

THE AUCTIONEER

The Magazine of the National Auctioneers Association • December, 1977

1978 NAA SEMINARS AVAILABLE IN TWO EXCELLENT LOCATIONS



HYATT REGENCY O'HARE

Chicago, Illinois

January 16-17-18, 1978



ORLANDO HYATT HOUSE

Orlando, Florida

February 20-21-22, 1978



*In the Spirit of Warm Friendship and Good Cheer,
May All of the Blessings of the Season Be Yours!*

**OFFICERS, DIRECTORS AND STAFF
NATIONAL AUCTIONEERS ASSOCIATION**

THE AUCTIONEER

DECEMBER, 1977

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.

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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

SPECIAL NOTICE TO ADVERTISERS OF THE AUCTIONEER MAGAZINE

Effective September 1, 1977 (all advertising in the September, 1977 issue and there on) the advertising rates will be increased. The increase was recommended and approved by the NAA Board of Directors at its January, 1977, meeting and was based on the increases in the costs of printing, publishing and mailing the magazine.

The new advertising rate schedule is being printed above for the information of all current and potential advertisers in THE AUCTIONEER magazine.

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1978 NAA Seminars Registration Form

Please register me for the following 1978 NAA Seminars (Please indicate):

_____ **Chicago, Illinois — January 16-17-18, 1978 — Hyatt Regency O'Hare Hotel**

Subjects: **Monday, January 16:** Real Estate/Real Estate Appraisal for Auction — Bid Calling (evening); **Tuesday, January 17:** Auto Auctions/Classic Car Auction — Bid Calling (evening); **Wednesday, January 18:** Consignment of Farm Implement Equipment & Heavy Equipment at Auction.

_____ **Orlando, Florida — February 20-21-22, 1978 — Orlando Hyatt House Hotel**

Subjects: **Monday, February 20:** Real Estate/Real Estate Appraisal for Auction — Bid Calling (evening); **Tuesday, February 21:** Farm Machinery, Beef, Dairy & Exotic Cattle — Bid Calling (evening); **Wednesday, February 22:** Consignment Auction House (Booking an Auction, Preparation for an Auction and Closing an Auction).

1978 Seminar Registration Fees Information: Three-day fees = \$150 per NAA Auctioneer; Half price (\$75) for NAA Auctioneer's spouse or family member attending with NAA Auctioneer; Daily fee = \$60 per NAA Auctioneer per Session; Half price (\$30) for NAA Auctioneer's spouse or family member attending with NAA Auctioneer.

I have marked the following to indicate my 1978 Seminars Registration:

_____ \$150 Three-day Chicago Seminar.

_____ \$ 75 Spouse's Three-day Chicago Seminar.

_____ \$ 60 Monday ONLY Session, Chicago Seminar.

_____ \$ 30 Monday ONLY, Spouse's Chicago Registration.

_____ \$ 60 Tuesday ONLY Session, Chicago Seminar.

_____ \$ 30 Tuesday ONLY, Spouse's Chicago Registration.

_____ \$ 60 Wednesday ONLY Session, Chicago Seminar.

_____ \$ 30 Wednesday ONLY, Spouse's Chicago Registration.

\$ _____ TOTAL CHICAGO FEES

_____ \$150 Three-day Orlando Seminar.

_____ \$ 75 Spouse's Three-day Orlando Seminar.

_____ \$ 60 Monday ONLY Session, Orlando Seminar.

_____ \$ 30 Monday ONLY, Spouse's Orlando Registration.

_____ \$ 60 Tuesday ONLY Session, Orlando Seminar.

_____ \$ 30 Tuesday ONLY, Spouse's Orlando Registration.

_____ \$ 60 Wednesday ONLY Session, Orlando Seminar.

_____ \$ 30 Wednesday ONLY, Spouse's Orlando Registration.

\$ _____ TOTAL ORLANDO FEES

Enclosed is my check in the amount of \$ _____, made payable to the National Auctioneers Association to indicate my 1978 NAA Seminar Registration.

Name _____ Address _____

City _____ State _____ Zip _____

Spouse's Name (If Applicable) _____

Send completed form and total registration fees to:

**Harvey L. McCray, Executive Director
National Auctioneers Association
135 Lakewood Drive, Lincoln, NE 68510**

HOTEL RESERVATION INFORMATION: Use the Hotel Reservation Forms on page 9 of this issue of THE AUCTIONEER Magazine and make your own Seminars hotel reservations IMMEDIATELY to be assured of accommodations at the NAA Seminar rate. The hotel will release all NAA held space 15 days prior to the Seminars.



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EARLY REGISTRATIONS RECOMMENDED FOR 1978 NAA SEMINARS TO BE HELD IN CHICAGO (JANUARY) AND ORLANDO (FEBRUARY)

Registrations for both the 1978 Chicago and Orlando NAA Seminars are being received in the NAA Office and Seminar Chairman Harvey Lambright, who also is the 1st Vice President of the NAA, urges NAA members to register as soon as possible to be assured of a spot in either of the two sessions.

Each Seminar session will be limited to the first 75 registrants and registrations will be accepted on a first-come, first-served basis. Registration fees must be submitted with the completed registration form before the registration form will be accepted.

Hotel space will become scarce for those registrants who do not register in early. The hotels — Hyatt Regency O'Hare in Chicago (January 16-17-18, 1978) and Orlando Hyatt House in Orlando (February 20-21-22, 1978) — cannot hold the space until the opening day of the Seminar. Therefore, it is imperative that registrants then immediately use the Hotel Reservation Form, which is included with this issue of THE AUCTIONEER (see page 7 for Chicago form; page 9 for Orlando form) and make your own reservations IMMEDIATELY.

The instructors are ready and primed to offer NAA members excellent instructions in the Seminars' subjects. The NAA Seminar Committee has selected the subjects, based on the requests for information made by the membership. The instructors also were selected who have not previously appeared at the Seminars as instructors; new information, then, should be offered, which will compliment anyone who attended NAA Seminars in the past.

Richard A. "Dick" Mader of Gillette, Wyoming, will make the presentation on the Real Estate Seminar; both in Chicago and Orlando. His first presentation will be in Chicago on January 16 at the Hyatt Regency O'Hare Hotel and will include information on Real Estate/Real Estate

Appraisal at Auction.

Dick is an auctioneer, rancher, real estate broker and writer of the newspaper column "The Freedom Prospector". He was born and raised on a Montana ranch. He served in the 3rd Army Special Services, which included a one-year tour of duty in Europe following W.W. II.

Dick is widely known as an auctioneer and real estate broker and has ranching operations near Gillette, Wyoming. A strong advocate of free enterprise, he believes that our nation must return to God and the Constitution if we are to survive as a free man.

He also is founder and builder of Wildwood Christian Retreat, a Christian camp on his ranch north of Gillette. He is a board member of the Sunshine Bible Academy, Miller, South Dakota; a third-year director of the NAA; breeder of registered quarter horses and commercial cattle and has 15 years experience as a professional rodeo cowboy. He speaks from a wide background of experience.

Having been in the auction business since 1948 — 29 years — he has sold nearly every kind of sale possible. He sold, for a number of years, as a livestock auctioneer at livestock markets and recalls selling out a large clinic, which was probably his most unusual auction. One X-ray machine sold for \$8,500, which, in his belief, was a distinction in itself.

In his present business the firm of R. A. "Dick" Mader Real Estate Auctioneers and Realtors sells mainly farm, construction and real estate auctions. The firm definitely handles some of the largest real estate auctions, which ever have been held in the northwest.

The largest sale included a 28,000 acre ranch and during the past summer, the firm sold a 16,000 acre ranch and a 14,000 acre ranch, in addition to many other small properties.

The Mader firm regards themselves as general, as well as real estate, auctioneers. During this year alone, the firm has conducted four construction auctions and a number of registered livestock sales and they occasionally sell a household auction.

THE PROFESSIONAL AUCTIONEER AND WHAT HE NEEDS TO KNOW

By RUSSELL KRUSE

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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 | |

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RICHARD A. MADER



C. E. CUMBERLIN

Charles E. "Chuck" Cumberlin will conduct the Bid Calling and Voice Analysis Seminar in both Chicago and Orlando. The Bid Calling Seminar will be held on Monday and Tuesday evenings at both Seminars. The sessions will begin at 7:00 p.m. on both days, at both seminars, and conclude at approximately 10:00 p.m., or until the instruction is complete.

Chuck is the 2nd Vice President of the NAA, having been elected to this position at the 1977 Seattle Convention. He is a partner in the Odle-Cumberlin Auctioneers of Brush, Colorado, which is a highly successful auction firm in general auctions, dairy auctions, real estate auctions in the high-plains region. The firm's 1977 sales has already reached the amount of approximately two million dollars of farm equipment and one and one-fourth million dollars of real

estate.

Chuck was the 1976 Western World Livestock Champion Auctioneer, having earned that distinction at the 1976 contest in Hershey, Pennsylvania.

He is a Colorado Real Estate broker, with offices in Brush and Yuma, Colorado. He is a past president of the Colorado Farm and Land Institute and active in the Realtor Association; currently a candidate for the accredited Farm and Land Member and Certified Residential Broker.

Chuck has been an instructor at the Missouri Auction School in Kansas City for the past five years as a bid calling instructor and instructor of all phases of general auctioneering.

He previously served for three years as a member of the NAA board of directors and has served all offices, including the presidency, of the Colorado Auctioneers Association.

He is a former councilman of the City of Brush. His hobbies include trap shooting and golf.

Chuck and wife Carolyn have been married for 14 years. They have a daughter, Shelly, age eight. He was born in 1938 in rural, southwestern Iowa; a graduate of the Bedford high school; served four years in the United States Navy; a 1960 graduate of the Western College of Auctioneering in Billings, Montana; and has been an auctioneer and realtor for the past 17 years.

In Chicago, on Tuesday, January 17, the morning Seminar session will include a presentation on Automobile Auctions and a cancellation of the originally scheduled instructor was recently made. However, a replacement will be announced soon by Chairman Harvey Lambright, who is working with several noted auto auctioneers to secure the finest possible for that session.

Charles V. "Chuck" Cummings of Corry's Auto Auction, which is west of Corry, Pennsylvania on Route 6, will serve as instructor at the Auto Auction session at the Chicago Seminar.

Chuck from his years' experience in the auto auction business, is well qualified and equipped to offer registrants good information on the successful methods of selling automobiles at auction.

Dennis K. Kruse will compliment the Tuesday, Chicago Seminar by offering a presentation on Classic Auto Auctions in the afternoon. A keen interest in the community coupled with a no-nonsense business attitude makes Dennis, who is president of the Kruse Realtors and Auctioneers, an important and valuable member of the Kruse family of companies. Secretary/Treasurer of the Kruse Classic Auction Company, he also serves on the board of directors and the executive committee of the other family corporation.

In addition to administrative duties, Dennis is an active realtor and auctioneer, calling sales of collector cars, art and antiques and real estate throughout the United States.

Dennis is immediate past-president of the Northeastern Indiana Board of Realtors (the third Kruse to serve in that capacity), and is also involved in several community and professional projects. He is on the board of directors of Auburn Automotive Heritage Inc., the Auburn Improvement Association and the DeKalb County Youth for Christ. He has also been co-chairman of the Auburn BiCentennial Committee and was a founding member of the Auburn Automotive Heritage Museum (Auburn-Cord-Duesenberg Museum).

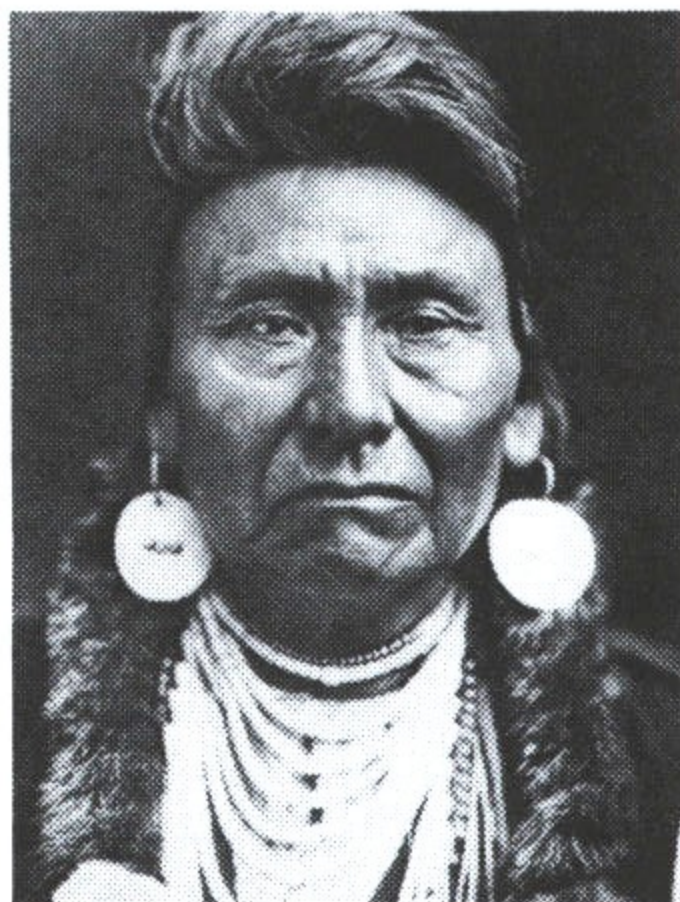
In 1974 Dennis was a candidate for Indiana State Senator and designated as one of the Outstanding Young Men of America.

He is a graduate of Indiana University, where he majored in American and World History, and the Reppert School of Auctioneering. He also attended Anderson College and is now a director of that school's Alumni Association. He graduated from the Purdue University Life Insurance Institute where he received his GRI certificate.

Dennis, his wife Kay, and their son, Matthew reside in Auburn, Indiana on land homesteaded by their great grand-

R. J. Calvert Company

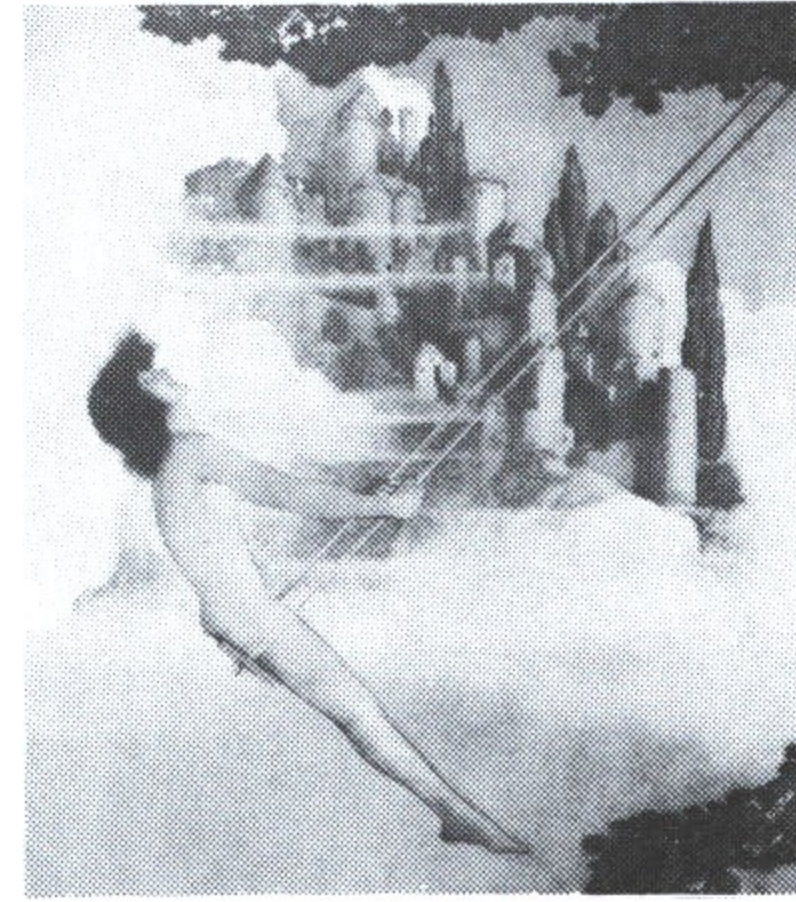
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1978 NAA Chicago Seminar — January 16-17-18
Hotel Reservation Form — Hyatt Regency O'Hare Hotel

Please reserve the following room at the Chicago Hyatt Regency O'Hare Hotel for my arrival on _____ day, _____ date

at _____ time . My departure will be on _____ day _____ date

_____ Single @ \$30 per room per day

_____ Double @ \$34 per room per day. The person sharing the room with me will be _____.

Name _____

Address _____

City _____ State _____ Zip _____

Send this completed form to: Reservations Department, Chicago Hyatt Regency O'Hare, P.O. Box 66456, Chicago, IL 60666.

parents. They are members of the County Line Church of God.

In Chicago, on Wednesday, January 18, Robert "Bob" Frey, who is a respected and active auctioneer of the Yoder-Frey organization in Archbold, Ohio, will provide the instruction in the Seminar entitled, "Consignment of Farm Implement Equipment & Heavy Equipment at Auction". Bob comes well recommended and well qualified for this phase of auction selling and many registrants are looking forward to his presentations.

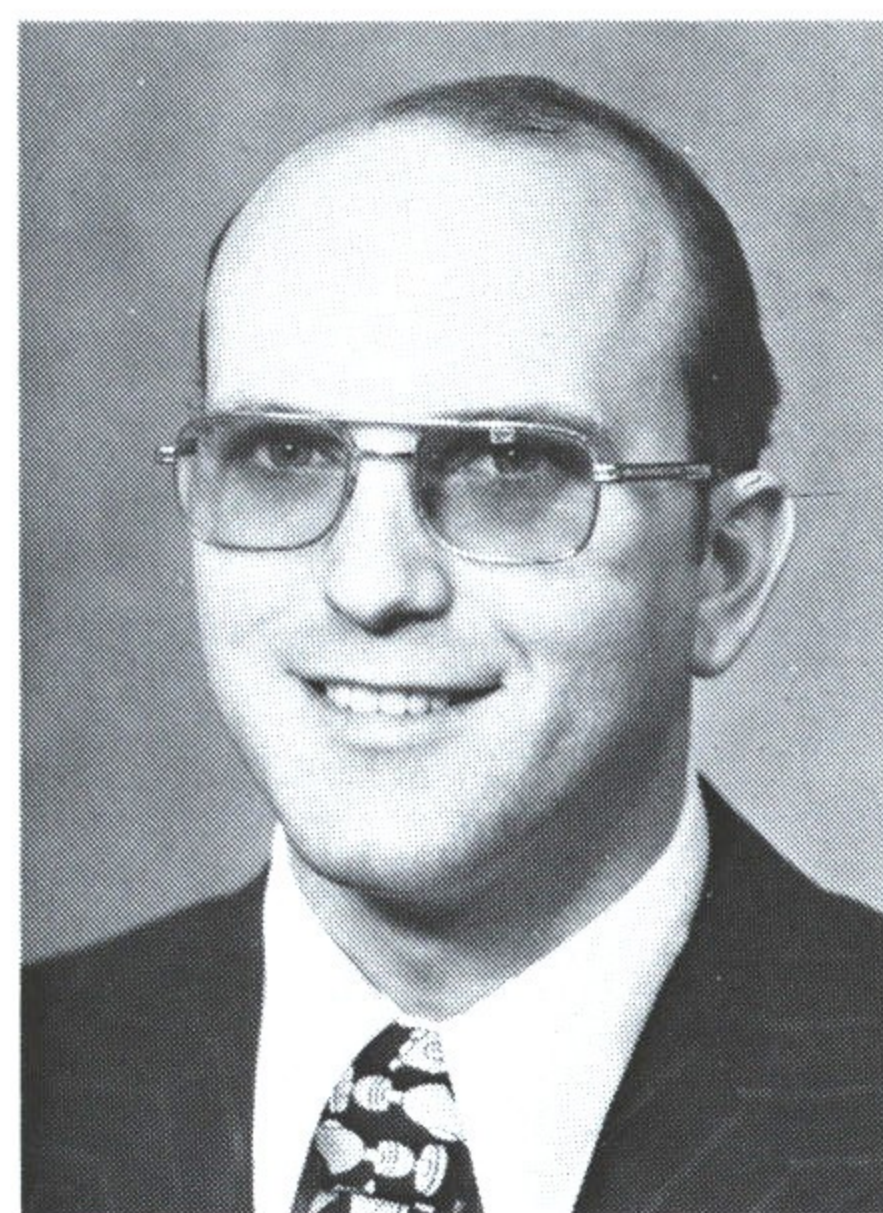
Bob Frey is vice president of Yoder & Frey, Inc., "World's Largest Farm Machinery Auction Company", where auctions are held twice a month. The company was formed in 1947 by his father, Elias H. Frey, president, and Tim Yoder, now deceased.

Bob is vice president of Yoder & Frey Auctioneers, Inc. This company holds construction equipment auctions all across the country and has been in business since 1963.

He serves as auctioneer for both of the above companies.

Bob is vice president and treasurer and auctioneer of Elias H. Frey & Sons, Inc., which holds light industrial auctions, also farm, real estate and household auctions. The company also has offices and a repair shop, whereby the firm buys, repairs and sells construction equipment.

He is a graduate of the Reppert School of Auctioneering, Decatur, Indiana.



DENNIS K. KRUSE



ROBERT C. FREY

The Orlando Seminar, to be held on February 20-21-22, 1978, at the Orlando Hyatt House Hotel in Kissimmee (near Orlando), will begin on Monday, February 20, with Dick Mader's Real Estate/Real Estate Appraisal for Auction Seminar.

Robert E. Gaines, Sr. of Alamo, Tennessee, will serve as instructor for the Tuesday, February 21, Seminar. Robert has owned the Alamo Tractor Company since 1960 and in 1963, the company's name was changed to the Alamo Tractor

1978 NAA Orlando Seminar — February 20-21-22
Hotel Registration Form — Orlando Hyatt House Hotel

Please reserve the following room at the Orlando Hyatt House Hotel for my arrival on _____ day, _____ date

at _____ time . My departure will be on _____ day _____ date

_____ Single Occupancy @ \$36 per person per day.

_____ Double Occupancy @ \$40 per room (\$20 per person double occupancy). The person sharing the room with me will be _____.

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and Auction Company. He also has served for 14 years as auctioneer for the Dothan, Alabama, auctions, conducted by the Jones Farm Equipment Company.

Chuck Cumberlin will again provide Bid Calling and Voice Analysis instruction on both Monday and Tuesday evenings, beginning at 7:00 p.m. on each of the two days.

The Tuesday Seminar will begin with a session on Farm Machinery (morning), followed by a session on Dairy, Beef and Exotic Cattle.

Auctioneers interested in the Dairy, Beef and Exotic Cattle Seminar will be privileged to learn from Boyd Michael, an auctioneer who continues to sell cattle at some of the most outstanding cattle shows in the nation at the Tuesday afternoon Orlando Seminar (February 21).

Boyd has been an instructor at the Graham School for Cattlemen in Garnett, Kansas, for the past 18 years. He also is an instructor at the Missouri Auction School and has been for the past 22 years.

He was born and reared on a farm in southwest Missouri and during his youth was active in 4-H and FFA work. He has shown cattle at state and local shows and was awarded a State Farm degree in FFA.

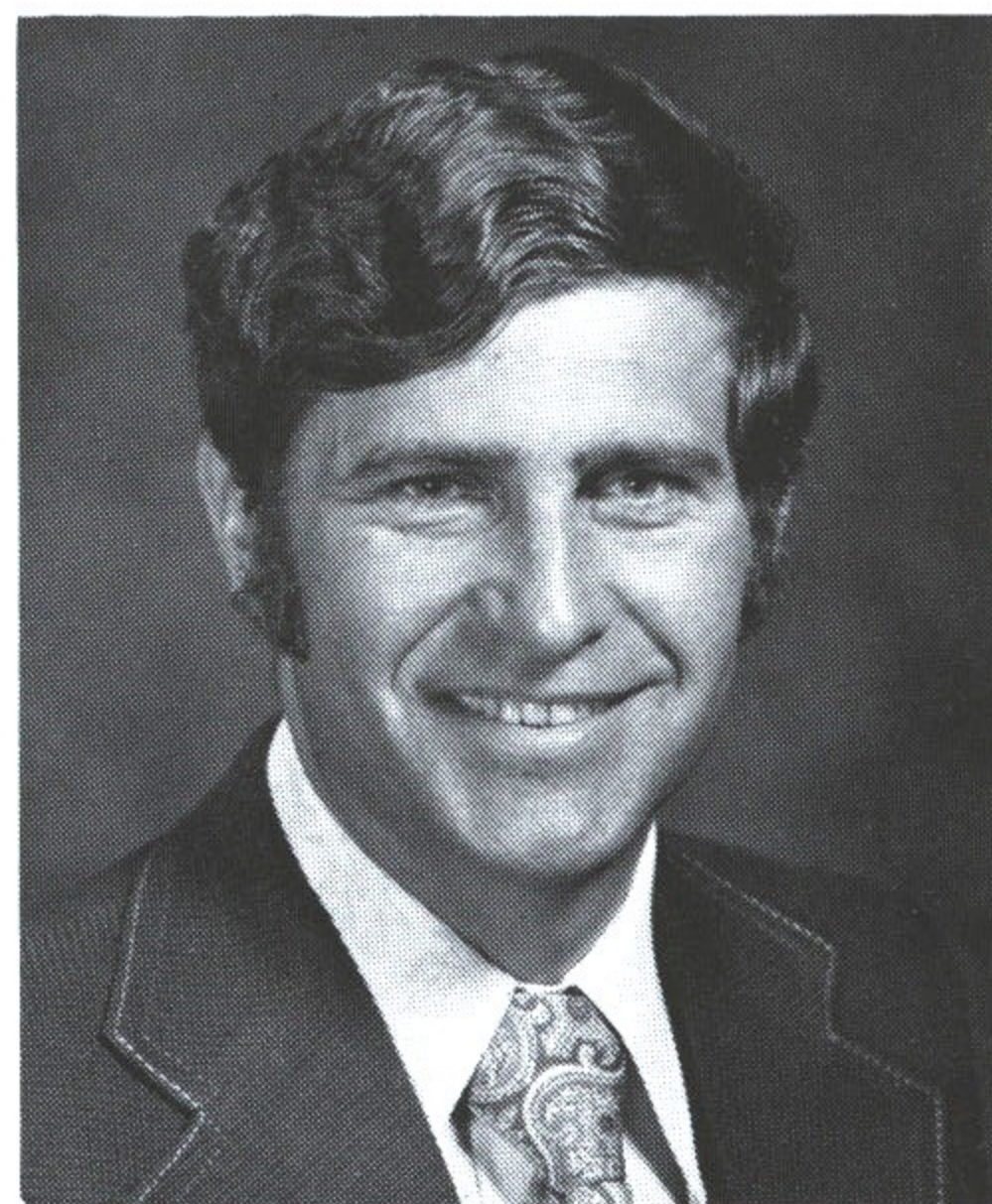
Boyd attended the University of Wisconsin for work in artificial insemination and sterility work in cattle. At the age of 24 years, he became manager of Hallmark Farms in Kansas City, which was a pure-bred jersey herd and commercial beef operation, which exhibited cattle at many of the state and national shows.

He has been a school board president and State Board of Agriculture. He also became a national approved dairy cattle judge at the age of 24 and is still active in judging state and local shows. He twice placed first in the Hoards Dairymen Judging contest.

Boyd has managed and auctioned pure-bred cattle sales in fifteen states in central U. S. A.



BOYD MICHAEL



JACK SALISBURY

Wednesday, in Orlando, will be a big day for auctioneers interested in Consignment Auction House (booking, preparation for and closing an auction). Jack Salisbury, a successful consignment house auctioneer in Fort Collins, Colorado, is the instructor.

Jack graduated from the Missouri Auction School in 1970. He began his career in a small rented building and now is occupying a large, metal building on five acres in the outskirts of Fort Collins, Colorado.

His business has grown to a good, general auction business in his area and other areas of the country.

He is past president and past secretary-treasurer of the Colorado Auctioneers Association and past president of Salesmen With A Purpose.

He is a graduate of the Golden high school and for three years attended Colorado State University at Fort Collins.

The Seminars' sessions will fill up fast and if you are interested in learning from the best about specific interests in the auction profession, the Chicago, or Orlando Seminars

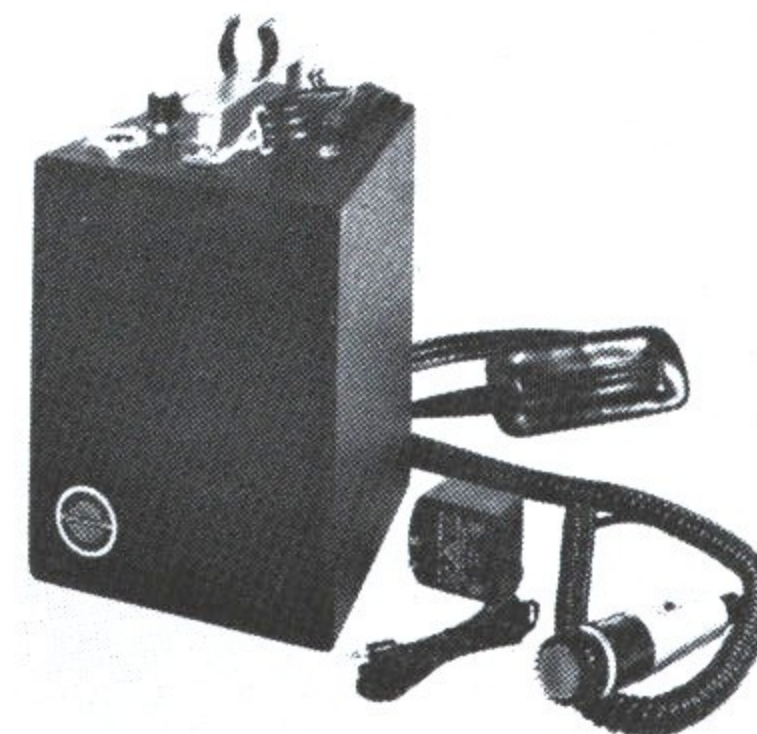
in 1978 is the place to be. Remember, register first (and soon) and reserve your hotel room immediately after registration.

The NAA wants you to attend the 1978 Seminars; and you'll want to be there too!

1978 NAA Seminars Checklist

- **Complete the 1978 NAA Seminars Registration Form (page 6 of this issue); send appropriate fees and register NOW by having the form submitted to Harvey L. McCray, Executive Director National Auctioneers Association, 135 Lakewood Drive, Lincoln, NE 68510;**
- **Complete the Hotel Reservation Form for the hotel in which your selected Seminar will be held (Chicago Hyatt Regency O'Hare Hotel, January 16-17-18 — use form on page 7 of this issue; Orlando Hyatt House Hotel, February 20-21-22 — use form on page 9 in this issue); send completed form IMMEDIATELY to the hotel — the address is on the form;**
- **Reserve space early via the travel method selected — make sure your travel arrangements are made early, as each city is a busy city for travelers and you will want to have the best schedule possible for the NAA Seminar;**
- **Make sure your hotel and travel arrangements are made to fit the schedule of the Seminar sessions selected — the registration for each session will begin at 8:30 a.m. on each morning of the Seminar and the session will begin sharply at 9:00 a.m. on each day. You must check in before each session (for those who will attend all three, or two, sessions at one Seminar, you will need to pickup your Seminar materials only once at the beginning of the first session — on the other days, you need only have your name checked off at the door for day two and/or three).**

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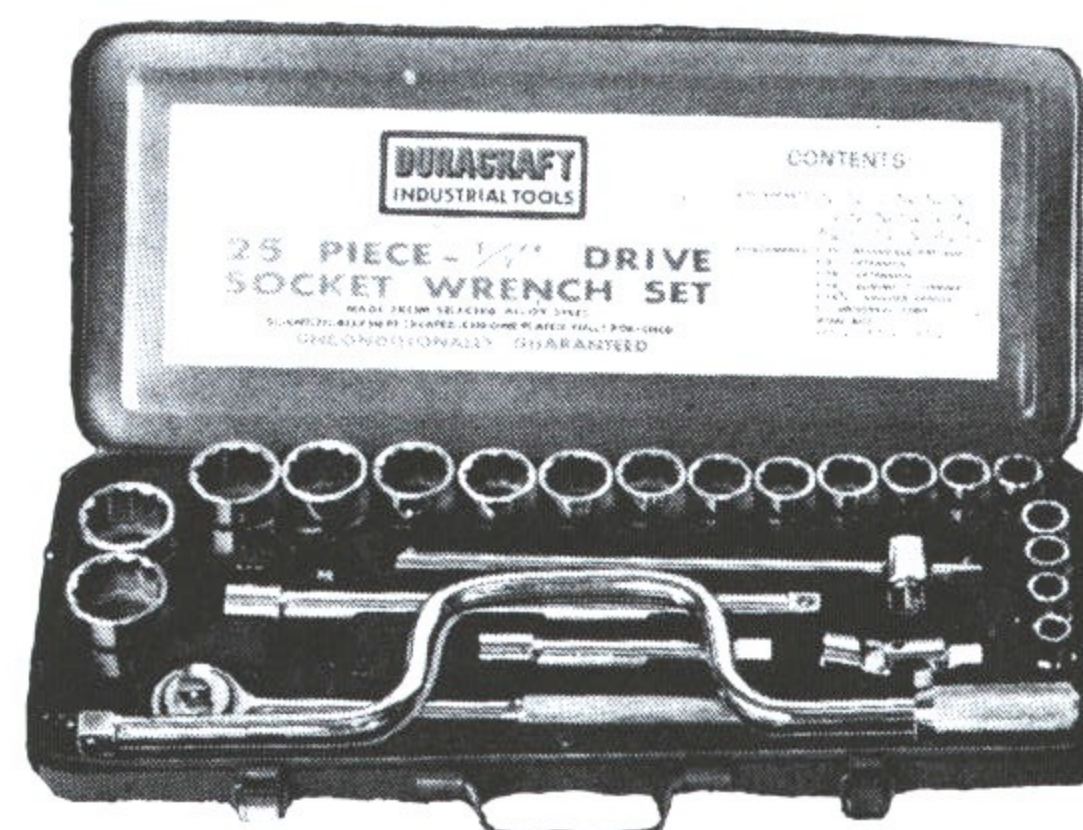
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**NEW
TOOLS**

In Memoriam . . .

Auctioneer John R. Fishdick Dies; Leaves Bequest in Amount of \$10,000 To National Auctioneers Association



JOHN R. FISHDICK

The law offices of Drager, O'Brien, Anderson and Stroh submitted a letter to the NAA Office, which in effect

informed the NAA that John R. Fishdick has died and in his Last Will and Testament, has provided, from the assets of his trust, the sum of \$10,000 to the National Auctioneers Association.

Additional information about John R. Fishdick's death was not made available and nothing additional has been submitted for publication to THE AUCTIONEER magazine.

John R. Fishdick has been a frequent contributor of articles to THE AUCTIONEER magazine. He has been a firm supporter of the belief that the auction profession is one of dignity.

John R. Fishdick will long be remembered by the many associations he worked for, and with, throughout the nation, but more specifically in his summer home state of Wisconsin and his winter home state of New Mexico. Annually, Col. Fishdick would have his mailing address changed from Eagle River, Wisconsin, to Carlsbad, New Mexico, where he moved to take advantage of the warmth of New Mexico's winter.

John R. Fishdick received, on February 4, 1977, the Community Service Award of the Carlsbad National Bank for having made an exceptional contribution to the improvement of life and welfare of the people of the community and was honored by the Bank. Upon receiving the award, Col. Fishdick received several letters and telegrams of congratulations; one of which was the first humanitarian telegram submitted to a citizen of New Mexico by President Carter.

The President's director of presidential message wrote: "President Carter was pleased to learn that you have been selected to receive the Carlsbad National Bank's Distinguished Community Service Award. He extends warm greetings to you. In his inaugural address the President stated that, bound by a new spirit and a new commitment, we can build a better America and more peaceful world. He believes that concerned citizens, such as you, serve as power-

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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". I'm sure you'll like them. Hang in there.

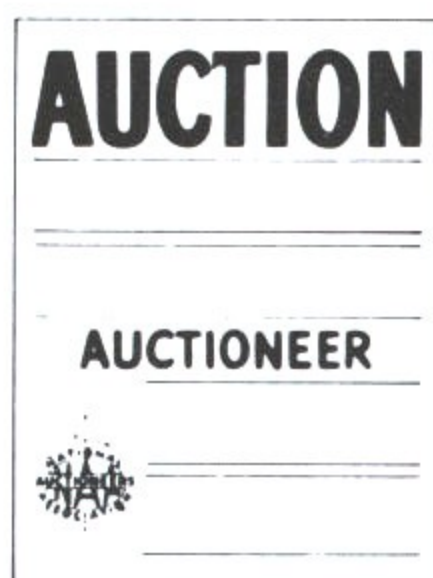
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Elvis' Shirt Nets \$475 at St. Paul's Arts and Science Council's Auction

Thousands of people surged into the St. Paul, Minnesota, Civic Center Arena on Saturday, September 24 to rummage through 54,000 square feet of items for the opening of the "Greatest Garage Sale on Earth". The "Garage Sale" was for the benefit of the St. Paul-Ramsey Arts and Science Council and the Downtown Council.

There were 30,000-plus items donated for the sale by hundreds of local businesses and individuals. Sales were brisk, but not all shoppers were satisfied with the results



AUCTIONEER WALLY LAUMEYER displays the embroidered shirt, worn by Elvis Presley in one of his films, to the large crowd attending the "Greatest Garage Sale on Earth". NAA member Laumeyer received the winning bid of \$475 for the shirt.

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of the floor sales. He stated that "most of this stuff is a bunch of junk" and complained that the sponsors were saving the best merchandise for the auction, which was music to the ears of NAA member Wally Laumeyer.

Auctioneer Laumeyer of the Wally Laumeyer Auction Co., Inver Groves Heights, Minnesota, received what every auctioneer hopes for: front page publicity (photo of him at work) in the St. Paul Pioneer Press, Sunday edition, as he called for bids on a shirt of Elvis Presley. A life-long Presley fan broke into tears of joy when Auctioneer Laumeyer congratulated her for having the winning bid on the embroidered gabardine shirt, which Elvis wore in a film, with the high bid of \$475.

It was reported in the newspaper that the auction was undoubtedly the biggest attraction. Minnesota Governor Rudy Perpich and St. Paul Mayor George Latimer kicked off the auction and the first thing to go was Perpich's necktie, which auctioneer Wally Laumeyer ripped from the governor's neck and promptly sold for \$14. The tie was replaced with a T-shirt, promoting the "Greatest Garage Sale".

The mayor topped the governor in gross sales as the mayor was sold for \$90 — along with a box lunch for two. Soccer star Kyle Rote, Jr. and a box lunch sold for \$40.

Many other items were sold at auction and these included the Merrill-Lynch bull, seen on the advertisement commercial, for \$700, and a green Burlington Northern caboose for \$750.

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4	19	34	49	64	79	94			H
5	20	35	50	65	80	95			I
6	21	36	51	66	81	96			J
7	22	37	52	67	82	97			K
8	23	38	53	68	83	98			L
9	24	39	54	69	84	99			M
10	25	40	55	70	85	100			N
11	26	41	56	71	86		T		O
12	27	42	57	72	87		U		P
13	28	43	58	73	88		V		Q
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In Memoriam . . .

DAVE PATCH

The envelope, addressed to Dave Patch, Amlin, Ohio 43002, containing the October, 1977, issue of THE AUCTIONEER magazine, was returned to the NAA Office marked "deceased". No information was submitted in addition to the notation on the envelope.

Iowans Enjoy Great Weekend During Association's Fall Meeting

It was a great weekend for Iowa Auctioneers when they held their annual two-day Convention on October 29-30 at the beautiful Adventureland Inn, east of Des Moines. A record number was in attendance for the weekend event.

President Harold McIlrath of Laurel officially opened the convention at noon on Saturday with everyone enjoying a buffet luncheon on the balcony overlooking the pool area. During the afternoon the auctioneers had a discussion period, while the ladies and children enjoyed the shopping centers in Des Moines. A social hour was held in the Presidential Suite from 5:00 to 6:00 p.m.

The annual Fun Auction, which began at 7:30 p.m., was conducted under the direction of the reigning champion, Dale Smith of Pocahontas. Thirty-four men and three ladies entered the Auctioneer's contest. A 16 year old young lady from Brooklyn, Iowa, was the youngest contestant.

Dean Leonard of Elkader, Steve Greenfield of Des Moines, Jerry Tubaugh of Belle Plaine and Jack Johnson of

Webster were the runners-up and the New Champion for 1977 is Bob Heemsberger of Prairie City.

Each was presented with a beautiful plaque from the Association.

Before the Sunday buffet banquet, Leon Joy, of Ames, Dean of the Iowa Auctioneer's gave the invocation. The banquet tables were decorated with centerpieces brought by Auxiliary members. They were auctioned off during the afternoon by the new champions. One centerpiece brought \$160.00 — it was an item carved out of Iowa native walnut in the shape of the U.S.A., with an overlay of the State of Iowa and the two association emblems burnt into the wood. This was purchased by NAA board member, Lyle Erickson of Cresco and was then donated to the Iowa Association for future use.

The afternoon speaker, Col. Dean Parker of Logan, Utah, was most outstanding as he spoke on his auction business and how people should set a goal and achieve it. He closed with religious thoughts and was given a standing ovation.

Leon Joy of Ames, presented a beautiful plaque to Howard Buckles of Keosauqua as Howard was named the Auctioneer who has contributed the most to the auction profession during the year in Iowa.

A recess was called — the auxiliary had a meeting on hair styling and the auctioneers held a general board meeting.

It was decided that the IAA would not have the State Fair Booth next year and to have winter regional meetings again. Also discussed was the use of logos; next year's fun auction; registration fees; and license law.

Election of officers took place and Pat Foster, Iowa City, is the new president; Ken Erickson, Decorah, is 1st Vice-President; and Dale Smith, Pocahontas, is 2nd Vice-President. Dean Leonard of Elkader and Jay Arnold of Mallard were elected as three-year board members and the



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NOTICE

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Auctioneers subscribing to the National Bankruptcy Reporter were notified about those bankrupt assets usually within two weeks of the case filing, long before the first creditors' meeting. The Reporter put them directly in touch with the principals; they acted and got profitable new business.

The National Bankruptcy Reporter is an exclusive national reporting service of business bankruptcies with assets above \$50,000. Auctioneers who pay the \$100 per month for the service certainly would not continue to do so unless the Reporter is profitable for them.

Many of our subscribers have been with us from the beginning, more than three years now. You are missing important auction opportunities that our subscribers get each week.

Write or call today for a sample page of the Reporter and a complete description of the service. Just one successful contact out of the hundred-plus new cases we report each month will far more than pay for the subscription.

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Leonard E.B. Andrews
President

retiring president, Harold McIlrath, automatically becomes a member of the Board. Mrs. Margaret Bloomer was hired as Executive Secretary.

The meeting adjourned until the last Sunday in April when the one day meeting will be held in Ames.

As Auctioneers and their families left for their homes over the Great State of Iowa — all felt it had been such a worthwhile weekend of learning and fellowship.

Mrs. Mike (Margaret) Bloomer
Secretary and Treasurer, IAA
Glenwood, Iowa

Arkansas Convention Well Attended; First Meeting in State's Northwest Corner

The Arkansas Auctioneers Association, meeting at Rogers, Arkansas, for its annual Fall Convention, had one of the largest crowds in attendance of any of the state's conventions during the past 10 years.

The October 1 convention was the first to be held in the Northwest section of the state, according to available records.

Two main themes were stressed at the convention: education — to make better auctioneers of members; and: fellowship — to make a better association of auctioneers.

The convention was preceeded the night before by an informal get-together to give convention attenders a chance to get better acquainted. While set to run from 7 p.m. to around 9, when door prizes were to be presented, the room began to fill by 6 p.m. and wasn't empty until far past the planned hour — signaling that one aim of the convention was on the road to success.

When the convention began on Saturday morning, it was soon apparent that the other aim was succeeding, as even most of the auctioneers wives and families passed up planned entertainment and outside activities to attend the educational sessions with their husbands.

Saturday morning's session featured Col. Bill Tackett, an internationally known horse auctioneer from Collinsville, Oklahoma. Col. Tackett explained the operation of a type of auction completely foreign to the Arkansas auctioneers in attendance.

Col. Tackett's address was preceeded by a welcome to the city and Northwest Arkansas from Rogers Mayor Harry B. Smith. Col. Fred Hiett, convention chairman, in introducing the mayor, explained that he is both a confirmed seller and buyer through auctions.

In continuing the educational program, the afternoon session was started by an address by Col. Ray Wallace of



RECEIVING FIRST PLACE in the advertising contest of the Arkansas convention is Tommy Walker of Mountain Home (right). He is presented the prize, a Daisy air pistol, by Col. Fred Hiett, convention chairman from Rogers.

APPRAISAL GUIDES

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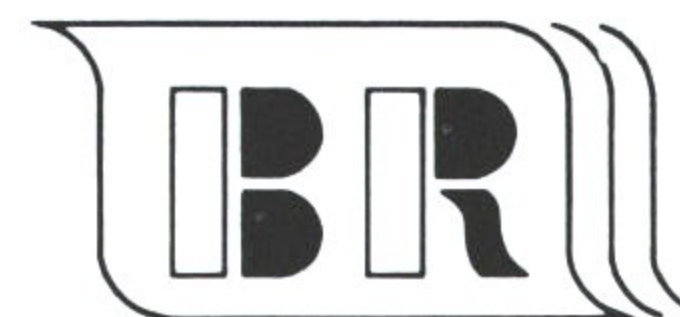
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Bus Retmier is a 1951 graduate of the Reppert School of Auctioneering and successfully completed the 1977, Course I of the NAA-sponsored CAI (Certified Auctioneers Institute) and has sold the above appraisal books to the auction profession for the past 40 years on a money-back guarantee.

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CATCHING UP ON OLD TIMES are Oklahomans F. E. "Red" Springer of Red Oak, and Bill Tackett of Collinsville at the Arkansas Auctioneers Association Fall Convention. The two men were getting together for the first time in almost 30 years. They had worked together at that time when Tackett was first entering the profession. Tackett was one of the featured speakers of the convention. He was presented an active membership by unanimous vote of the association. Springer is a long-time member of the Arkansas association.



OPERATION OF A DEALER AUCTION is explained by Col. Ray Wallace of Shreveport, La., one of the main speakers of the Arkansas Fall Convention. Col. Wallace explained his own system of operation and some of the systems used by others.

Shreveport, Louisiana, who explained both the operation of his own dealer auction and some of the systems used by other dealer auctions.

A seminar on clerking, cashiering and conducting an auction allowed for an exchange of ideas concerning different systems used by members of the association.

Arkansas state senator Jim Caldwell, one of the leading proponents of an auctioneer-sponsored auctioneers license law for Arkansas, explained the status of the proposed legislation. He urged members of the association to work closely with state solons in an effort to get a law that will benefit auctioneers, rather than one that auctioneers could not live with, as was almost passed in a recent legislative session.

The featured speaker of the Saturday evening banquet was Harvey McCray, executive director of the National Auctioneers Association.

McCray urged the auctioneers to do their part in elevating their profession in the eyes of the public. He said the

day of the "clown" auctioneer is over and that in the future the successful auctioneers will be the ones who use available tools to conduct more profitable auction sales, rather than relying on gimmicks.

The association advertisement contest was won by Col. Tommy Walker of Mountain Home. He won a Daisy air pistol. Honorable mentions were earned by Col. Larry Montgomery, Col. Jim Wilson and Col. Tom Blackmon. During the business sessions the association voted to judge only advertisements containing both the National and Arkansas Association logos in future contests.

Col. Blackmon was the top bidder of the fun auction when he bid \$50 to Col. Jerry Hiatt, who was selling the right to have the top bidder's picture on the front page of the next issue of the association's newspaper, the Arkansas Auctioneer.

**Jerry Hiatt
Rogers, Arkansas**



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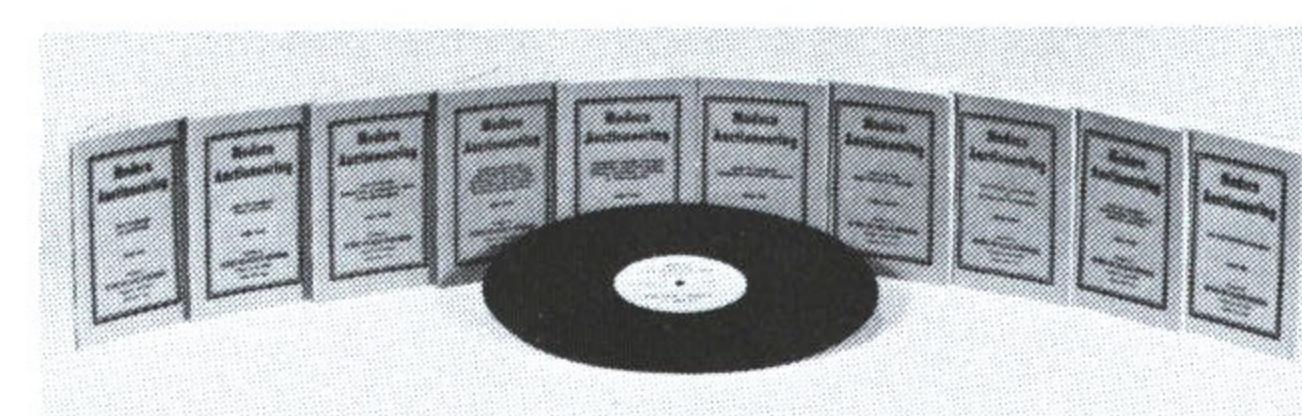
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Bill Josko and Sons Uses Checklist For Organizations' Charity Auctions

Many auctioneers currently are offering their services to conduct "charity auctions", but when it comes to securing the items or merchandise, locating the place in which to conduct the auction, organizing the committee structure, etc., it becomes very difficult for the charitable organization to know where to begin.

William J. "Bill" Josko, NAA director of Southport, Connecticut of the William J. Josko & Sons auction firm, uses the following checklist, with which the organization can organize the event. The checklist is being reprinted in its entirety as many persons attending the 1977 Seattle Convention workshop, where Bill Josko was the instructor, requested copies:

WILLIAM J. JOSKO & SONS

Auctioneers — 3482 Post Road, Southport, Conn. 06490

CHARITY AUCTIONS

1. **PURPOSE** — Fund Raising
2. **MAJOR REQUIREMENTS** — Organization, Hall, Merchandise & Auctioneer

ORGANIZATION — Chairman/Co-Chairman, Committees-Publicity, Solicitation, Finance, Telephone, Warehousing, Pick-up, Decorations, Food/Beverage, Sponsors/Benefactors, Cataloging, Printing, Clean-up and Security.

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Meet Col. Morris Fannon

We interrupted Col. Fannon (shown above right) as he was helping a trainee from South Carolina. Col. Fannon is one of the "top" auctioneers in the nation. He is a past president of the National Auctioneers Association, the Virginia Auctioneers Association and in 1977 was elected to the "Auctioneers Hall of Fame". All auctioneers should be very proud to have a man of Col. Fannon's caliber in the auction profession.

We are very proud to have Col. Fannon on our staff for the past several years. He, along with our outstanding staff of 14 "top" instructors, has helped hundreds of future auctioneers get started right as an auctioneer. Col. Fannon is one of the reasons **MENDENHALL** has become the "top" results-oriented school in the nation. If you want to be the best auctioneer you must learn from the "masters of the profession". That's what we have to offer.

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

3. **DON'T** — Solicit Used Appliances, Over-stuffed Furniture, Cellar Cleanouts, Venetian Blinds, Used Tires, Used Mattresses. Ask yourself, "Would I take this into my home?"

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C. That the auction be started on time announced.

D. That once the auction commences, we are in full command.

This guide sheet is based on experience we have gained in conducting over six hundred (600) charity auctions in which we have raised over one million dollars (\$1,000,000.00).

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Prime Red Land Auctioned In Alabama's Cotton Belt

Two hundred, seventeen acres of very fine, red land was sold at auction on September 24 by the Greenhaw Real Estate and Auction Company of Athens, Alabama. The prime red land is in Limestone County, Alabama and previously, land in the section of the county has not been for sale in 30 years.

Hereby, Jim and Oakley Greenhaw report that bidding was spiritual. Many people were on hand to help bring the selling price up to \$306,000. The sale was conducted for division to the heirs of the late Dr. A. L. Rogers. The sale was completed in 20 minutes.

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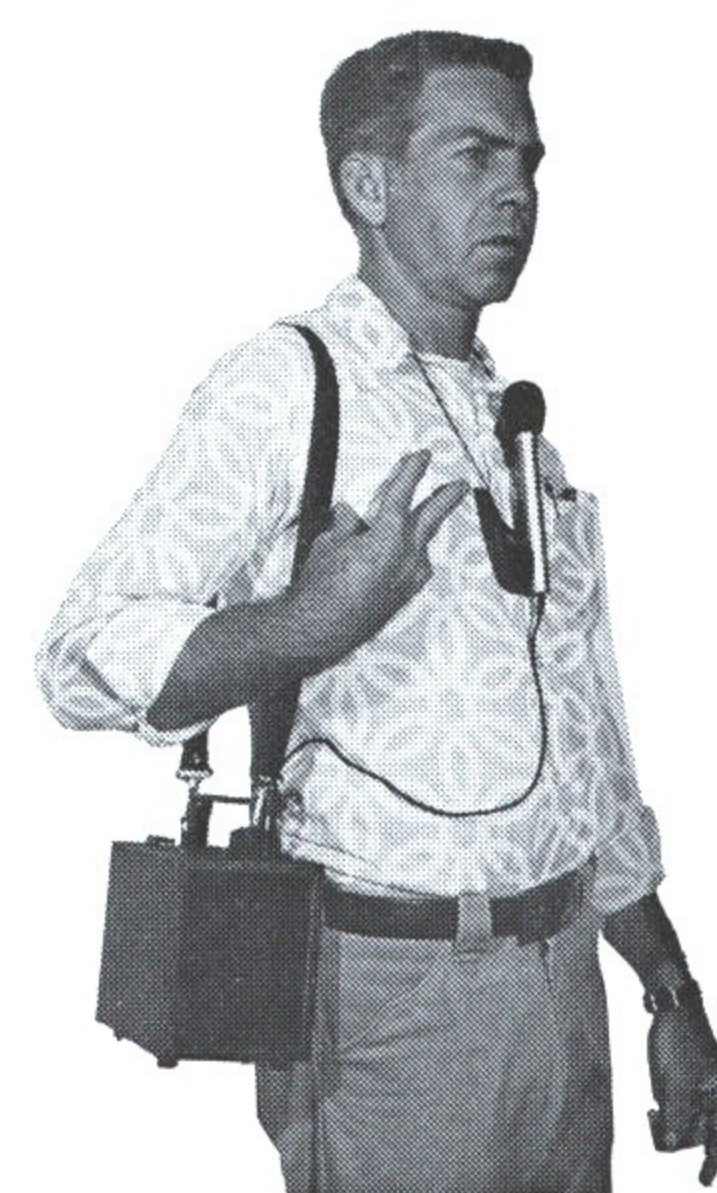
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Antiques Stolen in Oregon Reports Portland's Police

An attempt is being made by the Bureau of Police, Portland, Oregon, to recover several antiques, which were stolen on August 24, 1977. The Bureau's Chief of Detectives, Ronald R. Still, asked the NAA Office to distribute the following list of antiques, which were stolen, and if anyone can assist the Bureau in recovering the stolen property, please contact Detectives M. L. Mattoon or A. J. Roe, Burglary Detail, 503 248-5774. The letter to the NAA Office was dated October 11, 1977 and the items lost include:

- 1 18th Century flambe glaze bottle-form vase, purple-blue in color, 18 inches tall, 9 inches wide. Museum collection numbers in black on bottom, #48, remainder unknown — value \$7,000;
2. 1 Framed Victoria autograph: autograph in upper left corner, numerous official seals, bordered in blue velvet, gold leaf frame, size 24 inches by 18 inches. Frame stamped on back, Gunnary's 1015 SW Washington — value \$500;
3. 1 Famille rose bowl, very fine textured, nearly transparent, under blue or off-white in color, 3½ inches tall, 3½ inches in diameter: Delicate painting of small quail and rocks on sides; six characters, Mark of Yung Cheng Dynasty; an Imperial piece of 1650 to 17th Century. Bowl was contained in blue cloth-covered presentation case with white silk lining, approximately 4 inches deep, 8 inches wide, and 12 inches long — value \$60,000;
4. 1 Brown leather, loose leaf album, bound with black ribbon, containing 70 original aqua-tint bird pictures by "Gould" of Birds of Asia. Value of pictures is \$500 each — value \$35,000;
5. 1 Chinese screen, 3 feet by four feet, hand-carved, dark

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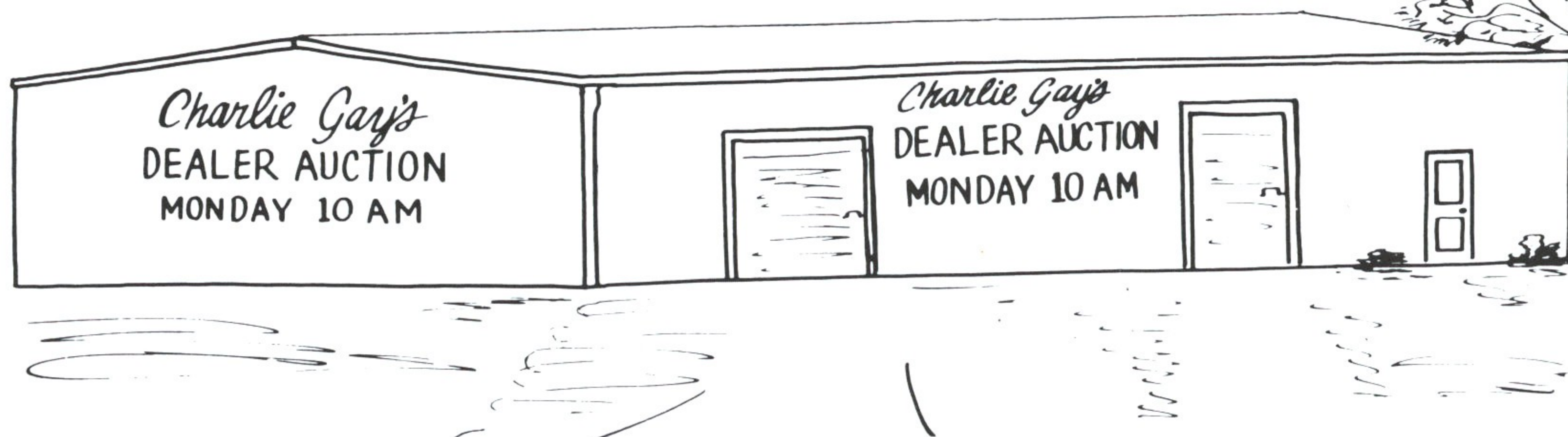


P.O. Box 124 / Cary, Illinois 60013
(312) 639-3020

brown teakwood, with Mother of Pearl inlays of a crowd of people — value \$6,000;

6. 1 Pair "Canton" porcelain "Temple jars", 18 inches tall, white porcelain with Birds of Paradise, done in green, red, and blue — value \$3,700;
7. 1 Pair Chinese bronze vases, 24 inches tall, base of three legs holding vase, legs are demon's feet — "similar to bull's feet". Vase has two roosters for handles, and rooster plaques etched on body of vase. Entire item is done in reddish-bronze metal — value \$2,000;
8. One Man's brown leather jewelry box, 18 inches by 8 inches by 4 inches, with tan velvet compartments — value \$2,000; Box contained the following jewelry:
9. One Man's diamond pinkie ring, size 8½: heavy white-gold mounting, three round-cut diamonds, center stone is yellow diamond, two outside stones light brown diamonds: all three 78 points each, total weight is 2.58 carats — value \$6,000;
10. One Man's ring, size 8½: yellow-gold mounting, oval-cut 10 carat topaz stone — value \$500;
11. Four ½ carat unmounted, round-cut diamonds in jeweler's paper — value \$3,000;
12. Numerous miscellaneous pieces of men's jewelry, consisting of cuff links, tie tacks, and bracelets.

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New Auctioneer School Graduate Offers His Opinions on How To Sell Real Estate at Auction

Donn Fagans, an NAA member since April, 1977, wrote to the NAA Office to offer his opinions on the sale of real estate at auction. Donn is a 40-year old rookie auctioneer and in September, 1977, sold real estate for \$978,000. He is widely known in real estate circles in the Garden State (New Jersey) and has his application in for membership in the New Jersey State Society of Auctioneers.

Donn is an army veteran and attended Bloomsburg State College in Pennsylvania where he majored in business. He was elected senator in the Junior Chamber International (Jaycees) and has been active, for the past 15 years, in mortgage banking real estate.

Here are Donn Fagans' comments:

HOW TO DOUBLE YOUR BUSINESS IN AUCTIONING REAL ESTATE!!

I graduated from auction college in March, 1977, and was amazed to see how little people in the auction business know about the sale of real estate.

The truth is not so much selling homes as the miracle of financing the houses that people buy. I'm sure the investors will dislike me, but this article is not for them. It's for auctioneers who sell homes at auction.

What is the biggest single stumbling block? It is whether or not the successful bidder at knockdown has the dollars behind his smile to go to settlement (or escrow).

Here is a sure fire way to increase your profits.

1. Get the sellers or estate to advance you \$110 (tax deductible).

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2. Order **both** an FHA and VA appraisal on the dwelling (one, two, three or four family homes only — FHA is \$50 and VA \$60). Your lender should be able to tell you if the dwelling meets government minimum property standards.
3. Now advertise, in advance as far as possible, that you're selling at auction at 123 Any Street, Yourtown, USA and instruct bonafide potential FHA & VA buyers (bidders) to go to **your** mortgage company or savings & loan for pre-qualification. There they will be required to pay for a credit report; supply wage verifications, and deposit verifications and other data. Pre-set a time for this lender to meet for an interview and they should be happy to "emboss your buyers with a qualification letter" of how much they qualify for, etc. (I'm not sure, but try this technique with the Farmers Home Administration too!)

In the event the property sells for more than the appraised value, the buyers **can** come up with the difference in cash and by having your lender "in the know" you'll know instantly that they qualify and presto, in three-four weeks you'll have a closing and your commission with little chance for a fall-through!

Never disclose in advance the appraised value to anyone including any employee of yours with a "large vocal supply".

Now on FHA & VA mortgages points are charged by these lenders. However, do a selling job on the sellers. Let them know that **all** points are tax-deductible; so is the \$110 appraisal cost; and so is any expense incurred in the sale of real estate that is in an estate or a person's permanent year round domicile (Revised Federal Income Tax Ruling July, 1970). This includes your commission!! Also, it will be less dollars paid in capital gains should they decide not to re-invest in real estate in the eighteen months following disbursement of proceeds. You already know personal property is tax exempt, I'm sure.

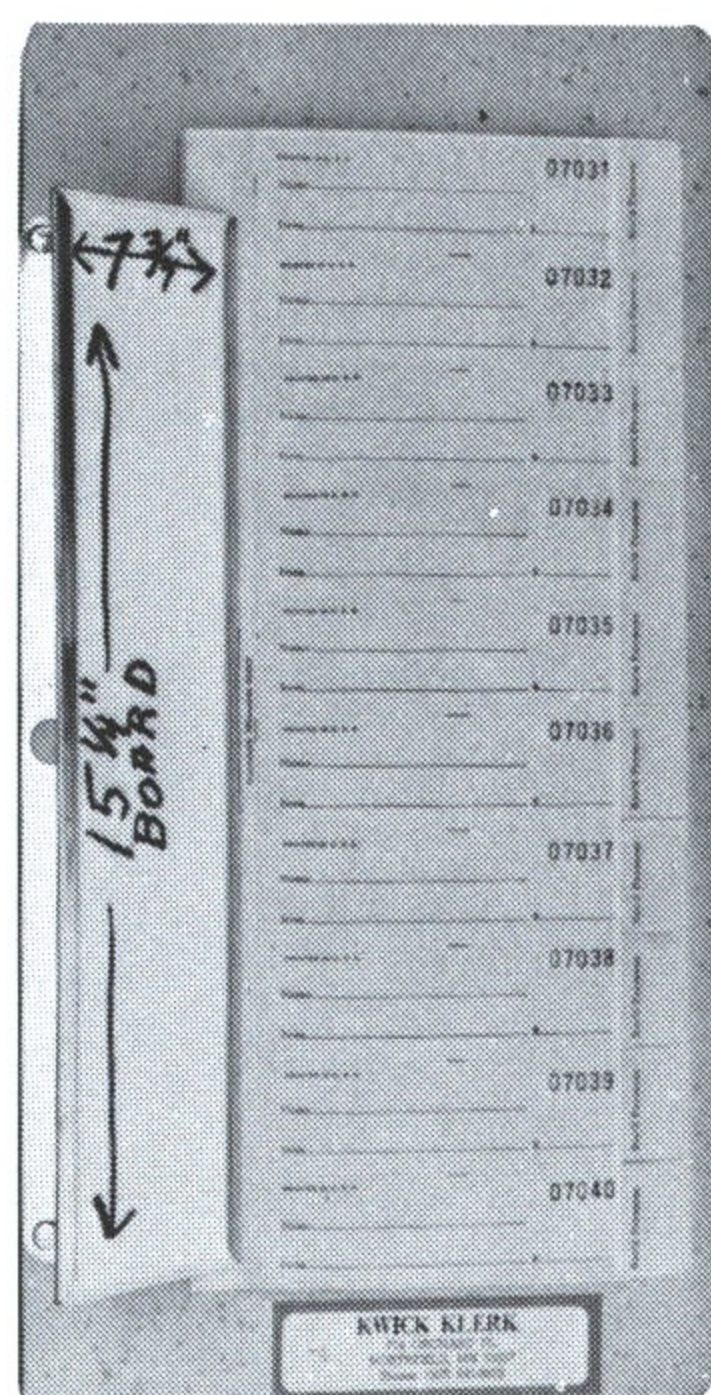
Now, **More!**

Let's just suppose you had one successful bidder and six others left at the gate. If you also happen to be in real estate you now have exactly six (6) (count 'em) ready and able buyers. So for pete's sake, sell them **all** a house too! And you don't have to wait 'til the next auction!

If you have any questions on this method, call me. I'll explain or answer questions gladly.

Donn Fagans, Auctioneer
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Dear Ladies:

Season's Greetings to all of you. You are no doubt caught in the whirl wind of activities. I know keeping up and helping with auction life never leaves a dull moment. Isn't it great though to be able to work side by side with your auctioneer and feel that you are an important crutch to his profession.

At conventions, we, the Auxiliary, gain so much when we can share our ideas with others and know that we are lending support to our great auctioneers organization. Our Auxiliary makes it possible to provide fellowship and the great programs for the ladies and young people. We are one of the few organizations that provide a convention for the family that we can all be proud to attend.

Thanks go to all of the people of Washington and the west coast who showed us such a great time this summer. It surely was a convention to remember. Everyone will also be anxious to join the gang next summer in Boston. Be sure you aren't left out!

The auctions have again really been exciting this fall, with opportunities to sell items that are rare. We recently sold two 1890's era horse drawn hearses, which of course doesn't happen often. Also an 1894 mercury weight pendulum clock for \$5,625.00, which kept perfect time. Every auction seems to be more interesting than the one before.

Leland and I wish each and everyone of you a Blessed Holiday Season. May the good Lord bless you and provide you a prosperous 1978.

Sincerely
Irene Dudley, Hampton, Iowa

SBA Interest Rates Remain At Nine and One Half Percent

WASHINGTON, D.C. — A. Vernon Weaver, Administrator of the U.S. Small Business Administration announced on October 7, 1977, that the maximum interest rate lending institutions participating with the SBA may charge on loans to small businesses will remain unchanged for the current

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

WRITE:

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THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

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quarter. The maximum acceptable interest rate on an SBA guaranteed loan will continue to be nine and one half per year.

The interest rate limit is reviewed quarterly by SBA to provide the most reasonable rate possible for small businesses while keeping the rate attractive enough to encourage commercial lending institutions to use the program. Among the several factors considered, Administrator Weaver noted that rates on intermediate term securities have been stable over the past quarter. Most SBA loans have a maturity in the intermediate term category.

Added Excitement Created When Iowa Land Auction Filmed on NBC's Today Show

Auctions are a form of excitement for many people; especially those who want what is being sold and are very competitive in their bidding for the items being sold.

An auction in Iowa created added excitement among people attending the sale when the National Broadcasting Company's crew from the "Today Show" filmed the auction on its way to Washington, Iowa, for the filming of the Farm Progress Show.

The Van Syoc-Hoyer-Cornick Auction & Realty Company sold, at public auction, the farm of Harry C. and Stella Lucas near Mediapolis, Iowa. The auction was conducted on September 26.

The Lucas grain farm of approximately 193 acres brought \$433,520, for an average of \$2,289 per acre. The farm was sold in three separate tracts.

Harold H. Van Syoc, Auctioneer



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CLERKING SHEETS CS-3

CASHIER'S STATEMENTS CS-4

BUYER'S REGISTRATION FORM BR-7

TERMS OF SALE FORM TOS-5

CONCIGNMENT CHECK-IN FORM CCI-8

CONTRACT FORM PPC-9

PROMOTION SCHEDULE FORM APS-10

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CLERKING SHEETS FORM CSN-15

BUYER REGISTRATION FORM BRN-17

CASHIER'S STATEMENT FORM SCSN-21

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Thirty-four Jersey Cows Sold For Per Head Average of \$1,352

A very successful and well managed sale was held at the Gil Bar Jersey Farm on June 20, 1977, and over 700 breeders from 33 states and Canada filled the Gil-Bar yard to overflowing. Boyd Michael sold the cattle.

The sale got off to a good start when the first pair of cows was led into the ring with the buyer having his choice, the other to stay at Gil-Bar. Gil-Bar Surville Rose was paired with Gil-Bar Snowlad Janet and when the smoke cleared, "Rose" had been sold for \$3,400.

Six pairs were offered, which added a different touch to the sale. From then on the trend was set and the sale rolled along at a good pace with 23 head of 34 head selling for \$1,000 or more.

The sale analysis showed that 20 cows sold for an average price of \$1,605 or total price of \$32,100; eight bred heifers sold for an average price of \$1,150 or total price of \$9,200; five open heifers sold for an average price of \$765 or total price of \$3,825; and one bull sold for the price of \$850.

Boyd Michael Also Sells Heifers At 20th Annual National Sale

Boyd Michael also reports that he was the auctioneer at the 20th Annual National Heifer Sale, where Jersey breeders from across the United States and the Province of Ontario gathered at Elkhorn, Wisconsin on June 20th. The sale was held in conjunction with the 109th Annual Meeting of the American Jersey Cattle Club.

The crowd responded well as 40 heifers sold for an average of \$1,006.25. The top selling heifer, Manzanita Metzie Maggie, went for \$2,600. This February junior yearling is sired by H. L. Pompey Morgan and is out of an Excellent, high producing dam and an Excellent, 20,000 pound grandam.

Second high at \$2,100 was Ogston Quicksilver Anna, consigned by Ogston Farms, Columbus, New Jersey. This "quicksilver" heifer, due in September and out of a "Generator" dam, caused a lot of interest in the barn.

Three heifers sold for \$2,000 even. Big K. C. Rosy, sire by H. V. F. Generator Big K; a daughter of Advancer Sleeping Milestone, Sleeping Milestone Beauty S; and HVF K Rosid, sired by H.V.F. Generator Big K and out of Sleeping Rosanna, E-94%.

Nineteen heifers sold for \$1,000 or more.

Before the start of the sale, donated semen was auctioned off, with the majority of the proceeds going to the American Jersey Cattle Club Research Foundation. One heifer, Y-Brook Generator Nellie, was donated by Y-Brook Farm, Newark, Ohio, toward the research foundation fund. In all, \$3,950 went to further research.

(EDITOR'S NOTES: Boyd Michael has accepted the responsibility of serving as instructor for the Dairy, Beef and Exotic Cattle Seminar which will be sponsored by the NAA and held on February 21 (Tuesday), 1978, Hyatt House Hotel, Orlando, Florida. Boyd's expertise in the sale of cattle is wide spread and this article indicates how active he is in the sale of outstanding cattle.)



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GRADUTES OF THE WESTERN COLLEGE OF AUCTIONEERING, Billings, Montana, Class of September, 1977, from seventeen states (including Hawaii and Alaska), and four provinces made this the 100TH TERM since the first one in June, 1948. Pictured, from left to right, front row, are some of the school administrators and/or instructors: Dean Roberts, Billings; Jack Ellis, Roundup, MT; Truman Kongsle, Herried, SD; Lorraine Divver, Secretary; Bob Thomas, President; Bill Hagen, Billings, Executive Secretary and Founder; Edith Hagen, Secretary; Edith Ellis, Roundup, MT, instructor; Bob Musser, Cody, WY; Bob Lohrenz, Powell, WY; and Gene Gabel, Billings. Additional instructors not pictured.



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Gross \$176,300 at Auction Of West Virginia Estate

The total amount of \$176,300 was grossed from the estate auction sale of the Lena Lilly estate auction in Athens, West Virginia, by the Jim Owen Realtors and Auctioneers firm of Princeton, West Virginia.

The total amount was arrived at by the sale of the lovely 15-room colonial home for \$113,000; and the furnishings which were sold for \$63,300.

Over 400 buyers were on hand and some of the prices reported were: Knabe baby grand piano — \$7,900; 1895 roll top desk — \$2,650; solid cherry dining room suite — \$4,800; curved front curio cabinet — \$850; regulator clock — \$1,425; oak halltree — \$850; spinning wheel — \$1,000; weaving loom — \$950; secretary — \$525; curved glass breakfront — \$1,050; Victorian loveseat with chair — \$1,000; and service for 12 monogrammed silverware — \$1,425.

The first day of the sale was concentrated on glassware, silver and paintings and the remaining two days were concentrated on antiques.

Jim Owens is a 1972 graduate of the Mendenhall School of Auctioneers; a member of both the West Virginia and

CONVENTION DATES

December 3-4 — Virginia Auctioneers Association, Martha Washington Hotel, Abingdon.

December 5 — Tennessee Auctioneers Association, Mid Year Meeting, Hilton Airport Inn, Nashville.

December 8 — Wisconsin Auctioneers Association, Mid Winter Seminar, Dellview Lodge, Lake Delton.

December 11-12 — Florida State Auctioneers Association, Quality Inn High "Q", Orlando.

January 20, 1978 — Michigan State Auctioneers Association, Lansing.

January 21-22, 1978 — Auctioneers Association of North Carolina, Inc., Charlotte.

January 21-23, 1978 — Ohio Auctioneer Association, Imperial North, Columbus.

January 27-28, 1978 — Pennsylvania Auctioneers Association, Inc., Host Inn, Harrisburg.

January 29-30, 1978 — Minnesota State Auctioneers Association, Holiday Inn, Interstate 35, Owatonna.

February, 1978 — New Jersey State Society of Auctioneers, Van's Inn, Freehold.

February 10-12, 1978 — North Dakota Auctioneers Association, Hamilton Motel, Rugby.

April, 1978 — Montana Auctioneers Association, Kalispell.

April 2-3, 1978 — Kentucky Auctioneers Association, Hyatt Regency House, Lexington.

May, 1978 — South Carolina Auctioneers Association, Quality Inn Motel on I-20, Columbia.

May 6-7, 1978 — Missouri State Auctioneers Association.

May 6-7, 1978 — Oklahoma State Auctioneers Association, Holiday Inn — East, I40 & Sooner Rd., Midwest City.

June 8-9, 1978 — Wisconsin Auctioneers Association, Fond du Lac.

June 10-11, 1978 — West Virginia Auctioneers Association, Cedar Lakes (FFA-FHA Camp), Ripley

June 16-17, 1978 — Texas Auctioneers Association, Hilton Inn, McAllen.

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Virginia Auctioneers Association; the National Auctioneers Association and is currently serving as president of the Mercer County board of realtors. He is licensed in the states of West Virginia, Virginia and North Carolina and primarily handles real estate, estate and liquidation auctions.

New Officers Elected . . .

STATE ASSOCIATION OFFICERS

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

Illinois State Auctioneers Association — President: J. C. Kornburst, 4121 Tenth St., East Moline 61244; Secretary: Jan Gravlin, Melvin 60952

Indiana Auctioneers Association — President: Amos Wittmer, Montgomery 47558; Secretary: Harry E. Buckles, RR 1 Box 262, Anderson 46011

Iowa Auctioneers Association — President: Pat Foster, 1696 Ridge Road, Iowa City 52240; Secretary: Mrs. Mike Bloomer, Rt. #3, Box 51, Glenwood 51534

New Jersey State Society of Auctioneers — President: John P. Kachmar, RD 2, Box 321B, Flemington 08822; Secretary: Jack Sartor, 437 West Clinton Street, Dover 07801

New York State Auctioneers Association — President: Hugh Parker, Box 3, Pitcher 13136; Secretary: Duane Gansz, 14 William St., Lyons 14489

Oklahoma Auctioneers Association — President: Bob Curry, 8200 NE 28th St., Spencer 73084; Secretary: Ray Patterson, 113 N. 9th, Frederick 73542

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K. C. Sertoma News

FOUR LETTER WORD

Maybe we ought to spell it "Taxx" . . . if anything deserves to be a four-letter word, it does.

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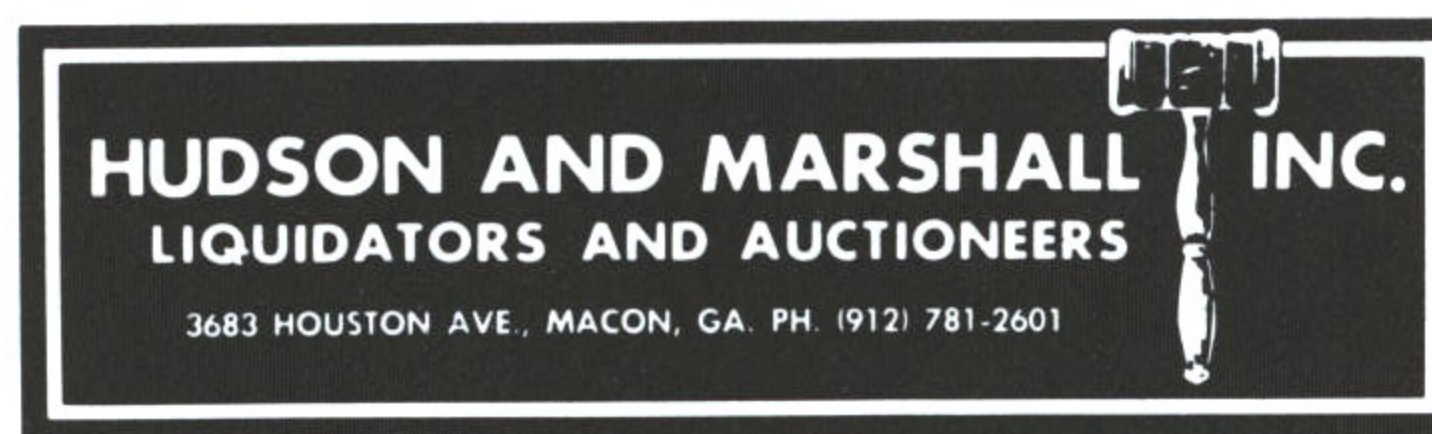
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Police Pension & Relief Fund Benefits From Sale of Impounded Merchandise

In one of the first auctions to be held under the guidelines of a new law passed in the last session of the Arkansas Legislature, two NAA members helped make a sizeable contribution to their local police department pension fund.

Cols. Fred and Jerry Hiatt of Rogers, Ark., raised a total of \$1,783 on October 29 for the Rogers Police Department Pension and Relief Fund by auctioning the department's impounded merchandise.

A wide variety of merchandise was sold, including a number of bicycles, ranging from like new condition to parts (ten, five, three and one-speed), an outboard motor, tools, power tools, knives, radios, tape players, electrical and hardware items and clothing.



A LARGE NUMBER of buyers were still on hand as the Rogers Police Department auction of impounded merchandise neared completion. More than 350 persons crowded the City Hall employees parking lot during a large portion of the auction.

More than 350 persons crowded the parking lot at Rogers City Hall, where the merchandise had been set up for the auction.

The auction total, \$1,783 was approximately twice what police department officials had estimated prior to the sale.

The Rogers Fire Department took advantage of the auction to add to their pension fund by handling concessions at the two and one half hour auction.

The auction is believed to have been the first such auction held in the state of Arkansas since a law was passed by the Arkansas Legislature this year authorizing police departments to dispose of impounded merchandise themselves and providing that the proceeds be added to the department pension fund.

In the past, Arkansas had been operating under a long outdated law that required the police departments to turn the impounded items over to the county for disposal and the funds were added to the county's general fund.

In most instances, the county clerk, acting as auctioneer, would sell the entire group of items as a lump, just as a means of disposing of the material, rather than in an effort to get the highest possible price.

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LOOKING FOR BIDS are Cols. Jerry (left) and Fred Hiatt (both in dark glasses) as they donated their services to conduct an auction of impounded merchandise for the Rogers (Arkansas) Police Department on October 29. The auction raised \$1,783 for the department's retirement and pension fund.

The new law provides that the city police departments can now maintain control of the auction and since the funds go to the retirement fund, each department has an incentive to get as high a price as possible for each item.

While the law also makes provisions for paying the auctioneer his commission, the Hiatts donated their services for the auction and even paid for advertising, other than the required "legal advertising" required by the law.

Public service is nothing new to either of the Hiatts, a father-son team. The father, Fred, has served as a member of the Rogers Historical Museum Commission since its conception and acts as official appraiser for the museum.

The son, Jerry, is a member of the Rogers City Council and serves on several community and civic committees.

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Castner Sells Grand Champion Lamb



NAA MEMBERS MAY CONSIDER the State of New Jersey — the Garden State — as synonymous with the Atlantic City Boardwalk, or auctioneers specializing in commercial liquidations. But NAA member Don Castner of Branchville, New Jersey, emphasizes that the Garden State auctioneers belong to one of the most active state associations (The New Jersey State Society of Auctioneers) and perhaps its members represent the greatest variety of specialized selling. The photo above shows auctioneer Castner selling the Grand Champion market lamb at the annual 4-H sale at the Sussex County Farm and Horse Show. Shop-rite Supermarkets purchased the lamb at \$11.50 per pound.

Man Uses Three Identities To Take Items from Auctions

Harry E. Buckles, Secretary-Treasurer of the Indiana Auctioneers Association, submitted information, identifying a man who has been using three names with which to register at auctions and with the one registration slip, can leave the auction without paying for the items purchased with the other two numbers.

Harry Buckles wrote: "This man registered under three (3) different names over a two day sale in the name of Wallace Berts, Jim Mason and Walter Watson. Under number 31 on the first day of the sale he purchased a few items, fairly inexpensive; totaling \$46.50 and paid for them in cash establishing his identity.

"He also registered on the first day under 127 and purchased nothing presumably with the idea that he could get out of the door by showing this number and with no slips charged to this number could get out without paying.

"On the second day he registered as number 151, purchased \$798.50 worth of items and most of the items were small in size, but of good quality and dollar value. These items he periodically removed to his automobile prior to the termination of the sale. He left the sale somewhere within an hour or an hour and one half prior to the sale closing.

"His method of operation was to visit the auction on Friday night when the sale was being set up to preview and

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"Of inestimable value to every auctioneer and auction apprentice," Ed Channel, Bloomingdale, Ohio.

"Priceless", Ed Esber, Canton, Ohio.

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

by Earl D. Wisard, Auctioneer
R 1, Dundee, Ohio 44624

see what was available at the sale. He came to the sale early on the first day and again early on the second and stayed almost the entire day on both days, standing or sitting at the rear of the crowd and only when an opportunity for the crowd to look at the merchandise did he mingle with the crowd up front."

Harry Buckles identified the man as: Hair — grey and white; age — 45-50; height — 5'8" to 5'10"; weight — 165 to 185 pounds; complexion — medium, glasses — dark shell rim for reading only; dress — neat, clean, sport clothes, windbreaker-type jacket (dark blue).

NAA Member Receives Commendation For Services at Benefit Auction

Nearly \$4,500 was raised at auction for the benefit of a fellow realtor, who is suffering from acute leukemia by NAA auctioneer Donn Fagans of Cherry Hill, New Jersey.

Robert C. Slemmer, President of the Camden County (New Jersey) Board of Realtors wrote to the NAA Office with his words of commendation for Donn Fagans. Auctioneer Fagans spearheaded, planned and conducted the benefit auction for the benefit of Rich Haven. Donn ran the entire auction from the early planning stages - gathering items to be sold - and to the conclusion and made no charges for his services.

The end result, reports Mr. Slemmer, was that the kind-hearted people of the area donated merchandise, whereby Donn Fagans sold over 500 items and raised nearly \$4,500 for Realtor Haven and his family.

Donn Fagans is a new member of the NAA and has already contributed his services by writing an article on how to sell real estate at auction (story included in this issue). Even though a recent graduate of the Reisch College of Auctioneering, he has been selling real estate for 15 years.

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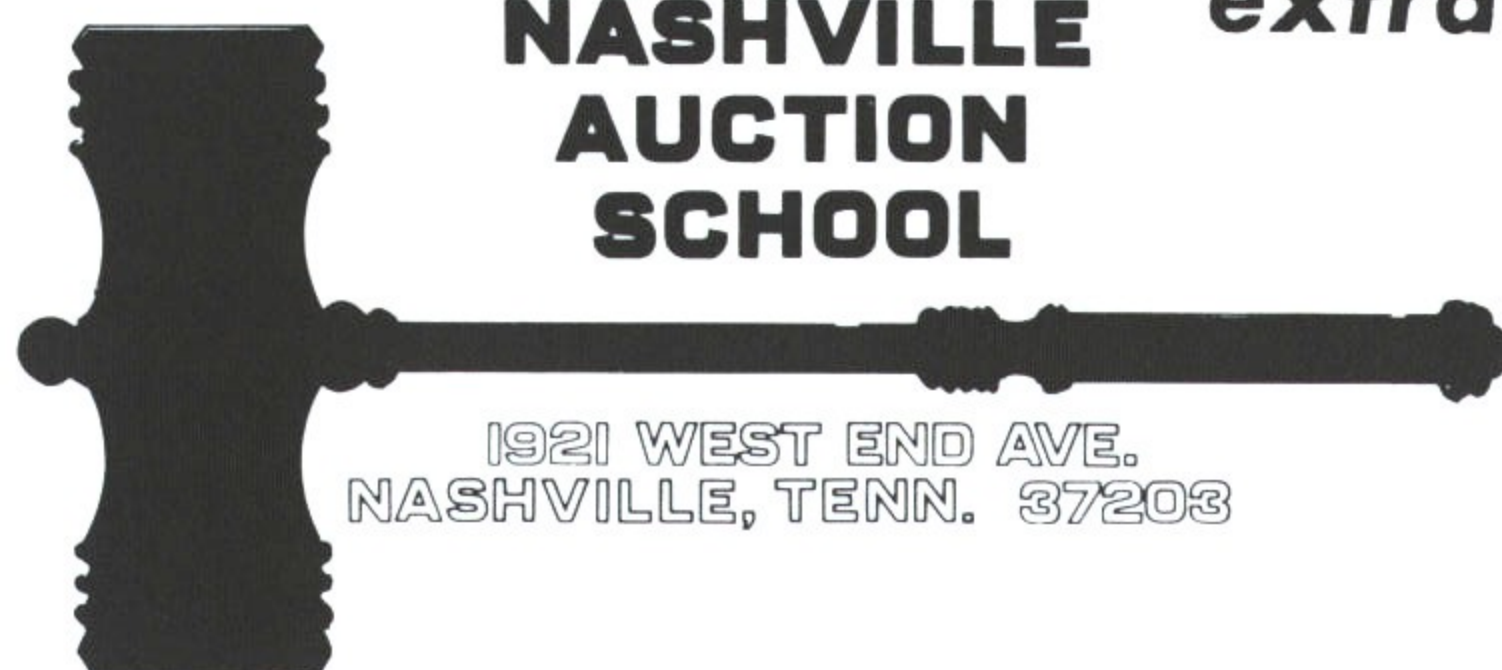
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In Memoriam . . .

Auctioneer John R. Fishdick Dies; Leaves Bequest in Amount of \$10,000 To National Auctioneers Association



JOHN R. FISHDICK

The law offices of Drager, O'Brien, Anderson and Stroh submitted a letter to the NAA Office, which in effect

informed the NAA that John R. Fishdick has died and in his Last Will and Testament, has provided, from the assets of his trust, the sum of \$10,000 to the National Auctioneers Association.

Additional information about John R. Fishdick's death was not made available and nothing additional has been submitted for publication to THE AUCTIONEER magazine.

John R. Fishdick has been a frequent contributor of articles to THE AUCTIONEER magazine. He has been a firm supporter of the belief that the auction profession is one of dignity.

John R. Fishdick will long be remembered by the many associations he worked for, and with, throughout the nation, but more specifically in his summer home state of Wisconsin and his winter home state of New Mexico. Annually, Col. Fishdick would have his mailing address changed from Eagle River, Wisconsin, to Carlsbad, New Mexico, where he moved to take advantage of the warmth of New Mexico's winter.

John R. Fishdick received, on February 4, 1977, the Community Service Award of the Carlsbad National Bank for having made an exceptional contribution to the improvement of life and welfare of the people of the community and was honored by the Bank. Upon receiving the award, Col. Fishdick received several letters and telegrams of congratulations; one of which was the first humanitarian telegram submitted to a citizen of New Mexico by President Carter.

The President's director of presidential message wrote: "President Carter was pleased to learn that you have been selected to receive the Carlsbad National Bank's Distinguished Community Service Award. He extends warm greetings to you. In his inaugural address the President stated that, bound by a new spirit and a new commitment, we can build a better America and more peaceful world. He believes that concerned citizens, such as you, serve as power-

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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". I'm sure you'll like them. Hang in there.

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Thousands of people surged into the St. Paul, Minnesota, Civic Center Arena on Saturday, September 24 to rummage through 54,000 square feet of items for the opening of the "Greatest Garage Sale on Earth". The "Garage Sale" was for the benefit of the St. Paul-Ramsey Arts and Science Council and the Downtown Council.

There were 30,000-plus items donated for the sale by hundreds of local businesses and individuals. Sales were brisk, but not all shoppers were satisfied with the results



AUCTIONEER WALLY LAUMEYER displays the embroidered shirt, worn by Elvis Presley in one of his films, to the large crowd attending the "Greatest Garage Sale on Earth". NAA member Laumeyer received the winning bid of \$475 for the shirt.

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of the floor sales. He stated that "most of this stuff is a bunch of junk" and complained that the sponsors were saving the best merchandise for the auction, which was music to the ears of NAA member Wally Laumeyer.

Auctioneer Laumeyer of the Wally Laumeyer Auction Co., Inver Groves Heights, Minnesota, received what every auctioneer hopes for: front page publicity (photo of him at work) in the St. Paul Pioneer Press, Sunday edition, as he called for bids on a shirt of Elvis Presley. A life-long Presley fan broke into tears of joy when Auctioneer Laumeyer congratulated her for having the winning bid on the embroidered gabardine shirt, which Elvis wore in a film, with the high bid of \$475.

It was reported in the newspaper that the auction was undoubtedly the biggest attraction. Minnesota Governor Rudy Perpich and St. Paul Mayor George Latimer kicked off the auction and the first thing to go was Perpich's necktie, which auctioneer Wally Laumeyer ripped from the governor's neck and promptly sold for \$14. The tie was replaced with a T-shirt, promoting the "Greatest Garage Sale".

The mayor topped the governor in gross sales as the mayor was sold for \$90 — along with a box lunch for two. Soccer star Kyle Rote, Jr. and a box lunch sold for \$40.

Many other items were sold at auction and these included the Merrill-Lynch bull, seen on the advertisement commercial, for \$700, and a green Burlington Northern caboose for \$750.

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After all it wasn't until March 3, 1791 that Congress passed a resolution to establish a Mint in United States. Although there were many coins circulating in our country prior to that time, many were struck by private mints both here and abroad, brought in by the early settlers to use in trade.

Many auctioneers unknowingly handle these early American coins and call them foreign coins. The knowledgeable people are generally by the auctioneer's elbow, when being sold, waiting for a real good buy often times they are successful.

So here's what you do:

1. If you don't know your coins — don't be too proud to ask for the assistance of an individual who does;
2. Have the coin properly graded;
3. Put the coins in new attractive holders;
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Samuel F. Seibert, NAA Member
Elizabethtown, Pennsylvania

HOUSE BREAKER

A neat little man presented himself at the jail early one morning and sought out the jailer. "I'd like to speak to the man who was arrested for breaking into my house last night."

"What do you want to talk to him for?" asked the jailer. "We have already got the goods on him real good."

"Oh, that's not it," replied the man. "I just want to ask him how he got into the house without waking my wife."

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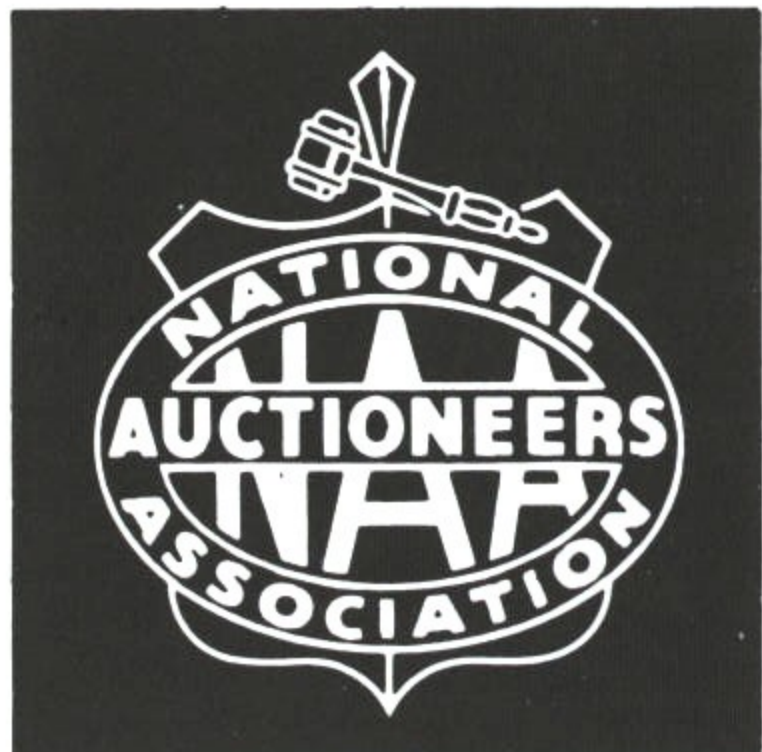
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From The Editor's Notebook

By Harvey L. McCray, Editor
and NAA Executive Director

Occasionally items of importance will be brought to my attention by NAA members either writing, or calling, the NAA Office. Most of the calls are for requests for help and assistance.

Interest is obviously evident in the few remaining states, which do not have State Associations, in forming State Associations. The interest stems from the activities now being sponsored at the NAA annual conventions in addition to the proven advantages auctioneers have had through association in their states — State Associations! Conversations with the leaders of State Associations have also offered indication of the proven worth.

Calls, letters or personal conversations have been received about forming State Associations in the following states: Alaska, Arizona, New Mexico and Utah. Letters of assistance have been submitted from the NAA Office, but more assistance is needed by the people in these states to determine if and when a State Association can be formed.

If anyone can offer assistance to the auctioneers in these states; if you reside in the states mentioned and are also interested in the possible formation of a State Association, please write to either the NAA Office, or write direct-

ly to the auctioneers listed below:

Alaska: Charles E. Barnett, S. R. Box 10838, Fairbanks, AK 99701;

Arizona: W. K. Murdock, Rt. 3, Box 153, Buckeye, AZ 85326
Or: Bernie N. Hooper, Main Street Lowell, Bisbee, AZ 85603;

Or: Edward A. Short, 11017 N. Cave Creek, Phoenix, AZ 85020;

New Mexico: Robert L. Cline, P.O. Box 1567, Silver City, NM 88061;

Utah: Shery and Dave Rounkles, 295 South Port Lane, Layton, UT 84041.

The auctioneers in Arizona and New Mexico also have considered combining their efforts and perhaps organize a "Southwest" Association to begin with to offer greater support for the two states. The problem in this organization is the distances, which will have to be traveled by members in each state for meetings, etc.

Help is being solicited NOW by these people in determining, first of all, if enough interest is apparent in the states listed; secondly, if there are enough interested auctioneers to form a state association. Offers of assistance have been given to these states by President Marty Higgenbotham, immediate Past President Lyle Erickson and NAA Executive Director Harvey L. McCray and many State Association officers. Copies of materials have been sent to each state, but if any other member can offer assistance to these efforts, please write directly to the auctioneer listed above.

Montana Auctioneers Association Secretary, Wm. J. "Bill" Hagen already has furnished Dave and Shery Rounkles materials and his support.

Perhaps there are auctioneers in the states listed above who are not now members of the NAA, but who are well qualified. If you know of any qualified auctioneers, who you feel will be an asset to the NAA, please have them sign up for membership now and ask them also to support the possible formation of the State Association.

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The NAA members whose names appear within their respective states have each given \$5.00 for their names to appear for one year in support of their magazine — THE AUCTIONEER.

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

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NAA Board of Directors Revise Booster Club Listing Procedures

On January 1, 1978, a new procedure will be established and put into practice in listing the NAA Booster Club members, who have supported THE AUCTIONEER magazine by contributing \$5.00 annually and having their names listed in each issue as BOOSTER CLUB members.

The NAA Board of Directors, at its January, 1977, meeting in Lincoln, Nebraska, reviewed the BOOSTER CLUB procedures and costs involved in having the listing printed and a revision will become effective on January 1, 1978.

The January, 1978, issue of THE AUCTIONEER will list all BOOSTER CLUB members and during the 1978 calendar year, three additional listings will be made. BOOSTER CLUB members will not be listed monthly, as they have in the past.

The second revision, as approved by the board, is that as of January 1, 1978, a \$10 contribution must be made (as compared to the \$5 now being offered).

BOOSTER CLUB contributors who have made their annual contributions' up through December 31, 1977, will have their names listed throughout the 1977 year, but any contributions made from February, 1977, thru December, 1977, will terminate as of December 31, 1977. The last listing as a "monthly listing" will be made in the January, 1978, issue.

Based on the board of director's revised schedule, and after December, 1977, the quarterly BOOSTER CLUB listings will be made in the January, April, July and October issues of THE AUCTIONEER.

(EDITOR'S NOTE: This revised procedure was announced in the February, 1977, issue of THE AUCTIONEER magazine and will be published in each issue and succeeding issues thru December, 1977.)

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 David I. Gilgun—Woburn
 Jack Armstrong Hilditch—Bellingham
 Francis Horgan—Roslindale
 John J. LaCroix—Auburn
 Abe Levin—Fitchburg
 William F. Moon—North Attleboro
 Frank "Honest Chuck" Onischuk—
 Westminster

Clifton D. Rockwell—Newburyport
 Leonard Sheinfeld—Farmingham
 John Shibley—Southwick
 Walter Szary—Peabody
 D. Francis Zullo—Somerville

MICHIGAN

Lloyd E. Adams—Shepherd
 Herb Albrecht—Vassar
 Aubrey J. Appling, Jr.—Walls
 Sam Babock—Alpena
 Nate Baker—Southfield
 Martin "Barney" Barnhart—Reading
 John R. Bell—Flint
 George P. Blackford—Flint
 A. Howard Block—Mayville
 Jim Brannan—Boyne City
 Richard Brodie—Westland
 Howard C. Coffey—Allegan
 Harold Cole Auction & Realty—Flint

Louis Dansky—Sharon
 Gordon Davis—Lansing
 Robert Gerhart—Climax
 John Glassman—Eau Claire
 Freeman F. Glenn—Port Huron
 Julius C. "Tex" Haas—Dexter
 Eldon Hallmark—Grand Junction
 Howard Herzberger—Bay City
 Ben Kleiman—Grand Rapids
 Aubrey Mulberry, Jr.—Goldwater
 David A. Norton—Coldwater
 Lee L. Norton—Alto
 James L. Ockerman, Sr.—Sylvan Lake
 City
 Sherry Olin—Sparta
 John Pace—Marquette
 William Podell—Grand Rapids
 Willie Reese—Edwardsburg
 Merryann Rowland—Grand Rapids
 Clyde Russell—Caledonia
 Douglas Scratch—Brighton
 N. Iver Schmidt—Ypsilanti
 Robert J. Wellman—Decatur
 Brent Wilber—Bronson
 Garth Wilbur—Bronson

MINNESOTA

Timothy Allison—Albert Lea
 Donald Babbitt—Conger
 John M. Bliss—Clarks Grove
 Larry Born—Weseca
 Greg Christian—Osseo
 Florence Cornell—Lakeville
 W. A. Dickenson—Austin
 Wayne Ediger—Belle Plaine
 Wayne Estby—Delano
 Martin Ewert—Janesville
 Lowell Gilbertson—Hayfield
 Eldren Hecksel—Winsted
 Emery Henn—Zumbro Falls
 James Henry—Long Prairie
 Tom Klyve—Benson
 Alvin Kohner—Winona
 Marlin Krupp—Elmore
 Kwick Klerk, Inc.—Northfield
 Wally Laumeyer—St. Paul
 Albert O. Maas—Millville
 Joseph J. Maas—Plainview
 Rene Marguth—Morton
 Terry Marguth—Redwood Falls
 P. J. Peterson—Badger
 Wayne Pike—Princeton
 Fred Radde—Watertown
 Steve Reinhardt—Palisade
 John Schoenfelder—Bemidji
 Gerrit Smith—Hutchinson
 J. A. Sundberg—Minneapolis
 Bert Trane—Karlstad
 Wayne Wormsbecker—Minneapolis

MISSISSIPPI

Aubrey Joe Appling, Jr.—Walls
 Perry Baygents—Waynesboro
 Quincy Bryant—Jonestown
 Harry T. Collins—Tupelo
 A. O. Dilley, Jr.—Belzoni
 Toxey Fortinberry—Water Valley
 David Gilleniine, Jr.—Tupelo
 Kline Ozborn, Jr.—Canton
 Terry Ozborn—Canton
 Meadow Perry—Yazoo
 Howard Reed—Cleveland
 Liston Shows—Soso

MISSOURI

W. L. Abney—Piedmont
 Ken Barnicle—Ballwin
 Joe Beck—Sikeston

Lenzie Beck—Sikeston
 Herbert Butterbaugh—Kansas City
 Hugh Campbell—Chillicothe
 John M. Campbell—Higginsville
 Central States Auction School—Kansas
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 Greg Croll—New London
 Quintin Daehler—Mayview
 Bill Edwards—Salem
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 Larry Fannon—Rolla
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 Robert Flora—Lebanon
 Kenneth Gaines—Shelbyville
 James Ganey—Belton
 Bob R. Hale—Sikeston
 Roy Hansen—Linn Creek
 Otis J. Hawthorne—Maplewood
 Jackson Clay Hunter—New Madrid
 James Jones—High Hill
 Carl Kimble—Stewartsville
 Robert McCann—Harrisonville
 Joe McCord—Sikeston
 Bob McNeive—Campenton
 Paul Medley—Columbia
 Robert Merry—St. Louis
 Raymond Meissen—Salisbury
 Kathy Lynn Mills—Mexico
 Missouri Auction School—Kansas City
 Richard Mizer—Lonedell
 Ace Modglin—El Dorado
 Jerry Ondracek—Sedalia
 Billie Orton—Memphis
 Sam Pickering—Licking
 Jerry D. Popplewell—Amity
 Floyd Rhine—W. Plains
 J. H. Shell—Sikeston
 Dean Shepherd—Lee's Summit
 Charlie Sutter—Sullivan
 J. S. Thornhill—Caruthersville
 3-M Auction Service—Sunrise Beach
 Bill Tilley—Viburnum
 Bob Turnage—Hayti
 Kenneth Uplinger—Columbia
 R. E. Voorheis—Harrisburg
 Gerard Weisbrod—St. Louis
 John F. Wagster—Broseley

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 Bass Auction Company—Lewistown
 Jerry Buckley—Sweetgrass
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 W. J. Hagen—Billings
 Jack Hargrove—Helena
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 Robert Kinsella—Havre
 Bill LeFebure—Power
 John Mandeville—Bozeman
 Ron Miller—Lewistown
 R. J. "Bob" Thomas—Billings
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 Western College of Auctioneering—
 Billings

NEBRASKA

Jack Bernard—Omaha
 Capitol Auction & Realty—Lincoln
 Kenneth Carnes—Aurora
 Don Dirks—Bruning
 Jack Fajman—Columbus
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 Elmer Galusha—Central City

Harry Galusha—Central City
H. A. "Hoot" Gibson—Aurora
Rod Gillespie—North Platte
Elmer Jacobsen—Grand Island
Rose Ann Jacobsen—Grand Island
Stacy McCoy—Arapahoe
Melvin Meyer—St. Libory
Henry I. Neuhaus—Elkhorn
Gerald Phillips—Wallace
Henry Rasmussen—St. Paul
Dale Standley—Omaha
Frank Thimm—Beatrice
James Troutman—Winside
Jim Walker—Omaha
Gary Woodring—Davenport
Rex Young—Plattsmouth

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George Chadwick—Carson City
Leo Grindley—Las Vegas
James Watson—Las Vegas
Leon Watson—N. Las Vegas

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J. W. Barber—Lebanon
George S. Foster III—Suncok
Norman Goss—Brentwood
Larry Gray—West Lebanon
Lawrence J. Guay—Gorham
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Paul W. Lawton—Chesterfield
T. R. Langdell—Milford
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Edward G. Stevens—Rindge
Merle D. Straw, Jr.—Seabrook

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Edward F. Barber—Williamstown
Edward Berman—Dover
Theodore Blumenberg—Hillsdale
Fred Daniel—Neshanic Station
Fred R. Daniel Auctioneers, Inc.—
Neshanic Station
Ralph S. Day—Leonia
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Elwood Heller—Somerville
Esler Heller—New Egypt
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Jack Hunter—Montclair
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Marge Kennelly—Ridgewood
Jerome Krawitz—Fair Lawn
Ellie Maher—Piscataway
William Melillo—Jersey City
Roman Osadchuk—Wildwood
John R. Potts—Neshanic Station
George Puglia—Paterson
John Reed—Neshanic Station
Charles Roeder—Oakland
Joseph Sartor—Towaco
J. Edward Scott—Williamstown
D. A. "Knot" Smith—Salem
Dallas Smith—Salem
Gerald Sterling—Berkeley Heights
Arthur Stryker—Frenchtown
T. J. Sullins—Malaga
John Torlish—Raritan
Howard Wikoff—Saddle River
Arthur Williams—No. Plainfield
Walter Wright—Williamstown
Warren Young—Bordentown

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James Cecil—Hobbs
Wayne Connell—Mountainair
Bill Hernandez—Alamogordo
Gene Navalesi—Albuquerque
John Overton—Albuquerque
James H. Perkins—Sedan
Chuck Stocks—Albuquerque
Douglas Tharp—Deming

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Lorion Bacron—Ithaca
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Merritte L. Barr—Walkins Glen
Al Bigelow—Springville
Lewis Bronstein—Buffalo
Richard W. Bronstein—Buffalo
Clare Brown—Staten Island
Ted Bucknam—Holland
Paul Calkins—Peru
Walter Case—Belmont
Peter Catanese—Pearl River
Douglas A. Cater—Gallupville
William Connolly—Liverpool
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Saratoga Springs

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Doyt McGinnis—Nedrow
Dick Monasky—Binghamton
Glenn Munson—McLean
Cliff Newman—Owego
Frank Nickerson—Hamilton
John O'Sullivan—Brooklyn
Henry Ott—Middleport
Hugh Parker—Pitcher
Jack Perry—Wilson
Will Potter—Springville
Hubert Punchard—Elmira

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Robert Bunn—Asheville
Edward Butcher—Charlotte
James E. Carpenter—Claremont
Ronny Causby—Morgonton
Bobby F. Cheek—Winston-Salem
Boy Man Dixon—Hickory
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Billy Dunn—Maxton
G. T. Gilbert—Lincolnton
Frank Godley—Charlotte
Johnny Godley—Charlotte
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A. M. Hauser—High Point
George Hawley—Stokes
J. Martin Haywood—Rockingham
Johnny Hendricks—Zebulon
Billy Hinton—Zebulon
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Edmund Huntley—Wadesboro
Donald Johnson—Glen Alpine
Jimmie Kennedy—High Point
William B. Langley—Greensboro
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W. Craig Lawing—Charlotte
Ed Leatherbury III—Whiteville
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John Loy—Greensboro
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R. Johnson McDaniel—Gastonia
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Max D. McSwain—Shelley
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Forrest Mendenhall—High Point
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High Point
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Lawrence Nichols—Winston-Salem
F. W. Pearson—Charlotte
Keith Pierce—Winston-Salem

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 Paul T. Reeves—Sparta
 Helen Robertson—Brevard
 Bernard Routh—Bennett
 Charles Rumley—Winston-Salem
 Hugh Simpson—Rutherfordton
 Hugh B. Slusser—Asheville
 Foy A. Smith—King
 Robert Stewart—Whitsett
 Tony Stone—Bailey
 Johnnie Sutton—Salisbury
 Kenneth W. Teague—Burlington
 Wm. D. Tinsley—Easley
 Phillip A. Viviano—Newell
 J. W. Walden—Charlotte
 Al A. Willette—Providence

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 H. O. Berg—Bismarck
 Don Clark—Bismarck
 Jim Davis—Ypsilanti
 Phil Ell—Killdeer
 Edmer Goetz—Bismarck
 Wilbert Kroh—Bismarck
 Robert E. Penfield—Bowman
 Bud Rice—Tioga
 Chuck Rodin—Marion
 Arlo Schmidt—Maddock
 Roger Skiftun—Manfred
 Jim Smykowski—Cayuga
 Robert Steffes—Arthur
 Milton Zimbelman—Bismarck

OHIO

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 John Anglin—Middletown
 Leonard Baker—Montpelier
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 Gary W. Cain—E. Springfield
 Ward Cole—Painesville
 Phillip A. Cole—Findlay
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 Donald R. Florea—Hillsboro
 Donald R. Florea—Milford
 Arthur L. Forney—Bellevue
 Jerry French—Defiance
 Ford Good—Seville
 James Haldane—Waverly
 Walter Hartman—Camden
 Dick Haverland—Hamilton
 Hunter-Chambers Co.—Hillsboro
 William Jesset—Westlake
 Harry W. Kerns—Urbana
 Richard T. Kiko—North Canton
 Edward King—Washington C. H.
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 H. John Kramer—Eaton
 James B. Lawless—Portsmouth
 Roy Edward Leach—Cuyahoga Falls
 Mearl Maidment—Bowling Green
 Robert Martineck—Cincinnati
 Bill McNamee—Kenton
 William F. Meadows—Carroll
 John R. Murphy—Grafton
 Thomas A. Nero—Brecksville
 Jim Peddicord—Newark
 Lyle Planert—Gibsonburg
 Paul Plessinger—Springboro

Larry G. Rainsburg—Kenton
 Albert L. Rankin—Alger
 Noland Renfro—Clyde
 Floyd Rhoades—Germantown
 Kenneth Rhoades—Mt. Victory
 Walter Rhodenberger—Parma
 George Roman—Canfield
 John Ross—Greenfield
 Ralph Rupp—Stryker
 Jason H. Sheppard—Gallipolis
 Don Standen—North Ridgeville
 Phil Thompson—St. Paris
 Harold E. Vaughn—Hamilton
 Roy J. Viall—Wooster
 Don Zalewski—Hinckley

OKLAHOMA

Jay Blodgett—Duncan
 William Brock—Norman
 Leo Brown—Clinton
 Orval Free—McAlester
 Tim Friedl—Tulsa
 Roy Georgia—Oklahoma City
 Lee Hickman—Oklahoma City
 Marlana Howell—Oklahoma City
 Carlos Lindley—McAlester
 Doyle Neece—Elk City
 Clay Powell—Oklahoma City
 Bill Riggs—El Reno
 Glenn Wayne Ritter—Bokoshe
 Paul Spitler—Prague
 F. E. Springer—Red Oak
 Mutt Standefer—Tuskahoma
 Earl Straughan—Oklahoma City
 Robert Turman—Hartshore
 Ed Vierheller—Claremore
 Walter W. "Dutch" Voss—Stillwater
 V. Paul Wells—Tulsa
 John West—Cashion
 W. W. Wilkinson—Tulsa
 W. D. Williams—Oakhurst
 Norman C. Wilmeth—Guymon

OREGON

Ernest Amundson—Dundee
 Harold E. Ball—Portland
 Sanford J. Blau—Salem
 Orland J. Brenner—Medford
 George Coulter—Portland
 Wallace Crawford—Hillsboro
 Gearld Fixsen—Turner
 Frank M. Gwinn—Portland
 Jack Healy—Moro
 Richard Hurley—Portland
 Charles Johnston—Creswell
 Donald F. Kennedy—Portland
 Edgar Lane—West Linn
 Richard Lang—Silverton
 Jack McBride—Portland
 Bobby Mendenhall—Portland
 C. A. Morrison—Grants Pass
 Virgil Munion—Roseburg
 Gary Peterson—Salem
 William H. Soeby—Tillamook
 Jim Suiter—Winston
 Lynn Walters—Clackamas
 Joseph Willis—Coburg
 Forrest Witthar—Portland
 Helen Wood—Roseburg
 Charles "Ed" Wurtz—Sutherlin

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 Sandy Billstein—Philadelphia
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 Dan L. Fiely—New Carlisle
 H. L. Frye—Pleasant Unity
 Clay Hess—Collegeville
 Ralph W. Horst—Marion
 Leo Jesion—McKeesport
 John Magil—West Newton
 Glenn Moyer—Allentown
 Richard J. Moyer—Spring City
 George Paich—Irwin
 Raymond Patterson—Eighty Four
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 Michael Quinn—Washington
 Larry Reed—DuBois
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SOUTH CAROLINA

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 Berry Brooks—Ft. Mills
 Ralph D. Brooks—Ft. Mill
 L. J. Calder—Charleston
 Hilton Dodgen—Greenwood
 William Gray—Orangeburg
 Lester T. Hite, Jr.—Leesville
 C. Don Hyleman—Spartanburg
 Steve Ivey—Dillon
 Wallace Jackson—Spartanburg
 James R. Jayroe—Mullins
 Wilblr C. McLamb—Little River
 Otis Magaha—Anderson
 Larry Meares—Pelzer
 Lloyd Meekins—Dillon
 Lloyd Meekins, Jr.—Dillon
 Harry E. Miller—Ward
 Archie Moody—Darlington
 Fred Mullis—Lancaster
 Richard Patterson—Lancaster
 George P. Pechilis—Columbia
 Arnold Postell—Charleston
 J. L. Pinckney—Orangeburg
 Jerry Sanders—Gaffney
 Homer Shaw—Leesville
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 W. C. Smith, Jr.—Columbia
 Donald Therrell—Darlington
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 Richard Watts—Florence
 Al A. Willette—Little River
 Don Wise—Florence
 C. W. Worrell—W. Columbia
 Wm. Younce—Florence

SOUTH DAKOTA

James Dunlap—Colman
 Charles Fisher—Long Lake
 Wild Bill Hickok—Hot Springs
 Truman P. Kongsle—Herreid
 S. G. Meyer—Mobridge
 Jim Payne—Yankton
 Earl Penfield—Lemmon

TENNESSEE

Aubrey Appling—Memphis
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 Brooks Realty & Auction—Nashville
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Everett Auction Company—Maryville
 Wilton K. Gilliam—Alexandria
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 —Nashville
 Virgil Wilder Realty and Auction Co.—
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 Rocky Ash—Clyde
 Albert Bass, Jr.—Bryan
 Bert Bertrand—Orange
 Stafford Bertrand—Orange
 Roy E. Briggs—Austin
 Walter S. Britten—Bryan
 Dub Bryant—Big Springs
 Arthur Bunnell—Marble Falls
 Phil Bunnell—Marble Falls
 Tom Bush—LaMarque
 Roy Cagle—Tyler
 Jim Davis—Richardson
 Jimmy Davis—Odessa
 Jack Dulin—Hale Center
 Sam Edlin—Kingsville
 Maurice Elsberry—Houston
 Jack Faulks—Lubbock
 Bob Fletcher—Brownwood
 Robert Fletcher—Amarillo
 Del Friend—Paris
 Joseph Gauthier—Georgetown
 Bob Goree—Amarillo
 Jerry Handley—Ft. Worth
 A. D. Hill, Sr.—Kerrville
 Bill Hollis—Houston
 Grover Howell—Conroe
 B. W. Jett—Ft. Worth
 Alan Jones—Grand Prairie
 D. A. Jones—Grand Prairie
 Jerry McClellan—La Porte
 Doyle McCurry—Lubbock
 Don McNally—Mesquite
 Tex McPherson—Dallas
 Grady W. Morris—Colorado City
 Homer O'Haver—Beaumont
 Jack V. Ogle—Greenville
 Jim Parks—Richardson
 J. W. Perdue—Longview
 Von Reece—Austin
 Ralph Segars—Longview
 Jim Short—Dallas
 Blaine Smith—Dallas
 R. J. Smith—Lone Oak
 Sherrell Speer—Wharton
 C. Bud Stockton—Georgetown
 Tillery Gee, Inc.—Dallas
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 S. L. Vaughn—Mesquite
 Bill Wade—Dallas
 Bill Watson—Kilgore
 W. J. Wendelin—Henderson
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UTAH

John R. Grimsley—Vernal
 T. L. Mann—Salt Lake City
 John Owada—Salt Lake City

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 Terry P. Lawton—Brattleboro
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VIRGINIA

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 D. E. Bumpass, Jr.—Mineral
 Jeff Burton—Bland
 William Burton—Bland
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 Paul Carrithers—Newport News
 Edmond B. Cherry, Jr.—Hampton
 Alan Cole—Hardy
 George & Martha Daniel—Blackstone
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 Hilton and Smith Auction Service—
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 John Holder—Alexandria
 Charlie Hope—Arlington
 Roger Isaacs—Rustburg
 Calvin Jones—Scottsville
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 Richard Lackey—Hampton
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 Clarence L. Marshall—Hillsville
 Ray D. Miller—Salem
 Nicholls Auction Co.—Fredericksburg
 T. B. Palmer—Chilhowie
 Robert Pangle—Woodstock
 Jack Peoples—Chesapeake
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 Tom W. Reese—Remington
 Maury Riganto—Norfolk
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 J. D. Vaughan—Keysville
 Raymond N. Waldrop—Montpelier
 Thad Williams—Wytheville
 Calvin Zeld—Virginia Beach

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 Bud Chapman—Seattle
 Bob Etherton—Seattle
 Lee E. Garrett—Moses Lake
 Al Gay—Seattle
 Randy Grudzinski—Walla Walla
 Bill Johnson—Seattle
 Bill Jones—Othello
 Bob Laggart—Seattle
 Arthur A. Lee—Bellevue
 Robert F. Losey, Sr.—Renton
 Doug Macon—Walla Walla
 Cecil E. Mings—Dayton
 James G. Murphy—Edmonds
 C. A. Porter—Connell
 Mick Sather—Conway
 Eric Schenfeld—Port Orchard
 Orville Sherlock—Walla Walla

Jeff Stokes—Port Orchard
 Larry Stokes—Port Orchard
 R. M. (Bob) Williams—Arlington
 Richard E. Williams—Kennewick
 Earl Witzel—Oak Harbor
 Fred F. Wood—Vancouver

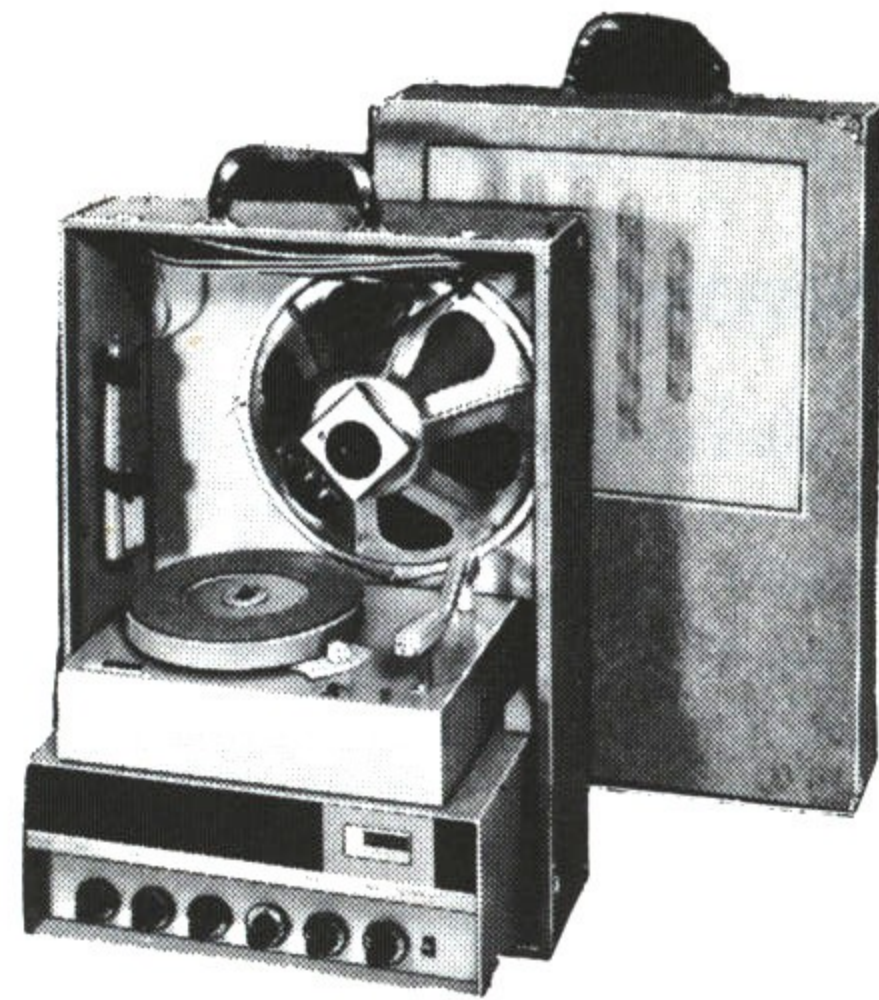
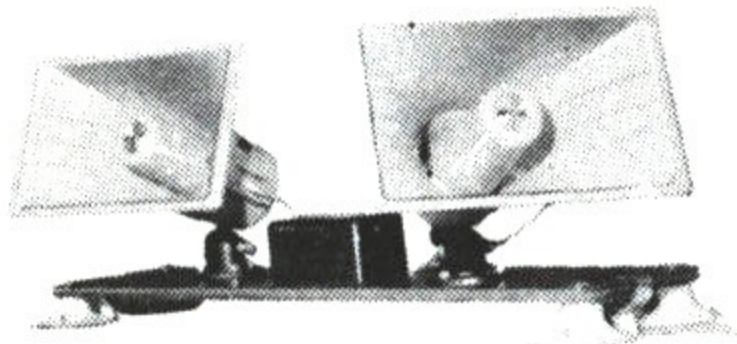
WEST VIRGINIA

Roy Clark—Milton
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 Cleo L. Johnson—Fairmont
 James McCutcheon—Parkersburg
 B. G. Park—Paden City
 Duward Sprowls—Elm Grove
 R. C. "Rick" Woodard—Barboursville

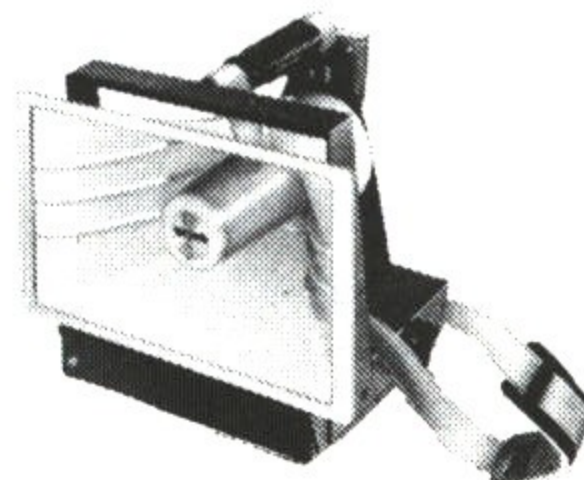
WISCONSIN

Jim Appleman—Cashton
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 Rodney Behnke—Oshkosh
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 Earl Clauer—Mineral Point
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 Anita B. Dahlke—Oshkosh
 Art Doede—Rosholt
 Mark Doede—Rosholt
 Marlyn Doede—Rosholt
 Joe Donahoe—Darlington
 Duane Dornacker—Brooks
 Donald Dumman—Algoma
 Leonard Dye—Oxford
 Jim Esch—Showano
 Peter Faith—Whitewater
 Charles A. Fandrich—Portage
 George H. Felton—Madison
 Dean Ferris—Lancaster
 Judy L. Fish—Poynette
 Donald Flugger—Trego
 John Freund—Omro
 Robert Freund—Omro
 George Frook—Three Lakes
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