

THE AUCTIONEER

The Magazine of the National Auctioneers Association ● April, 1979

NAA Colorado Hoedown Headquarters



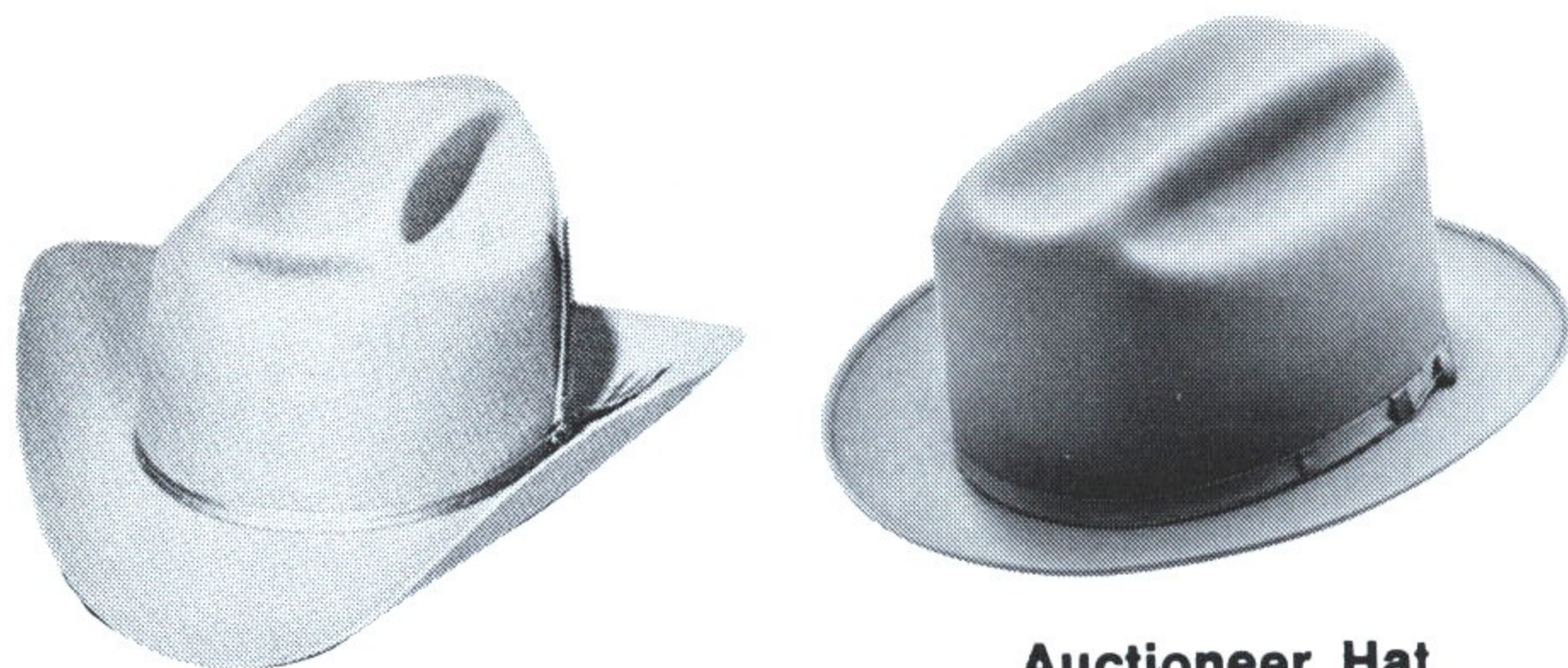
Your Home for the 1979 NAA Convention
Denver Hilton Hotel — July 10-14, 1979



Recognize NAA Auctioneers

NATIONAL AUCTIONEERS WEEK

April 22-28, 1979



Stetson "Wisp"

Auctioneer Hat

Demand for Stetson Hats Good!

Now that the new year is here, please allow me this opportunity to apologize to those of you that I was late sending merchandise to. I had all sorts of complications but, by and large we have worked out all the kinks. We are still having trouble getting our new hat "Wisp" delivered. Stetson tells me they have over 30,000 back ordered. We will ship as soon as they arrive.

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

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

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

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

Plus — 4% Sales Tax

We now have a catalog — will send upon request.

Col. W. Craig Lawing

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

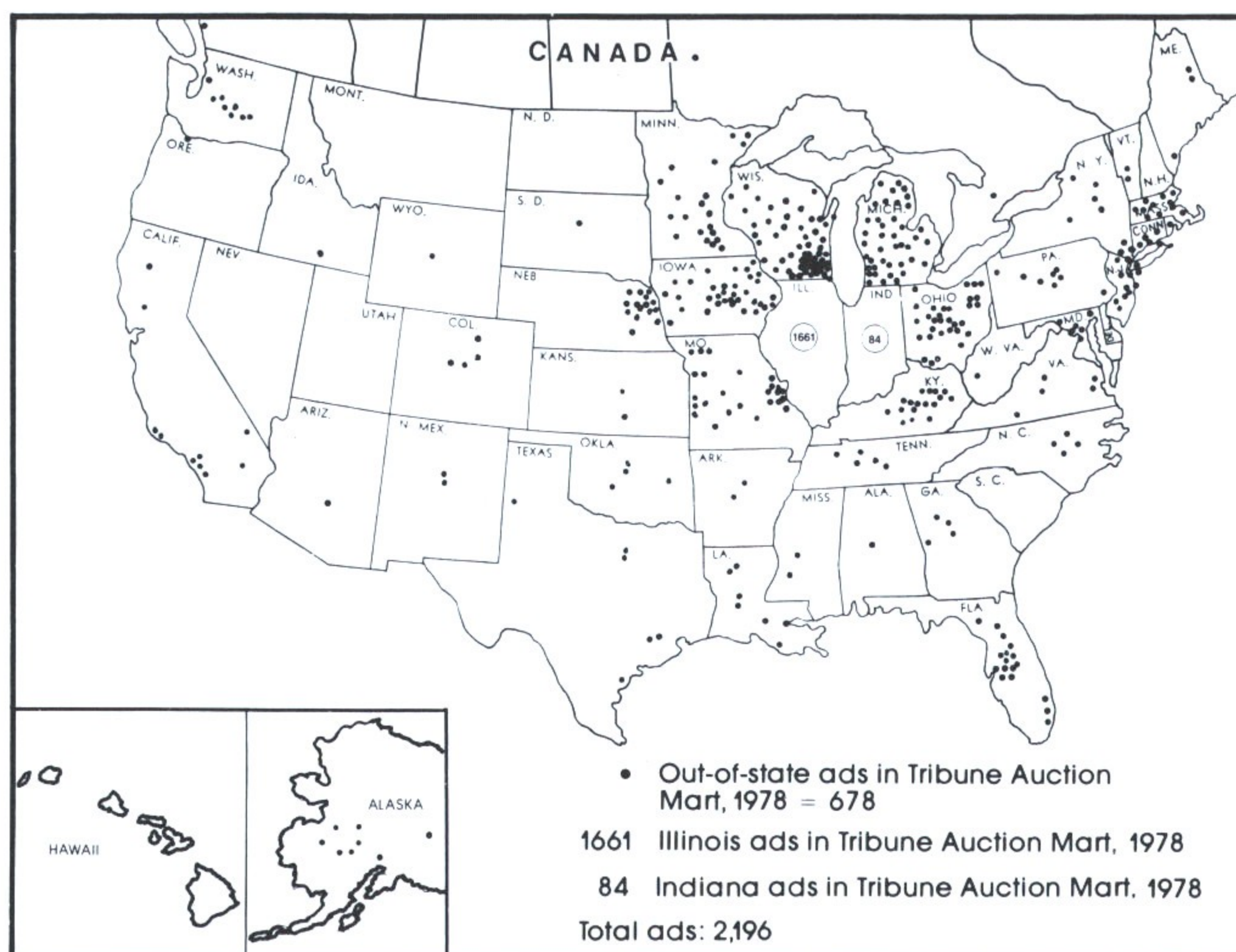
A nation-wide medium for your message — the Chicago Tribune

Every Sunday, the Chicago Tribune presents more than 2.6 million readers with the biggest auction mart in Mid-America — and one of the most powerful in the entire nation.

Auction advertisers — local and national — placed 2,196 ads — over 254,384 lines — in the Auction Mart in 1978. And of all auction/bid advertising placed in Chicago metropolitan papers, 81.9% ran in the Tribune.

Sunday Tribune circulation is the fourth largest in the nation — 1,139,074 — with 156,747 of it outside the immediate Chicago area.

Our readers respond, wherever they may be. For more information, call Mary Beth Howard at (312) 222-4493 or Charles Shanley at (312) 222-4042. Order deadline: Wednesday, 3 p.m.



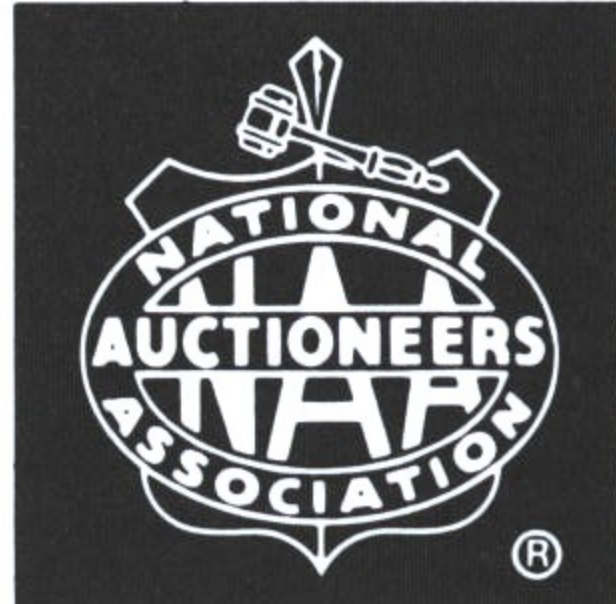
1978 Tribune Auction Mart Advertisers by location

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

Turn to the
Chicago Tribune



1979 "Full House" Seminars Confirm Fact That NAA Members Interested in Education



Pat and I attended the three-day NAA Seminar held at the beautiful Opryland Hotel in Nashville on February 20-22.

The Seminar was a repeat of the Las Vegas Seminar, and it too was completely sold out! We were greeted with five inches of new snow on arrival at Opryland Hotel City.

However, the Southern hospitality was great and the hotel is so beautiful that hardly anyone paid any attention to the snow outside. For those of you who did not attend the seminar, you certainly will want to make plans now to attend our 1980 Convention at the Opryland Hotel in Nashville.

Again, I would like to congratulate and thank the instructors of the seminar for their fine performance. Also, Chuck Cumberlin and Harvey McCray for putting together another outstanding program for the National Auctioneers Association.

We were honored and pleased to find that one family of five had registered for the Nashville Seminar. Mr. & Mrs. Joe Marino and their three sons, all active in the Auction Business, attended from Canton, Ohio.

Frank Crain, owner of the Crain Auction Service of Elizabethtown, Kentucky, registered five from his company and it was good to see the many, many interested auctioneers, their wives, guests and employees take part in our educational programs.

The seminar ran into the late evening hour by the fine performance of Bob Musser's bid calling session.

Due to the snow storm in the East most Auctioneers attending the Nashville Seminar had delays in returning home. We were two hours late in departing from Nashville and then we circled approximately one hour over O'Hare Airport before we could get a slot to land there. Then our plane to South Bend was delayed an additional one and one-half hours due to mechanical problems.

Our snow is practically gone now and we are busy with spring auctions. The 31st Annual Draft Horse Auction, held at the Coliseum in Indianapolis, Indiana, was another very successful auction. A top Belgian two-year old mare was sold for \$10,000 and many other horses' bids topped last year's market.

Pat and I were happy to have NAA Director Hubert Songer of Tennessee attend the auction.

I have just received word that Course I of the

1979 CAI program is sold out again, which indicates to me that many of you are excited about our educational programs. I believe this is very vital to the success of the auctioneers and to our profession in the future. We must continue to use the best tools available for our profession which spells out EDUCATION.

New eras in marketing techniques are becoming available daily. And we, as auctioneers, who hope to obtain our fair share of the auction market, must keep well abreast of changing times.

I want to stress the importance of your attending the many workshops, which will be available to all NAA members and their families at our annual convention, which will be held in Denver this year. I urge you to mark your calendars now and make your plans to attend our 1979 "Colorado Hoedown" NAA Convention in Denver — July 11-14, 1979.

**Harvey C. Lambright, President
National Auctioneers Association
LaGrange, Indiana**

Buying Under False Identification

The NAA Office has received information that a man has been attending and buying at auctions, using false identifications. His identification has been submitted to the Federal Bureau of Investigation.

The man is traveling with a drivers license and letter of credit, supposedly issued by the First National Bank of Florida; he is using the name of James A. Fanning, 828 Grove Street, North, St. Petersburg, Florida.

He usually buys a few expensive items at auctions and art galleries, presents his letter of credit and all identification. Several warrants are outstanding for his arrest.

The FBI is involved in the case and anyone having any leads should contact Special Agent Matt Williams, Tampa FBI, P.O. Box 3301, Tampa, Florida 33601. Phone: 813 228-7661.

THE AUCTIONEER

APRIL, 1979

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

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

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

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

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

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

Advertising Rate Schedule — THE AUCTIONEER MAGAZINE

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

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

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

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

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

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

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

3. **AGENCY COMMISSION:** Agencies must add amount of commission to stated rates above and collect from advertiser.

4. **COPY AND CONTRACT REGULATIONS:** The editor reserves the right to reject any advertisement. No cancellations accepted after closing date (see item 6.). If advertising is discontinued before completion of contract, short rates for space will apply.

5. **MECHANICAL REQUIREMENTS:** Printed offset. Trim size: 8½ by 11 inches. Number of columns: two (21 picas wide columns). Binding method: saddle stitched. Colors available: black on white and upon consultation with editor, second, or issue color.

Dimensions for ad space: Full page — 7¼ by 9½ inches; Half page — 7¼ by 4¾ inches; Quarter page — 3½ by 4¾ inches or 7¼ by 2¼ inches.

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

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

NAA Meetings Schedule

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

NAA Convention Sites

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

1979 NAA Seminars

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

National Auctioneers Association

1978-79 Officers

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

Directors

Terms Expiring 1981

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

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

Terms Expiring 1979

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

The Colorado Hoedown!

Mile High City, Colorado Rockies And Denver Hilton Hotel Beckons NAA Members to 1979 NAA Convention

Colorado Hoedown!

Before we go any further, perhaps we should explain the word, "hoedown"! Webster's dictionary defines a hoedown as: "A gathering featuring hoe-downs". Hoedown is defined as "a square dance".

But we also should break-down the word "hoe-down" and define the word "hoe" as: "an implement for tilling, mixing, or raking".

The 1979 NAA Denver "Hoedown" Convention can use all of the above descriptions! It will be a gathering of auctioneers and their families and a square dance is planned (complete with instructions for the beginner and time for the "old timer" to display their hidden talents). The convention will be an "implement for tilling the minds of auctioneers (work the mind), mixing the programs to provide education, entertainment and fellowship for everyone in attendance, and educational efforts will be made to rake or smoothe out the rough spots in the auction method of selling real or personal property.

To have a good "hoedown", we must have a good crowd of participants! And the "mixing, tilling,

raking" of the minds can be best prepared when auctioneers join together to provide the talents and experience.

The 1979 NAA Denver Convention has been planned with our new "hoedown" definition in mind. To "whet" your implement, here is a brief sampling of the events:

- **Tuesday, July 10** — Beat the President's Golf Tournament; Colorado Auctioneers Association sponsored TOUR A to Denver Mountain Parks and TOUR B to Greeley and Monfort livestock operation.
- **Wednesday, July 11** — Colorado Hosts' TOUR C (Air Force Academy, Garden of the Gods, Broadmoor area and Colorado Springs) and TOUR D (Central City Circle Tour), plus the opening convention, evening event, the NAA Colorado Hoe-down.
- **Thursday, July 12** — State Officers' Breakfast and Workshop, other morning workshops; the 1979 NAA Convention Kickoff Luncheon; and the totally revised and revitalized NAA Fun Auction (evening).
- **Friday, July 13** — Workshops begin the day; the Ladies Auxiliary meeting and luncheon; the Auctioneers Awards Luncheon; and a Chuck Wagon dinner and western entertainment.
- **Saturday, July 14** — Workshops begin the day; the Annual Meeting of the NAA in the morning, in addition to the election of officers and directors and the general business of the organization, plus auction discussions; and to wind up the convention, the President's Banquet and Ball!

The convention will be filled with information, excitement, fellowship and entertainment. Make your vacation plans now (actually, the NAA conventions can be considered as part of your business' activities, due to the many workshops available during the session); **reserve your room (make early reservation and hold them unless you definitely have to cancel — the NAA hotel rooms' commitment will be released on June 15 if all of the rooms have not been asked for by NAA members);** and register early so that plans can be made to reserve your spot at the 1979 NAA Colorado Hoedown — July 10 thru 14, 1979 — The Denver Hilton Hotel, Denver, Colorado!

A Convention Reminder . . .

Many NAA members "hope" to attend the Annual Convention, but sometimes, cannot make the final decision, due to a business conflict (auction), not sure of available time, etc., etc. Everyone understands the problems an auctioneer can have in scheduling his work load to meet the convention schedule.

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

The NAA board of directors has reserved 600 rooms in the Denver Hilton Hotel and those rooms will be protected for use by NAA members only, if reservations for the 600 rooms are made by June 15, 1979.

**You'll
get
more
bids!**



Auctioneers place well over 220 pages of advertising in The New York Times annually . . . to reach 3,200,000 Sunday readers . . . 1,800,000 weekday readers . . . in the New York market.

Some smart auctioneers GO **NATIONAL** to talk to 2,388,000 coast-to-coast readers, Monday through Friday . . . 371,000 of whom are directly involved in \$1,000-plus purchasing decisions.

With a median income 51 percent

higher than the national figure, weekday Times readers can afford to pick up and go to the auctions that appeal.

Call us. For weekday, Sunday, national rates.

The New New York Times

In New York, call (212) 556-7221. From other areas dial our toll-free number 800-223-7437.

If the rooms have not been spoken for by NAA members by June 15, then they will be released and offered to anyone who walks in off the street.

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

Don't let this happen to you! Reserve your room now (use the Hotel Reservation Form in this issue of THE AUCTIONEER magazine) and protect yourself, in hopes you will join with the nearly 1,500 other NAA members who will be enjoying the 1979 NAA Colorado Hoedown Convention on July 10-14, 1979.

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

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

Advance Convention Registrations Are Necessary to be Prepared . . .

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

The NAA board of directors has added a penalty

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

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

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

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

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

These two convention reminders — one in regards of your hotel reservations and the other promoting advance registrations, may explain why the procedures were accepted by the NAA board of di-

Continued on page 9

Nashville Auction School

Nashville, Tenn.

THE NATIONS FINEST SCHOOL

WE HOLD SIX TERMS EACH YEAR

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NASHVILLE, TENNESSEE

National Auctioneers Association

1979 Advance Convention Registration Form

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

Auctioneer's Name _____
Please Print Last First Middle Initial

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

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

Your Address _____

City _____ State _____ Zip _____

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

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

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

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

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

Registration Fee(s) Enclosed For:

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

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

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

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

ADD UP TOTAL FOR ALL EVENTS SELECTED ABOVE:

TOTAL \$

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

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

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

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

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

Name _____

Address _____

City _____ State _____ Zip _____

THE PROFESSIONAL AUCTIONEER AND WHAT HE NEEDS TO KNOW

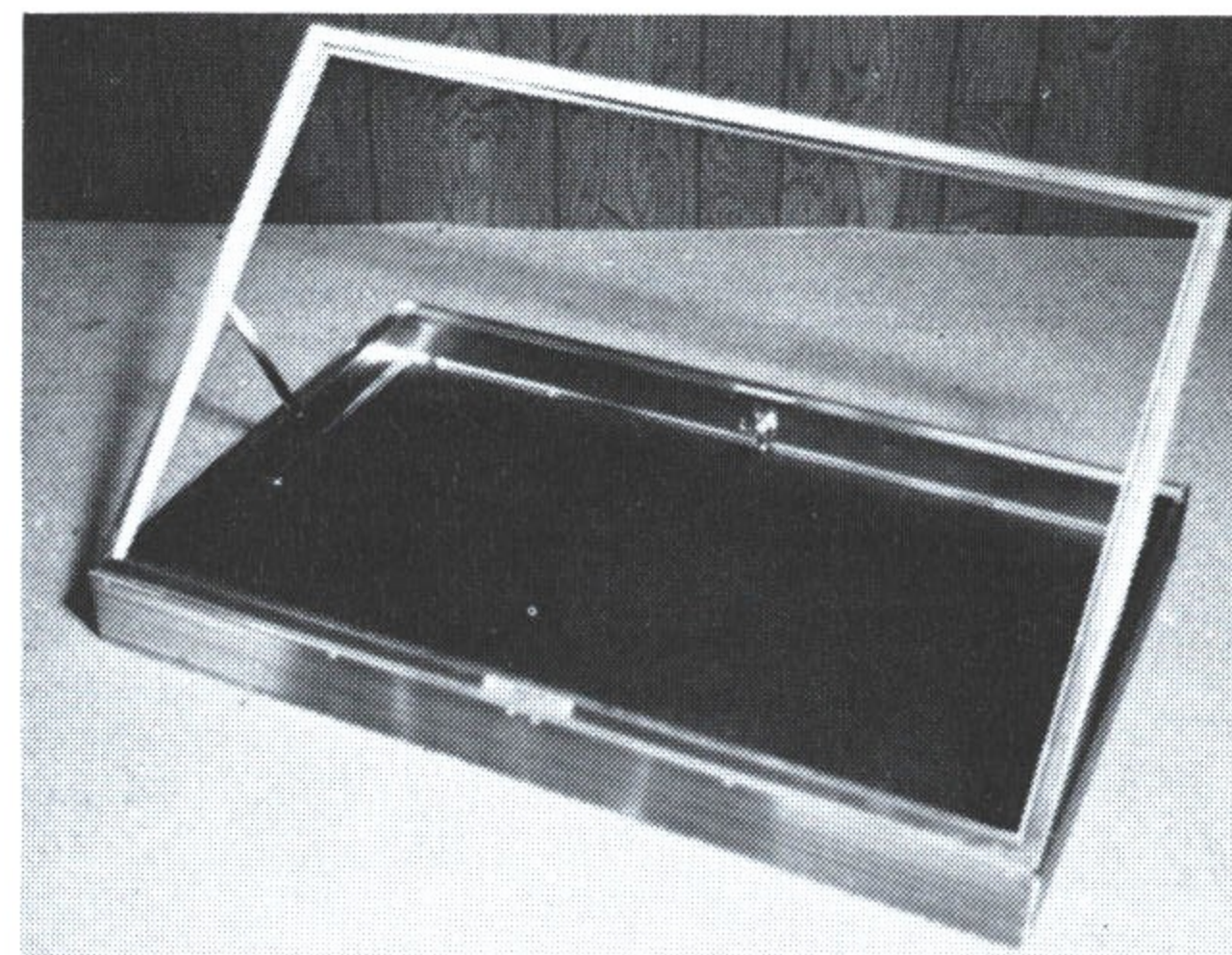
By **RUSSELL KRUSE**

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

CHAPTER HEADINGS

- | | |
|---|--|
| 1. Bid Calling | 9. Insurance |
| 2. Conducting the auction | 10. License law — Bonds |
| 3. Contracts | 11. Fees — Commission |
| 4. Sale summary | 12. Appraising |
| 5. Uniform commercial code and auctioneer liability | 13. Land description and surveys |
| 6. Reserve bidding | 14. Working together |
| 7. Advertising | 15. Definition of 276 terms and words every auctioneer should know or have available |
| 8. Ringman | |

Price of book \$10.00 (Volume discount available). Being used by several states — auctioneer associations and auction schools. **WRITE:** Kruse Office: 305 South Union Street, Auburn, Indiana 46706.



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Model 125 — 22x34x1 7/8"
Model 150 — 22x34x3"

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IT'S SUCCESSFUL PEOPLE LIKE THIS THAT YOU LEARN MORE FROM. YOU WILL BE TRAINED BY SOME OF THE BEST AUCTIONEERS AND INSTRUCTORS IN THE WORLD.

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free information
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Advance Convention Registrations . . .

Continued from page 6

rectors and why they have worked so well by the NAA during the past three years.

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

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

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

1979 Advertising Contest Entries Now Being Accepted in NAA Office Three Copies of Each Entry Needed

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

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

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

1. Entries must display the NAA emblem or the statement that the auctioneer is a member of the NAA.
2. Entries must be submitted to the NAA Office — three copies of each entry — by July 1, 1979.
3. Entries must be on the current year sales (July 1, 1978 thru June 30, 1979).
4. Each member entering the contest must select one entry, which he feels he wants to be represented in any of the particular categories. Each entry must be labeled, or clearly marked, as to the category for which it is being entered, and three pieces of each category must be submitted. (NOTE: If the advertising is not labeled as to

which category it is being entered, it will not be submitted to the judges and additional advertising pieces will be maintained in the NAA Office for reference only.)

5. Members of the advertising committee are not eligible to compete for an Advertising Contest Award.
6. Previous year winners — those who won an award in 1978 — are not eligible to compete in the category in which they won in 1978, but they may enter any of the other categories.
7. Of the three entries submitted for each category, one copy will be maintained in the NAA Office; one copy will be maintained in the judges file; and the third copy will be displayed for viewing by the convention registrants after the awards' recipients are announced.
8. Two first place awards will be presented in each category; one for one-color ink on paper; and the second for multi-color ink on paper.
9. A "Best of Show" award will be presented to the best entry submitted for the contest (and will not be included in the other award categories).
10. The categories are as follows:
 - a. Commercial and Industrial;
 - b. Farm (an operating farm liquidation);
 - c. Real Estate;
 - d. Antiques;
 - e. "Specialty" (cataloged sale);
 - f. Consignment Sale with General Household and Estate Liquidation;
 - g. Institution (auction firm promotion).

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

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



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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.

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Fun Auction Format Revitalized by Committee Merchandise Needed to Make Event Successful!

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

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

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

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

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

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

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

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

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

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

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Sold! When you advertise in the newspaper with the largest circulation in New England; 680,000 Sunday. And an 83% share of Boston's classified ads. *For more information call: Barbara Carroll (617) 929-2161 or Arthur Shachat (617) 929-2160.

The Boston Globe

BOSTON, MASSACHUSETTS 02107

*ALS, 1978

1979 Colorado Hoedown Convention
Tours

Registration Form

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

Name_____

Address_____

City_____ State_____ Zip_____

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

TUESDAY, JULY 10

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

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

_____Persons @ \$6.40 each \$_____

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

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

_____Persons @ \$5.00 each \$_____

WEDNESDAY, JULY 11

TOUR C — AIR FORCE ACADEMY.

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

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

_____Persons @ \$8.80 each \$_____

TOUR D — CENTRAL CITY TOUR.

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

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

_____Persons @ \$8.00 each \$_____

TOTAL FEES INCLUDED ON THIS TOUR REGISTRATION FORM \$_____

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

Make checks payable to National Auctioneers Association and send completed form and applicable fees to the National Auctioneers Association, 135 Lakewood Drive, Lincoln, NE 68510.

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Nominations for Offices Now Being Accepted; July 1 is Deadline to Have Nomination Sent To NAA Office and Executive Director McCray

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

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

With each nomination, a resume should be pre-

pared and submitted to identify the nominee's experience, not only as an auctioneer, but in the many personal, civic and business positions in which the nominee has been involved. A glossy photograph also is helpful (successful candidates will have the photograph used in future NAA publicity releases.)

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

GOLFERS: You Can Beat the President At the 1979 NAA Convention

Golfers, duffers or just plain sports enthusiasts — you have the opportunity to "Beat the President" at the third annual "Beat the NAA President's Golf Tournament". The annual tournament is held preceding the kickoff of the NAA Annual Convention and this year the tournament will be held in Denver, Colorado on Tuesday, July 10, 1979.

A fee will be charged for each contestant; each golfer will have to pay his own green's fee and cart rental and carts (motorized) will be necessary to have the tournament completed and the golfers back to

the hotel during the mid-afternoon hours.

Tee off time in Denver will be approximately 9:00 a.m., which means also that golfers will have to be in Denver early enough to meet this schedule. Therefore, it will be imperative that your convention hotel reservations (Denver Hilton — reservations forms are included in this issue of THE AUCTIONEER) should be made to facilitate the Tuesday morning tee off schedule.

Transportation will be arranged for golfers — from the Denver Hilton Hotel to the golf course and return. The fee (amount will be determined when all costs are submitted to the golf committee by the golf course, etc.) will be nominal and comparable to past years' golf tournaments, which are held during the pre-convention activities of the NAA convention.

If you want to try your hand at beating President Harvey Lambright during the "Beat the President's Golf Tournament", sign up now. You will receive additional information just as soon as the entire program has been developed.

But, registration is needed early so that the golf course can prepare for the NAA "professionals" (and duffers). If you are interested in trying to "Beat the President" during the 1979 golf tournament, return the form below so that early arrangements can be made for you:

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Learn to Be — One of the most respected and successful individuals in your community.

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college of auctioneering

Box 1458, Billings, MT 59103

Phone: 406 252-2565

BEAT THE PRESIDENT GOLF TOURNAMENT Registration Form

Name _____

Address _____

City _____ State _____ Zip _____

Return this form IMMEDIATELY to Harvey L. McCray, NAA Office, 135 Lakewood Drive, Lincoln, NE 68510. Each contestant will be billed for the golf tournament in advance of the tee off time (when full particulars are available in regards costs).

1979 World Livestock Auctioneer Contest To Be Held in Brush Colorado on June 16 Livestock Market Digest is the Sponsor

The National Auctioneers Association will again play a key role in the 16th annual World Livestock Auctioneer Championship, to be held June 16 in Brush, Colorado.

As it has for the past several years, the NAA will furnish an official to help certify the votes for the event's winners, and will present an award to the world champion.

This premier event for livestock auctioneers is sponsored by Livestock Marketing Association, Kansas City, and conducted by Livestock Market Digest, Inc., a subsidiary company.

Last year's winner, currently NAA First Vice President, was Charles E. "Chuck" Cumberlin, of Brush. He bested a record-setting 70 other contestants in competition in Marshall Junction, Missouri. The event this year will be held at Brush's Livestock Exchange, Inc.

In announcing the site and date for the event, Chairman Ron Ball, NAA member, said he expected this year's number of entrants to break last year's record. Ball, the 1975 World Champion, noted that the event focuses attention on the professional role of the auctioneer in livestock marketing.

Contest Manager Gerald D. Nevins said reserve and runner-up world champions will be selected, along with champions, reserve and runner-up cham-

pions from the east, central and western regions of North America.

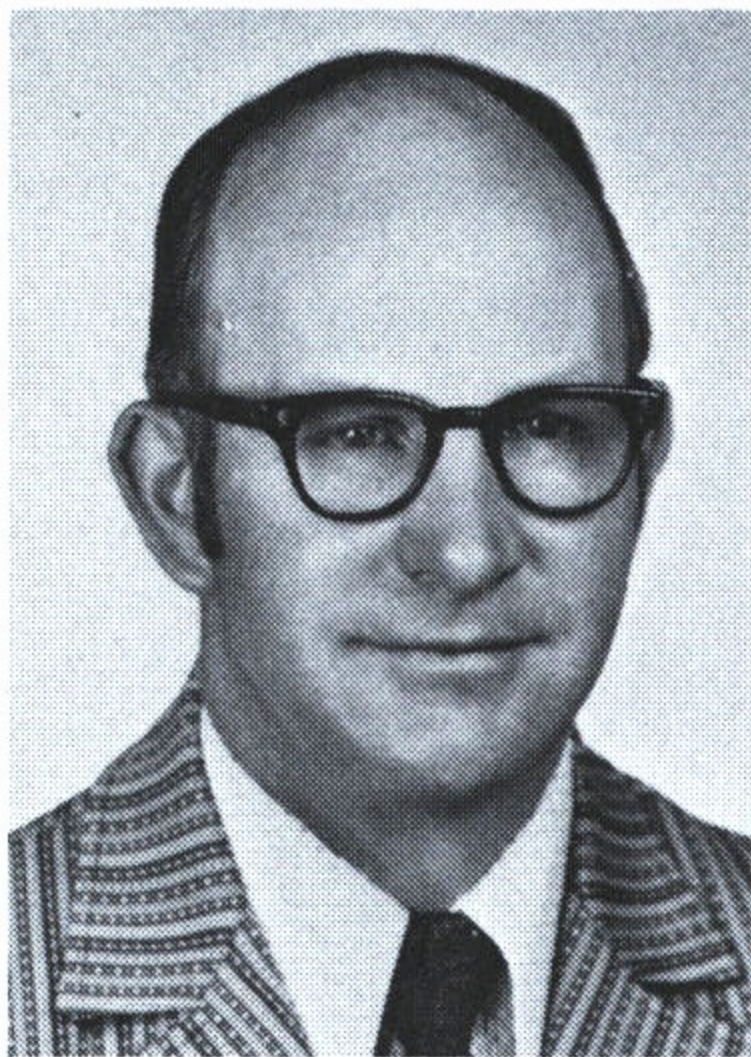
Trophies and merchandise prizes will be awarded to the winners. Nevins said the post-Championship festivities will include a barbeque and entertainment by a nationally known country-western recording star, who will be announced later.

The auctioneers are judged by a panel of livestock market owners and managers on the criteria they look for when hiring an auctioneer. In addition to the NAA official, the votes are also counted and certified by a livestock news media representative and a certified public accountant.

The contestants will merchandise cattle consigned to the Showcase Cattle Sale, arranged especially for the Championship. The event begins at noon and admission is free. Brush is about 80 miles northeast of Denver.

The entry fee is \$150, and contestants may be sponsored, Nevins said. Further information and entry blanks may be obtained by contacting the Digest, 4900 Oak Street, Kansas City, Missouri 64112, telephone (816) 531-2235.

The Championship will be held in connection with Livestock Marketing Congress '79, an annual industry conference devoted to Livestock economics. The Congress will be held in Denver June 13-15.



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Owner and President
Reisch World Wide College
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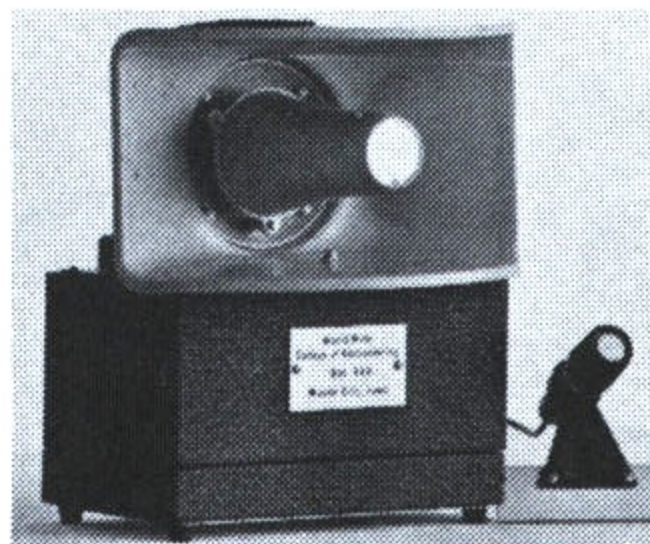
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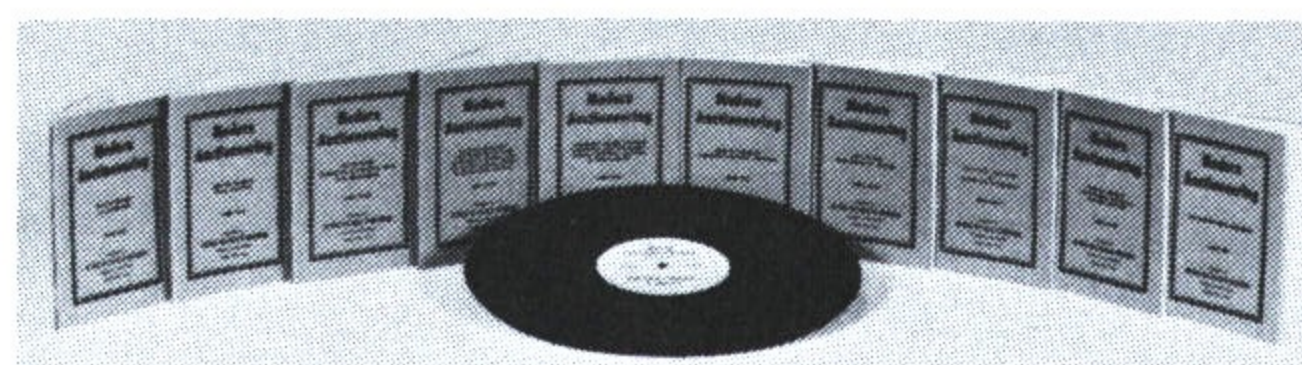


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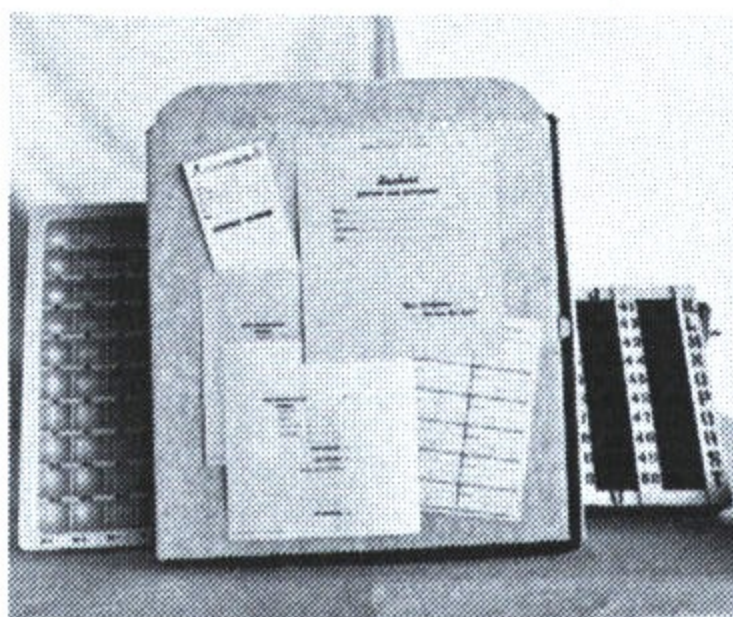
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1979

World Livestock Auctioneer Championship

Saturday, June 16 beginning 12 noon at Livestock Exchange, Inc., Brush, Colorado

OFFICIAL ENTRY FORM

Each contestant must be a livestock auctioneer. Entry fee of \$150 is required and must accompany entry form. All entries should be received prior to May 25, 1979 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 \$150 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. _____

Name of Sponsor _____

Address of Sponsor _____ Town _____ State _____ Zip _____

Please list names and addresses of newspapers, radio or television stations you would like to receive publicity about your participation.

Name _____ Mailing Address _____

Name _____ Mailing Address _____

Mail this entry form
with entry fee and photograph to:

1979 World Livestock Auctioneer Championship

Livestock Market Digest, Inc.

4900 Oak Street

Kansas City, Missouri 64112

World Livestock Auctioneer Championship is sponsored by
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WHY BELONG TO AN ASSOCIATION?

By Bill Wade, NAA Director
McKinley, Texas

Since the time of the cave man, when daily life was full of risk and peril — when simply *surviving* through the day was considered something of a victory, man has felt the need to band together for mutual benefit.

We've all heard the old saying "there is strength in numbers." It is well known that when a number of individuals unite in a common purpose they become, as a group, vastly stronger than any of the individuals. The unique principle of "synergism" comes into play and behold: The *total* strength of the *group* becomes far stronger than the sum total strength of *each individual*.

This new strength that flows from the group has been compared to grains of sand. While each individual grain of sand may be, in itself insignificant, weak, defenseless, and without a purpose — that same grain of sand when combined with others becomes formidable enough to *stop a speeding bullet*.

When auctioneers today join and participate in an association they actually create a "pool" of wealth, talent, skill, knowledge, experience and fellowship. Each individual can then draw upon this pool according to his needs. It can be compared to a joint bank account. Each person *deposits* or makes *contributions* during the good times, and makes *withdrawals* during the leaner times. Thus, the association serves as a cushion or shield to help us fend

off the stones and arrows that are flung our way.

As our world grows increasingly more complex, we must grow ever more *capable* if we are to survive. For it is a basic law of nature that only the fittest survive. Today we as auctioneers face a growing number of formidable obstacles to survival in the business world. In addition to the normal problems, we must meet in a competitive world, we must carry a staggering tax burden, cope with increasing, and often conflicting, government regulations, higher operating costs, lower profits, all the while planning some sort of strategy to deal with an awesome inflation and an ominous world-wide energy shortage.

If ever the auctioneer needed a source of strength, solace, knowledge and friendship it is now. The serious-thinking, professional auctioneer knows that the membership in a strong viable association is a genuine source of strength and power in addition to being just *good business*.

In an era where the *big* get bigger and the *little* become somebody else's lunch, we desperately need our state and National Auctioneers Associations . . . and what's more, *they need us!*

Some of the greatest pleasures and benefits in my career have been derived from my membership and participation in the activities of the Texas and National Auctioneers Associations.

World Champion Cheese Auctioned in Wisconsin

The Wisconsin Cheesemakers Association sponsors a bi-annual World Natural Cheese contest and this year the contest was held during the Association's convention in Green Bay. Over 230 entrants, including cheesemakers from 12 foreign countries competed for six classes of cheese.

The cheese is sold at auction and the auction this year featured cheese judged best of class and judged World Champion.

Four pounds of the world's largest cheese were sold at auction also.

NAA members Robert Massart and Douglas McDermott conducted the auction. Bidding was spirited and 22 pounds of Montasio cheese brought \$3.80 per pound. The best Brick cheese, weighing 23.5 pounds, brought \$5.50 per pound.

The only class won by a lady cheesemaker, 24 pounds of Colby cheese, was sold for a record price of \$14.25 per pound.

Twenty-two pounds of Gouda sold for \$12.75 per pound and the best 44 pounds of Cheddar sold to \$6.60 per pound.

The World Champion cheese, a 181 pound Swiss wheel, brought \$6.40 per pound.

Topping the auction were two, two-pound loaves of the world's largest cheese, made on January 20-22, 1964, by Steve's Cheese, Denmark, Wisconsin. The total weight: 34,591 pounds. Only six pounds of this cheese are still known to exist and the four pounds sold at auction brought \$100 per pound.

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Missouri Auctioneers Learn That a Permit is Required Before Auction Can Be Held

A new requirement in regards to selling at auction in Missouri was made known to NAA member Bill Purvis of St. Joseph, Missouri when an announcement was made in a local newspaper. The newspaper article stated: "If you are an auctioneer operating in the State of Missouri, and have not purchased a permit under a new state law, you could be subject to a Class C misdemeanor and be disqualified from working for a year."

The requirement was made known when an auctioneer in Buchanan County (Missouri) applied, at the beginning of 1979, for his annual permit to auction. He was charged \$52 — \$50 for the permit and \$2 for the county clerk's filing fee.

Apparently the Missouri legislature passed the new law with little public notice. It specifies that the permit application is to be obtained from the county clerk's office — in each county. Then the actual permit is issued by the county collector.

The paper also reported that the penalty for serving as an auctioneer in Missouri without a permit ranges from a fine of \$20 to \$500. There is also a provision for disqualifying violators, prohibiting them from holding auctions in Missouri for a year.

The permit for a full year costs \$50. Other smaller time periods are also available. A ten-day

permit is \$5; one month \$10; three months \$20; and six months \$30. In addition there is a \$2 fee for processing the application.

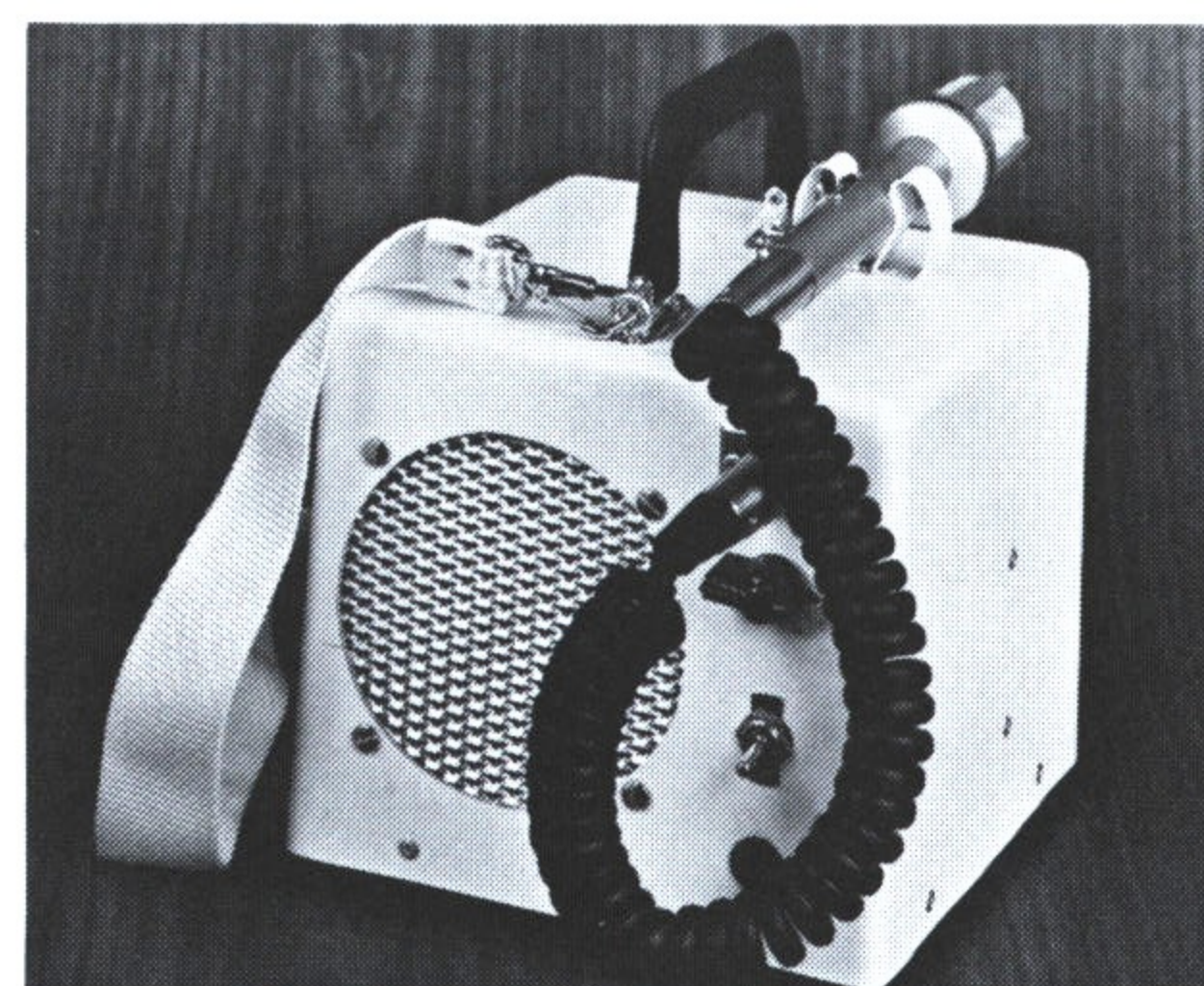
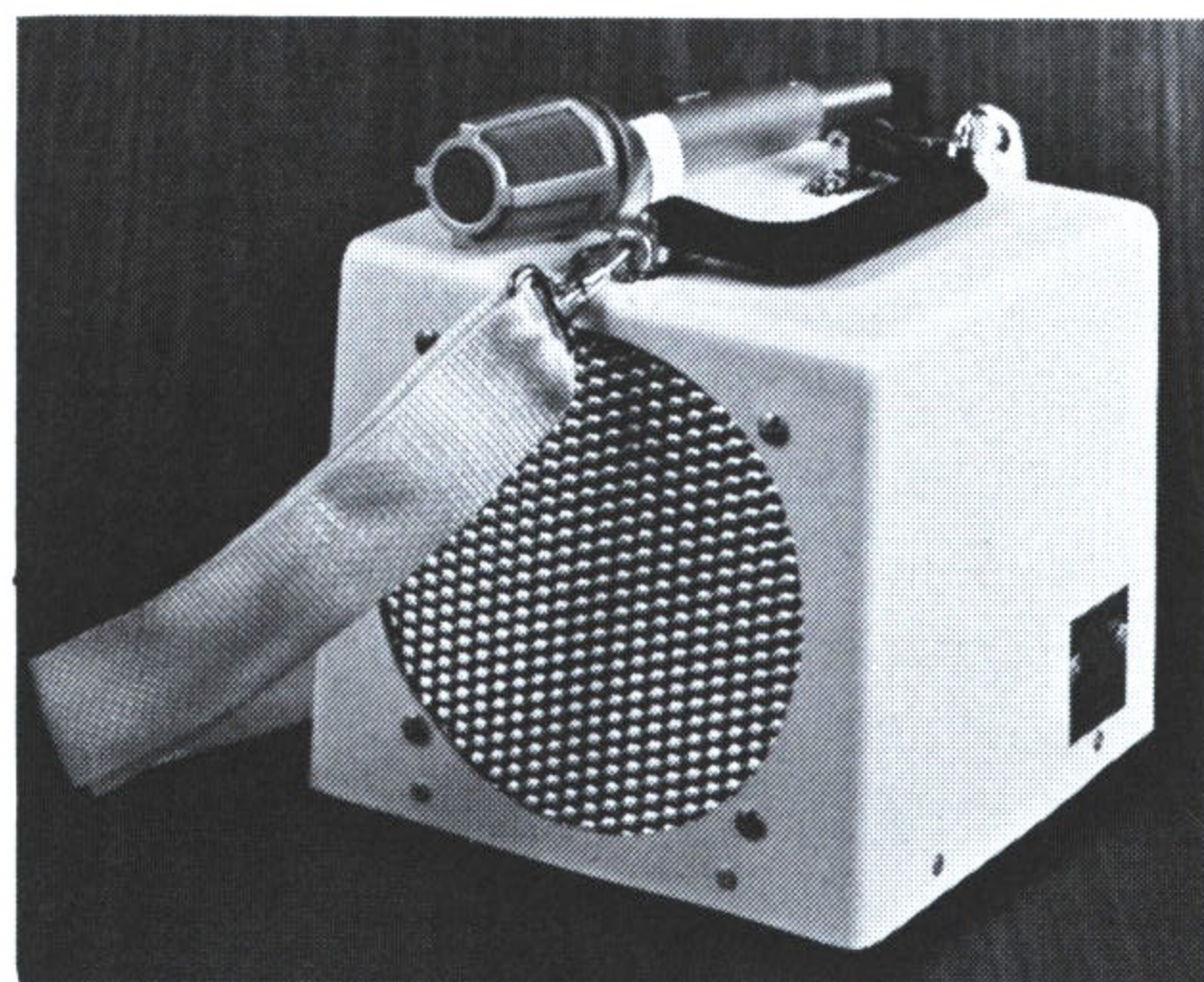
(EDITOR'S NOTE: The information published above was written from information submitted in a newspaper article and credit cannot be given to the newspaper as the masthead was not included. It does emphasize, however, that before any auctioneer provides his services as an auctioneer in any city, township, county or state that he should check with the officials of that area to determine what, if any, requirements are needed. The NAA Office tries to keep abreast of the license requirements, but due to the frequent revisions, amendments, etc., to state laws, it is suggested that the city, county, state officials be contacted direct to obtain the correct information. Appreciation is now being offered to NAA member Bill Purvis for the information, which he submitted to the NAA Office.)

Cultivate Versatility

Versatility should be cultivated. Not only does it permit a ready and pleasing presentation of the good points of what is being offered, but it also enables the auctioneer to entertain his audience.

It puts life into a crowd, and makes buyers feel better and more optimistic. There is more life in the desire to possess the items being offered and the bidding becomes more spirited.

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Former NAA Director Recognized In Omaha Community for Donation Of Trust of Land for Students

"Generous 'Pioneers' Still Breaking Ground" was the headlines of the newspaper article and after reading the article, it was obvious that the Omaha World-Herald (newspaper) staff writer Tom Allan knew what he was talking about.

The article was in reference to a "million dollar plus foundation", which was announced by E. C. "Ernie" and Frances Weller of Atkinson, Nebraska. Ernie served as a member of the NAA board of directors in the late forties or early fifties.

With the announcement of the trust, it was learned that Dean Fleming, NAA Treasurer, also of Atkinson, will serve as secretary-treasurer of the foundation. Dean and Ernie have been long-time associates and Ernie has been a livestock auction operator for 60 years in north-central Nebraska.

The Wellers made their announcement at a beef rib dinner to the delight of superintendents and guidance counselors from 14 high schools in a six-county area. The intent of the foundation is the establishment of the Weller Foundation, a perpetual non-profit charitable trust. It is to provide scholarships and grants-in-aid to needy students for pursuit of education in common trades, occupations and technologies at Nebraska's two-year community vocational-technical colleges.

The Foundation is funded by a Weller gift of 33 quarters of land within a 40-mile area of Atkinson, including one parcel in South Dakota.

The scholarships, which could be available as early as this summer and definitely by this fall, will be financed by the annual income estimated to currently range between \$90,000 and \$100,000.

The Foundation was established now so that the Wellers are still living to enjoy the benefits derived from it. Ernie is 79 and his wife, Frances, is 81, and Ernie commented, "The undeniable trend and need in education is for vocational technical. We desire to help young people who work with their hands."

The Wellers are childless and the Foundation was established, as he stated, "This is an effort to repay in kind all the nice things the parents and grandparents of prospective scholarship winners did for us. It's our method of showing our appreciation as well as enriching the area."

It was made known at the announcement dinner that the applicants must have an earnest desire for an education and be willing to sweat a little and not be, like so many youngsters, relying on luck and pluck. "That's thinking they're lucky in finding somebody to pluck."

According to the Foundation's new bylaws, the limitation to applicants from the six-county area is not absolute. The scholarships are not specifically restricted to vo-tech colleges but they are given priority preference.

The foundation board has the final say on applicants recommended by high school officials.

The scholarships, granted annually, will be based on need and will match government grants or



PARTNERS AND COMPANIONS for 56 years, E. C. "Ernie" and Frances Weller made many high school principals and guidance counselors happy with the announcement of the establishment of the Weller Foundation. Ernie is a past director of the NAA, serving in the late forties or early fifties.

scholarships.

Weller said scholarships, for the present at least, won't be available for out-of-state vo-tech schools.

The gift is not the first by the Wellers. They previously made substantial contributions to the Atkinson library, the West Holt Memorial Hospital and a new swimming pool.

The leader in the establishment of interior livestock markets or auction sale barns concedes he was lucky in both business and love. He became a teenage auctioneer and learned the trade from the late Ray Burdick during the advent of the livestock auction business at Ord in 1918. It was there he met and married Frances, a Springfield, S.D., girl who'd become a nurse.

Dean Fleming said of Ernie: "He was one of the original 16 members of the Interior Livestock Market Association and was the leader in the fight against the big river markets and a bill in Congress that would have abolished public sale barn auction markets."

Ernie recalls with relish the fight put up by him and the likes of Jack Torpey and Jimmy Webb of Grand Island, Marion VanBerg and Henry Buss of Columbus, Otto Emerich of Norfolk, Henry Rasmussen of St. Paul, Jack Williams of Fairbury and Arthur W. Thompson of York, all auction sale pioneers, and former Grand Island Chamber of Commerce Secretary Ed Ryan back in the early 1930s.

"After that auction sales barns proliferated," he said. "Even the big markets have gone the auction route today," Ernie stated.

Ernie said: "The foundation and sharing has

livened things up for us. Now we really have something to do."

The news article described the reason for the Foundation as follows: "E. C. 'Ernie' Weller and Frances, the nurse he married 56 years ago, have had an unusual problem for the past 10 years.

"Weller, 79, a livestock auction operator for 60 years in north-central Nebraska had amassed a not-so-small fortune in the business, as well as from astute farm property purchases. Childless, they pondered how to best share the wealth."

That generous thought led to the following news release, published on January 17, 1979, which is what this article is all about:

Good Evening:

I want you all to meet my partner and companion of the past 56 years — my wife, Frances, who is associated with me in the Joint Adventure I am about to announce.

As of this evening we are launching "The Weller Foundation", a non-profit charitable trust.

We have funded it with a gift of 33 quarters of land, all located within an area of 40 miles of Atkinson — All of it is developed and free of encumbrance. It is currently farmed by four families of above

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The purpose and function of the Foundation is to award funds in the nature of scholarships and grants in aid for pursuit of education in common trades, occupations and technologies in recognized education organizations such as Nebraska Technical and community colleges and other similar institutions.

By the governing instruments, the foundation is to give primary consideration in making grants to applicants residing in the following counties of Nebraska — Holt, Garfield, Boyd, Keya Paha, Rock and Brown. This is not an absolute limitation, however.

The foundation will expect to circularize all high schools within the counties, advising of the nature and availability of the grants from the foundation and seeking assistance in developing applications. Timely newspaper advertisements will also be made in local newspapers circulated within the named counties.

Application forms will be made available to all guidance counselors of the respective schools. Talk to them.

As trustees of the foundation we have nominated Robert H. Clifford, Ernie J. Gotschall, Dean Fleming, Clayton Goeke, and for their lifetimes, Frances and Ernie Weller. None of them receive compensation for their time and work — but may be reimbursed for actual expenses. Happily, all have accepted their appointments and we are very proud to have them carry on after our deaths. But, first and foremost, we are grateful for the time, energy and effort they are contributing towards the launching of this effort. May God bless them all.

Why are we doing this?

Simply because we feel we are indebted to this area, for the 47 years of "The Good Life" you have given us and to make available the opportunities to those of this area who will come after to gain for themselves a "Piece of the Good Life" — that this area promises all who will earnestly seek it. Plan ahead Now — Remembering it wasn't raining when Noah built the ark.

From all of you we seek council and advice — Your prayers and best wishes. Please help our dream succeed, Thank you very much.

**Sincerely,
Ernie and Frances Weller**

THE AUCTIONEER

National Auctioneers Week Will Be Observed During The Dates of April 22-28

National Auctioneers Week will be observed during the dates of April 22-28, 1979! During this annual observance it is hoped NAA auctioneers will receive the recognition they so justly deserve from state, city, county, etc., leaders and help promote the value of selling real and personal property via the auction method.

State Associations' presidents are being urged to schedule an early meeting with their State Governors to have a resolution passed, recognizing National Auctioneers Week in 1979. Individual NAA members also can schedule a meeting with their mayor, selectmen, city and county councilmen, or anyone in leadership who can provide recognition to the National Auctioneers Week and the auction method of selling real and personal property.

A sample resolution is printed with this article. It will offer ideas with which the state and local NAA members can use when visiting state and city dignitaries in preparation for the national observance.

The resolution should be retyped and provided to the state, county and/or city dignitaries with proper information supplied to each official.

Proper preparation by NAA members, whether meeting with the state, county or city dignitary, will be helpful and create an atmosphere of importance to the National Auctioneers Week observance.

State Association leaders — contact your State Governors now and ask for a meeting (explain the purpose of the meeting); then submit your typed copy of your own individualized resolution to the Governor so that he can have his own proclamation prepared on his official papers.

NAA members having city or county proclamations requested should follow the same procedures — make certain that you appear prepared and informed as to the purpose of National Auctioneers Week.

Help give the auction profession, the National Auctioneers Association, your State Association and the NAA auctioneer in general, prestige. Observe National Auctioneers Week on April 22-28, 1979.

Visit your local news media now and get them involved also!

National Auctioneers Week

April 22-28, 1979

Auctions of real and personal property have become one of the leading means of marketing in the United States of America and in many countries throughout the world.

The National Auctioneers Association, in cooperation with (name of State Auctioneers Association if applicable) have achieved new heights in professionalism and service to the consuming public and to those they serve. Their continual efforts to preserve the American Free Enterprise System is paramount in their endeavors.

Therefore, as (name of State Governor, Mayor, City Manager, Selectman, City or County Commissioner, etc.) I hereby proclaim the week of April 22-28, 1979 as National Auctioneers Week in (name of state, city, town, etc.).

I urge all citizens to recognize the many noteworthy contributions auctioneers are making to our society and economy.

(seal)

(signature)



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Nebraska Governor Signs National Auctioneers Week Proclamation



NEBRASKA GOVERNOR CHARLES THONE signed a proclamation in observance of National Auctioneers Week. The newly elected governor met with officers, members and families of the Nebraska Auctioneers Association and offered the auctioneers the opportunity to discuss Nebraska problems before signing the proclamation. Governor Thone is seated at the center of the desk. Nebraska AA president Blaine Farrar (seated to the Governor's left) presented the governor with a NAA belt buckle to wear during his tours of Nebraska and NAA executive director Harvey L. McCray (seated on the Governor's right) presented him with an Honorary Membership certificate. Nebraska AA Secretary Ronald Sabata made the arrangements for the meeting which was attended by the following: Mr. and Mrs. Henry Buss; Mr. and Mrs. Leon Nelson; Bill Wylie; Mr. and Mrs. Paul Shea, Jeff and Ryan; Mr. and Mrs. Randy Ruhter and Leslie; Don and Dean Dirks; Gene Sisco; Mr. and Mrs. Dennis F. Fowlkes; Mr. and Mrs. Blaine Farrar; and Harvey L. McCray.

Past Officers of Maine Association Honored During Spring Presentation

A special meeting was held recently by the Maine Auctioneers Association to honor the past officers of the Association. Seven past presidents; nine past vice presidents; five secretaries; and four treasurers were honored with a plaque each.

George A. Martin, the current secretary of the Maine Association, who also is a past president, was honored as one of the founders of the Association and was presented with a gavel inscribed; "Col. George A. Martin Your Yankee Auctioneer". His award was presented by MAA President Don Hinkley for his long service as secretary and founder of the Association.

President Hinkley, Secretary Martin and John Owearz presided over the presentations.

The Maine Auctioneers Association will celebrate its 25th Anniversary on Tuesday, April 17, 1979 at a meeting. The meeting will be held at 6:30 p.m. at the Holiday Inn in Augusta (Maine exit 15 off of the Turnpike).

Guest speaker for the event will be NAA Executive Director Harvey L. McCray, Lincoln, Nebraska. Other guests and dignitaries will be present and the "hearts will be warmed" with music and entertainment by the Prindall Family Bluegrass Band from Brunswick.

Invitations have been sent out to all Maine auc-

tioners and auctioneers in all other New England states. The Maine Auctioneers Association was the first state in New England to have an auctioneers association. It was organized on April 20, 1954.

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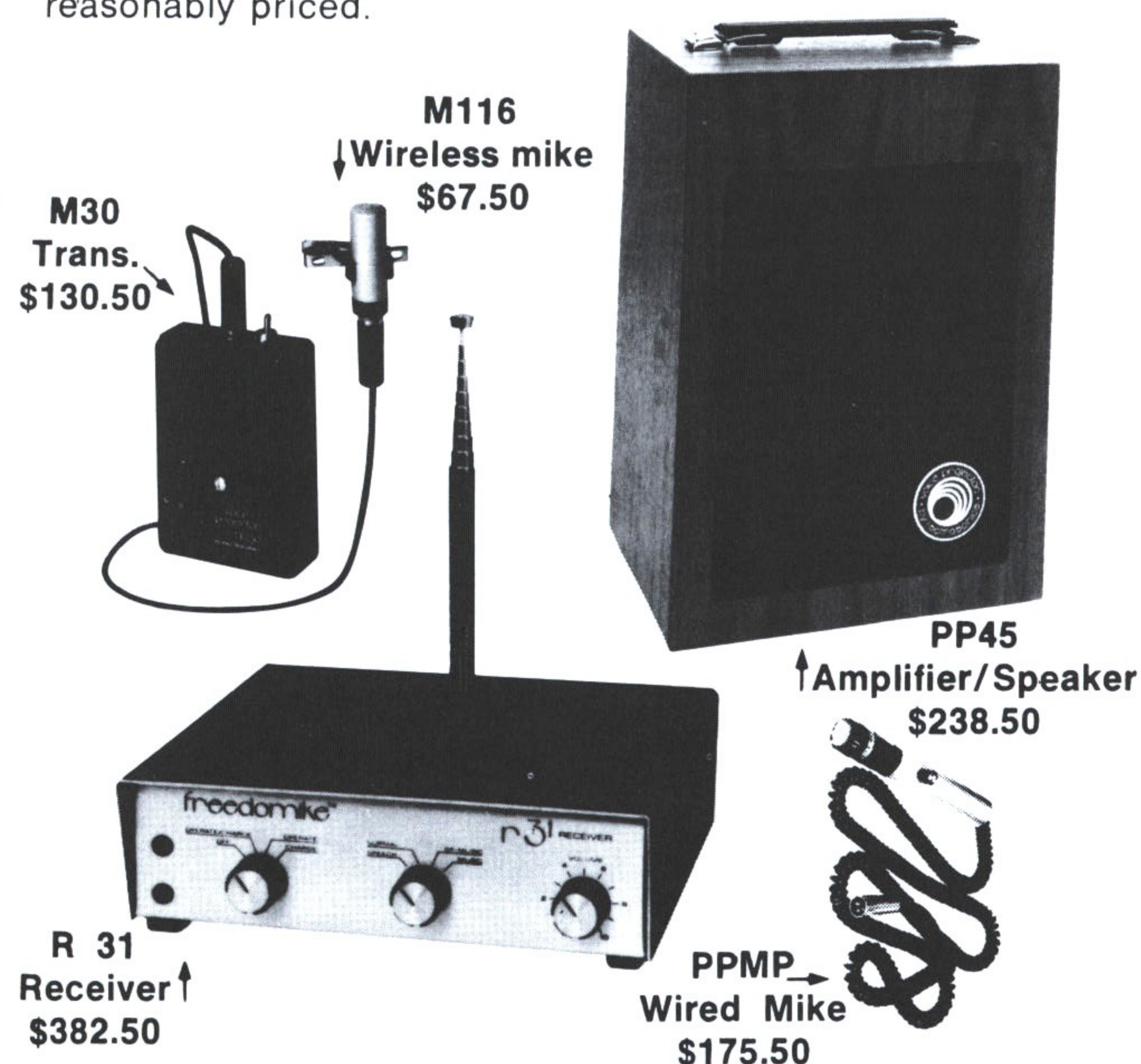
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CLERKING TICKETS 10 on only - numbered 1 to 1,000, or 1 to 100, 100 sets \$14.00; 200 sets \$26.00; 500 sets \$53.00; 1000 sets \$100.00.

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All Aspects of Auction Business Discussed at Minnesota Convention

An interesting, educational and fun filled weekend was the reward for the auctioneers and spouses who attended the Minnesota Auctioneers Association Convention, held at the Holiday Inn, Maplewood, Minnesota, on January 20-22.

On Saturday evening 58 conventioners boarded a bus for the 40-minute ride to Diamond Jims, a private club. A fine group, The Swinging Ambassadors, Dick Contino entertained the group. Upon arriving back at the motel, the group was invited to President Wally Laumeyer's rooms for a social get-together.

The convention was called to order promptly at 1:00 P.M. Sunday. Officers and Directors were introduced. Wayne Ediger, Belle Plaine and Steve Reinhardt, Palisade, gave an interesting report on the National Convention that was held in July at Boston.

The Maplewood Police Department conducted an interesting program on Operation ID and the CPR and Paramedic procedures. Both subjects were of good interest to the auctioneers.

John Barber, Lindstrom, and Wayne Ediger, gave an interesting talk on horse auctions and sales' barn operations.

Industrial auctions were discussed by Milt Anderson, Minneapolis. He talked on everything involved in conducting an industrial auction and problems encountered throughout the country in regard to



THE NEW LEADERSHIP for the Minnesota Auctioneers Association are photographed at the conclusion of the Annual Convention, from left to right: Lowell Gilbertson, director. Wayne Ediger, NAA Director; Thomas Carpenter and Don Fitzner, directors; Steve Reinhardt, vice president; Duane "Beno" Benoit, president; Wally Laumeyer, retiring president; Pat Ediger, director; Sharon K. Henry, secretary-treasurer; and Marlin Krupp, director. Missing when the photo was made: directors Martin Ewert, Terry Marguth, Bill Pinske and Wayne Wagner.

various licensing procedures.

Dave Christian, Osseo, and Duane Benoit, South Haven, told of their experiences of conducting auctions at their auction houses.

At 6:00 P.M., the 180 present filed into the main ballroom for the President's Banquet. National Auctioneers Association President, Harvey Lambright, LaGrange, Indiana, spoke on the need for organization and education if we are going to stay in the auction business.

Emerson Marting, Washington Courthouse, Ohio, helped us settle our dinner by his humorous one liners and stories. Both speakers were well received.

Following the banquet, the fun auction was held under the direction of Pat Ediger, Belle Plaine. Over \$2,000 was raised during this event.

On Monday morning, again promptly at 9:00 A.M., President Laumeyer called the convention to order. All members were introduced and they told the most embarrassing thing that had happened to them since they were in the auction business. This was really a hilarious way to begin the meeting.

Lowell Gilbertson, Hayfield, gave a very informative talk on selling Real Estate by auction. Many questions were asked from the audience and it was quite evident that this is the coming way of disposing of real estate.

Harvey Lambright, gave another short talk on all the fine opportunities available to the auctioneers through the National Auctioneers Association.

At the noon luncheon, Gordon Taylor, owner of the Reisch World Wide College of Auctioneering, Mason City, Iowa, gave a short talk about the school.

The luncheon speaker was Red Rudinsky, former safe cracker for Al Capone. Red told of his life style that included being in a Federal Prison at the age of 14; serving time, and escaping from nearly every prison he was in. He told of being sent to Alcatraz, but the warden didn't want him because he was sure Red would escape. Red told the warden, "Nothing to worry about, I can't swim!"

He spent 36 years of his first 50 years behind bars. Upon finally getting paroled when he was 50, he changed his way of life. He is a charter member



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of the St. Paul Clown Club and was hired by 3M Company as a consultant in their security division. Today, at 82, he still gives about 100 talks a year. The auctioneers asked him questions about various underworld figures and about his life as a gangster.

An informative presentation on the Keough and IRA program advised the auctioneers how to defer tax and at the same time plan their retirement.

At the Annual business meeting, the following new officers and directors were elected: Duane Benoit, South Haven — President; Steve Reinhardt, Palisade — Vice President; Marlin Krupp, Elmore — Director; Lowell Gilbertson, Hayfield — Director; Pat Ediger, Belle Plaine — Director; and Sharon Henry, Long Prairie — Secretary-Treasurer.

Even though there was a raging snow storm outside, the Monday night banquet was well attended. Mr. Warren Lotsberg, Brookings, South Dakota, was the speaker and gave a very enjoyable talk.

Wives of the auctioneers were treated to a fine advance microwave demonstration. From the talk, via the grapevine, there are going to be lots of microwaves purchased by auctioneers!

A professional cake decorator instructed the gals on the basics of cake decorating. Those in attendance really enjoyed this program and were anxious to try the latest decorating ideas. Some of the auctioneers will have to go on diets after all the good eating.

1978 President Wally Laumeyer and his wife, Joanne, are to be commended on the fine convention. Laumeyer ran the convention with the precision

of a Marine drill sergeant — everything going as planned and on schedule.

Attendance was the largest ever for the Minnesota Auctioneers Association Convention.

Campbell Conducts Scout Auction; Funds Used to Build Derby Track

A very successful charity auction was conducted by Harold L. Campbell of Goshen, Indiana, on behalf of the Boy Scouts and Webelos. The auction idea was offered to the Boy Scouts by NAA member Campbell when the need for money was apparent to build a Pine Wood Derby track and additional money was needed for award pins, etc.

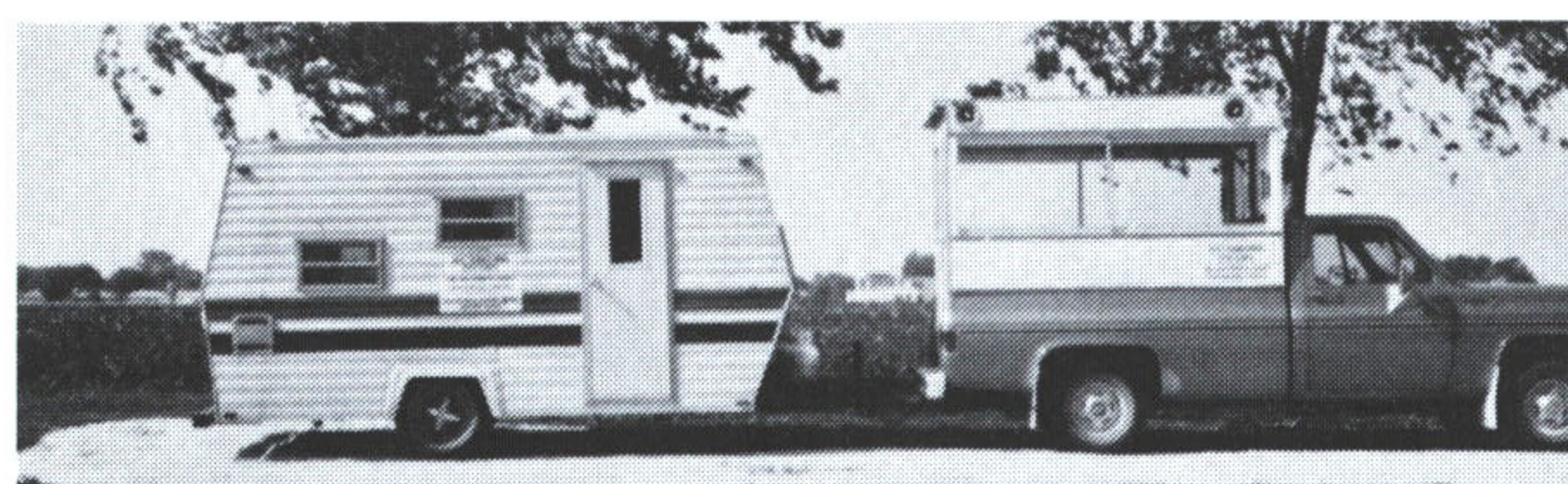
Accepting auctioneer Campbell's idea, each boy and father baked a cake and 32 cakes were displayed on a table — auction merchandise, which was to be sold to the highest bidder.

An emotional and very excited crowd bid on the cakes until a total \$447.50 was raised. The highest price paid for a cake was \$32.50 and one bidder, alone, took home \$88 worth of cakes.

The "Cake Auction" was the first, but plans for the second auction were being made before the first auction was completed.

NAA member Campbell was quite pleased with the auction results and is always pleased to offer his auction services to any club or group in need of raising funds for a worthy cause!

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Dear Ladies:

With our lovely Spring weather approaching, all of us have our minds on auctions and the up-coming state and national conventions.

I have enjoyed a very busy fall and winter both in our auction business and on the home front. I am happy to announce the birth of our beautiful little son, Charles Ashley, who was born on Christmas Eve. Maybe another auctioneer for the family — who knows?

Ladies, if you have not joined our Auxiliary, we urge you to do so NOW! We have much to offer. This year we are adding a new dimension to our program — an educational aspect. I'm sure many of you are interested in antiques and that is our topic for the educational program. We are looking for new ideas on how we as wives, sisters, daughters or mothers of auctioneers can assist them. All of us present-

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

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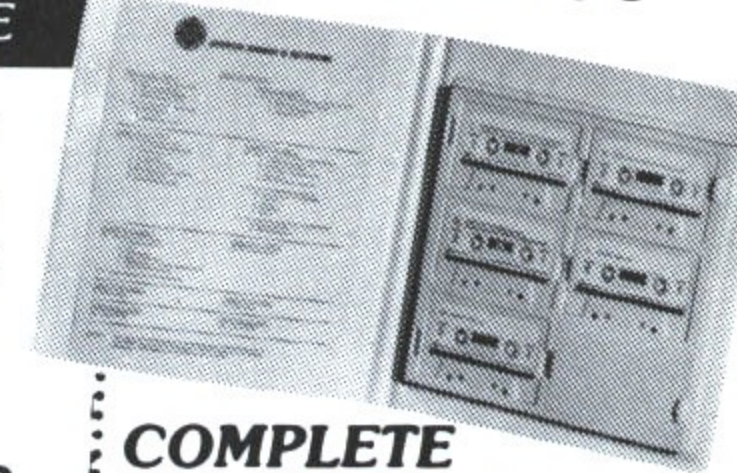
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**Glenda McCarter-Johnson
Second Vice-President
Ladies Auxiliary to the NAA**

An Invitation to Join . . . Ladies Auxiliary to the NAA MEMBERSHIP APPLICATION

Name _____

Address _____

City _____ State _____ Zip _____

Name of husband, father, brother, or son who is an auctioneer and member of the National Auctioneers Association: _____

Do you work with his auction firm? _____

Does your State Auctioneers Association have an auxiliary? _____

_____ yes; _____ no.

If "yes", are you a member? _____; What offices have you held in your local auctioneers association? _____

Annual membership dues to the Ladies Auxiliary to the NAA are \$5.00. Make check or money order payable to the Ladies Auxiliary to the NAA and send them to Mrs. Ken Barnicle, Treasurer, 5423 Blueberry Drive, Lakeland, Florida 33803.

Yes, I would like to join the Ladies Auxiliary to the National Auctioneers Association. I agree to abide by its By-Laws and to support its objectives.

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Of course, we are proud of the Air Force Academy; Central City, Garden of the Gods, Coors Brewery; The "Unsinkable Molly Brown" House; Larimer Square; Buffalo Bill Grave and Museum on Lookout Mountain; Elitch Gardens; Lakeside Amusement Park; Colorado Railroad Museum; Forney Transportation Museum; Denver Museum of Natural History; Denver Zoo, and the many other interesting places, which are just a short drive in and around Denver.

Or maybe you would just like to take some time to sit by a cool mountain stream, and enjoy our majestic Rockies, there's nothing like it to soothe frayed nerves or offer peace of mind.

For further information on any of the above places of interest along with free maps and brochures, WRITE: Convention & Visitors Bureau Denver and Colorado, 225 West Colfax Avenue, Denver, CO 80202.

The Colorado Auctioneers Association has been working hard to make the convention the BEST ONE EVER, and I'm sure you will enjoy every part of the time you spend here with us in Colorado. The Convention Headquarters will be the Denver Hilton, right in downtown Denver, and for the ladies, superb shopping.

Mark the dates on your calendar. It's convention time and we're looking forward to seeing you in the Columbine State.

**Mrs. Troil (Nettiemay) Welton, Chairman
Ladies Auxiliary Activities
Wray, Colorado**

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Colorado is the Place to Be During July NAA Convention

Dear Ladies:

It's getting closer to convention time in Denver; time to make our plans now. Please check right now to be sure your auctioneer has the dates (July 11-14) marked on his auction calendar for the NAA Convention.

All of you know your fella would never have been the successful auctioneer he is without your help, so, let's help him more by encouraging, insisting even, that the whole family attend the convention.

We have been attending the National conventions for several years now and I don't think there has been more than twice in all those years when we haven't been too busy, too involved with other activities, too broke or some other excuse that might have kept us away. We just went anyway, enjoyed ourselves and the problems worked out. So, ladies, regardless of what excuse they use tell them it's not new, Rex has already used that one.

Rex and I have met with the Colorado auctioneers and their ladies on two occasions this year, finding them to be very hospitable people indeed. They are working very hard to bring you the biggest and best convention ever. If you have never been to Colorado in July, you have missed the best part of your summer. Colorado has the bluest skies, greenest trees, coolest mountain breezes and, for the single girls, the most handsome cowboys in the world!

Hope to see all of you in the Mile High City — Denver — in July. And, wave at us here in Kansas when you drive thru or fly over.

**Naomi Newcom (Mrs. Rex)
Board Member Ladies Auxiliary
Whitewater, Kansas**

Minus 5-degree Weather No Effect In Fine Antique Auction by Glass

**By Michael Phelan, Publicity
Glass Auction Gallery**

The minus-5 degree weather in the northeastern Connecticut Yankee village of Central Village had little effect on auction buffs as 350 of them crowded the Robert H. Glass Auction Gallery on February 17 for an auction of quality antiques.

Bidders from five New England states were present when the first item, a pair of 12-inch English brass push-up candle sticks, was offered. They sold for \$65. Of special interest was the 71-inch three-masted schooner "Trade Winds," all decked with correct fittings; it left the block for \$800 to grace the home of a gentleman at the University of Connecticut.

Other prices included \$350 for a pair of 1868 plaster statues with tall flame lights; \$775 for a Queen Anne style table with mended foot; \$42.50 for a black glass rolling pin; \$187.50 for a tall bronze Mercury statue; \$35 for a 7-inch metal goblet with raised strawberries and leaves; \$210 for an Edison phonograph with morning glory horn and three cylinders; and \$150 for a small walnut marble-top table.

Additional items from the five-hour sale included a Massachusetts atlas from 1877 showing 35 towns in one of the counties — \$35; a metal toy with two horses and driver and a green iron wagon labeled "Sand & Gravel" — \$35; two Comet water goblets — \$115; a pair of sterling silver salt and pepper shakers — \$27.50; walnut lap desk — \$22.50; and an oak towel rack for \$32.50.

A hand-painted Nippon chocolate set — \$97.50; four sterling silver individual salt dishes — \$37.50; an amethyst sugar bowl — \$50; pair of oak arm chairs — \$70; kerosene lamp with shade — \$57.50; small tiptop table — \$72.50; mahogany bookcase — \$140; an unusual Folmer & Schwing camera with case — \$90; tall wall mirror — \$62.50; a 23-inch German doll with C. W. marking — \$165; Theodolite range and bearing instrument — \$180; vanity with attached mirror — \$750; inlaid mahogany sideboard with two matching knife-box holders on pedestals — \$800; a quality three-compartment bookcase with bun feet — \$375; schoolhouse clock — \$95; two stained glass windows — \$320; 10 small sterling silver plates — \$130; a Tiffany sterling silver dish — \$145; and a pair of brass andirons with ball-and-claw feet for \$200.

Hopes Good Newspaper Coverage A Boon to Farmland Auctions

Prepare yourself well; advertise throughout; and conduct a very successful farmland auction; and obtain the best newspaper coverage possible and there should be a boon in the farmland auction business! Anyway, that is the hope of NAA member Wayne Gooding of Bowen, Illinois.

Wayne conducted an estate land auction on February 10, 1979 at the Windmill Inn in Golden, Illinois and is looking forward to having many more auctions of that nature.

On the day of the auction, the sun shone brightly on the five foot drifts of snow, which lay piled up outside the windows. The thermometer hovered around the zero degree mark, but the atmosphere inside was warm and congenial.

Wayne Gooding was about to sell, at auction, 402 acres of prime farm land in Illinois. Assisting



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him was John Ormond of Mt. Sterling.

Offered for sale at the auction were three separate eighty-acre tracts and one 160-acre tract, all being sold at auction to settle the estate of the late Mary Klingele of Mt. Sterling.

The land was choice and is situated within a four-mile area just south of Bowen on the black, flat prairie.

When the auction was concluded the tracts had been sold to four separate purchasers; three local area farmers and a private investor, who owns a farm adjacent to the 160-acre tract.

The first tract offered was the 160 acres and the last bid was accepted for \$2,700 per acre, or a total of \$432,000. Tract No. 2 — 80 acres — sold for \$3,000 per acre or a total of \$240,000; Tract No. 3 — also 80 acres — sold for \$3,000 per acre (another \$240,000); and the final tract — 82 acres — sold for \$2,280 per acre, or \$186,960.

The grand total of the land sale was \$1,098,960.

The Windmill Inn, at Golden, located just a few miles from the land being sold, was chosen as the site for the auction and proved to be a very good choice indeed, considering the weather and the size of the crowd. The crowd exceeded all expectations. The restaurant's main dining room provided comfortable seating for the 300-350 people who attended the auction.

NAA member Gooding has been a tenant, since 1947, on part of the acreage sold that day, and for the past 17 years also has conducted a very successful auction business in the area. He now plans to devote full time to his auction business, which has been steadily growing.

He now sells approximately 75 sales a year and looks forward to a steadily expanding business as people everywhere are becoming aware that the auction method of selling is indeed the best way to dispose of almost anything one wants to sell.

He attended the Reisch World Wide College of Auctioneering, is a member of the Illinois and National Auctioneers Associations.

Avoid Future Mistakes

Give enough thought to your past mistakes to see how to avoid them in the future, then you will be better equipped after each failure.

But do not waste time and sadden your life by allowing your mind to dwell on vain regrets over lost opportunities. Dismiss them with a smile.

Mentally congratulate, with good nature, the auctioneer who secured what you missed and face the future with cheerfulness and courage.

B. G. Coats

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Seminars Conducted in New Jersey At State Society's February Meeting; B. G. Coats Is Auctioneer of Year!

**By Esler Heller, Member
New Jersey State Society
of Auctioneers**

The New Jersey State Society of Auctioneers marked its thirtieth annual meeting with an all-day seminar at Van's Inn, Freehold, New Jersey, on February 12. Fifty or more auctioneers and guests braved the cold and snow to attend the educational program and the following dinner meeting, at which the society made its first annual Auctioneer of the Year Award.

Recipient B. G. Coats of Rumson, founder and President-Emeritus of the NJSSA, was recognized for outstanding achievements in auctioneering as well as his continuing efforts to improve and help the profession and public.

The NJSSA seminar program, now in its third years, offers members lectures and workshops through which they can improve their knowledge and skills.

Rumson attorney John Colannino described the preparation and presentation of courtroom testimony on appraisals. Mr. Bill Block, Jr., advertising man-



THE NEW LEADERSHIP for the New Jersey State Society of Auctioneers include, from left to right: Nick Macaluso, Victor Sabatino and John Kachmar, directors; Jerry Krawitz, president; Mac Spaulding, treasurer and Jim Fawcett, vice president. The oath of office was administered by B. G. Coats, president-emeritus. Missing when the photo was made was Jack Sartor, secretary.



A NEW MEMBER was inducted into the NJSSA during the February meeting and Jacquelin Snedeker (right) was inducted by incoming NJSSA president Jerry Krawitz (left) while outgoing president John Kachmar looks on.



JERRY KRAWITZ was elected president of the New Jersey State Society of Auctioneers at the February meeting. Jerry, left, is being congratulated by outgoing president John P. Kachmar.



THANK YOU for your efforts were the words spoken by B. G. Coats (right) to outgoing NJSSA president John P. Kachmar. The New Jersey Society was served well under John's guidance.



AUCTIONEER OF THE YEAR recognition was given to NJSSA founder and President-emeritus B. G. Coats at the Society's February meeting. B. G. received the award from president John P. Kachmar (left).

ager of the Red Bank Register, spoke on media and methods for auction advertising. Well-known Trenton auctioneer, appraiser and lecturer, Robert Slatoff, discussed identification and appraisal of 18th and 19th century furniture with emphasis on recognizing repairs, restorations, reproductions and "marred" pieces. An introduction to oriental rugs was given by the prominent rug dealer, Edward Solemani of Teaneck.

Harvey L. McCray, Executive Director of the National Auctioneers Association and Editor of its magazine, THE AUCTIONEER, was guest of honor. Mr. McCray travels all over the U.S. preaching the gospel of professionalism in auctioneering. High ethical standards, thorough training and cooperation among auctioneers are the goals of the NAA, as well as education of the public to the advantages of selling personal and real property at auction. These goals are being carried forward by sponsorship of a wide range of programs, including national conventions, advanced seminars, the Certified Auctioneers Institute and publication of THE AUCTIONEER magazine.

Newly-elected NJSSA officers are: President Jerry Krawitz of Fairlawn; Vice President, James Fawcett of Dumont; Treasurer, Malcom Spaulding of Sussex; and Secretary, Jack Sartor of Dover. Directors elected for a three year term are Victor Sabatino of Trenton and Nicholas Macaluso of Bristol, Pennsylvania.

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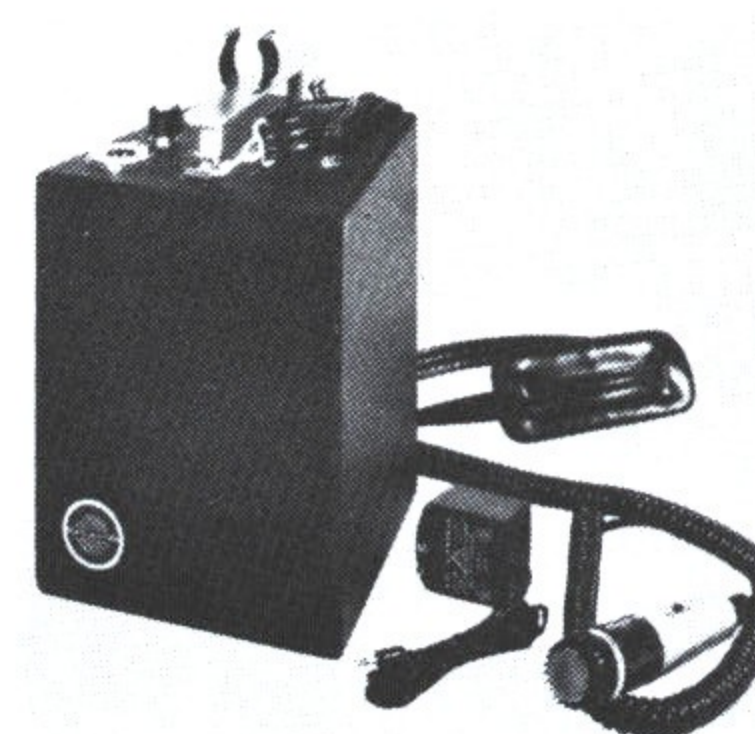
Political Action Committee Formed Needs Response from NAA Members

Dennis K. Kruse, CAI®, Chairman
NAA Political Action Committee

Involvement in our country is the call we need to respond to today as auctioneers. We have too long postponed our participation in the governmental process. Your current NAA President Harvey Lambright is aware of this and has taken action. He has appointed a national Political Action Committee.

We are now working on the formation of a legal entity to be called the Auctioneers Political Action Committee. We are hopeful that a presentation can be made to the NAA Board of Directors this year.

What does this mean to you as a member of the NAA? It means that you can become involved in the political process. You will have the opportunity to contribute to a special fund that will be used to support candidates that agree with the viewpoint on the NAA. It means the voice of the auctioneer will be heard in government. You will be able to help preserve the free enterprise system in America, which is the basis for the auction profession.



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Chapter II . . .

In the Jailhouse Now!

The following letter was received in the NAA Office by Executive Director Harvey L. McCray from R. C. Burkheimer, the NAA member who, in the December, 1978, issue wrote the article, "I'm In the Jailhouse Now!"

Dear Mr. McCray:

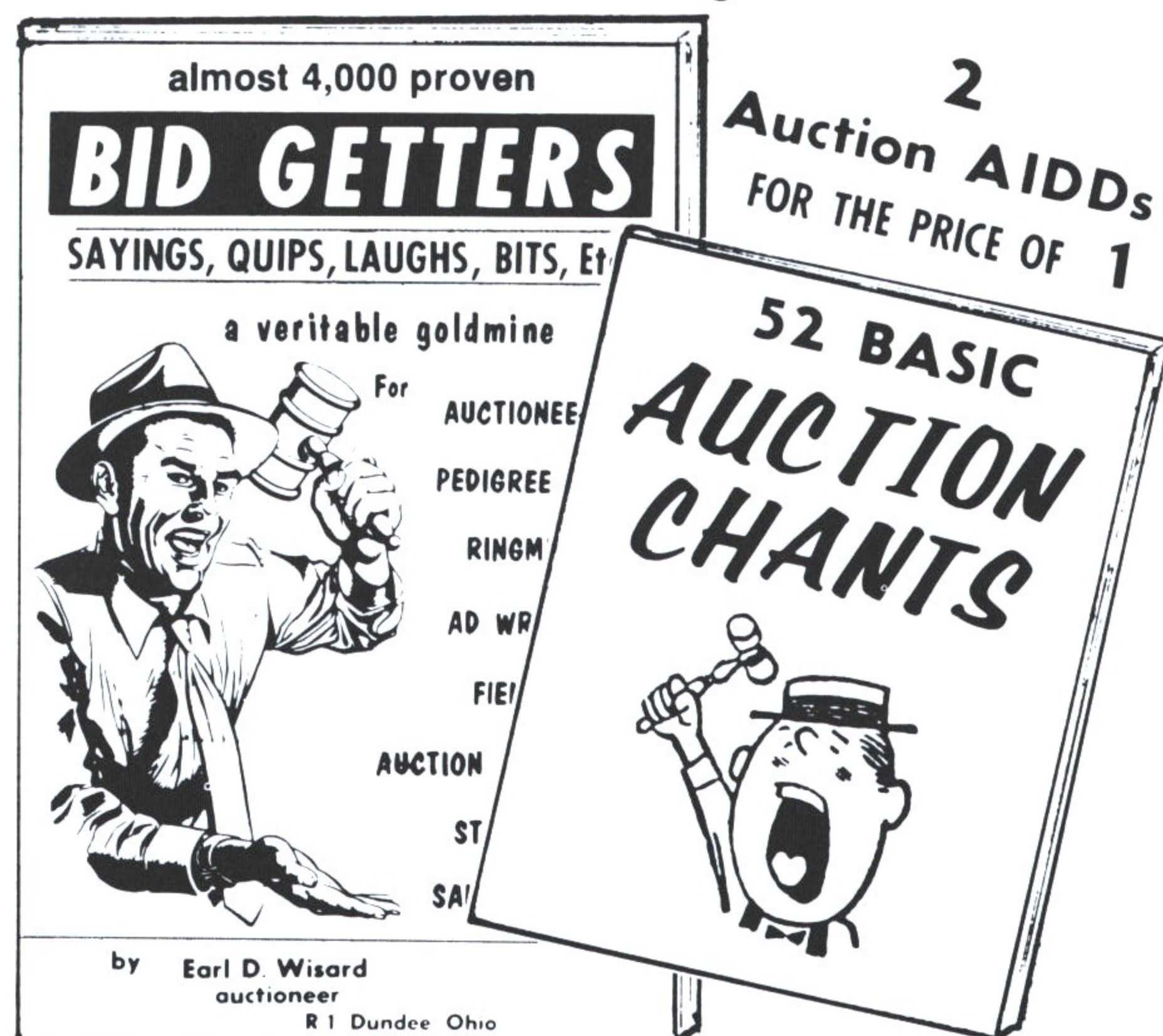
Well, this old farm boy and auctioneer is back on the farm again, only not his dad's dairy farm, but yours.

Yes, yours, the taxpayers, which they call a County Coub and may well be in the prison world, but to me it is still a Federal Prison Camp, which is also an operating dairy farm, furnishing milk and meat for two other prisons.

I want to express my thanks to you and the members for their help and assistance in my court

The Basic concept of Bid Getters . . .

"There is no place in the auction business for a man that is too lazy to commit to memory that which is of vital importance in getting more bids or that which will entertain and hold an audience" Col. W. B. Carpenter, 30 years President, American Auction College.



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case. Telephone calls and donations came from all over and there are a couple of them which I haven't acknowledged at this time.

I am the only auctioneer from the east coast here for dealing in firearms, but you wouldn't believe how many shop owners and flea market dealers who are here. I have written to my State Association and recommended to them to call their local A.T.F. office and invite them to one of the state association meetings.

I am certain each and every member would like to know how the gun laws affect their business. This is an idea that each state could add to one of the meetings.

My business is closed, but we are going to keep on trying and praying for an early release and make it for the spring sales.

Thanking you and the Association again for their help, I remain,

**Your Farmer,
R. C. Burkheimer**

(EDITOR'S NOTE: NAA member Burkheimer was sentenced to prison for having sold firearms without a Federal license and for selling the guns to out of state buyers. He was arrested by agents of the Department of the Treasury, Bureau of Alcohol, Tobacco and Firearms.)

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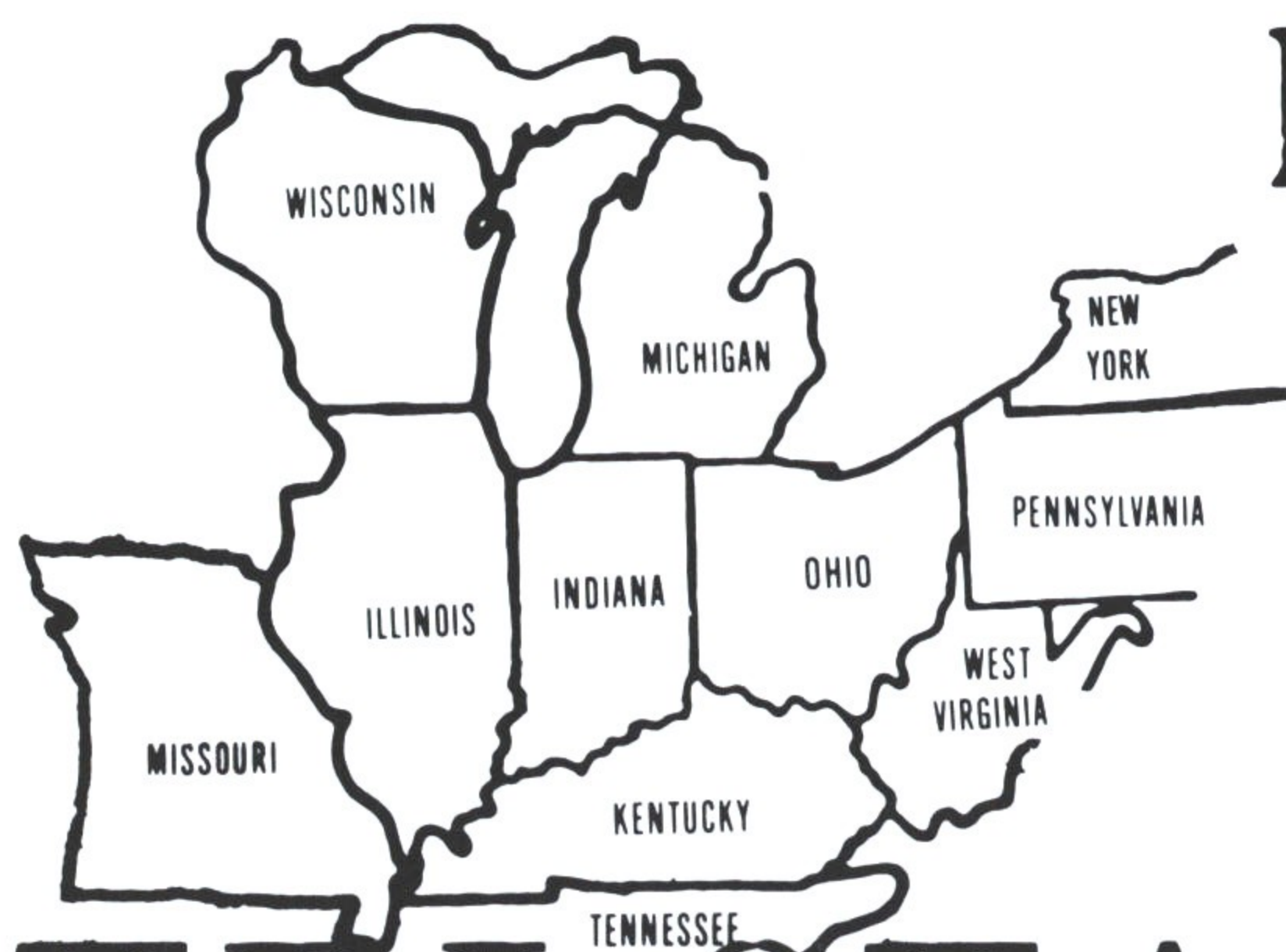
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Cultivate facility of repartee, as there are frequently those in an auction crowd, who will jokingly say a word or two at the auctioneer. But repartee should always be good natured, even when interruptions are rather unseemly and disconcerting.

Should interruptions degenerate into rowdyism, it is much better, after a warning has been given, to have a peace officer deal with the offender than for the auctioneer to "quarrel" with him.

The temper should always be controlled. A show of anger in the auctioneer puts a damper on the bidding.

B. G. Coats



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Opportunity Beckons to NAA Members

By B. G. Coats, NAA Member
Rumson, New Jersey

Conventions have two major functions: to provide educational opportunities for those who attend; and to offer entertainment and fellowship.

It is thus obvious that the convention which does not attract an audience of substantial size fails in some measure to fulfill its role. A large attendance is a tribute to the effectiveness and promotion of the event as a great educational event.

NAA auctioneers and their families, by the hundreds, will make the trip to Denver and the NAA Convention — an annual outing — where they com-

bine pleasure with the business of learning how to do their own practice better.

To be entertained is pleasant but to learn is imperative for the auctioneer who strives to make the most of his trip to a national convention of the National Auctioneers Association. The convention which does not place major emphasis on its educational features misses the main point.

This the NAA is well aware of and each convention surpasses all previous conventions in this respect. No convention has yet reached the ultimate from that standpoint.

No convention can rest on laurels of the past in the belief that all is being done that can be done. There is opportunity for all to make the 1979 Denver Convention more useful tools in the advancement of themselves and their profession. Now is the time to get ready for still better times ahead.

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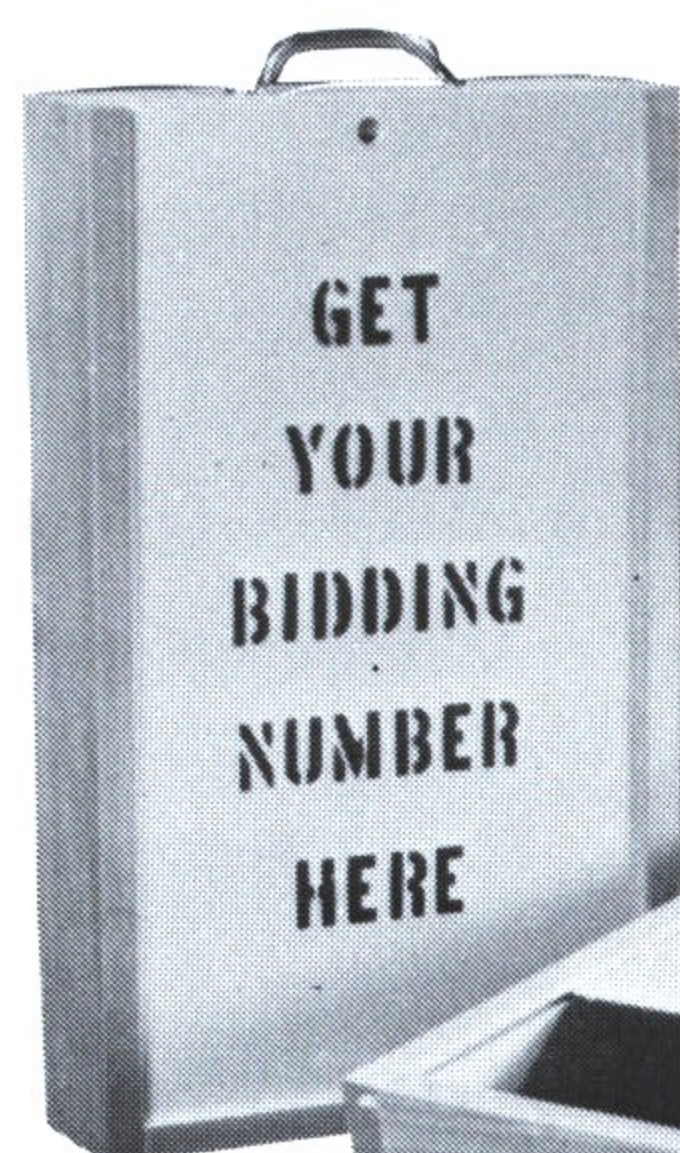
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tion program you will witness an aura of assurance and confidence in the future of the auction method of selling real and personal property. You will find the atmosphere of every meeting permeated with the spirit of cooperation and fellowship.

When so many auctioneers, so widely separated, have a feeling that something is, then it usually is or comes to be. All this and a great deal more, is in store for all who attend.

Opportunity beckons to all who have their eyes open. Let's go to Denver and take advantage of the auction-educational opportunities!

South African Auctioneer Camara Reports Thieves Rip Off Items Before He Has Time for Appraisal

A Cape Town, Africa, news article reported that thieves made NAA Member Jose Camara's work quite easy: if you don't have the property to appraise, you really don't have much to do at all!

In an attempt to visit a home to appraise it for auction, Jose Camara visited the office of his client to pick up the key to the house. After signing for the key, Jose went straight to the house "full of enthusiasm".

The key was useless as the door was gone as were all of the doors. Also missing were kitchen cup-

boards, the kitchen sink, the hot water cylinder, taps, the washbasin, toilet seat and water tank.

Jose's comment on the situation: "No forwarding address was left behind!"

Jose also sent in a news item about the sale value of the famed Rolls Royce automobile. British car auctioneers have disclosed their latest sale — a spanking new green Silver Shadow Mark II, which was sold in Hampshire for R64,371 (R15,311 more than the list price). After contacting the bank in Lincoln, Nebraska on March 5, 1979, it was learned that the value of the R (pound) was approximately \$1.99 to slightly over \$2.00.

NAA Member Trusty is Designated Certified Residential Specialist

NAA member Jim Trusty of Hermitage, Tennessee, has been designated a Certified Residential Specialist (CRS) by the Realtors National Marketing Institute. Auctioneer Trusty is the broker-auctioneer for Statewide Realtors and Auctioneers of Hermitage.

He has been in the real estate field for five years and is a member of the local, state and National Realtor and Auctioneers Associations.

Jim's educational background includes a certificate of real estate from the University of Tennessee and he also is a graduate of the Realtors Institute. His firm specializes in the sale of residential properties by public and private sales.

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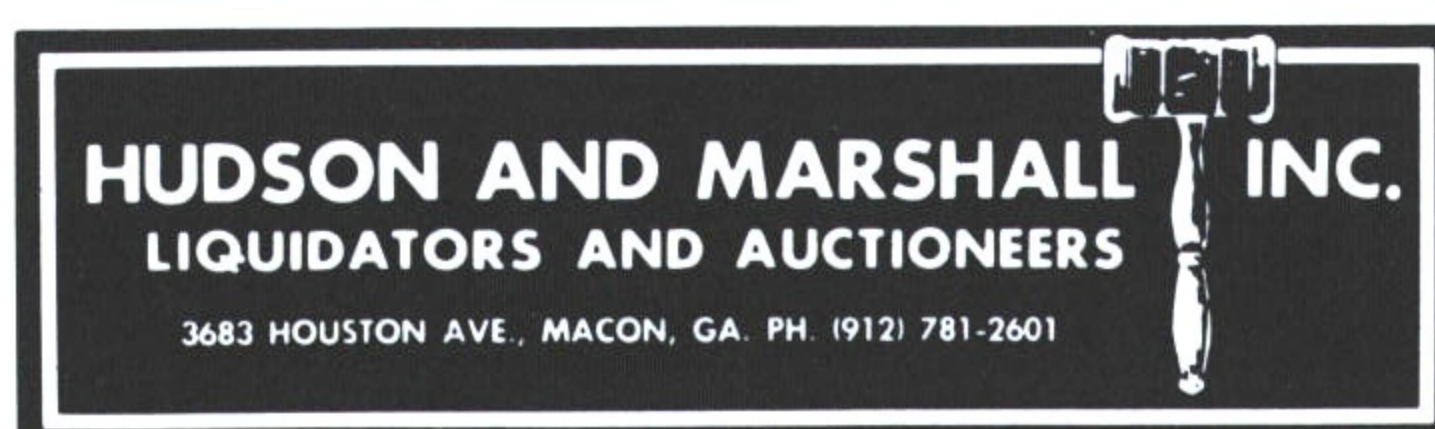
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Jim has been a long-time member of the YMCA; a 32-degree Mason and Shriner. He is credited with helping to put together the real estate program now being offered by the Metro Adult Education Section. He also has a program in auctioneering at University of Tennessee-Nashville and Volunteer State College.

Both of the programs have been approved by their respective commissions as meeting the educational requirements set forth by the State of Tennessee.

The CRS Award, designed especially for realtors and realtor associates, is a certification of skill, experience and documented activity in the field of residential real estate. The CRS designation is the latest development in the Marketing Institute's ongoing efforts to promote education and certification of real estate marketing skills.

The Marketing Institute is an educational affiliate of the National Association of Realtors.

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AUCTIONEERS:

I dedicate this booklet to fellow auctioneers, by request of many, after hearing me talk on new furniture auctions and how to secure them.

I was speaker on these subjects at the National Auctioneers Convention in Oklahoma City, also the Illinois State Auctioneers Convention, and this subject at the Kentucky State Auctioneers Convention. Many times I have been on a question and answer forum for other states. I have also spoken at Auction Schools.

Many letters come to my office in regards to getting new furniture auctions, so I feel compelled to pass what knowledge I may have on to the ones that have asked me to do so for them. So as to not show any favors to one and not the others, I wrote this booklet to let those that may be interested in working new furniture auctions with their other lines of auctioneering have what knowledge I may have. At this time let me say these rules and methods will work for you if you carry them to the letter.

This will be the last time offered. So be the first in your district to enlarge your commissions by \$10,000 for the coming year. I will personally grant you will be \$10,000 ahead for the year, if you carry this book out to the letter. Remember it tells all how to secure the sales and how to handle the sale after you secure it.

Mr. Auctioneer this is 48 years of experience and know how. So it is up to you — if you would spend \$10.00 to make \$10,000 you can't **MISS**.

Mail orders to home office, make checks payable to

COLONEL L. M. BOATRIGHT
8862 East & 400 South • Marion, IN 46952

In Memoriam . . .

BENNIE WILKERSON

The post office returned THE AUCTIONEER magazine, mailed to Bennie Wilkerson of Lowes, Kentucky, marked "deceased". No additional information was offered.

R. EUGENE SMITH

The dues renewal notice, submitted to R. Eugene Smith of Bishopville, South Carolina, was returned with the following comment: "Passed away June 16, 1978 — heart attack."

Evidently the unfortunate news of auctioneer Smith's death was submitted by his wife, as she also asked to have her son's membership initiated. He is R. Eugene Smith, Jr., also of Bishopville.

J. STUART DESPER

J. Stuart Desper of Swoope, Virginia, died on Friday, February 9, 1979 at the age of 30. Auctioneer Desper, a graduate of the Missouri Auction School, was the immediate past president of the Virginia Auctioneers Association. He was Virginia Auctioneer of the Year in 1978.

Stuart was a livestock auctioneer, active in civic and professional groups and the founder of the annual bid calling contest at the Virginia State Fair.

Surviving are his wife, Jeannette, and two children, Joseph and Tammy.

DAN DANNER

Dan Danner, who operated the Grayslake Auction Center in Illinois and who lived in Glenview, Illinois, died on January 30, 1979 at the Great Lakes Naval Hospital. He operated the auction center for 13 years and also had retired from the Navy, having served for 20 years; his last years at the Glenview Naval Air Station.

He is survived by his wife, Erma, and four sons and one daughter. His son, Mark Danner, is also a member of the NAA and the family will continue to operate the Grayslake Auction Center.

JOHN ALLEN BROWN

John Allen Brown of Franklin, North Carolina, died on February 10, 1979, due to a sudden heart condition. Information about auctioneer Brown's death came from his wife, who wrote: "He loved his fellow auctioneers and I am asking each of you to remember me and our family in this time of bereavement."

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Ladies' Deluxe L.C.D. Watches	Ea. \$ 15.95
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7-Pc. Hard TEFLON-II Set—Asst'd colors	Set \$ 10.50
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Cutlery Set, 1 yr. guarantee	Set \$ 6.00
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7-Pc. Deluxe Stainless Steel Cookware Set	Set \$ 18.00
6-Pc. Regent Sheffield Sword Knife Set	Ea. \$ 5.50
7-Pc. Italian Decanter & Wine Set	Ea. \$ 6.90
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Decisions of the NAA Board . . .

NAA Board of Directors Meets in Las Vegas; Two-day Meeting Considered Beneficial to All

The Mid-winter meeting of the NAA Board of Directors was held on January 31-February 1, 1979 — immediately following the Las Vegas Seminars, which was held in the beautiful Flamingo Hilton Hotel — and a full agenda kept the board members' attention throughout the meeting. The 18-member board, in addition to Treasurer Dean Fleming and Executive Director Harvey L. McCray, was present for the meeting.

To summarize the actions of the board, a list of those items which will be of importance to the entire

membership will be listed below. During the meeting, the board:

- Approved the 1980 February NAA seminar site as Phoenix, Arizona; the dates and location to be determined after Executive Director McCray contacts the Phoenix area convention and tourist bureau. The January NAA Seminar site already had been selected and it will be held on January 20-23, 1980 at Colonial Williamsburg, Virginia.

Continued on page 41

What Do You Want From THE AUCTIONEER Magazine?

NAA members will have the opportunity to determine what they want from or included in their magazine, THE AUCTIONEER. The NAA board of directors, at the January, 1979 Mid-winter meeting, approved a recommendation from the Publications Committee that a survey be conducted to the membership to determine just what the members want in and from their magazine.

Currently the magazine is written, edited and published from letters, general information, publicity releases, newspaper and/or magazine references, which are submitted to the NAA Office. The editorial staff of THE AUCTIONEER magazine consists of the executive director and his office secretaries.

The material has to come from the membership and there have been complaints that too much information is submitted, which describes how successful the auctioneer has been, or how successful a particular sale has been, but the articles do not offer enough "educational (how to) material, which will help improve on the image of the auction profession and assist the auctioneers compete in the market for the sale of real and personal property.

Several auctioneers have complained about the volume of advertising, which appears in THE AUCTIONEER magazine. Advertisers, on the other hand, have stated how successful the results have been when they advertise in THE AUCTIONEER magazine and many auctioneers are using the magazine to obtain merchandise, information, etc., in their work.

If you have an opinion on the content of THE AUCTIONEER magazine, use the form below; make your comments and suggestions and offer good, constructive information as to what you wish to see printed in THE AUCTIONEER magazine. Your comments on how the Editor can obtain the material also will be helpful:

An NAA Survey . . .

THE AUCTIONEER Magazine Content Survey Form

To: Harvey L. McCray, Editor
THE AUCTIONEER Magazine
135 Lakewood Drive, Lincoln, NE 68510

I would like to see the following material/information included in THE AUCTIONEER magazine:

I also suggest that the NAA use the following procedures to obtain the material/information suggested above:

Name

Address

City

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The Voice Projector 18 is back... and now it's even better than before!

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

The old model 18 was the benchmark by which auctioneers measured quality in P.A. equipment.

Lectrosonics now introduces two new model 18's that set a new benchmark in quality. The VP18R has all the features of the original model, plus hi-level input and output for connecting to other audio devices such as a tape recorder. Now you can play music through your VP18R before the auction begins, without being embarrassed by the quality of the sound.

In addition, record your bids to settle disputes or questions after the auction. The 18R also has a heavy-duty,

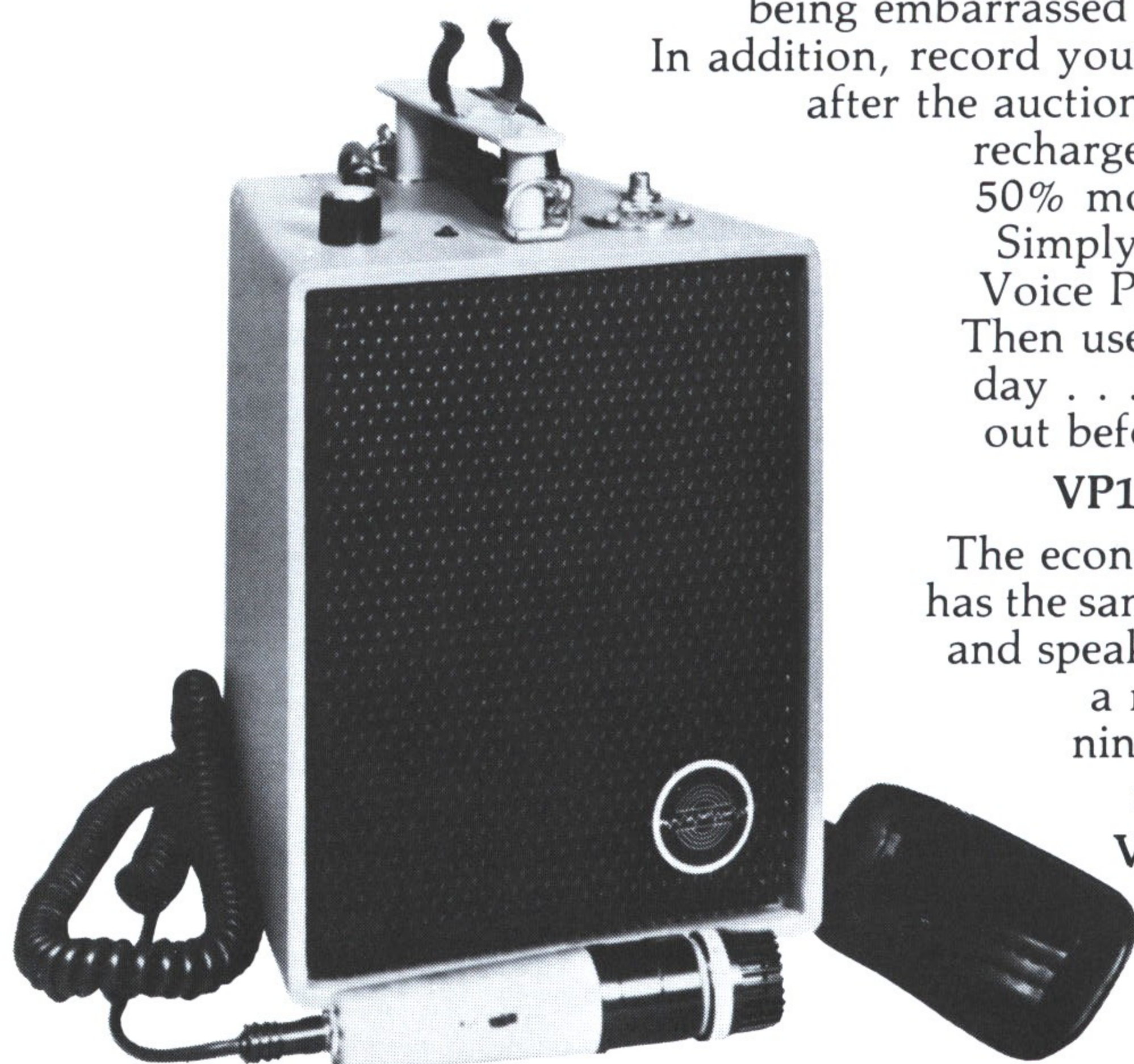
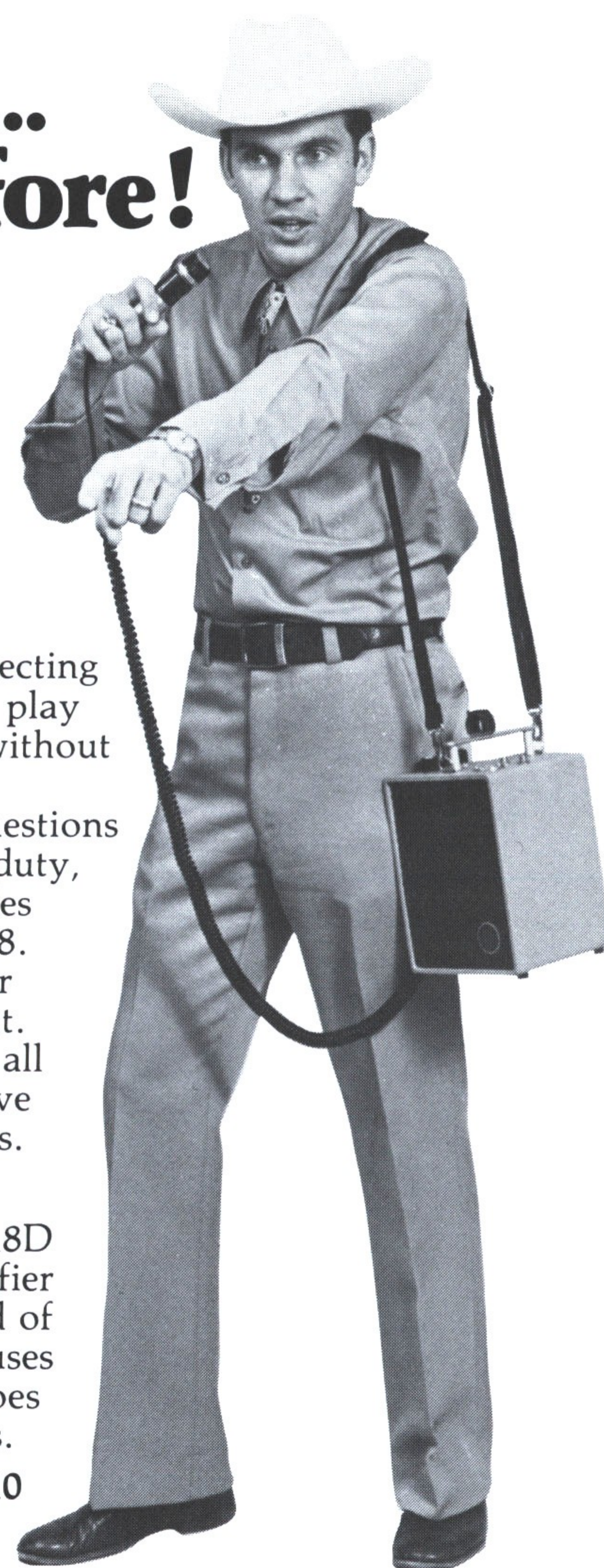
rechargeable power pack that provides 50% more life than the original VP18.

Simply plug in the charger and your Voice Projector will charge overnight. Then use the VP18R with confidence all day . . . your voice will probably give out before your Voice Projector does.

VP18R Auctioneer Price - \$295

The economy model Voice Projector 18D has the same quality microphone, amplifier and speaker as the VP18R. But instead of a rechargeable power pack, it uses nine "D" cell batteries, and it does not have hi-level connections.

VP18D Auctioneer Price - \$210



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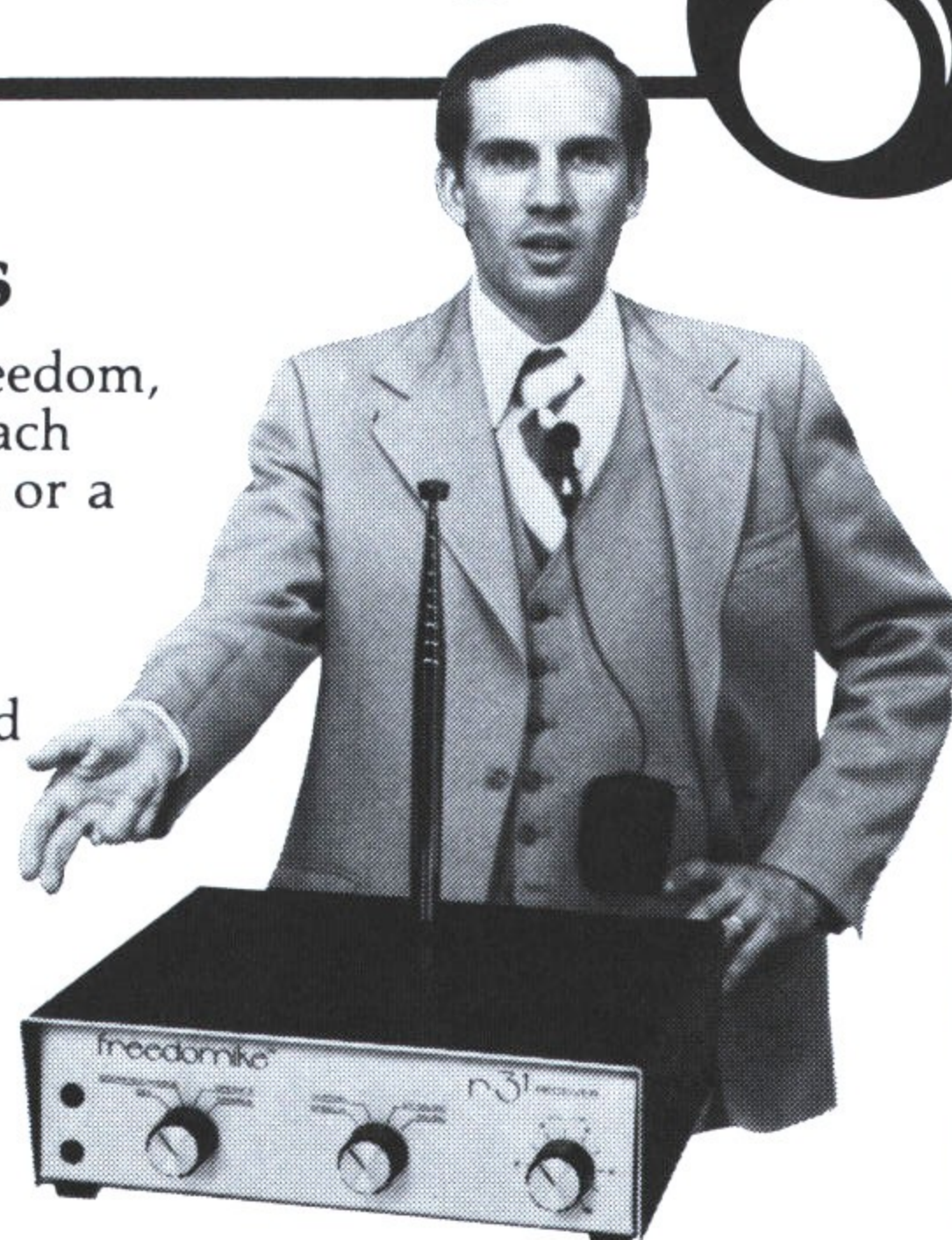
Freedomike Wireless Microphones

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.

Freedomike System One
(with tie-tack mike) - \$665

Freedomike System Two
(with hand-held mike) - \$685

Freedomike System Three
(with both microphones) - \$750



Plus Power 48R Amplifier/Speaker

For the audience that's even bigger than your Voice Projector 18R, Lectrosonics has the Plus Power 48R. It's not just an extension speaker. With its own built-in 16 watt rms amplifier, the PP48R more than triples your sound output. And - like the new VP18R - it's rechargeable so you don't have to worry about replacing batteries.

**PP48R Auctioneer
Cost - \$165**



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Hewlett, NY 11577
516-374-3245

Decisions of the NAA Board

Continued from page 39

The February Phoenix Seminars will be a three-day Real Estate Seminar; the January Colonial Williamsburg Seminars will be a three-day Antiques Seminar.

- Reviewed the use of the NAA trademark registered emblem and asked the Executive Director to write to any and all NAA members and commercial firms to insist that the board approve the use of the NAA emblem before it is added to any commercial product.
- Reviewed the procedure by some NAA members who fail to personally sign the NAA membership applications and instructed the Executive Director to return all applications and membership fees if the applicant is not sponsored by a current NAA member.
- Reviewed the permanent NAA convention schedule and approved a new convention format, which will eliminate the Wednesday night reception and replace it with a night of entertainment; replaced the Host Association Friday luncheon with an NAA Awards Luncheon, at which time all awards (convention golf tournament, membership awards to State Association with highest net increase in members, Advertising Contest awards, special awards to NAA president and convention chairman, and all other miscellaneous awards, in addition to the CAI — Certified Auctioneers Institute

— membership awards and installations) be conferred at the Friday Awards Luncheon, with the exception that the Hall of Fame Awards, retiring officers and directors awards and awards to the retiring and incoming presidents be given at the Saturday night banquet; revised the Annual Meeting schedule so that the Annual Meeting will begin at 10:00 a.m. on Saturday (the Memorial Service, reading of the minutes of the previous meeting, Committee reports and miscellaneous business) and following a lunch recess, the Annual Meeting will reconvene at 1:30 p.m. and the Nominating Committee will read its report, followed by the voting of officers, directors and any and all amendments submitted to the membership. The program was revised to allow more time for the business at hand, while at the same time, with further rescheduling of convention activities, not eliminate any workshops and/or educational programs. The other revision in the convention scheduling is to eliminate the entertainment, which normally precedes the Fun Auction on Thursday night and professionalize the fun auction by offering a definite program for the auction.

- Offered the Executive Director the opportunity to redesign the plastic name badges, formerly provided to NAA members at cost, and have new ones designed and stocked for sale to the members.
- Authorized the purchase of large embroidered emblems with which NAA members can have sewn on the back of jackets and displayed at auc-

The Reisch Auctioneer's Speaker

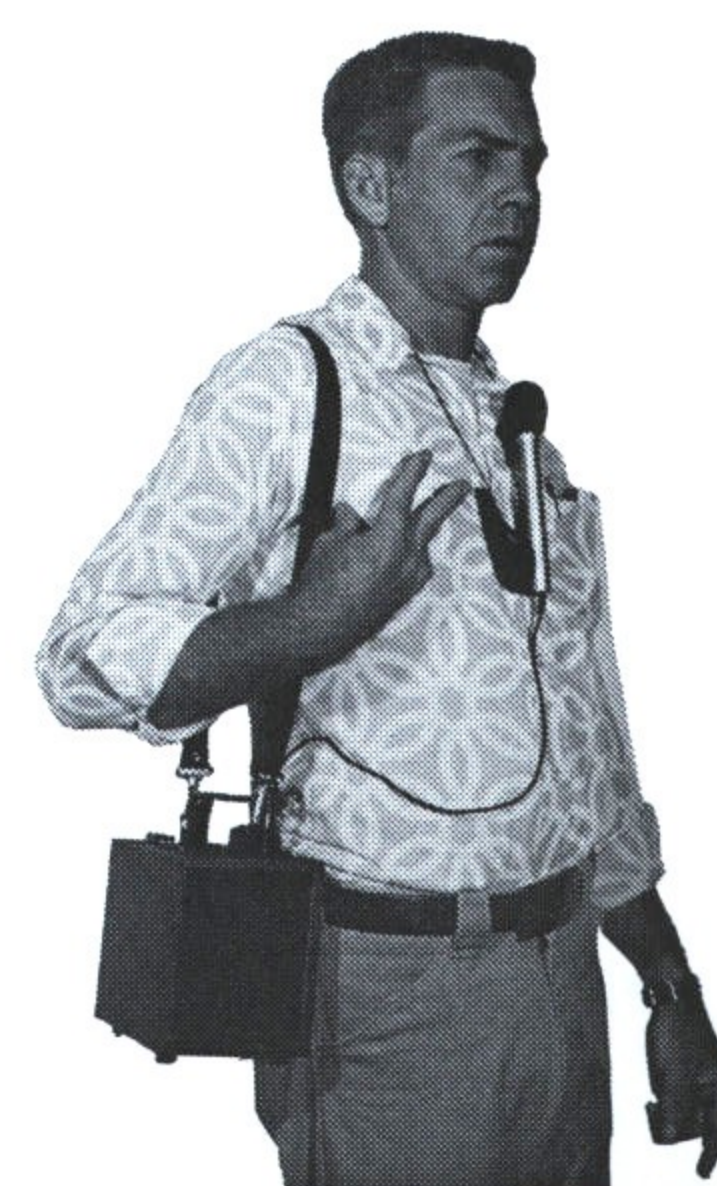
The greatest ever used in the auction profession. Nothing its equal. Either of these speakers will do the job — loud and clear — and can be heard for a half mile or more. The leading auctioneers throughout the U.S.A. and Canada use these speakers. Why not you? We have sold these speakers for the past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



REISCH SPECIAL
"MR. BIG VOICE" — JR-1

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

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



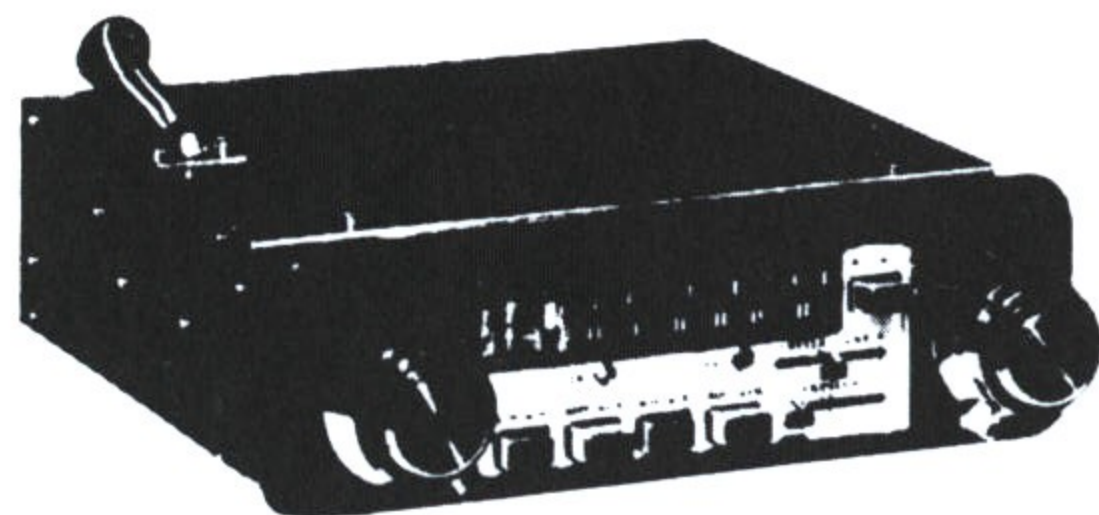
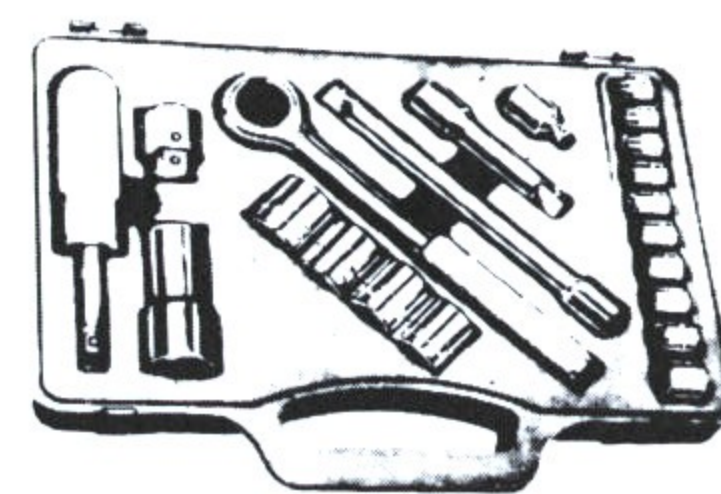
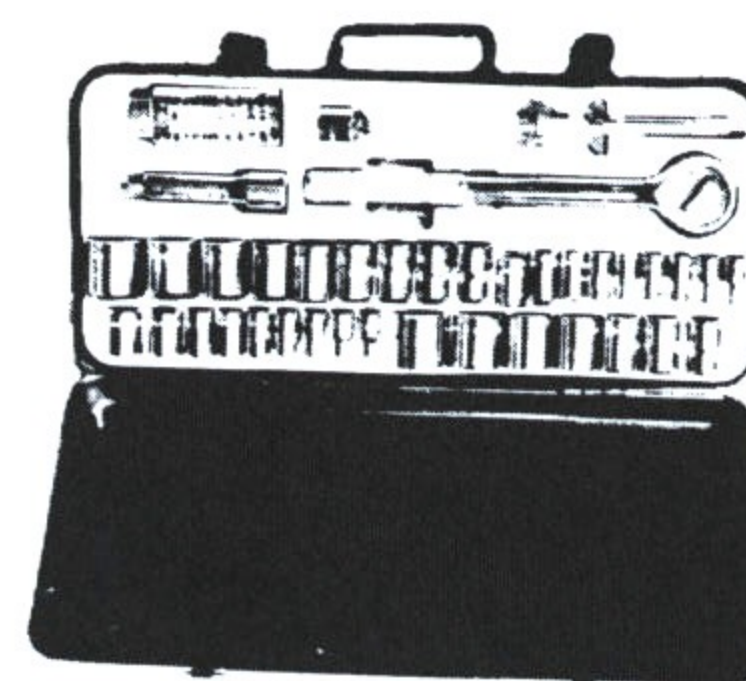
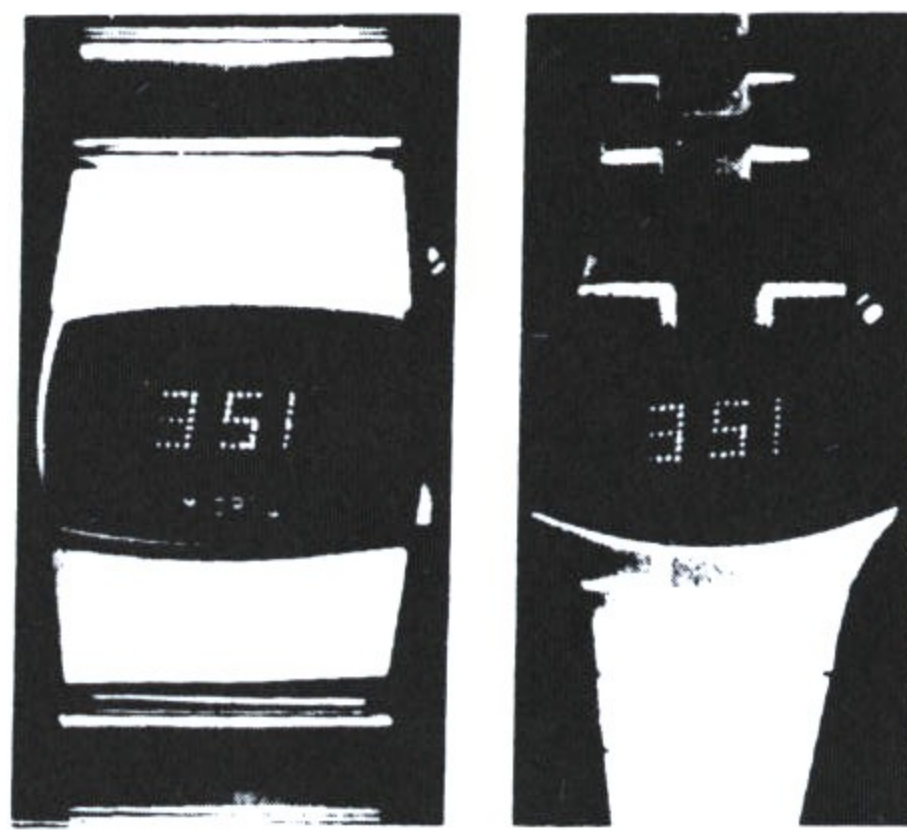
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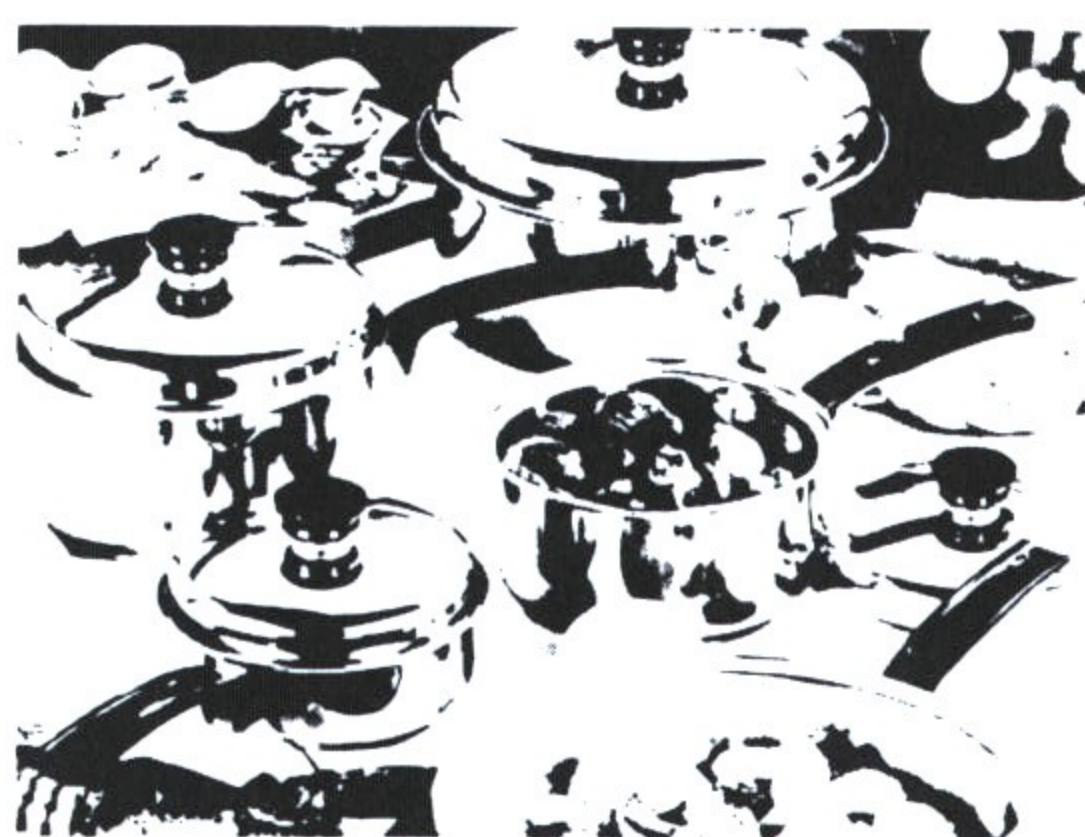
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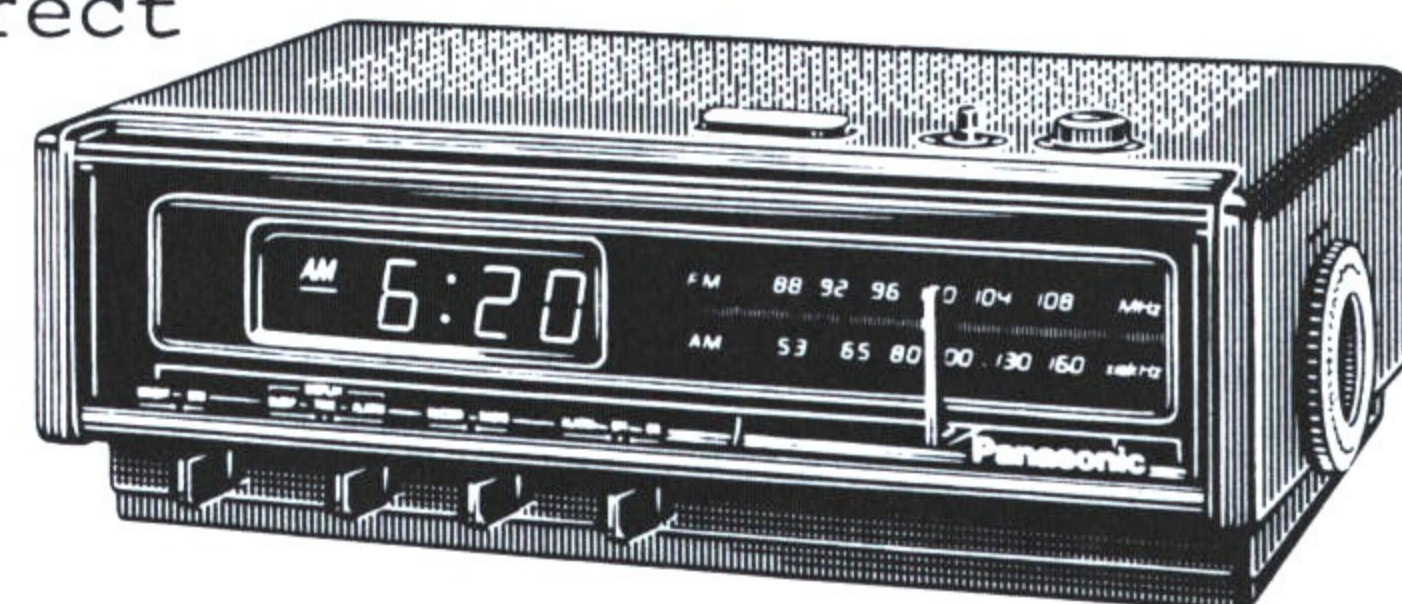
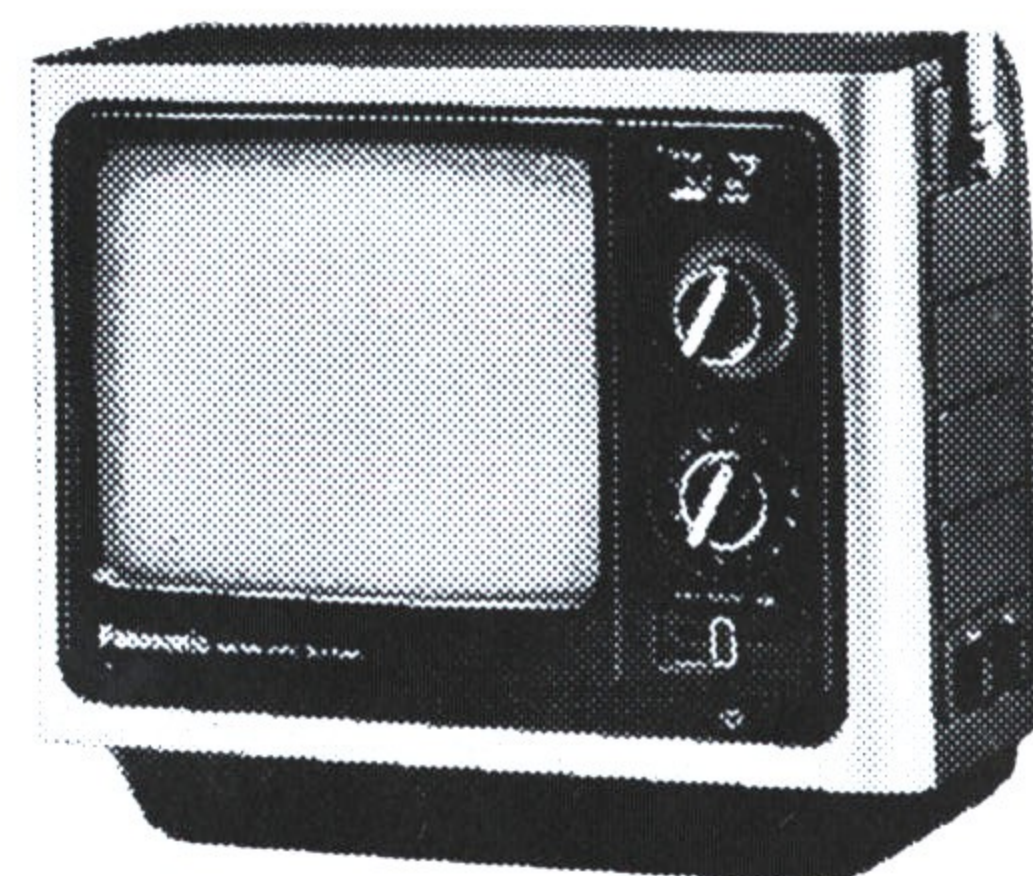
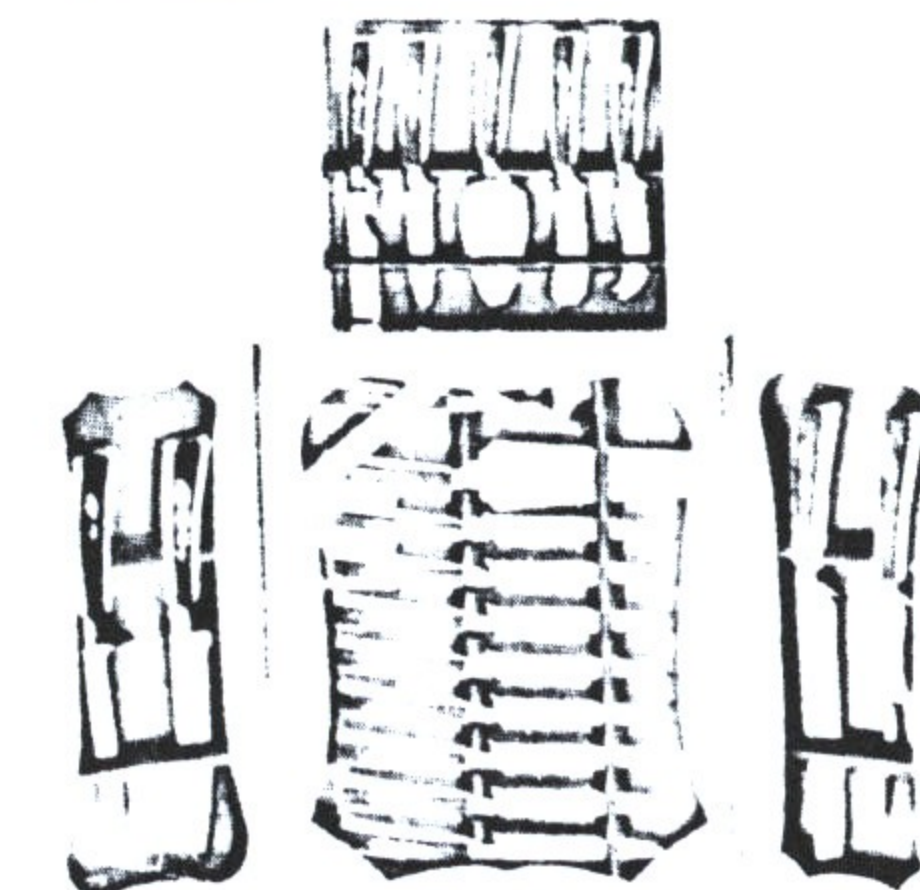


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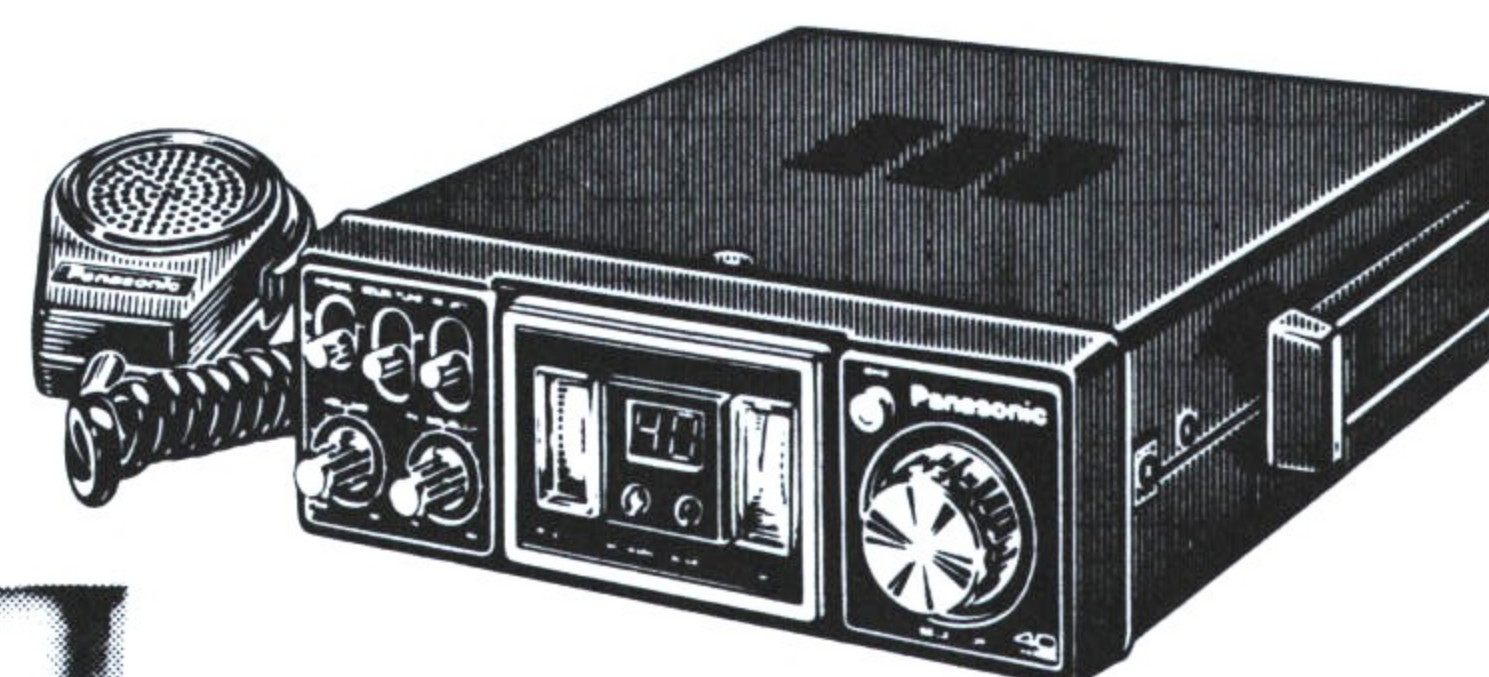
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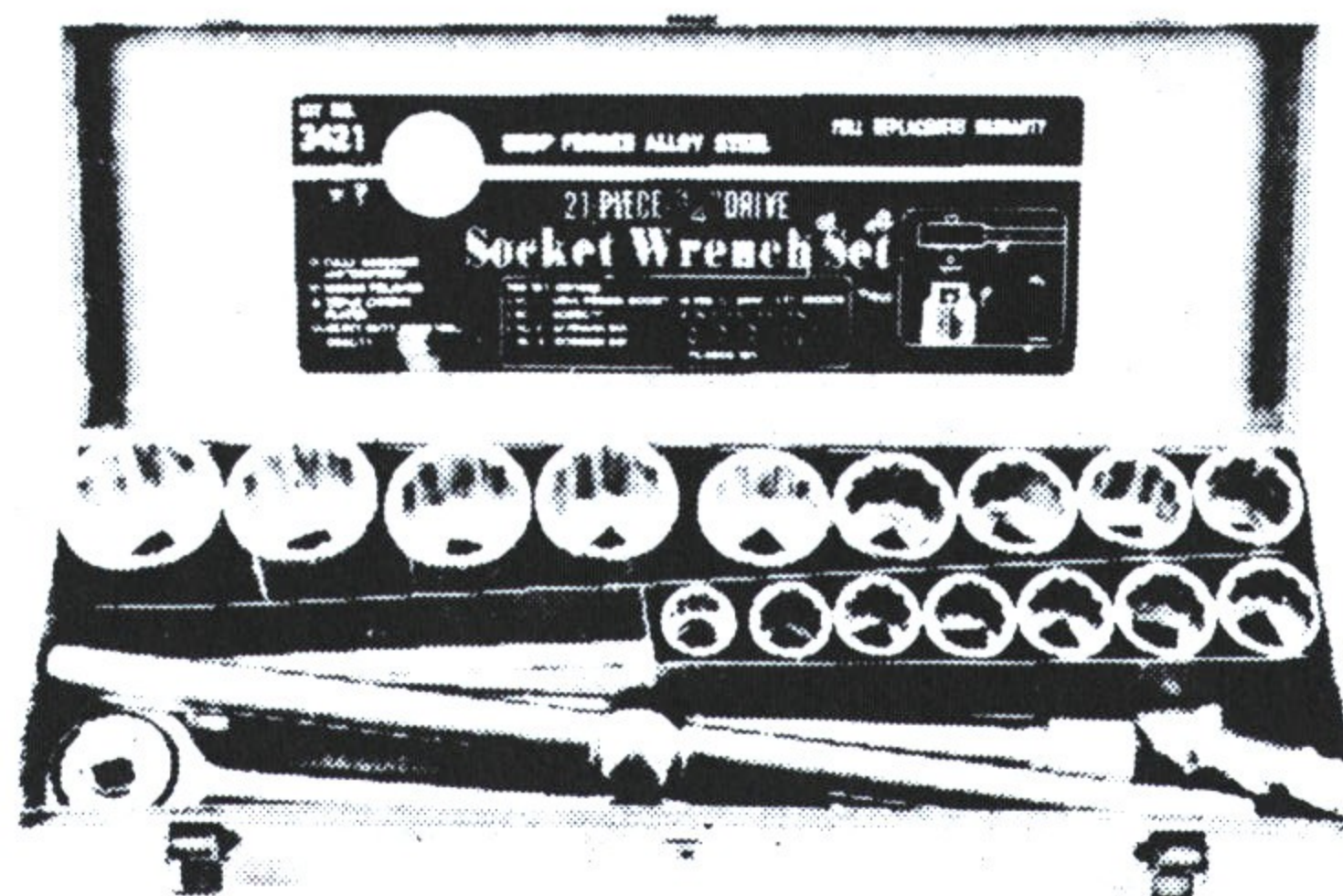


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- tions, etc.;
- Approved the requirement that three copies of each Advertising Contest sale brochure/advertisement and in each category be submitted with each entry so that one copy may be maintained as a permanent record in the NAA Office; one copy be maintained by the judges; and the third copy be used to display at the NAA Convention when the judging has been completed.
 - Reviewed several grievances which were levied against NAA members, but did not take any action on the grievances until further information can be obtained by the member.
 - Authorized the conducting of a membership survey to solicit the necessary information needed to build and approve an insurance program; and that the survey also include questions, which will help the NAA learn more about the auction activities of the membership (specializations, etc.).
 - Approved a recommendation, which will solicit from the Ladies Auxiliary to the NAA help in preparing for and supervising youth activities at the NAA Conventions.
 - Approved a proposal from Frontier Airlines, which requested a list of NAA members in cities which are being served by Frontier, to have literature prepared and submitted to the members as a courtesy promotional for the NAA Denver Convention in addition to the offering of special fares to NAA members who fly to Denver for the 1979 NAA Convention.
 - Approved a resolution to have a survey made of the membership to determine what the membership wishes to have published in THE AUCTIONEER magazine.
 - Approved having a Legal Column published in each issue of THE AUCTIONEER magazine; said column to offer NAA members information about new and pending legislation. The information to be printed in the legal column is to be submitted in writing (and with copies of the legal documents) to the NAA Office whenever possible and by the membership.
 - Approved a policy whereby that whenever a foreign auctioneer joins the NAA and wishes to have the magazine submitted to him on a first class basis, the additional annual cost of mailing the magazines be charged in addition to the annual membership fees.
 - Approved a new "sample resolution" for National Auctioneers Week (new resolution printed in the last and current issue of THE AUCTIONEER).
 - Heard a report about the incorporation of the National Auction License Laws Officials Association (NALLOA) by NALLOA president John Friedersdorf of Franklin, Indiana and learned that a P.O. Box will be obtained by NALLOA in Lincoln, Nebraska, to which NAA members can write to

obtain information about the NALLOA members' licensure situations.

- Heard a report from the Articles of Incorporation and By-Laws Review Committee about the need to revise both documents and approved a resolution to have the Amendments to the Articles of Incorporation proposed to the membership at the July 14, 1979 Annual Meeting (Denver, Colorado); and further, approved the resolution to have the amendments to the By-Laws voted on at the July 11, 1979, meeting of the NAA board of directors.
- Empowered the Executive Director to employ a Director of Association Services (duties to include working with the Executive Director, planning programs and services, which will be beneficial to the NAA membership; the development of a permanent archives; and the maintenance of

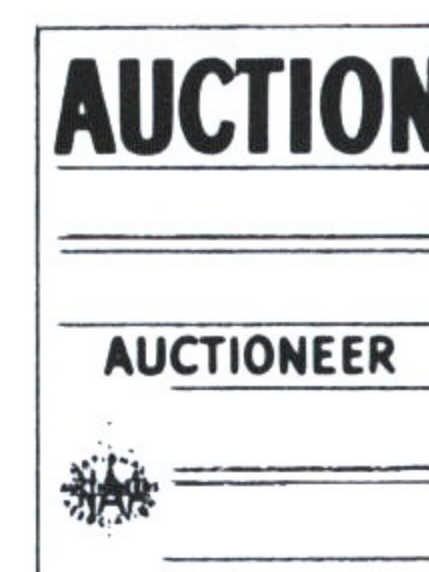
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"Common Sense in the Auction Business" is a booklet compilation of the "Common Sense" articles exactly as they appeared in THE AUCTIONEER magazine. The booklet is complete and includes articles whose material was not directly pertinent to "Let's Talk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

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- the membership records).
- Approved the 1979 Denver NAA Convention budget and program.
- Authorized the Executive Director the opportunity to provide information on converting the NAA records to a computer program and that a report be made at the July, 1979, meeting.
- Authorized the Executive Director the opportunity to hire a new auditing firm.

- Approved a revised Budget for 1978-79, due to the dues increase, which went into effect on January 1, 1979.
- Appointed Martin E. Higgenbotham (two year term) and Rex B. Newcom (one year term) to represent the NAA Board of Directors as members of the Board of Governors of the Certified Auctioneers Educational Institute, Inc. (CAI).

CONVENTION DATES

April — Mississippi Auctioneers Association, Downtown Holiday Inn, Jackson.

April 1-6 — Certified Auctioneers Institute, Indiana Memorial Union, Bloomington, Indiana.

April 8-9 — Kentucky Auctioneers Association, Executive Inn Rivermont, Owensboro.

April 16 — New Hampshire Auctioneers Association, Manchester.

April 17 — Maine Auctioneers Association, 25th Anniversary, Holiday Inn, Augusta.

April 20-21 — Arkansas Auctioneers Association, Spring Convention, The American Motel, Batesville.

April 29 — Iowa Auctioneers Association, Spring Convention, Country Squire Best Western Motel, Atlantic.

May 5-6 — Missouri State Auctioneers Association.

May 5-6 — Nebraska Auctioneers Association, Holiday Inn, Kearney.

May 6 — Alabama Auctioneers Association, Holiday Inn Downtown, Montgomery.

May 6-7 — Oklahoma State Auctioneers Association, Holiday Inn, Oklahoma City.

May 26-27 — South Carolina Auctioneers Association, Quality Inn, Columbia.

June 4 — Georgia Auctioneers Association.

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

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

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

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

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

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

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

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

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

December 1-2 — Virginia Auctioneers Association, Manassas.

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

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

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

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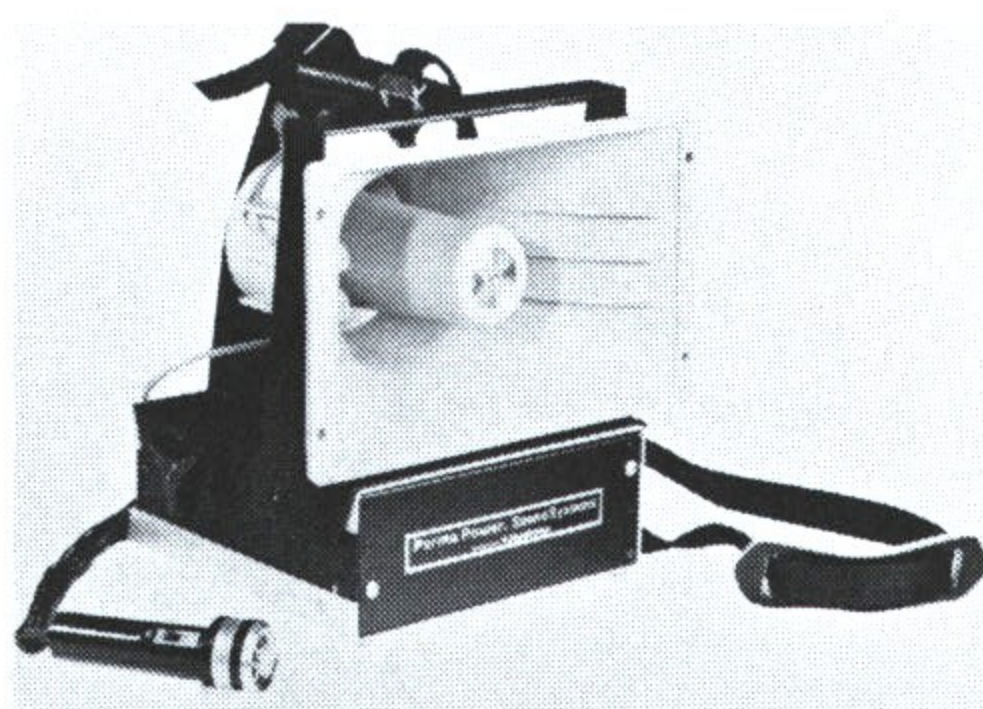


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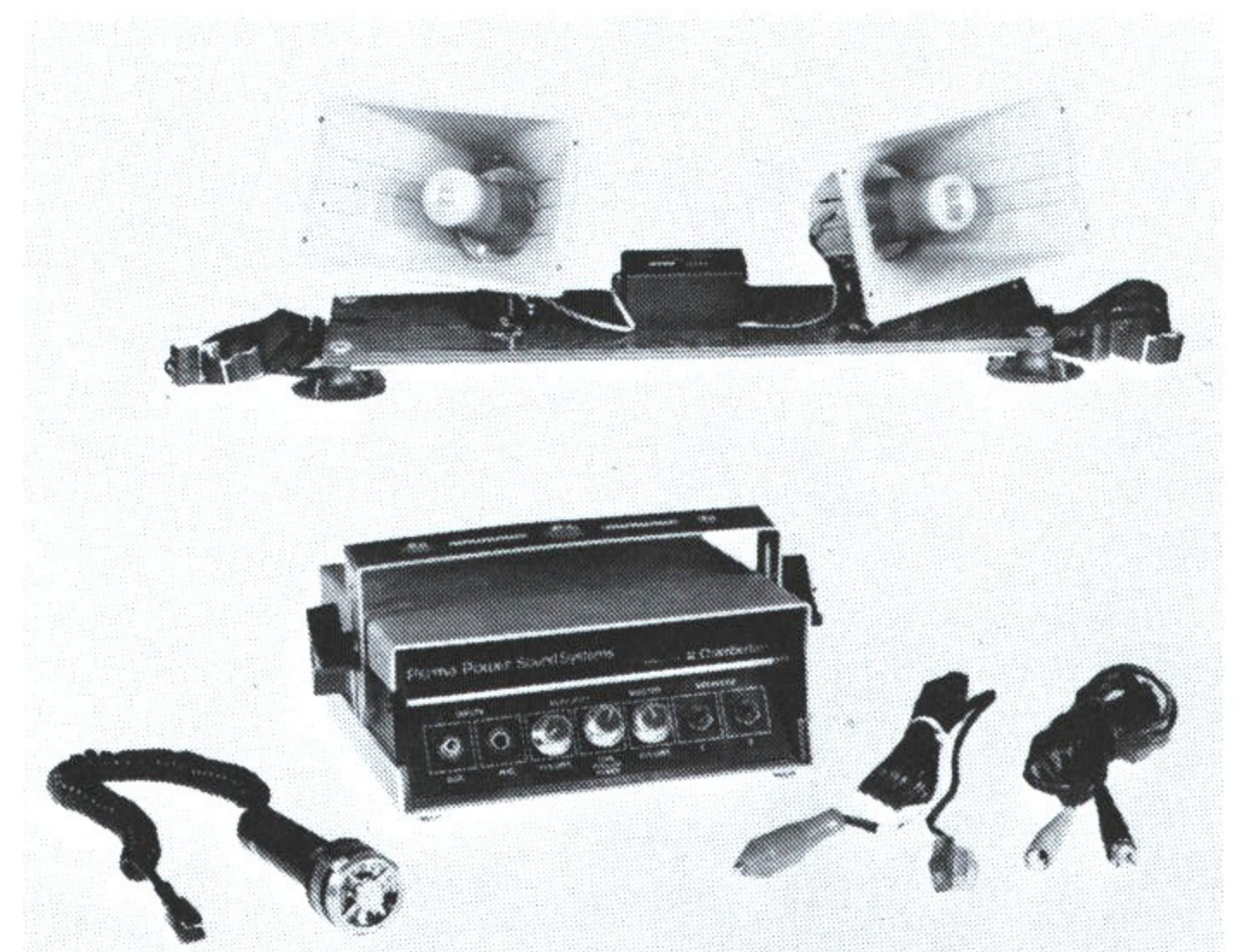
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Jose Camara—Cape Town, South Africa
Ladies Auxiliary to the NAA

IRS Takes Mystery Away From Its Audit of Returns

Some things will never be popular. At the top of the list, nip and tuck with going to the dentist, is the income tax examination or audit. But, like having specialized tooth care, an audit may be necessary for some people, at one point or another.

One more similarity before leaving the dentist comparison: those who tend to fear tax examinations or extensive dental care are generally those who have never actually had to deal with either. The suspense, the tales, and the vague fear associated with them tend to be alleviated by firsthand experience.

Notification by the Internal Revenue Service that your tax return is about to be examined is not necessarily an accusation of wrongdoing. True, the IRS may suspect that you have made mistakes on the return — if they really believed the return was completely proper they would not waste the time and money to examine it — but basically an audit is a business-like meeting between two people to ascertain the accuracy of a set of figures, specifically those on a tax return.

A frequent question is "Why me?" Taxpayers are chosen for audit by several methods. Taxpayers with very high incomes have their returns automatic-

ally screened for audit potential. Not all are audited but they are carefully reviewed because experience has proven that additional tax liability frequently exists at those levels.

Other returns, a relatively few, are chosen at random for comprehensive audits. The information gleaned from these audits is used by IRS to update the computerized data which form the guidelines for the final major method of selecting returns for audit — Discriminant Function.

Discriminant Function — or DIF — is the name assigned to a computer process whereby IRS scans the various items on tax returns to look for unusual deductions, credits, and relationships between various figures which are far enough out of the ordinary to arouse curiosity. Weights are assigned to various factors and each return given a composite DIF score. Those with the highest scores are selected for examination.

This doesn't mean there is a safe "norm" for tax returns and all others are wrong. Many returns which are identified for further examination by DIF are never audited.

Assuming your return is audited, the scenario might go something like this: you go to the mailbox one day, expecting maybe a letter from your cousin and the normal assortment of junk mail. Instead, an official-looking envelope with the words "Internal Revenue Service" awaits you.

Once your heartbeat returns to a manageable

pace and your vision unblurs, you will notice the letter specifies what is to be questioned on the return for a given year, whom you can contact to discuss it in advance, and what time your examination is to take place. Information guides generally are enclosed, explaining what material you will need for the examination. You may call the contact person listed on the letter if you have any questions about the examination. In addition, you can reschedule the examination if the day or time specified conflicts with a previous appointment.

Once you know what to bring, go about putting your records together. Your auditor does not want to be presented with a paper bag full of unrelated, disorganized receipts and scraps of paper. It may be that only a few specific records are necessary, such as a check you wrote to a charity or a copy of a divorce decree.

(An aside: audits are generally conducted for one or two years past, not the current year, which is why the IRS urges taxpayers to hang onto their records used to prepare the return for at least three years after filing.)

The audit itself will be unique. Basically a discussion, a show-and-tell, the examination will involve sitting down and verifying each questioned item on the return. It can end with no change in the tax liability, a refund due the taxpayer, or with IRS proposing an additional amount of tax due on the return.

In the case of a no-change or a refund, you will generally go away smiling to yourself. If the examiner recommends additional taxes, however, you are

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less likely to smile.

If you agree that you owe the taxes, the examiner will ask you to sign a statement to that effect and you will have the option of paying immediately or waiting to be billed.

But you do not have to agree. If you think the examiner was wrong to recommend more taxes, you can appeal within the IRS and the courts. The auditor will explain your appeal rights to you. You might also request a copy of the free IRS Publication 556, "Audit of Returns, Appeal Rights, and Claims for Refund." This publication is also published in Spanish as IRS Publication Number 556S.

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Be prepared for opportunities. Learn all you possibly can of fields likely to afford such opportunities.

Much that may be learned may not afford direct financial returns; but you are prepared for whatever may offer in any likely direction, and one opportunity for which you are prepared will more than repay you for the whole trouble.

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B. G. Coats

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Mendenhall School of Auctioneering Has 72 in February Class



THE LARGEST CLASS EVER in the Mendenhall School of Auctioneering's 17-year history — 72 students — are pictured above during the February session. Instructors and administrators of the school are pictured seated, left to right: Betty Jo Mendenhall, secretary; Jo Ann Everhart, secretary; Forrest Mendenhall; Edna Reagan, secretary; and Louis Fisher, attorney. Instructors not present when the photo was taken: Joe Byerly, Lewis Compton, Herman Crawford, Harold Craven, Morris Fannon, Larry Hedrick, Jake Horney, George Jones, Jimmy Jones, Bill Lanier, Archie Moody, Carson Womack, and Jim Owen.

Missouri Auction School Completes February, 1979, Class



STUDENTS POSE WITH THEIR INSTRUCTORS at the Missouri Auction School's February, 1979, Class. The instructors photographed are seated on the first row, left to right: Third from left, Dale Vaughn, Gary Ryther, instructors; Marsha McGinnis and Toni Theison, secretaries; Karen Swofford, instructor; Richard W. "Dick" Dewees, president; Boyd Michael, registrar; Dean Cates, Lana Domann, Dave Kessler, instructors. Instructors not pictured: C. E. Cumberlin, Verlin Green, John Wood, Wayne Allen and Bob Purinton.

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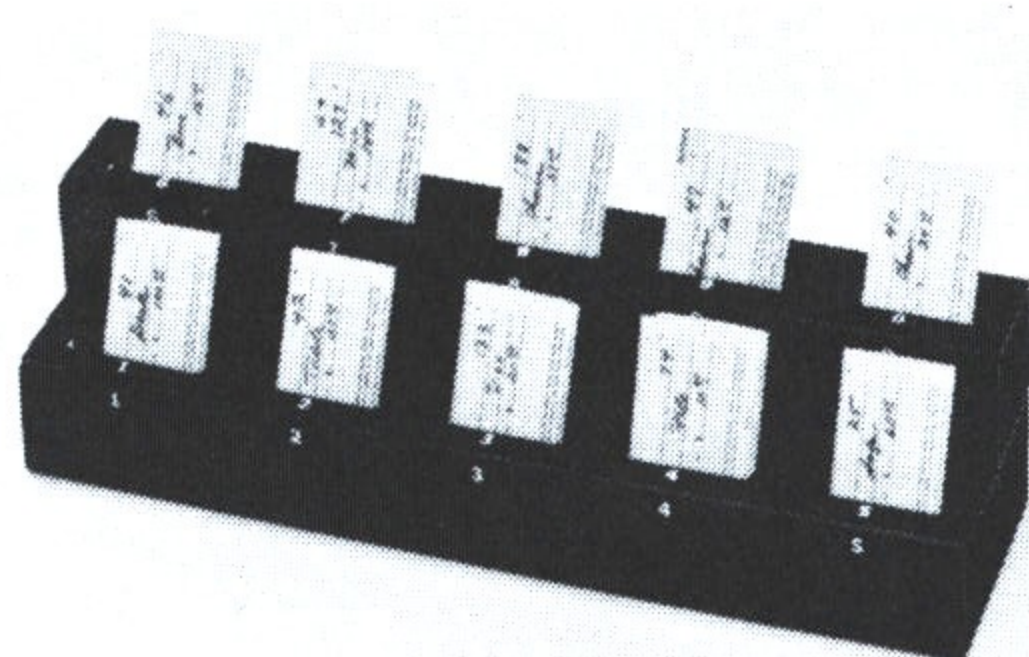
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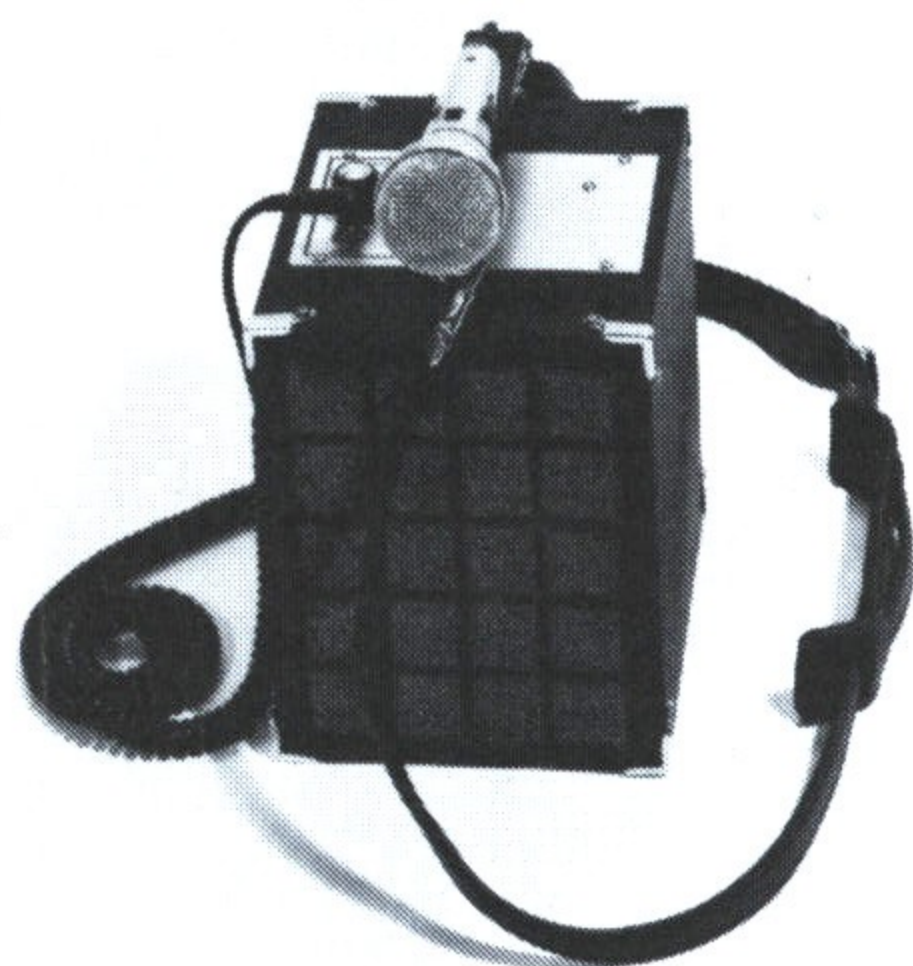


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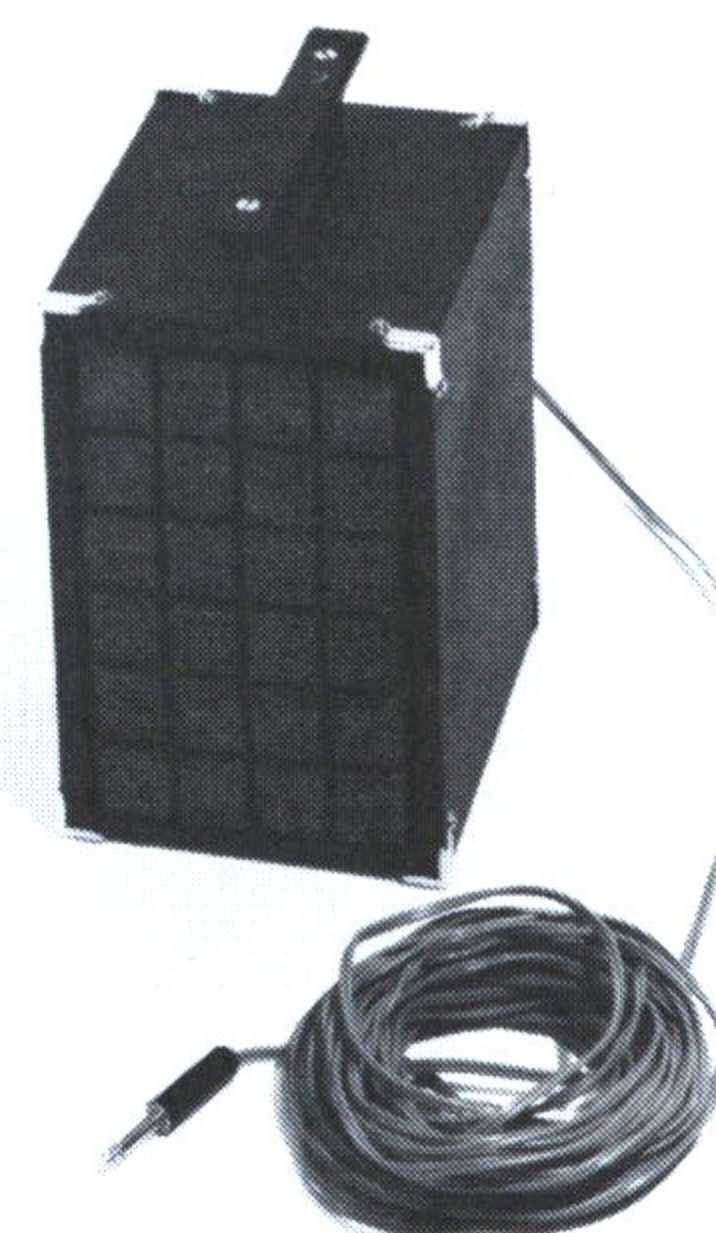


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