

THE AUCTIONEER

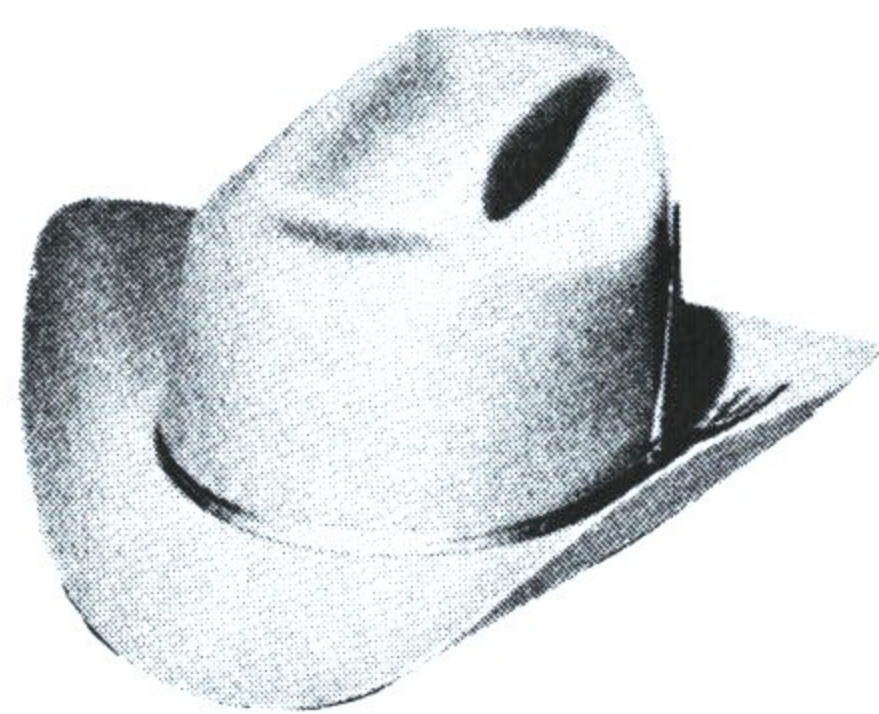
The Magazine of the National Auctioneers Association • December 1991



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Exciting Seminar Planned For New Orleans

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Stetson "Wisp"

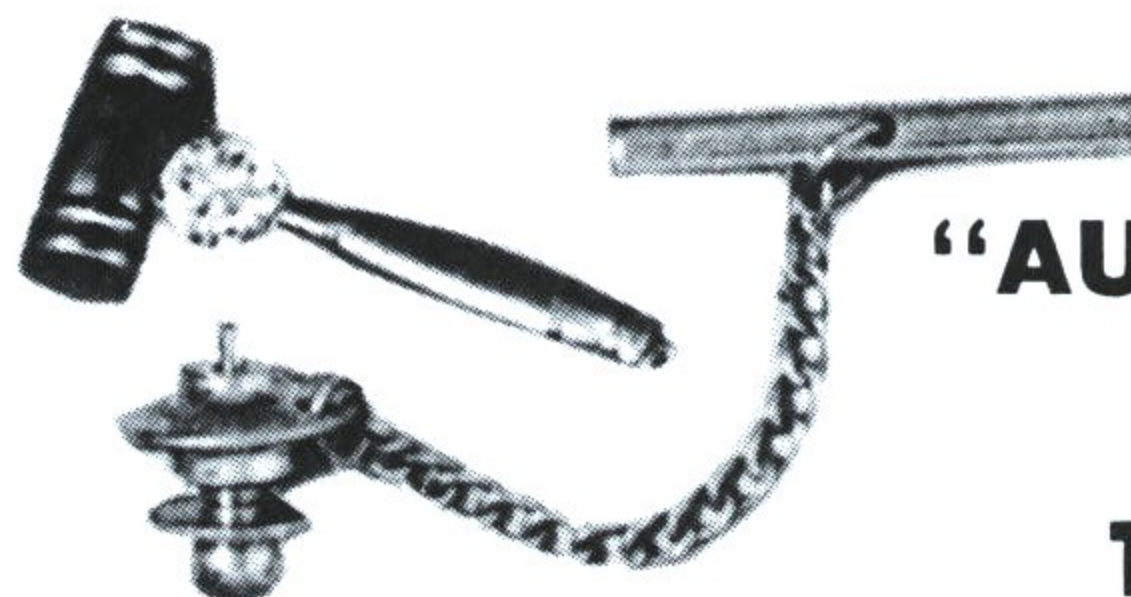


Auctioneer Hat

We have been privileged in the past to supply a few items that have been beneficial to the well being of many old as well as new auctioneers throughout the country. Back in the 60's we contracted with a major hat manufacturing concern to make the "Auctioneer" hat which comes in both "Felt" and "Straw" and in three different brim widths (2 1/8", 2 3/8" and 2 5/8"), the felt in silver belly (light grey) color and the straw, rice color. Down through the years we have sold thousands of these hats to auctioneers in every state. Eighty percent of our business is "repeat" in that those who wear them like them. Several years later we added the Stetson 4X silver belly "Wisp" hat—this is the hat you see advertised and worn by the "Marlboro Man". The two pictures above depict both the "Auctioneer" and the ever popular "Wisp".

We had so many calls for the white Panama hat that we added that to the line in a 2 1/2" brim width. Nothing is better for summer wear than a white Panama Stetson hat.

I have heard, "What do you give an auctioneer who has everything", many times and the best answer I know is an auctioneer's Gavel Tie Tac. They are an attention getter and will provide many a conversation. I have booked several sales because of the one I wear—I never go anywhere without mine and would feel naked without it. Sterling Silver or Gold Plated tac with or without man-made diamond start at \$50.00. Solid 14k Gold Tacs start at \$320.00. To add a diamond additional prices are \$120.00 up according to the size diamond you wish mounted thereon. Call for prices. They make great Christmas, anniversary, birthday or just because you love 'em presents.



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(All items plus 5% sales tax)

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Colonel W. Craig Lawing

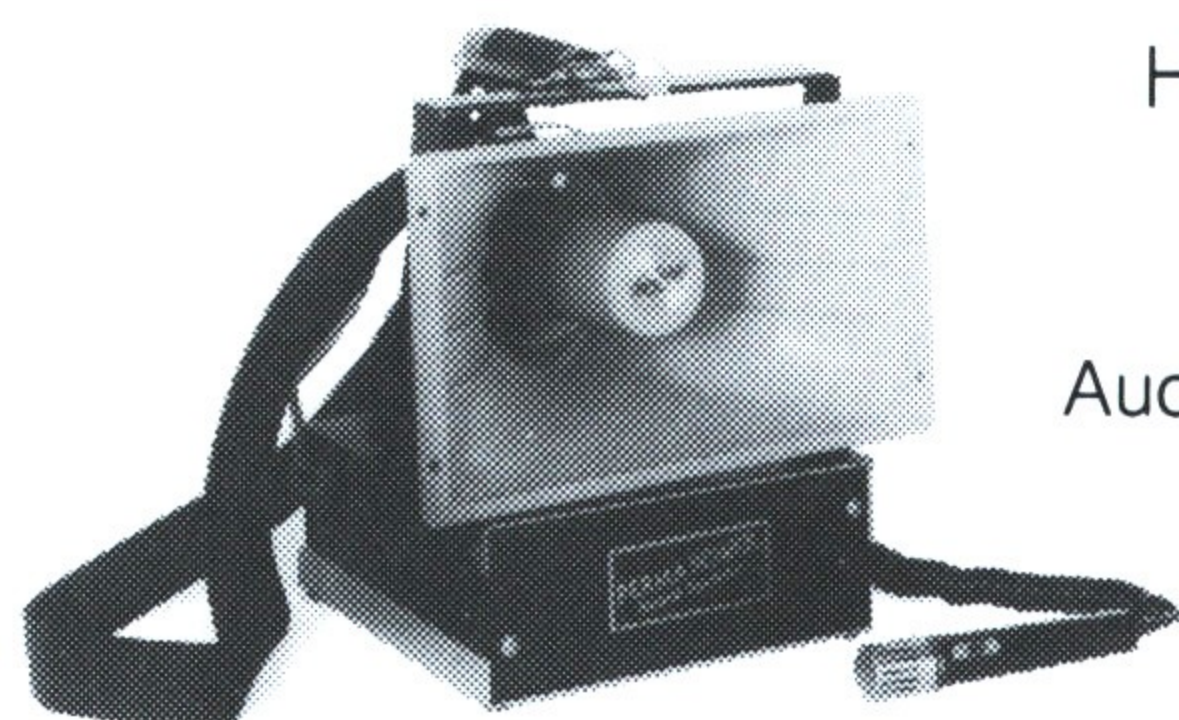
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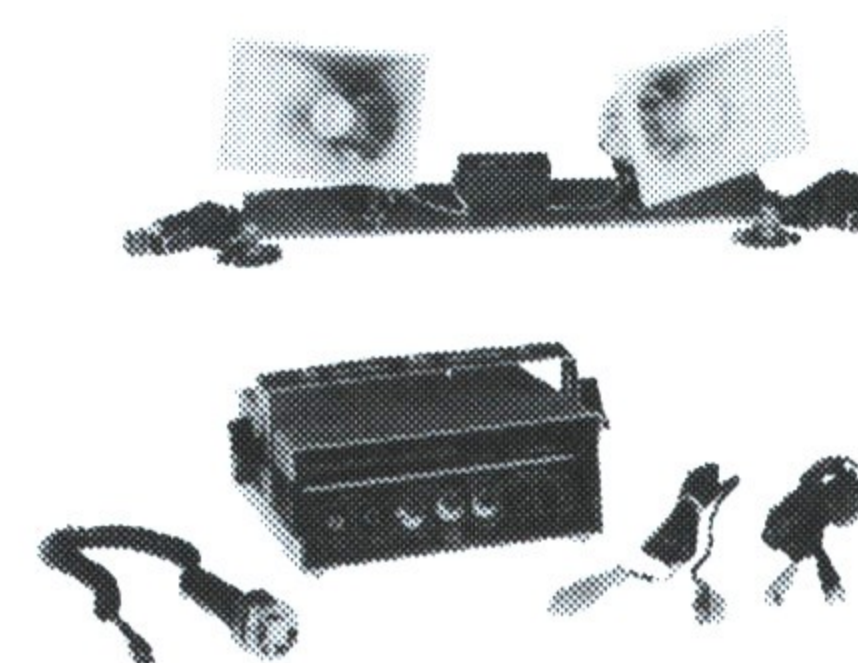


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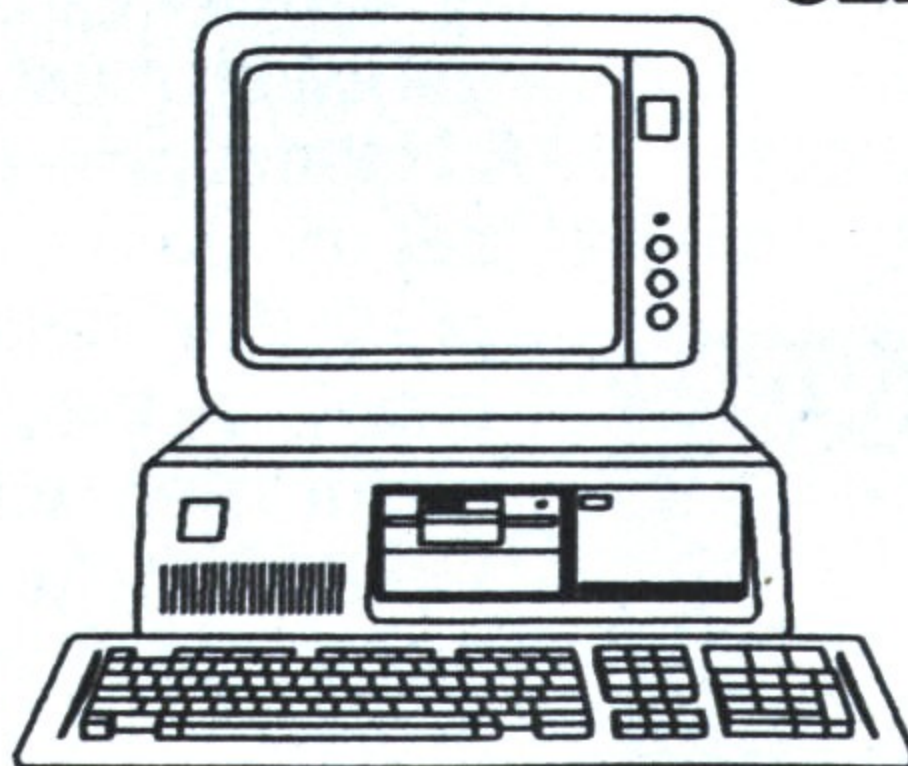


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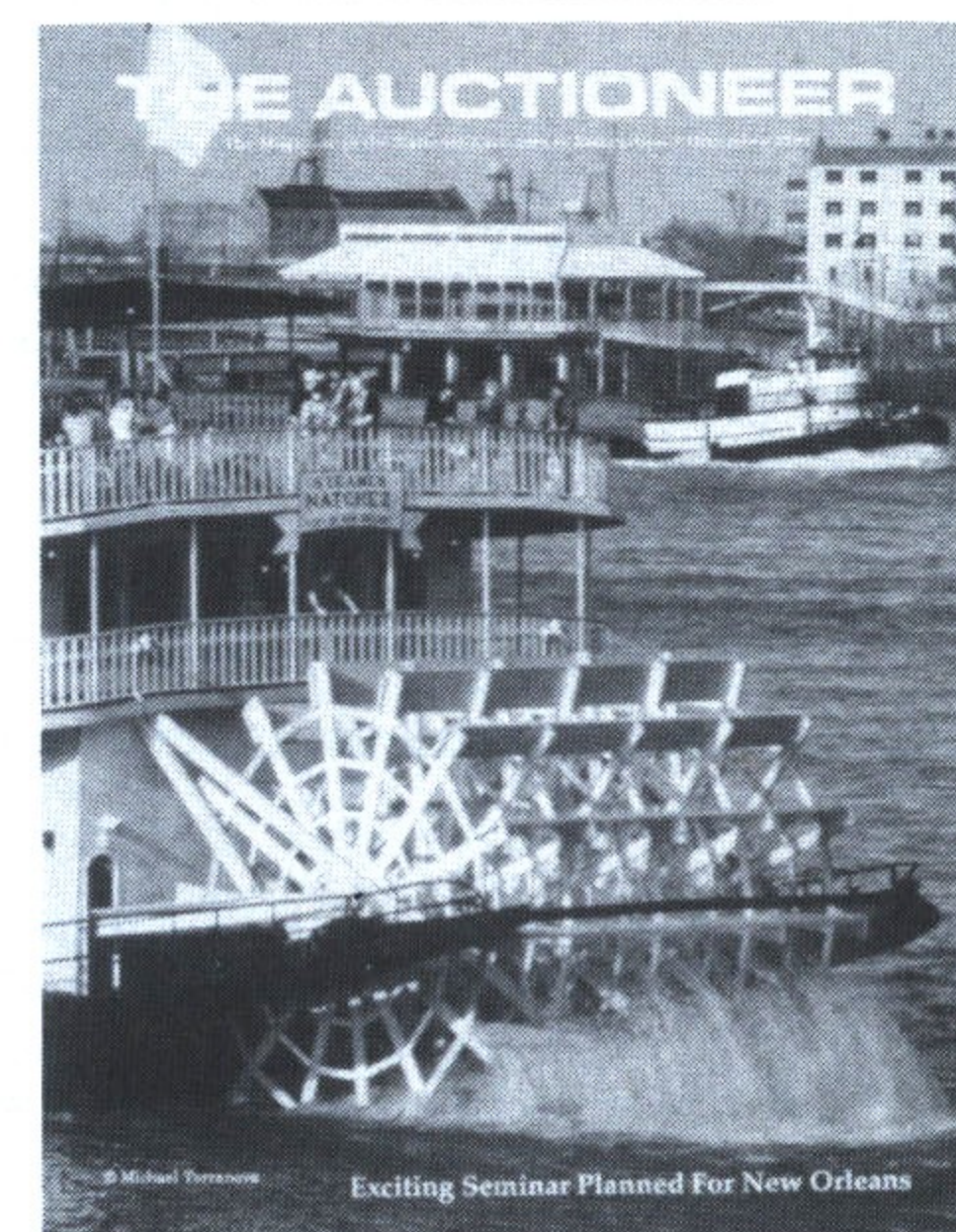
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New Orleans has always been a popular spot to hold conventions and seminars. NAA will be holding its 1992 Winter Seminar at the Doubletree Hotel in New Orleans from Jan. 27 through 29, 1992.

More information on this seminar can be found on page 14.

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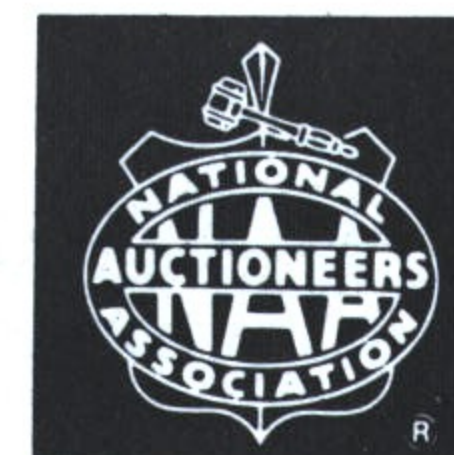
*Look for the **Legislative Alert** in the center of the magazine.*

Last Chance

To order a classified ad in the 1992 Directory, fill out the form on page 61 and send to NAA Headquarters.

THE AUCTIONEER magazine is the official publication of the National Auctioneers Association, 8880 Ballentine, Overland Park, KS 66214-1985. Phone (913) 541-8084, FAX (913) 894-5281. Submit all advertising to the above address. 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 marketing.

Editorial and Advertising must be received at the NAA Headquarters on or before the first day of the month preceding date of issue. Additional advertising information on facing page to back cover.



1991 Was A Year Of Activity For NAA

When this article appears Thanksgiving will be history and most people will be preparing for Christmas.

As the year 1991 winds down I look back and see that it has been a very interesting and eventful year for the auction industry. The year began with a NAA seminar in San Antonio and a CAI seminar in Utah; and then progressed to the CAI Institute in Bloomington, Ind., the NAA board meeting in April and a wonderful convention in Omaha in July.

We had a great Government Affairs seminars in Washington, D.C., in February and September and a productive board meeting in Overland Park in October . . . plus many conference calls and faxes. (What would we do without the fax?)

I would have to say the NAA is alive, active and on the GROW. I am excited about the direction of the NAA. Membership is on the increase with the addition of a new staff member to implement a very aggressive public relations approach; and a "nearly" balanced budget was approved by the board for 1991-92. Also, at the October board meeting the NAA Foundation addressed the full board about the renewed efforts the foundation is developing for its future growth. The people involved are planning innovative ways to become a vital part of our organization and its future.

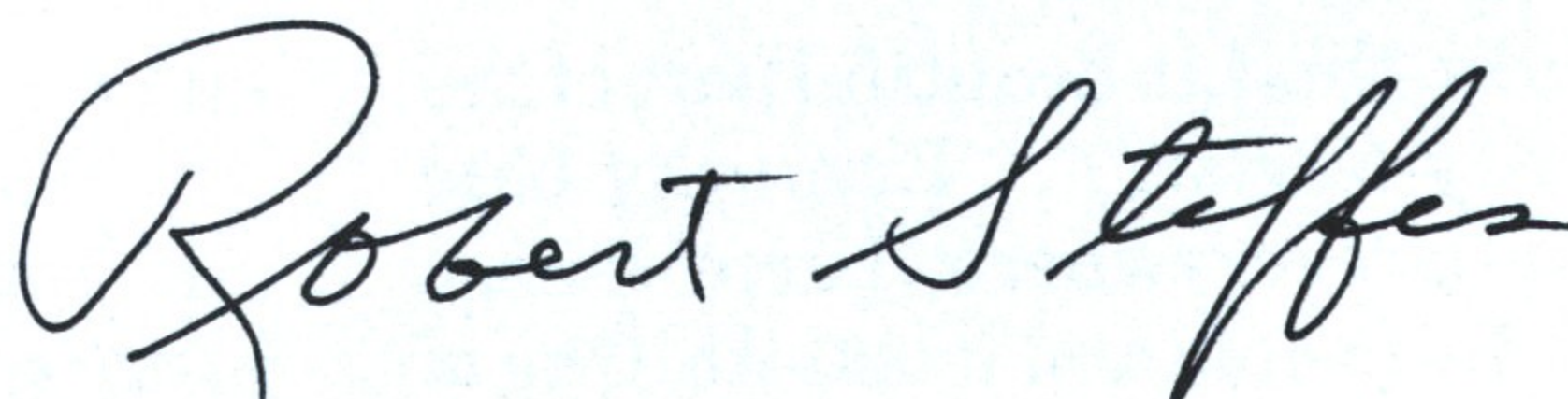
There are many BIG auctions in the works around the country - RTC commercial real estate in November and the FDIC real estate in December. Local auction firms are doing more and more real estate auctions, too.

A great deal of publicity and attention has been given to auctions by the media on a regular basis. This is a good time for all members to really make an effort to get into the real estate business.

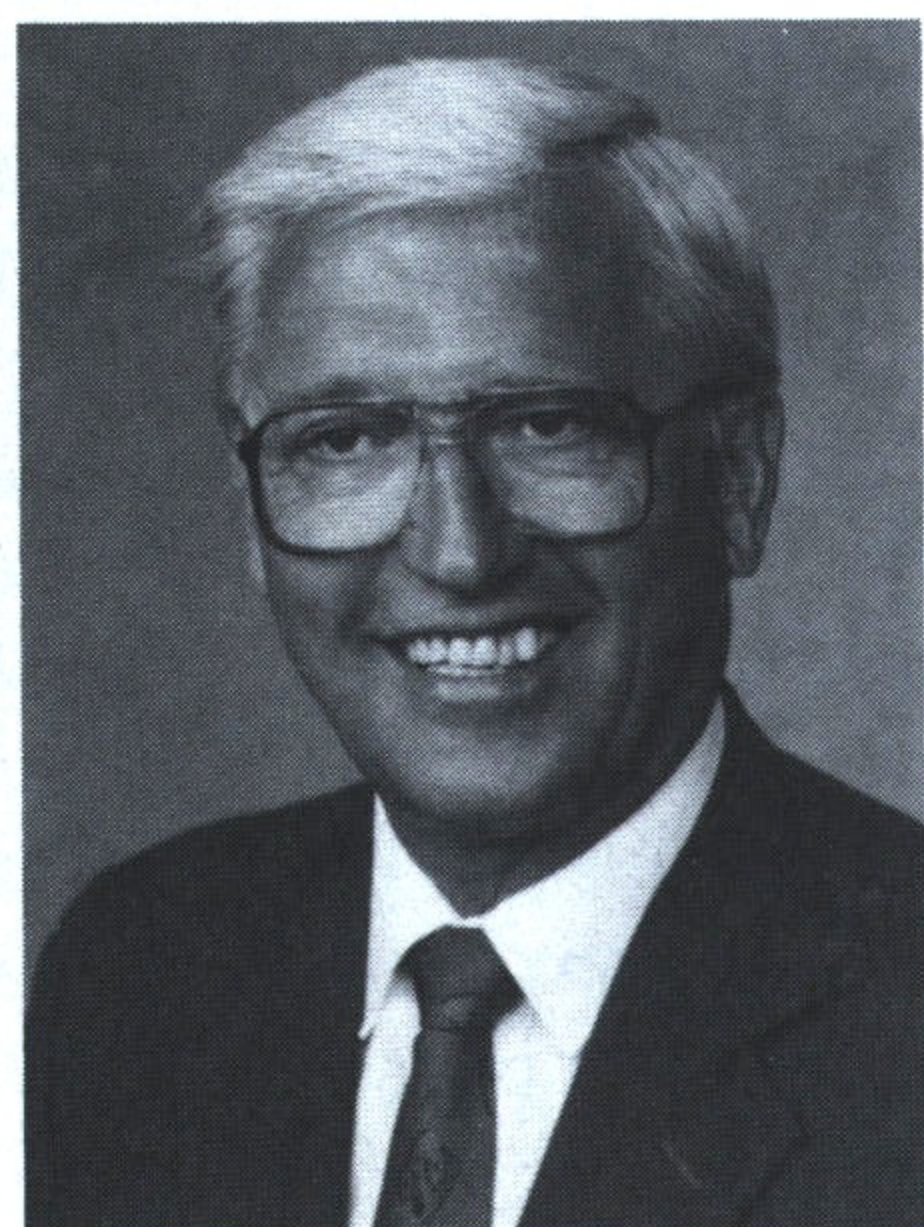
I don't care if it is a small tract in the rural sector or a commercial property in a metropolitan area; the auction method has a lot to offer the seller. It is time to prove to the "Nay Sayers" that auctions do work and work very well.

(Continued on page 6)

Sincerely,



**Robert Steffes, NAA, CAI Auctioneer
NAA President**



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1991-92

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Industry Takes Giant Leap Forward In Promoting Auctions

Over the last two years, the National Auctioneers Association and Certified Auctioneers Institute have expended an enormous amount of effort to convince the federal government to utilize the Auction Method of Marketing to a greater extent.

What has been accomplished in that time? More than most NAA officials would have thought possible in their wildest dreams.

"We have achieved in two years what could have taken 10," said NAA President **Robert Steffes, CAI**.

NAA/CAI have been trying to open up all areas of the federal government to the auction industry. However, the most striking success story has been the acceptance of the Auction Method of Marketing by the Resolution Trust Corporation (RTC).

"One of the reasons we may have been so successful with the RTC was that it is a young agency and open to suggestions from outside experts," said NAA President-Elect **Eddie Haynes, CAI**.

RTC was formed two years ago for the sole purpose of disposing of assets from failed savings and loans institutions.

Although many RTC auctions have already been held, the numbers are expected to increase dramatically in the coming year.

The increase in auctions will occur because of a number of factors:

1. RTC is under increasing pressure from Congress to dispose of its \$20.6 billion in real estate assets.

2. New contractor solicitation guidelines (which NAA and CAI en-

couraged) will make it easier for local auction firms to bid for local and regional auctions. "One of the main cornerstones of the RTC's auction plan is to use local auction firms," said NAA Treasurer and Governmental Affairs Committee Chairman **Richard Keenan, CAI**. "Auctioneers who have not yet registered their names with RTC to receive bid packets should do so. It would be a mistake to underestimate how serious RTC is about using local auction firms for properties valued under \$500,000."

3. A high-profile national auction of expensive commercial properties has just occurred (see details in next

month's magazine). If the auction was the success it was projected to be, RTC officials expected the auction to act as a catalyst for more auction activities.

RTC Auction Marketing Coordinator J. Penny Larson spoke at the NAA/CAI September Governmental Affairs Seminar in Washington, D.C.

"I hope the premier auction will make a splash in a positive way, and then we can move on to smaller auctions, which is where most of the inventory is," Larson said.

Most of the RTC-owned property is in Texas and Oklahoma. However, some RTC officials in these two states have strenuously resisted the concept of auctions.

Regional RTC offices have a lot of autonomy in determining the method of sale used. Regional Advisory Boards, made up of prominent local citizens, also have a say.

President-Elect Haynes recently appeared before the advisory board for the region that includes states in the south central United States. Haynes, the official NAA/CAI representative, was hoping to convince the advisory board to be more open to

(Continued on page 8)

President's Message

from page 5

Jean and I made a trip to Lexington, Ky., after the October board meeting to begin preparing for the 1992 NAA Convention.

We met with Steve Lewis, the 1992 Convention Chairman, Sam and Judy Ford and the Hotel management.

Folks, this is a beautiful part of the country to visit . . . Kentucky blue grass is everywhere, horse farms, friendly people and lots to do. One of the tours being planned is a trip to Renfro Valley, a large entertainment center.

Sam and Judy Ford arranged for us to see the area, meet the entertainers and tour the grounds. You'll be delighted with this. Another major tour planned is a visit to the

Kentucky Horse Park.

Arrangements for our speakers are underway. When final contracts are made we'll let you know.

Incidentally, the Hyatt Regency Hotel is pretty neat! Room rates are a bit higher than Omaha, but the good news is that there are moderately priced motels five to ten minutes from the Hyatt.

If you are interested in horses, history, beautiful country and good auction education . . . this NAA Convention is a must.

A meeting is being held between the executive boards of NAA and CAI to explore the possibility of further unifying our organizations. More on that in the next issue.

Happy Holidays!

Opportunities Are There To Work For Government Agencies

Patience, Persistence Are Keys To Success

The following is a update on auction activities by some federal agencies. Representatives of these agencies spoke at the September 1991 Governmental Affairs Seminar in Washington, D.C.

Each entry contains an introduction followed by comments of interest made by the speakers.

A more comprehensive look at these agencies was published in the April issue of *The Auctioneer*.

U.S. Customs Service

The U.S. Customs Service subcontracts its property disposal responsibility to EG&G Dynatrend. This firm in turn contracts with Larry Latham Auctioneers of Scottsdale, Ariz., for auction services. Auctions conducted by Customs' former property disposal contractor were criticized.

However, there has apparently been a complete turnaround under the new property management firm, and auctions have been conducted in a professional manner since the change.

Although a representative from the Customs Service was unable to attend, an EG&G employee, Sean Williams, spoke at the seminar.

- EG&G has not used one sealed bid sale in the last year. In the past, sealed bid sales were used more than auctions.

- Customs property includes everything from blouses to cars.

- Because of legal restrictions and the fact that other government agencies can take property that Customs seizes, only about 10 percent of the \$175 million in property being managed by EG&G is eligible for auction.

- Latham's contract with EG&G

says that the auction firm receives right of first refusal on all auctions.

- Latham frequently will subcontract auctions to other auction firms.

- Small auctions outside of designated sales centers will frequently be conducted by an auction firm that will deal directly with EG&G.

- Subcontracting opportunities usually occur in areas where it is not feasible for EG&G to move the property to a sales center.

- The availability of storage space will aid in your ability to obtain an auction subcontract, but lack of space will not eliminate you from consideration.

U.S. Marshals Service (USMS)

USMS obtains its property through the criminal and civil forfeiture of items owned by criminals. Criminals' property can be seized if it was acquired as the result of criminal activities.

- Individual marshals let contracts in their own areas. There are 94 marshals. The list of marshals' offices appeared in the January 1991 edition of *The Auctioneer*.

- Some property is consolidated for national auctions, airplanes, for example.

- Auctioneers interested in working for the USMS need to submit a business portfolio to individual marshals.

- National contracts are advertised in the *Commerce Business Daily*, which is available at libraries. Auctioneers can also subscribe.

- Marshals will occasionally conduct sealed bid sales but over 90 percent of property disposal is conducted by private firms.

Federal Deposit Insurance Corporation (FDIC)

Like the marshals service, most FDIC contracts are let by individual offices. However, there are occasional national sales. A national commercial auction is scheduled for this month.

Auctioneers in the audience questioned the FDIC representative extensively about what appear to be very rigid rules and reserves on auctions. Some of the auctioneers expressed misgivings about the success of future FDIC auctions because of these rules and reserves.

- During the first six months of 1991, FDIC sold 4,500 properties. One-third of those properties were sold at auction. Most of the properties sold at auction were residential. Except for the upcoming national commercial auction, FDIC has made limited use of auctions for commercial properties.

- FDIC will begin a program of offering financing at auctions, a step the agency had stayed away from previously.

- FDIC is not ready to conduct absolute auctions.

Resolution Trust Corporation (RTC)

Except for some resistance in Region II and in Texas, RTC has been very favorable toward auctions. A large part of the reason for the acceptance of auctions is that RTC hired a former auctioneer, J. Penny Larson, as its national auction marketing coordinator.

Larson's understanding of the auc-

(Continued on page 9)

auctions.

"The sluggishness of the real estate market in parts of this region are a fact," Haynes said. "Whether you sell properties by auction or any other method, it will be difficult. However, in spite of difficult market conditions, auctioneers can obtain the best results for the RTC."

The advisory board made no decisions regarding auctions and will discuss the matter again at its next meeting. (A complete story of Haynes' appearance before the advisory board appeared in the November issue of *The Auctioneer*, page 41.)

NAA and CAI jointly pay Fleishman-Hillard Inc. to convey the auction industry's point of view to governmental officials. CAI originated the contract with Fleishman-Hillard. There have also been many times over the last two years when officials from NAA and CAI have worked directly with government officials to establish a role for the auction industry within government.

However, as the RTC's Larson pointed out during the Washington Seminar, auctioneers do not need to obtain a big government contract to reap the benefits of the auction industry's activist position in Washington, D.C.

"For those of you who are not big enough to handle these national auctions, I can't help but believe that if we have as much success as I think we are going to have, we are going to have a lot of residual effects. Local banks, savings and loans, developers and others with property will see the proof of how successful auctions can be.

"Maybe, you will find it a lot easier to sell the concept of auctions."

RTC is not the only government agency where a concentrated effort has been made to increase the role of private sector auctioneers. Others who have received attention from NAA and CAI are U.S. Marshals Service, Small Business Administration, Customs, Government Services

Administration, and, in particular, the Federal Deposit Insurance Corporation.

The efforts have met with varying degrees of success. Washington seminar attendees heard updated information about the auction procedures of all of those agencies. Those reports are summarized on the next page.

Individual Auctioneers Can Aid In Government Relations

There is more than one way for the auction industry to make itself heard in Washington, D.C. NAA and CAI have undertaken a joint program of educating legislators and government officials to the advantages of the Auction Method of Marketing.

During the September 1991 Governmental Affairs Seminar, Wes Watkins, a representative from Fleishman-Hillard, the firm representing NAA and CAI in Washington, D.C., discussed how individual auctioneers could also help the auction industry.

Watkins is a former congressman from Oklahoma.

Aside from the efforts put forward by NAA and CAI, auctioneers can also help themselves a great deal by developing personal relationships with the congressional representatives from their home districts.

"It's a lot easier to gain access to a congressman if you have developed a personal relationship," Watkins said.

Watkins discussed two basic methods to develop a "special status" with individual congressional representatives.

First, auctioneers could volunteer as campaign workers. Not very many people approach their representatives and say, "I believe in you and want to help you and would be willing to distribute your campaign literature throughout a certain area."

Second, auctioneers have an unique ability to aid elected officials. They can organize and conduct auctions for those officials.

"A relationship can be built," Watkins said. "That's what grass roots lobbying is all about. It's harder to say no to a friend. You need to start building friendships with congressional representatives long before you need their vote or influence on an issue."

Watkins said it was important to impress a congressional representative enough so that your name is remembered.

Of course, there will be many situations where your incumbent representative is of a different political party or holds views that you cannot support.

Watkins said there are ways around this dilemma. Auctioneers could recruit another auctioneer they know to develop a relationship with the representative.

Also, according to Watkins, financial contributors are remembered. Some groups and individuals even give money to both sides in a campaign to ensure the necessary access.

According to NAA President Robert Steffes, CAI, auctioneers should use common sense and evaluate the pros and cons of getting involved in any political campaign either as an auctioneer or contributor. He also added that NAA is neither encouraging nor discouraging auctioneers to become involved politically.

"This sort of information is presented to give some guidance to those members who do choose to become active politically," Steffes said.

Opportunities

from page 7

tion process has meant that the RTC has made several innovations in the arena of government-sector auction marketing.

"One of the major reasons commercial auctions have failed in the past is the scarcity of due diligence information," Larson said. "We are well aware of this deficiency and have hired a contractor to develop thorough due diligence reports on commercial properties. We will also offer a 30-day post auction verification period."

- Although RTC has not made widespread use of absolute auctions, its manner of setting reserves is very realistic. Starting with appraised value (a figure that Larson feels in many cases has no real meaning), anticipated holding costs are deducted, and then 70 percent of that number is determined to be the reserve price. "We need to convince potential buyers that we are not insisting on 99 percent of appraised value in order to sell the property. We understand the auction process. If the reserve price is low enough and enough bidders are attracted, then the dynamics of an auction will take over and hopefully we will go way over the appraised value."

- RTC currently published reserve prices to prove that they are realistic. After it has been accepted by buyers that RTC is setting reasonable reserves, it is hoped that they will no longer have to be published.

- Although there is realization within RTC of the false nature of many appraisals, those figures are still used because, as Larson put it: "Government is government and some sort of benchmark or starting point is needed."

- Cooperating broker rules were liberalized to obtain more broker participation. If a broker is paid a commission, it comes from RTC, not the auctioneer.

- Many properties valued at less than \$100,000 (mostly residential) have been sold absolute.

- RTC may try to institute an auctioneer-assisted reappraisal of under \$100,000 properties so that the difference between sale price and appraised price is not as significant.

- RTC will soon begin to become much more active in loan auctions. Auctioneers will be asked to work with financial services experts during these auctions.

- Whether or not to auction raw land absolute is currently being studied by RTC.

- Larson again re-affirmed RTC's commitment to auction local-interest properties in regional or local auctions.

- RTC may try to develop a program where properties owned by a failed savings and loan are auctioned immediately after the government takes over the institution and not placed in the hands of an asset management firm.

- There is concern among some RTC officials that auction firms are lowering their commission rates to the point that service will be sacrificed and result in lower sale prices.

- RTC headquarters staff is planning to insist to its regional asset disposal managers that virtually all fixtures, furniture and equipment (FF&E) be sold at auction.

- Auctioneers who have a complaint about a local RTC office should first take that complaint to NAA/CAI in writing. It is much easier for RTC headquarters staff to address an inequity (such as a region requiring an exorbitant bond) if the complaint is made through NAA/CAI.

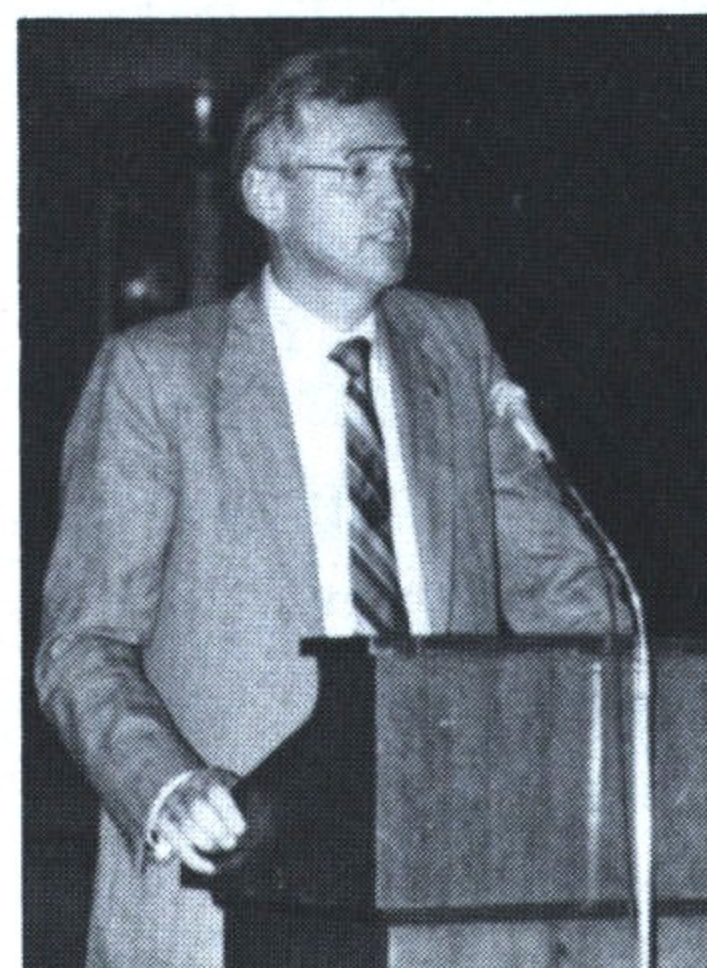
- It is not allowable to put "RTC-approved contractor" on advertising. If true, it is allowable to say "RTC Technically Qualified" or "RTC Experienced."

RTC does not want auctioneers using its key logo without authorization.

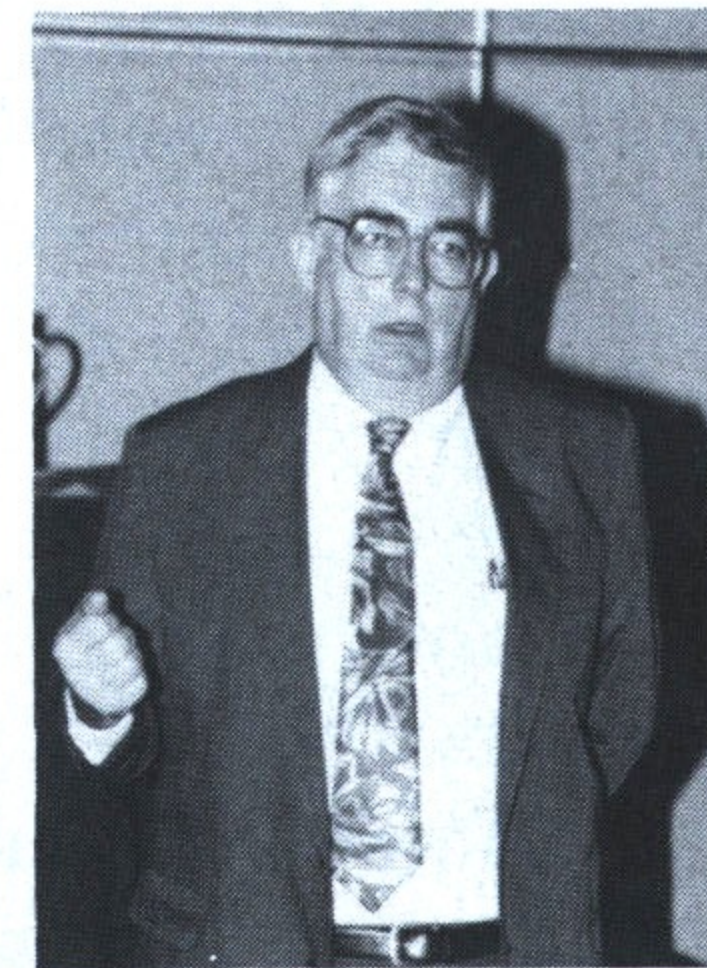
Auction Industry In Washington



Sen. Nancy Kassebaum (R-KS) addresses fellow legislators and congressional staff during the legislative briefing for the Senate.



Auctioneers from around the United States listen intently to one of the speakers at the September Governmental Affairs Seminar.



Nick Prevas from the U.S. Marshals Service explains some of the ways auctioneers can work with his agency (above left).

Granville Craddock from the Small Business Administration tells auctioneers about SBA opportunities (above right).

C.P. "Terry" Dunning, CAI, explains the Auction Method of Marketing to legislators during the Senate and House briefings. Dunning is a former NAA president (left).

Great Ideas

A collection of ideas members have shared at conventions, seminars and through letters to NAA Headquarters. Members are encouraged to send Great Ideas to NAA Headquarters so the entire membership may benefit.

Maggie Beckmeyer, CAI
North Bend, Ohio

Very Important Bidder cards are given to regular customers. This allows them to bypass the line at check-in.

A combination thank you note/survey of customers is sent out around Thanksgiving. Beckmeyer has been receiving a 50 percent return rate on the survey.

Phillip Lacy
Valparaiso, Ind.

Honorary Auctioneer ribbons are given to small children. The children, and their parents, remember the gift. "Their eyes light up. When they look for an auctioneer. They won't look for price. They will come to you."

Steve Reinhardt, CAI
Palisade, Minn.

Up to 12 auctions are included on one sale bill. This significantly reduces the cost of printing. Many of the sale bills will be posted in special display boxes that are permanently placed by Reinhardt.

Ken Roebuck, CAI
Memphis, Tenn.

He pays for one hour of radio time a week and conducts a radio talk show. Radio station will throw in promotional spots for radio show for buying air time. At certain times, air time is very cheap. Roebuck's show is on Sunday afternoons.

William F. Moon, CAI
North Attleboro, Mass.

A brochure titled "How to Bid at an Auction" is distributed at all auctions. The brochure contains tips for first-time auction attendees, showing all the steps in the auction process. Moon decided to print the brochure after hearing auction attendees say, "I'd have bid \$1,000 if I'd have known what to do."

David W. Dubin, CAI
Newfield, N.J.

A letter is sent to permanent buyers at the end of the year. The letter tells how many auctions a buyer attended, and how much money was spent. Permanent buyers keep the same bidder number all of the time. Consignors are also told how much they sold at auction in the past year.

Richard E. Houghton, CAI
Red Wing, Minn.

He adopted a two-mile stretch of highway. By doing this, a sign is put up with his company name, and Houghton has the responsibility of keeping the highway clean.

Garth W. Wilber, CAI
Bronson, Mich.

All auctions are videotaped. As soon as an item is sold, a closeup shot of the item and the winning bidder is recorded. Wilber said this has avoided several potential problems. There is also a video camera stationed at the cashiers' station.

Kip Kane
Phoenix, Ariz.

Kane has found that charitable groups will take auctioneers for granted if there is no charge for conducting the auction. He now charges 10 percent for conducting a charity auction. This commission is then donated to a charity of Kane's choice. He also requires a letter of appreciation. Kane has found that these policies have made charitable organizations realize what a valuable service auctioneers provide.

Dean Parker
Logan, Utah

Parker also spoke about charity auctions. "Charities felt our service was worth just what they paid for it — nothing." To remedy the situation, Parker charges 15 percent of the gross for charity auctions. The

commission is donated back to the charity. "That shows the value of our services. It makes them appreciate what you have done for them." Frequently, Parker is listed as the largest contributor to the charity.

Pumpkin Promotion

The following promotional idea recently came to the attention of the NAA staff:

The Halloween holiday provided an eastern Kansas real estate broker with the opportunity to promote his firm. The company distributed free Halloween pumpkins to homes throughout his small suburban community.

Attached to the stem of each pumpkin was a orange and black card with the message: "Happy Halloween! We've had a great year because of you." The card also said: "If you are looking for property or want to sell your home, drop us a line or feel free to call one of our agents."

With a few alterations in the wording, we think the idea could also work for auction companies.

Oversight On Convention BBQ Noted

In the September issue of *The Auctioneer*, the firms and individuals who had contributed to the free BBQ in Omaha were recognized.

However, one firm, Taylor and Martin Inc. of Fremont, Neb., was overlooked.

The firm was a platinum level contributor (\$1,000).

So, an overdue thank you is offered to Taylor and Martin as well as an apology for the oversight.

Antique Dealers Convicted Of Pooling

Bernard & S. Dean Levy Inc. of New York City and Thomas Schwenke Inc. of Danbury, Conn., were both fined heavily recently after pleading guilty to pooling.

Personal Experience Proves Effort In Washington Is Getting Results

by George A. Hatcher Sr., CAI
Nashville, Tenn.
CAI Governor

I have told this story many times at various conventions and seminars to encourage auctioneers to get involved in conducting auctions for the Federal Government.

The question I get is: Why are we spending so much money lobbying with the Federal Government when we could use it in so many other ways?

For those of you who are skeptical, here is my experience with the Resolution Trust Corporation (RTC).

I filed papers to become a registered contractor for the RTC and had not received a reply, and this had been going on for about six months, then eight months, and I was feeling discouraged about ever doing any work for them.

At the time, I was in the same situation that most of you have been in, or are presently in, thinking that this was only for the big auctioneers, etc.

One day, I received a phone call in my office from a gentleman at the RTC Atlanta District Office who informed me that he had gotten my name from one of the local lending institutions.

I told him that I had not received a response to my application from the RTC and was unsure that I could work for him.

His reply was that he needed the help, and he would worry about the application and get it pushed through if I could just help him out.

The RTC official had a small financial institution in a remote location in Tennessee that was lodged in a house trailer. There was not very much merchandise there; a couple of desks, chairs, teller equipment, out-

dated bank machines, etc.

Not a large dollar volume by any means, but under regulation he had to move this inventory out of the building and sell it.

I informed him that there was not a lot of value there. The RTC official indicated in spite of this, he had to get it moved, and he asked if I could put it in one of my auctions.

I said: "Sure, we have one coming up with other financial institutions, and we can add your merchandise."

So, we put this bank inventory into our auction. The man from the RTC called Washington and expedited my application and I became an approved contractor.

We moved the merchandise to Nashville and sold it at the auction and then presented the RTC with a final accounting and billing.

The RTC official was very pleased with what we had done, and from that point on, we began to receive bid solicitations for smaller auction sales in our area.

Our relationship with this gentleman from the RTC was established simply due to his phone call to a local bank to find out who they used for auctions.

I would suggest to all of you that you submit your applications to the RTC and not be discouraged. Be sure to follow up, and it is worth the time and effort to pay a personal call to the RTC office involved and meet the people who have the power to help you. Keep abreast of the RTC financial institutions in your area.

To go on further with this story, for the past several years I have done work with the local Small Business Administration. Usually I would re-

ceive a phone call from them when they needed an auction sale conducted.

One day I knew that there was a large sale upcoming, so I went to visit the SBA office and asked about conducting the sale.

I was informed that there had been a change of procedure within that organization; that now the auctions were being let out for bid to any qualified auctioneer in the state.

I inquired as to the suddenness of this policy and was told that someone from Washington, D.C., had heard from the NAA/CAI and had been convinced that the best way to hold auctions was to solicit bids from local, qualified auction companies, therefore the new directive.

At first I was shocked, but then realized that the new way was the most fair way to award business, and that all interested auctioneers could bid for the business on a six month contractual basis.

This allowed for everyone to bid, thereby eliminating the selected few. This just goes to show you that our money in Washington, D.C., is doing good work.

I continue to hear on a regular basis all the good things that are happening with the RTC, and with the change in contracting procedures, there are plenty of opportunities out there for local auctioneers.

The first thing RTC does is go to the database and search for local auction companies by zip code when they have smaller auctions.

However, if there is a large auction being conducted in your area by the RTC, and one of the large nation-

(Continued on page 12)

Auction Industry Is Changing At An Ever-Increasing Rate

by William B. Kurtz, CAI
Owensboro, Ky.
NAA Director

The auction profession is as varied as the products being sold, the people selling them and the area of the country they are being sold.

Yet there is a common thread that runs through our business as much as the auction chant is common to us all.

And that is CHANGE!

Though I'm not quite 50, in my 29 years as an auctioneer, I've seen change coming at an increasing rate. It's not just auctioneering; it's everything.

Think about it. In our business we have new technology, changing attitudes of the public, new terms and groups of sellers for whom we have never sold. Computerized clerking and mailing lists, fax machines, conference calls, and car phones, EPA, RTC, REO, SOS, US Marshals Service, due diligence, 30-day recession, buyer's premium, and consumerism. All these are new and many of them were not a part of our profession years ago.

So what will it be like in the year 2000 — just 8 years away? Will the auction business be anything like it is today? Based on the past decade, change is impacting our industry at an increasing rate.

The point of this discussion is that unless we are willing to learn and grow and change, the auction business will "grow off" and leave us.

At this time, the NAA and its

educational arm, the CAI, are more attune to education than at any time in my memory.

They are keeping their members abreast of the changing laws technology and of the new opportunities and pitfalls in the auction business. While the traditional values of honesty, clear communication and time tested auction techniques are also taught, so is the new information as well.

To paraphrase Walter Wriston, Chairman of Citicorp: *"The philosophy of divine right of kings died 100s of years ago but not, it seems, the divine right of inherited markets. Some people still believe their markets are theirs and no one else's, now and forever more. It's an old dream that dies*

Hatcher

wide auction companies is the participating company, call the large company and offer your local expertise and assistance.

Don't wait any longer to submit your application; stop complaining that working for the RTC and other government agencies is only for the "big boys."

It is a simple process and it allows you the opportunity to shine and also the chance to put together a portfolio; you must gather a large amount of data for the original application submission.

hard, yet no businessman or woman can control a market when the customer decides to go somewhere else. All the powers on this earth are helpless in keeping that business in the face of a better (auction) service.

"Our commercial history is filled with examples of companies that failed to change with a changing world and became tombstones in the corporate graveyard."

The opportunities for quality education have never been better: The CAI programs, various NAA Seminars, the NAA Convention, state conventions and seminars — all these offer the opportunity for the growth and the development that are an absolute necessity in our present market environment.

from page 11

This collection can be used for presentations to other government institutions and financial institutions, too.

You need to check on your application, or you may have your local Congressman follow up for you if you do not hear anything after a reasonable period of time.

Good luck to each and every one of you in the future. If you have any questions, I am on the CAI Board of Governors and would welcome the opportunity to help you anytime you need assistance.

Attention Auctioneers

(New Information)

For those of you who want to import your own shipment of antiques directly from Britain or Europe...

Have you received a shipment? And were not impressed. Or perhaps only a portion of the items were profitable: Are you worried about ordering another? Naturally you don't want to be ripped off.

My references are auctioneers, like you. Auctioneers who re-order containers from me. They will assure you of my dependability and trust. I have packed and shipped over 350 containers to the States and Canada. I was an auctioneer in the States. For this business to operate correctly, trust (like thin ice)—both parties are doubtful of it. You can check on my trustworthiness through my clients.

For \$12,500, I can send you a container with at least 250 pieces of respectable, ready-to-auction, profitable variety of golden oak, red walnut, and mahogany pieces. Also including a selection of flo blue china, Doulton, crystal, Staffordshire, stained glass windows, clocks, figurines, primitives, etc, etc. I will send you pictures of the pieces I intend sending to you. I can send you a lower cost container for around \$8,500. If you prefer no smalls, but lots of armours and mirrored sideboards, attractive bedroom suites, attractive large carved servers and extension tables, naturally the container fills up quicker with larger furniture pieces. Current exchange rates are better now and the freight costs are still low due to competition. Phone me or come on over on a buying trip. I will organize your visit.

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11-Year-Old Auctioneer Follows Dad's Footsteps

by Jon Ryan

Columbus Telegram (Reprinted with permission)

Columbus, Neb.

An 11-year-old rural David City, Neb., boy got his first taste of auctioneering because his parents couldn't find a baby-sitter.

A few months later, Matt Moravec made his first sale—but so far hunting remains his favorite pastime.

Matt, the son of Russ and Diane Moravec of David City, is just getting started in his career as an auctioneer. He hasn't spent enough time selling goods with his mouth moving a mile a minute to commit the majority of his time to auctioneering.

"I like to go hunting a lot. That's the best," said Matt, who is a fifth-grader at St. Mary's Elementary School in David City.

Matt isn't quite ready for taking in any big game trophies. Instead he takes his pellet gun into the trees surrounding his family's farm, which lies nine miles south of David City, to test his marksmanship.

"When they want me in the house all they have to do is just yell out the window and I'll come running up there," Matt said.

In time, his mother, Diane, believes auctioneering will win out over Matt's zeal for hunting.

"He really loves it," said Diane. "He wants to be just like his dad."

An enviable task, considering Russ Moravec was recently awarded second runner-up in the International Auctioneering Contest in Omaha.

Moravec began taking auctioneering classes when Matt was 14-months-old. Moravec is an auctioneer at Columbus Sales Pavilion Inc. He also teams up with associates Scott Bauer, Dick Grubaugh and Dick Wallick for private auctions.

Moravec said he's never pushed his son into getting involved in his trade.

"It's kind of a coincidence that we needed help one time and we couldn't find a baby-sitter," Moravec said. "So we brought the kids along with us, and

they did some pretty good work."

A couple of jobs later, Matt let his father know he was ready for a chance on the microphone.

"Matt asked me if it would be OK if he tried it," Moravec said. "I never thought of it, and it shocked me at the time."

Three weeks ago at his grandmother's auction, Matt got his chance. He did some fast talking and brought in \$16 for a pair of elk antlers.

The antlers went to his grandfather, Richard Moravec, who purchased them as a keepsake for his grandson.

But Matt knows it will take more than just talent to become his father's equal.

"I practice a lot by just auctioning to myself," said Matt, who said he learns a lot by listening to his father practice his smooth routine in the car on the way to work.

Matt also practices with one of his brothers, Jonathan, 8, who acts as the ringmaster and bid-taker when Matt pretends he's auctioning his horse collection to a mock audience in his room.

Although he has his first sale under his belt, the jitters are still around each time he gets the call.

"I get very nervous. When dad tells me I'm going to get to auction something, that's when the nerves start to blast," Matt said.

But his mother said Matt has a very good rapport with the buyers when he's at work.

"I didn't really know how the crowd would respond at first," Diane said. "But he did really well his first time."

"I think the crowd responds to someone who enjoys what they do," she said.

Matt's articulate speaking and deliberate choice of words are uncommon for a boy his age, but they are two of the tools that make him a talented auctioneer. Matt also plays guitar and sings and he is an avid sports enthusiast who plays baseball and football.

New Orleans Seminar Will Provide Exciting Educational Opportunities

Access to challenging educational seminars is one of the benefits of membership in the National Auctioneers Association.

An outstanding group of seminar presenters are prepared to share their most valuable ideas with NAA members during NAA's 1992 Winter Seminar, which will be held from Monday, Jan., 27, through Wednesday, Jan. 29 at the Doubletree Hotel in New Orleans.

Registration begins Monday morning at 7 a.m., followed by an introduction of speakers at 7:30 a.m.

Monday's presentations will focus on real estate. Two presentations will be given in the morning and two more in the afternoon.

Tuesday's presentations will emphasize personal property. Two presentations will be given in the morning and one in the afternoon.

General topics will be discussed Wednesday morning. The seminar will end at 12 noon, Wednesday. There will be two speakers on Wednesday.

Seminars begin each day at 8 a.m. Lunch is provided on Monday and Tuesday as part of the seminar package. Monday's session will end at 5:15 p.m., and Tuesday's session will end at 4:30 p.m.

At the end of each day, panel discussions will be held, featuring

all of the speakers from that day.

Monday

David Gilmore, CAI, of New Orleans, La.: *"Selling Real Estate in a Depressed Economy."*

Gilmore uses the Louisiana economy as a model for his presentation. He reviews the reasons auctions are conducted during both good and bad economic conditions. He then describes methods in which to hold successful real estate auctions in a depressed economy.

The speaker is president of Gilmore Auction & Realty Co., a New Orleans based firm specializing in real estate auctions. He is a licensed auctioneer, real estate broker and a member of the Louisiana Licensing Board.

Gilmore graduated from Nicholls State University in Thibodaux, La., and has been a NAA member since 1980. His firm specializes in multi-property/multi-seller auctions of lender-owned real estate.

He is past president and current secretary/treasurer of the Louisiana Auctioneers Association.

J. Craig King, CAI, of Gadsden, Ala.: *"Special Techniques in Marketing Permanent Resident and Resort Condominiums at Auction."*

This detailed presentation examines the many factors that determine the success of a condominium auction. From studying the Prerequisites for a Condominium Auction to the Marketing Proposal and eventually to Sale Day, this presentation gives a comprehensive overview of the topic.

Other topics included in the presentation are: Events Prior to the Sale, Marketing the Property,

Showing the Property, When and Where to Sell the Property and other detailed explanations.

The speaker is president of J.P. King Auction Co., a nationwide real estate auction firm, based in Gadsden, Ala. He is a fourth generation auctioneer. He graduated from the Nashville Auction School and from the Reisch Worldwide College of Auctioneering.

King is president-elect of the Certified Auctioneers Institute and has served on the CAI Board of Governors. He is also an appointed member of the NAA Board of Directors and is on the National Association of Realtors Auction Committee.

Jere Daye, CAI, and **Tom Baudry, CAI**, both of Baton Rouge, La.: *"Broker Assisted Multi-Parcel Absolute Site Sale Concept."*

The first ingredient needed for a real estate auction is the property. This presentation starts with an explanation of how to find properties that are ripe for an auction.

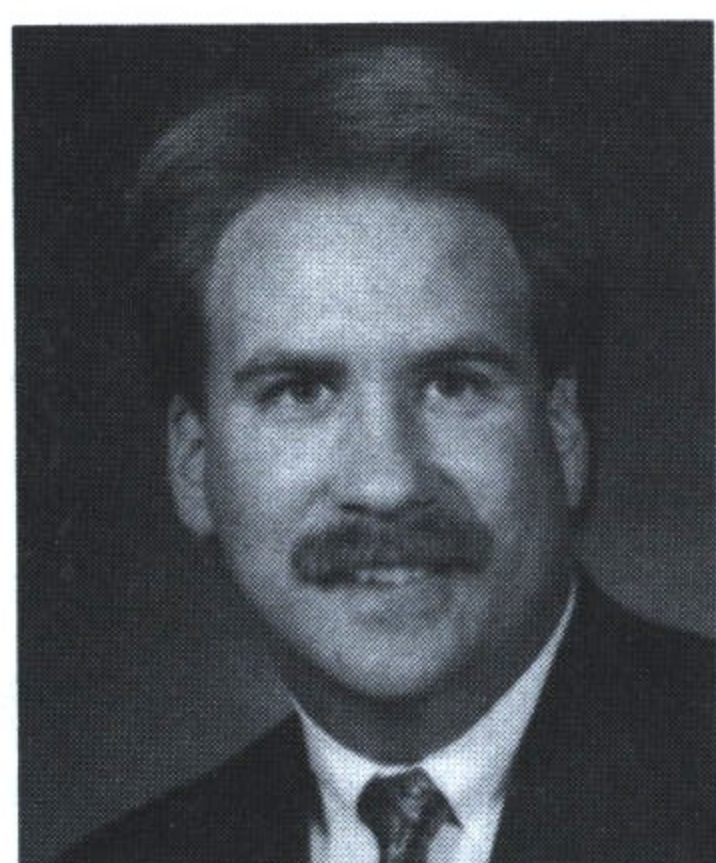
The presentation continues with an explanation of How to Present the Concept to a property owner. Other elements included in the presentation are Portfolio Examination, Marketing the Asset, Team Scheduling and Execution of the Auction, Comparison of the Ballroom Auction vs. On-Site Auction and Follow-up Reporting.

The concept promoted by Daye Auctioneers & Realtors takes advantages of the skills of local auctioneers and brokers. This aspect of their technique will also be explained.

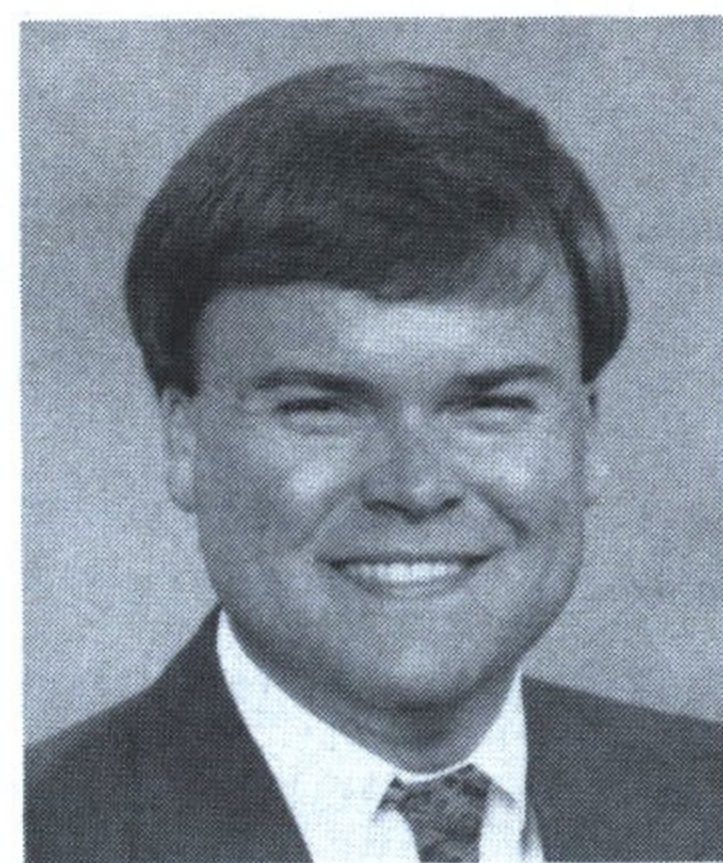
Daye is partner and president of Daye Realtors and Auctioneers. He is a graduate of Northwestern State

Register Now!

The seminar registration form for New Orleans is on page 47 of this magazine. Don't miss out on this wonderful education opportunity.



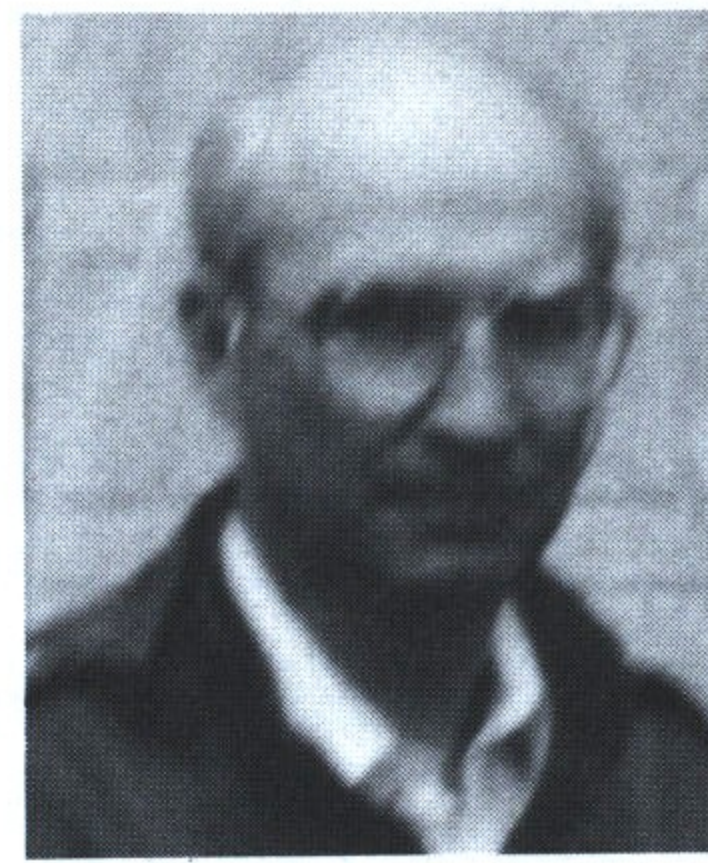
David Gilmore, CAI



Craig King, CAI



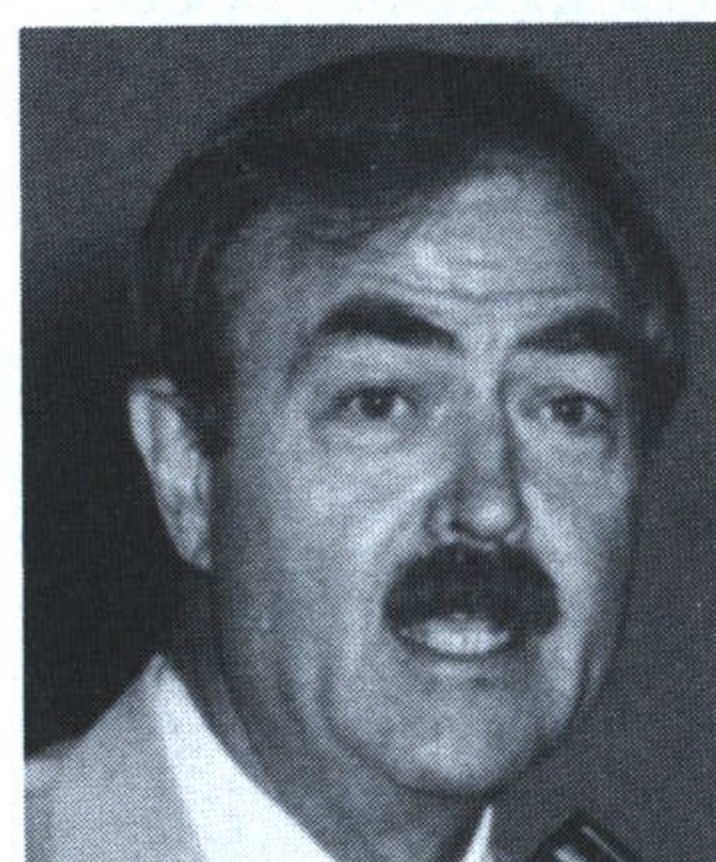
Jere Daye, CAI



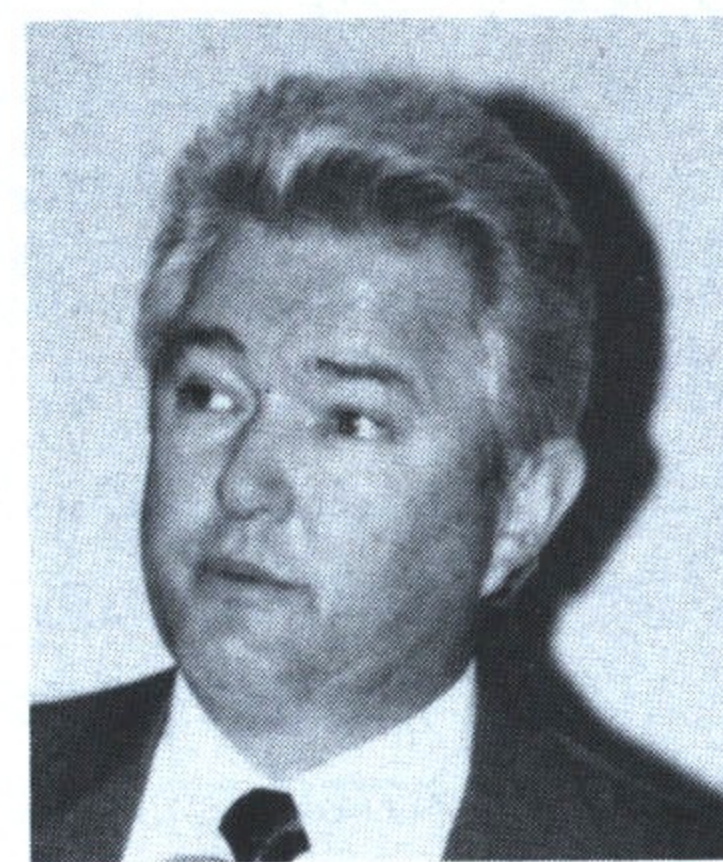
Tom Baudry, CAI



Richard Keenan, CAI



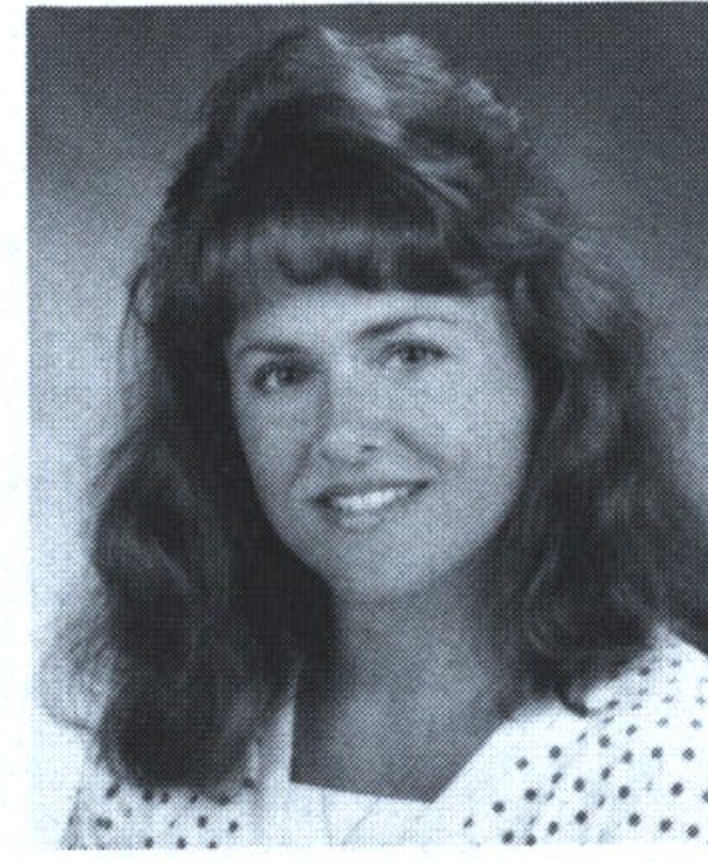
John Roebuck, CAI



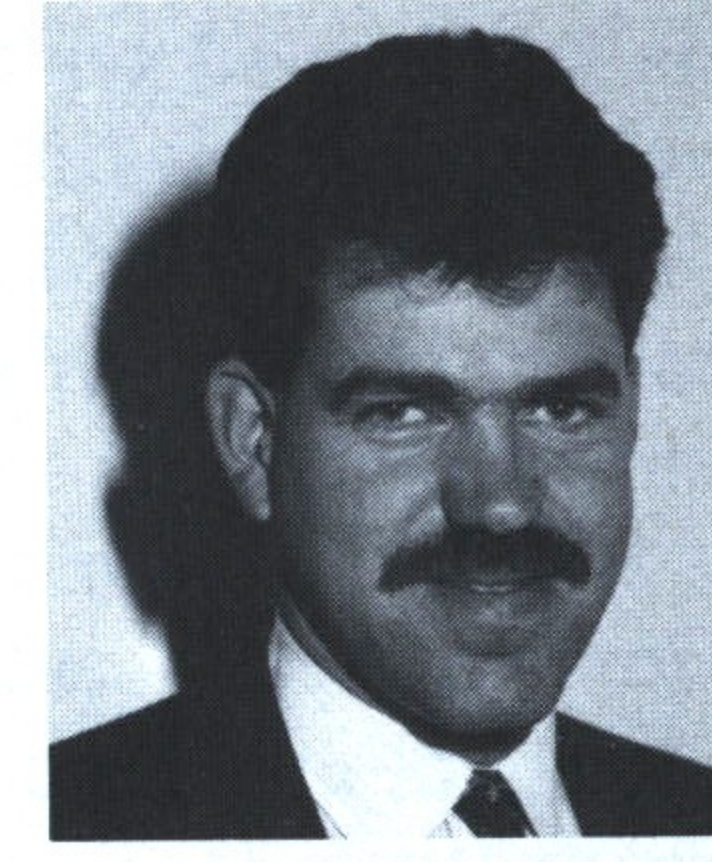
Larry Martin, CAI



Fred Reger, CAI



Julie Pemberton



Tom Hayward, CAI

University and has 30 hours of management graduate courses. He is a member of the National Association of Realtors' Real Estate Securities and Syndication Institution.

Baudry has been in the marketing profession for over 30 years. He is a licensed auctioneer in eight states and a licensed real estate broker in three states.

He is a graduate of Louisiana State University, has completed one year of law school and several post graduate courses. He is a partner and chief auctioneer with Daye Realtors and Auctioneers and president of Airline Auction Co., sister firm to Daye Realtors & Auctioneers.

He is a past president of the Louisiana Auctioneers Association and a state champion auctioneer.

Richard Keenan, CAI, of Kingfield, Maine: *"The Preparation of a Buyer's Prospectus and Its Importance in a Real Estate Auction."*

Success in real estate auctions depends upon preparation. Keenan's presentation will address the elements of a successful real estate auction through the development of a Buyer's Prospectus. He will discuss the need for a prospectus, the elements included in a pro-

spectus, the use of a prospectus in marketing and the administrative follow-up that analyzes the prospectus and the auction.

The speaker owns Keenan Auction Co. of Kingfield, Maine, a regional auction firm that has specialized in handling foreclosed properties for the U.S. Government and lending institutions.

The firm conducts an average of 100 auctions a year. Areas of expertise include condominiums, commercial and residential, land, business liquidations, and logging and commercial equipment.

Keenan was educated at Bryant and Stratton Business Institute in Buffalo, N.Y. He began his career as a sales representative for Standard Oil of California.

He was also general manager and treasurer for Arookstook Federation of Finances.

He is serving his fourth year as NAA treasurer. Prior to becoming treasurer, he served on the NAA Board of Directors.

Tuesday

John Roebuck, CAI, of Memphis, Tenn.: *"Business Liquidations."*

Roebuck's presentation is an over-

Reception To Begin Seminar

NAA is sponsoring a reception Sunday evening, Jan. 26, for all seminar participants. The reception will be held from 5:30 p.m. to 6:30 p.m. at the Doubletree Hotel.

Plan to attend and greet your fellow seminar attendees.

view of commercial auctions. He starts his presentation by showing the advantages of commercial auctions over other methods of property disposal. Seminar attendees will learn how to spot, understand and work with "motivated sellers."

Specific information about the financial obligations of auctioneers will be presented, as well as tips on meeting the myriad of government requirements placed upon today's progressive auctioneer.

The presentation evaluates the different sources for commercial liquidations, paying special attention to U.S. Bankruptcy Court.

The Financial Exposure of the Commercial Auctioneer is covered in the presentation as well as The

(Continued on page 16)

Seminar

from page 15

Contract, Advertising, Cataloging the Sale, Auction Procedure and How an Auctioneer Sets Himself Up for the Next Auction conducted by the seller.

Roebuck established his auction company in 1980. His firm originally focused on business and inventory liquidation. In recent years, John Roebuck & Associates has promoted the use of auctions for real estate.

Prior to the formation of his auction and real estate company, Roebuck spent 30 years in sales and marketing. He is a graduate of Missouri Auction School. He is a certified appraiser, a licensed real estate broker in Tennessee and is currently president of the Tennessee Auctioneers Association.

Larry Martin, CAI, of Clinton,

Ill.: *"Operation/Management of Machinery Consignment."*

Martin explains How to Establish a Weekly Machinery Consignment Auction, discussing How to Survey the Need for a Consignment House and the Importance of the Auctioneer's Reputation and Clean Auction Facilities.

The importance of Quality Auction Personnel and an Orderly Machinery Check-in are stressed by Martin when he discusses the Operation of the Auction.

Other topics covered by Martin include: The Day After the Auction, Business Promotion, Management Requirements and other strategies to encourage the growth of a consignment house.

Martin Auction Center was built in 1976 on a 20-acre rock yard. The

firm was started in 1947 by Warren Martin, Larry's father.

Fred H. Reger, CAI, of Manassas, Va.: *"Antiques-Personal Property: In-House/On-Site."*

A presentation dealing with the "how-to" process of marketing through auction antiques, estate furniture, personal property, etc.

Reger will discuss different Types of Auctions, the Auction Plan and actual Auction Layouts.

Reger is a full-time auctioneer/manager with Laws Auction Co. of Manassas, Va. Laws conducts on the average 300 auctions per year of antiques, antique furniture.

A current member of the CAI Board of Governors, Reger is a past president of the Virginia Auctioneers Association. He has spoken at state auctioneers association conventions and is a former teacher at high schools and junior colleges.

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Selling at AUCTION is an exact science. The J. L. Todd Auction Company method is based on an impressive track record for over 70 years. Our expert staff is committed 100% to a successful auction. Why not let our team go to work for you?

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He was named Virginia State Champion Auctioneer in 1982 and was president of the Virginia Association of Distributive Education Teachers in 1974.

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Julie Pemberton of Lakeland, Fla.: *"Getting the Most From Your Advertising Dollars."*

For Pemberton, the marketing and advertising of auctions and the auction industry itself is a day-to-day experience. As director of advertising at Brenmar Advertising in Lakeland, Fla., she knows the goal everyone in the auction industry has everyday . . . reaching the buyers and getting them to the auction.

Subjects she will cover in her presentation are: Determining the Budget, Targeting the Market, Choosing an Efficient Media Strategy and

Fundamental Advertising Copy.

Pemberton is a licensed real estate agent, has owned her own business and knows the challenge of closing the sale. She works primarily for Higgenbotham Auctioneers International. Her responsibilities include balancing marketing budgets, which includes all aspects of an auction . . . from printing and postage costs to the cost of catering and hiring a band and a hall or putting up a tent; from media placement to proof-reading ads and brochures.

Tom Hayward, CAI, of Fremont, Calif.: *"How to Get Free Publicity for Your Auctions."*

Hayward's presentation will answer the question of, "Why some auctioneers and auction companies are always in the news and others are not?" Seminar attendees will learn how to get their names in the

news — How the Media Can Help Promote Auctions, Generate Corporate Visibility, Enhance the Overall Image of an Auction Firm and Generate Inquiries.

Other topics to be covered by Hayward are: Designing a Media Communications Program, How to Develop Media Contacts, How to Get the Press to Call on You, How to Get Event and Trade publicity, How to Avoid Adverse Publicity, How to Use Wire Services, How to Develop a Media Access Chart and What Editors are Really Looking For.

Hayward is a 1986 graduate of Missouri Auction School. He also attended California State University-Hayward, majoring in marketing. He serves on the Board of Directors for the California State Auctioneers Association. He is also a member of the San Francisco Publicity Club.

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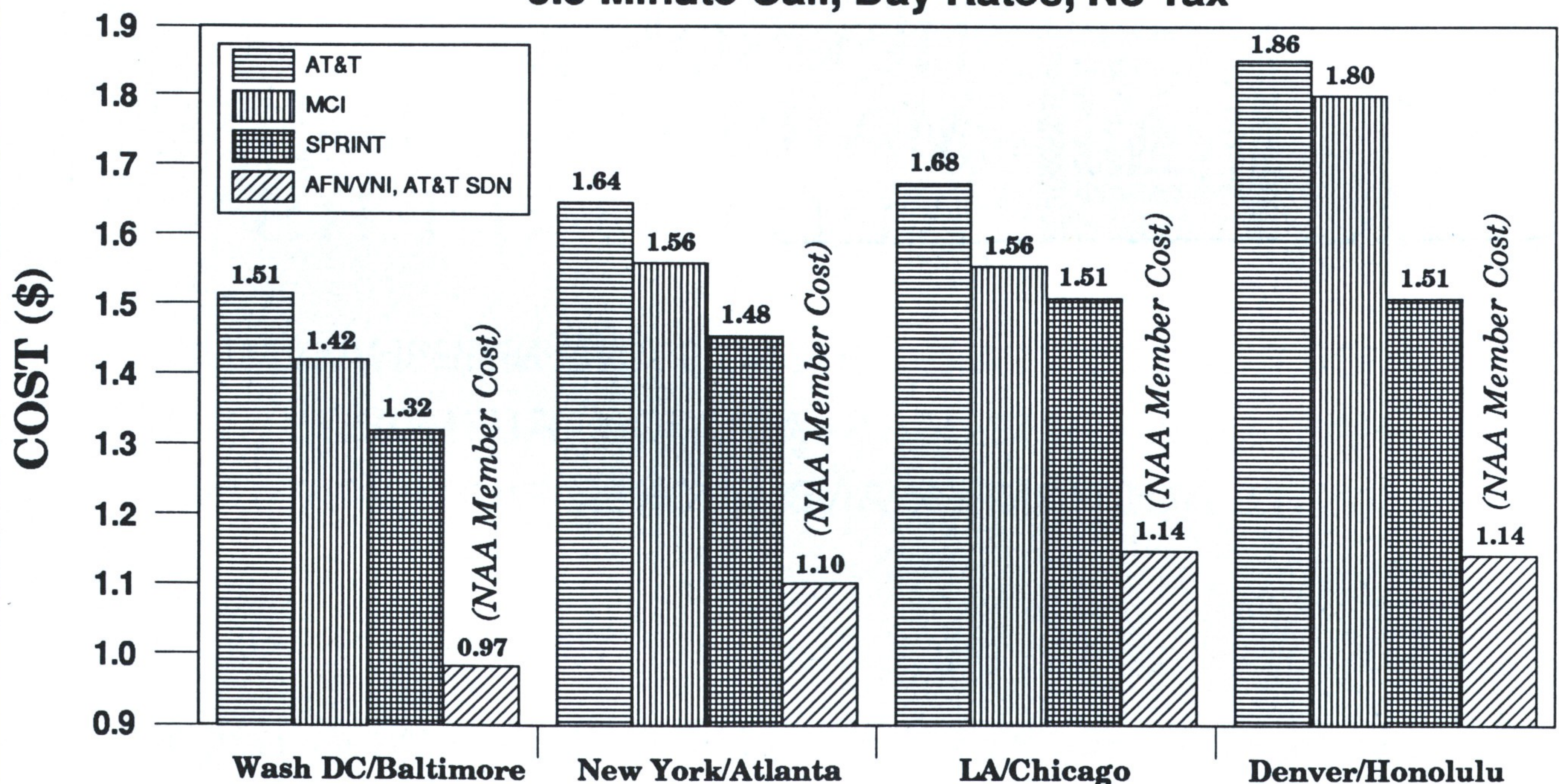
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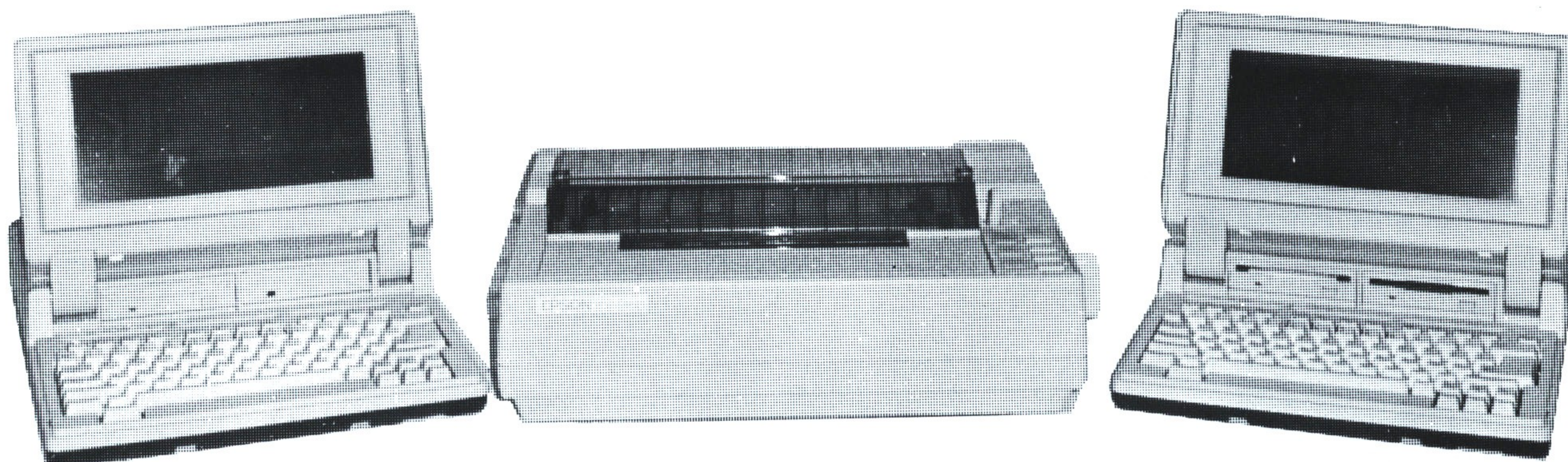
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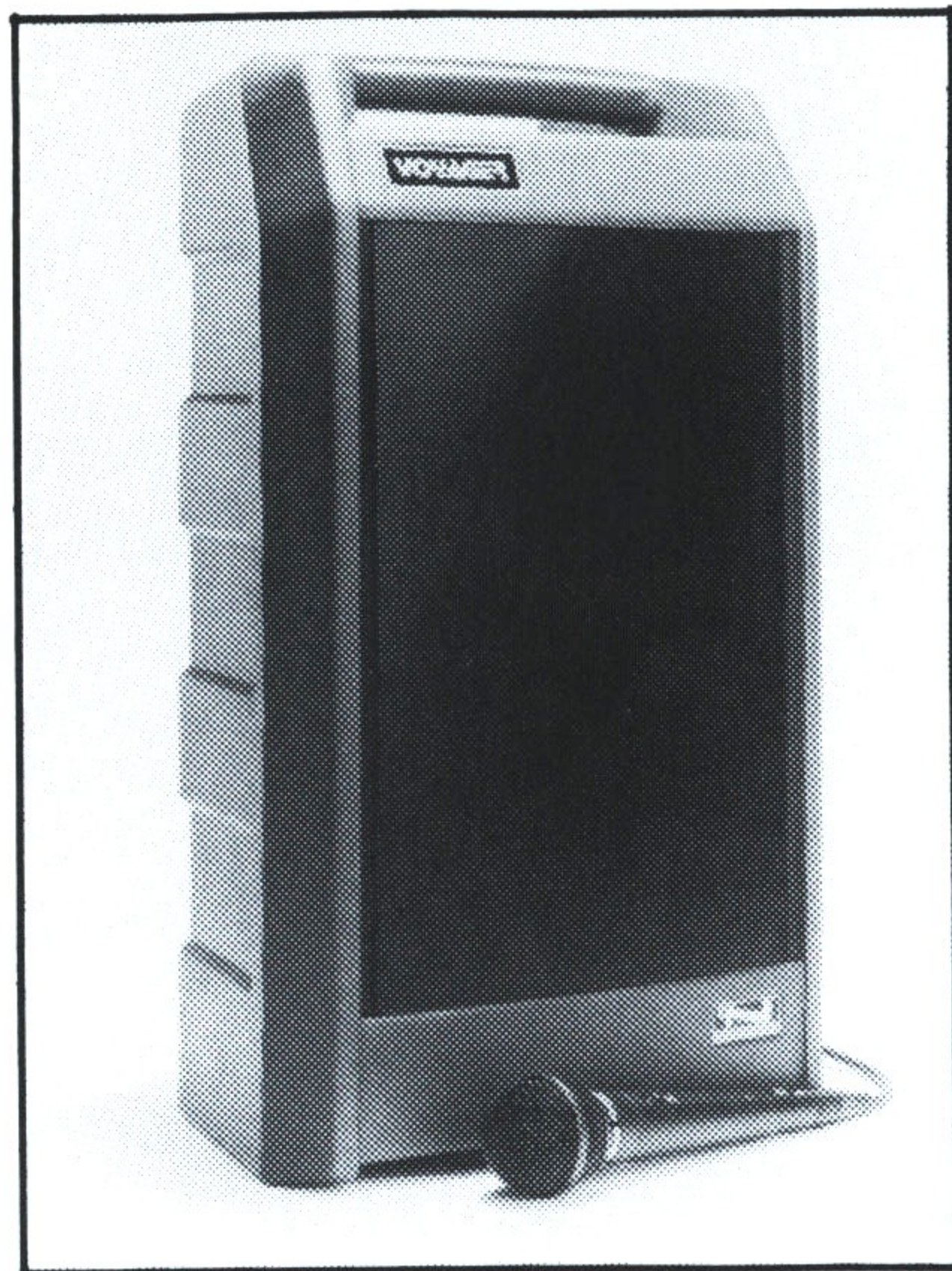
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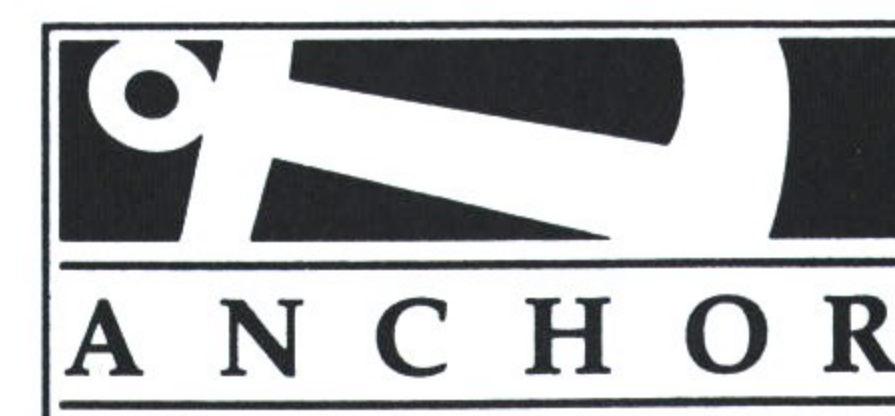
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History Of Kansas City Stockyards Brings Out Large Crowd For Auction

Jerry Hertzog of Greenwood, Mo., had been the fourth generation of his family to ship cattle through the Kansas City Stockyards. He never dreamed he'd be the one to sell it out.

But he did.

For eleven hours on Oct. 5, the place that made Kansas City what it is today was sold to an admiring public. Piece by piece, bit by bit, 1,231 registered buyers took their turns at acquiring some of Kansas City's history.

When Hertzog was approached by representatives of the Kansas City Stockyards on conducting the sell-out of the historic institution, he hated to say "yes" because he didn't

want to see the Stockyards, as he had known them, end. But he was also realistic enough to know that personal feelings can't interfere with business.

"I knew it was coming sooner or later. Kansas City had looked for every way it could find to get away from the cowtown image," Hertzog said. "Cattle used to be shipped in here from all over the country. Sixty thousand head of cattle used to walk through those stockyards every day. Now they are down to a sale twice a month. It really is sad."

Hertzog said he knew it was going to be a big sale, but he didn't realize the magnitude until it was formally announced that Hertzog Auction

would be conducting it. Then the telephone calls started pouring in, as many as a hundred a day, with most of the callers wanting one thing in particular — a sale bill from the Kansas City Stockyards sale.

"The phone rang constantly with people wanting sale bills to frame," Hertzog said. "I had a thousand printed, then a thousand more, and still ran out. I've never seen anything like it."

"I even got a letter today from an old fellow out in Western Kansas who used to ship cattle to the Stockyards and he just wanted a sale bill."

Hertzog did the first walk-through of the Stockyards for listing purposes.
(Continued on page 23)

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We weren't prepared for how popular our antique reproductions would become.

nothing of what we're doing today would be possible.

And what exactly is ReproCrafters doing today? With your help, we're bringing a new standard of quality, a new standard of *distinction* to the world of antique reproductions. And to make it all happen, ReproCrafters is proud to announce the opening of our import-direct warehouse in Dallas, Texas!

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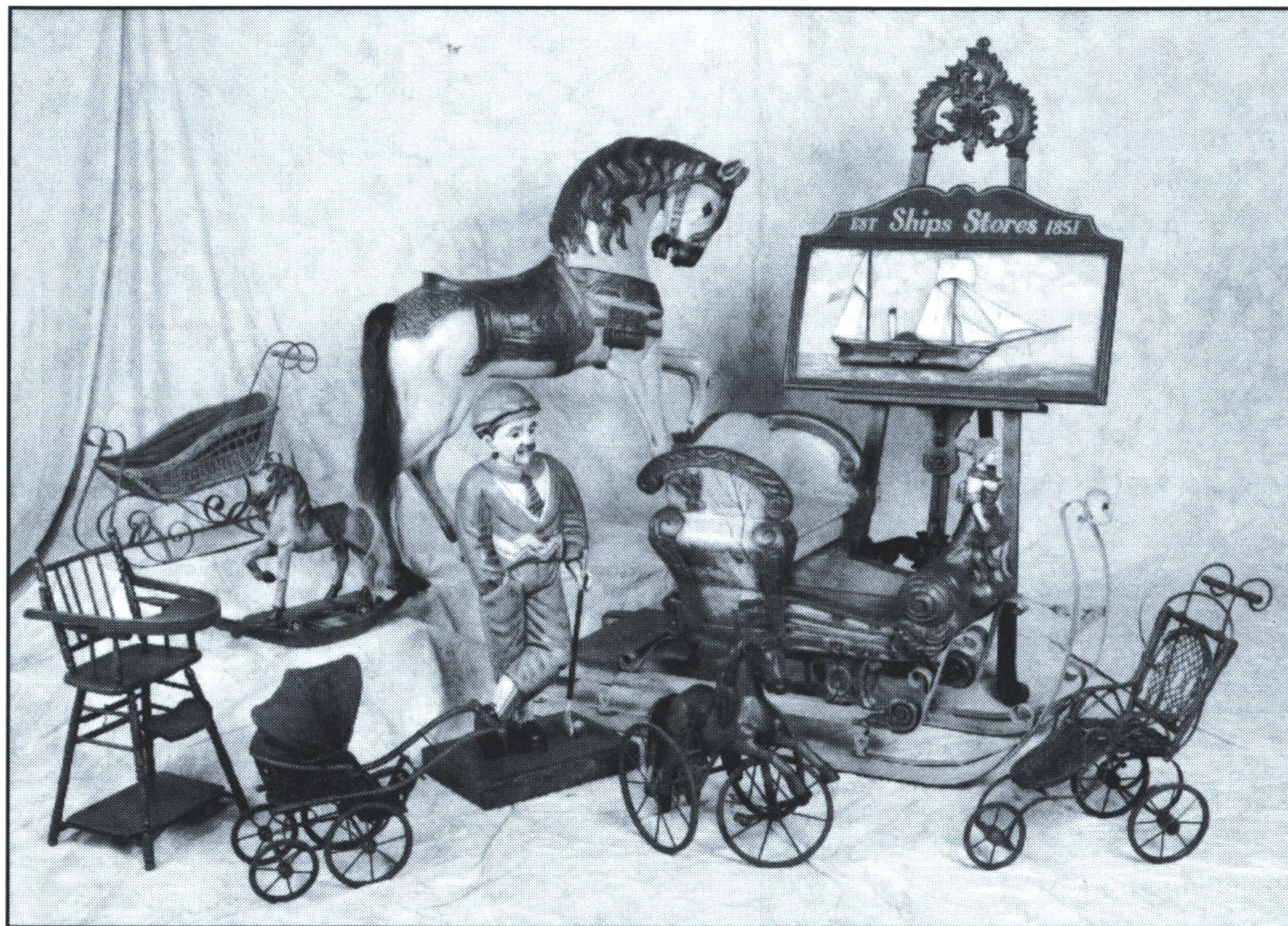
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tique reproductions right to you.

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Now, we can offer you even higher quality antique reproductions that are simply the best that money can buy. Antique reproductions that, until we opened our new import-direct warehouse, were available only in Europe. At the same time, that opening has also increased selection, so that you and your customers have more to choose from. And since you can now deal directly with ReproCrafters right in America, you eliminate the middleman and pay

those lower import-direct prices. In other words, you'll be getting more of the highest quality ever, all for the best prices ever.

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So take your first step to increased customers, greater margins and higher profits. All with a phone call to ReproCrafters. Just pick up the phone now and dial 1-800-654-8830 for more information, *plus our free, full color brochure* of investment quality antique reproductions. And discover a new level of reproduction quality: from ReproCrafters.

We can offer you antique reproductions that are the very finest ever offered in America.

However, because these special creations were carried by only a few small distributors, finding the reproductions that your customers were interested in (at the right price, incidentally) could, at times, be difficult. What's more, it was no secret that, with some antique reproductions on the market, quality wasn't always as high as you might have wanted it. And that's when we decided to do something about it. By opening our import-direct warehouse in Dallas and bringing the very best an-

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Stockyards

from page 21

poses by himself, but it took him and his crew of six at least eight hours a day, every day, the week preceding the auction to get it all gathered up. There was 35 acres of over a hundred years of history to account for. They had to go through every Stockyard pen, and those cattle pens are three stories high. They combed through every storage area, all the scale houses, the train station, looking for items to auction.

Two thousand people came in for the preview on Friday, but that still didn't prepare them for what they were going to see Saturday morning.

Hertzog and his crew - he had beefed it up to 10 - were in place by 7 a.m. The people started pouring in through the two security gates composed of, naturally, cattle panels, and they just kept coming.

Although the registered buyers numbered over 1,200, and came from Missouri, Kansas, Nebraska, Iowa, Illinois, Arkansas, Oklahoma and California, Hertzog estimated the total crowd at between 4,000 and 5,000. Included in that crowd were local newspapers and television stations, Associated Press writers, and, believe it or not, National Geographic representatives.

It was a good crowd though, "one of the best crowds we had to handle in a long time," Hertzog said. They were ready to look, and listen, and have a good time, and spend some money.

The first item — an old weed scythe — went on the block at 9 a.m. Nothing particularly interesting about this old-fashioned tool, it didn't even have the famous Kansas City Stockyards (KCSY) brand, but it sold for \$30. It was a hint of what was to come.

The majority of the bidders that came that day didn't come looking for a bargain, Hertzog said. They came to find themselves a little piece of Cowtown past, whether or not they had ever stepped foot in the Kansas City Stockyards before. It was a good thing most didn't come looking for a bargain, because noth-

ing went for a buck a box that day. Hertzog sold items from \$3 to \$10,250.

Anything that had the KCSY brand sold like there was no tomorrow. Hertzog even amazed himself when he sold a broken shovel handle, complete with brand but minus the shovel, for \$28.

The brass transit that was used to lay out the Stockyards went for \$1,800. Signs that said "Stockyards" with an arrow and a couple of animals sold for up to \$400. At one time every pen in the Stockyards had a padlock and the remaining brass ones brought in \$150. There were over 100 branding irons the Stockyards had accumulated through the years and it took \$70 to \$240 to purchase each of them.

Hertzog sold a copper rain gauge for \$325, and old chaps cowboys had left there over the years — Hertzog

found them stuffed in a closet — fetched a premium price. So did the Stockyard's 22-year-old horse, who had been used only on sale days. He went for \$850. Killer prices that day would have placed his value at \$310.

Hertzog sold the anvil out of the original blacksmith shop, and then turned around and sold one ice shoe for \$35.

"I knew it would sell good, but I didn't think it would go like that," Hertzog said.

They worked their way around the Stockyards, selling not only what they had piled on the hay wagons, but the hay wagons themselves. Then it was on to each of the scale houses and other areas within the Stockyards.

"We got down to the end and people were following us around in the dark, pulling things out to sell that we weren't going to fool with," Hertzog said.



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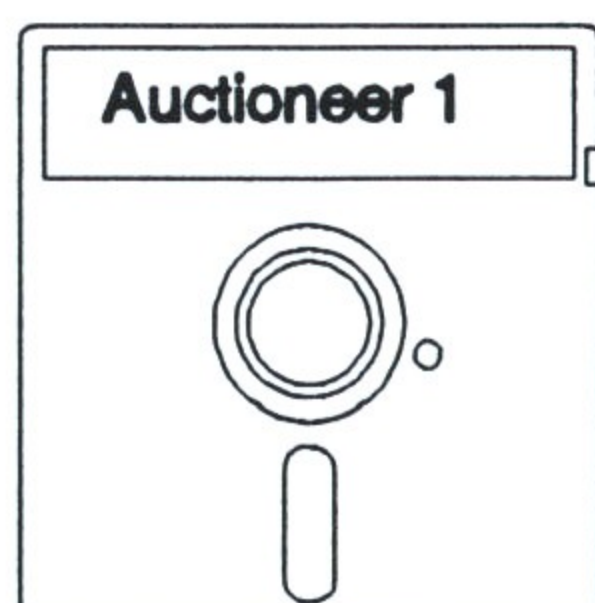
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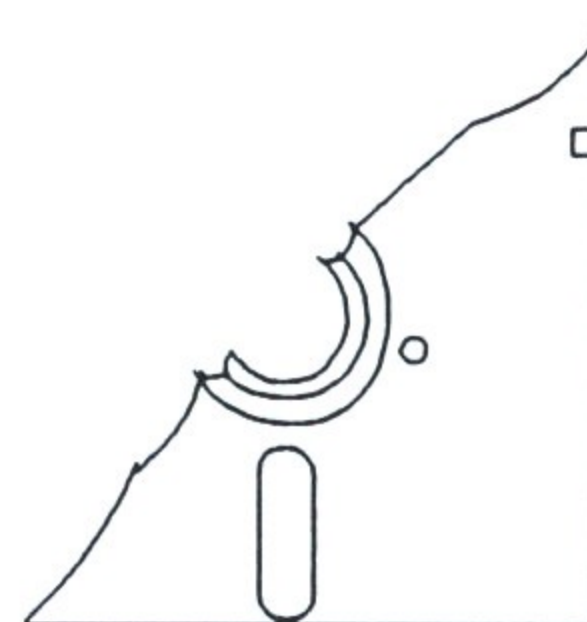
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But, when the production takes place far away from Los Angeles, the question arises, "What to do with the sets and props once the filming is through?" The answer—AUCTION!

Thus, having finished principal shooting on location in Georgia, the production company of the film "Fried Green Tomatoes" decided to auction the props and set furnishings from the movie and commissioned Harris Auction Service Ltd of Fairburn, Ga., to conduct the sale.

The film, starring Academy Award winners Jessica Tandy and Kathy Bates, along with such well known actors as Cicely Tyson and Mary Stuart Masterson, is predominantly

set in the 1930s, and the auction featured many antiques, collectibles and memorabilia from that period.

An exciting auction was guaranteed with 478 registered bidders and an audience estimated at 700 people. Since filming had occurred in several area communities, many attending felt an almost personal involvement in the proceedings.

One lady gave her reasons for buying at the auction as she clutched her newly bought Art Deco lamp, "My husband was an extra in a couple scenes, and we just had to have something from the movie."

Another proudly confided to the ticket clerk, "They filmed at my restaurant and I want to get some of the items they used there."

After it was all over, **Bruce Har-**

ris, CAI, vice president and one of four auctioneers, commented, "This was such a unique auction, we knew there would be a lot of interest—and there was."

Some of the highlights of the auction included a 1930 Ford Model A Sports Coupe with rumble seat which sold at \$8,250 and a 1927 Ford Model T Roadster that gaveled down at \$6,825.

Early in the planning stage, the studio owner was rather skeptical about the auction, feeling that hundreds of people coming in and out of the grounds would be a logistical nightmare.

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SOLD II Auctioneer of the Month Doerr Auction Service

According to Jeff Doerr, "Our service doesn't cost, it pays." This commitment to service has helped Doerr Auction Service in Vergennes, IL, grow into a business that spans three generations. It started with Jeff's father Ray, who's been auctioneering for 35 years. "I had been doing onsite auctions when 20 years ago, I opened up our auction house," says Ray. "Jeff attended the Kansas School of Auctioneering and joined the business 10 years ago." Ray's wife Imogene worked for the post office for 27 years and then 'retired' to work with Ray and Jeff. She and Charlotte Baker, who's been with the Doerr's for 18 years, clerk most of the sales. Jeff's children help out as well. Grandmother Imogene says "Jessica, who just turned 15, helps clerk by taking over once in awhile to give Charlotte a break. Even Natasha, who's 10, helps at cashout, and Santana, he's 5, likes to work

the ring. It's a family business."

Ray continues, "We built this business doing outside sales, and we still do about 75 a year. We had specific needs for a system, and Jeff set out to find one that was just right."

Jeff says about the process, "With the amount of paperwork involved in auctions, I knew we could increase our profits with the right system for our business."

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"We started with an unlimited user system with the radios-

something the others didn't even offer. We save time and money by eliminating runners. SOLD II's unlimited user system allows us to really move the auction along. We clerk

online and have two registration and two cashout stations at all times. We pull bidders from up to six states. They love cashing out without waiting and they come back to buy

because of our speedy service. We like the fact that everything that's been sold goes- and gets paid for. That's more profits for us right there. With SOLD II we eliminate skips."

"SOLD II has helped us grow, we land auctions with SOLD II. It's much more professional to hand clients a personalized folder of complete sales reports. They show their appreciation by coming back to us when they have other consignments. That's just another one of the many ways our service with SOLD II pays."



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Office Staff Important To Success Of Auction

by Doris Todd
Auxiliary Director
Rome, Ga.

The duties of the office staff are many and varied, whether your office has a dozen employees or only one, including the routine duties of receptionists, secretaries and bookkeepers.

However, this article will attempt to only address their duties in relation to the individual auction sales. One important aspect of preparing, conducting and completing a successful auction sale is the efficiency of the office staff.

As soon as the salesman has obtained the contract to sell, the office staff must then begin to prepare for the sale.

THE MAILING LIST: After the salesman determines the areas to target for brochures and plats, the computer staff must then identify the mailing list discs and address the brochures. Sometimes it is necessary to order additional lists, particularly when you will be selling in an area that is not already on your computer lists.

It is desirable for the brochures to be placed in the mail at least two weeks before the sale so that recipients have time to review them and call with their questions.

PHONE CALLS: As soon as advertising has begun with signs, media and mail, interested parties will begin calling the office with questions regarding the sale. While it is desirable to let the salesman in charge talk with callers, it is not always possible.

Therefore, even before the advertising is begun, it is important that the salesman share helpful facts about the property being sold with those answering the phone so they

can talk intelligently with callers.

Because the salesman are, of necessity, out of the office sometimes, we encourage them to complete an information sheet to leave with the office staff at all times. Even so, it is impossible to anticipate every question that may be asked. Sometimes, we simply have to take a phone number and have the salesman call them back.

SALES CONTRACTS: The office staff is responsible for preparing the individual contracts to be used the day of the sale. These contracts must contain accurate legal descriptions, any restrictions, terms and any other information that is pertinent to each sale.

WRITE "FIRST" LETTERS: After the sale, the office staff is responsible for writing letters of appreciation to each purchaser, outlining purchase price, down payment and balances due with instructions for time and place of closing. The buyers will also be asked to notify our office of any changes in titling the deeds, etc.

CLOSING THE SALE: Whenever closing is done by our company, the office staff will be responsible for preparing all closing documents including deeds, closing statements and recording declarations.

An efficient, well trained and responsible office staff makes the work of the sales people much easier and enables them to spend more time with their clients and prospects. Our company is most fortunate to have such a team, all of whom have been with us for many years.

Continuity of employees is par-
(Continued on page 28)

Auxiliary

from page 27

ticularly important in the auction company and you can ensure their loyalty by letting them know you appreciate and value them. ALWAYS REMEMBER, THERE IS NO LIMIT TO WHAT CAN BE DONE — IF IT DOESN'T MATTER WHO GETS THE CREDIT!!! AND, YOUR OWN LUCK AND SUCCESS DEPENDS ON HOW YOU TREAT OTHER PEOPLE!!!



100-Year Collection

Antiques collected over seven generations were auctioned recently by **Wil Hahn, CAI**, of Bath, Pa. The auction took two days. Farm equipment was auctioned on the first day. It took two rings to auction all of the antiques during the second day.

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Auction Success Stories

Dolls Attract Dealers From Europe

Doll collectors and dealers from as far away as Germany and England as well as across the United States filled the gallery of McMasters' "Reflections" catalogued doll auction. Bidding was competitive at the Sept. 16 Gaithersburg, Md., event.

Some of the dolls auctioned were:

- French bisque 16" Tete Jumeau, \$3,900.
- French bisque 22" Portrait Jumeau fashion, \$3,800.
- French bisque 11 1/2" Young Lady fashion, \$4,200.
- French bisque 29" open-mouth Jumeau, \$3,500.
- French bisque 15" wood-bodied French fashion, \$4,500.
- German bisque 20" Simon & Halbig 739 black, \$3,300.
- German bisque 23" Kestner 237 "Hilda," \$5,600.
- German bisque 17" early Kestner, \$1,650.

- German bisque 8 1/2" child on twill body, \$1,300.
- 19" Simon & Halbig 1159 Lady, \$1,600.
- 13" Simon & Halbig 1329 Oriental, \$1,600.
- 27" Walkure Flapper, \$1,200.
- 19" Kley & Hahn character, \$3,400.
- 28" Bahr & Proschild 320 child, \$1,500.
- Kathe Kruse Doll I, \$1,500.
- 19" Alexander McGuffey Ana, \$950.
- 15 1/2" Milliner's Model, \$1,300.

Amish Chest Auctions For \$9,750

A recent estate auction conducted by **Homer Swartzentruber, CAI**, of Shipshewana, Ind., included a walnut chest that sold for \$9,750. The chest was dated 1883.

The auction liquidated the estate of an Amish couple and 175 bidders attended the auction.

Some other items auctioned were:

- dark Amish quilt, dated, \$2,900.

- two blue and white quilts, \$1,000 each.
- doll quilts, from \$625 to \$700.

Unclaimed Property Auctioned In Mass.

Jerome J. Manning of Boston was auctioneer at the Massachusetts Treasury Department's abandoned property auction on Sept. 26. This was Manning's eighth consecutive appearance as auctioneer.

Over 200 people attended the auction, and \$45,000 was grossed during the auction.

Over 450 lots of jewelry, coins and other unclaimed property from safe deposit boxes left unattended for seven years were auctioned.

Highlights of the auction included a yellow gold antique diamond cross (\$3,200) and a Tiffany antique platinum barpin containing diamonds (\$5,000).

(Continued on page 31)



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Retail Auction Marketing

Boulder on the Park Tulsa, Oklahoma

Sales Price : \$300,000
As % of Appraisal : 109%
Marketing Time : 26 Days

Art Deco three story office building. 8600 sq. ft., adjacent to Boulder Park, south of Tulsa's downtown. Jay Baker, Esquire, Seller.

Cotner Vineyards Fayetteville, Arkansas

Sales Price : \$800,000
As % of Appraisal : 107%
Marketing Time : 36 Days

Small winery with turn of the century home, located on 20 acres, just outside of Fayetteville. Williams & Williams successfully generated pre-sale coverage from 3 local TV stations, 4 radio stations, and 6 regional newspapers. Mr. & Mrs. Warren Cotner, Sellers.

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Welch Mansion Tulsa, Oklahoma

Sales Price : \$520,000
As % of Appraisal : 109%
Marketing Time : 26 Days

Southern Hills location. A 1950's masterpiece, designed by architect John C. Lindsey. 8,800 sq. ft., separate guest quarters, 3 acre lot. Mr. & Mrs. George Hughes, Sellers.

Quarry Mansion Van Buren, Arkansas

Sales Price : \$240,000
As % of Appraisal : 96%
Marketing Time: 34 Days

17,000 sq. ft., partially finished four story residence located on 10 acres overlooking the Arkansas River, near Ft. Smith. Over 500 interested parties toured the property from 14 different states. Mr. & Mrs. McGuire, Sellers.



Nesbitt Ferry Estate Atlanta, Georgia

Sales Price : \$925,000
As % of Appraisal : 116%
Marketing Time: 31 Days

22 room brick Mansion. 7 bedrooms, 6 baths, 5 fireplaces, wine cellar, pool, portecochere, 3 car garage. One of Atlanta's most prestigious locations, less than 2 miles from Jack Nicholas Golf Course. Dr. & Mrs. Robert Blair, Sellers.



Williams & Williams



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Uncommon Marketing for Distinctive Properties

Auction Success Stories

from page 29

RTC Residential Auctions A Success

Dietch National Auctioneers recently auctioned 220 RTC properties. The properties were located in 17 Florida counties.

Dietch National Auctioneers is a joint venture between Dietch & Co. of Bradenton, Fla., and National Auction Sales Co. based in Boynton Beach, Fla.

More than 2,400 people attended the auctions. The properties were residential. Some of the properties were included in the RTC's Affordable Housing Program.

Lerman Auction Draws Crowd

A movie poster for the cartoon short, "Mickey's Birthday Party" auctioned for \$510 at A. Lerman Galleries in Long Island, N.Y., Oct. 12.

Other items sold were:

- German toy Tipco motorcycle, \$500.
- Judith Leiber snakeskin evening bag set, \$310.
- Kranich & Bach baby grand piano, \$700.
- Lalique figural decanter, \$325.
- Rolex watch, \$1,550.



• George Jensen art deco silver watch, \$250.

• diamond cluster ring, 1 1/2 ct., \$700.

• five ct. diamond bracelet, \$6,500.

Kruse Auctions Cars In Carlisle

A 1979 Mercedes-Benz was the top

sale at the Grand Finale Collector Car Auction & Show, conducted Oct. 12-13 by Kruse International in Carlisle, Pa.

The 450SL roadster sold for \$16,500. It was among hundreds of cars offered for sale at the two-day auction.

The highest bid of the auction was on a AC Cobra roadster 289, which

(Continued on page 33)



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EXPERIENCE BUILDS THE BEST WIRELESS SOUND

Lectrosonics has been designing and manufacturing wireless equipment for professional auctioneers since 1975. It's no wonder that the Long Ranger II is regarded as the best portable PA system in the auction industry.

Built under one roof by Lectrosonics, the Long Ranger II is designed as a unified system, **not** a collection of components made by different manufacturers. Support and service come from one source, a must when your livelihood depends on your equipment. Options available include external horn speakers, full range column speakers and a 5' tripod stand for improved coverage.

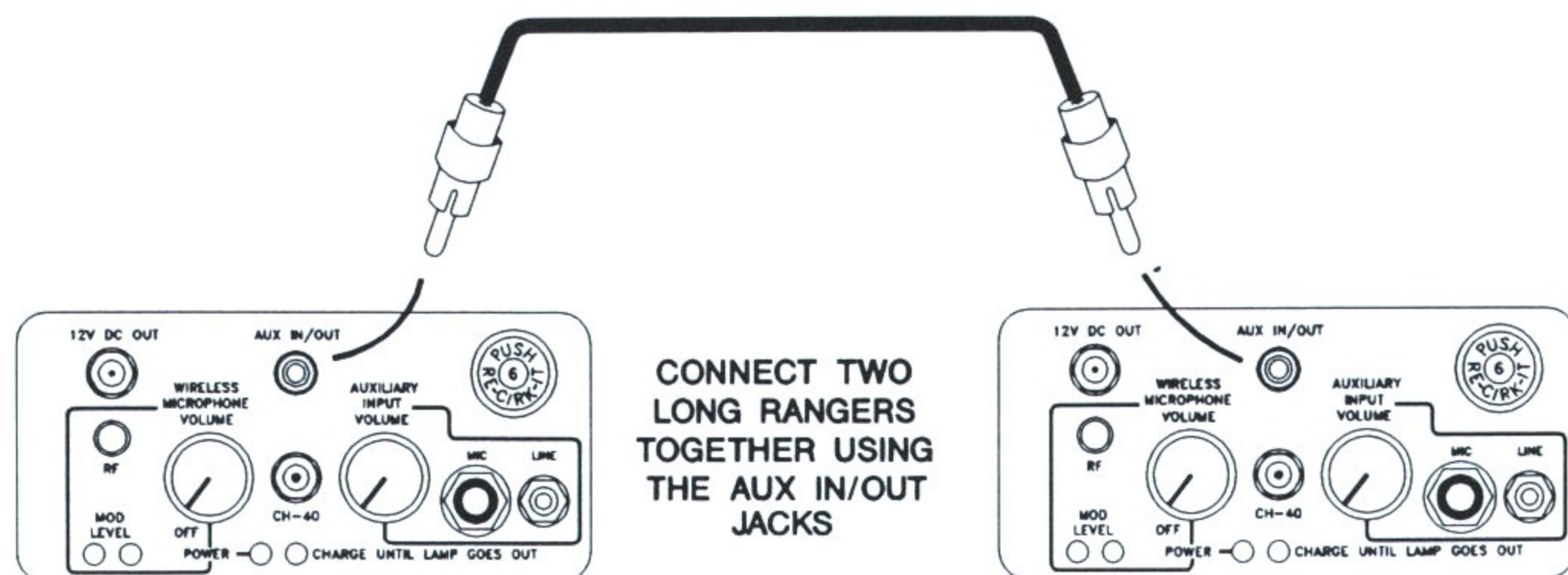
Refined by years of development, the newest version of the Long Ranger offers features found nowhere else.

- 33 Watt RMS power amplifier
- Concealed, unbreakable antenna
- Headset volume control to suppress feedback
- 8 Amp hour batteries for all day use
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- Choice of five different options for "belt-pack" or "hand-held" microphones
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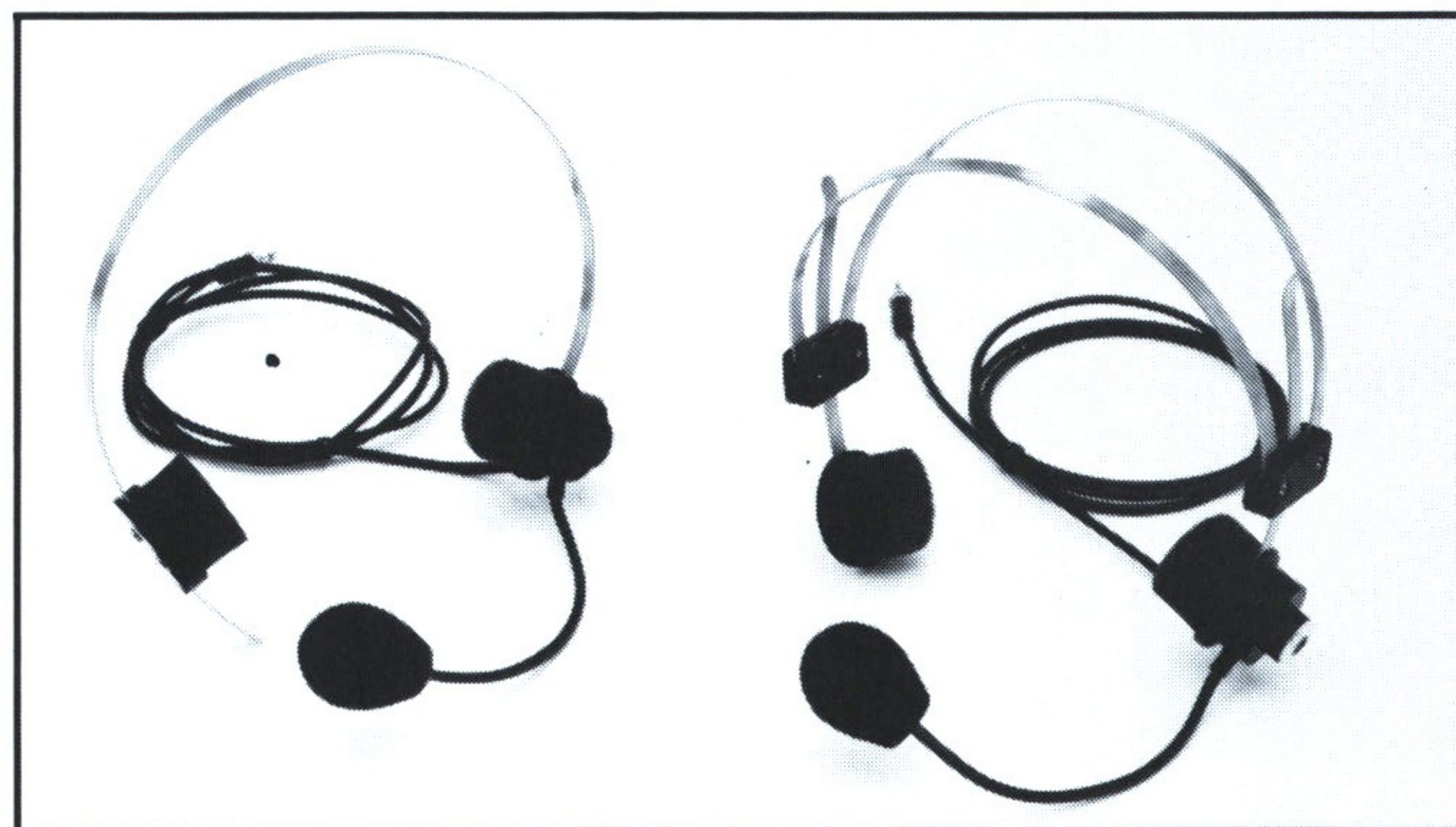
Wireless "Add-On" Channels



The "add-on" wireless channel allows a second wireless microphone to operate through the Long Ranger II. The auctioneer and the ring man can be "on-the-air" at the same time. This easily added and economical second channel sets up in seconds using an unbreakable, concealed antenna built into the Long Ranger II.



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The improved headset microphone for the Long Ranger II works under your hat or around your neck for "hands-free" use. A volume control knob on the temple pad controls feedback. This headset weighs only 3 ounces for comfortable, all day wear and is ruggedly built for heavy everyday use.

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Auction Success Stories

from page 31

drew a bid of \$140,000. The owner rejected the bid.

Top sales during the auction were:

- 1976 Cadillac Eldorado convertible, \$14,500.
- 1961 Porsche 356B Cabriolet, \$14,200.
- 1915 International Harvester 1-ton truck, \$11,000.
- 1959 Chevrolet Impala two-door hardtop, \$10,500.
- 1913 International Harvester pickup truck, \$10,100.
- 1950 Chrysler Crown Imperial limousine, \$10,000.
- 1920 Dodge roadster, \$9,800.
- 1914 Saxon roadster, \$9,250.
- 1930 Auburn 895A four-door, \$9,000.

Prices Strong At Dunning's

Dunning's Auction Service held a decorative arts and furniture auction on Sept. 28-29. Over 550 bidder paddles were distributed, and 1,500 lots were sold during the two days.

Some of the items auctioned were:

- KPM porcelain plaque, titled "Diane's Revenge," 10" X 16," \$21,450.
- KPM 6 1/2" X 9 1/2" shadow box frame of female nude on leopard skin, \$8,250.
- KPM "Antigone," \$6,600.
- Galle' cameo glass boudoir lamp, \$9,350.
- 18 1/2" Galle' enameled art glass vase, \$6,050.
- 6" Galle cameo glass vase, squat ovoid form, \$5,500.
- 11" Galle' acid cut and enameled art glass vase, inverted baluster shape, \$4,950.
- 6 3/4" Galle cameo glass vase, flattened ovoid form cut, \$2,035.
- 7" Galle glass lamp base, baluster shape cut, \$2,090.
- Daum Nancy cameo glass vase, Cross of Lorraine in gilt, \$4,125.
- Tiffany bronze and green slag glass four-fold screen, \$3,575.
- Rookwood vase with sterling silver overlay, \$2,420.
- art nouveau table lamp, \$2,860.
- American Brilliant Period cut glass table lamp, \$2,310.
- bronze statue by H.K. Scholz, maiden with fawn, \$2,090.

- 55-piece set of 19th century silver flatware, "Coburg" pattern, \$5,610.
- 19th century French mahogany vitrine on stand, \$5,775.

Auction Team Keeps Busy

Carolina Auction Team of

Spartanburg, S.C., recently auctioned 740 acres in southern Spartanburg County, S.C.

The property was subdivided into 105 parcels and included mini-farms, agriculture and industrial properties. Prices ranged from \$600 per acre to in excess of \$4,500 per acre — with over 250 bidders vying for the properties. The total sale price was \$622,000.

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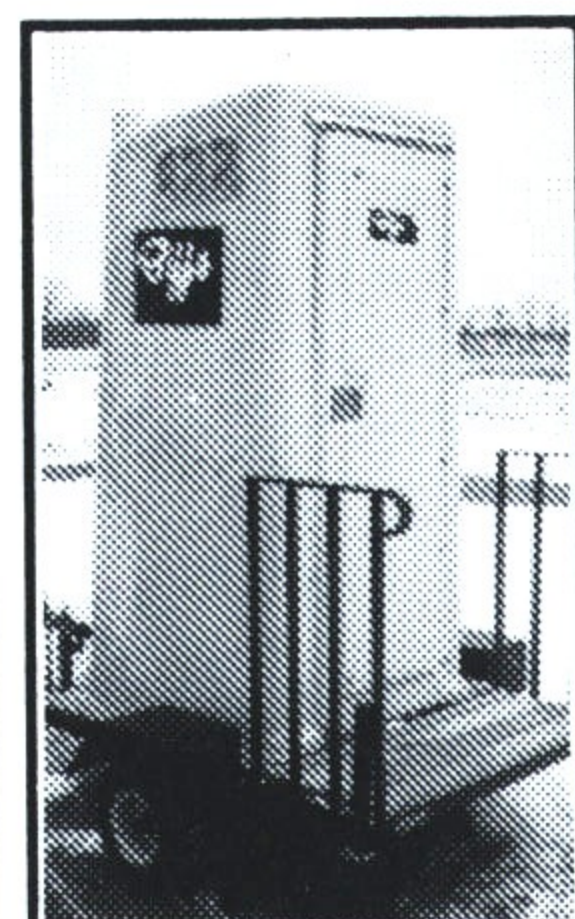
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Linda Kau continues to be actively involved in cost accounting.

Gene Synkelma joins Jerry Bridges and Steve Holden as area representatives. Christine Lenhart and Helene Gendel coordinate production.



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LEGISLATIVE ALERT

A publication of the National Auctioneers Association and the Certified Auctioneers Institute

Volume III, No. 4

Nov. 15, 1991

■ REGIONAL ADVISORY BOARDS TO CONSIDER ABSOLUTE AUCTIONS

NAA/CAI representatives have been invited to participate in the sixth round of quarterly RTC Regional Advisory Board meetings to address the merits of using absolute auctions to sell non-residential properties valued at more than \$100,000.

As of press time, NAA/CAI representatives had testified at two Regional Advisory Board meetings. **Hellen B. King, CAI**, testified Nov. 13 at the Region 1 meeting in Tampa, Fla., and **Craig King, CAI**, testified Nov. 15 at the Region 2 meeting in Jackson, Miss.

Current RTC policy allows for absolute auctions under the \$100,000 level where property has been widely exposed to the market and there is a competitive environment, but for properties over that level, it sets as a reserve 70 percent of the value of the properties. The base value of a property can change over time depending on how long it has been on the market.

NAA/CAI representatives are recommending to the regional boards that, as an interim step to significantly expanding the use of absolute auctions, the \$100,000 ceiling should be raised to \$500,000 for commercial assets, and \$1.5 million for land.

A list of the six Regional Advisory Boards is as follows.

November 13 - Region 1 9 a.m. - 12 noon
Tampa Bay Performing Arts Center,
1010 North W.C. MacInnes Place
Tampa, FL

November 15 - Region 2 12:30 p.m. - 3:30 p.m.
The Old Capitol Museum
100 South State Street
Jackson, MS

December 3 - Region 5 8:30 a.m. - 12:30 p.m.
Technical Vocational Institute
Main Board Room, Brasher Hall,
525 Buena Vista, S.E.
Albuquerque, NM

December 5 - Region 3 12:30 p.m. - 3:30 p.m.
Northwestern University
Kellogg School of Management, Weiboldt Hall
Commerce Club Lounge
339 East Chicago Avenue
Chicago, IL

December 11 - Region 6 9:30 a.m. - 1:00 p.m.
Federal Reserve Bank of San Francisco
101 Market Street
San Francisco, CA

December 13 - Region 4 9:00 a.m. - 12:00 noon
Dallas Public Library
1515 Young Street
Dallas, TX

All meetings are open and a portion of each meeting will be reserved for comments and questions from the general public. NAA/CAI members are encouraged to attend and show support for changing the RTC's absolute auction policy. If you have any questions, or need more information, call NAA/CAI headquarters at 913-541-8084.

■ RTC NATIONAL ADVISORY BOARD MEETING

The RTC National Advisory Board met in Washington on Oct. 29 to discuss results of the recently completed series of Regional Advisory Board meetings.

Of greatest interest to the NAA/CAI were draft reports submitted by Region 2 and Region 4, with specific comments on the disposal of hard-to-sell assets. Those reports are submitted in draft pending approval by each board at their next regional meeting.

On a positive note, the Region 2 report from the last meeting at which **Eddie Haynes, CAI**, appeared on behalf of the NAA/CAI, no longer contains negative comments on auctions. Instead the report addresses other issues, including the habitability of housing, which were concerns NAA/CAI members had raised in connection with affordable housing auctions in the region.

On a more negative note, however, the report from Region 4 (covering Texas only) contains recommendations against the auction amendment recently approved by the House Banking Subcommittee.

■ **RTC HOLDS MISSOURI, ILLINOIS, IOWA, LOUISIANA, ARIZONA AUCTIONS. ANNOUNCES FUTURE AUCTIONS**

The RTC has recently held a number of auctions around the country for FF&E and real estate.

Auctions of FF&E included:

Missouri

Kull & Anderson Auction Exchange of Topeka conducted four auctions of personal property from Oct. 26 through 30, 1991, in St. Louis to sell off assets from the former Missouri Savings Association, FA - Clayton, MO; the former Community Federal Savings and Loan Association, St. Louis; and Home Federal Savings Association of Kansas City, FA. The first auction featured 375 pieces of art, the second and the third featured office equipment, furniture, and office supplies, and the fourth featured executive dining room furniture and equipment.

Illinois

The RTC sold 1,900 pieces of furniture, fixtures, and equipment from the former Horizon Savings Bank, FSB of Wilmette, IL for approximately \$205,000 on Oct. 16 in Evanston.

Iowa

Farm Investments, Inc. of Fort Dodge, Iowa sold more than 5,000 pieces of furniture, fixtures, equipment, and art from the former American Federal Savings Association of Iowa in Des Moines, for approximately \$382,000 in a series of seven auctions held between Oct. 22 and 27. The Illinois and Iowa auctions together attracted 1,251 registered bidders.

Louisiana

Keith Babb & Associates of Monroe, La., held an auction on Oct. 30 in Metairie, to sell the assets of the former Capital-Union Federal Savings Association, of Baton Rouge. More than 200 pieces of artwork were sold for a total of \$47,000.

Real Estate auctions included:

Arizona

On Nov. 2, Kennedy-Wilson, Inc., sold all 37 properties that it offered in Maricopa County, Ariz., in the RTC's first land-only auction. The properties were appraised at \$9.9 million, and were sold for a total of \$3.97 million. More than 200 bidders registered.

And in the future:

Coopers & Lybrand has hired J.P. King Auction Co. of Gadsden, Al., to conduct an auction on Nov. 23 in New Orleans as part of an asset management contract from the RTC. The 220 properties consist of homes, apartment buildings, commercial properties, and vacant land, and have a total value of \$8 to \$10 million. Coopers & Lybrand joins Crystal/Pentad/Van Wyck of Memphis, Tenn., as the only asset managers using public auctions for property sales.

JBS & Associates will oversee a Dec. 4 auction in Denver of nonperforming loans valued at \$110 million. Loans from 28 thrifts are being grouped into 47 pools according to type, location, and delinquency. They range in size from \$250,000 to \$10 million, with \$45 million in consumer loans and \$65 million in real estate loans.

Sheldon Good & Co. will be offering 52 properties worth \$20 million on Dec. 3 in Denver.

■ **TAYLOR SUCCEEDS SEIDMAN AS FDIC CHAIRMAN**

On Oct. 16, 1991, William Seidman stepped down as Chairman of the FDIC and head of the RTC Board of Directors. Seidman's FDIC post was filled by William Taylor, the former top bank regulator at the Federal Reserve Board, who was approved unanimously by the Senate on Oct. 22. As chairman of the FDIC, Taylor will also serve as Chairman of the RTC Board of Directors.

NAA/CAI leadership hopes to meet soon with Chairman Taylor to discuss the FDIC's asset disposition program, and how auction marketing can be used more effectively by the agency.

■ **NAA/CAI MEMBERS RALLY TO SUPPORT AUCTION AMENDMENT: COMMITTEE VOTE EXPECTED SOON**

The Oct. 16 issue of the *Legislative Alert* reported the House banking Subcommittee on Financial Institutions Supervision, Regulation, and Insurance passed an amendment sponsored by Subcommittee Chairman Annunzio (D-IL) to the RTC funding bill (H.R. 3435), requiring the RTC to conduct auctions for real estate it has held as receiver for more than six months.

Since that time, the full Banking Committee has deferred consideration of H.R. 3435, but is expected to return to it as early as Nov. 19 after considering banking reform legislation on the House floor.

Opposition to the auction amendment is expected when the full committee takes up the RTC bill, and letters and phone calls from NAA/CAI members may make a critical difference in reinforcing supporters, generating support from those members who have not yet voted on it, and also encouraging opponents to reconsider their vote.

In addition to letters sent by **Bob Steffes, CAI**, and **Steve Schofield, CAI**, on behalf of the NAA/CAI, a special thanks to the following NAA/CAI members who have actively participated in this effort through phone calls and letters to members of Congress on the Banking Committee:

Earl Brown, CAI
Terry Dunning, CAI
Benny Fisher, CAI
Tom Hanley
Mike Jones
William Kurtz, CAI
Paul McInnis, CAI
Wayne Stewart, CAI
John Roebuck, CAI

Randy Burnett, CAI
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Hellen King, CAI
Ken McCormack, CAI
Bracky Rogers, CAI
Max Spann, CAI

Further developments on the Annunzio auction amendment will be reported in the next issue of the *Legislative Alert*.

■ **GAO COMMENTS ON AUCTIONS IN LETTER TO SEN. KASSEBAUM**

In response to questions submitted by Senator Kassebaum (R-KS) during a June 11 Banking Committee hearing on RTC issues, J. William Gadsby, the Director for Federal Management Issues for the General Accounting Office (GAO), wrote a letter Oct. 8 addressing the RTC's use of auctions to dispose of real estate assets.

In response to a question on how an aggressive, auction-based liquidation program should be structured, GAO said it should have six major characteristics: "(1) outreach to the private sector, (2) highly qualified people with auction industry backgrounds to manage and monitor the program, (3) a sound strategy and operational plan, (4) adequate controls to ensure consistent program implementation by RTC regions and consolidated field offices, (5) qualified private sector auction contractors to promote and run the auctions, and (6) effective program oversight and evaluation to assess performance and progress."

In response to a second question, on whether the RTC might be able to auction all its assets over a 1-3 year period, GAO said: "Considering RTC's current inventory, 1 to 3 years seems to be a reasonable time period in which RTC could auction the bulk of its real estate inventory."

GAO added, however, that based on conversations with RTC officials and some auctioneers, auctions may not always be suitable, such as certain commercial properties or some with environmental problems, which may sell better through negotiated transactions. They also took note of assets with title problems and commented on the steady influx of new properties from additional failed thrifts.

GAO said it will soon release another auction report, prepared for Rep. Kanjorski (D-PA), on whether the RTC can make greater use of auctions to sell real estate. Other GAO planned work will assess the effectiveness of the various sales methods the RTC uses, including auctions.

Members of the NAA/CAI were consulted by the GAO earlier this year during their assessment of RTC auction activity.

■ **REP. McMILLEN INTRODUCES ASSET DISPOSITION LEGISLATION**

On Oct. 16, Rep. Tom McMillen (D-MD) introduced H.R. 3574, a measure to establish a government-owned corporation, known as the Real Property Asset Disposition Council, to develop a consistent government-wide asset disposition policy, to create a government-wide inventory of eligible real property, and to conduct a demonstration project to test the feasibility of setting up a "central servicing agency" to sell government held real estate.

Properties to be included in the demonstration project would cover the Departments of Justice, Treasury, Defense, Transportation, and Interior as well as SBA, GSA, FHA, FmHA, VA, RTC, and FDIC. The council would expire at the end of five years.

The measure calls for the Council to be made up of representatives of a number of the federal agencies that hold property and would establish a training institute to improve the skills of government employees involved in real estate management, appraisal, contracting, and disposal.

Rep. McMillen, who spoke at the Sept. 23 NAA/CAI auction briefing for Congressional staff, is seeking to improve the efficiency of government real estate disposal programs.

■ **SENATE HEARS TESTIMONY ON TAX BENEFITS FOR RTC BUYERS, RTC FUNDING REQUEST**

The Senate recently held a series of hearings on legislation to restructure the RTC and to make RTC-held assets more attractive to potential buyers.

On Oct. 22, the Senate Finance Committee's Subcommittee on Taxation heard testimony on Sen. Breaux's bill, S. 1787, that would make property sold in 1992 and 1993 eligible for up to \$1 billion in tax credits, not to exceed 80 percent of the purchase price plus certain additional costs.

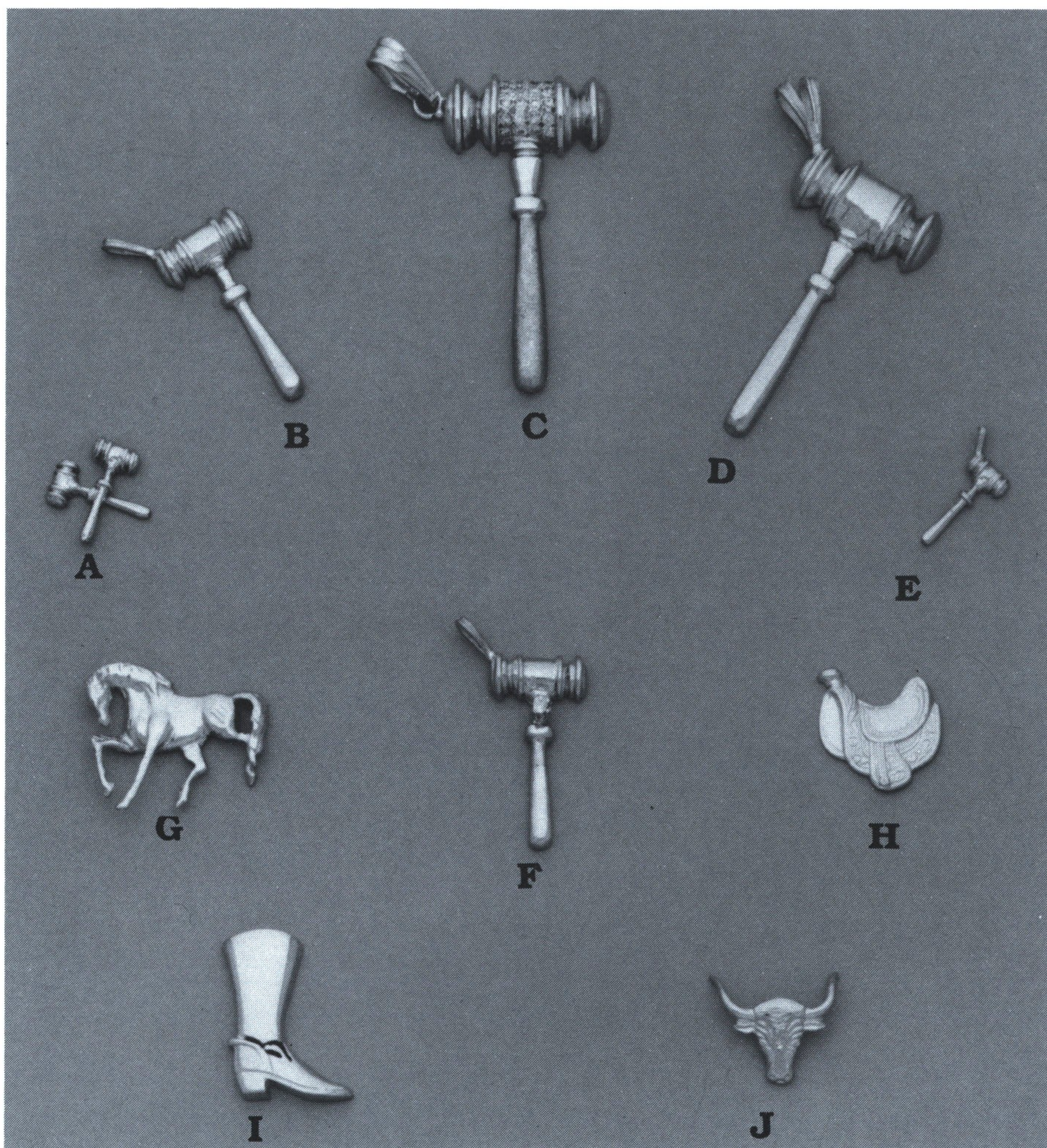
Michael Graetz of the Treasury Department opposes the measure, saying it will produce unequal burdens for taxpayers, add to the price of the bailout, and further burden the IRS to monitor compliance. Robert Reischauer of CBO agreed and said that the CBO had found that the credit would not increase sales since properties could be sold as easily with a price cut and it would not shore up local property values because rental values would not be affected.

Rep. Bill Orton (D-UT), a member of the House Banking Committee, and Norman Flynn, immediate past president of the National Association of Realtors also testified against the measure, although both supported legislation, reported to be more costly, which would amend passive loss provisions in the tax code.

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State News

Kentucky

Glenn Birdwhistle of Lawrenceburg, Ky., won the Kentucky Auctioneers Association championship during a contest held Aug. 18. **Ken Byrd** of Bowling Green, Ky., finished second.

Also in the finals were **Randy Bush, CAI**, of Elizabethtown, Ky.; **Miller Monarch, CAI**, of Hardinsburg, Ky.; and **Dean Loy** of Russell Springs, Ky.

The contest was held in conjunction with the Kentucky State Fair. **Jimmy Willard, CAI**, of Shelbyville, Ky., was the chairman of the contest.

Illinois

The Illinois State Auctioneers Association held its annual bid-calling contest at the Illinois State Fair.

Lance Schmid of Clinton, Ill., won the contest. **Glen Jordon** of Asumption, Ill., took second place. Other top five finishers were: **Adam Jokisch** of Freeburg, Ill., third; **Mike Espe** of Lee, Ill., fourth; and **Bill Decker, CAI**, of Milford, fifth. **Jim Roth, CAI**, of East Peoria, Ill., also competed.

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Iowa

New officers were inducted during the Oct. 25-27 meeting of the Iowa Auctioneers Association. The new officers are: **Wilbur Swartzendruber** of Wellman, Iowa, president; **Greg Morehead, CAI**, of Albia, Iowa, president-elect; **Gordon Taylor** of Mason City, Iowa, vice president; Margaret Bloomer of

Glenwood, Iowa, secretary/treasurer. New members on the IAA Board of Directors are **Bob Crittenden** of Afton, Iowa; and **Tom Olson** of Calamus, Iowa.

Seminars included presentations by NAA Director **Wil Hahn, CAI**, and **Merv Hilpipre** of Cedar Falls.

Mac Greentree of Decorah, Iowa, was named Man of the Year by IAA.

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Jerome J. Manning of Boston recently addressed over 200 prominent banking, legal and real estate sales professionals during a seminar presentation titled "Real Estate in the 90s: A Team Effort — Mortgage Foreclosure and REO Disposition, Advanced Practice and Techniques."

The seminar was held in Boston, and Massachusetts Gov. William F. Weld spoke during the luncheon.

RTC Publication Interviews Latham

Silver Lining, a newsletter published by the RTC's Affordable Housing Disposition Program, recently contained an interview with **Larry Latham, CAI**, of Scottsdale, Ariz.

Latham, treasurer to the CAI Board of Governors, discussed how RTC and the auction industry have been able to make properties available for the disadvantaged.

Presentations by officials from **Jerome J. Manning & Co.** were part of a package that gave attendees valuable information and solutions to the challenges of marketing real estate in troubled economic times, as well as suggesting procedures to dispose of foreclosure and REO properties.

Some comments by seminar at-

tendees:

- "Now, I feel more confident that real estate brokers and auctioneers can join together to dispose of properties at auction."

- "The auction segment Q&A was very impressive, salient marketing strategies were intelligently discussed and supported by actual experiences."

Still Going

*Former NAA Director **Bing Carter** of Gardner, Kan., was featured recently in the "Good Neighbors" section of the **Olathe Daily News**. The article discussed how Carter tried to retire but was unable to because of the continuing demand for his services. The photo to the right of Carter was published along with the story.*



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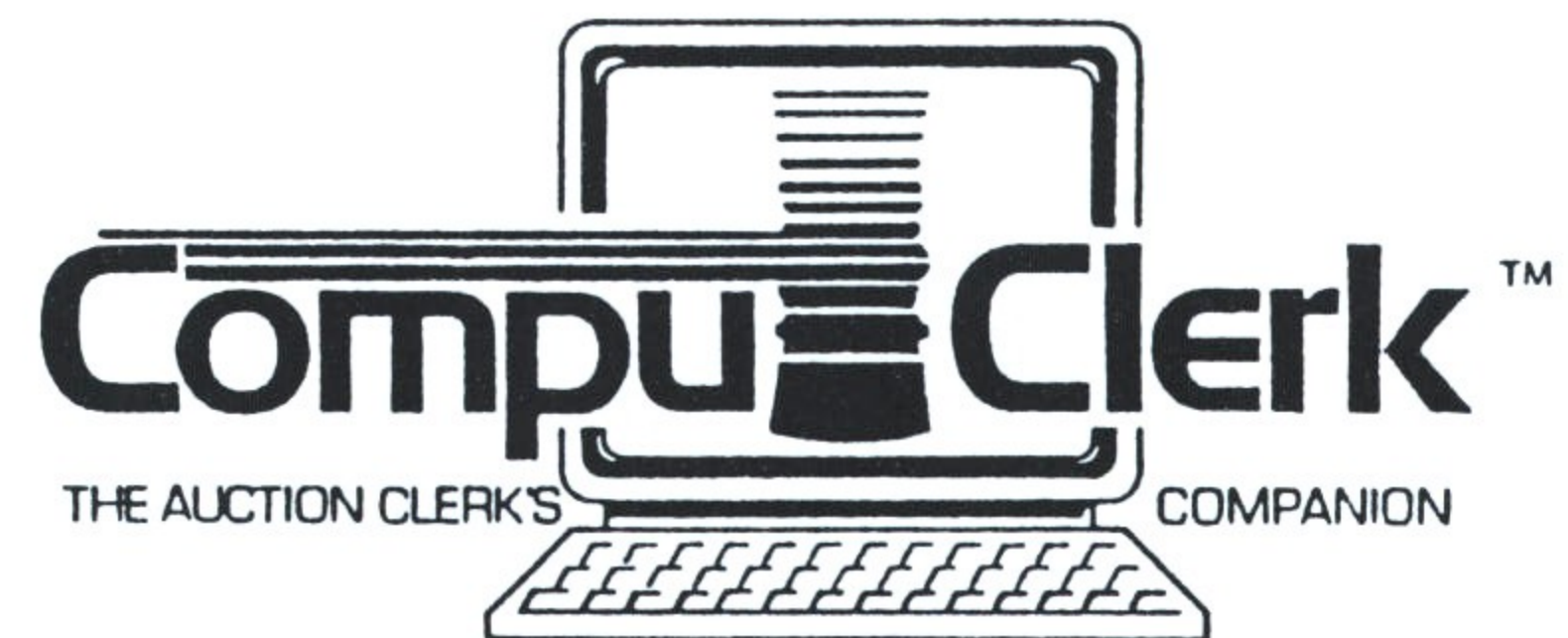
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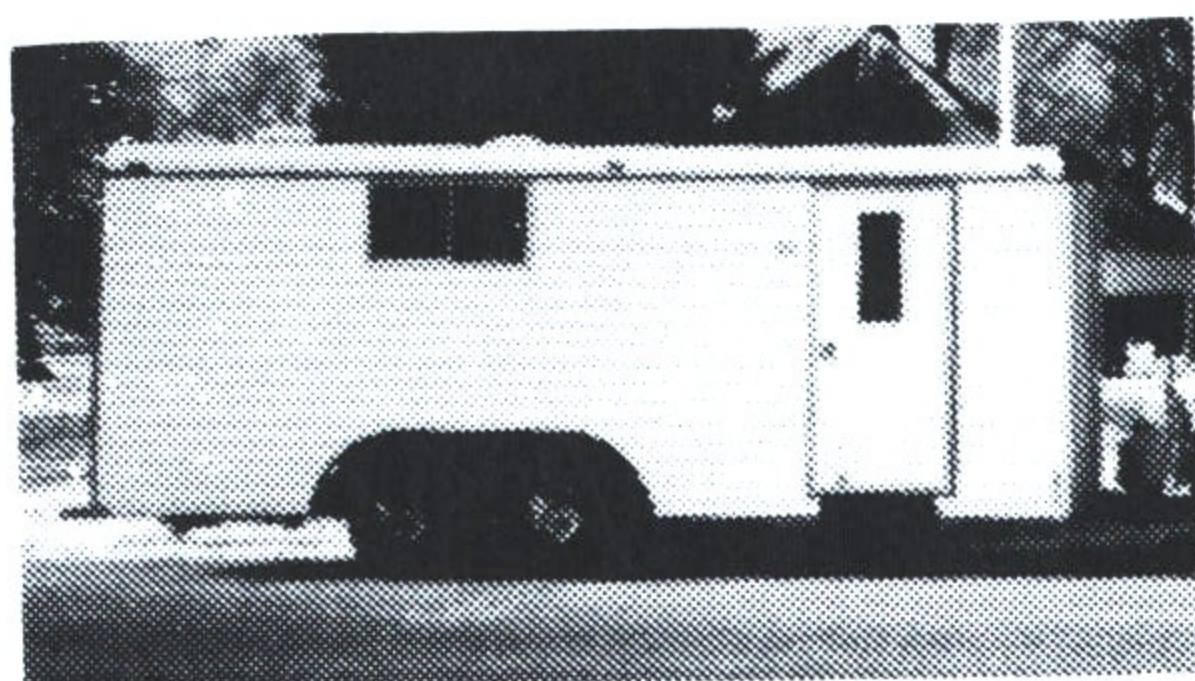


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Foundation Meeting Provides New Momentum for Organization

by Anita Faddis
Curator
NAA Hall of History

The National Auctioneers Association Foundation held its Board of Directors Meeting Oct. 12 in Overland Park. A full day was spent in discussions concerning the growth and direction of the Hall of History and Archives for the future.

It is with excitement and renewed energy that I would like to share the NAAF Mission Statement and Goals with you.

NATIONAL AUCTIONEERS ASSOCIATION FOUNDATION MISSION STATEMENT

The National Auctioneers Association Foundation was formed by the National Auctioneers Association to develop, preserve and research the history of the auction profession not only yesterday, but today and tomorrow.

It is our objective to:

- Establish and adequately maintain a Hall of History and Archives.
- Provide a source of information and research facilities of the auction profession.
- Provide auctioneers with an opportunity to contribute to the Foundation through tax exempt donations and endowments.
- Promote the NAA goals and objectives through educational programs, exhibits and the distribution of information.

FOUNDATION OBJECTIVES FOR 1991-92

- A. Public Relations.
1. Monthly article for AUCTIONEER.
 2. Convention display.
 - a. oral interviews during convention.
 - b. book signing at booth.
 - c. various sales of items.
 3. Each State Association that has a publication will be furnished with articles from the curator. In addition various publications will be contacted.
 4. A tour and visitation by new graduates from area auction schools will be established.
 5. Memorial cards have been printed for contributions and a new Memorial Book, noting all contributions since 1987, have been recorded.
- B. Displays.
1. Two new displays will be completed using the new display cases purchased.
 2. The Hall of Fame biographies will be solicited, prepared and displayed.
- C. Museum Operations.
1. The archives will be rearranged to provide for better storage and working space. A new file and additional shelving will be added.
 2. Additional preservation supplies are to be purchased.

3-5 YEAR GOALS FOR THE NAA FOUNDATION

- A. Hall of History.
1. Install a security system.
 2. Arrangement with the Smithsonian for loan of items pertaining to the auction profession.
 3. Establish within the audio/visual center a tape library of the auction process and sales.
 4. Periodically entertain visiting displays.
 5. Complete the collection of state association logos hanging above the displays.
 6. Complete the original design of the museum including living history display, dioramas, and additional display cases.
- B. Archives.
1. Complete preservation on the Comly collection which means additional storage area.
 2. Create an internship with university to help with preservation and indexing.
 3. A full-time curator.
 4. Professional surveys, information gathering and computerizing, additional research for NAA.
- To accomplish our goals, committees have been formed. We need your expertise. Anyone can serve on one of the committees.*
- This is your chance, as a NAA member, to see that the history of the profession is preserved and used to improve the auction industry.*

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Antiques and Americana

by George Michael
Merrimack, N.H.

Zanesville Art Pottery

We picture an underglazed painted vase that was made at the Zanesville Art Pottery Company in Ohio. It was founded in 1896 as a roofing tile company, but switched to the making of decorative wares in 1900.

The impact of the Rookwood Pottery in nearby Cincinnati was felt throughout the industry and many sought to emulate the graceful forms and decorations for which it was noted.



Though the pottery burned in 1901, it was rebuilt and recovered to send pieces to the 1904 exposition in St. Louis. It burned again in 1910, but was rebuilt and operated under this name until 1920 when it was sold to Weller.

Though this pottery was innovative, there was much that seemed to be copied from others like McCoy and Rookwood. Delicate flowers were a favorite motif. Generally, the bodies were dark with cheerful decoration. Much was marked, La Moro, which is similar to Weller's Lowelsa. The glaze has a high shine, though other products featured the matte finish which was so popular at the time.

During the early days of the pottery much in the way of cobalt blue decorated wares were made, along with items for kitchen household use.

Many jardiniers with stands were made; I have never seen a signed example.

Many were made by Ohio potteries, and it is difficult to know from which pottery they came. Some of the decorative La Moro pieces have the initials LE and CE inscribed, but it is not known who these designers or decorators were.

There were so many potters in the region that it is most likely workers shifted from one to the other, which accounts for the similarity in design, decoration and glazes. The La Moro is well marked — one cannot be sure of attribution of other pieces.

Platform Rockers

The common rocking chair, as we know it, appeared early in the 18th century. It was not until about a hundred years later that a new form appeared, that of the platform rocker, such as we picture.

The idea seems to have originated with the French and quickly spread throughout Europe and into this country. The earliest I have seen made here would date back to between 1830 and 1849.

It was not until after the Civil War that it really became a popular item in the home. Most were made in walnut during the 1870-90 period,



giving way to oak well into this century.

By 1901, the Larkin Company was offering furniture as a premium given in exchange for soap wrappers — taken from the main product made by the company. It was not until the 1908 catalog appeared that the platform rocker was listed as a premium.

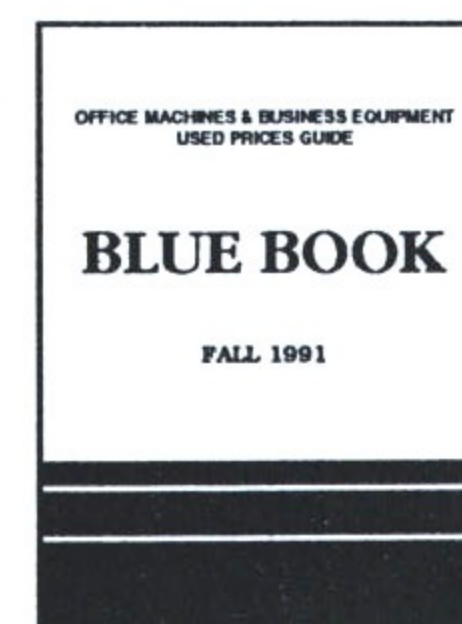
Early examples were just rockers, but soon, footrests were added and later, the reclining back became a feature — something inspired by the Morris chairs of the period.

Back in the 1950s, these chairs would sell for \$2 or \$3, as many considered them grotesque — not harmonizing with the furniture in vogue. However, with the rapid rise in appreciation of oak furniture, the platform rocker made its comeback early in the 1970s. One may still find good examples for less than \$200.

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Obituaries

Hall of Famer Earl Penfield Dies

**Earl S. Penfield
Lemmon, S.D.**

Penfield, 89, died Nov. 6. He was inducted into the National Auctioneers Association Hall of Fame in 1980.

He was an active auctioneer until September. He made headlines in 1990 when he and his son, Bob, grandson, Bert, and great-grandson, Jesse, took turns at the mike during an auction. Bob Penfield is a past president of NAA and is also a Hall of Fame inductee.

Earl Penfield sold at auction for 55 years. He attended the American Auction College in Kansas City, Mo., in 1936.

He began his career at his father's livestock auction market and expanded to include the major markets in South Dakota, North Dakota and Idaho.

In 1966, he was honored by four livestock auction markets that he had served continuously for over 17 years. He continued as the lead auctioneer at these markets for many years.

Penfield was one of the organizers of the South Dakota Auctioneers Association. He was also a charter member of the Lemmon Lions Club.

In 1978, Penfield was honored by the Lemmon Chamber of Commerce as the "Boss Cowman."

Penfield is survived by his wife, Anna, and their six children.

**Henry M. Stanley Sr.
Chillicothe, Ohio**

Stanley, 80, died Oct. 8 following an extended illness.

He was retired from Stanley & Son Auction and Real Estate Service.

He was a World War II veteran; a member of the High Street Church of Christ, American Legion Post 14, and Ross County Realtors Assoc.

**Kenneth M. Rice
Franklinville, N.Y.**

Rice died Sept. 13. He was a member of NAA for over 35 years, joining

in April 1955.

He was one of the organizers for the 1958 NAA Convention, which was held in Buffalo.

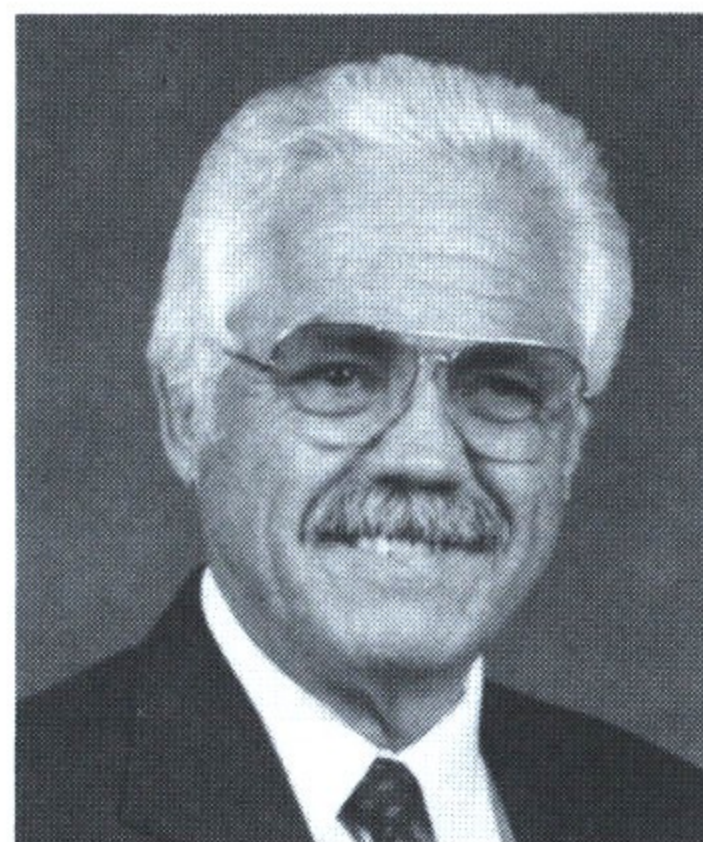
Former NAA President Howell Dies

**Grover C. Howell
Conroe, Texas**

Howell, 62, died Oct. 21 after a long illness.

He served as NAA president in 1971-72 and was inducted into NAA's Hall of Fame in 1978.

Howell was very active in the Texas Auctioneers Association, serving as director, secretary/treasurer and president. He served as an instructor at Britten Auction Academy for 20 years.



He was a leader in the effort to build the NAA Headquarters building in Lincoln, Neb., which preceded the current site in Overland Park, Kan.

He conducted benefit auctions for Christian education, Future Farmers of America, 4-H, schools and many individual causes as well as being a keynote and motivational speaker. He was a member of the Longmire Church of Christ.

He is survived by his wife, Willie, and two daughters.

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NAA 1992 WINTER SEMINAR

January 27-29, 1992

Doubletree Hotel — New Orleans, La.

PERSONAL PROPERTY, REAL ESTATE & GENERAL TOPICS

Seminar registration includes a seminar workbook, luncheons on Monday and Tuesday and a reception at 5:30 p.m., Sunday, Jan. 26. The seminar ends at noon, Wednesday, Jan. 29.

Monday — Real Estate

David Gilmore, CAI, New Orleans, La.: "Selling Real Estate in a Depressed Economy."

Craig King, CAI, Gadsden, Ala.: "Special Techniques in Marketing Permanent Resident and Resort Condominiums at Auction."

Jere Daye, CAI, and **Tom Baudry, CAI**, Baton Rouge, La.: "Broker Assisted Multi-Parcel Absolute Site Sale Concept."

Richard Keenan, CAI, Kingfield, Maine: "The Preparation of a Buyer's Prospectus and Its Importance in a Real Estate Auction."

Panel Discussion: Gilmore, King, Daye, Baudry and Keenan.

Tuesday — Personal Property

John Roebuck, CAI, Memphis, Tenn.: "Business Liquidations."

Larry Martin, CAI, Clinton, Ill.: "Operation/Management of Machinery Consignment."

Fred Reger, CAI, Manassas, Va.: "Antiques-Personal Property: In-House/On-Site."

Panel Discussion: Roebuck, Martin and Reger.

Wednesday — General Topics

Julie Pemberton, Lakeland, Fla.: "Getting the Most from Your Advertising Dollar."

Tom Hayward, CAI, Fremont, Calif.: "How to Get Free Publicity for Your Auctions."

Panel Discussion: Pemberton and Hayward.

Hotel Reservations

Seminar registrants must make their own hotel reservations.

Hotel room rates: \$95 single/double

Make Your Reservations Before Jan. 3.

After that date, rates and room availability will not be guaranteed and rooms will only be available on a space-available basis.

To receive the special rate identify yourself as an NAA Seminar participant.

Doubletree Reservations:

(504) 581-1300

Early Registration Drawing

If your registration is postmarked on or before Dec. 13, 1991, you are eligible for a drawing for these New Orleans prizes:

1. Round-trip cruise for two aboard the riverboat John James Audubon between Aquarium of the Americas and Audubon Zoo — with zoo admissions.

2. Bayou cruise for two aboard the sternwheeler Cotton Blossom.

3. Antebellum Delight tour for two by Gray Line.



Delta Air Lines Inc., in cooperation with National Auctioneers Association, is offering special rates to NAA's 1992 Winter Seminar in New Orleans, La. — to be held Jan. 27-29, 1992. These fares are based on Delta's published round-trip fares within the United States and San Juan.

— A 5 percent discount off any published fare (except group, military, government contract, Visit USA and Delta's Canadian fares), providing all rules and conditions of the airfare are met.

— A 40 percent discount off the unrestricted Coach (Y, YN, Y1) fare. Seven days advance reservations and ticketing is required.

— Exceptions: Travel from Delta's Canadian cities will apply at 40 percent discount, and travel solely on Delta Connection Carriers will apply at 35 percent discount.

To take advantage of either discount, follow these simple steps:

1. Call Delta, or have your travel agent call: 1-800-241-6760, for reservations 8:30 a.m. - 10 p.m., Eastern Time — Daily.
2. Refer to File Number: N0164
3. Certain restrictions may apply and seats are limited.
4. These discounts are available only through Delta's toll-free number, so call today!



1992 NAA Winter Seminar Registration Form

Fill out the following for **each** seminar registrant. Check the appropriate box for each registrant.

Name: _____

Nickname For Badge: _____

Address: _____

City, State/Province: _____

Zip/Postal Code: _____

Is This Your First NAA Seminar? ____ Yes ____ No

Registration Class (Check one of the following):

- | | |
|--|--------|
| <input type="checkbox"/> Member/Primary Registrant | \$200 |
| <input type="checkbox"/> Spouse/Guest (Member) | \$150 |
| <input type="checkbox"/> Spouse/Guest (Non-member) | \$150 |
| <input type="checkbox"/> Additional representative
from firm (Member) | \$150 |
| <input type="checkbox"/> Additional representative
from firm (Non-member) | \$150 |
| <input type="checkbox"/> Non-NAA auctioneer | \$275* |

Name: _____

Nickname For Badge: _____

Address: _____

City, State/Province: _____

Zip/Postal Code: _____

Is This Your First NAA Seminar? ____ Yes ____ No

Registration Class (Check one of the following):

- | | |
|--|--------|
| <input type="checkbox"/> Member/Primary Registrant | \$200 |
| <input type="checkbox"/> Spouse/Guest (Member) | \$150 |
| <input type="checkbox"/> Spouse/Guest (Non-member) | \$150 |
| <input type="checkbox"/> Additional representative
from firm (Member) | \$150 |
| <input type="checkbox"/> Additional representative
from firm (Non-member) | \$150 |
| <input type="checkbox"/> Non-NAA auctioneer | \$275* |

Name: _____

Nickname For Badge: _____

Address: _____

City, State/Province: _____

Zip/Postal Code: _____

Is This Your First NAA Seminar? ____ Yes ____ No

Registration Class (Check one of the following):

- | | |
|--|--------|
| <input type="checkbox"/> Member/Primary Registrant | \$200 |
| <input type="checkbox"/> Spouse/Guest (Member) | \$150 |
| <input type="checkbox"/> Spouse/Guest (Non-member) | \$150 |
| <input type="checkbox"/> Additional representative
from firm (Member) | \$150 |
| <input type="checkbox"/> Additional representative
from firm (Non-member) | \$150 |
| <input type="checkbox"/> Non-NAA auctioneer | \$275* |

Name: _____

Nickname For Badge: _____

Address: _____

City, State/Province: _____

Zip/Postal Code: _____

Is This Your First NAA Seminar? ____ Yes ____ No

Registration Class (Check one of the following):

- | | |
|--|--------|
| <input type="checkbox"/> Member/Primary Registrant | \$200 |
| <input type="checkbox"/> Spouse/Guest (Member) | \$150 |
| <input type="checkbox"/> Spouse/Guest (Non-member) | \$150 |
| <input type="checkbox"/> Additional representative
from firm (Member) | \$150 |
| <input type="checkbox"/> Additional representative
from firm (Non-member) | \$150 |
| <input type="checkbox"/> Non-NAA auctioneer | \$275* |

\$_____ Total Registration Fees ____ Check Enclosed Charge to ____ VISA ____ MC

Card# _____ Exp. Date _____ Name on card _____

Company: _____

Phone: _____ FAX: _____

Send Completed Form and Check to: NAA, 8880 Ballentine, Overland Park, KS 66214

(This form may be copied.) (Credit card registrations may be FAXED 913-894-5281.) *includes membership fee

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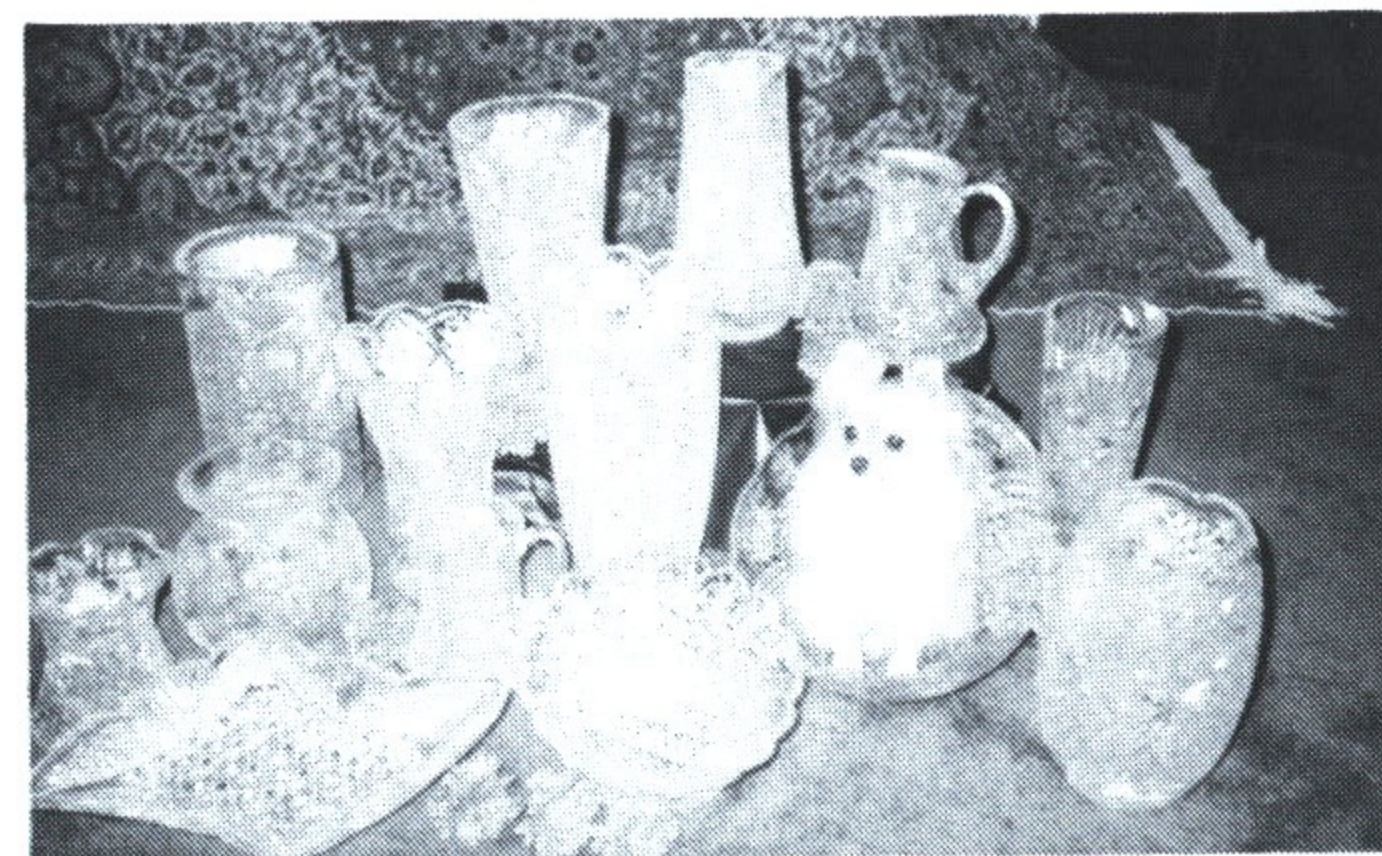


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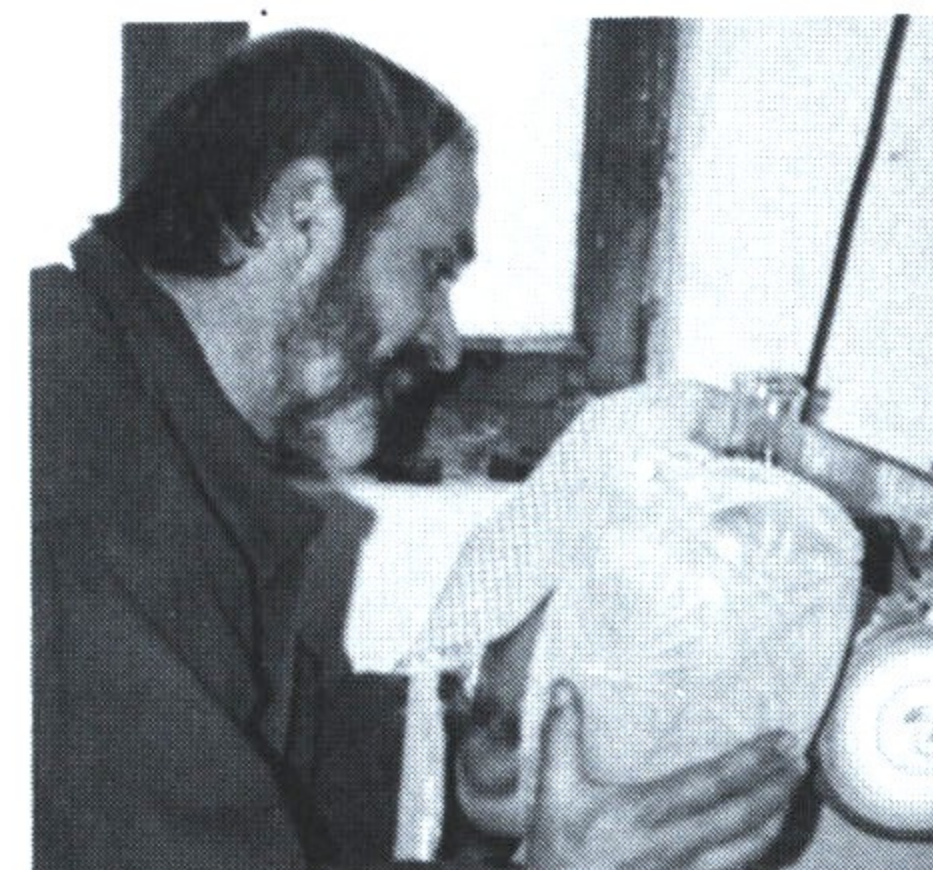
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Wichita, KS 67209 or 1-316-722-0505 day or night



CAI 1992 WINTER SEMINAR

Open to all NAA members

January 22-24, 1992

Village Resort — Breckenridge, Colorado

The fourth annual CAI winter seminar will be held in Breckenridge, Colo., Jan., 22-24. Auction experts from three countries (US, Canada and Australia) will share valuable tips on ways to improve your auction business.

Seminar leaders and their topics are as follows:

Bill Berger, owner of the Country Press — a printing company in New London, N.H. *How to Control Printing and Mailing Costs.*

Brett McEwing, a principal in an ERA franchise in Frankston, Victoria, Australia. *Introduction to Selling Real Estate at Auction in Australia; and a second session in Conditioning Sellers to Have Realistic Expectations.*

Hellen King, CAI, Hernando, Fla. *Closing the Sale.*

Barry Gordon, CAI, Kingston, Ontario, Canada. *Estate Auctions.*

In addition, there will be a special session on *On-Site Medical Emergencies* — something that is of importance to all auctioneers. This informative session will help you prepare for unexpected medical emergencies.

Discount Air Fares

Delta: Call (800) 221-1212.

Give this code number: CAI #L41108

USAIR: Call (800) 334-8644/

Canada (800) 428-4322, ext. 7710.

Give this code number: Gold #1433000.

Hotel/Condo Reservations

Registrants must make their own reservations.

Rates:

Village Hotel \$105 per day

Liftside Inn \$115 per day

One-bedroom condo \$156 per day

Two-bedroom condo \$192 per day

Reservation and a deposit must be received by The Village Resort by Dec. 8. Balance of room rental is due in full 30 days prior to arrival. When making reservations, identify yourself as a CAI Seminar participant.

Village at Breckenridge Reservations:
(800) 321-8552.

CAI WINTER SEMINAR REGISTRATION FORM

The seminar registration fee includes a seminar workbook, an opening reception on Tuesday evening, Jan. 21, a continental breakfast each morning and afternoon snacks.

_____ \$225 CAI Member/Candidate — Spouse

_____ \$275 Non-CAI Member/Candidate — Spouse

_____ \$25 Guest(s) for reception.

\$_____ Total _____ Check Enclosed Charge to _____ VISA _____ MC

Card# _____ Exp. Date _____ Name on card _____

Name: _____ PH: _____

Guest(s): _____

Company: _____ FAX: _____

Address: _____

City: _____ State: _____ ZIP: _____

Make check payable to CAI and send with registration form to: CAI, 8880 Ballentine, Overland Park, KS 66214
(This form may be copied.) (Credit card registrations may be FAXED (913) 894-5281.)

Board Of Directors Meet In Overland Park

The National Auctioneers Association Board of Directors met Oct. 13-14 at NAA Headquarters in Overland Park, Kan.

During the meeting, the board:

- Approved a motion for the NAA Executive Committee to meet privately with the CAI Executive Committee for the purpose of discussing the possible combining of both boards.

- NAA Foundation President **Joe Donahoe** reported that the Foundation is planning on expanding its role as a support organization for NAA by conducting research, etc.

- NAA Treasurer **Richard Keenan**, CAI, and NAA President-Elect **Eddie Haynes**, CAI, reported that progress is being made in the governmental affairs effort.

- NAA Director **Thomas R. Hunt**, CAI, presented a revised Long-Range Plan for board review.

- Decided to clarify procedures for executive sessions.

- Approved a motion that requires NAA staff to obtain approval from the Executive Committee of any non-budget expenditure of over \$10,000. The original motion made by NAA Director **Kurt Kiefer** called for full board approval, but the motion was amended to require only the approval of the Executive Committee.

- NAA Director and CAI President **Stephen Schofield**, CAI, reported on the recent activities of CAI.

- Endorsed, by a 9-5 vote, a new CAI educational program targeted to the traditional real estate industry.

- Heard reports from the board liaisons to NAA Councils: NAA Director **Robin Marshall** (substituting for NAA Director **Ronnie Wiley**, CAI, who could not attend the board meeting), Agribusiness; NAA Director **Bernard Brzostek**, CAI, Personal Property; NAA Director **Joe Tarpley**, CAI, Real Estate; **Kiefer**, Support Services. Some of the councils expressed concern to their liaisons about their workshops being

held at the same time as the real estate workshop.

- Decided to continue a Governmental Affairs Seminar in the fall.

- Approved a new telephone plan that will give members discounts for their long-distance calls.

- Decided against reviving a program where members would receive a \$25 discount for sponsoring a new member.

- Decided to allocate funds for the travel expenses of the International Auctioneer Champion to promote the auction industry.

- Decided to review procedures for the International Auctioneer Championship.

- Approved a membership recruitment mailing.

- Decided to allow the NAA Auxiliary to publish its membership list in

the NAA Directory.

- Added the category of "Presentation Folders" to the Advertising Contest.

- Adopted a strategic plan for an ongoing public relations program, which will include adding one additional staff member.

- Decided to canvass former NAA presidents and current state auctioneers association presidents about many of the issues facing the auction industry — with the ultimate goal the development of "position papers" on those issues.

- Directed the Public Relations Committee to develop a photo contest. The photos will be used in an auction-themed calendar that will be made available to members for purchase and distribution to their

(Continued on page 63)

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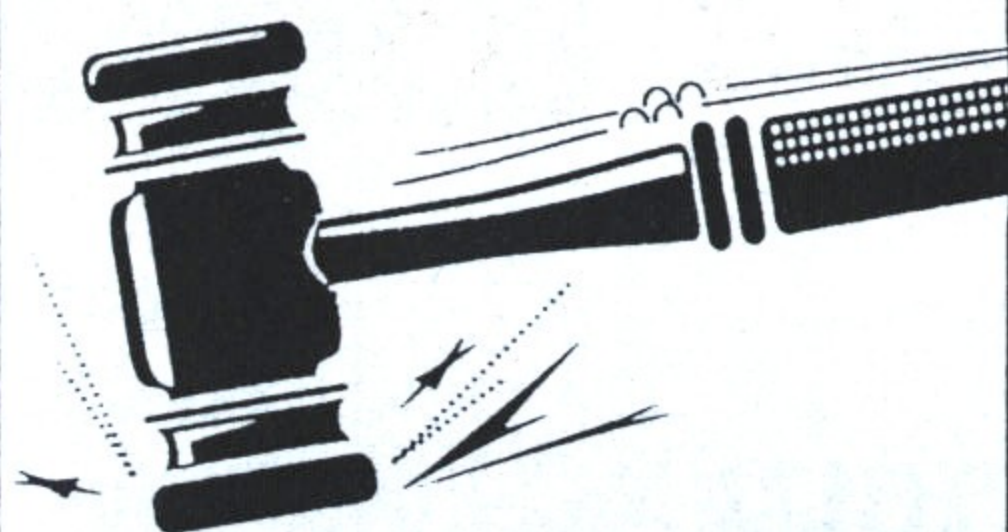
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Auctioneers Association of Canada

The Auctioneers Association of Canada has recently confirmed that David Chilton, author of *"The Wealthy Barber — Everyone's Common Sense Guide to Becoming Financially Independent"* will be the keynote speaker at the 1992 Annual Convention to be held in Saskatoon, Saskatchewan, Aug. 12 - 15.

This book has been a "best seller" in Canada for some time and the first U.S. printing of 50,000 copies has been released. Through the entertaining teachings of a fictional character, the wealthy barber, the reader learns all that he or she needs to know about sound financial planning. The barber combines simple concepts, common sense, and an insight into human nature to create a set of practical easy-to-implement guidelines that will benefit all between the ages of twenty and forty-five.

The Annual Convention of the Auctioneers Association of Canada is held in conjunction with the "All 'Round World Championship Auctioneering Competition" on Saturday, Aug. 15. If you should be contemplating entering this competition, do make plans to attend the Friday morning talk by David Chilton. We are most privileged to have him as our speaker.

If you are interested in reading the above mentioned fictional book by David Chilton call 1-800-665-3913.

The Auctioneers Association of Canada is pleased and proud to announce that after several years of planning, "The Canadian Auctioneers Continuing Education Program" is now in place. This is a three-session program over a three-year period and will lead to a professional designation.

The program will be held each year during the month of July and will be conducted at the University of Western Ontario in the City of London, Ontario, Canada. The first course will commence July 6-10, 1992.

The beginning class will be limited to 40 entrants. For more information, contact the Association 24-hour answering service 1-403-429-6099 for a return call, or call AAC President Arthur Clausen at 1-403-451-4549.

Boosters

These members have each contributed for their names to be listed quarterly for one year as boosters of The Auctioneer magazine.

ALABAMA

Don Behel, CAI—Killen
J. Craig King, CAI—Gadsden
James A. McCall Sr.—Mobile
George W. Thagard—Birmingham

ARKANSAS

W. K. Murdoch, CAI—Mountainburg
Glynn A. Prejean—Horseshoe Bend
Brad H. Wooley, CAI—Little Rock
Brad L. Wooley—Little Rock

ARIZONA

Robert R. Boone, CAI—Glendale
John A. Cadzow—Goodyear
John C. Cadzow, CAI—Phoenix
Richard Coleman, CAI—Tucson
J. Dale Cronin—Mesa
Timothy Hiple—Benson
Robert J. Moubry—Phoenix
W.K. Murdoch, CAI—Mountainburg

CALIFORNIA

Frank Bolton—Lake Ridge
Edward A. Cannell—Oakland
John Cardoza, CAI—Tracy
Joseph Dorfman—Cotati
Mel Giller—Newport Beach
Arthur Ginsburg—Anaheim
Michael A. Gulla—Tarzana
Cecil R. Holland—North Highlands
Billy S. Humphries—Santa Ana
Don Johnson—Arcata
Junius Johnson—Los Angeles
Robert W. Main—Garberville
Chris Maier—Lakeside
Jace L. Menezes—Modesto
George Morris—Torrance
Travis Owsley—Stockton
Charles David Roae—Palm Desert
Bob Sass, CAI—Van Nuys
Robert Storment—Tracy
Lawrence P. Wright—Escondido
Irwin Winger—Irvine
Frank F. Worthington—Santa Rosa

COLORADO

Karne McDonald—Denver
Duane Plucknett—Denver
Grant D. Steidley—Elizabeth

Ronald Woolery—Bailey

CONNECTICUT

David A. Josko—Southport
William J. Josko—Fairfield
Robert A. Leone—Lebanon
Seymour Manheimer—New London
Richard Mather—North Granby
Robert J. McGrath—North Haven
Richard Pinto—Trumbull
Wesley A. Sager—Trumbull
Norman I Sweedler—Cheshire

DELAWARE

Bruce W. Walls—Dover
David L. Wilson—Lincoln

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W. Ronald Evans, CAI—Washington

FLORIDA

Herman S. Beebe—West Palm Beach
Beth Beebe—West Palm Beach
Johann Franz Bendik—Margate
Louis Boyleston, CAI—Pensacola
Robert E. Boyleston—Pensacola
Morris E. Branson—Eustis
Ed Brooks—Palatka
Joseph A. Buzzella Sr.—Miami
Joseph A. Cappella—Lantana
Lewis C. Dell—Sanford
W.P. "Bud" Drake—Port Charlotte
Alexander A. Forbes—Palm Harbor
Richard L. Haworth—Venice
Martin Higgenbotham, CAI—Lake-
land
Neal Hoopingarner—Palmetto
Fred J. Hullett—Miami
Leonard B. Lindsay—Floral City
Dave Manor, CAI—Windermere
Stephen P. Murray, CAI—Jacksonville
Gary C. New—Apopka
Toby W. Neverett—Pembroke Park
Robert Pacelli—Stuart
Don Pravda—North Miami Beach
George L. Richards—Pembroke Pines
Robert W. Rockwell—Orlando
Donald L. Shearer, CAI—Kissimmee
Cliff Shuler—Titusville
Robert L. Stumpf—Lake Worth
Richard H. Thomas—Miami
Joel C. Tweed—Orlando

GEORGIA

Michael J. Abdalla—Atlanta
Anthony D. Brady—Gray
John Dixon, CAI—Atlanta

Joseph P. Durham, CAI—Dawson
Ronald E. McMullen—Moultrie
Donald Patten, CAI—Lakeland
Marty E. Pope—Union City
Thomas W. Rowell, CAI—Moultrie
John S. Strickland, CAI—Moultrie
Joe Tarpley, CAI—Rome

IDAHO

Sam Buckley—St. Anthony
Jan Taylor—Jerome

ILLINOIS

Nelson E. Aumann, CAI—Nokomis
Thomas D. Bauermeister, CAI—Ft.
Wayne
Rondel Boyd—Oblong
Robert W. Britz—Divernon
A.M. Skip Cameron—Tuscola
Gail Cowser—Glasford
Arthur Feller—Cissna Park
William L. Gaule, CAI—Chatham
Gordon J. Greene—Chicago
Henry Hachmeister, CAI—Pecatonica
Earl Johnson, CAI—Chicago Heights
Warren F. Martin—Clinton
Donald Nestrick, CAI—Aledo
Italo Petrongelli—Chicago Heights
Joseph M. Plocar—Wilmington
Keith Reid—Albion
Tom Sapp—Springfield
Kenneth J. Surdell—Elmhurst

INDIANA

Gene Batteiger—Mt. Vernon
Thomas Bauermeister, CAI—Fort
Wayne
Kirby L. Bollinger, CAI—Howe
Charles W. Chaudion—Cicero
Otis F. Cook—Kokomo
Robert Ellenberger, CAI—Bluffton
Larry Evans—Mentone
Jack Fife, CAI—Indianapolis
Dennis Jackson, CAI—Anderson
Harvey C. Lambright, CAI—LaGrange
Mark A. Mason—Muncie
Noah H. Mason—Muncie
Greg M. Michael, CAI—Camden
Hugh B. Miller, CAI—Evansville
Ron Muench—Carmel
Noble Ratts—Indianapolis
Fred A. Richards—Fort Wayne
John Sayler, CAI—Crawfordsville
Herman D. Strakis, CAI—
Indianapolis
Loren Winger, CAI—Converse

IOWA

William W. Hamilton, CAI—Charlotte
Keith Knaak—Vinton
Wayne Stewart, CAI—Audubon
Jeff L. Sweeney—Waukon
Ray E. Sweeney—Waukon
Rich Vander Werff, CAI—Sanborn

KANSAS

Kenneth R. Baugh—Pleasanton
Larry L. Carr—Larned
Lee B. Connell—Shawnee
Richard (John) Johnson—Pleasanton
Don Legere—Hays
Gary Potter—Arkansas City
George A. Warren—Tonganoxie
Marlin L. Zimbelman—Goodland

KENTUCKY

Adrian Atherton—Hodgenville
E. Glenn Birdwhistell—Lawrenceburg
Bruce B. Blair—Lexington
J. Randall Bush, CAI—Elizabethtown
Greg Helton—Barbourville
Ed Holthouser—Elizabethtown
Thomas R. Hunt, CAI—Bowling Green
Bill W. Willard—Simpsonville

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Robert Danzy Jr.—Alexandria

MAINE

Peter C. Callioras, CAI—Scarborough

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CAI—Annapolis
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Jimmy Cox—Upper Marlboro
Gene A. Franklin—Jefferson
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Neal N. Owings—Hamstead
Jan Quiggans—Sparks
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Raymond Smallwood—Potomac
Martha T. Strawsburg—Frederick
Michael Whitson—Westminster
Arthur J. Young—Hyattsville

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Jim Lamb—Andover
Jeffrey I. Mann—Randolph
George T. Russo—Lynnfield

Paul E. Saperstein—Randolph
Michael E. Tierney—Osterville

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Gwyn Besner—Hemlock
Lloyd R. Braun, CAI—Comstock Park
Richard Brodie—Farmington
Daniel Burns—Comstock Park
Ed Dean—Hudsonville
John M. Glassman—Eau Claire
Steve Halchishak, CAI—Clinton
Jerry L. Helmer, CAI—Saline
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Kline Osborne Jr.—Canton

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Travis L. Birdsong—Neelyville
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Phillip M. Farrell—St. Joseph
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David Kolker—St. Louis
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Brent Voorheis, CAI—Harrisburg
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Leon J. Cote—Manchester
George S. Foster, III, CAI—Epsom
Robert W. Lago—Concord
Walter H. Liff—New Castle
Michael J. Little—Concord
Paul McInnis, CAI—Hampton Falls
James R. St. Jean—Manchester

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David W. Dubin, CAI—Newfield
Donn Fagans—Marlton
Arthur Hanna Jr.—Bloomsbury
Steve Newmark—Springfield
Robert C. Ragusa—Farmingdale
Darryl F. Rose—Brick
Max E. Spann, CAI—Washington

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James Priest—Clovis

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Dominick R. Barbano—Syracuse
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Harry Figman—New York
Morris Hodkin—Melville
Edward F. Hutton—Long Island City
Charles L. Ludwig, CAI—Falconer
John Lynch—Amityville
Glenn H. Munson—Groton
Jack O'Sullivan—Brooklyn
John T. Papworth—Syracuse
S.R. Rappaport—Eastchester
Frank E. Seipp—Rockville Center
Vincent St. George—Bronxville
Howard E. Visscher—Nichols
Dennis A. Wheeler—Fulton
Tor Jacob Worsoe, CAI—Holtsville

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Donald W. Byers, CAI—Jacksonville
Alice M. DeLancy—Winston Salem
Ronald W. Faison, CAI—Zebulon
William R. Forbes, Jr. CAI—Creswell
Charles D. Gallimore, CAI—Concord
George T. Hawley—Greenville
William T. Ireland—Olin

(Continued on page 54)

Boosters

from page 53

James T. Keeter—Forest City
Jerry E. King, CAI—Fletcher
William B. Langley, CAI—Greensboro
Bob Lilly, CAI—Charlotte
John E. Loy—Greensboro
C. D. Maxwell—Fayetteville
Red Mendenhall—High Point
Jack W. Miller—Tabor City
John Pait—Greensbo
Mark Alan Westbrook—Southern
Pines

NORTH DAKOTA

Clifford Orr—Ypsilanti
Robert Steffes, CAI—Arthur

OHIO

John H. Anglin, CAI—Middletown
N. Keith Bradley, CAI—Bowling Green
Clarence G. Brown—Medina
Byron E. Dilgard, CAI—Ashland
Dennis C. Eberhart, CAI—Kent
Elias H. Frey—Archbold
Robert G. Frey—Archbold
Eugene F. Kiko, CAI—Magnolia
Richard Kiko, CAI—North Canton
Joseph Lopshansky—Leetonia
J. E. McMasters—Cambridge
Carmen E. Penwell—Wash C.H.
Garth Semple, CAI—Cincinnati
Keith Sheridan—Cedarville
Nolan G. Shisler—Oakwood
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Ridgeville
Thomas D. Swickard—Toronto
Arthur J. Ulrich—Middletown
Harold Vaughn—Hamilton
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Terry H. Brink, CAI—Frederick
T. Eddie Haynes, CAI—Oklahoma
City
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Newell C. Marsh—Tecumseh
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Ronald D. Lynch—Plano
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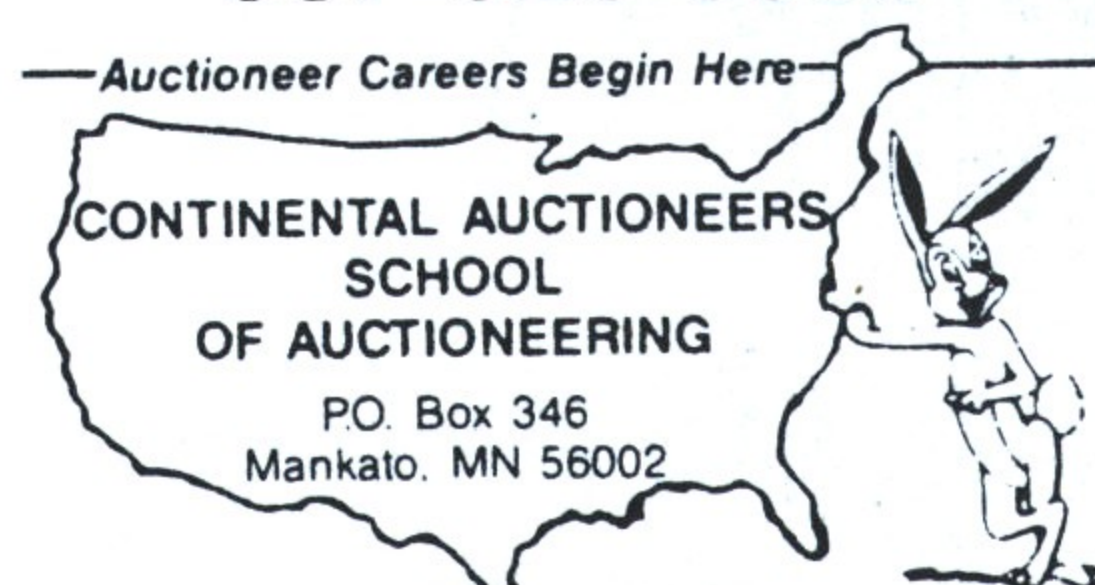
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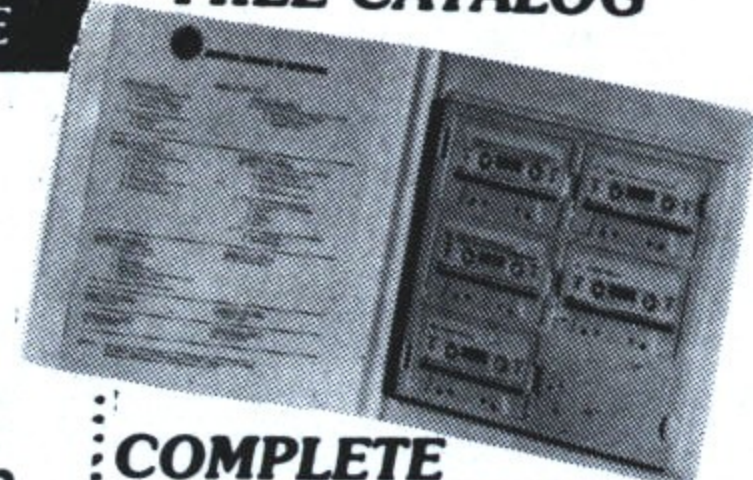
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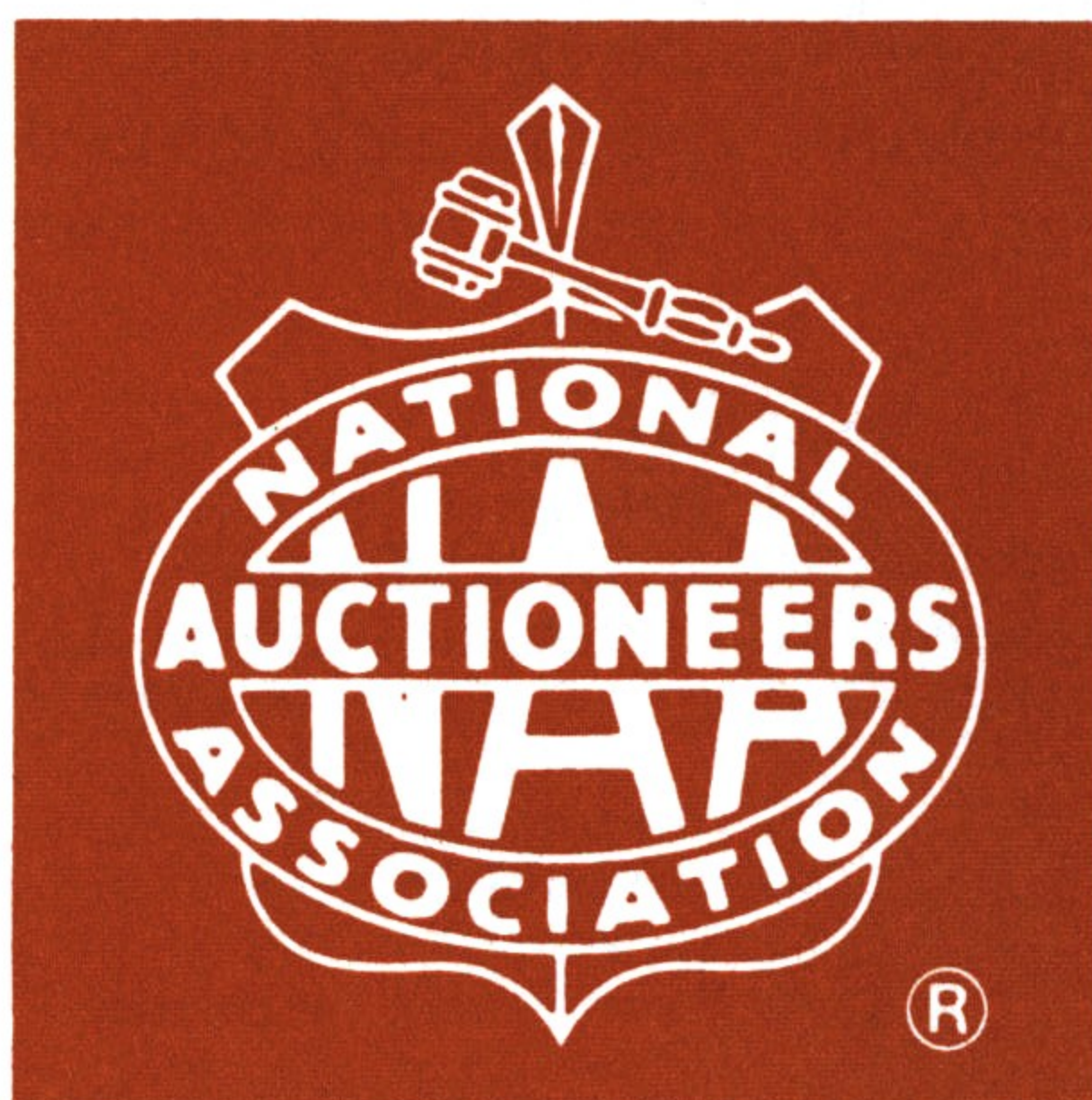
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Applying for ____ Active ____ Associate ____ Affiliate
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New Member Dues:

Active Members — \$75

Associate Members — \$37.50

Affiliate Members — \$150

Definition of member classifications: **ACTIVE:** Any auctioneer who is of good moral character shall be eligible for Active Membership. **ASSOCIATE:** Individuals who are employees of Active Members, but who are not auctioneers, shall be eligible for Associate Membership in this Association. **AFFILIATE:** Individuals who are owners of auction businesses of any type, but who are not auctioneers, or while not engaged in the auction business, have interest requiring information regarding the auction industry and are in sympathy with the objectives of the Association shall be eligible for Affiliate Membership in this Association.

PLEASE TYPE OR PRINT ALL INFORMATION. FILL OUT AS COMPLETELY AS POSSIBLE.

This form is designed with two areas for address information, business and residential. Fill out both and then designate (box, below right) which you want listed as your official NAA address to which all your correspondence will be directed.

Name: _____

(Business)

Address: _____

City: _____ State _____ Zip Code _____

Phone: (____) _____ FAX (____) _____

(Residence)

Address: _____

City: _____ State _____ Zip Code _____

Phone: (____) _____ FAX (____) _____

Your
Nickname: _____

Spouse's
Name: _____

Are You a Member of a State Association? ____ Yes ____ No

Which Ones? _____

Official NAA Address

____ Business Please
____ Residence Check
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Complete Both Sides
Of This Form And Return To:

National Auctioneers Association
8880 Ballentine
Overland Park, KS 66214

Check off seven of the specialties in the list below. The specialties you indicate will be listed in the NAA Directory. You may choose less than seven specialties, but you cannot choose more. You are also limited to selecting **two** of the **All Selections** boxes. If you are just beginning your career as an auctioneer, you may want to wait before declaring specialties.

- ☐ General

Personal Property

☐ 1. All Selections (If you checked this box, do not check boxes 2 through 14).

☐ 2. Antiques

☐ 3. Art

☐ 4. Charity Auctions

☐ 5. Coins/Stars

☐ 6. Collectibles

☐ 7. Collector Automobiles

☐ 8. Dolls
- ☐ 9. Estate/Household

☐ 10. Firearms

☐ 11. Furs

☐ 12. Galleries/Consignment

☐ 13. Jewelry

☐ 14. Toys

Agri-Business

☐ 15. All Selections (If you checked this box, do not check boxes 16 through 19).

☐ 16. Exotic Animals

☐ 17. Farm Equipment
- ☐ 18. Farm Liquidations

☐ 19. Livestock

Commercial/Industrial

☐ 20. All Selections (If you checked this box, do not check boxes 21 through 27).

☐ 21. Aircraft

☐ 22. Automobiles

☐ 23. Business Liquidations

☐ 24. Commercial and Heavy Equipment

☐ 25. Manufacturers' Inventories
- ☐ 26. Marine

☐ 27. Restaurant Equipment

Real Estate

☐ 28. All Selections (If you checked this box, do not check boxes 29 through 32).

☐ 29. Commercial

☐ 30. Residential

☐ 31. Farm

☐ 32. Development Properties

Optional Payments

Does your spouse want to join the NAA Auxiliary? ____ Yes ____ No. If yes, include an additional \$5 with dues payment.

Do you want to become a National Auctioneers Association Booster? ____ Yes ____ No. If yes, include an additional \$25 with dues payment.

Do you want to contribute to the National Auction Marketing Coalition (NAMCO)? ____ Yes ____ No. If yes, include contribution of your choice with dues payment.

Auction Experience Information

____ Work for Others ____ Self Employed ____ Combination

Name of Auction Firm _____

Address _____

City _____

State _____ Zip Code _____

How Long Have You Been an Auctioneer? _____ Years

I hereby make application for membership in the National Auctioneers Association. If accepted, I will abide by its By-Laws, support its objectives, comply with the Code of Ethics of the National Auctioneers Association, and pay the established dues.

Your Signature _____ Date _____

Your NAA Sponsor's Signature (optional) _____

Payment Method: ☐ Check Enclosed ☐ VISA ☐ MasterCard

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Name as it appears on credit card: _____

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____ \$37.50 For Associate Member
____ \$150 For Affiliate Member
____ \$5 For Auxiliary Dues
____ \$25 For Booster Contribution
____ \$(Your Choice) For NAMCO
\$ _____ Total

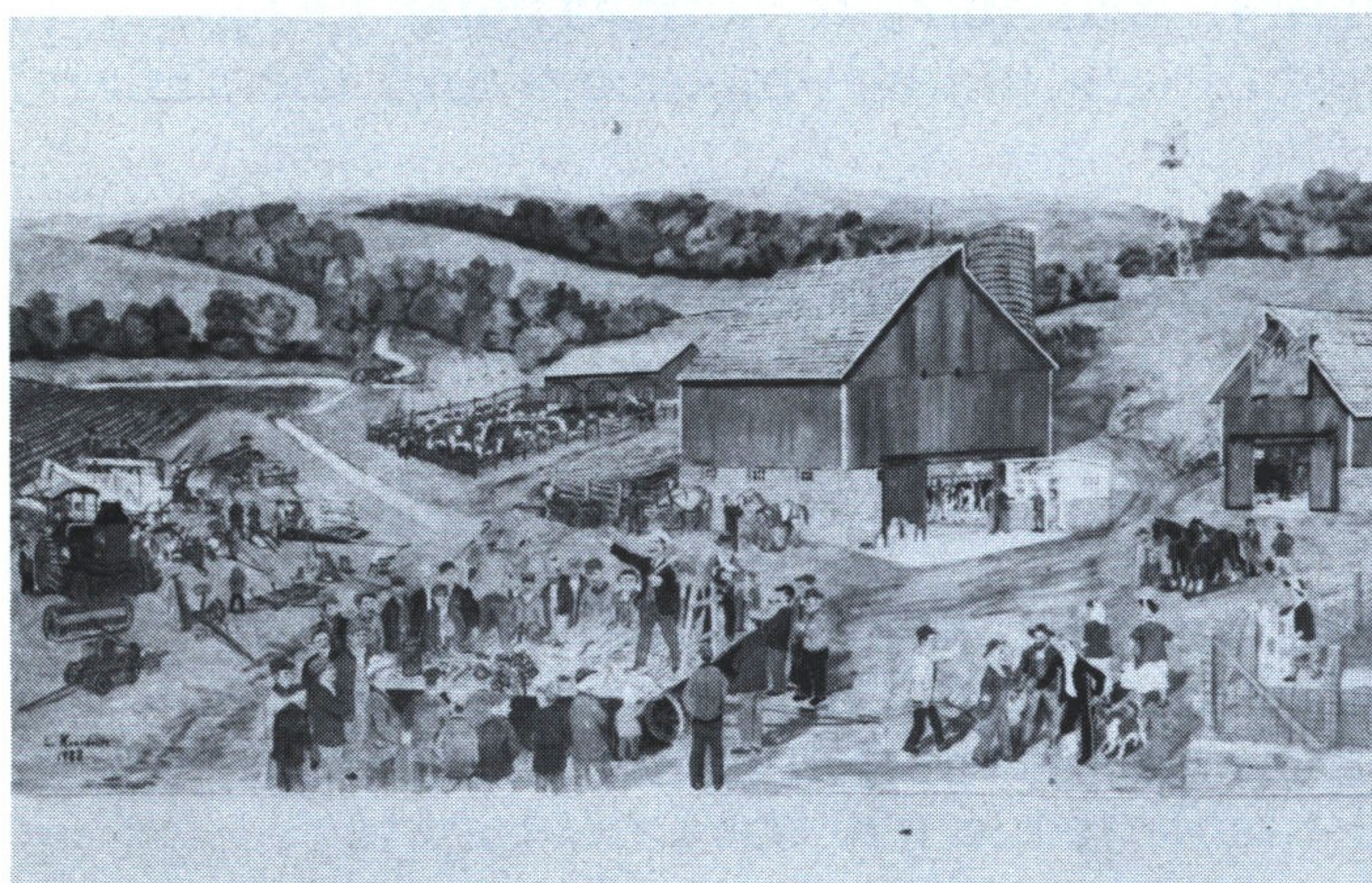
Dues payments and NAMCO may be deductible as an ordinary and necessary business expense. The booster contribution is considered a gift and is not deductible.

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"Threshing Days" (new book of folk paintings)

Sales of both items benefit the NAA Foundation



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"Threshing Days" (Cover Illustration)

"The Farm Auction" Print was originally sold at the 1989 NAA Convention in Cincinnati. All prints are shipped flat and sealed for protection.

"Threshing Days" is a new book of folk paintings of farming in the 19th century. The paintings are by Laverne Kammerude, the artist who painted "The Farm Auction." Reproductions of 21 prints are included in the book, which was sold at the 1991 Omaha Convention.

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1992 Directory Will Have Classified Section

The 1992 Membership Directory, which will be distributed in February, will include innovations designed to improve its usefulness to both members and the general public.

The Directory will feature two free listings of all members, as well as a special Classified Section in which all members may purchase advertising space.

- The first section will be a free alphabetical listing of all members, along with their addresses and phone numbers. It will enable readers of the Directory to locate a member, even if they are unsure of the state or foreign country in which he or she resides.
- The second section — also free — will list the members alphabetically within the state or foreign country in which they reside. Included will be the city in which you reside and the specializations you have chosen.
- The Classified Section will allow auctioneers to advertise their services under one or more specialty headings. The Classifieds should be particularly helpful to the non-members who request copies of the Membership Directory.

All members will be automatically included in the free sections of the Membership Directory.

To become a part of the Classified Section, complete and return the following form no later than Dec. 31, 1991

Advertise Your Specialty

in the

1992 Membership Directory

Deadline: Dec. 31, 1991

Examples of Available Ad Sizes:

Doe Auction Service

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Real Estate & Asset Recovery
John Smith, CAI Kansas City, KS
(913) 123-1234

Jones Auction Co.

Monthly Farm Equipment
Consignment Auctions
John Jones, Auctioneer
Phone (816) 123-0000
Kansas City, MO

Number 1
\$25 Per Insertion

Number 2
\$50 Per Insertion

Number 3
\$100 Per Insertion

Yes, I want to be a part of the Classified Section of the Membership Directory. Please include the attached ad:

Ad size:

Number 1 ☐

Number 2 ☐

Number 3 ☐

Classifications: (check as many as you like but each ad is a separate charge)

- ☐ Aircraft
- ☐ Antiques
- ☐ Appraisals
- ☐ Art
- ☐ Antique/Collector Automobiles
- ☐ Automobiles
- ☐ Business Liquidations
- ☐ Charity Auctions
- ☐ Coins

- ☐ Collectibles
- ☐ Commercial & Heavy Equipment
- ☐ Dolls
- ☐ Estates
- ☐ Exotic Animals
- ☐ Farm Equipment
- ☐ Firearms
- ☐ Galleries
- ☐ General

- ☐ Jewelry
- ☐ Livestock
- ☐ Marine
- ☐ Personal Property
- ☐ Real Estate
- ☐ Restaurant Equipment
- ☐ Support Services
- ☐ Toys
- ☐ Other: _____

(If the Classification you prefer isn't shown, please list it. However, the NAA reserves the right to determine which Classification headings will be used.)

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Address: _____

City, State, ZIP Code: _____

Phone Number: (____) _____

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California

Akulian, Leo, 484-B Washington Street, #412, Monterey, CA 93940, (408) 655-2087.

Clark, Cheryl, Fletcher Hills Pet Clinic, 9160 Fletcher Parkway, La Mesa, CA 91942, (619) 463-6604.

Fight, Ronald, 5087 Rockford Drive, San Diego, CA 92115, (619) 297-3532.

Gross, Marshall, One Burrell Court, Tiburon, CA 94290, (415) 388-9657.

Levy, Meir, 298 Second Street, Oakland, CA 94607, (415) 451-3347.

Phillips, John, P.O. Box 2372, Avalon, CA 90704, (213) 510-0195.

Storment, Robert, 210 Alvarado Way, Tracy, CA 95376, (209) 832-2884.

Ward, Joe, 1450 Medallion Drive, San Jose, CA 95120, (408) 997-7441.

Colorado

Korrey, John L., Korrey Auctions, 26375 County Road 48, Iliff, CO 80736, (303) 522-4906.

Troyer, Harley D., 10910 WCR28, Fort Lupton, CO 80621-9647, (303) 785-6282.

Delaware

Walls, Bruce W., P.O. Box 1412, Dover, DE 19903, (302) 678-2423.

Florida

Amos, June, Jack Amos Contracting, P.O. Box 420, Key Largo, FL 33037.

Beebe, Beth, 5800 Gun Club Road, West Palm Beach, FL 33415, (407) 683-1974.

Burch, Jack, 1505 16th Circle S.E., Largo, FL 34641.

Buzzella, James A. Sr., 8050 SW 138th Street, Miami, FL 33158, (305) 233-9187.

Heller, Thomas, Absolute Auctions, 8930 State Road #111, Davie, FL 33324.

Kidd, Thomas R., 178 Dove Creek Drive, Tavernier, FL 33070, (305) 852-5412.

Panapolis, Theo, 2055 Sunset Point Road, Suite 4001, Clearwater, FL 34625, (813) 441-4956.

Phillips, Logan R., 711 Faulkner Street, New Smyrna Beach, FL 32168.

Qureshi, Rasheed, 8034 Dorsel Court, Orlando, FL 32819, (407) 332-3597.

Sheaffer, Larry, 3501 S.W. 132nd Avenue, C.B. 109, Miramar, FL 33027, (305) 431-8885.

Stanley, John, Route 1, Box 774, Greenwood, FL 32443.

Georgia

Hagen, Kim, 16 Commerce Park, Rome, GA 30161, (404) 295-7501.

Mull, Wilbur C., Route 3, Athens, GA 30605.

Wiles, Jesse, Hudson & Marshall, Inc., 717 North Avenue, Macon, GA 31298, (912) 743-1511.

Illinois

Feldman, Steven J., 1535 Lake Cook Road, Suite 306, Northbrook, IL 60062, (708) 205-1280.

Griffin, William, Route 4, Box 181, Princeton, IL 61356, (815) 875-8244.

Parrott, Gregory L., Route 3, Box 118-A, Lawrenceville, IL 62439, (618) 928-2683.

Indiana

Cornwell, Earl Jr., 108 North 300 East, Danville, IN 46122, (317) 291-5843.

Funk, Larry S., P.O. Box 71, Spencerville, IN 46788, (219) 238-4450.

Locander, Louis, L&L Auction Service, 5508 West Washington Street, Indianapolis, IN 46214, (317) 240-3585.

Overturf, Jack F., 247 North Guyer, Hobart, IN 46342, (219) 942-0340.

Schott, Michael L., #1 Twin Oaks, Alexandria, IN 46001, (317) 724-3292.

Iowa

Smith, Mark L., P.O. Box 212, Britt, IA 50423.

Kansas

Hartley, Charles S., 921 Locust, Medicine Lodge, KS 67104.

Webb, David L., 18601 Nall, Stilwell, KS 66085.

Massachusetts

Saperstein, Michael, 148 State Street, Boston, MA 02109, (617) 227-6553.

Missouri

Montgomery, Richard, 15905 North Amity, Platte City, MO 64079, (816) 532-0557.

New Jersey

Ragusa, Robert C., 36 Perimeter Road, Farmingdale, NJ 07727, (908) 938-7752.

North Dakota

Schaar, William, R.R. 2, Box 25, Scranton, ND 58653, (701) 275-8715.

Ohio

Detrick, Norm, 7733 Kitner Boulevard, Northfield, OH 44067, (216) 467-8645.

Friedman, Steven D., 2715 Wellesley Road, Columbus, OH 43209, (614) 231-2727.

Smeiles, Ray, 4543 St. Tre. 43, Kent, OH 44240.

Oklahoma

Ogden, M.J., 1125 40th Street, Woodward, OK 73801, (405) 254-3697.

Wells, Larry, 100 Santa Fe, Suite 200, Norman, OK 73069, (405) 364-7653.

Oregon

Bettencourt, Frank, Triad Auctioneers, Star Route Box 27, Arlington, OR 97812, (503) 454-2541.

Cummings, Terry O., 3655 County Farm Road, Eugene, OR 97401, (503) 345-5856.

Lewin, Gary, 16770 Highway 99E, Woodburn, OR 97071.

Pennsylvania

Ferraro, Samuel M., 1540 New Holland Road, Reading, PA 19607, (215) 775-2000.

McNeal, Richard P. Jr., 631 Walnut Avenue, Harrisburg, PA 17112.

Wetzel, Douglas, 374 Pine Street, Millersburg, PA 17061, (717) 692-3176.

Tennessee

Walker, Robert E., 3515 Salem-Lixie Road, Belvidere, TN 37306, (615) 751-5702.

Woods, James R., 2203 Old Lewis Road, Johnson City, TN 37601, (615) 926-3380.

Texas

Abrahamson, Neal T., 13714 Hunters Hawk, San Antonio, TX 78230, (512) 493-2850.

Virginia

Martin, Donald M., Counts Realty & Auction Co., Route 1, Box 440, Forest, VA 24551, (804) 525-2991.

Washington

Lord, Kent, 18738 Ness Place, Poulsbo, WA 98370, (206) 779-6142.

Wisconsin

Grochowski, Bert, Box 184, Durand, WI 54736, 285-5194.

Affiliate Members

Adams, Sylvia, Harnden Auction Service Inc., P.O. Box 205 DTS, 305 Commercial Street, Portland, ME 04112, (207) 828-0039.

Associate Members

Stanback, Norman Jr., 518 Lamont Street N.W., Washington, DC 20010-2517, (202) 723-2846.

Minutes

from page 50

clients.

- Approved a motion that calls for the Long-Range Planning Committee to meet with the Executive Committee during each spring board meeting for the purpose of establishing goals for the coming year in addition to making recommendations for updating the Long-Range Plan.

- Approved a motion that will not allow alcoholic cash bars in the same

room as NAA functions.

- Approved the budget for the 1991-92 fiscal year (expenditures of \$865,950 and anticipated revenues of \$864,362).

- Decided to endorse the book, "Sold! The Professional's Guide To Real Estate Auctions."

- Decided to engage in phone solicitation for new members during National Auctioneers Week.

1991-92 Seminar Schedule

NAA 1992 Winter Seminar —

New Orleans, Louisiana — (Doubletree Hotel)

Monday, Jan. 27 — Tuesday, Jan. 28 — Wednesday, Jan. 29

Registration 8 a.m., Monday — Seminar ends 12 noon, Wednesday

Delta Airlines is the official airline of the NAA 1992 Winter Seminar. To take advantage of special low rates, call the Delta Airlines Special Meeting Network phone: (800) 241-6760. The phone is staffed from 8:30 a.m. to 10 p.m. Eastern Time (daily). Give this code when making a reservation: N0164.

CAI Winter Seminar — Breckenridge, Colorado — Jan. 21-24, 1992

NAA Winter Seminar — New Orleans, Louisiana — Jan. 27-29, 1992

CAI Class I-II-III — Bloomington, Indiana — March 29-April 3, 1992

National Auctioneers Week — April 5-11, 1992

Headquarters Report

The newest member benefit approved by the NAA Board of Directors is the American Fiber Network telephone calling card. Details on obtaining one of the cards, which offer significant discounts on long-distance service, may be found on page 18 in this issue of the magazine.

If you're stumped for a holiday gift for your favorite auctioneer, why not consider extending his or her membership to National Auctioneers Association for another year?

The cost is only \$100, and the benefits include our monthly magazine, the latest information on the NAA/CAI legislative efforts in Washington, D.C., access to our various insurance and bonding programs, convention and educational seminars, plus much more.

Call Membership Director Anne O'Donnell at (913) 599-3414, and she'll make sure everything is handled properly. There will even be a card for you to place under the tree!

Other alternatives for the gift giver include "The Farm Auction" print or "Threshing Days," a book of folk paintings, which are being offered by the National Auctioneers Association Foundation. Turn to Page 59 of this issue to order.

Finally, NAA has a number of promotional items that would be most appreciated by your auctioneer. An order form for videotapes of the International Auctioneer Championship finals, for example, may be found on Page 52 of the October magazine. That same issue has an order form for our deluxe padholders, baseball-style caps and several other products on Pages 63-64.

If you've misplaced the October issue, simply call NAA Headquarters at (913) 541-8084 for information.

The next NAA educational program is our 1992 Winter Seminar, which is

scheduled for Monday-Wednesday, Jan. 27-29, in New Orleans. Monday will be devoted to real estate topics. Tuesday's program features personal property issues, and general auction subjects will be discussed Wednesday.

If your registration is postmarked on or before Dec. 13, 1991, you are eligible for a drawing for these prizes:

1. Round-trip cruise for two aboard the riverboat John James Audubon between Aquarium of the Americas and the Audubon Zoo — with zoo admissions.

2. Bayou cruise for two aboard the sternwheeler Cotton Blossom.

3. Antebellum Delight tour for two by Gray Line.

The seminar will be held at the Doubletree Hotel. Please make your room reservations by calling the hotel directly at (504) 581-1300 and identifying yourself as an NAA seminar participant. Act before Jan. 3 to be assured of the special seminar room rates.

Just one final reminder, we will be extracting data from our computerized member records later this month.

This information will be used in our 1992 Membership Directory, which is published in February.

Please, contact NAA Headquarters as soon as possible if you suspect your address, phone number or FAX number are incorrect in our files.

The NAA Directory is widely distributed to the general public, and we want to be certain that your entry is accurate.

We especially encourage members who have not yet declared specializations to do so.

Because the NAA Directory is distributed to the public in response to inquiries regarding auction services, having your specializations listed could improve your chances of being contacted by a potential client.

Joe Keefhaver
Executive Vice President

Convention and Seminar Dates

1991

Nov. 30-Dec. 1: Tennessee Auctioneers Association, Doubletree Hotel, Nashville, TN. Contact: Bobby Colson, (615) 292-6619. (NAA Representative: Eddie Haynes, CAI.)

Nov. 30-Dec. 1: Florida Auctioneers Association, Holiday Inn Melbourne Oceanfront, Indialantic, FL. Contact: Wayne H. Blecha, (407) 880-2500. (NAA Representative: Wil Hahn, CAI.)

Dec. 9: Rhode Island Auctioneers Association. Contact: David Lucas, (401) 231-0920.

1992

Jan. 4-5: Colorado Auctioneers Association, Holiday Inn North, Denver, CO. Contact: Raymond L. Holt, (719) 635-7331. (NAA Representative: Eddie Haynes, CAI.)

Jan. 8-11: Pennsylvania Auctioneers Association, Marriott Hotel, Harrisburg, PA. Contact: Jeanie Staley, (717) 921-2800. (NAA Representative: Robert Steffes, CAI.)

Jan. 10-12: Virginia Auctioneers Association, Sheraton Inn, Fredericksburg, VA. Contact: Buddy Updike, (703) 371-5965. (NAA Representative: Robert Steffes, CAI.)

Jan. 11-12: Idaho Association of Professional Auctioneers, Rodeway, Boise, ID. Contact: Darrel Jensen, (208) 684-3900.

Jan. 11-13: Ohio Auctioneers Association, Stouffer Dublin Hotel, Columbus, OH. Contact: Marty Nelson, (614) 221-1900

Jan. 14-15: Wisconsin Auctioneers Association, Embassy Suites, Green Bay, WI. Contact: Robert Massart, CAI, (414) 468-1113. (NAA Representative: Earl Brown, CAI.)

Jan. 17-19: Auctioneers Association of Maryland, Caroussel Hotel, Ocean City, MD. Contact: Bobby Campbell, (301) 263-5808.

Jan. 17-19: Auctioneers Association of North Carolina, Holly Inn, Pinehurst, NC. Contact: Mark Rogers, (919) 786-8326. (NAA Representative: Donald Shearer, CAI.)

Jan. 21-24: CAI Winter Seminar, Breckenridge, CO. Open to all NAA members. Contact: Ann Wood, (913) 541-8115.

Jan. 23-26: Minnesota State Auctioneers Association, Holiday Inn, Willmar, MN. Contact: Joe Fahey, (612) 873-6583. (NAA Representative: Robin Marshall.)

Jan 26-29: NAA Winter Seminar, Doubletree Hotel, New Orleans, LA. Contact: NAA Headquarters, (913) 541-8084.

Jan 31-Feb. 1: Michigan State Auctioneers Association, Holiday Inn, Lansing, MI. Contact: Brian Lovellette, (517) 372-7391. (NAA Representative: Eddie Haynes, CAI.)

Jan. 31-Feb. 2: North Dakota Auctioneers Association. Contact: Kay Aldinger, (701) 252-2266.

Feb. 1: New Jersey State Society of Auctioneers, Marriott Inn, Summerset, NJ. Contact: Donald

January

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1	2	3	4 Colorado Auctioneers Association
5 Colorado Auctioneers Association	6	7	8	9 Pennsylvania Auctioneers Association	10 Ohio Auctioneers Association Idaho Association of Professional Auctioneers Virginia Auctioneers Association	11
12 Virginia Auctioneers Association Idaho Association of Professional Auctioneers Ohio Auctioneers Association	13	14 Wisconsin Auctioneers Association	15	16	17 Auctioneers Association of Maryland Auctioneers Association of North Carolina	18
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26 Minnesota State Auctioneers Association	27	28	29	30	31	

CAI Winter Seminar

NAA Winter Seminar

Herbert, (908) 223-3613. (NAA Representative: Paul McInnis, CAI.)

Feb. 1-2: Oklahoma State Auctioneers Association. (NAA Representative: Wil Hahn, CAI.)

Feb. 2-3: West Virginia Auctioneers Association, Town Center Inn, Charleston, WV. Contact: Carlyle Millard, (304) 842-2946. (NAA Representative: Robert Steffes, CAI.)

Feb. 14-15: Montana Auctioneers Association, Grand Tree Inn, Bozeman, MT. Contact: Marylin Burns, (406) 284-6681.

Feb. 21-23: Kansas Auctioneers Association, Holiday Inn Holidome, Manhattan, KS. (Continuing education real estate seminar: Feb. 21.) Contact: Sherri Theurer, (316) 326-7315. (NAA Representative: Robert Steffes, CAI.)

March 29-April 3: CAI Institute, Bloomington, IN. Contact: Ann Wood, (913) 541-8115.

April 5-6: National Auctioneers Association Board of Directors Meeting, NAA Headquarters. Overland Park, KS. Contact: Joseph Keefhaver, (913) 541-8084.

April 5-11: National Auctioneers Week.

April 27: Maine Auctioneers Association, Senator Inn, Augusta, ME. Contact: Raymond Bond Jr., (207) 395-4409.

May 2-3: Nebraska Auctioneers Association, Ramada Inn, Kearney, NE. Contact: Larry Hammer, (402) 483-7333.

May 2-4: Georgia Auctioneers Association, Lake Lanier Island Golf and Convention Center, Lake Lanier Island, GA. Contact: Freddi Hagen, (404) 949-8755. (NAA Representative: Joe Tarpley, CAI.)

May 23: Louisiana Auctioneers Association. Contact: Michael Varner, (504) 673-3886.

June 7-8: Florida Auctioneers Association. Contact: Wayne Blecha, (407) 880-2500.

June 7-9: Alabama Auctioneers Association, Joe Wheeler State Park Resort, Rogersville, AL. Contact: Betsy Fowler, (205) 420-4454. (NAA Representative: Kurt Kiefer.)

June 9-10: Wisconsin Auctioneers Association, Don Q Inn, Dodgeville, WI. Contact: Robert Massart, CAI, (414) 468-1113. (NAA Representative: Eddie Haynes, CAI.)

June 12-14: Auctioneers Association of North Carolina, Blockade Hotel, Wrightsville Beach, NC.

June 12-14: South Dakota Auctioneers Association, Deadwood Gulch Hotel, Deadwood, SD. Contact: Kristi Fischer-Wagner, (605) 226-2955. (NAA Representative: Eddie Haynes, CAI.)

June 14-15: Ohio Auctioneers Association, Maumee

Bay State Park, Oregon, OH. Contact: Marty Nelson, (614) 221-1900.

June 17-20: Texas Auctioneers Association, Ramada Inn, Tyler, TX. Contact: Jack Ogle, (903) 454-0910. (NAA Representative: Robert Steffes, CAI.)

July 28-Aug. 1: NAA Convention, Hyatt Regency Hotel & Radisson Plaza Hotel, Lexington, KY.

Aug. 12-15: Auctioneers Association of Canada, Bessborough Hotel, Saskatoon, Saskatchewan. Contact: Arthur J. Clausen, (403) 451-4549.

1993

July 20-25: NAA Convention, Radisson Hotel, Denver, CO.

1994

July 19-23: NAA Convention, Westin Hotel, Indianapolis, IN.

1995

July 11-15: NAA Convention, Radisson Hotel/Niagara Falls Convention Civic Center, Niagara Falls, NY.

1996

July 16-20: NAA Convention, Town & Country Hotel, San Diego, CA.

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All advertisers are required to submit credit account information, an advertising agreement, and payment in advance (for first three months) before advertising will be accepted. Advertising must be camera-ready.

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1/3 Hor.	4-7/8 X 4-7/8	115.00	110.00	105.00
1/4 Vert.	3-9/16 X 4-7/8	85.00	80.00	75.00
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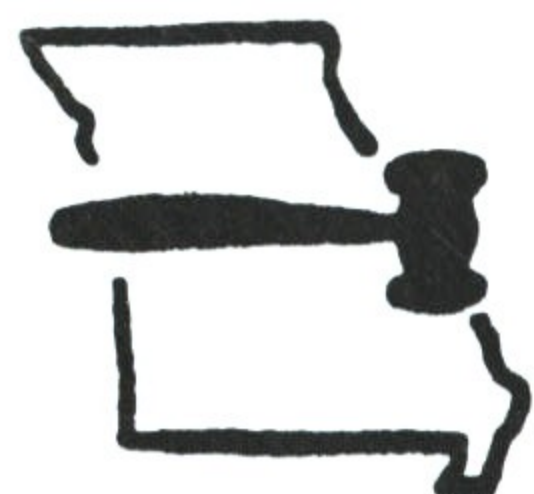
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