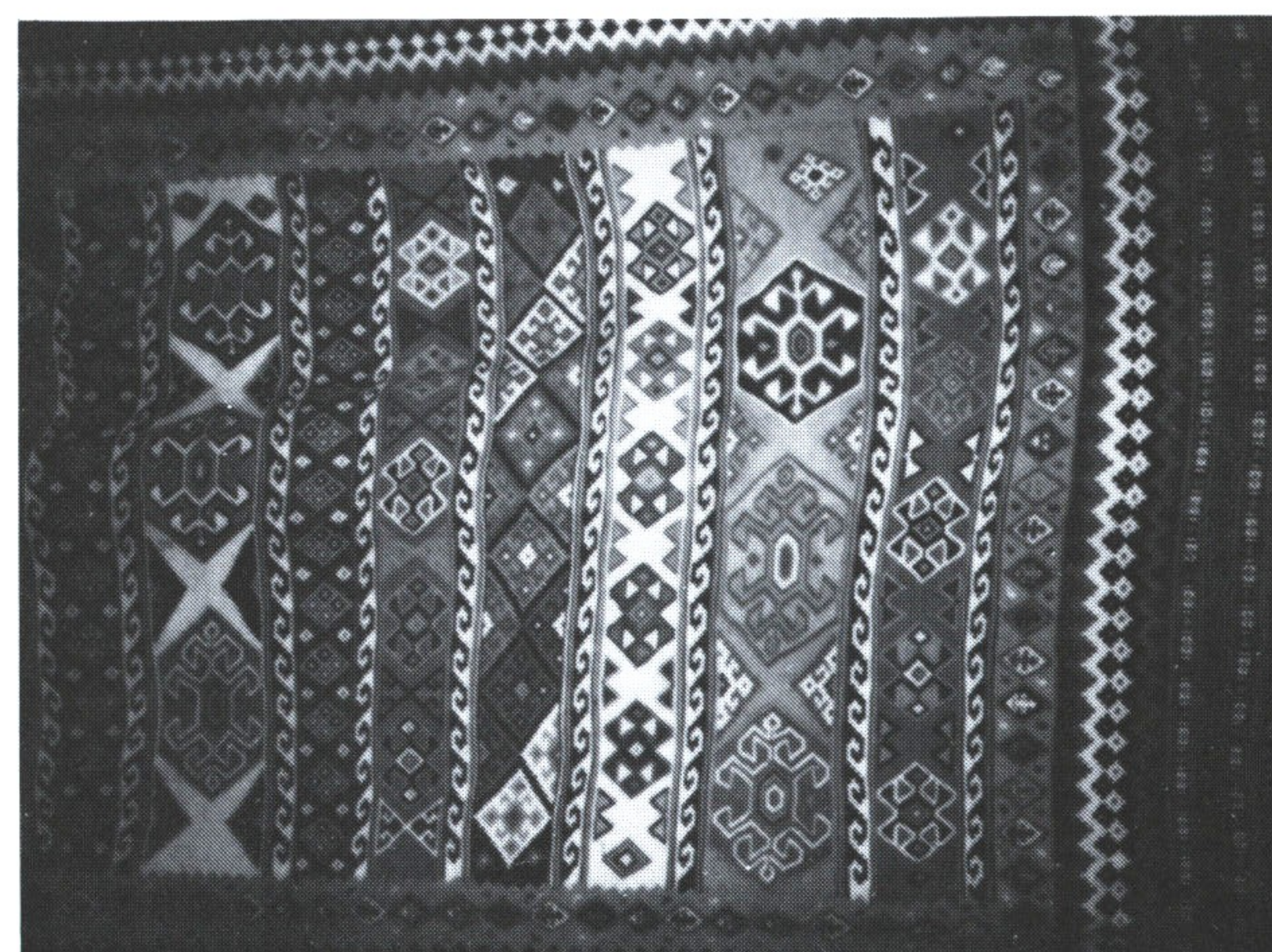
**CHICAGO TRIBUNE**

## Stolen!

The FBI has notified THE AUCTIONEER of the theft of the Persian rugs pictured here.



*Persian rug known as Keshan, silk, 8' x 12', purple and green, value about \$15,000, stolen from a Chicago, Illinois dealer, 1/3/80.*



*Persian rug known as a Qashgai Kilim, cotton, 5'2" x 9'6", purple/red/beige and green, value about \$2,500, stolen from a Chicago, Illinois dealer, 1/3/80.*

Any AUCTIONEER reader who has information to contribute concerning the stolen rugs should contact: the FBI and refer to case #CG 87-47907; or the Chicago Police and refer to case #RD-B004 203.

### BUSINESS OPPORTUNITY

I have developed a business that is the perfect sideline for Auctioneers. It will get you more auctions — plus make you thousands more \$\$ per year. Investment required. For info write Col. Bill Michie, 1222 N. Kenwood, Broken Arrow, OK. 74012.



# 1980 Advertising Contest?

## Send Entries to the NAA Office

Entries for the 1980 NAA Advertising Contest are now being accepted at the NAA Office, from all members who wish to compete in the seven advertising categories at the July Nashville Convention.

The rules for the Advertising Contest will be published in each AUCTIONEER between now and July, so that everyone will have time to prepare entries for the 1980 Contest. Awards will be presented at the Awards Luncheon at the 1980 NAA Convention, Friday, August 1.

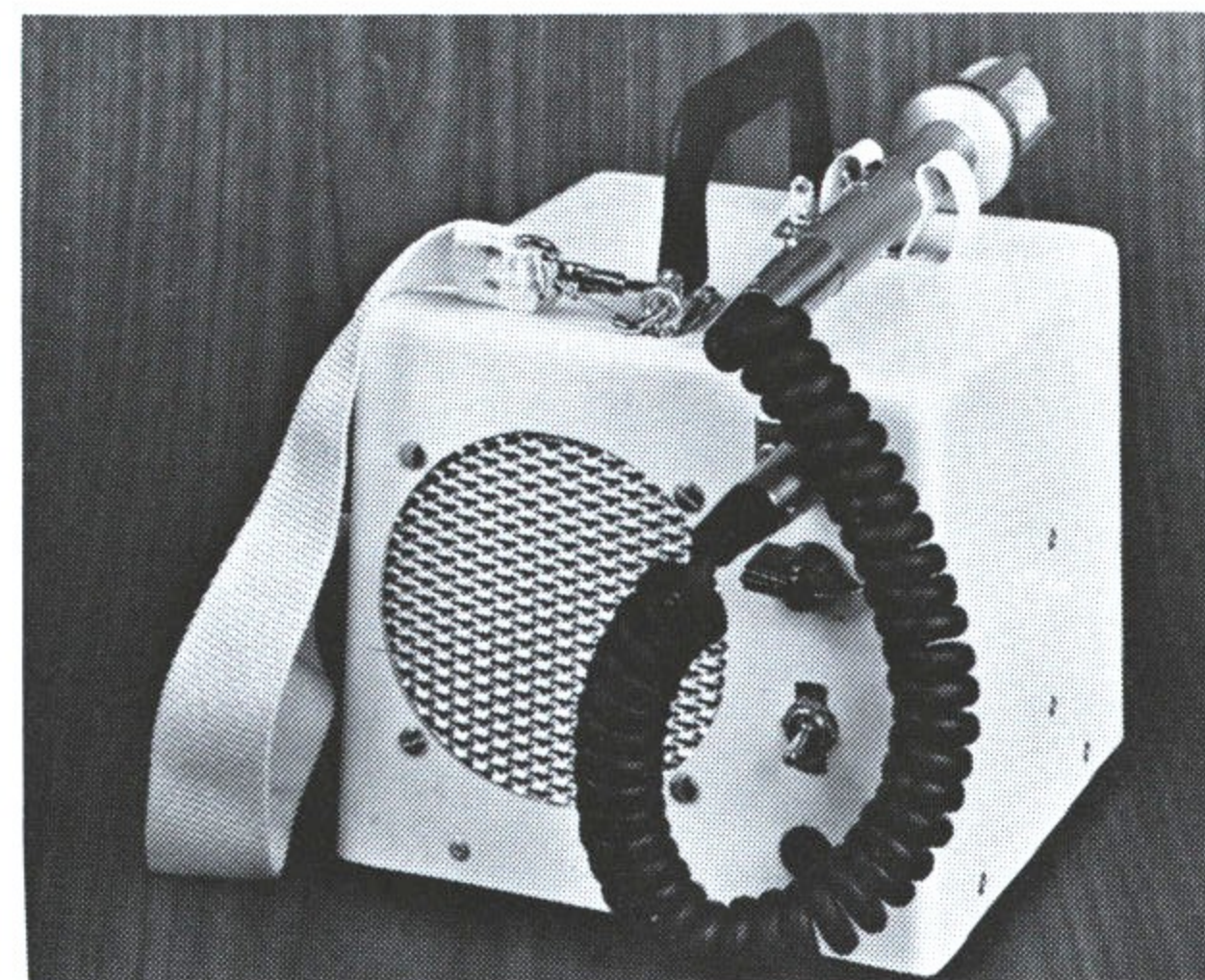
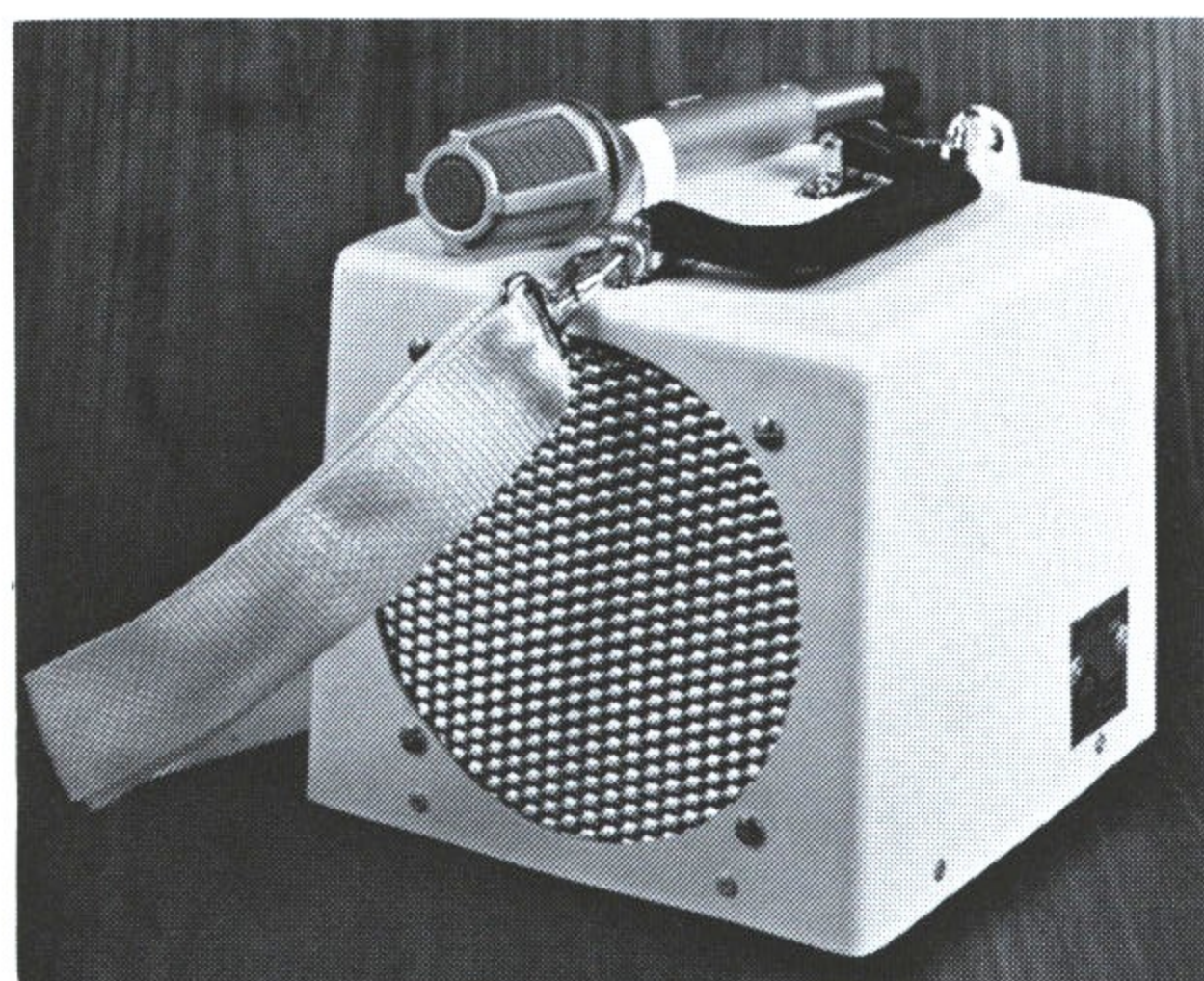
The only "change" in this year's advertising contest is the entry form at the end of this article. Photocopy or retype the entry form (one completed form for each contest entry, three samples per entry). The completed form will help the contest judges in identification and evaluation of your advertising.

### Advertising Contest Rules

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, 1980.*

3. Entries must be on the current year sales (July 1, 1979 through June 30, 1980).
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 1979 — are not eligible to compete in the category in which they won in 1979, 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.



## D-VOX COMPLETE --- \$285.00

**FIBERGLASS CASE — 25 WATT MODULE — TWIN SPEAKERS**

**INCLUDES:** Rechargeable Ni-Cad Battery Pack — Charger — Carrying Strap — Shure Unidyne Microphone — Complete unit weighs approx. 5 lbs.

\* \* \* **SATISFACTION GUARANTEED** \* \* \*

Order by mail: Payment with order — we pay shipping . . . C.O.D. — you pay shipping. Kansas residents add 3½% sales tax.



**DODGE MANUFACTURING CO.**

1123 W. 6th Street • P.O. Box 1513 • Topeka, Kansas 66601 • (913)234-6677

DWIGHT V. DODGE, Owner



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), but reference to the member's NAA affiliation must be displayed on the advertising piece (NAA emblem, or "John Doe, Member, National Auctioneers Association").

It is not too early to select your best auction advertising for the above categories, and submit it to the NAA Office by July 1, 1980. Be sure and have the entry form completed and attached to the three examples of each entry. Any questions concerning advertising rules or contest procedures should also be directed to the NAA office.

### 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



### CONTAINER BUYERS

Pay low prices at Europe's largest wholesale source of antiques. Buy F.O.B. England or Antwerp, Belgium with similar services available from other countries, or we'll select, ship and pay all charges and finance to your door. \$150 to \$300 full price for packing and paperwork on 20 and 40 ft. containers. Supplying U.S. and Canadian East and West Coast wholesalers. Write or call collect to Lynn Walters. Annual volume over \$1,000,000.

ONE OF OUR ANTWERP WAREHOUSES  
LYNN WALTERS

13011 S.E. 84th

Clackamas, Ore. 97015

[503] 654-3000

## ENTRY FORM

National Auctioneers Association  
1980 Advertising Contest  
NAA Annual Convention  
Nashville, Tennessee

Please type or print.

CONTEST CATEGORY \_\_\_\_\_  
(include letter and name of category)

SUBMITTED BY \_\_\_\_\_  
(name of NAA auctioneer advertiser)

STATEMENT OF PURPOSE FOR THE  
ADVERTISING \_\_\_\_\_

NUMBER PREPARED \_\_\_\_\_

NUMBER DISTRIBUTED \_\_\_\_\_

HOW DISTRIBUTED? \_\_\_\_\_

BRIEF DESCRIPTION OF SALE \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**DEADLINE FOR ENTRIES: July 1, 1980**

Photocopy or retype this form; and send one completed form for each entry, three samples of the advertising piece. Send all entries to:

**Advertising Contest**  
**National Auctioneers Association**  
**135 Lakewood Drive**  
**Lincoln, Nebraska 68510**

Half the fed cattle sold in the United States are fed in 422 feedlots averaging more than 30,000 head per year. The other half, says USDA are fed in more than 130,000 feedlots averaging 90 head per year.

### LIVESTOCK MARKET DIGEST

## Be An Auctioneer

Two week term and home study.  
Nationally recognized. G.I. approved.

**FREE CATALOG!**

**Missouri Auction School**

1600 GENESEE / KANSAS CITY, MO. 64102





# BIG EXTRA PROFITS

## COOK BROS. INC.

**113 N. May Street,  
Chicago, IL 60607  
Area Code 312-421-5140**

**Or Visit our Giant Showrooms**

**Mon.-Fri. 7 a.m.—5:30 p.m.  
Saturday 7 a.m.—3 p.m.**

Auctioneers and independent sales organizations have long relied on Cook Bros. as their leading source for a wide variety of merchandise . . . including tv's and radios, CB radios, stereos, appliances, watches, cutlery, jewelry, cameras and small novelties . . . items that can be profitably and quickly sold.

All orders are shipped the SAME DAY we receive them! Whether you sell strictly from the auction block, in a store, or house-to-house or business-to-business, Cook Bros. should be your NUMBER ONE supplier for all types of general merchandise and closeouts! Mail coupon below for your big, new wholesale catalog. You'll boost your profits promptly!

- \*Lowest Prices      \*Name Brands      \*Large inventory always
- \*Same day shipment      \*Direct importers
- \*Merchandise warranted against factory defects
- \*Catalogs without our name available for your use

**MAIL  
THIS  
NO-RISK  
COUPON  
TODAY**

To: Cook Bros., Inc., Dept. A976  
113 N. May St., Chicago IL 60607

Yes, I want to make more money! RUSH my copy of your big, new wholesale catalog.

My name.....

Address.....

City.....

State.....ZIP.....



Where do auctioneers from 50 states and several foreign countries meet to move their merchandise?

# The Chicago Tribune AUCTION MART!



When you advertise in the daily and Sunday Tribune, you reach 2.9 million readers. And our advertisers know that Tribune readers are auction goers:

"Whenever we run an ad in the Chicago Tribune, the phone rings off the hook," says Milt Anderson of Andersen-Dudley Auctioneers in Minneapolis, Minn.

"The Chicago Tribune has terrific drawing power," says Loretta Skeen of Co-op Tool Auctions in Williams Bay, Wisc.

"The Tribune gives me great coverage of Chicago — and far beyond," says Edward Bilbruck of Edward Bilbruck Auctioneers in Chicago.

When you want to reach auction buyers with money to spend, the Midwest's largest auction marketplace is the place to be. For information on how the Auction Mart can work for you, call Mary Beth Howard at (312) 222-4493 or Charles Shanley at (312) 222-4042.

Source: Scarborough Report, single issue daily/Sunday

**Chicago Tribune**  
The Complete Newspaper

*Superior*

**SCHOOL OF  
AUCTIONEERING**

**"A Very Select School"**

**PLAN TO ATTEND THIS TERM!!!!**

If you miss this term, it will be SIX MONTHS before you have another opportunity to attend SUPERIOR. A term only lasts two (2) weeks. Your EDUCATION IS FOR A LIFETIME. Doesn't it make sense to learn from TODAY'S auctioneers? From the people who are selling many of the Nation's top sales — not from someone who is not an auctioneer. He cannot tell YOU how to be a SUPERIOR auctioneer.

**SEND FOR OUR FREE CATALOG. YOU WILL KNOW US.**

**SUPERIOR SCHOOL  
OF AUCTIONEERING  
334 RIVERSIDE BLVD.  
LOVES PARK, ILLINOIS 61111**



## In Memoriam . . .

### MARSHALL GREENE

The NAA office was informed of the death of Marshall Greene, Somerville, Massachusetts, August 13, 1979.

### RICHARD GOREE

The annual dues statement was returned to the NAA office with the information that New Mexico member Richard Goree died July 9, 1979.

### ALBERT L. RANKIN

The NAA office was notified of the death of Ohio member Albert L. "Al" Rankin, March 28, 1980. Mr. Rankin was a member of the Hardin County Board of Realtors, the Ohio Auctioneers Association, was past president of the Hardin County Real Estate Board, and an Ohio land agent for 20 years. NAA auctioneer Rankin was a past mayor and former councilman for Alger, Ohio, past president of the Hardin County Health Board and a member of the board of trustees of the Hardin Memorial Hospital. He was also active in various Hardin County and Alger community organizations.



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# Real Estate at Auction

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*In a continuing effort to keep its readers as currently informed as possible, THE AUCTIONEER magazine will departmentalize some of its articles into "at-Auction" sections. NAA members are encouraged to contribute how-to articles, information about current auction trends, as well as articles from newspapers and magazines, which pertain to the specific "at-Auction" department.*

*This first real estate-at-auction article is a two chapter segment from REAL ESTATE AUCTIONEERING, a research paper submitted to the Graduate School of Business, Department of Real Estate, Florida International University, 1979. Author and NAA member, Saul P. Larner offered the manuscript for partial publication in THE AUCTIONEER. Though thoroughly researched, the opinions and recommendations given are based upon the author's experience and investigation. Readers must necessarily act at their own risk.*

*The references used in parenthesis are legal cases cited in support of the author's point, and might best be discussed with your attorney.*

## Real Estate Auctioneering

### Chapter XIX

#### Rights and Liabilities of Buyer and Seller

In this chapter we will discuss the rights and liabilities of buyer and seller from after the time the contract is signed, and the deposit of earnest money is given, until after the passing of title.

##### Deposit of Earnest Money (Part Payment)

The terms of an auction, calling for a deposit of a stated amount as earnest money are complied with by the delivery of a check satisfactory to the seller and auctioneer (White vs. Dahlquist Mfg. Co. 179 Mass. 427).

In the event of default by the seller whereby the sale fails, or in the event of false representation by him inducing the buyer to bid, the buyer may recover the money which he has deposited, (Mahon vs. Liscomb, 19 N.Y. Supp. 224).

However, if the buyer has made a deposit under an agreement that it will be forfeited if he fails to comply with the terms of sale, he cannot recover the money (Donahue vs. Parkman, 161 Mass. 412).

In case of adverse claim, as between seller and buyer, to the deposit money, the auctioneer may file

a bill of interpleader. (Bleeker v. Graham, 2 Edw. Ch. 647).

It cannot be emphasized strongly enough that the auctioneer must fully represent all of the facts. In the case appealed and lost in New York, Long Acre Properties vs. Grove Park Estates (279 App. Div. 1036), the purchaser tried to recover his down payment because the premises had deed restrictions. It was ruled that buyer had full knowledge of the facts.

##### Passing of Title to the Buyer

When the property is adjudicated to the bidder, this does not absolutely convey the property or confer upon the seller the rights of vendor as in contract law. (Collins v. DeMarest 45 La Ann 108, 12 So. 121) The buyer of land at a sale by auction is not bound to pay the purchase money and accept the deed tendered, and leave the seller to clear up defects in the title afterwards with the aid of the purchase money (Gromley v. Kyle, 137 Mass. 189).

Strict rules applicable to deliberate contracts do not govern a sale of realty at auction, and the buyer is entitled to presume and expect a clear title free from burdensome restrictions and covenants. The buyer of realty at auction is entitled to investigate and inquire into the state of the title and may rescind on the ground of unannounced restrictions (unlike Long Acre Properties discussed above). (Massey v. Fischer, 245 S.W. 2nd 594)

##### Lien of Seller and Delivery to Buyer

The bidder is entitled to delivery and possession when he complies with the terms of the sale in the matter of tendering payment (Jennings v. West, 40 Kan. 372). When he complies with the terms of the sale, he is entitled to have the property delivered to him, and a refusal of delivery is a breach of contract (Gruell v. Clark, 4 Penn. 321). If he should take additional time to deliberate and delay the closing, he cannot charge rent to the seller who occupies the premises meanwhile. (Erath v. Dorville, Man. Unrep. Cas. 365)

A condition that possession shall not be delivered until payment is made is implied in every sale by auction, unless there is an agreement to the contrary (Harris v. Merlino, 61 A. 2d 276).

##### Payment of Security

If the bidder fails to make his payment, he is not entitled to take possession of the property. The property may be regarded as discharged from his bid and sold to another person (Spring v. Chipman 6 Vt. 662). The seller is not required to accept notes unless he has means of ascertaining they are good (Hicks v. Whitmore, 12 Wend. 548). However, the auctioneer must have grounds of refusal (Hope v. Alley, 9 Tex. 394). If the seller should refuse to accept the note, the onus is on the buyer to show that it should be approved (Mills v. Hunt, 29 Weld 431).

When the terms of a sale require a cash payment, the auctioneer has no authority to receive as payment a check upon a bank in which there are no funds, and the vendor is not bound by the act of the Auctioneer in so doing (Broughton v. Silloway, 114 Mass. 71).



## Chapter XX

### Liabilities of Auctioneer and Clerk

#### Liability to Seller

The auctioneer is responsible to the seller for any loss due to auctioneer negligence. However, auctioneer negligence would have to be the absolute cause of such loss. The auctioneer is not responsible for any of his or her auctions which are speculative or upon a questionable aspect of the law (Townsend v. Van Tassel, 8 Daly, 261).

The auctioneer must obey every instruction from his principal. If he is told that he must get a certain price, then this must be the minimum price — even if no sale is made — or he is liable.

#### Liability to Buyer

As discussed earlier, if an auctioneer makes any form of warranty, expressed or implied without the authorization from his principal, he is personally liable. He is also liable for any fraud or false representations committed by him.

The auctioneer is ordinarily liable to the purchaser for the return of the deposit if the sale is abandoned by mutual consent, or fails to be consummated through no fault of the purchaser (Mahan v. Liscomb 19 N.Y. Supp. 224). No fault of the purchaser would include (1) the seller refusing to complete the sale, (2) defect in title, and (3) the auctioneer misrepresenting the property sold.

The law states that an auctioneer is personally liable as vendor, unless at the time of sale he discloses the name of his principal, since his general employment as auctioneer is not per se notice that he acts as agent. In the case of Pasley v. Rope, 334 S.W. 2d 254, it was ruled that an auctioneer is not liable to buyer for title if he acts for disclosed principal, unless he does something to make himself responsible to the buyer.

#### Liability When Principal is Undisclosed

An auctioneer is regarded as a vendor himself, and held personally liable as such, unless he discloses his principal at the time of sale. (Thomas v. Kerr, 3 Bush, 619, 96 Am Dec. 262). Even so, if he warrants good title, he is still liable (Welch v. Mitchell, 351 So. 2d 911). If he warrants that the title will be made good, he is so liable.

#### Right to Sue for the Price of Goods

An auctioneer who has sold property in his own name, may, in his own name, maintain an action against the purchaser to recover the purchase price of the property, even though he has received a commission. (Minturn v. Main 7 N.Y. 220)

In the case of Lasker v. Patrovsky, 60 N.W. 2d 336, seller could not convey good marketable title. Buyer got immediate judgment against both auctioneer and seller, although auctioneer retained major portion of down payment.

## Metalworking Machinery AUCTIONEERS

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Cover any or all of more than  
**185,000 Western Hemisphere**  
metalworking plants with

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**IMNC's** metalworking market mailing lists are the most complete, accurate and productive lists available for this market today. Hundred's of satisfied users — including big-name customers, such as Dun & Bradstreet, Thomas Register, McGraw-Hill, and the U.S. government — attest to that fact.

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## **SBA Proposes New, Simple Measurement for a "Small Business": Standard Based on Number of Employees**

Washington, D.C. — A new standard definition of a "small business" was proposed on March 11 by the U.S. Small Business Administration. That standard would be used to determine a firm's eligibility for SBA loans and other programs. The proposed standard is based on a single measurement of size — total number of employees per firm. The standard also stresses improved business competition.

Under the proposed standard, which was published in the Federal Register and upon which parties were invited to comment, companies in some industries and fields would be eligible for SBA assistance if they had 15 or fewer workers. In other cases, a "small company" could have as many as 2,500 employees.

At present, eligibility standards vary by types of industry and also by SBA programs. The present standards measure eligibility by annual receipts, employees, assets and/or net worth — depending on the industry and Agency program under which a company is seeking SBA help.

A. Vernon Weaver, SBA Administrator, said, "We believe strongly that this single size standard

proposal will clarify and simplify for both the small business community and the SBA the implementation of assistance programs to small firms. Moving to a single size standard for all programs will eliminate the anomalous situation where a particular business is designated as 'small' and eligible for assistance through one SBA program and not 'small' and hence ineligible for assistance through another program.

"By using a single measure of a firm's size — the number of employees — size standard regulations and procedures will be greatly simplified, to everyone's benefit."

Under the Small Business Act, Congress directed SBA to "aid, counsel, assist and protect . . . the interests of small business concerns in order to preserve free competitive enterprise." Under the Act, the definition of a "small business" was left to SBA. In determining small business size standards, SBA acts on the premise that what constitutes a "small firm" is different in different industries and also on the premise that some industries are more competitive than others.

To be eligible for SBA programs, firms in such fields as petroleum refining, tires, flat glass, glass containers and gypsum products must have fewer than 2,500 employees. In contrast, firms in such fields as gasoline service stations, fur shops, household appliance stores, coin-operated laundries, barber shops and photographic studios must have 15 or fewer employees.

## **IN PHILADELPHIA, There is only one newspaper for Auction Advertising: THE SATURDAY INQUIRER**

Positioned every week in the first main news section, The Saturday Inquirer's Auction Page is a Philadelphia tradition.

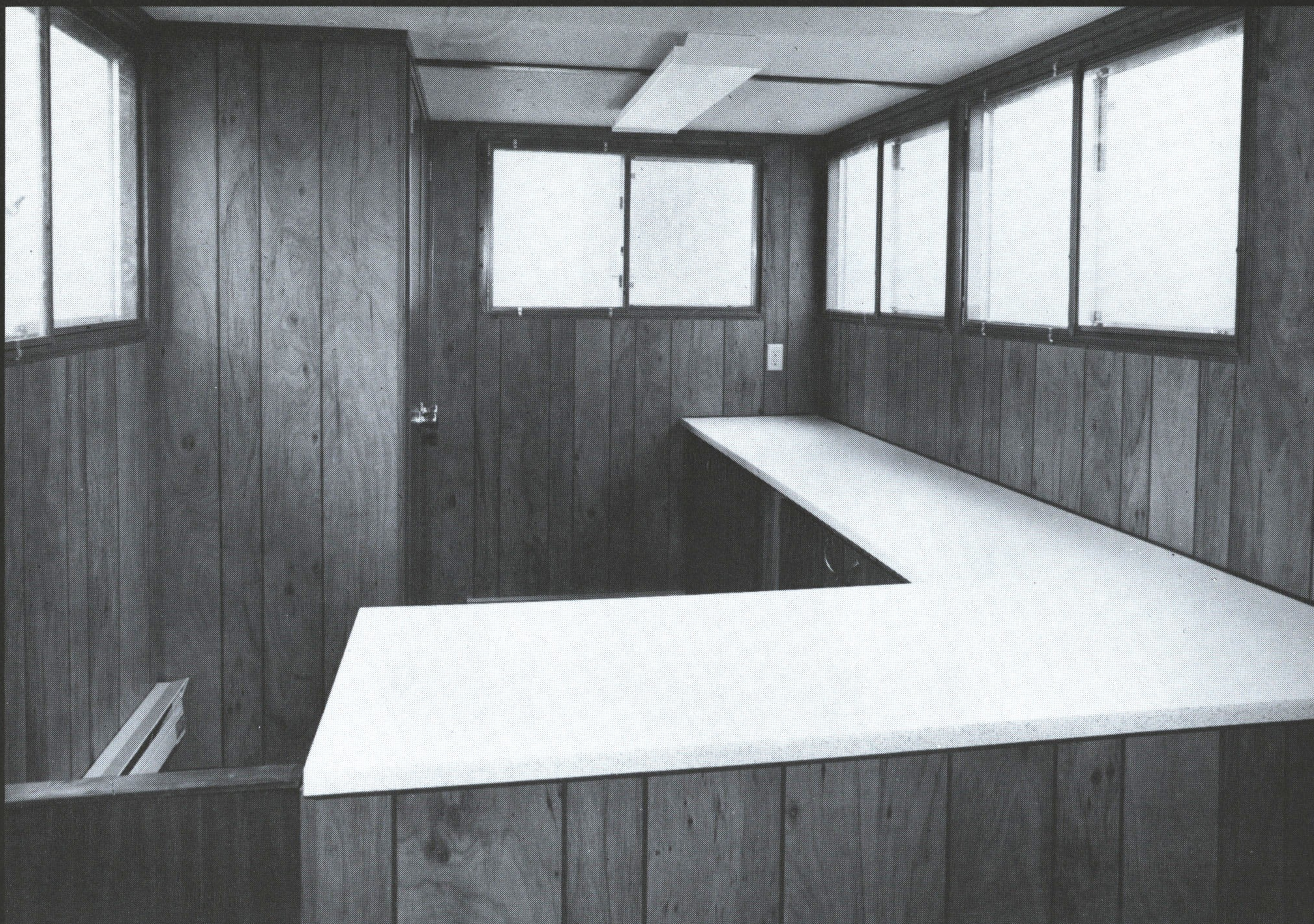
It's the first place serious buyers check when they want up-to-the-minute coverage of auction sales and trends.

And it's the first place that auction firms turn for unsurpassed advertising results — reason why we publish 300% more Auction Advertising than any other newspaper in this market. PNI Statistical, first half '79

For further information and rates, call:  
FRANK RUGGERI (215) 854-2418  
TELECOPIER (215) 563-8928  
Deadline: Thursday, 5 P.M.







## Give yourself the professional edge, and other advantages, for a small investment

**The professional Nordic Auction Clerk Center provides you with the following:**

- "Office" conditions for correct record keeping.
- Security for money and records.
- Storage area for signs & equipment.
- Room to display future auction posters.
- Comfortable conditions for auction settlement.
- Excellent financial consulting center.
- Ideal climate in any weather.

The Nordic Auction Clerk Center is easily moved with a pickup truck or medium size car. The standard equipped floor plan has approximately 125 sq. ft. of floor space, with a large closet, 15 ft. of counter area, large windows, and two exterior doors. Optional toilet facilities and air conditioning are available.

The unit has a colonial white exterior — a perfect background to display your professional, business sign. It has 50 amp electrical service, electric heat, fluorescent lighting, R-7 fiberglass insulation, tandem axles with brakes and meets American National Standards Institute codes.

The Auction Clerk Center was designed by an auctioneer. It is not a conversion unit but is made especially for the auction business, and can give the professional auctioneer the competitive edge.

---

*If you're serious about improving your .  
professional status, phone or write  
for full particulars.*

---



Nordic Auction Clerk Centers  
15 Fairfield Park, Goshen, IN 46526  
219-533-4726



## Get the Most from Your Trade Association

By **H. A. Bambeck**  
NAA Director



Would you consider a thousand dollars worth of advice and know-how for every dollar a good investment? As a member of The National Auctioneers Association you may be getting this kind of value. If you're not a member, you should be. Because in no other way can the individual auctioneer get so much direct help from so many of auction experts in the auctioneer's particular field. Through NAA membership, the auctioneers can expect help in solving problems peculiar to their own businesses. Membership and attendance at conventions and seminars have become as vital to the auctioneer as the services of an accountant, lawyer, banker, or insurance consultant.

A friend of mine decided to enter the auction profession a number of years ago, but he lacked experience. Seeking advice from others already in the field, he found unanimous support for membership in The National Auctioneers Association. He did so, and after attending numerous seminars and working diligently, he's become quite successful. He learned ideas from courses taught during seminars which helped him side-step certain pitfalls he might otherwise have fallen into, because of his inexperience. For example, NAA education program attendance prompted my friend to return home and study the state laws relating to auctions. He discovered that there were many. He also received help in writing advertising, improved his bid calling ability, gained personal confidence, developed a sound cashiering procedure, improved his public relations, and learned how to make contacts and get referrals.

Our annual convention is another arena for discussing progressive auction techniques. The time spent at the annual meeting has proven to be time well spent to benefit your auction business. The convention gives the auctioneer and his family a chance to "get out of the groove" for a few days and hear what his competitors are doing. The "corridor gossip" heard during the convention can have real value. All kinds of individual business operating problems are solved during conventions.

If you're interested in the progress of your own auctioneering, you'll find in NAA convention sessions

and exhibits a gold mine of ideas for improving your operations and serving your customers.

NAA auctioneers are fortunate that so many of our successful members are willing to serve as instructors during the seminars, and share their know-how with all of us. The back bone of our Association's success is the willingness of its members to give of their time and talents as well as their substance. Every member called upon to serve should do so, realizing that the sum total of the activities will be reflected in the success of their own individual business. The result of active participation by members is almost certain to lead to increased discussion and the formation of new ideas. The entire membership will benefit, but certainly those who are active will benefit most.

Another good reason for active NAA participation is that there is a *danger in not doing your part*.

The National Auctioneers Association exists for the benefit and advancement of its members. Not only are members encouraged to take full advantage of NAA membership, but also encouraged to influence the direction of the Association by being active member/voters. The NAA Board of Directors is responsive to the input of all NAA members.

As Spring sale activity increases and the July Nashville convention approaches, now is the time to scrutinize your relationship with the National Auctioneers Association. If you have remained inactive in the past, change now. Be an active NAA member. What's the payoff? You'll grow as a professional, you'll grow as a success in business.

- 
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# Tips on Selling Real Estate

By William L. Gaule  
NAA Director



Real Estate is a part of the auction profession that has expanded greatly in the last ten years. As the land prices increased in many areas, people came to realize that a private sale usually started at an asking price and was negotiated down, while a property advertised, promoted and sold at public auction negotiated to a top market price. However, one of the problems incurred by real estate auctioneers has been: that contracts should never state

that a commission will only be due and payable if minimum price, or a *certain amount* is obtained.

One of the reasons for the problem is that a minimum price may be \$100,000, but when \$99,000 is reached the owners says go ahead and sell it. Later the seller rereads the contract and tells you that you are not entitled to a commission. The \$100,000 minimum was not reached in accordance with our written contract.

I would suggest that a real estate at auction contract should include language that reads: "Owners shall not be required to complete the sale and pass title if minimum bid of \$\_\_\_\_\_ is not obtained. However, if the seller agrees to accept the highest bid, and sells the property for less than the minimum reserve price, the full commission will be due and payable for the full amount of sale price." This will possibly eliminate unnecessary litigation and embarrassment to the auctioneer and client. Be sure you do not advertise this type of property at absolute auction. It should be advertised "sale subject to confirmation of seller, executor, etc."

It is always possible that the person whom the contract was originally made with, will not be in control of the property at the time of the final consummation of the transaction, due to health, death, etc. You may be forced to deal with an executor, administrator, or a bank trust department.

Another problem is that a property which has been operating under "A" zoning, variance cannot change ownership and retain its zoning. Recently we sold a property that had been used for many years as a wood working business, but had been unoccupied for over one year. We were instructed, after checking with the zoning administrator that the property reverted back to residential. Now we had an obsolete building in a residential area with a rock and shale parking area zoned residential. A purchaser could re-apply for a zoning variance, but the advertising could not imply that the buyer would be assured of this zoning change. It greatly affected the sale price.

Also if you sell a business that has a liquor license you should inquire about the license transfer. It is possible that the liquor commission in your city will not approve the transfer.

As we move into the 80's, all auctioneers will have to use the very best judgement in all advertising and selling announcements of real estate at auction. A buyer who wants to change his mind after a sale will look for every legal loophole to dissolve the transaction, and possibly sue for damages. Do your homework, seek legal advice from the seller's attorney before any advertising is placed.

It is highly recommended that you use a tape recorder at all real estate auctions. Use top quality tapes and be sure you have fresh, long lasting batteries. On large important sales have two tape recorders, in location that will pick up all audible conversation. However, in all real estate auction transactions, the "basics" still apply: be honest, thorough, and constantly try to improve your auction service.

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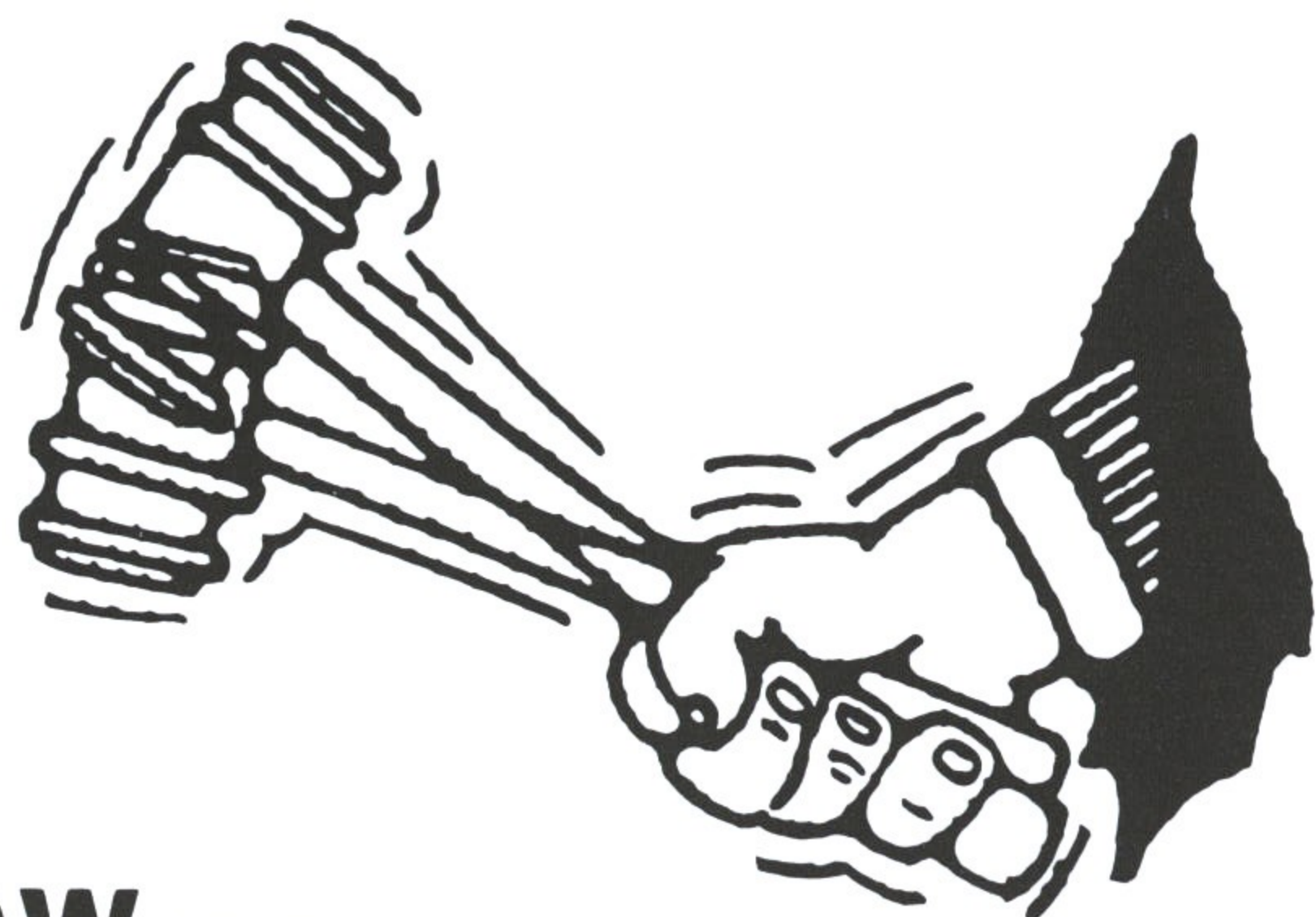
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**Don't Wait for Real Estate  
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**By Martin E.  
Higgenbotham  
NAA Director**

Having the opportunity to share the podium with fellow auctioneers at the Phoenix Real Estate-at-Auction Seminar, and visiting with the students, again brought to mind a number of what appears to be problem areas in the real estate auction field.

One of these problems is a theory that so many people hold concerning the auction profession. That is, that you only sell property at auction that won't sell any other way; that you would only offer run-down or undesirable property by the auction method. But, it is my opinion that the absolute reverse is true. The better the property, the more successful the sale. The larger and finer the house or estate, or the more prominent the owner, the more buyers you can generate by the auction method. However, every time I make such a statement, I will hear a number of people say to me, "Well, hey, we never get an opportunity to look at those types of auctions . . . nobody ever contacts us for that type of sale." I think in that statement is the answer to the dilemma.

You don't sit around and wait for the good auctions to come to you, you go get them! When you

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see a fine estate, or large home, or large industrial site being advertised, via broker or via owner, that is the time to get involved. If you properly prepare your presentation, and present it in an enthusiastic and logical as well as businesslike manner, I can assure you, you will be totally astounded at the amount of this type business that you can contract.

A word of caution, however, it has been my advice for many years that in a situation where you know that your knowledge and expertise does not quite meet the occasion, don't be embarrassed to ask a *qualified* auctioneer to help you make the presentation, or help you contract the sale.

Once the contract has been signed, go home and get out all the notes that you took down at the NAA Convention, and seminars you have attended. Read over them very carefully, and then put to use those ideas and theories that were presented. Then, continue on with the sale. I can assure you that you will be successful.

It is that time of year, if you haven't already done so, to make your convention registration and hotel reservations, and get your last minute plans in order. I will see you in the "Country Music Capital" at this year's NAA Grand Ole Convention.

## 1980 NAA Convention Program At A Glance

### Monday, July 28, 1980

Host Association Sponsored Tours (see Registration forms)

### Tuesday, July 29, 1980

Host Association Sponsored Tours (see Registration)  
Beat the President Golf Tournament — 7:00 a.m.

### Wednesday, July 30, 1980

Host Association Sponsored Tours (see Registration)  
Convention Registration — all day.  
Stars of Opryland Musical Review and Dancing — 8:00 p.m.

### Thursday, July 31, 1980

Workshops (morning and afternoon)  
Grand Ole Convention Kickoff Luncheon — 12:00 noon  
1980 NAA Fun Auction-Tennessee Style — 7:30 p.m.  
Youth Activities Programs — all day (see Registration forms)

### Friday, August 1, 1980

State Associations' Breakfasts — 7:30 a.m.  
Workshops (morning)  
Ladies Auxiliary Meeting and Luncheon  
NAA Awards Luncheon and Auction Today Panel — 12:00 noon  
NAA Open Meeting of Board of Directors — 4:00 p.m.  
Grand Ole Opry Performance — Shuttle Service to Auditorium begins at 5:30 p.m./performance at 6:30 p.m.

### Saturday, August 2, 1980

CAI Continental Breakfast and Meeting — 7:30 a.m.  
NAA Workshops (9:00 to 10:20 a.m.)  
Annual NAA Meeting (10:30 a.m.)  
Elections of Officers and Directors (1:30 p.m.)  
President's Banquet and Ball — 7:00 p.m.

### Sunday, August 3, 1980

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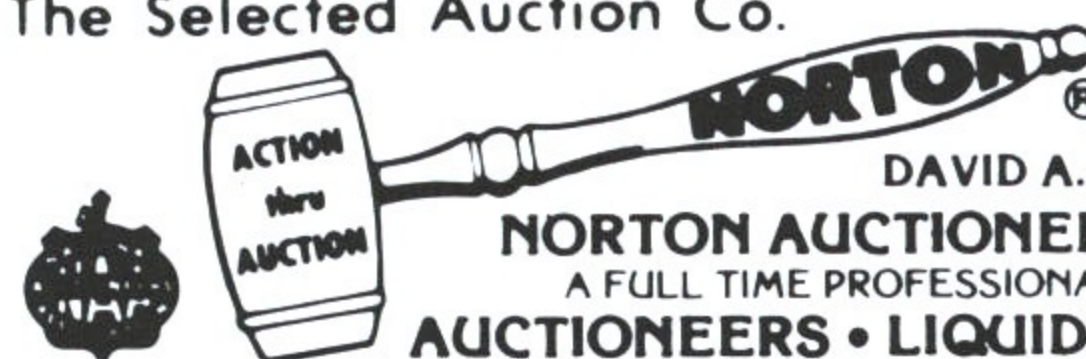
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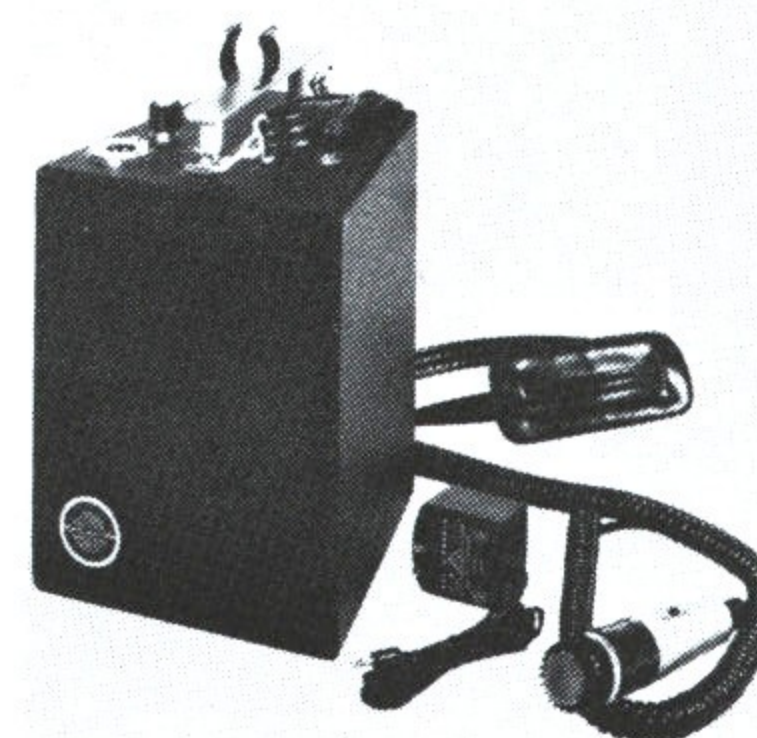
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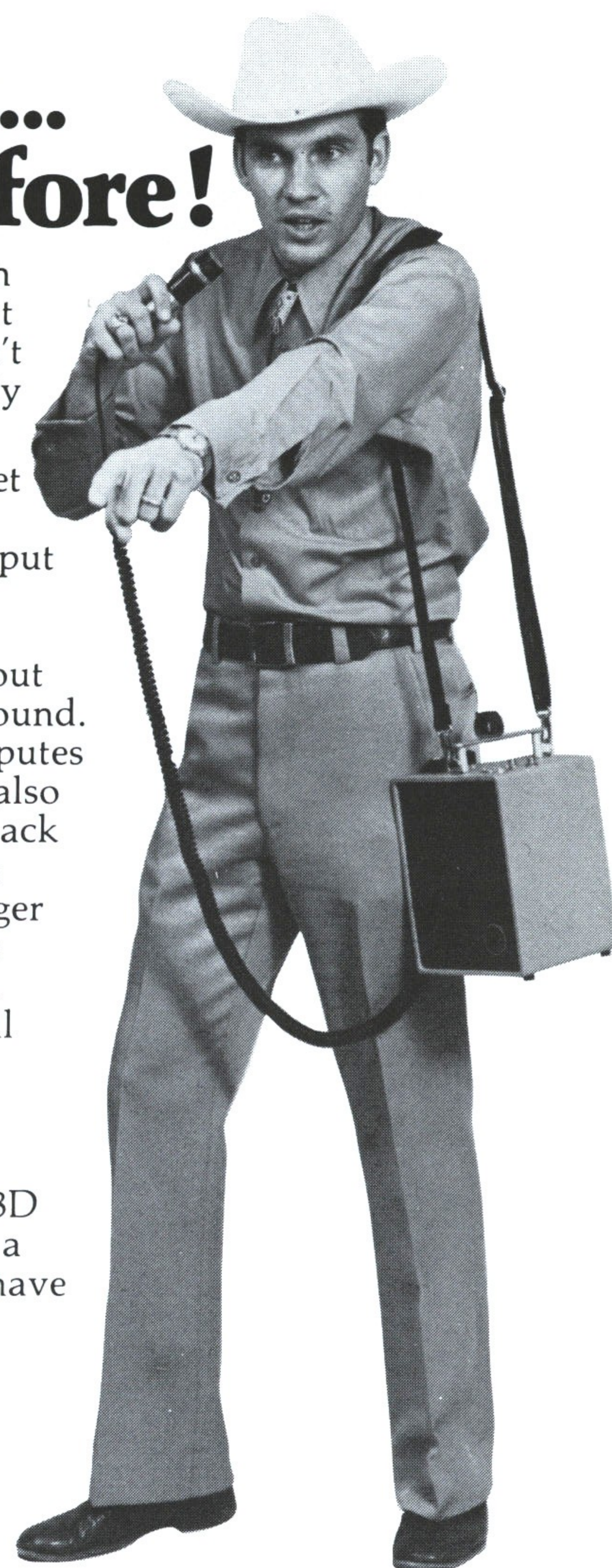
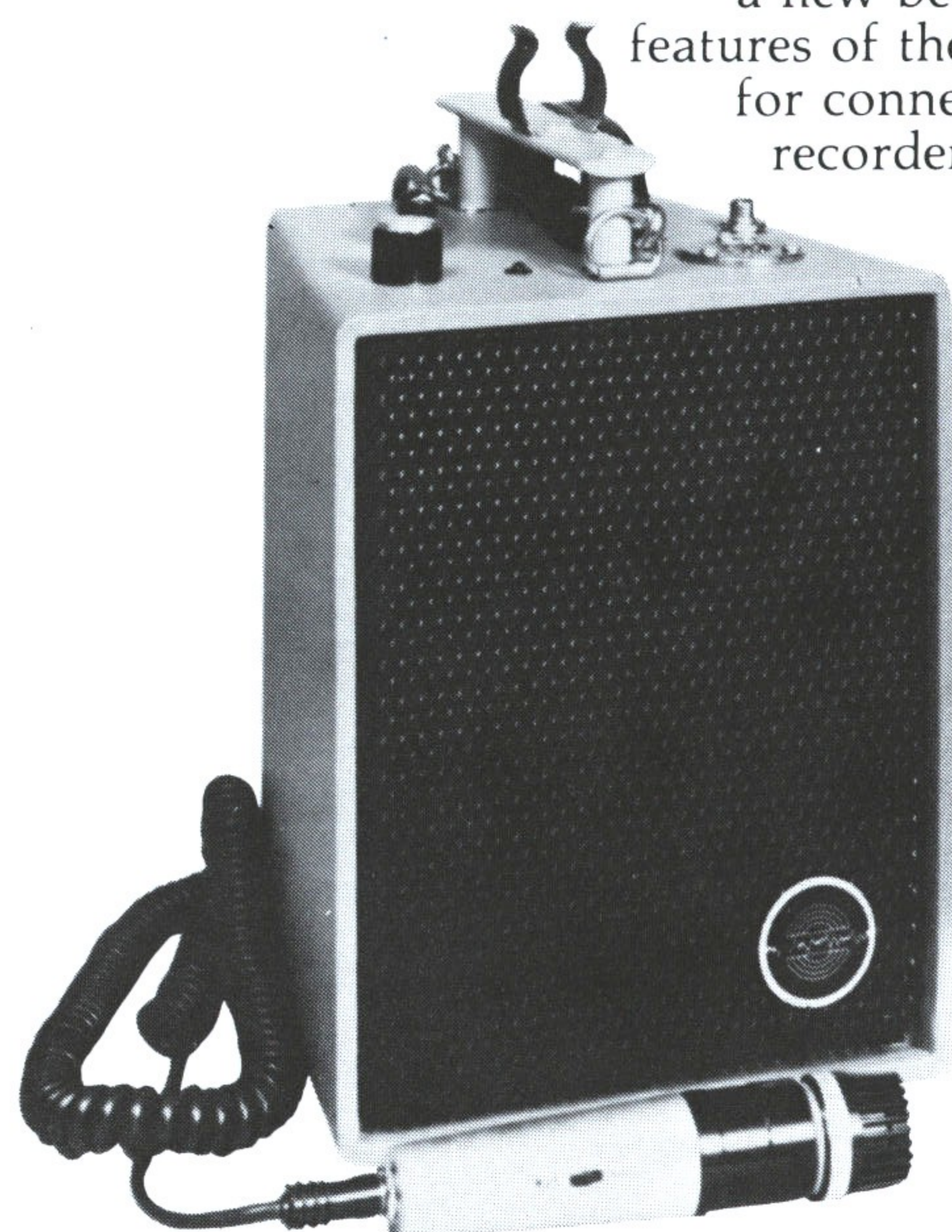
Lectrosonics now introduces two new model 18's that set a new benchmark in quality. The VP18R has all the features of the original model, plus hi-level input and output for connecting to other audio devices such as a tape recorder. Now you can play music through your

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 - \$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 - \$210**



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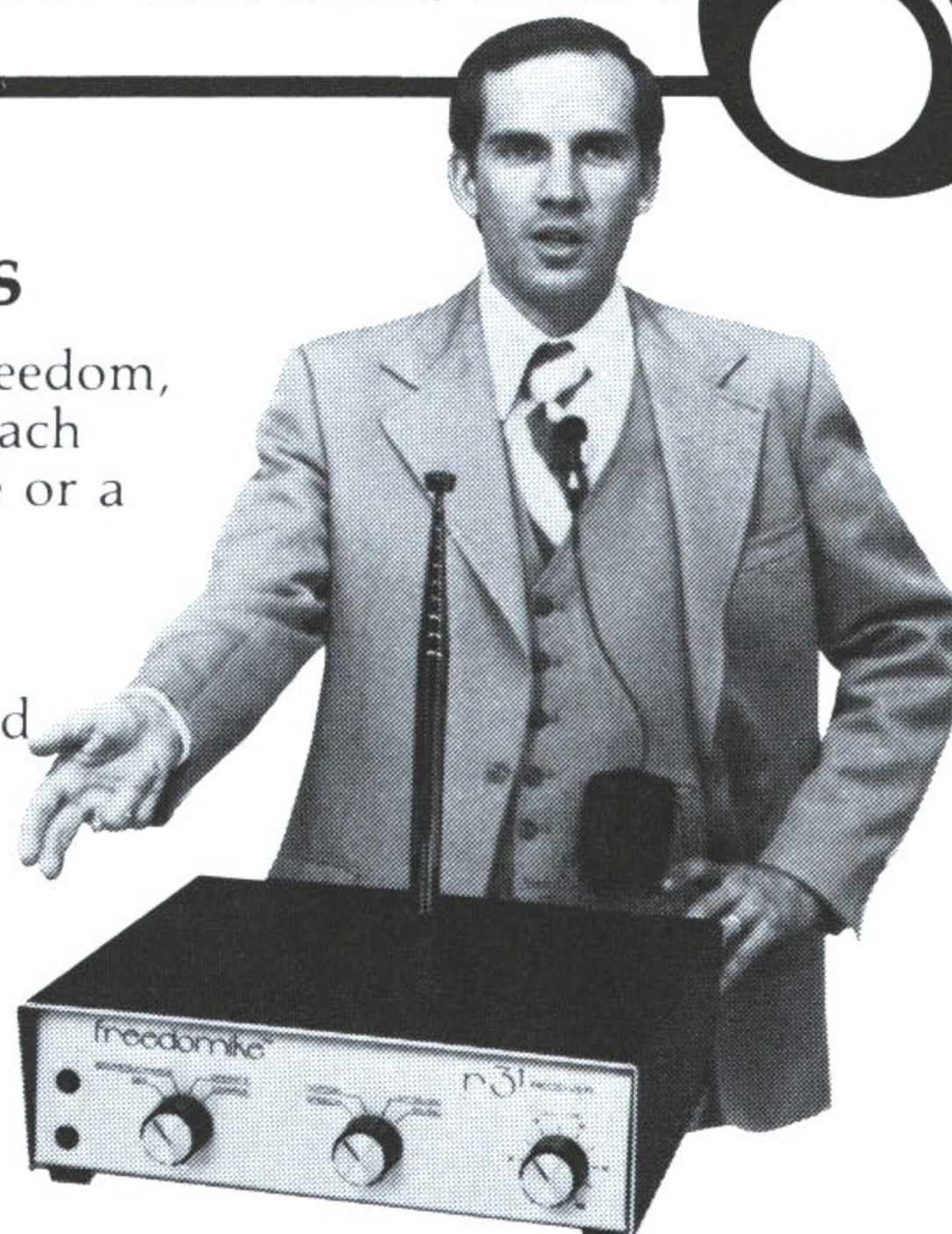
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For the auctioneer that wants total freedom, Lectrosonics offers the Freedomike. Each system contains either a tie-tack mike or a hand held microphone. Either mike connects to a miniature belt-pack transmitter. The frequency-matched receiver plugs into your existing sound system, or the portable PP48R. Protective carrying case provided.

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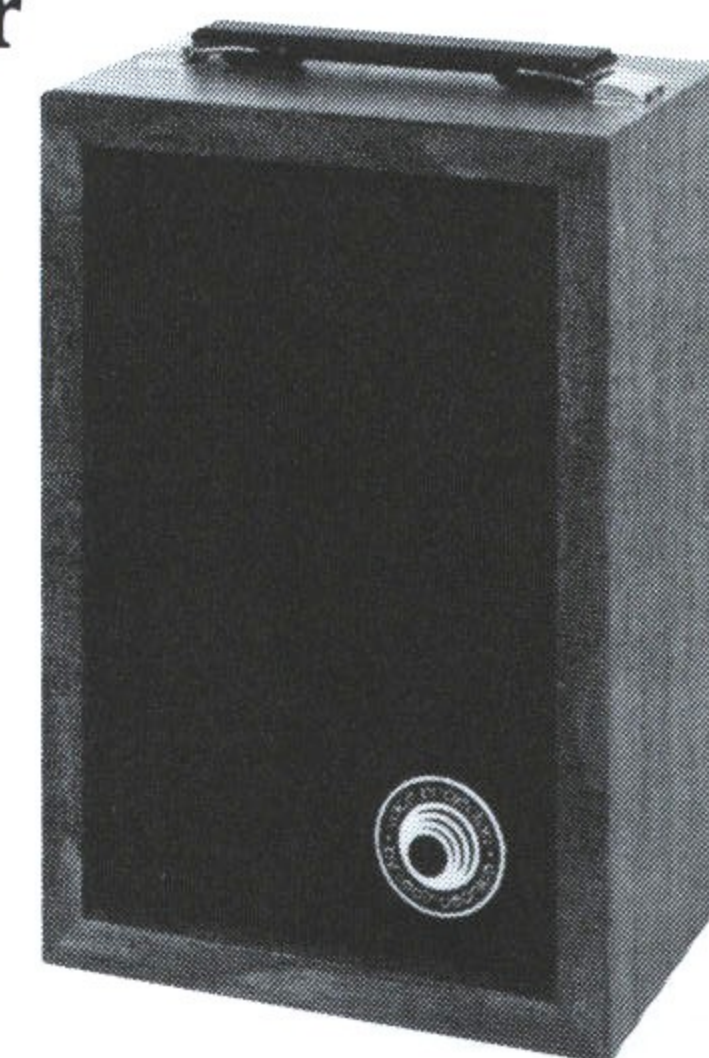
**Freedomike System Three**  
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# Livestock at Auction

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## Electronic System of Auctioning Cattle Expanding

The glamorous world of electronics is flirting with the eyeball-to-eyeball way that meat animals have traditionally been sold. It could add a space age look to an auction system that in primitive form predates recorded history.

Pork packers in Ontario can already buy slaughter hogs from as many as 45 assembly points by truckload lots without ever leaving the warmth of their offices. Instead of traveling to an auction site, hog buyers scan bidding as it comes over the telewriter.

When they see a price they are willing to pay, they halt bidding by pushing a button that connects them directly to the point of sale to complete the transaction. Then the telewriter starts chattering again and the auction continues with the next lot. Seventy percent of all the slaughter hogs in Canada are sold electronically.

Come July, Texas feeder cattle buyers at 20 different points will be able to bid on groups of cattle without getting dust on their boots. Instead of splintery sale barn bleachers, the buyers can enjoy their airconditioned offices as they tap out bids for feeder cattle on video display terminals.

### Eight lots on screen

Eight lots of cattle will be on the screen for bidding at the same time. Highest bid at the end of the 16-minute auction gets that particular lot of cattle. Video terminals have been installed at several buying points, including the offices of XIT and Caprock Ranches, two of the biggest cattle companies in the state.

Meanwhile, the Virginia Department of Agriculture plans to start selling fed cattle and cull cows by computer. Cattle at Virginia auction points would be sold one at a time, with 30 seconds allotted between bids and a computer keeping score on the transactions.

While the livestock auction methods differ by media and location, they are indications that the future could offer some powerful changes in the way meat animals are sold. In some areas, the traditional private treaty between buyer and seller or public livestock auction may be redecorated with space age technology.

Many livestock producers and buyers are apprehensive about tinkering with tradition. But Dr. Ralph Johnson, U.S. Department of Agriculture economist stationed at the University of Nebraska-Lincoln, has

been championing a move to electronic auctioning for the last 10 years.

### 'National disgrace'

He thinks the traditional methods of marketing livestock in the United States are a national disgrace. In an interview, Johnson said the system is inefficient. It benefits the middlemen in livestock transactions, but it is costly to producers, packers and consumers, he contends.

The National Farmers Union has strongly endorsed the electronic auction concept. Neil Oxtan, president of the Nebraska Farmers Union, said there is no reason why an electronic system of marketing won't work.

Packers and feedlot operators would save money because they could cut back on the number of highly paid buyers they would need to work their territory, said Oxtan. Producers would benefit because all of the packers or feeders in the market for livestock would have the opportunity to bid on the animals.

Dr. Thomas Sporleder, agricultural economist at Texas A&M University, believes electronics could improve the efficiency of selling livestock.

For instance, Sporleder said in a telephone interview, feeder cattle may change hands two or three times between producer and feedlot operator. Each sale adds stress to the cattle and increases the likelihood that the animals will arrive at the feedlot in an unthrifty condition.

### Changing hands

The video-screen auctions Sporleder is pioneer-

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ing in Texas may reduce the number of times the cattle change hands.

He hopes the experiment will see cattle spending more time eating and less time milling around in sale yards. Sporleder will describe the Texas system at a USDA-sponsored national symposium on electronic marketing to be held at Texas A&M.

Demonstrations will show the Texas and Virginia systems, electronic marketing of eggs and meats, and live slaughter hogs sales in Ohio, Pennsylvania and New York based on the Canadian concept.

None of the demonstrations will show television sales of feeder cattle, as was tried last year at North Platte, Nebraska. Livestock to be offered for sale are filmed and then shown via large screens at an auction gathering of buyers.

This system has been used to sell feeder cattle in Montana for several years and was tried experimentally last September in North Platte. Some 15,000 head of feeder cattle were "screened" for sale on large television screens at a North Platte motel. The animals were shipped to buyers at a later date.

Advocates of the electronic auction concept have met resistance from packers, livestock producers and the middleman system of auction barns and buyer representatives.

Packers who have made the present livestock buying system work to their advantage oppose changes, said Johnson.

Many packers believe that geographical distances and unwritten territorial agreements keep en-

croachment of other packers into their buying area to a minimum, electronic advocates suggest. Under electronic auctioning, bidders would not know who is bidding against them or if informal agreements were being violated, backers say.

Oxton said an electronic system would give a small packer the same access to the livestock market as a packing giant, but without the expense of maintaining a string of buyers. Packers who are less successful in competition under the present system tend to favor electronic marketing he said.

Some packers say an electronic auction would increase competition for available livestock and bid up the price they would have to pay. Johnson concedes this is so, but suggests that packers could afford to pay more because they would have fewer expenses in procurement.

Some sale yards tend to oppose the concept because it would reduce the number of services they would be able to offer. With sales concentrated in the hands of buyers, auction barns would lose their mystique and become mere collection points, said Johnson.

### Highly skilled

Livestock buyers, most of them highly skilled experts, oppose marketing because it would eliminate most of their jobs, said Oxton.

Johnson agreed. He said the electronic system enabled one Canadian packing firm to eliminate most of its buyers. One part-time buyer working out of the

Continued page 26



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main office was able to buy hogs for all of the firm's slaughter points.

Many livestock producers also oppose electronic auctioning. Oxtan said many producers have been given a bad impression of the concept by the livestock buyers they deal with. Buyers have producers convinced they are getting a better deal from them than they would from competitive bidding, he said.

Producers also fear that electronic marketing would depersonalize the livestock business and discourage production of quality stock. Oxtan contends that electronic auctions would enhance the reputation of quality producers and increase competition for their animals.

Johnson said one producer told him electronic marketing would "take all the fun out of selling cattle". Many producers believe they get the best of livestock buyers, he said.

Johnson said many producers, especially those who deal regularly with only one buyer, would do better if they could place their stock on the open market. Many small volume producers have difficulty in finding more than one buyer for their livestock, he said.

Oxtan said a group of Nebraskans has met informally to discuss the possibility of initiating electronic marketing among at least some of the state's packers and lockers. They have yet to approach any slaughter points with the concept.

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## **Trip for Two, Diamond Ring Waiting For World Champion Livestock Auctioneer**

**Kansas City, Missouri** — A trip for two to a popular resort area and a championship ring valued at over \$1,000 are among the prizes to be awarded to the 1980 World Livestock Auctioneer Champion, contest officials have announced.

This year's championship will be held Saturday, June 21, at the Templeton, California, Livestock Market. The annual contest is sponsored by Livestock Marketing Association, Kansas City, and conducted by an allied company, Livestock Market Digest, Inc.

Contest Manager Gerald D. Nevins said the resort trip is valued at over \$2,500, "and will give the winner some very special memories to take home with him."

The world champion's ring, solid gold with a center-mounted diamond, is being awarded for the second year. It will be presented to the champion by the Templeton market.

The championship, now in its 17th year, is conducted to focus on the important role of the professional auctioneer in livestock merchandising. Contestants are judged by a panel of livestock market owners on the criteria they look for when hiring an auctioneer.

In addition to the world champion, reserve and runner-up world champions will also be selected, along with nine regional winners. Trophies and merchandise prizes, along with the trip and the ring, will be presented the evening of the 21st at an awards ceremony.

This ceremony will be held following a barbecue and entertainment at the San Luis Obispo, California, county fairgrounds in Paso Robles, California.

The championship and awards ceremony are open to the public.

The reigning world champion is Terry Elson, Curtis, Nebraska, who defeated 99 other contestants last summer in Brush, Colorado. Chairman of this year's event is Duane C. Baxley, one of the market's four owners and its auctioneer.

The entry fee is \$175 and contestants may be sponsored, Nevins said. Further information and additional entry blanks may be obtained by contacting the LIVESTOCK MARKET DIGEST, 4900 Oak Street, Kansas City, Missouri 64112, telephone (816) 531-2235.

The Championship will be held in conjunction with Livestock Marketing Congress '80, an annual industry conference devoted to livestock economics. The Congress will be held in San Luis Obispo, June 18-20.

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# 1980

## World Livestock Auctioneer Championship



Saturday, June 21 beginning 12 noon at Templeton Livestock Market, Templeton, California

### OFFICIAL ENTRY FORM

Each contestant must be a livestock auctioneer. Entry fee of \$175 is required and must accompany entry form. All entries should be received by May 31, 1980 to be included in program and pre-contest publicity.

**Please Print**

**Name** \_\_\_\_\_ **Date** \_\_\_\_\_

**Home Address** \_\_\_\_\_ **City** \_\_\_\_\_ **State** \_\_\_\_\_ **Zip** \_\_\_\_\_

**Home Telephone** \_\_\_\_\_ **Business Telephone** \_\_\_\_\_

☐ Entry fee of \$175 is enclosed. ☐ Head & Shoulders B/W Photo enclosed for program.

#### **All Contestants Must Complete the Following**

Number of years as Auctioneer. \_\_\_\_\_ Have you entered previous championships? \_\_\_\_\_

If you have competed please write year and awards won. \_\_\_\_\_

If employed by a livestock market(s) please complete the following. Use additional paper or back of entry if necessary.

Name of Market \_\_\_\_\_

Address of Market \_\_\_\_\_ Town \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Are you sponsored by others than yourself? \_\_\_\_\_. Please list name(s) of sponsor(s) and address(es). Use additional paper or back of entry if necessary. \_\_\_\_\_

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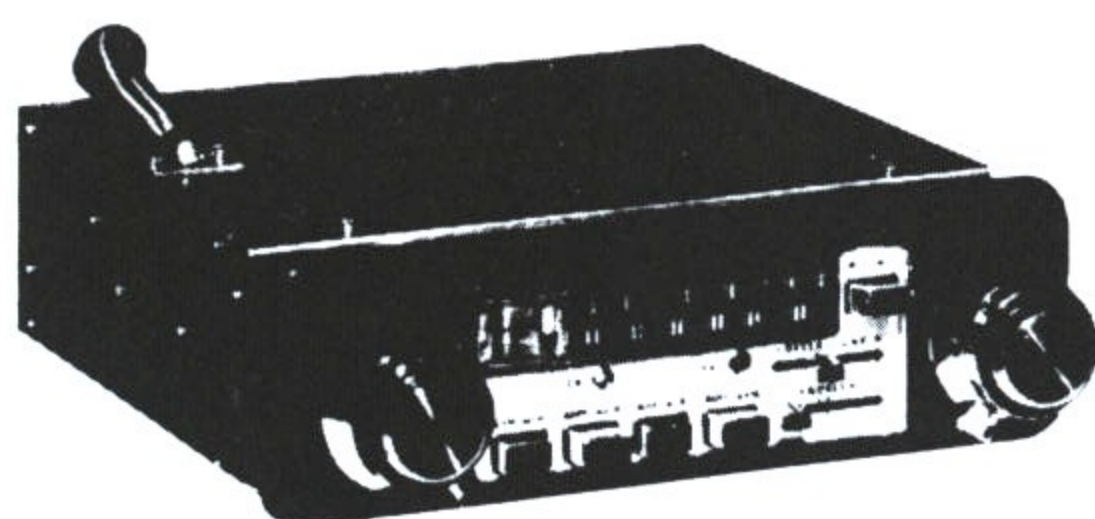
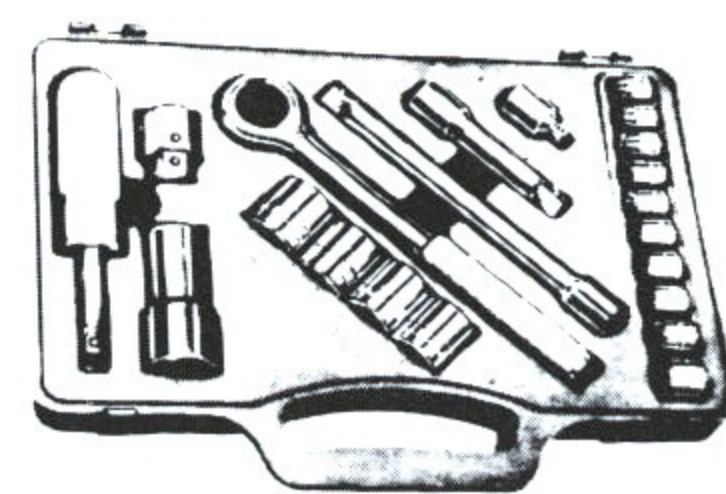
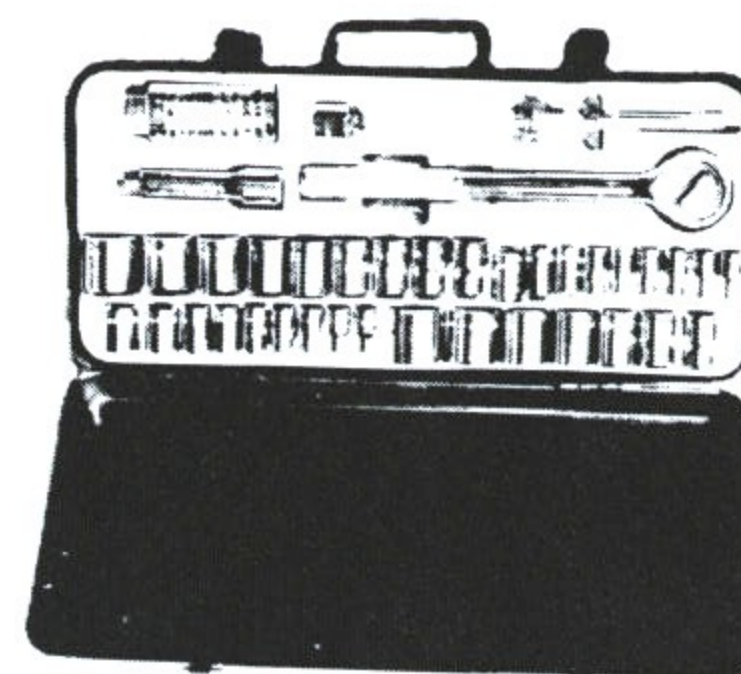
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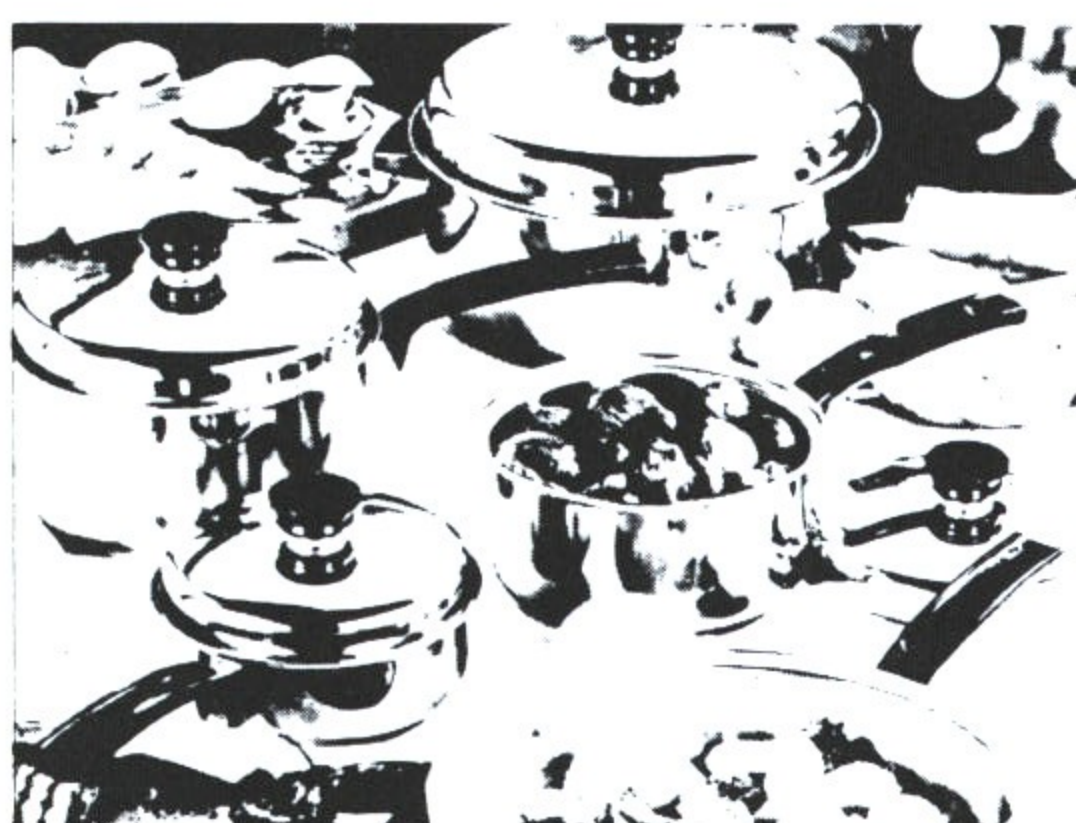
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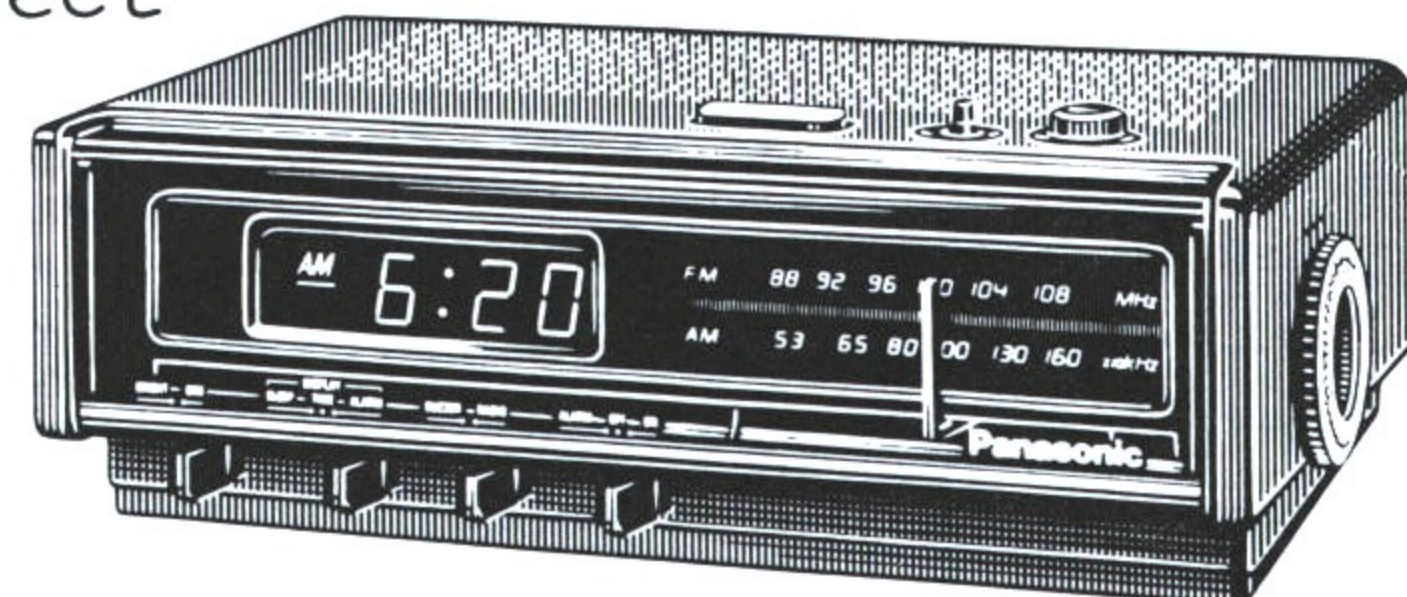
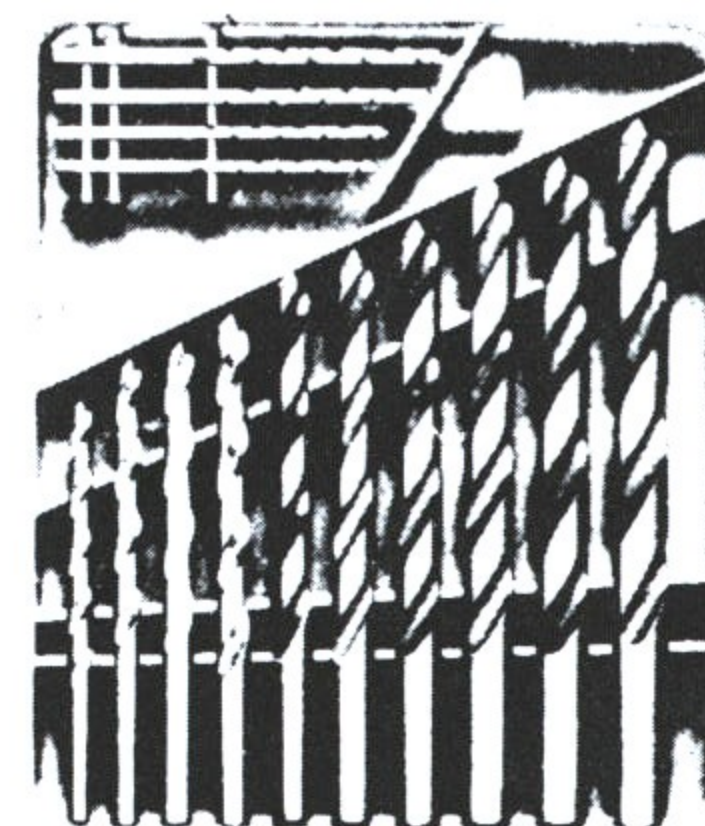
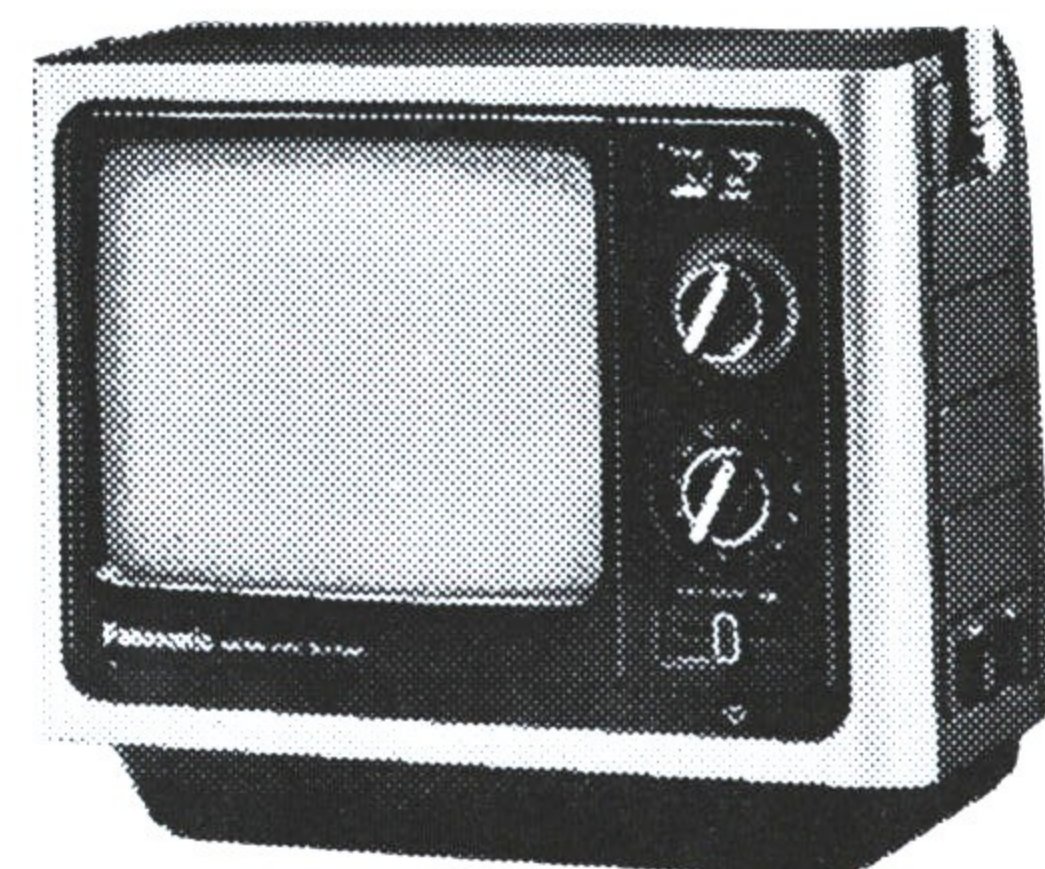
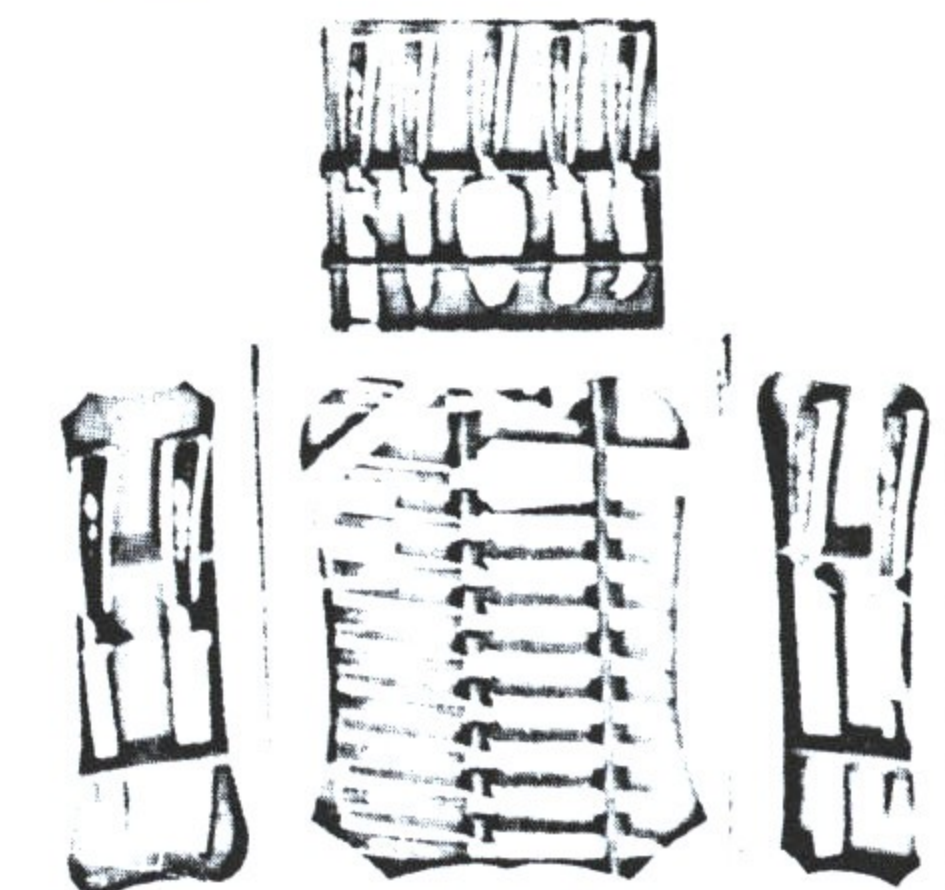


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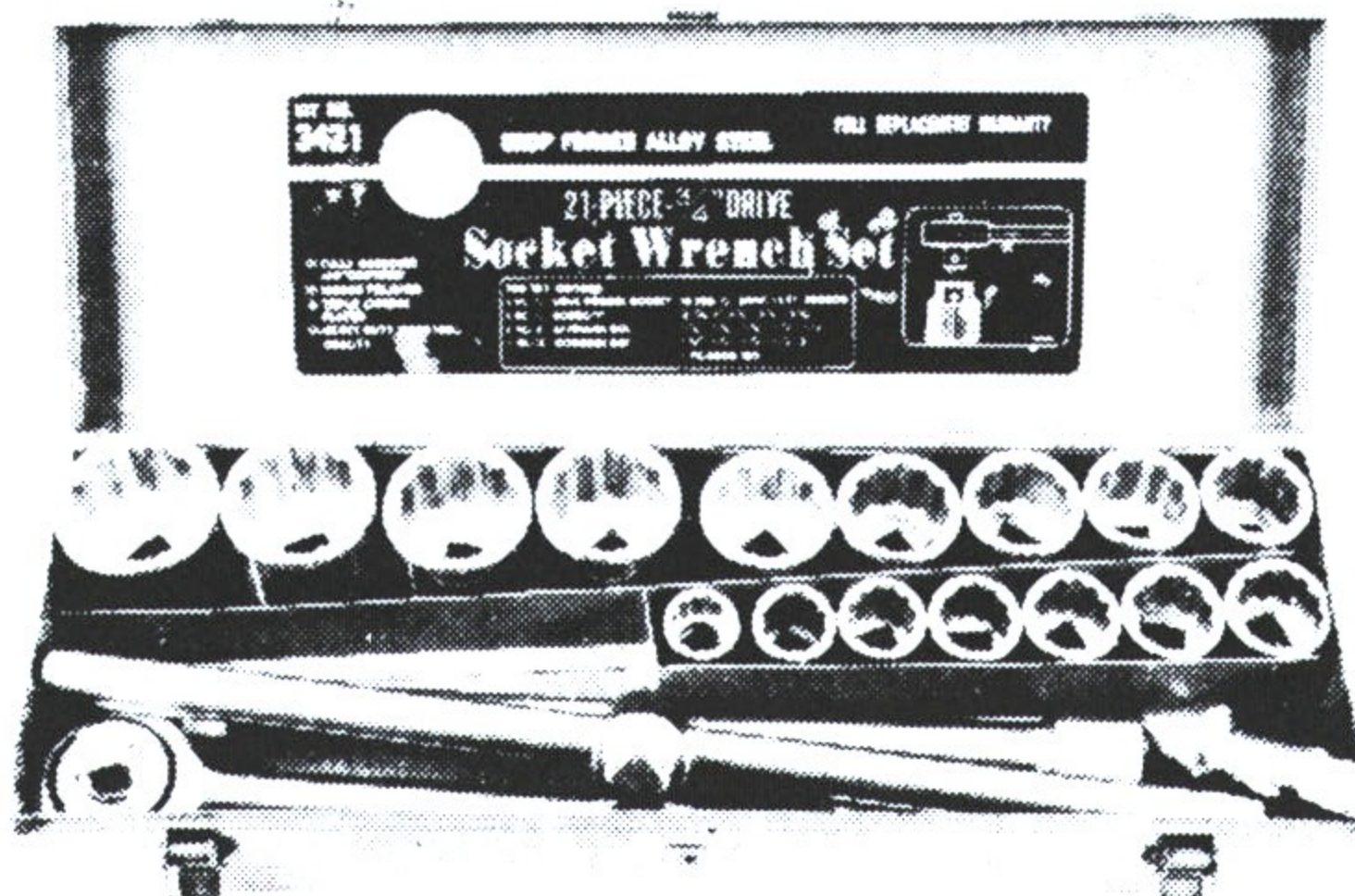
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We do live in a great age because we no longer need to live up to calendar years. Remember Satchel Paige once asked, "How old would you be if you didn't know how old you were?"

Attitude in work or play (and in auxiliary membership) can keep you young. Starting today, try to . . .

1. Speak to people. Nothing is as nice as a cheerful word, or a sincere compliment.
2. Smile! It takes 72 muscles to frown and only 14 to smile.
3. Call people by name. The sweetest sound to anyone's ears is the sound of recognition.
4. Be friendly and helpful. If you would have friends, be a friend.
5. Be cordial. Speak and act as if everything you do was a pleasure.
6. Be considerate with the feelings of others.
7. Be generous with praise and cautious with criticism.
8. Be thoughtful of other opinions. There are three sides to every controversy.
9. Be alert to give service. What counts most in life is what we do for others.

With the National convention ahead of us, broaden your horizons — try sitting at a table of people you don't know. The next time you attend a luncheon, dinner or meeting, you'll improve yourself by giving to, and getting to know others!

You've heard all this before, but sometimes a reminder makes it easier. See you in Nashville in July.

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

Ag economist: family farms in America are alive, healthy, "vigorous and competitive". As the family farm survives, it will also change — growing, hiring more labor, using more capital, and women will increase their contribution to farming operations.

## FARM AND DAIRY

You might have to sell one soon. Food costs for restaurants, as measured by the National Restaurant Association's Food Cost Index rose at a double digit rate in 1979 for the second straight year.

## LIVESTOCK MARKET DIGEST

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Mrs. Ed (Jeri) Huisman, 12890 Alabama Road, Galt, California 95632. Phone: 209 748-2659

## **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**

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

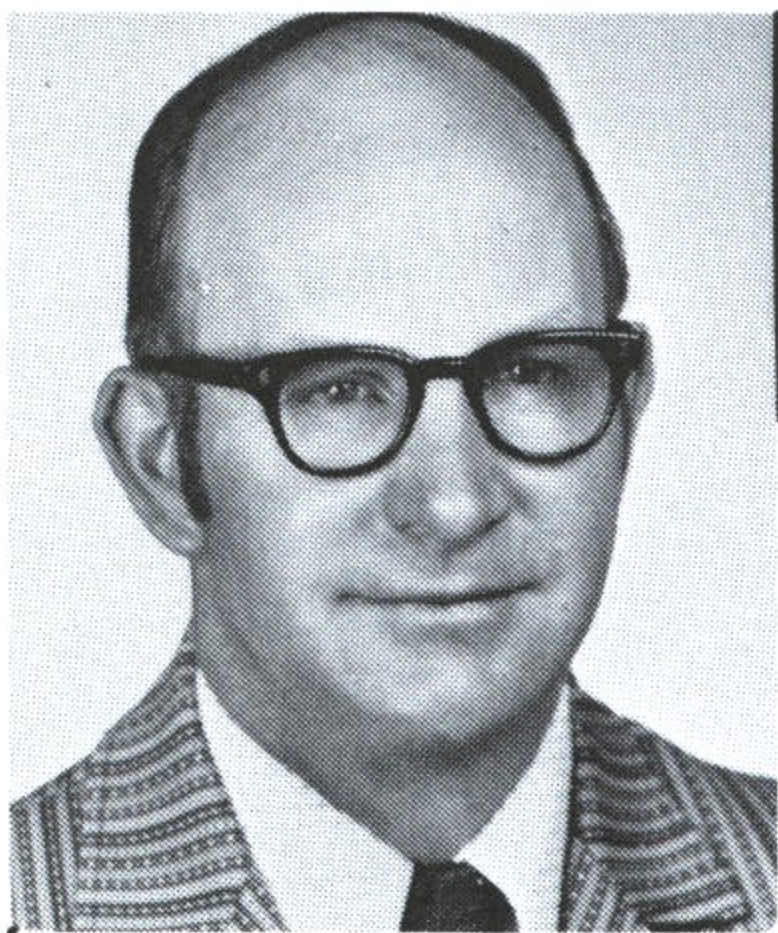
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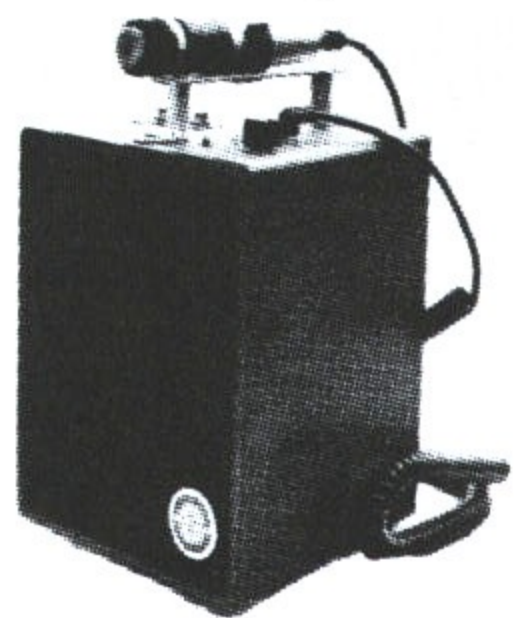




**REISCH WORLD WIDE COLLEGE OF AUCTIONEERING**, March class of 142 students, representing 29 states and Canada. Instructors pictured: Jack Hines, Andy Miller, Bob Lambert, Gordon Taylor, and Terry Elson. Instructors not pictured: Don Bowman, Dean Thompson, Charles Thorson, Wes Hays, Dan Turek, Wayne Wagner, Leonard Wiemann, Aaron Jewell, Bud Mennenga, Norvin Olson, Jon Witt, Filmore Stoermer, John Barber, Lloyd Berkland, Allen Low, Conrad Doan, Clayton Wornson, Carl Rehder, Donell Ahrens, and Jerry Stambaugh. The next term will be June 10 through June 20, 1980.



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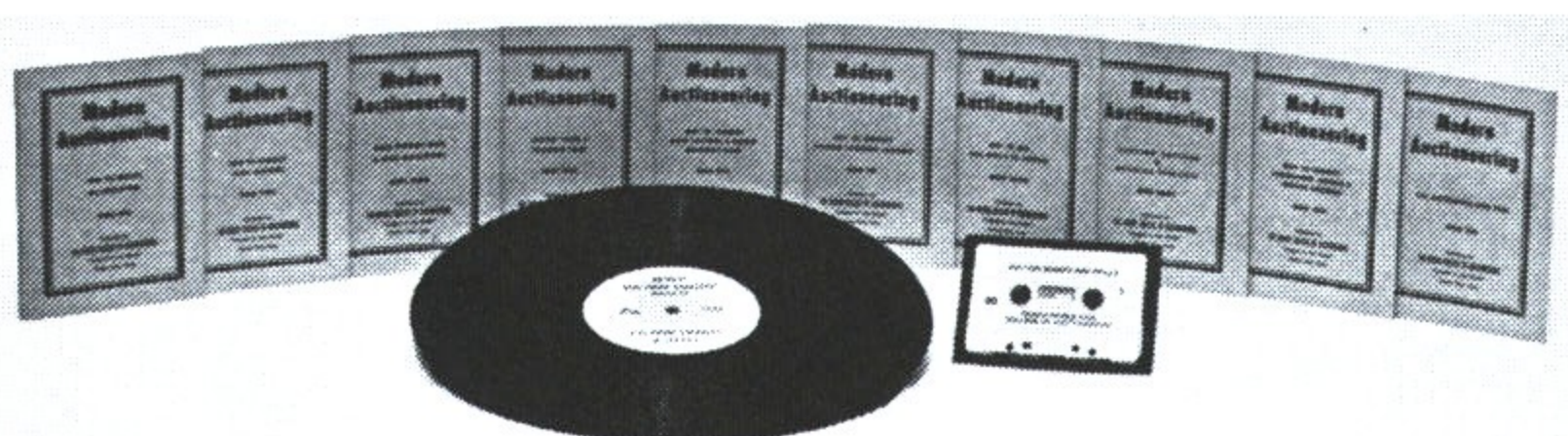
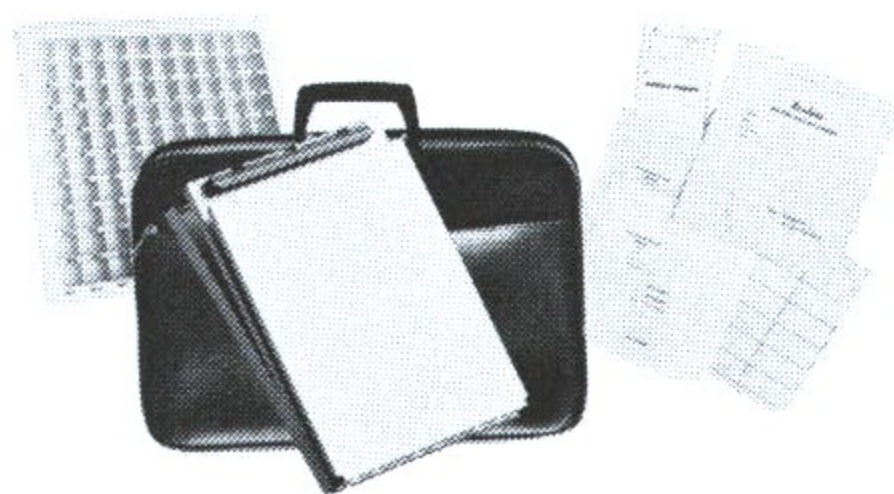
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## State Association Conventions — NAA Officer or Director Representative Requests

Convention Dates	State Association	Hotel or Motel and City	Convention Chairman or NAA Officer or Director Request Made By	NAA Officer or Director Representative
May 4	Nebraska	Holiday Inn Ogallala	Harold Kraupie	C. E. Cumberlin
May 3-4	Missouri	Osage Beach	Doran Livingston	Harvey L. McCray
May 3-4	Oklahoma	Oklahoma City	Paul Wells	Bill Gaule
May 17-18	South Carolina	Sheraton Palmetto Inn Greenville		C. E. Cumberlin
May 19-20	Kansas	Hilton Inn Wichita	Real Estate at Auction Seminar — Rex Newcom	
June 1-2	Georgia	Downtown Motor Inn Albany	Pete DeSantis, Jr.	no request
June 12-13	Wisconsin		Victor Voigt	Howard Buckles
June 13-14-15	South Dakota			Archie D. Moody
June 14-15	Ohio	Mariott Inn Columbus		no request
June 16-17	Tennessee	Hilton Inn Nashville		no request
July 30-August 2	NAA Convention	Opryland Hotel, Nashville, Tennessee.		
November 2-3	New York	Marriott Inn Syracuse		Archie Moody
January 9-10 1981	Pennsylvania	Host Inn Harrisburg	Clay C. Hess Secretary-Treasurer	Archie Moody
January 10-12, 1981	Ohio	Marriott Inn Columbus		no request
January 20-21, 1981	Minnesota	Quadna Mountain Lodge Hill City	Steve Reinhardt	no request

Representatives of State Associations have offered the above dates, places and facilities of State Association conventions and/or annual meetings. Added to the information is the name of the NAA officer or director who has been requested by the State Association to attend as the official NAA representative. All NAA officer or director requests have been coordinated through the NAA office and if any of the above information is not correct, please contact Executive Director Harvey L. McCray at the NAA Office.

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



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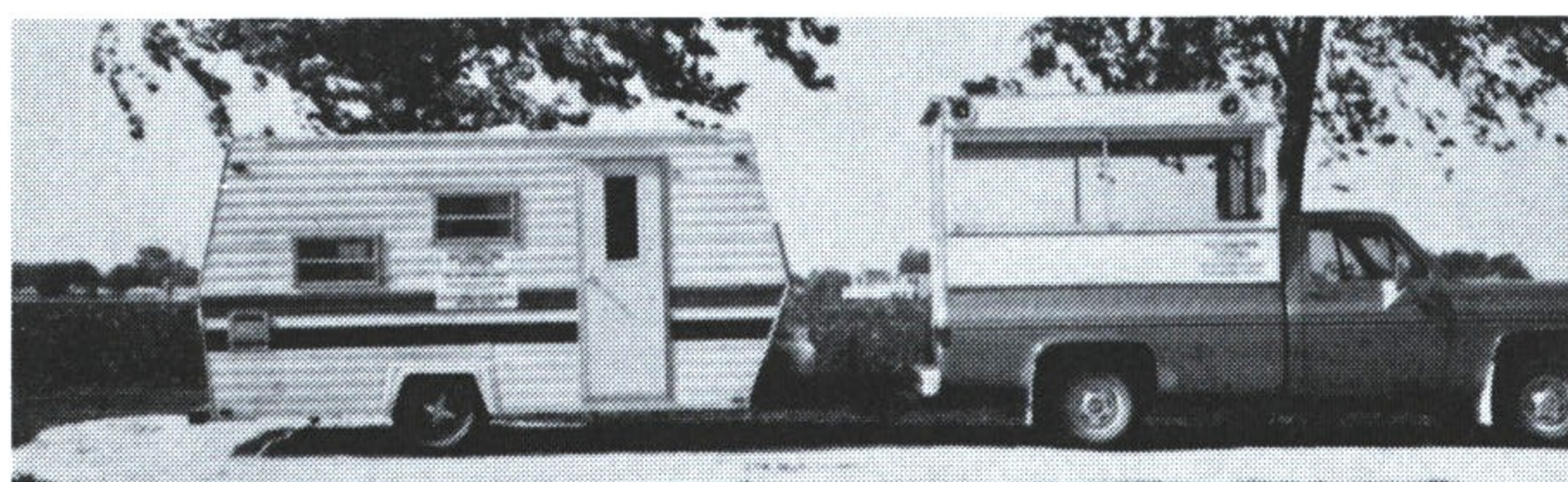
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# Antiques at Auction

## Wood Samples Identified

Do you have a piece of wood that you are unable to identify? There is help available. The Center for Wood Anatomy Research, part of the U.S. Department of Agriculture, usually can help you. The service is free if the number of specimens submitted is reasonable. Here are some guidelines for sending in your samples:

Wood is identified by cellular characteristics as revealed under microscopic examination. Several small, thin sections will be cut from the sample you send, and therefore specimens should be of a size that can be hand-held easily; 1" by 3" by 6" is recommended, but they can handle cases where only small splinters can be supplied, such as with antique furniture. It's better to split out then shave off your sample — shavings are often brittle and may crumble when handled. Use a sharp knife or a small chisel to make two cuts across the grain at least ½" apart to a depth of about 3/16". Pry up your sample at one of the incised points with a knife or tap it out with a chisel.

Label all specimens clearly. Include everything you know about the wood, such as the common name, geographical area of origin and sample source (chair, etc.) to help in the identification. Enclose small samples in individual envelopes and write what you know on the envelope. Don't tape samples to cards because they can be damaged when the tape is removed. Send your samples to the Center at the U.S. Forest Products Laboratory, P.O. Box 5130, Madison, Wisconsin 53705. Samples will be returned only upon request.

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# Fake Scrimshaw

## Questionable Items Now Flooding American and British Markets

By Richard C. Malley  
Assistant Registrar  
Mystic Seaport Museum, Inc.  
Mystic, Conn. 06355

Over the past several years a veritable flood of questionable scrimshaw items has appeared on the American and British antiques market. These items are turning up at auctions, flea markets, and in antique shops. Many of these pieces have been characterized by deep, elaborate engraving and, in the case of some tusks, the use of silver metal mounts or caps on the bases.

Careful scrutiny of many of these pieces has turned up widespread inaccuracies in the vessels' names, rigs, masters and dates when compared with official records.

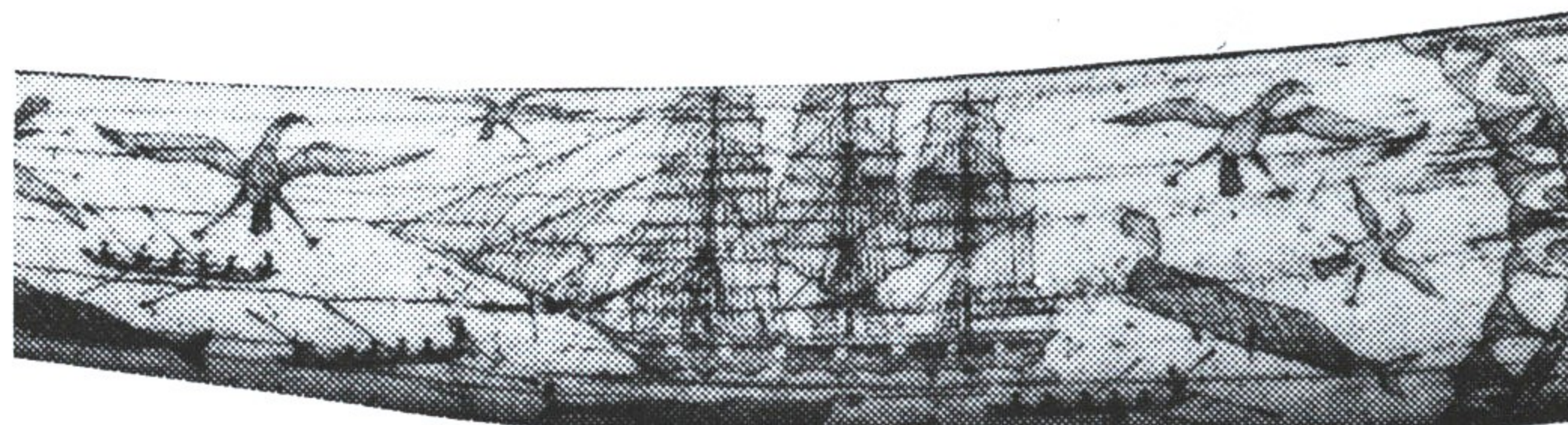
It has recently come to light that a London-based firm, Juratone Limited, is producing and marketing an extensive line of finely detailed polymer plastic scrimshaw items, including teeth, tusks, pan-bone, ostrich eggs and tortoise shells. The historical discrepancies described above are found in many of these pieces. Unlike authorized museum reproductions of genuine scrimshaw items, these elaborate examples bear no marks identifying them as modern, nor do they indicate the manufacturer. The high quality of the molding and engraving in these particular pieces is causing some people to mistake them for real scrimshaw.

Dealers and collectors alike should exercise extreme caution when considering purchasing scrimshaw. Take the time to verify any factual data engraved on the pieces. Published reference sources like Starbuck's "History of the maritime registers" are available at various research libraries and museums. Arm yourself with as much information about the art of scrimshaw as possible.

A related problem concerns the above mentioned museum reproduction scrimshaw. A number of these reproductions have turned up with their molded identification marks obliterated. As with the previous examples, these items are being re-sold as genuine scrimshaw. This particular problem is compounded by the fact that the factual data on these pieces will mislead the researcher, since genuine scrimshaw serves as the original.

**Check scrimshaw very carefully for any signs of plastic molding like tiny air bubbles or suspicious checks and scratches. With teeth and tusks, look closely at the cavity in the base for these tell-tale signs.**

(Reprinted with permission from *ANTIQUES AND THE ARTS WEEKLY*, Newtown, Connecticut.)



*PLASTIC TUSK illustrated here is a product of Juratone Limited, a London-based firm.*

—Mystic Seaport Photos

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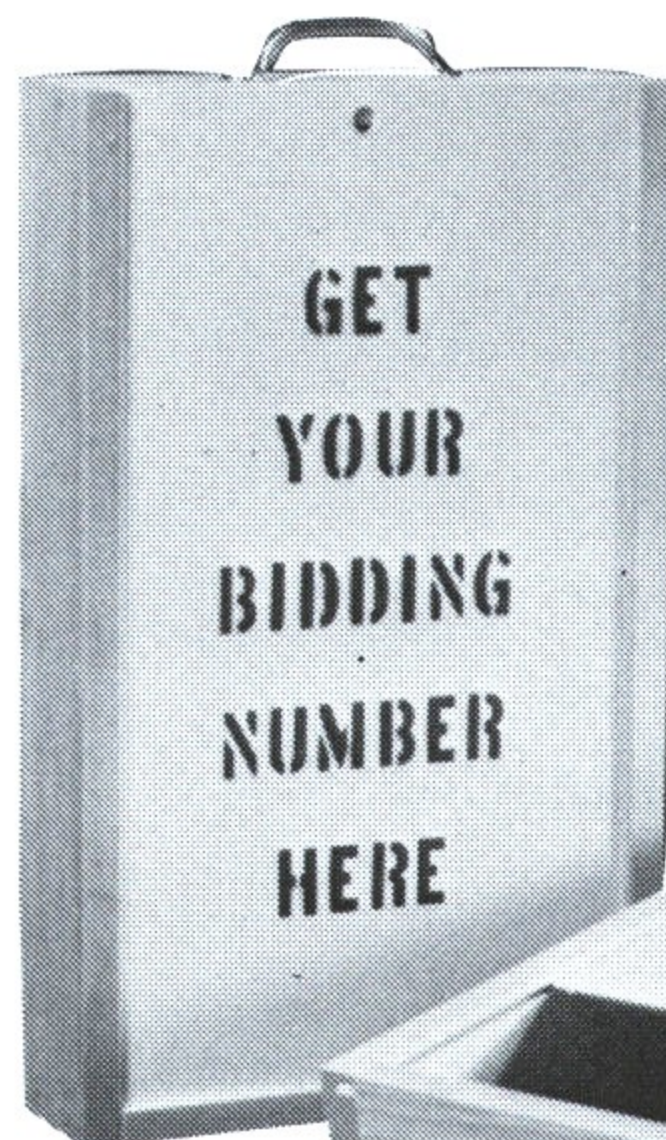
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# Successful Auctioneering Across the Nation

**Furs and Farm Machinery, Sold in Spanish and English . . .** A February 1980 farm equipment auction held by NAA New Mexico auctioneer, **Charles Dickerson**, sold 1920 lots to 1160 buyers, grossing \$1,200,000. Buyers were from many US states, Canada, and Mexico. The bid calling was in both Spanish and English. The sale lasted 19 hours with one auctioneer selling the smaller items and another selling the machinery. In 1981, the sale is scheduled for three days.

Furs in another sale by Dickerson, for the South Central New Mexico Furtakers, amounted to 1974 pelts which included coyote, bobcat, beaver, and more. A next winter sale is scheduled.

**Roebuck Collection Sold . . .** More than 450 pieces of Carnival Glass and 350 pieces of R. S. Prussia and related china from the collection of Sam and Carrie Roebuck, were sold in a two day sale held by **NAA auctioneer John Woody** in St. Louis, Missouri, on March 14. From the first item offered Friday — R. S. Prussia cake plate — through the last on Saturday — an Orange Tree mug — active bidding never stopped on beautiful pieces from one of the most outstanding collections ever offered at auction.

Among the sale's many successes were two seasonal tankards (pictured), in poppy mold. The Summer tankard sold for \$4,650, and the Fall went for \$5,600.



*ROEBUCK COLLECTION PIECES are exemplary of R. S. Prussia and carnival glass items sold at St. Louis auction.*

For all the billions spent by regulatory agencies and the added billions they forced industry to spend, there is surprisingly little evidence the world is any better off than it would have been without federal tinkering, an article in Nation's Business says.

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### Taylor Beefmaster Dispersion Averages \$3420

. . . Dateline Beeville, Texas, a capacity crowd of buyers and spectators were on hand at the Allen Taylor Beefmaster Dispersion Sale held at the Bee County Livestock Market, Inc. on March 22nd.

A total of 83 head grossed \$283,700 for an average price of \$3420 at the B.B.U. approved sale. Auctioneers and sale managers were from the auction firm of NAA member **Humberto "Bert" Reyes**. The top 10 lots in the sale averaged \$6,380, while the top 20 lots averaged \$5,410. The top selling herd sire in the sale was purchased for \$11,500.

### Problem Solved . . . NAA auctioneer and Georgia Auctioneers Association secretary, **John Suarez**

was faced with the problem of moving and selling what he didn't want to move. Rather than leave it up to anyone else, auctioneer Suarez held his own sale of his own property. The auction was a complete, well attended success.

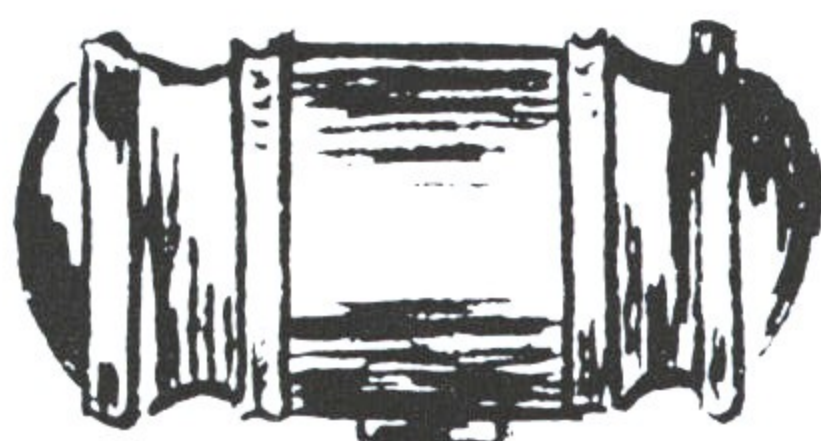
### Homes, Lots and Ornamental Fence Sold . . . In

the small town of Heartwell, Nebraska, NAA auctioneer **Walt Aherns** conducted a successful sale which included \$7100 for 325 ft. of ornamental wrought iron yard fence. The well attended auction sold eight lots of property, and a home with garage and storage building, was completed in less than an hour.



*IOWA GOVERNOR ROBERT RAY at signing of National Auctioneers Week proclamation. Attending auctioneers from left: Jim Nebel, Ken Erickson, NAA second vice president Howard Buckles, Iowa Auctioneers Association president Dale E. Smith, Earl Thies, Jerry Taubaugh, and Wayne Sewart.*

**Rock Island County, Illinois**, Chairman of the Board, Richard W. Aubry signed a National Auctioneers Proclamation submitted by auctioneers Richard L. Cartwright and Roy J. Lawson.



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## BEST AUCTION SCHOOL • BEST AUCTION

**Animal Shelter Benefit Auction “Howling Success” . . .** NAA auctioneer **Fred Van Sant** conducted a Morristown, New Jersey, charity auction to support the Alibi Acres Animal Rescue and its spay clinic. Guest appearances were made by TV soap opera stars Jim Storm and Dennis Cooney, as well as New Jersey’s Ambassador of Good Will and Miss Morris County.

*INDEPENDENCE MAYOR PROCLAIMS "THE WEEK". E. Lee Comer, Jr., right, Independence, Missouri mayor, presents National Auctioneers Week proclamation to Missouri auctioneer, Dale Vaughn.*

Most irrigated land to sell? California leads the nation with approximately 9.9 million irrigated acres, Texas comes in a strong second with 9.0 million acres, and Nebraska is third with 7.5 million acres. These three states have for years lead the irrigation statistics for the nation.

## HIGH PLAINS JOURNAL

A car ran into the front of a liquor store in Las Vegas. The next day they hung out a sign: "We are carrying on with unbroken spirits."



## Value of Livestock Marketings Hit Record \$56.3 Billion in '79

Kansas City, Missouri — Higher cattle prices pushed the value of U.S. livestock marketing transactions in 1979 to a record \$56.3 billion, according to an annual study done for Livestock Marketing Association (LMA).

The Volume and Value study, which is unique in that it surveys marketing transactions, showed that last year's transaction value for cattle and calves rose 30% to \$46.1 billion, from the 1978 figure of \$35.5 billion. The 1979 total was posted on a transaction volume of 106.4 million head, down from the 1978 total of 114.1 million head.

The total transaction value for livestock — which includes cattle, hogs and sheep — was up 24% from the 1978 figure of \$45.6 billion, the previous record, and up 66% from 1977's \$34 billion.

The higher prices paid to cattle producers were reflected in the average per head value of cattle and calves, which hit \$433 last year, up nearly 40% from the 1978 figure of \$311.

LMA officials pointed out that the study recognizes that most livestock are merchandised more than once during their lifetime, and surveying each transaction results in a more realistic picture of the nation's livestock commerce than the industry's usual inventory or slaughter figures.

Other highlights of the survey:

... Increased marketing of cattle and calves was shown by the merchandising turnover rate, or the number of times the average head changes ownership. That figure in 1979 was 1.82, up from 1978's 1.76. The corresponding figure for hogs dropped slightly to 1.18, from 1.20 in 1978.

... The majority of livestock continue to travel under 100 miles from marketing point to destination. Last year 68.1% of feeder cattle, 77.6% of butcher cattle, 81.9% of butcher hogs, and 87.2% of feeder pigs traveled under 100 miles.

... The value of horse transactions jumped from \$598.6 million in 1978 to \$837.8 million last year, posted on a volume of 1.05 million head, compared with 972,000 head in 1978.

.. For 1980, the study projects that the livestock transaction volume will increase to 234.3 million head, while the value will drop slightly to \$56.1 billion. Although the estimated per head value of cattle and calves is expected to be up slightly to \$435, hogs are predicted to drop to an average per head value of \$82.

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# State Association Reports

## KAA Holds 25th Convention

The Kansas Auctioneers Association held its 25th Annual Convention in Hutchinson, Kansas on March 14-16 at the Holiday Inn. 174 auctioneers and guests setting a new record attendance, enjoyed 3 days of convention seminars and fun.

Friday afternoon tours of the Dillons Warehouse, Jackson Ice Cream Factory, and the Planetarium Show were enjoyed by early registrants.

Robert Stephan, Attorney General of Kansas, presented a legal seminar on Saturday morning. On Saturday afternoon an auction seminar and discussion period was conducted by NAA president Chuck Cumberlin, 1st vice president Archie Moody, 2nd vice president Howard Buckles, executive vice president Harvey McCray, and NAA director Rex Newcom. Also Saturday afternoon, the KAA children were entertained by Joey Jackson, ventriloquist.

Saturday evening began with a wine and cheese party, compliments of the *HIGH PLAINS JOURNAL*. A buffet dinner followed along with entertainment. The KAA Annual Fun Auction under the direction of Floyd Gehring and his able crew netted \$3,271.00, an all time high. Large numbers of KAA people participated in the dance that followed.

On Sunday morning the KAA convention was served coffee and rolls compliments of Grass and Grain.

President Ernest Persinger called the Sunday morning session to order at 9:00, introducing the convention chairman, Robert Shank, who in turn introduced the auctioneers and guests in attendance.

Dr. William Dorman from Park Place Christian Church presented the morning worship service. Floyd Gehring closed the service by singing The Lord's Prayer.

Ernest Persinger was awarded the Auctioneer of the Year Award, the presentation made by Jim Barnett from the *HIGH PLAINS JOURNAL*.

"Our 25 years of KAA" was presented by Dick Brewer and Gene Watson. The following members received engraved gavels for their 25 years of continuous KAA service: Carson Hansen, W. O. Harris, Wilson Hawk, Sanford Hughes, Paul Hurst, Fred Sherlock, Merle "Rip" VanWinkle, and Gene Watson.

NAA president Cumberlin was the speaker at the Sunday noon luncheon. He described the many different NAA programs, and the importance of getting involved with our fellow auctioneers. He welcomed everyone to attend the July NAA Convention in Nashville.

The Kansas Auctioneers Association was honored by the attendance of so many NAA representatives. In addition to the officers already mentioned, wives Carolyn Cumberlin and Arlene Buckles were

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FOR 25 YEARS CONTINUOUS KAA MEMBERSHIP, auctioneers received special recognition and gavels. From left: Carson Hansen, Merle "Rip" VanWinkle, Paul Hurst, W. O. Harris, and Gene Watson.



PRE-CONVENTION ARTICLE in the business section of the HUTCHINSON NEWS featured this picture of the KAA's Rex Newcom, left, and L. H. "Bing" Carter. Significant quote, "An auctioneer is motivated just like an actor. The auctioneer loves the crowd, loves to be known. It is a very competitive business we are all in, but a very rewarding one." Photo reprinted with permission, Pete Souza photographer, Millie Nunemaker HUTCHINSON NEWS staff writer.

present. Past NAA director and Hall of Fame member, Dick Brewer, was accompanied by wife Virginia Brewer, past president of the NAA Ladies Auxiliary. KAA member and NAA director, Rex Newcom, also a member of the CAI Board of Governors, was accompanied by wife Naomi Newcom, a present director of the NAA Ladies Auxiliary.

The formal convention business meeting was held at 1:45, when new officers were elected. Robert Shank is the new president, Earl Brown the new vice president, and Dale Clayton and Ron Gingerich were elected directors. After the business meeting was adjourned, the KAA board meeting was held, therefore concluding the Kansas Auctioneers Association's 25th Convention.

# Michigan Auctioneers Elect New Officers

Members of the Michigan State Auctioneers Association elected new officers and board members at its January convention held in Lansing. Elected to office were: Don Diesing, president, Arthur L. Good, 1st vice president, and Lloyd R. Braun, 2nd vice president.

New board members included: Bob Howe, Wendall Buehrer, and Herb Albrecht, John Schowalter remained as secretary/treasurer. Remaining in board positions were: Gordon Barlow, Vern Gerber, Burdette Welber, Brent Welber, Les Wheeler, and George Blackford.

Speakers at the convention were Indiana real estate auctioneer Hugh Miller, and Missouri Auction School president Dick Dewees.

MSAA auctioneer John Glassman received his fellow member's unanimous endorsement for a candidate for director of the National Auctioneers Association. Glassman conducts well over 100 auctions annually in Southwestern Michigan, and has held all of the officer positions in the Michigan state association.

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## Stockton Auctioneer Elected CAA President

Stockton, California, auctioneer and real estate broker, Roy E. Ford was elected president of the California Auctioneers Association at its 12th annual convention February 22-23, at Anaheim, California. Ford is engaged in the sale at auction of real estate, antiques, farm and ranch inventory, estate sales, and liquidations.

California Auctioneers Association has a state-wide membership of auctioneers of all specializations, and was established in 1968 to advance auctioneer professionalism promote the auction method. Convention keynote speaker was C. E. "Chuck" Cumberlin, NAA president.

Lectures on various auction subjects along with a law symposium were part of the convention activities. Other officers elected were Roy Blum, vice president, and Grant Theodore, secretary-treasurer.



*OREGON GOVERNOR VIC ATIYEH proclaims National Auctioneers Week. Standing left is Frank Gwinn, Oregon Auctioneers Association president. Standing right is Gary Peterson, Salem Oregon auctioneer.*

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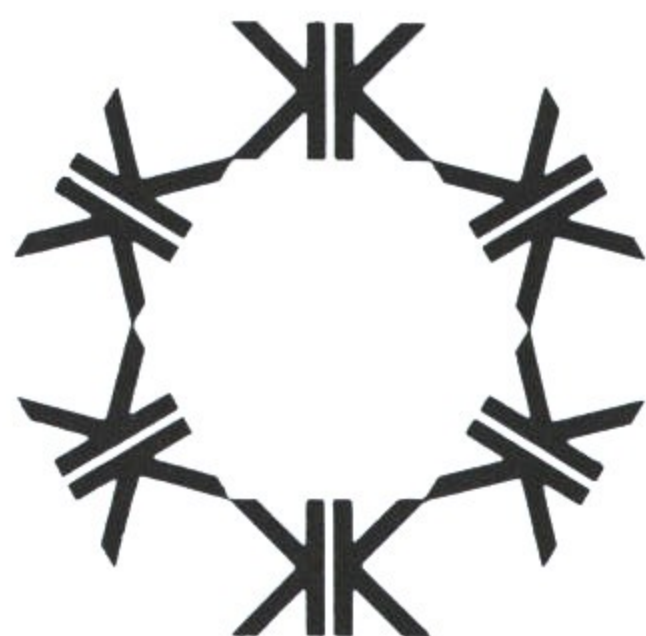
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NEBRASKA GOVERNOR CHARLES THONE was first presented an auctioneer's hat by Nebraska Auctioneers Association president Harold Kraupie, then made an honorary NAA member by Gary Carmichael, NAA Director of Association Services. Signing of the proclamation for National Auctioneers Week took place after the presentations.



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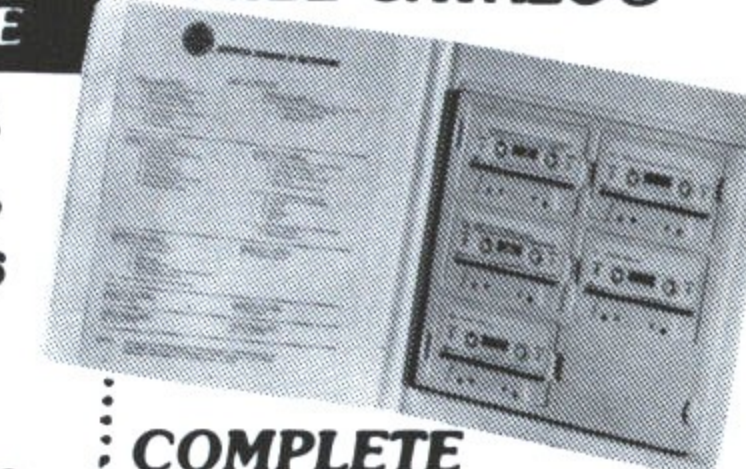
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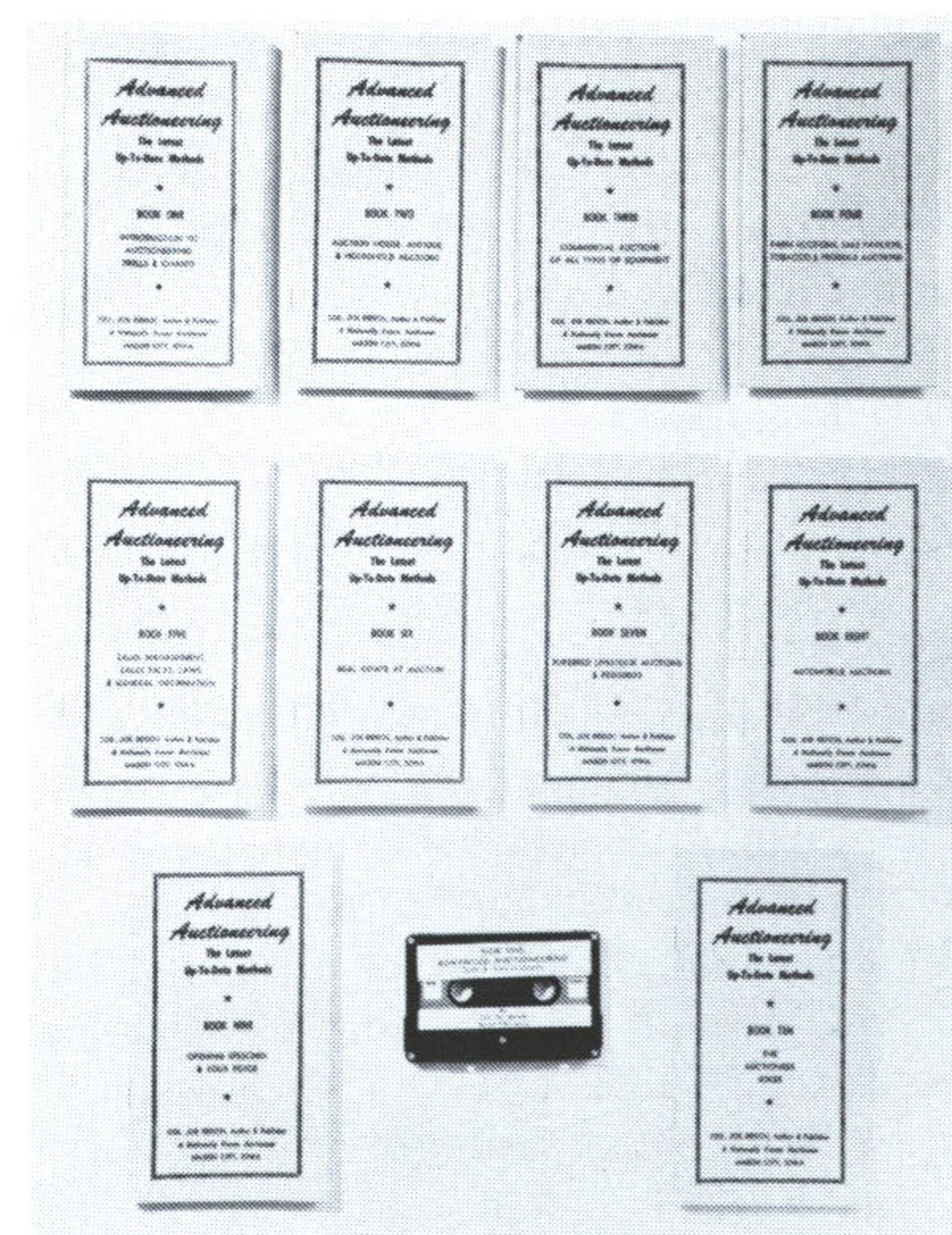
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# Spotlight on NAA Auctioneers

**Is This Any Way For a Nice  
Rural Family to Make a Living?  
(You Better Believe it is!)**

Minerva, Ohio — How many couples do you know who can boast a 40-year marriage with 10 sons, three daughters, 42 grandchildren and assorted nieces and nephews — almost all of whom earn their daily bread by selling used merchandise to the highest bidder? Russ and Coletta Kiko just happen to fit the description — that pretty much completes the list of people who do.

Russ Kiko Associates is a flourishing auction business which — with the exception of the company's curator, Claude Dornhecker — is all in the family.

Veteran area auction-goers applaud the family for its honesty and straightforwardness, as well as for an elusive quality of respect and camaraderie between father and son, brother and brother.

The formula obviously works — it's earned the elder Kikos a comfortable country retreat on a dazzling private lake in Stark County's Paris Township. An Indian totem guards the front door, and a helicopter darts in and out as clients are whisked off to view property that's up for sale.



*AUCTION FAMILY KIKO of sons, nephews, and son-in-law behind Russ and Coletta Kiko.*

Auctioneering became part of the family's life on a winter day in 1944. The father of a Canton attorney, who ran a little auction barn near Greensburg, asked Russ to help him out.

Although many auctioneers at that time got by without any formal training, Russ wanted to get his feet on "solid ground". So, he says, "I took three weeks off and went to auction school. When I came

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back, I put my three-line ad in the newspaper, and we've been in the auction business ever since."

Perhaps the biggest factor that builds attendance at a Kiko auction is the family's evident concern for the buyer. "Not long ago, over at a sale in Homeworth," said Russ, "we were selling a toy mechanical bank. I kicked off the bidding at \$100, and up it went — \$200, \$300, \$400, \$500.

"It stopped at \$650! Well, I was quite sure the chap who was bidding was a farmer. I'd seen him before, and I figured he might not know what he was doing.

"I let my nephew, Dan Gill, take the bank back to him — and the man hands Dan a ten dollar bill. He thought he'd bid \$6.50! Well, the crowd was going to laugh him down, but a fella's entitled to a mistake. Not everybody knows about these old toys. So I covered for him and put it right back up — and it sold for \$625."

Since incorporating in 1969, the Kikos get more requests to handle auctions than they can handle, and sales are scheduled months ahead. Real estate and farm auctions net the most profit in the least time. But although the family company has gone big-time in some ways — owning its own plane and sometimes using a helicopter to show property to perspective buyers — Russ and his boys still make room for small household sales.

Working, however, is not the only thing the Kikos do together. While most American families move at least once every five years, only one of the Kiko sons has left the area; Fred lives in Georgia. The rest see each other almost every day.

(Reprinted with permission from the BEACON, the Sunday magazine of THE AKRON BEACON JOURNAL.)

## Coats Warms for Honor

After 40 years as an auctioneer, liquidating 2,315 estates and operating in 13 states, you'd think Rumson auctioneer B. G. Coats would be a hard man to impress.

But that's not so.

Even though the big names of show biz, high society and finance roll glibly off his magic tongue — a recent invitation to Coats to conduct an auction for the benefit of the United Nations School — has got the veteran auctioneer warming up for the honor.

"With all the auctioneers they have in New York City," Coats said in a decidedly pleased manner, "I don't know why they picked me."

The auction to be held Saturday, May 3, at the East Riverside Drive School, will be preceded by a banquet.

Auction proceeds will go towards the benefit of the school where children of United Nations personnel and diplomats from all over the world, are educated. Celebrities will be asked to donate items worth at least \$75 for the fundraiser.



NATIONAL AUCTIONEERS WEEK IN VERMONT was proclaimed by State Governor Richard A. Snelling. VAA officers attended the signing, from left, 2nd vice president Arthur H. Smith, treasurer Barbara Woodward, president Walter Flatow, and secretary Marie M. Flatow.

Herb Demaree, Hamilton, Ohio, was featured on the "Second Front Page" of the HAMILTON SUN in March. Auctioneer and real estate broker Demaree explained the auction method and its potential for market value.

"The public attitude towards auctions has really changed. Professionalism in auctioneering has altered the people's idea of why an auction is held. Crowds used to come to bid on and buy all the bargains, but that's different now.

"There are three types of buyers at a sale now — the individual looking for an uncertain item, the collector looking for a certain item, and the dealer looking for anything to resell. These types of buyers have helped raise the amount of money my clients receive," explained NAA member Demaree.

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**Veteran Alaska auctioneer Andrew S. Hess** received a unique honor in conjunction with the annual Fur Rendezvous, Alaska's largest festival. The official magazine of the "Fur Rondy" carried this dedication.

Each year this magazine is dedicated to an Alaskan who typifies the Rondy spirit — a person whose involvement with the community and Fur Rendezvous is great. Such a man is Andy Hess. Andy has been an active part of the Fur Rendezvous scene for many years as the man behind Rondy's Fur Auction. His Fur Auction activity goes back over 15 years. He has been a member of Rondy's Board of Directors for 8 years and has served on several committees in addition to the Fur Auction.

The Officers and Directors of the Anchorage Fur Rendezvous would like to say, "Thanks, Andy. Concerned members of our community like you make it strong and make celebrations like Fur Rendezvous a reality." It is the Andy Hesses that make it all possible, that keeps Fur Rendezvous Alaska's largest celebration and one of the nation's top ten festivals.

NAA members and father and son team, Andy and Jim Hess, CAI, have been conducting auctions all over Alaska for nearly 20 years.

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## Last But Not Least . . .

In response to a letter by NAA executive vice president, Harvey McCray, to The Department of Energy about rationed gasoline amounts, here is the DOE's reply. For a complete "before and after" look at the situation, compare page 3 of the April issue of THE AUCTIONEER with the letter reprinted here.

Dear Mr. McCray:

This is in response to your letter of March 12, 1980, concerning the treatment of auctioneers under the Department of Energy's proposed standby gasoline rationing plan.

We published a Notice of Proposed Rulemaking and Public Hearings in the **Federal Register** to give interested parties an opportunity to express their concerns about the proposed standby plan. The plan presented the Department's preliminary views on how a gasoline rationing program should be designed. We have analyzed the issues raised during the public comment and hearing process and are preparing a final plan.

We recognize that some citizens would have a legitimate need for additional gasoline above the basic ration allotment. To deal with such cases, the plan is expected to provide for a State ration reserve. Through local boards established in each State, applications for hardship allotments would be processed and satisfied using the State ration reserve. Procedures for obtaining such allotments would be publicly announced at the time rationing is implemented. The responsibility for administering these reserves would be in the hands of the States and their localities — at the level closest and most responsive to the needs of individual citizens.

The plan provides that the distribution of supplemental ration rights to firms be based on their historical use of gasoline. If auctioneers' travel is business related and not commuting to place of employment, then they may qualify as a firm. But, we wish to emphasize that this standby plan is designed only to be activated for a limited time in a severe shortfall situation. Under such conditions no sector of the economy can expect to receive its full requirement for gasoline.

I trust this information is responsive to your concerns.

Sincerely,

(Signed by) James L. Kelley (for)

F. Scott Bush  
Assistant Administrator  
Regulations and Emergency Planning  
Economic Regulatory Administration



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## FINAL BID

### Advertising Rate Schedule — THE AUCTIONEER MAGAZINE

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

	One (1) Time	Six (6) Times	Eleven (11) Times
Full Page .....	\$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. If applicable to new advertisers, advance payment for the first three months will be required.

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.

An editor, weary of the abuse following his editorials, ran the Ten Commandments in his editorial column.

A few days later came a letter: "Cancel my subscription. You're getting too personal."

One small boy looked longingly at his friend's dog. "My mother won't let me have a dog for my birthday," he said.

"Maybe you don't use the right strategy," replied his friend.

"What strategy?"

"Don't ask for a dog. Ask for a baby brother. You'll get the dog."

Overheard: "Inflation is getting to me. I never had anything and now even that's gone!"

One picture may be worth a thousand words but very rarely a four dollar admission.

Proud mother: "My son throws the javelin so well that no one can catch it."



# CLERK-SAVER™ — World's No. 1 Clerking System

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

Buyer's Name _____
Or Number _____
Item or _____
Lot Number _____
_____ @ \$_____ == \$_____
REMARKS: _____
<small>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.</small>
<small>• FORM NO. CT-12 MISSOURI AUCTION SCHOOL K.C. MO. 64102</small>

## THE CLERK-SAVER™ 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 cashing form. This one form replaces both the standard clerking sheets and cashiers statement. You'll like these.

9,000 Tickets (1-3 White, Canary & Card) .....	\$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

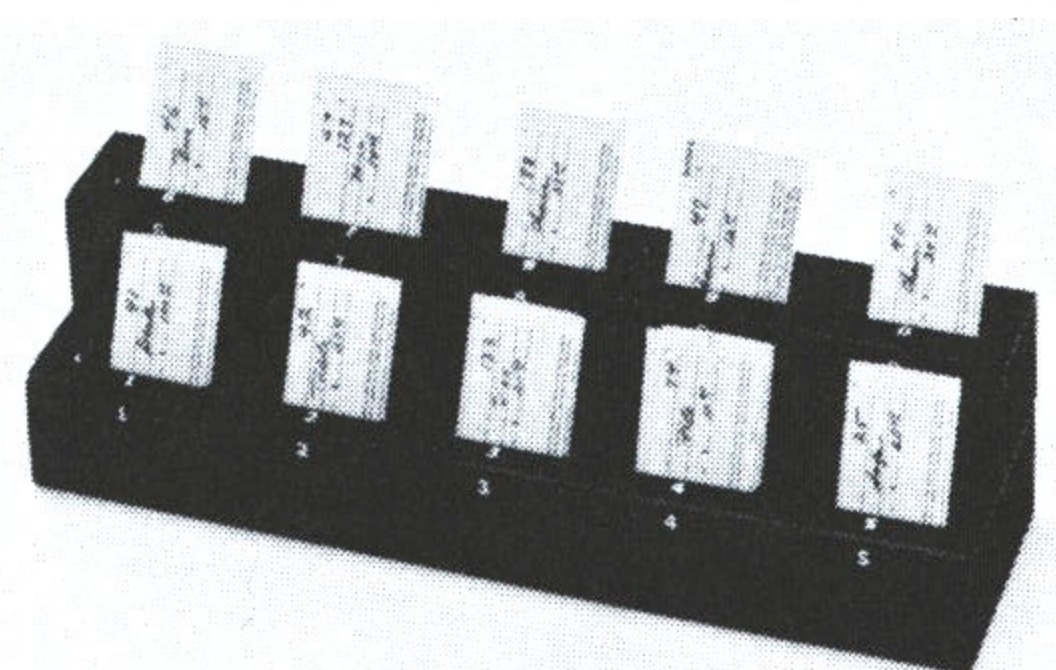
The aluminum writing tray is a lightweight, spring-loaded tray which is designed to hold ample forms for continuous operation throughout the sale. A storage compartment, a special feature of the tray, holds additional forms and completed auction item sheets.

Aluminum Writing Tray .....\$14.95

### ● 100 SLOT SMOKED PLEXI-GLASS CLERKING TICKET FILE

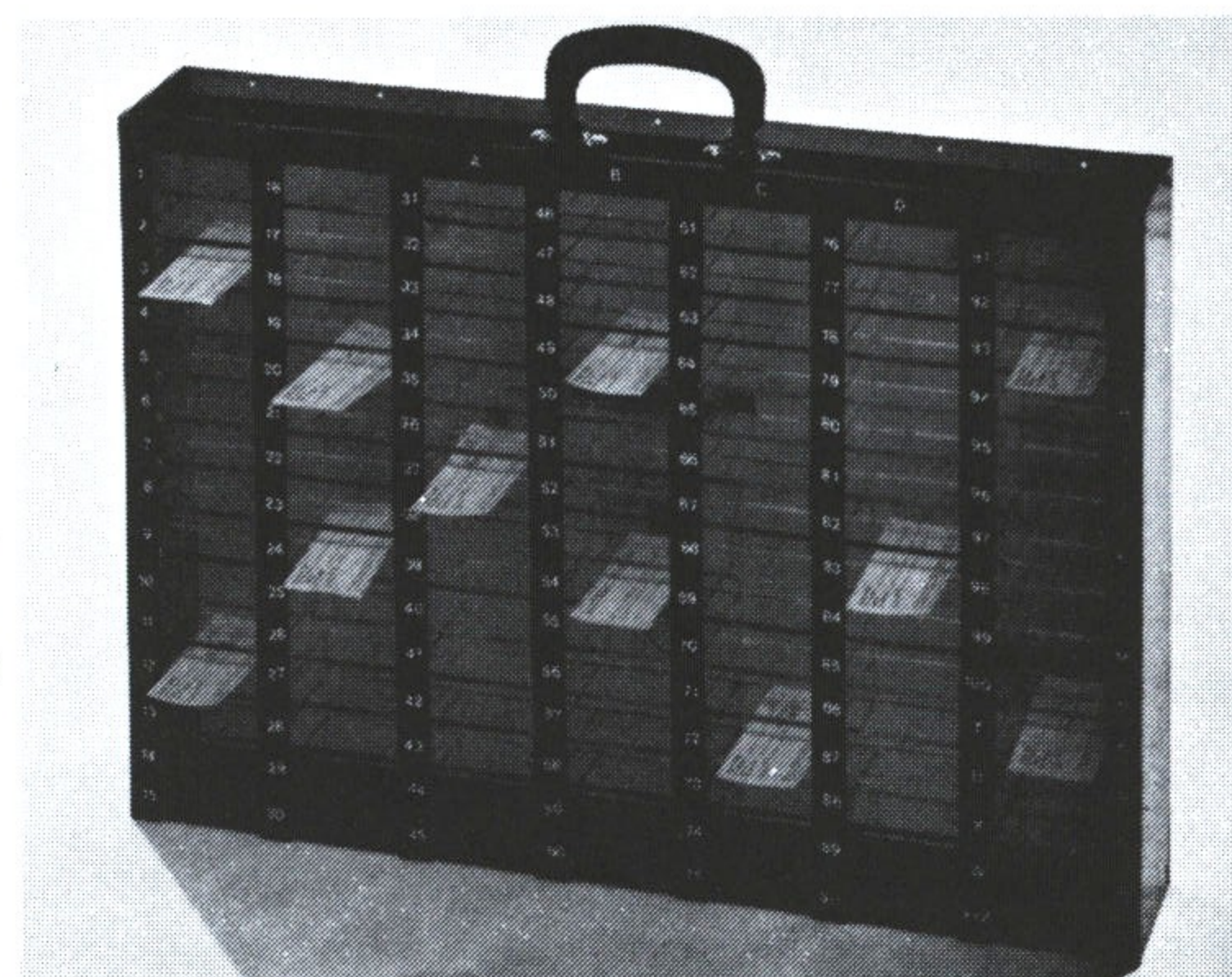
Overall size 23"x16"x4". Slots are 2⅜" x 7/8" x 3½". Handle for easy carrying or nail to a wall for permanent installation.

Slots numbered 1 to 100 plus A to Z .....ONLY \$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. 3¼ x 7½" (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:

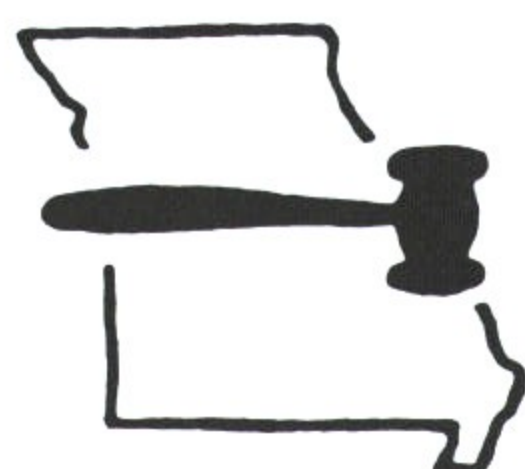
One 10 Slot Clerking Ticket File (a \$75.90 Value) Only .....\$48.90

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

**SAVE**

**\$27.00**

**Payment with Order—We Pay Postage . . . C.O.D. Orders—You Pay Postage**  
**Order by Mail . . . Send Check or Money Order To:**



**Missouri Auction School**

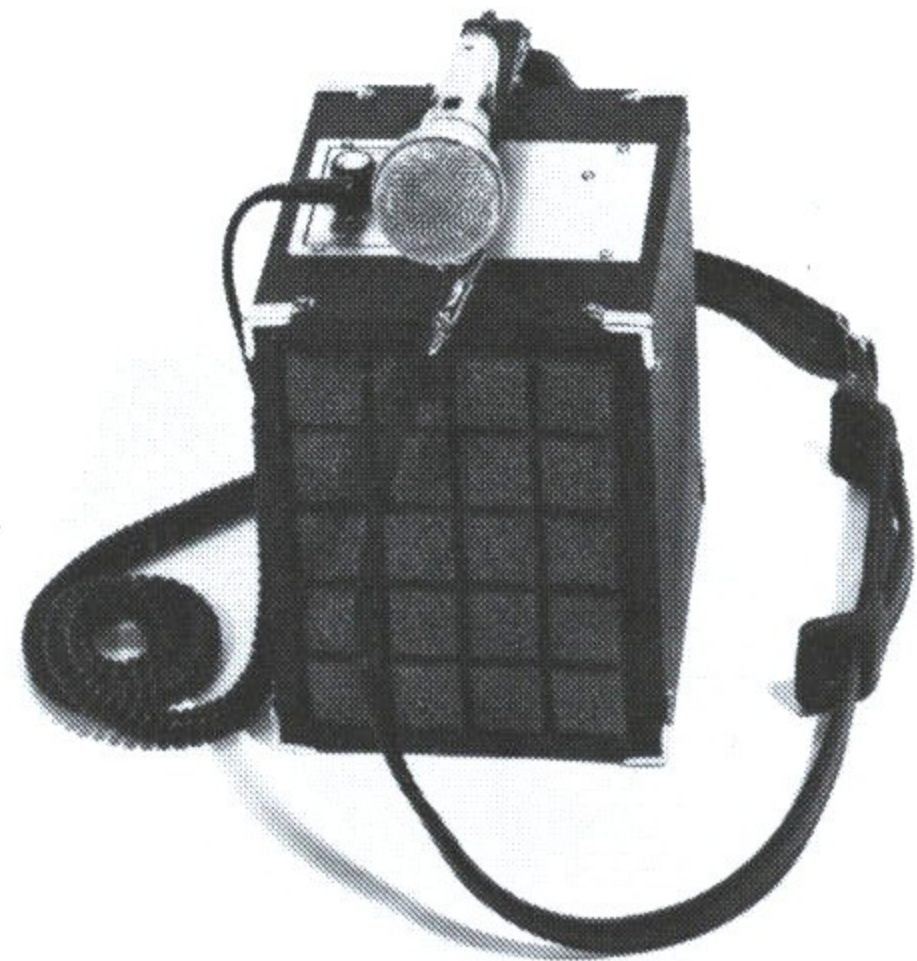
Top Floor Livestock Exchange Building  
 1600 GENESEE / KANSAS CITY, MO. 64102

**PHONE: 816-421-7117**



# Now. . . . COLONEL® . . . The Sound That Sells™

The all new COLONEL Series of Portable Heavy Duty P.A. Systems Designed Exclusively for Auctioneers



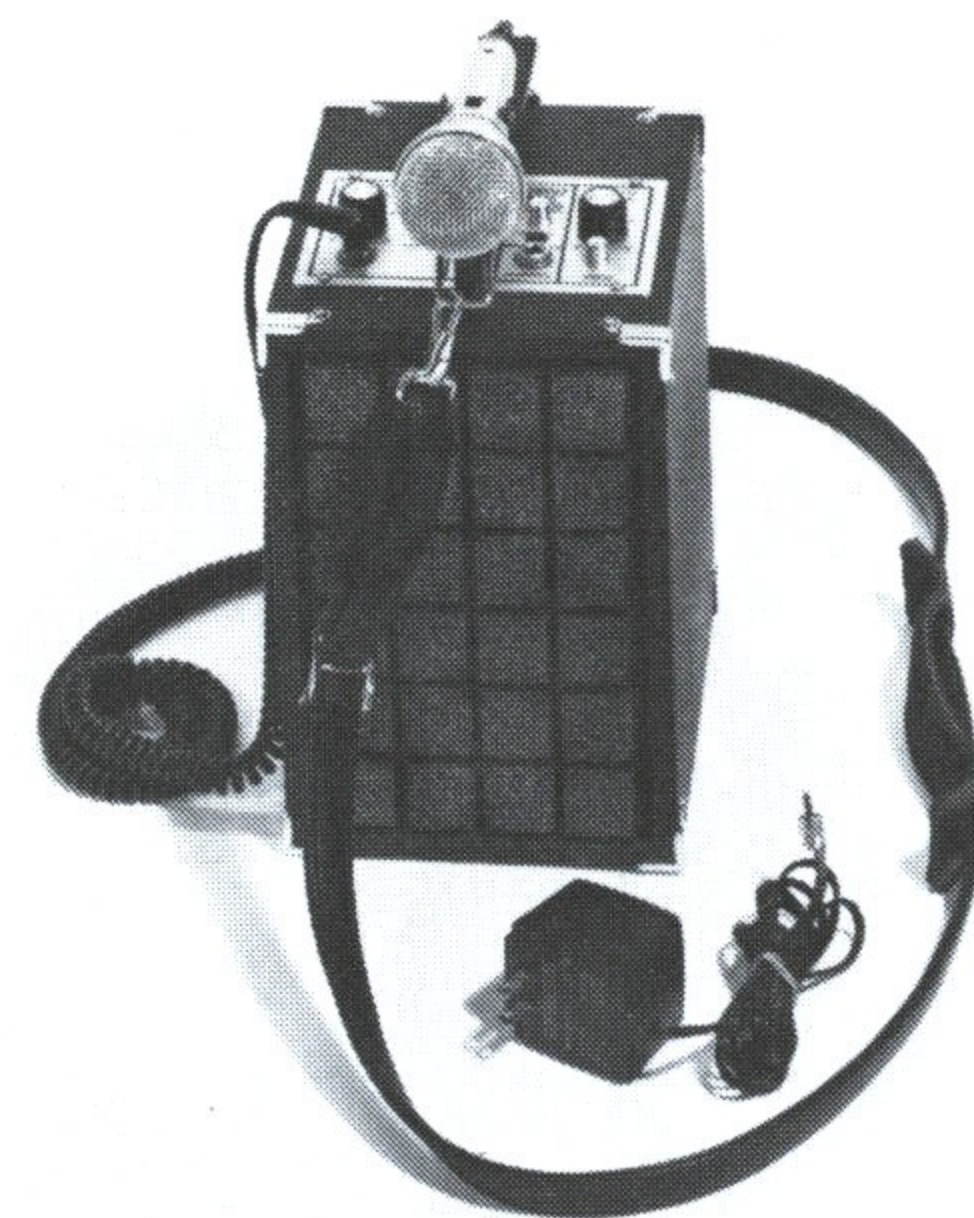
## COLONEL® 1

- Electro-Voice Model 671 Anti-Feedback professional ball type dynamic cardioid microphone with on-off switch, detachable 10 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.
  - Space age solid state amplifier.
  - SPECIFICATIONS: Batteries: Eight "D" size flashlight batteries (not included) (Alkaline batteries will give many hours of extra service).
  - DIMENSIONS: 7¾" High x 6" Wide x 7¼" Deep.
  - WEIGHT 4 LBS., 14 OZ.
  - There is a two year repair or replace warranty on everything except batteries.
- List Price: \$297.50      Auctioneers Cost: \$198.00

## COLONEL® 2

The COLONEL 2 has the same features as the COLONEL 1 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: 6 LBS., 12 OZ.
- List Price: \$447.50      Auctioneers Cost: \$298.00



## COLONEL® 3

The COLONEL 3 has the same features as the COLONEL 2 plus:

- Storage Compartment in back to carry recharger, microphone and cord.
- Slightly larger speaker baffle area with port hole.
- DIMENSIONS: 9¾" High x 6" Wide x 7¼" Deep.
- WEIGHT: 7 LBS., 6 OZ.

List Price: \$477.50

Auctioneers Cost: \$318.00

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Top Floor Livestock Exchange Building  
1600 GENESEE / KANSAS CITY, MO. 64102

PHONE: 816-421-7117

**THE AUCTIONEER**  
**NATIONAL AUCTIONEERS ASSOCIATION**  
135 Lakewood Drive, Lincoln, NE 68510

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