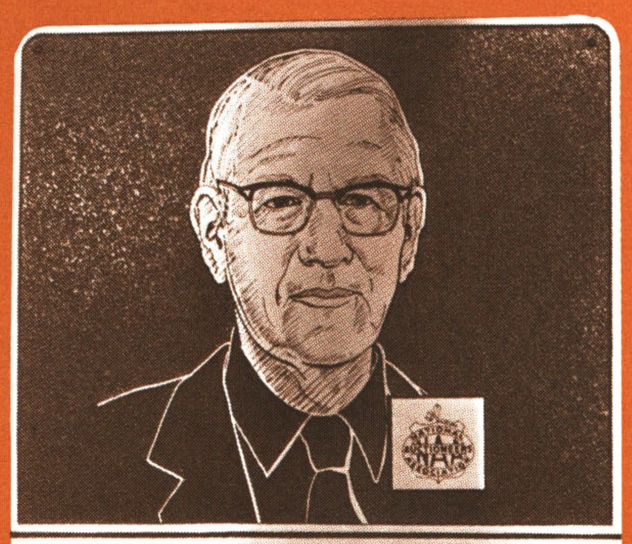
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The Magazine of the National Auctioneers Association ● October, 1983

1983 Hall of Fame Award Recipients



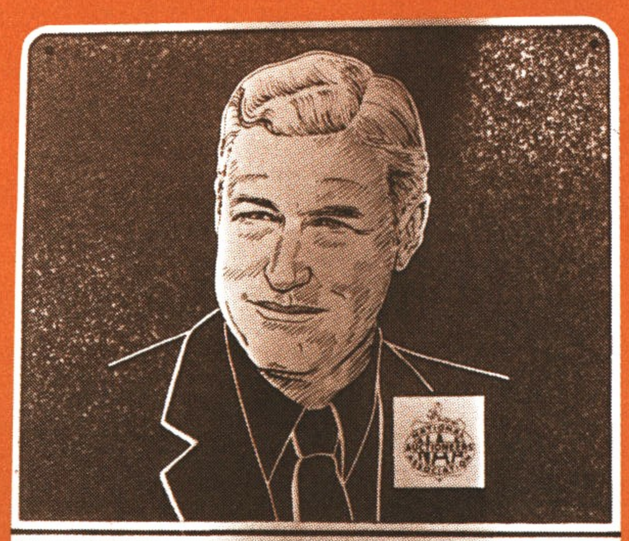
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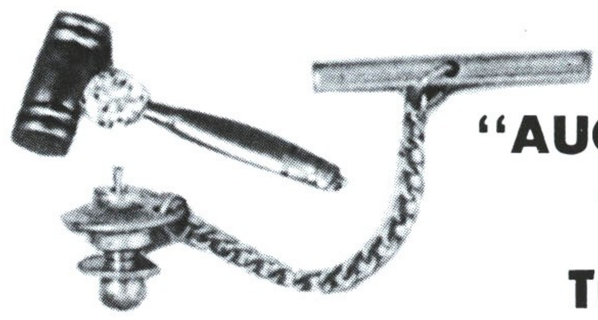
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The Year of Unity



By William L. "Bill" Gaule, CAI, President
National Auctioneers Association

It is my hope that everyone who attended the Houston Convention returned home safely, much better prepared to start this new NAA year in the auction business. The NAA certainly owes the Texas Auctioneers Association, Chairman Joe Small, and all who helped make it a highly successful event, a sincere Thank You for an outstanding job.

We found the workshops to be very productive and well presented. The entertainment, hotel and tours were enjoyed by everyone. The Philadelphia Phillies shared the hotel and I am sure that many of our members came home with some autographs and a few special memories. If you were unable to attend this convention I urge you to make plans right now to schedule your business so that you will be able to participate in the Minneapolis Convention, July 17-22, 1984.

Preparations for the 1984 Convention have already begun and if you have a special topic or event that you would like to include on the 1984 Convention program, please write to Harvey McCray immediately and let us know.

This is the year that you should get involved. If you have always wanted to share your auction experience and knowledge with the membership, write an article which can benefit all of our members, and send it to the NAA office immediately. Actually, our members write THE AUCTIONEER magazine and our NAA office staff will edit for publication all articles.

Begin with a "How To" subject, something that has been successful in your auction business. Your contribution will be appreciated and will be shared with all of our members.

The NAA office in Lincoln, Nebraska, was sold at absolute auction by NAA auctioneers. Sale Committee Chairman Dean Fleming, organized and conducted the auction and was assisted by the NAA officers and other NAA auctioneers. The sale was successful when the final bid was accepted at $154,000.

I take this opportunity to thank everyone who has contributed to our Headquarters Relocation program. Many hundreds of hours have been spent in the planning and promotion of our new NAA office building in Overland Park, Kansas. It is in a beautiful location and will be a most attractive asset to our organization. It has been designed to meet the needs of the NAA and all of its members and for the present and future generations of auctioneers.

In my travels this last year I have had some of our members tell me that they would like to contribute to the building fund, but are not able to contribute a large amount. All contributions are strictly voluntary and no one should feel they have to contribute to remain a NAA member. **However, any amount that you can contribute will help reduce interest payments that may have to be paid. If you would like to be a part of this program and have not yet contributed, do it TODAY.** You, too, will have a piece of this new building. It's great to share!

At the Houston Convention I said that I had a dream of having 8,000 NAA members by the end of this year. We need your help. If you have anyone in your organization that you would like to share the NAA services and benefits with, sign them up now as an Associate or Affiliate of the NAA. YOU are the NAA representative in your area. How about getting at least three new qualified members this year. With the help of the state officers and organizations and YOU, we can do it. Don't put if off, DO IT TODAY.

My father passed away the day after we returned home from Houston. He was a very special person and was very close to the auction business. He was very proud of my association with the NAA and was an inspiration to many people. We are looking forward to working with all of you this coming year, and sharing many state conventions, seminars, training sessions, CAI and, of course, the NAA Minneapolis Convention.

Have a great year in the Auction Business! Let's do it TOGETHER!

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THE AUCTIONEER

OCTOBER, 1983 **Volume XXXIV, Number 9**

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

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

Editorial and Advertising copy must be received in the NAA office on or before the first day of the month preceding date of issue. New Advertisers must submit payment in advance (with copy) before advertising can be accepted. See rate schedule on last page.

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Editorial and Executive Offices of the National Auctioneers Association are at 135 Lakewood Drive, Lincoln, Nebraska (NE) 68510-2487. Phone: 402-489-9356.

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Auction Sale of NAA Office Is ABSOLUTEly Successful

By Harvey L. McCray, Executive Vice President

The auction sale of the NAA headquarters office in Lincoln, Nebraska, was ABSOLUTEly successful! The high bidder paid $154,000 and several interested parties were bidding until the bidding reached $150,000. Two bidders stayed in the running until the final bid reached $154,000, which was made by the Wedgewood Internal Medicine group, the NAA office neighbors.

Dean Fleming, Chairman of the Sale Committee, and NAA Treasurer, conducted the auction and was primarily responsible for creating the interest in the building. He designed the sale brochure and distributed over 1,000 copies to professional organizations in Lincoln. Dean's son, Randy, also assisted him with the preliminary and promotional details as did Executive Vice President Harvey McCray and his staff.

On September 15, auction day, several NAA officers and directors arrived in Lincoln to assist Dean in the auction. Rex Newcom, director and immediate past president, arrived the day before and contacted the prospective buyers, or their representatives. President William L. "Bill" Gaule, Vice President Hugh B. Miller, Directors Howard Buckles and Jack Nitz, Past President C. P. Terry Dunning and Executive Vice President Harvey L. McCray helped prepare the building for the auction. Also attending the auction was L. H. "Bing" Carter, Gardner, Kansas, and his wife Maxine, who, along with Mrs. Dean (Jean) Fleming, Mrs. Rex (Naomi) Newcom and Mrs. Jack (Delores) Nitz, were present for the auction and helped with the refreshments.

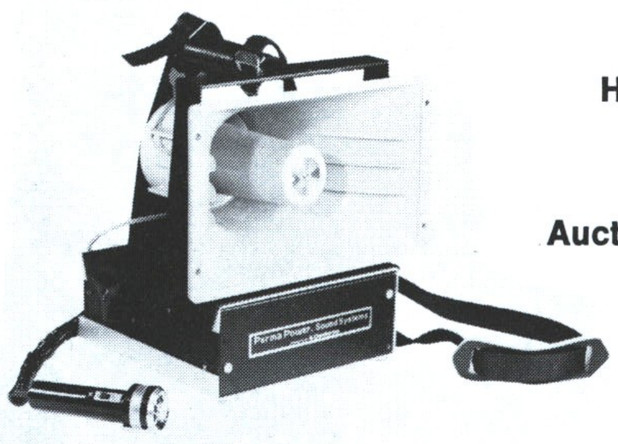
Several of the interested parties, and bidders, were amazed that the auction was being conducted "without reserve". Throughout the auction, and during the showings of the building, people commented to Executive Vice President McCray how "unusual" it was to sell a perfectly good building at auction. It was only when they were reminded that the NAA auctioneers believe in the auction method and are convinced that the best way to market real estate and property is by the auction method did they understand why the NAA office was being sold at auction.

The results of the NAA office building auction convinced many of the nearly 60 persons attending the auction that the auction method is the best method to sell good, saleable property! The NAA office building is in excellent condition and that fact was evidenced by the member who showed interest in the building.

ABSOLUTEly successful was the Absolute Auction of the NAA office in Lincoln, Nebraska. Occupancy will be given to the Wedgewood Medical Group on or before December 15, 1983, or the date the new NAA office building is completed in Overland Park, Kansas.

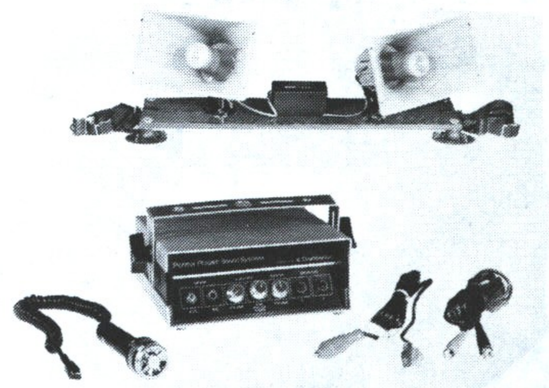
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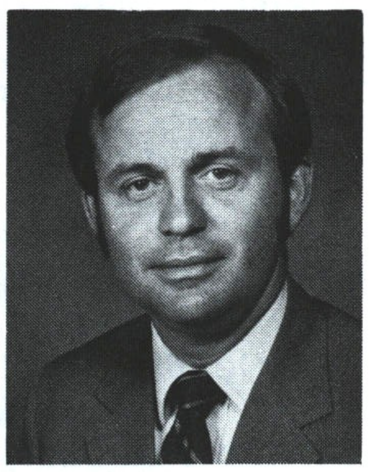
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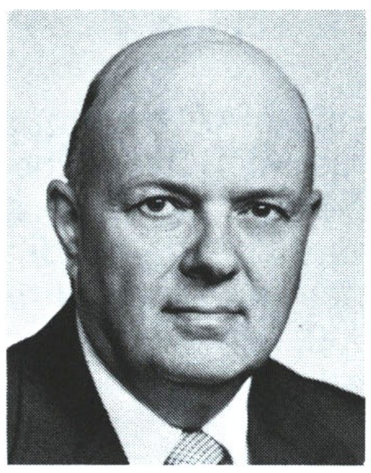
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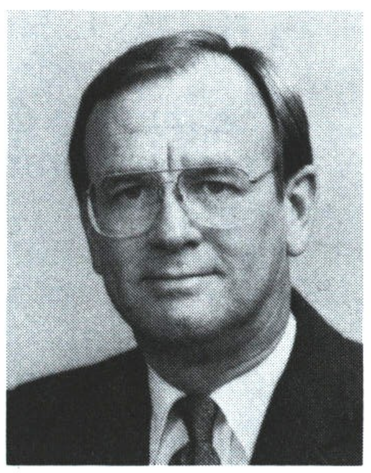
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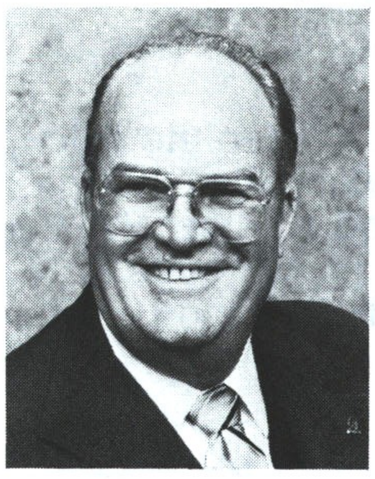
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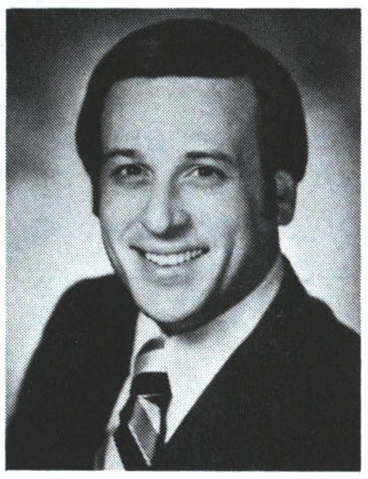
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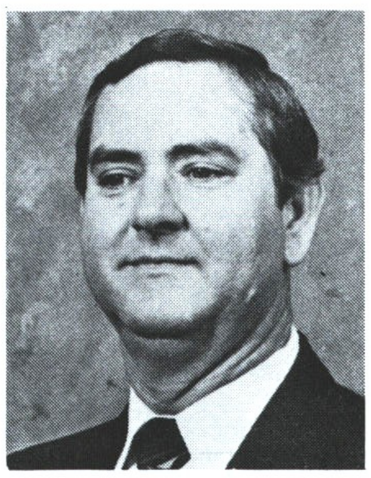
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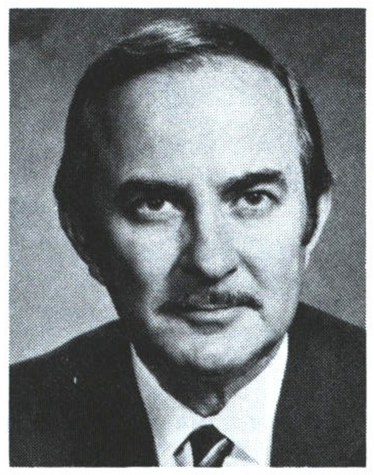
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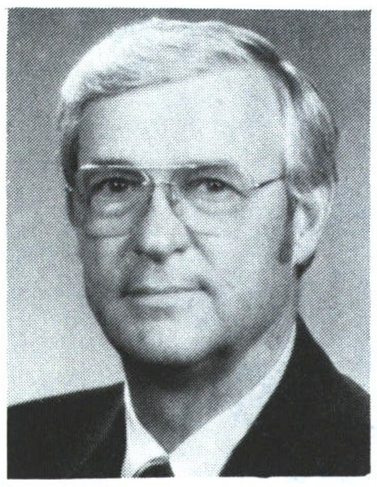


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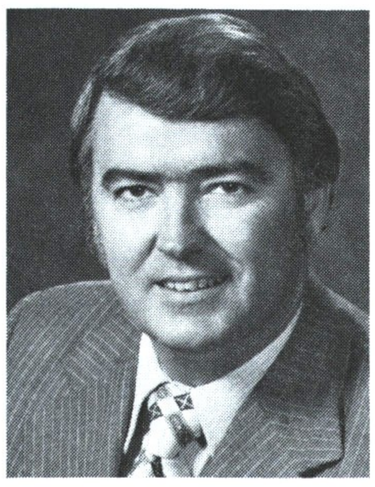
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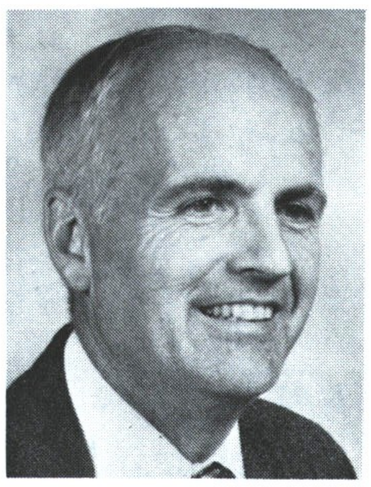
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New NAA Office Building going up!

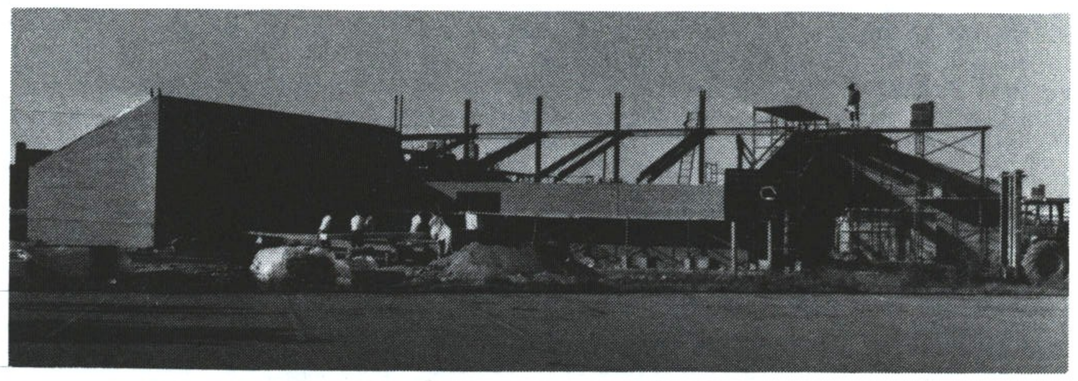
Progress is being made on the construction of the NAA office building in Overland Park, Kansas. Originally scheduled to be completed in September, 1983, inclement weather in the Kansas City area (Overland Park is a suburb of Kansas City) caused many delays and from March 15 thru May the primary function of the contractor was to pump water from the "NAA Swimming Pool", or basement.

Good weather has prevailed since July 1 and area residents finally can tell how beautiful their new neighbor's building will be. By the time this report is published the contractor should be near completion of the interior of the building.

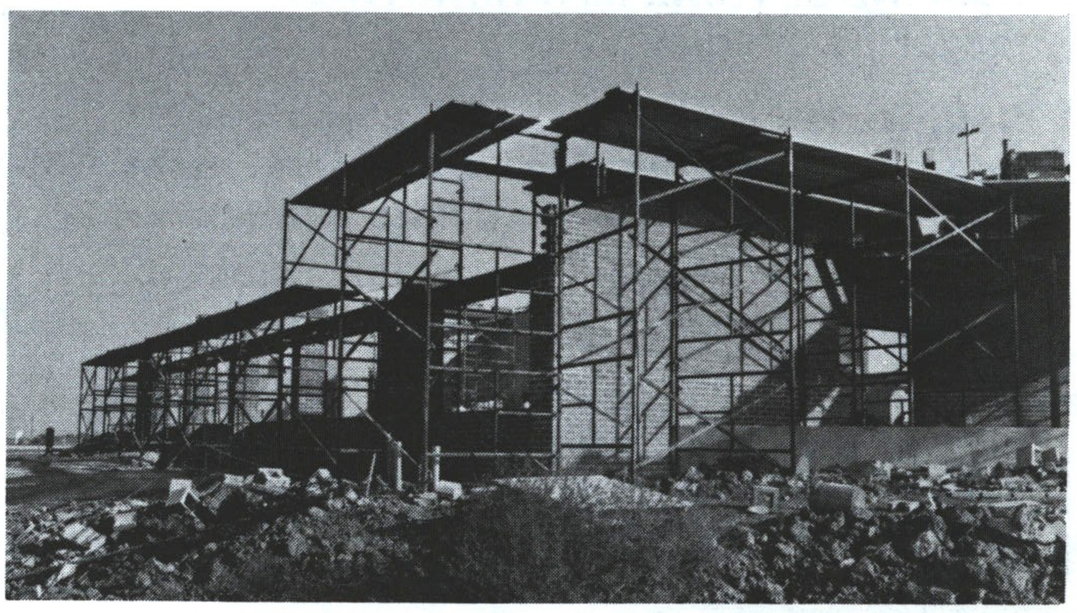
Headquarters Relocation Committee Chairman Martin E. "Marty" Higgenbotham reports that the Official Fund Drive ended at the conclusion of the 1983 NAA Houston Convention and additional pledges and contributions were received at that time. However, due to the progress being made by the contractor, a heavy drain has been made on the funds, which have been received from the contributors. Payments for the monthly draws, which are submitted by the contractor, are now being made from the construction loan and the Committee is in hopes that contributors will make early, and perhaps final, payments on their pledges so that the NAA will not have to pay interest charges to the bank, which is financing the construction loan.

Nearly $650,000 in pledges to the Headquarters Relocation Fund have been made up through the Houston Convention and the official fund raising campaign has been concluded. Added contributions have been received in the NAA office and added funds are being received, in the amount of $100 each, for the "NAA Dirt Plaque", the walnut plaque, which includes a shovel, identification plate and clear plastic holder of the original dirt, which was collected during the Ground Breaking Ceremony on March 15, 1983.

Finalize your pledges early, if possible. Help the NAA move into its beautiful, new building debt free. The Overland Park building now is scheduled for occupancy by the NAA staff on November 15, 1983 — two months later than expected — but regardless when the building is ready for occupancy, it will be a proud day for the National Auctioneers Association when the building at 8880 Ballentine in Overland Park is "home" for the NAA members.



READY FOR THE ROOF, the NAA office building in Overland Park, Kansas, is going up at a much faster pace than in the spring, when rains caused many delays. The photo above was taken from the north, showing the Archives room (left), the rear, or side entranceway, and the Board room (right). The lower photo shows the Artium (right) and he Executive offices (left, or southwest portion of the building).



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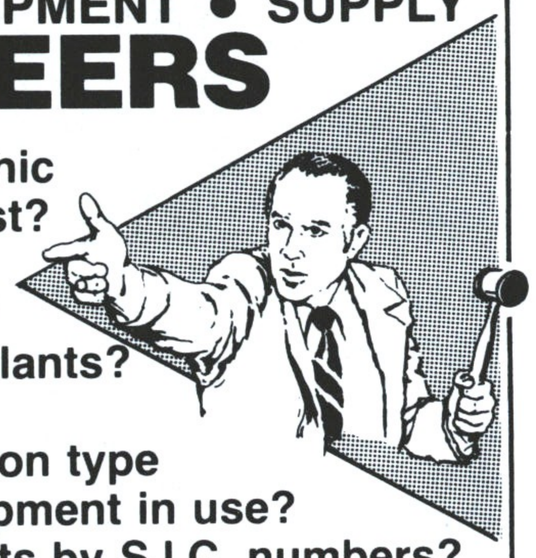
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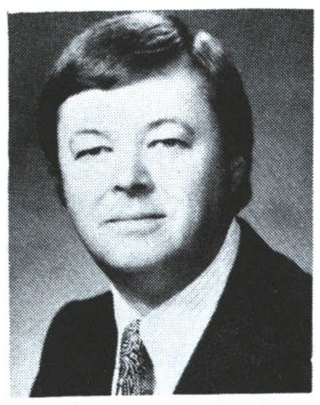
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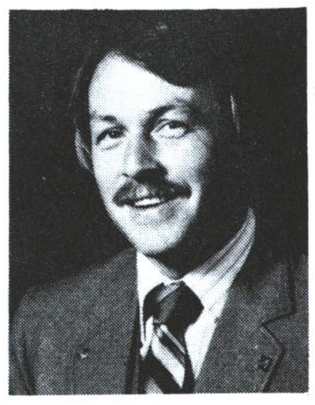
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William L. Gaule, CAI Is 35th NAA Member To Hold Presidency

William L. "Bill" Gaule assumed the presidency of the National Auctioneers Association at the 1983 NAA Houston Convention. Having been elected to the position of president-elect at the 1982 Atlanta Convention, he became the 35th NAA member to hold the top leadership position in the Association. He succeeds Rex B. Newcom, whose theme, "The Year of the Auctioneer" exemplified the attention now being given to auctioneers throughout the world.

Unity in Action is Bill Gaule's goal and he hopes to have 8,000 members — Active, Associate and Affiliate — to "hand over" to Sammy L. Ford, the newly elected president-elect.

Bill Gaule is a fine example for NAA leadership! He is a family man and he and his wife, Marge, have four children and one grandson, Gregory. Bill and Marge have been married for 30 years and Marge serves as a Director of the Auxiliary to the NAA.

All four children, and grandson, Gregory, were present to see Bill installed as the NAA president. Deborah Seelhoefer is a music teacher and housewife in Sullivan, Illinois; Cynthia is editor of the Missouri Realtor in Columbia, Missouri; Michael is a Sysco Food Company representative in Dallas, Texas; and Patricia is a student at the University of Illinois, Champaign-Urbana, Illinois.

Bill has been an auctioneer since 1949; a Realtor since 1960; and is a member of the Springfield Board of Realtors. He has been an instructor at auction schools and colleges for over ten years. During 1976 Bill served as an instructor for the NAA Real Estate seminars held at Denver and Atlanta. A former State President of the Illinois Auctioneers Association, he was elected to the three year term as Director of the NAA in 1977. He has served on panels at National Conventions of the NAA, has been the speaker at various state associations' conventions; instructed on selling real estate at National Conventions during 1977; has been an instructor in the CAI program held at Indiana University, speaking on selling agricultural real property, and has lectured to auction and real estate conventions in many states.



THE GAULES — Marge and Bill. Bill is the 1983-84 President of the National Auctioneers Association and Marge continues to serve as a Director of the Auxiliary to the NAA.

Bill has attended Springfield College in Illinois, Brown's Business College, Lincoln Land Community College and business law at the University of Illinois. He presently serves as a Director of the Chatham Community Bank, the United Way Board, Lincoln Land Community College Foundation Board, Chatham Christian Church Board, Sangamon County Conservation District Board as well as being active in many other local school and civic activities.

He is a twenty-five year veteran of the Illinois Air National Guard with three years of active duty with the United States Air Force. During the above period he supervised a 90-man unit. He is now retired from military service.







BILL AT WORK and play with his dog, Joe (left photo); at auction (center); and beside his specially-built auction unit.

Bill has enjoyed a very successful auction career and has been involved in selling many millions of dollars worth of real estate at public auction..









THE GAULE FAMILY at home (left photo), from left to right, back row: Pat, Mike, Cindy and son-in-law Leroy Seelhoefer. Front row: Marge, Debbie Seelhoefer and Bill. Grandson Greg is in front. Bill is a vice president of the Chatham Community Bank and the three photos on the right show him at his "other employment" (the auction business is of primary importance). Upper left photo: Bill with the bank's Executive Vice President Robert W. Lowrey. Upper right: Bill at his desk. Lower photo: Bill and Robert in front of the bank.

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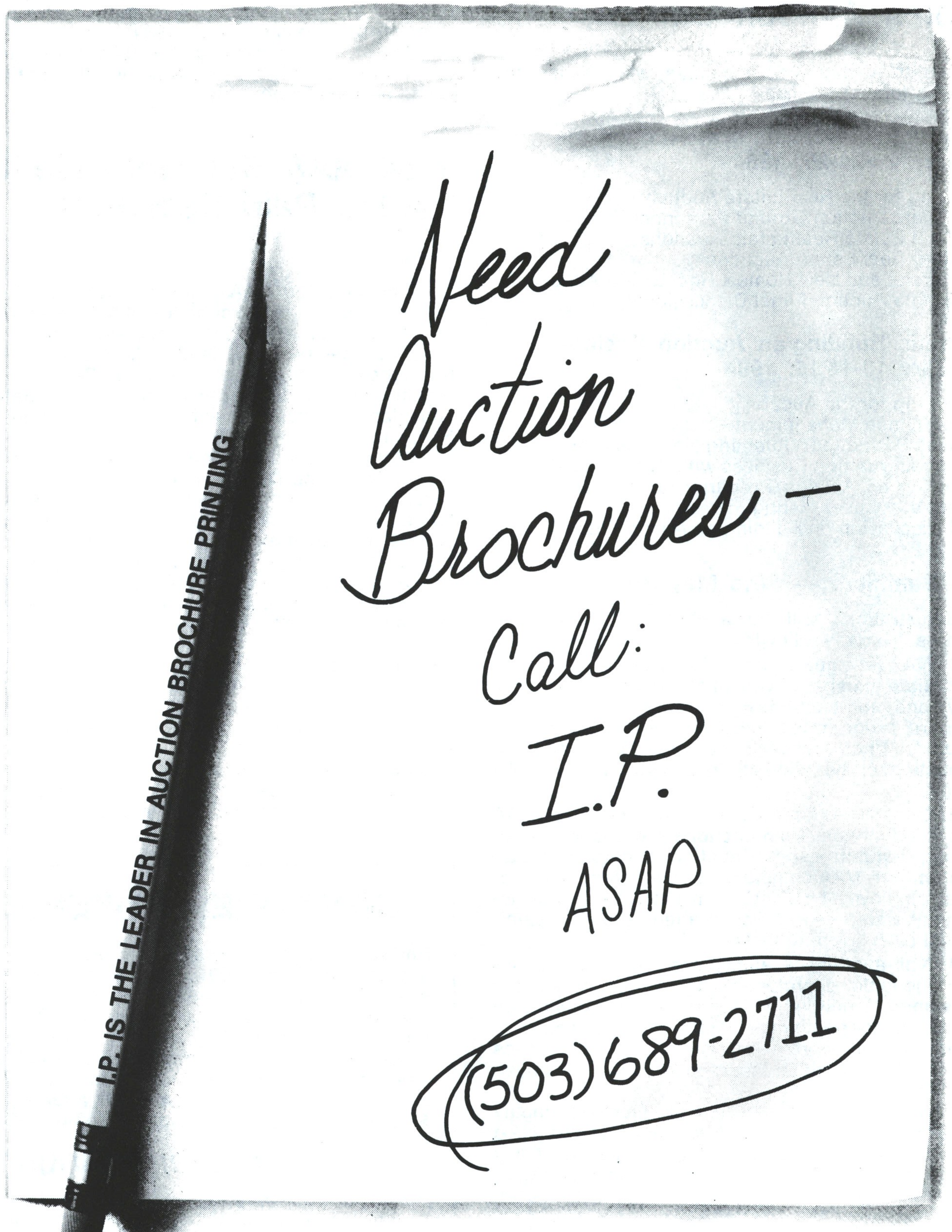
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Source: Scarborough Report, daily/Sunday 4-issue cume, Chicago; Sales and Marketing Management Survey of Buying Power.





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1984 NAA Seminars Topics Announced

The three-day NAA seminars will include the following topics:

San Diego Real Estate at Auction January 23-24-25, 1984

Preparing for the Real Estate Auction
Real Estate Auction Ground Personnel
Farm and Estate Real Estate Auctions
Industrial Real Estate Auctions
Commercial and New Homes' Real Estate Auctions
Real Estate Auction Panel Discussions

Memphis Building an Auction Business February 13-14 15, 1984

Registering for the Auction
Auction Office Management
Business Promotion/Obtaining New Business
Building an Auction Business with Audio Visuals
Organizing an Auction/Preparing a Prospective Client and Buyer Listing
Panel Discussion on Building an Auction Business

NAA Seminars — Who May Attend..

Registrations will be accepted, for the 1984 seminars, from the following:

1. NAA members (includes Active, Associate and Affiliate members) who must register themselves, family, and non-auctioneer business associates for the entire program (no partial registrations will be accepted). **Under no circumstances will a non-member auctioneer be allowed to register for an NAA seminar.**

2. Only NAA auctioneers can attend an NAA sponsored function. **If an auctioneer works for a NAA member, that non-member auctioneer employee cannot attend the NAA seminars.** The non-member auctioneer employee must first join the NAA — full active membership — in order to attend the NAA seminar (and NAA conventions).

3. Non-auctioneer employees — clerks, cashiers, ringpeople, secretaries, etc. — can attend the NAA seminars only when they are accompanied by the NAA member employer. The reduced registration cost for the non-auctioneer employee only applies when the NAA member accompanies the employee to the NAA seminar.

4. NAA member spouses and immediate family members can attend the seminars without the NAA member, but the spouse or family member must pay the full seminar registration cost. The reduced registration fee only applies to the second, third, fourth, etc., registrations after the NAA member (Active, Associate or Affiliate) makes a full registration for the event.

Because of the 150-registration limit, NOW is the time to assure your seminar attendance for the 1984 NAA seminars. You must register early to assure yourself of having the hotel reservation form in your hands prior to the 30-day cutoff date (hotel reservations must be made for the San Diego Seminar prior to December 23, 1983; and for the Memphis Seminar prior to January 10, 1984).

Questions concerning the 1984 NAA seminars and your hotel lodging should be directed to the NAA office as soon as possible.

1984 NAA Seminars Limited To 150 Paid Registrants

The first 150 NAA members who register, and pay the Seminar registration fee of $150 each ($75 for spouse and non-auctioneer associate when attending with NAA member), will be eligible to attend either or both the San Diego or Memphis Seminar. Early registration and hotel reservations are important if you plan on attending either, or both, of the 1984 Seminars.

Hotel reservations must be made at least 30 days prior to the NAA Seminar opening day. To reserve hotel lodging at either seminar, the special hotel reservation form for each seminar hotel will be sent to the registrant only upon receipt of the completed seminar registration form (next page).

A wait list will be prepared for each seminar after the limited number of 150 registrants has been obtained. Cancellations will be acepted and the registration fee refunded if ample notification is submitted to the NAA office. Refunds cannot be made if a registrant does not show for the seminar and fails to notify the NAA office.

Advance registrations are necessary to attend either or both of the 1984 NAA Seminars. Registrations will not be accepted at the seminar, unless prior notification has been given to the NAA office and space is available for the late registration.

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Memphis Seminar February 1984

1984 NAA Seminar Registration

Memphis, Tennessee, February 13-14-15
Peabody Hotel

SUBJECT: BUILDING AN AUCTION BUSINESS

(The above general topic will be covered IN DETAIL by non-auctioneer experts as well as professionals in the auction business.)

HOTEL RESERVATIONS

Seminar registrants must make their own hotel reservations for each of the 1984 Seminars. The hotel reservation form for the February, Memphis Seminar will be mailed to the registrant upon receipt of seminar registration. **Hotel reservations for the Memphis, Building an Auction Business Seminar must be made by January 20, 1983.**

REGISTRATION FEES

Only three day registrations will be accepted. One or two day registrations will not be accepted for either 1984 NAA Seminar. Three-day fees are $150 per NAA member; half price ($75) for NAA member's spouse, family member, or guest attending with NAA member.

I HAVE MARKED THE FOLLOWING TO INDICATE MY 1984 MEMPHIS SEMINAR REGISTRATION.

_____$150 Three-day Seminar registration

_____$ 75 Spouse/guest three-day Seminar registration

$_____TOTAL MEMPHIS SEMINAR FEES

Enclosed is my check in the amount of $....., made payable to the National Auctioneers Association, for my 1984 NAA Memphis Seminar Registration.

NAA member's name,_____
spouse's name or guest
if applicable_____

Address_____

City_____Phone_____

State_____Zip_____

Send completed form and Seminar registration fee to:

NATIONAL AUCTIONEERS ASSOCIATION
135 Lakewood Drive, Lincoln, NE 68510-2487

San Diego Seminar January 1984

1984 NAA Seminar Registration

San Diego, California, January 23-24-25
Hilton Hotel

SUBJECT: REAL ESTATE AT AUCTION

(The above general seminar topic will be covered IN DETAIL by non-auctioneer experts, as well as professional real estate auctioneers.)

HOTEL RESERVATIONS

Seminar registrants must make their own hotel reservations for each of the 1984 Seminars. The hotel reservation form for the January San Diego Seminar will be mailed to the registrant upon receipt of seminar registration. **Hotel reservations for the San Diego Real Estate Seminar must be made by January 2, 1984.**

REGISTRATION FEES

Only three-day registrations will be accepted. One or two day registrations will not be accepted for either 1984 NAA Seminar. Three-day fees are $150 per NAA member; half price ($75) for NAA member's spouse, family member, or guest attending with NAA member.

I HAVE MARKED THE FOLLOWING TO INDICATE MY 1984 SAN DIEGO SEMINAR REGISTRATION.

_____$150 Three-day Seminar registration

_____$ 75 Spouse/guest three day Seminar registration

$_____TOTAL SAN DIEGO SEMINAR FEES

Enclosed is my check in the amount of $....., made payable to the National Auctioneers Association, for my 1984 NAA San Diego Seminar Registration.

NAA member's name,_____
spouse's name or guest
if applicable_____

Address_____

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Bob Rountree, General Manager

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Understand what you are selling

Legal aspects when selling real estate at auction

The facts in **LaCourse v. Kiesel,** 77 A. 2d 877 (Pa. 1951) should cause anyone who sells real estate at auction to handle their advertising and any representations contained therein with care. The circular advertising of the sale in **Kiesel** included the following language:

> "An unusually desirable property ideal as a private home, excellent for a professional man, also splendid for apartments which would bring in a handsome income in addition to providing beautiful living quarters for the owner."

At the time of the auction sale the auctioneer read this same information to prospective bidders. The buyers at the sale learned after the sale that the property was restricted as a single residence and could not be used for apartments.

The Court held that even though the misrepresentations were innocent (seller and the auctioneer were unaware that the property could not be used for apartments) the buyers were not required to complete the sale. This was so even though the sales agreement signed after the sale said that the property was purchased subject to all existing restrictions, easements, zoning regulations and, ordiances . . . " **Id.** at 879.

Also, the Court said that, "(a) Vendor has no right to make such a statement of which he has no knowledge." **Id.** at 897, (citations omitted). The Court made it clear that the buyers were not required to examine public records prior to the purchase even though such examination may have provided the truth.

In its final blow to the defendants the Court said:

> "The defendants here were not innocent of fraud. A material misrepresentation of an existing fact confers on the party who relies on it the right to rescind whether the defendants here actually knew the truth or not, especially where, as here, they had means of knowledge from which they were bound to ascertain the truth before making the representation." **Id.** at 880.

This case reaffirms the responsibility of the auctioneer to understand what he or she is selling and to avoid specific representations unless sure of the facts. (Local laws may vary, so be sure to check applicable statutes and regulations in your area.)

Gregory E. Michael, Attorney
Merrimack, New Hampshire

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Art Treasure Stolen

Centerport, New York — During the early morning hours of August 6, 1983, a T'su Chou figure of a seated dignitary was stolen from the Vanderbilt Museum. The figure, part of the museum's permanent collection, measures 8" in height and is decorated in creamy underglaze slip with dark brown and orange decoration. A $1000 reward is offered for the recovery of this Chinese objet d'art which dates from the Sung Dynasty. Anyone having any information or questions should contact A. J. Brandshaft, Director, Vanderbilt Museum, Little Neck Rd., Centerport. NY 11721.

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Auctioneering risks

Auctioneering risks — Could they bankrupt you? Could a loss change your lifestyle?

By Rennie Walt
Alexander & Alexander Insurance Co.
Lincoln, Nebraska

In a sole proprietorship, partnership or small, closely held corporation, a surprise loss might put you out of business. When small businesses borrow money, chances are they borrow it from the bank and have probably been asked to personally indemnify on the loan. That means that should the business fail and be unable to repay the loan, the bank will look toward the individual for repayment.

In today's business world we are faced with many business risks. In addition to focusing on the types of losses that can occur, an auctioneer should also be concerned with the **effect of that loss.**

Ask the question, "What is the worst that could happen to the business?" And then, "What is most likely to happen to the business?" Every auctioneer needs to assume some risks; however, to continue business it is necessary to stay in a position to be able to borrow money.

In most auctioneering firms, many business risks are transferred to contracts of insurance. Consider the effects of a $50,000 lawsuit on your business. Auctioneers' Errors and Omissions Insurance reduces the likelihood of having an uninsured liability exposure. Don't risk a lot for a little! The insurance is inexpensive, and you've probably already transferred your bodily injury and property damage risks to an insurance company. Help protect your financial future; transfer that auctioneers' errors and omissions risk to your Association insurance program.

NAA Convention Review . . . HOUSTON '83!

Relive the events of the 1983 NAA Convention, held at the Shamrock Hilton Hotel, Houston, Texas, on July 27-30, 1983, in this pictorial review.



MUSIC FOR DANCING was provided on Wednesday night following the water ski show in the swimming pool and Walter "Zany" Blaney, the magician.



IT'S YOUR MOVE! New friends made during the Youth Activities events, and coordinated primarily by NAA member Eugene Simpkins, (below, right) Cincinnati, Ohio. Gene also entertained the youth as the clown.





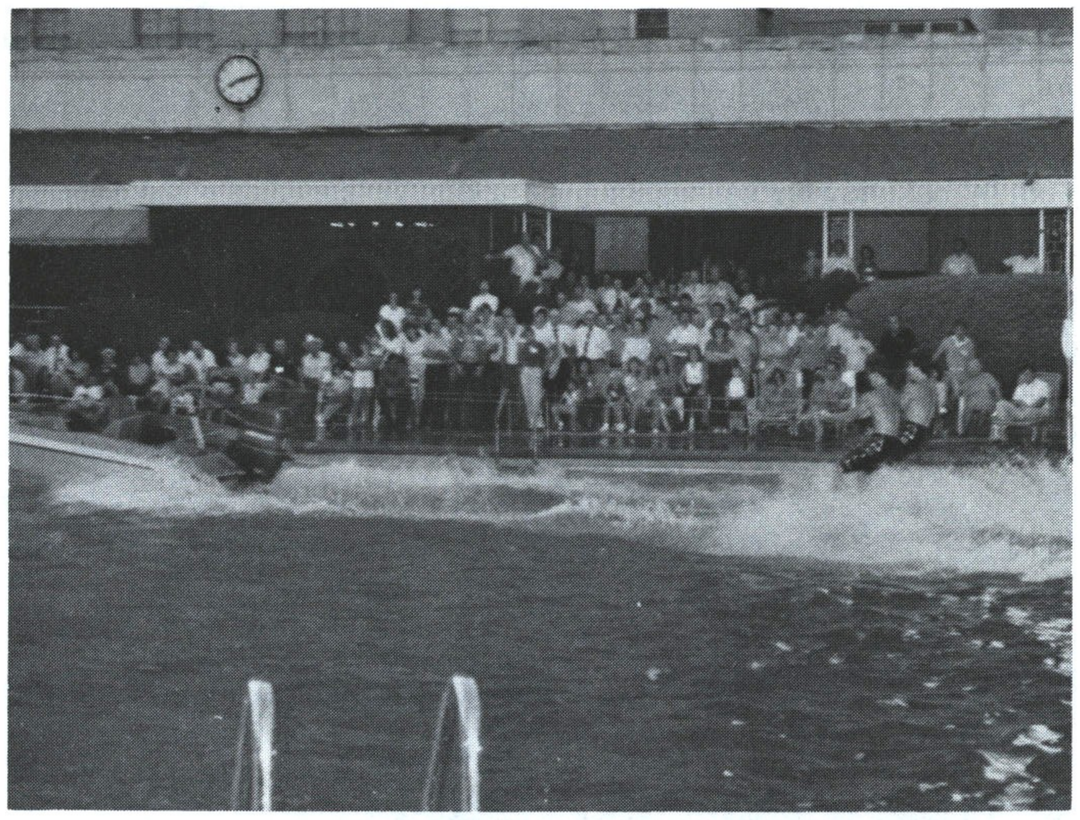






AUDIENCE PARTICIPATION was entertaining to the NAA members attending the convention. Magician Walter "Zany" Blaney asked NAA Treasurer Dean Fleming to help him determine why the magic wand wouldn't stay up in front of a full house!





UNBELIEVABLE was the attitude of the NAA Conventioneers before the waterski show was held in the Shamrock Hilton's swimming pool, but the skiers performed.

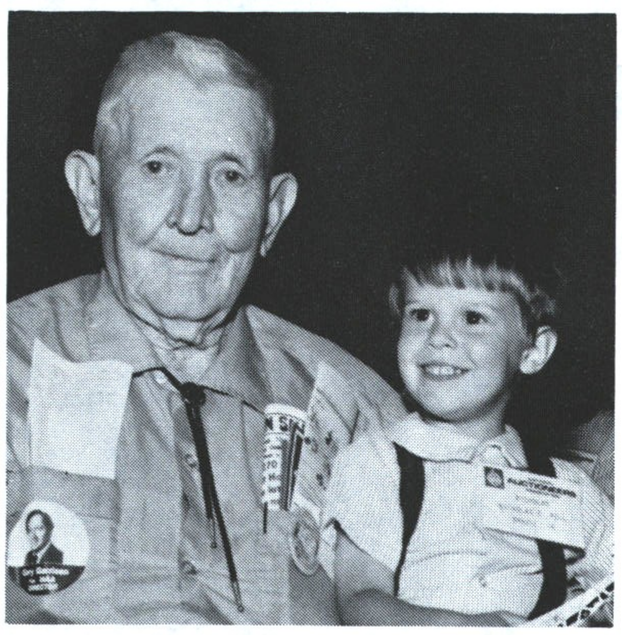
Conventions are for the entire family . . .



REX AND NAOMI NEWCOM with a "visitor" at the Friday night Awards banquet head table, their grandson,



YOUTH RETURNING from one of the Youth Activities' tours.



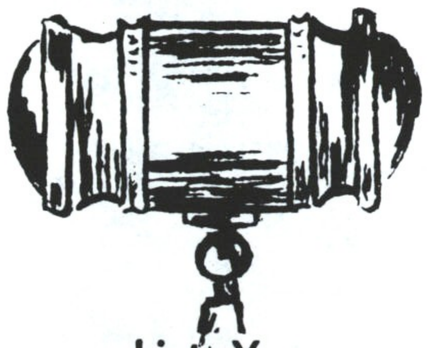
F. E. "RED" SPRINGER of Oklahoma met a new friend, Nicholas Pell of Indiana.





ALL ABOARD for one of the NAA Tours before the convention begun.

THE FIRST NAA Convention for one of the nation's leading farm equipment auctioneers, but not the last, said Max Jones shown here with his wife, Edith.



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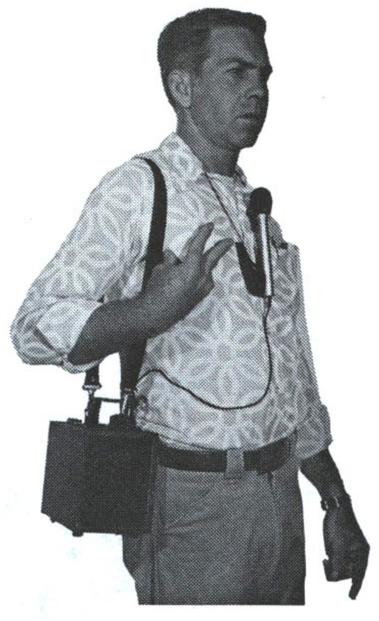
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THE JR-1 is the most powerful portable speaker made. It is powered by three 6 volt lantern batteries, giving 18 volts of power. Batteries last 60 hours or more. Set weighs 8 lbs. Comes with 12 ft. cord and shoulder strap and mike support holder, which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

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

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

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



REISCH SPECIAL
"LITTLE BIG VOICE" — JR-2

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Phone: 515 423-1465. Call or write for Special Wholesale Prices.

ACCEPTING MEMBERSHIPS to the NAA Auxiliary at the display booth were 1982-83 President Naomi Newcom, Secretary-treasurer Tomi Ayers and Tomi's sister-in-law, Jerri Roach.





THE 1983-84 AUXILIARY officers and directors lineup, following the installation by NAA President Rex B. Newcom.



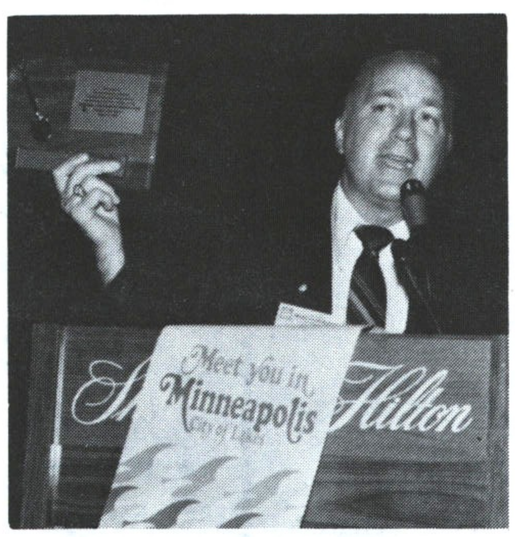
THE AUXILIARY PAST PRESIDENTS met for their annual brunch at the convention. Present this year were, front row, left to right: Mrs. Irene Erickson, Mrs. Brenda Higgenbotham, Mrs. Jean Fleming, Mrs. Glenda McCarter Johnson and Mrs. Naomi Newcom. Back row, same order: Mrs. Irene Dudley, Mrs. Nan Gilbert, Mrs. Virginia Brewer, Mrs. Darbyshire and Mrs. Kay Dewees.

Convention Hosts; Performers; Workers . . .



JOE E. SMALL (left photo), 1983 NAA Houston Convention Chairman and Wally Laumeyer, 1984 NAA Minneapolis Convention Chairman.





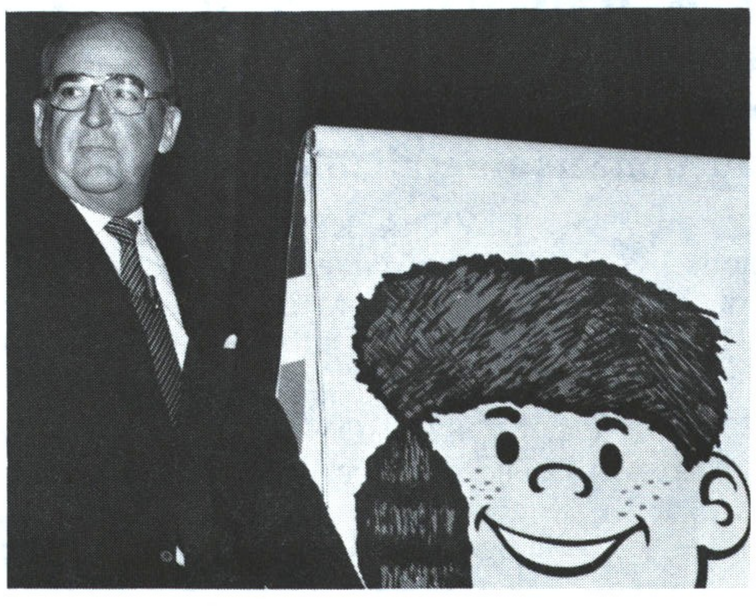
MARTY HIGGENBOTHAM successfully sold "NAA Dirt Plaques", plaques with dirt taken from the new building's ground breaking ceremonies. Many of the limited edition plaques were sold for $100 each as contributions to the new building fund.



K. L. "KEN" ESPENSEN, Texas Auctioneers Association President.



GARY FINGLEMAN displayed the number one edition of the bronze casting of THE AUCTIONEER while Texas Association President Ken Espensen sold it during the 1983 Fun Auction. THE AUCTIONEER sold for $6,250 to R. C. "Bud" Wiley, another Texan.



IRA HAYES presented his motivational, yet very humorous, speech, which was a big hit for everyone attending.

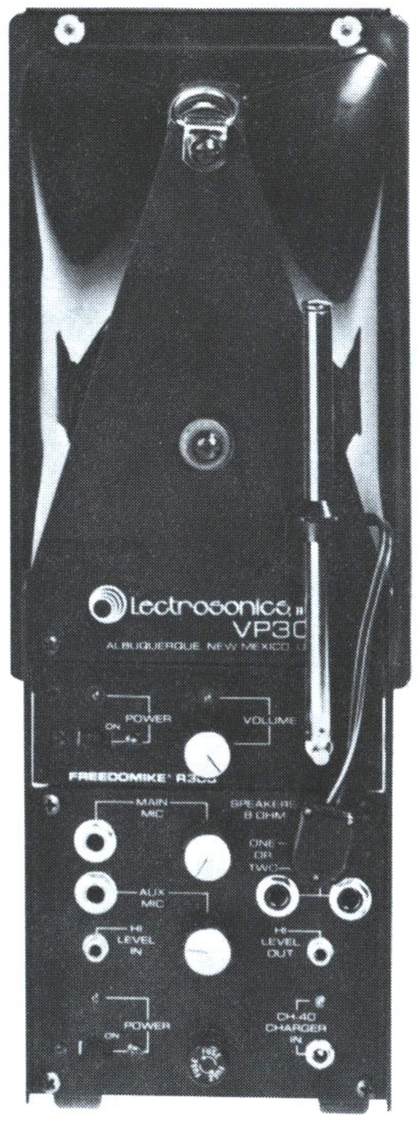
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- **Convenient** — operates on either AC power or built-in rechargeable battery pack. Less than 16 inches high and weighs less than 17 pounds.
- **Versatile** — inputs for two hard-wired microphones and an auxiliary input for a tape recorder. Outputs for two remote speakers plus an auxiliary output for a recorder or amplifier.
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The VP300W comes complete with a charger, wireless transmitter, a microphone with accessories, and a shoulder strap.





VP300W

(available without wireless as Model VP300)

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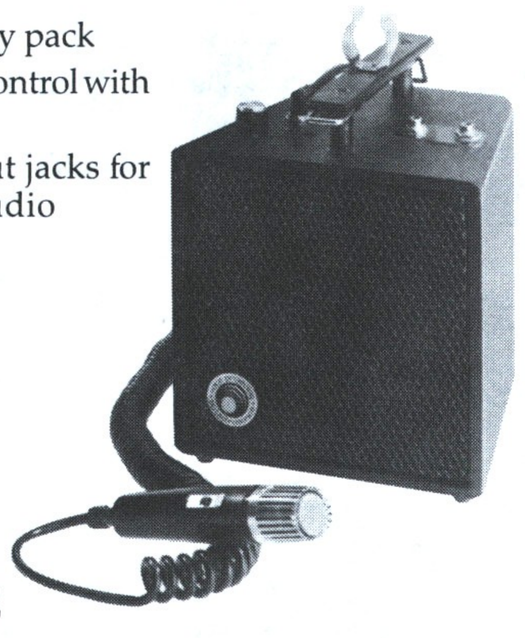
- AC or rechargeable battery operation.
- Auxiliary microphone and High-level inputs.
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System includes microphone, transmitter, receiver/sound system, charger and carrying case.

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REGISTRANTS TO THE CAI continuing studies seminar, held during the NAA Convention, combined their talents to propose an auctioneers' business letter .On Friday night, CAI Member designations were conferred on 78 NAA members. Accepting congratulations from CAI Chairman of the Board, Lanny Thomas, were Thomas J. Hirchack (right in left panel) and Teresa Weatherley, 1983 graduates.



JAMES "DOC" BLAKELEY of Wharton, Texas, President's Banquet speaker, left everyone in a good frame of mind with his humorous presentation.

The Changing of the Guard . . .





WILLIAM L. "BILL" GAULE (second from left, top row) assumed the NAA presidency from Rex B. Newcom (left, top row) and Sammy L. Ford was elected President-Elect (third from left, top row). Hugh B. Miller was elected Vice President (left, bottom row); Dean Fleming was re-elected Treasurer (center, bottom row) and Harvey L. McCray remains as the appointed Executive Vice President.



FOUR DIRECTORS retired from the NAA Board of Directors and one, Hugh B. Miller, (second from left, top row) was elected Vice President. Plaques also were presented to the five retiring directors, who included: Richard T. "Dick" Kiko (top row, left); Hugh Miller; and Dean Parker (third from left, top row). Bottom row, left to right: Joe E. Small and Charles E. "Chuck" Cumberlin, the 1979-80 NAA president.

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Our 1983-84 President . . .







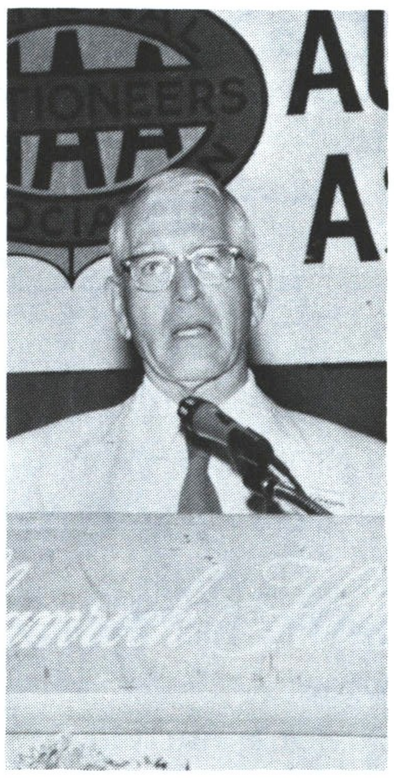
WILLIAM L. "BILL" GAULE, at the 1983 President's Banquet in Houston, became the 35th auctioneer to become president of the National Auctioneers Association. Bill urged NAA to Unity in Action (right photo). The Illinois Auctioneers Association presented Bill with a collector's pitcher in recognition of his leadership position.



RETIRING PRESIDENT Rex B. Newcom presented Bill Gaule with his president's gavel (top photo, left) and also a key to a room at the Drury Inn in St. Louis, Missouri. The key represents an interesting overnite stay by Rex and which is similar to the travels of NAA presidents.

1983 Hall of Fame Award Recipients



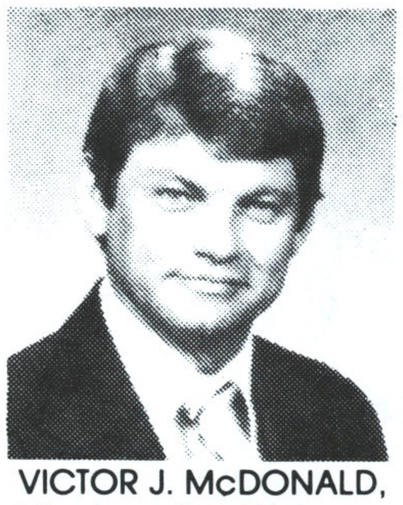




HALL OF FAME AWARDS were presented to three NAA auctioneers at the 1983 President's Banquet. Left photo: Wm. "Bill" Hagen, 1977 Award recipient, presents one of the 1983 awards to Joe Donahoe, Darlington, Wisconsin, who served as president during the 1973-74 year; R. K. "Russ" Beebe, (center photo) West Palm Beach, Florida, received his award from 1979 recipient Ken Barnicle (not pictured); and R. E. Voorheis, Harrisburg, Missouri, received the award from Richard M. "Dick" Brewer, 1976 award recipient. The Hall of Fame Award is presented to the NAA members in recognition and appreciation of his or her outstanding contribution to the profession of auctioneering and the National Auctioneers Association. Hall of Fame Award recipients choose up to three NAA members annually.

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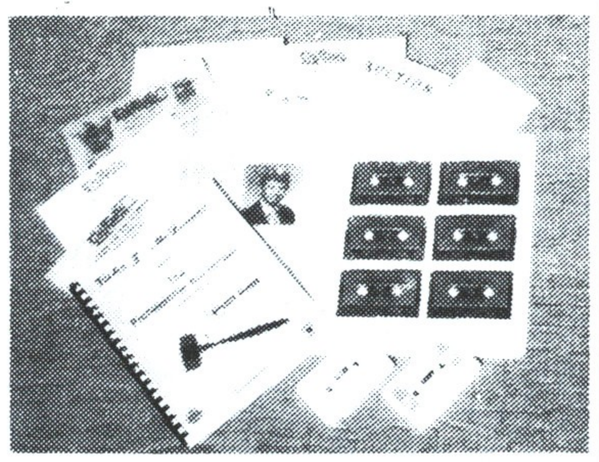
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1983 Advertising Contest Winners Announced at Houston Convention

The 1983 advertising contest was conducted under the supervision of Dean Fleming, chairman of the Public Relations and Publicity committee of the NAA. Dean announced the awards' winners at the Awards Festival, held on Friday, July 30, 1983, at the Houston NAA Convention. Contest judges included a representative of a Houston advertising agency; and advertising representative of the Houston Post newspaper; and a sales representative of a printing firm, located in Houston.

BEST OF SHOW
Wayne Stewart, CAI, Audubon, Iowa (Broadcast Media/Audio Visual category)

COMMERCIAL AND INDUSTRIAL
One color: Marvin Alexander, Martin, Tennessee
Multi-color: Mark Hunter, Council Bluffs, Iowa

FARM (an operating farm liquidation)
One-color: Ben Campen, III, CAI, Gainesville, Florida
Multi-color: J. Michael Sudduth and Carlus Gay, CAI, Americus, Georgia

REAL ESTATE
One-color: Harold H. Helm, II, CAI, Louisville, Kentucky
Multi-color: Jerome J. Manning, Yarmouth Port Massachusetts

ANTIQUES
One-color: Clifford Orr, Ypsilanti, North Dakota
Multi-color: Dean V. Kruse, Auburn, Indiana

SPECIALTY (Cataloged Sale)
One-color: Kurt R. Krueger, Iola, Wisconsin
Multi-color: Douglas Bilodeau, CAI, South Deerfield, Massachusetts


Category A- Commerical & Industrial - 1 Color

PUBLIC AUCTION

WEDNESDAY, JUNE 29, 1983, 10:00 A.M.
Rain or Shine — Lunch Available

MARTIN, TENNESSEE

Sale will be held on the property located on Three-Point Road, just east of the U.S. Highway 45E Bypass at Volunteer General Hospital. WATCH FOR SALE ARROWS!!!

Hospital Corporation of America, the owner of Volunteer General Hospital, has recently completed a $5 million expansion and renovation program causing them to have many items of surplus equipment and supplies. Alexander Real Estate and Auction Sales has been commissioned to sell these items at public auction.

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MEDICAL AND OFFICE EQUIPMENT

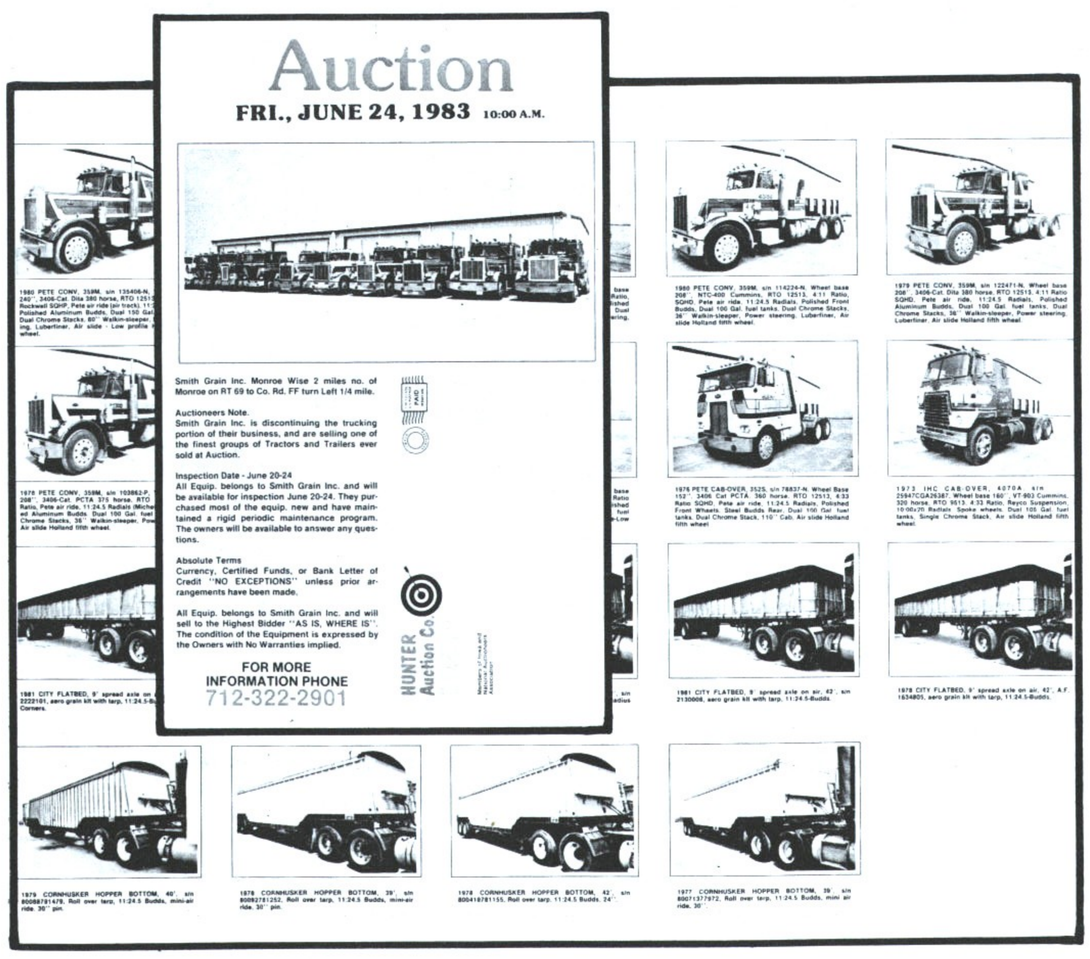
Electric Central Heating Unit; Electric Hospital Beds; Doctor's Examination Table; Pharmacy Cabinets with Adjustable Shelves; Three Medical Record Filing Cabinets; Adjustable Shelving for Pharmacy, 6' Tall; Bedside Tables; Stainless Steel Bed Pans; Reception Bar Counter; Numerous Cabinets; Steel Case Office Desks; Three and Four Drawer Filing Cabinets; Metal Office Desks; Desk Chairs; Sectional Waiting Room Furniture; Arm Chair and Settees; Lamps; Green Sofa; Artificial Greenery; Plants and Pots; Victor Adding Machine; Calculators; Mimeograph Machine; Electric Typewriters; 30-50 Fluorescent Light Fixtures, 2 & 4 Bulbs; Pictures; Used Doors; Assortment Electrical Boxes; Motor Control Centers; Office Supplies.

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Smith Grain Inc. is discontinuing the trucking portion of their business, and are selling one of the finest groups of Tractors and Trailers ever sold at Auction.

Inspection Date - June 20-24
All Equip. belongs to Smith Grain Inc. and will be available for inspection June 20-24. They purchased most of the equip. new and have maintained a rigid periodic maintenance program. The owners will be available to answer any questions.

Absolute Terms
Currency, Certified Funds, or Bank Letter of Credit "NO EXCEPTIONS" unless prior arrangements have been made.

All Equip. belongs to Smith Grain Inc. and will sell to the Highest Bidder "AS IS, WHERE IS". The condition of the Equipment is expressed by the Owners with No Warranties implied.

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COMMERCIAL AND INDUSTRIAL — one-color category, entered by Marvin Alexander, Martin, Tennessee.

CONSIGNMENT SALES WITH GENERAL HOUSEHOLD AND ESTATE LIQUIDATION
One-color: Haskel "Hack" Ayers, CAI, LaFollette, Tennessee
Multi-color: Dean V. Kruse, Auburn, Indiana

INSTITUTION (auction firm promotion)
One-color: William Z. Fox, CAI, Baltimore, Maryland
Multi-color: Clifford H. Joyner, Gray, Georgia

COMMERCIAL AND INDUSTRIAL — multi-color category, entered by Mark Hunter, Council Bluffs, Iowa.

AUCTION BUSINESS STATIONERY
(letterhead, envelope and business card)
One-color: David J. Addy, BarNunn Casper, Wyoming
Multi-color: Mel Keserich, Salida, Colorado

BROADCAST MEDIA (audio-visual)
60-second radio announcement (cassette): Evelyn Hayes, Cleveland, Ohio



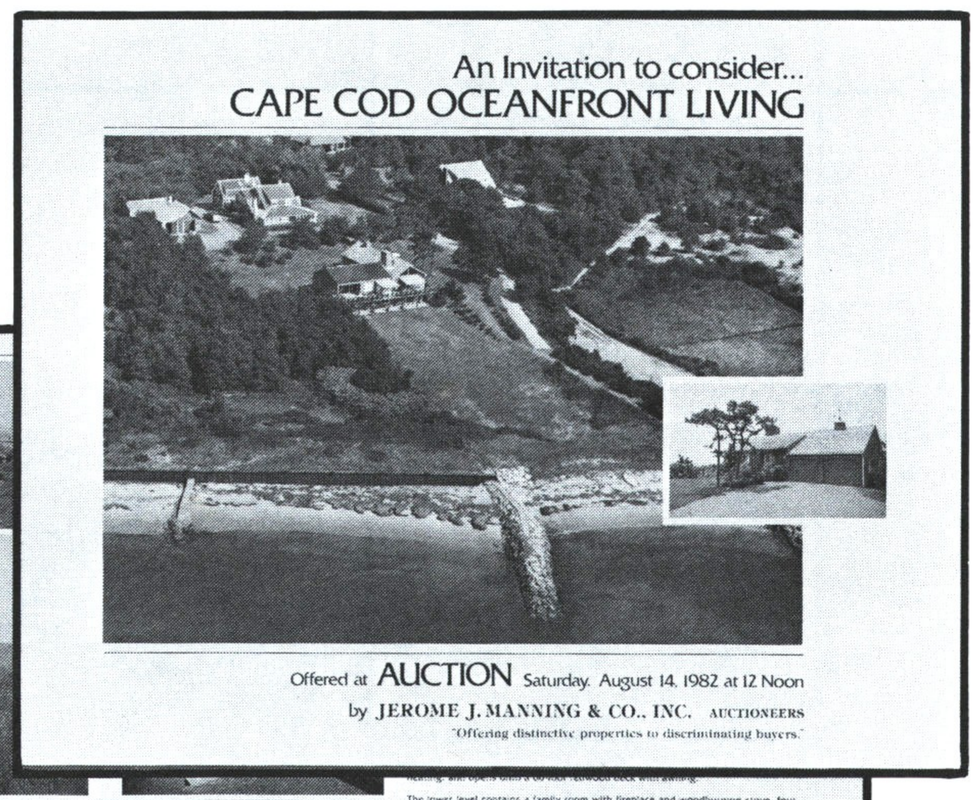
REAL ESTATE — one-color category, entered by Harold H. Helm, II, CAI, Louisville, Kentucky.



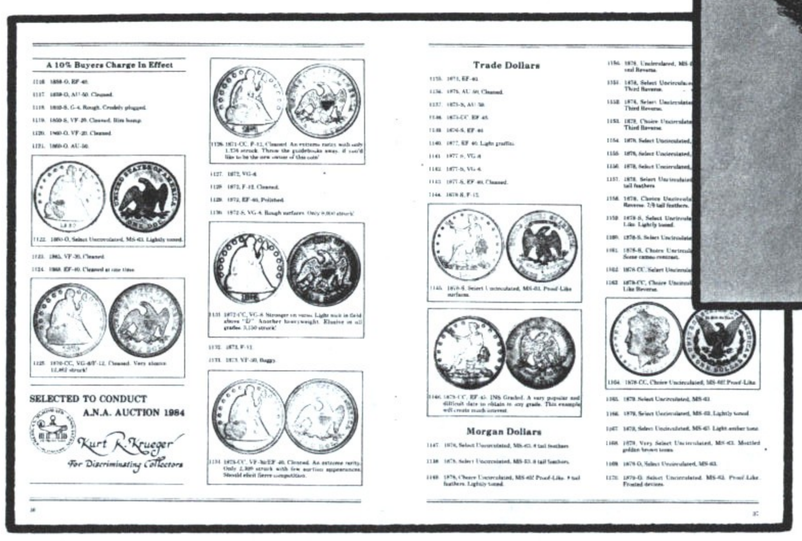
FARM — one-color category, entered by Ben Campen, III, CAI, Gainesville, Georgia.



FARM — multi-color category, entered by Carlus Gay, CAI, and Michael Sudduth of Americus, Georgia.



REAL ESTATE — multi-color category, entered by Jerome J. Manning, Yarmouth Port, Massachusetts.





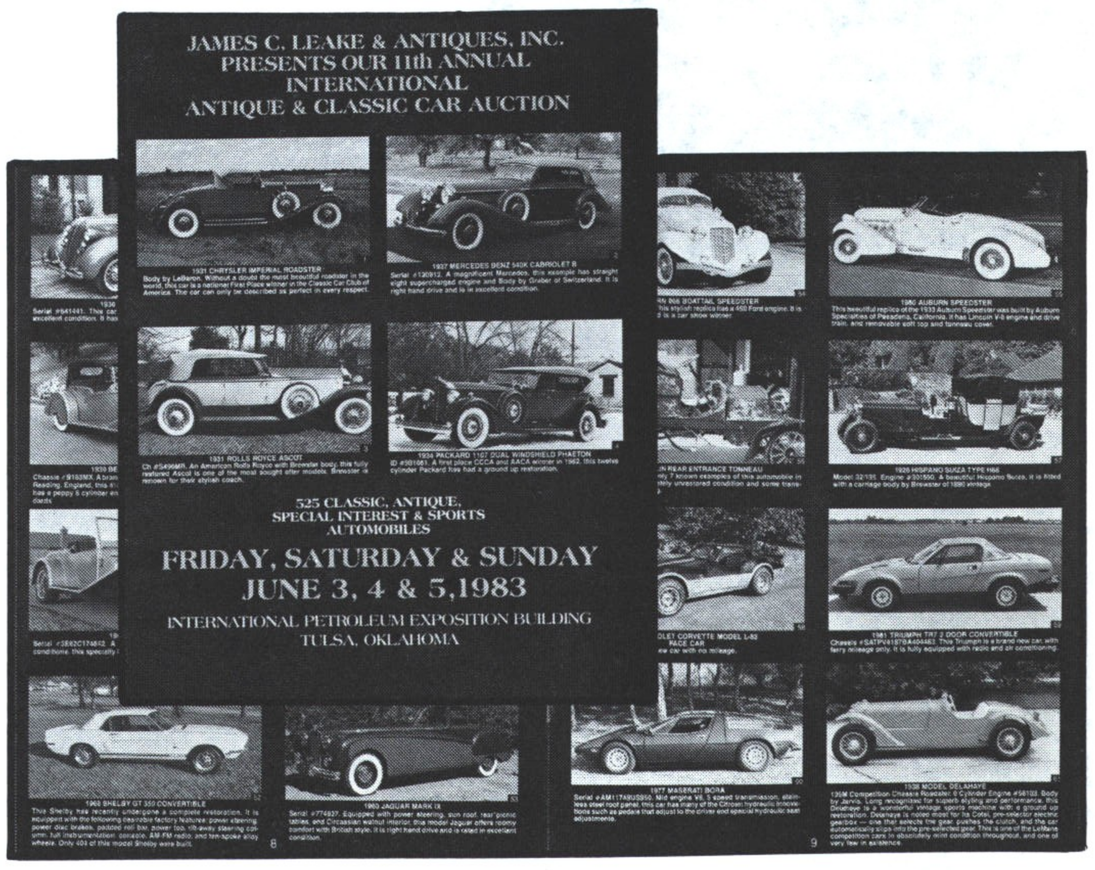
SPECIALTY — one-color category, entered by Kurt R. Krueger, Iola, Wisconsin.



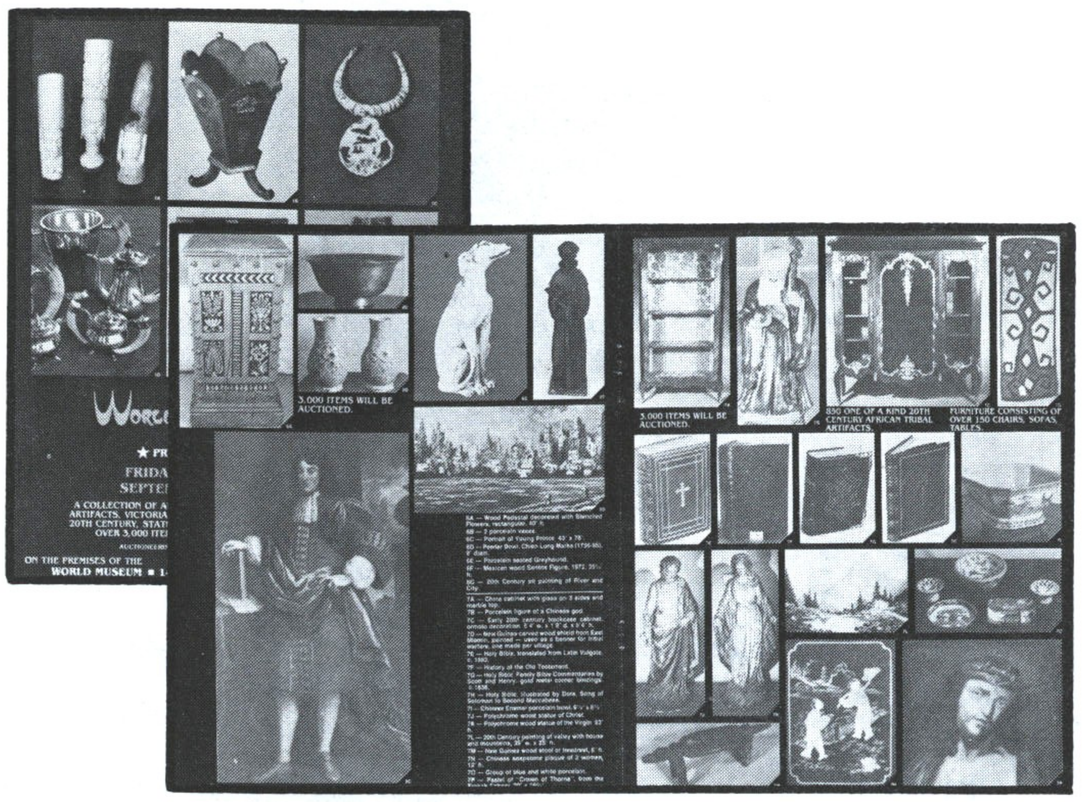
SPECIALTY — multi-color category, entered by Douglas Bilodeau, CAI, South Deerfield, Massachusetts.



ANTIQUES — one-color category, entered by Clifford Orr, Ypsilanti, North Dakota.



ANTIQUES — multi-color category, entered by Dean V. Kruse, Auburn, Indiana.



CONSIGNMENT SALES — multi-color category, entered by Dean V. Kruse, Auburn, Indiana.

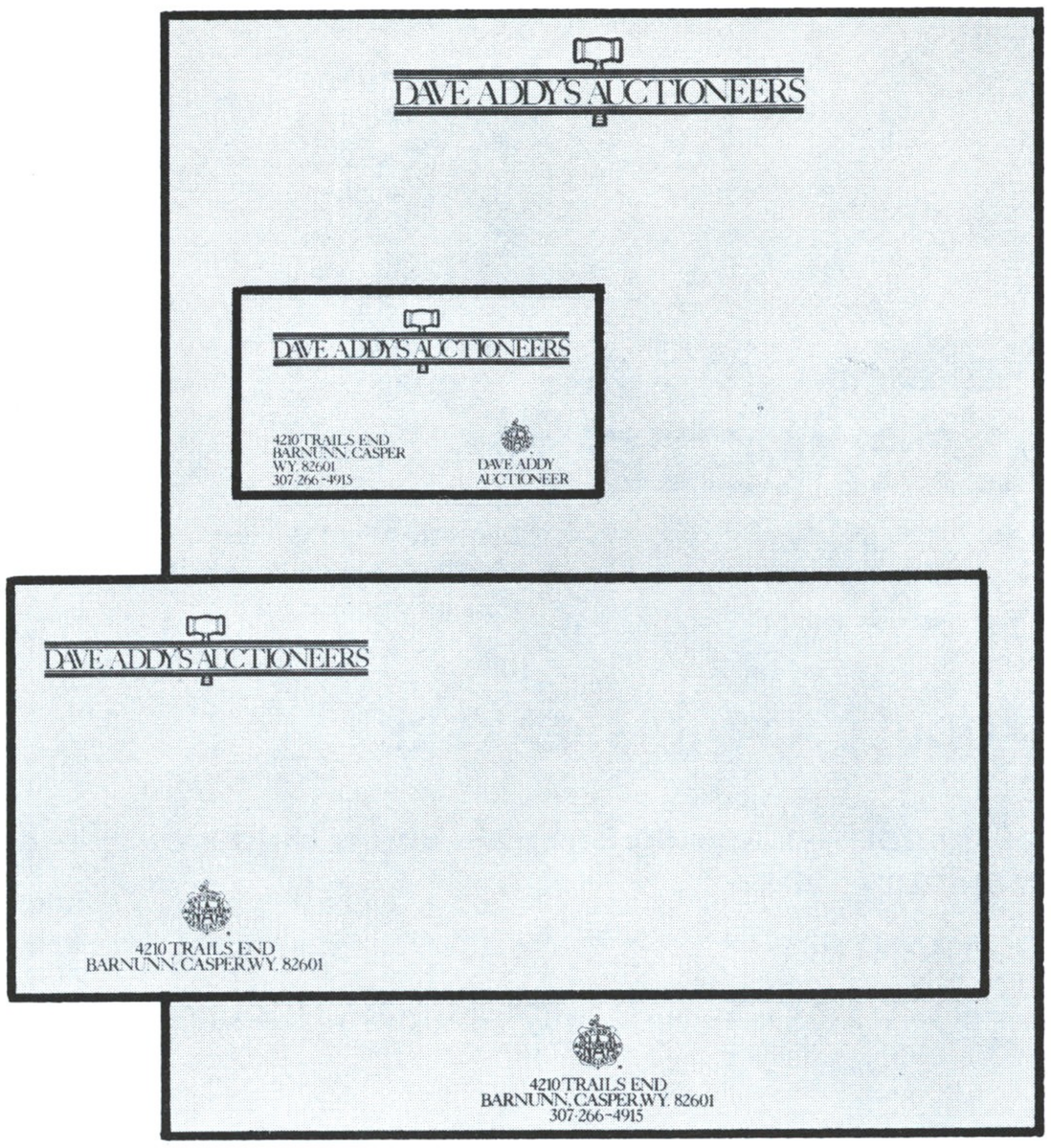


CONSIGNMENT SALES — one-color category, entered by Haskel Ayers, CAI, LaFollette, Tennessee.

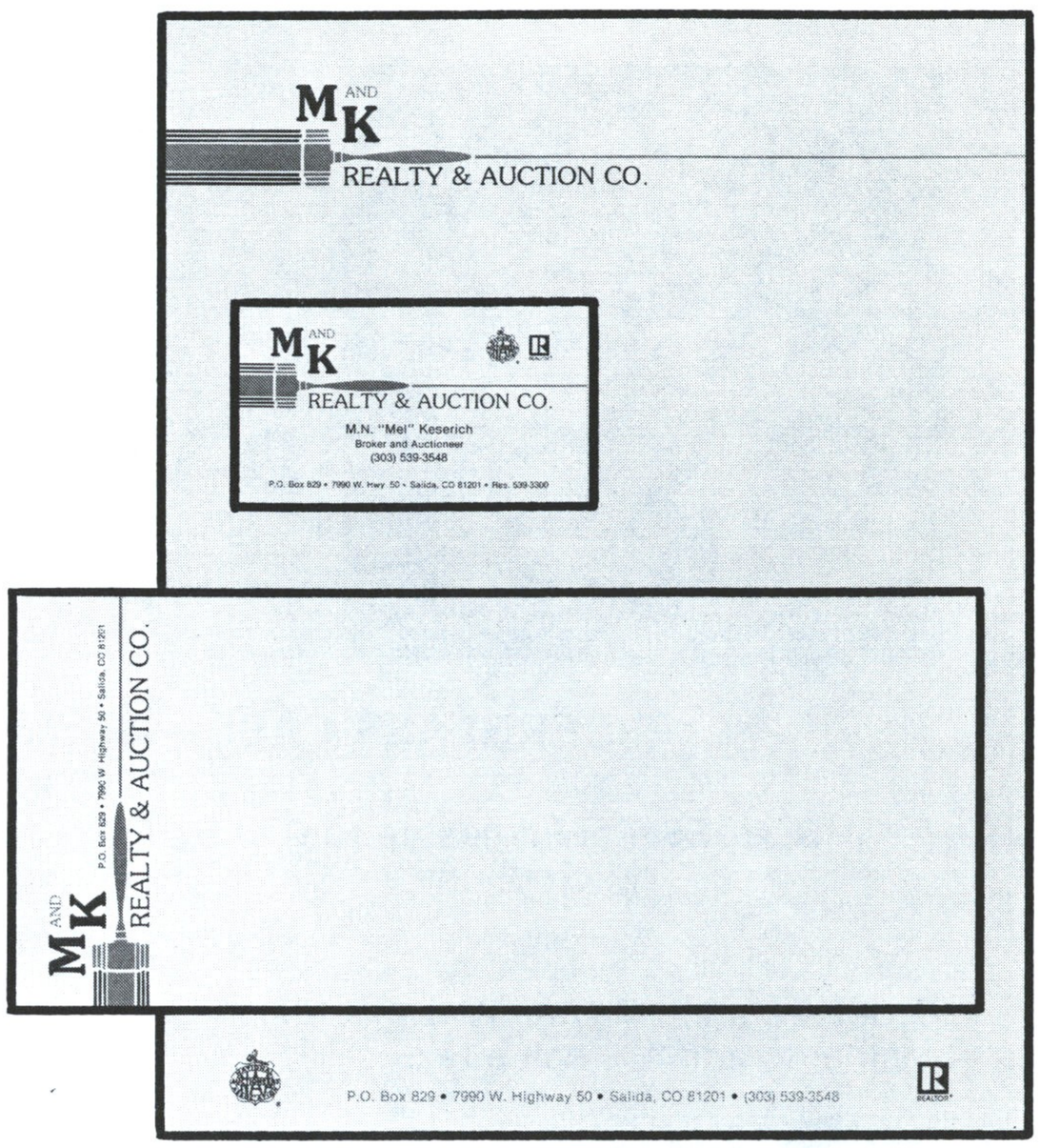


INSTITUTION — multi-color category, entered by Clifford H. Joyner, Gray, Georgia.

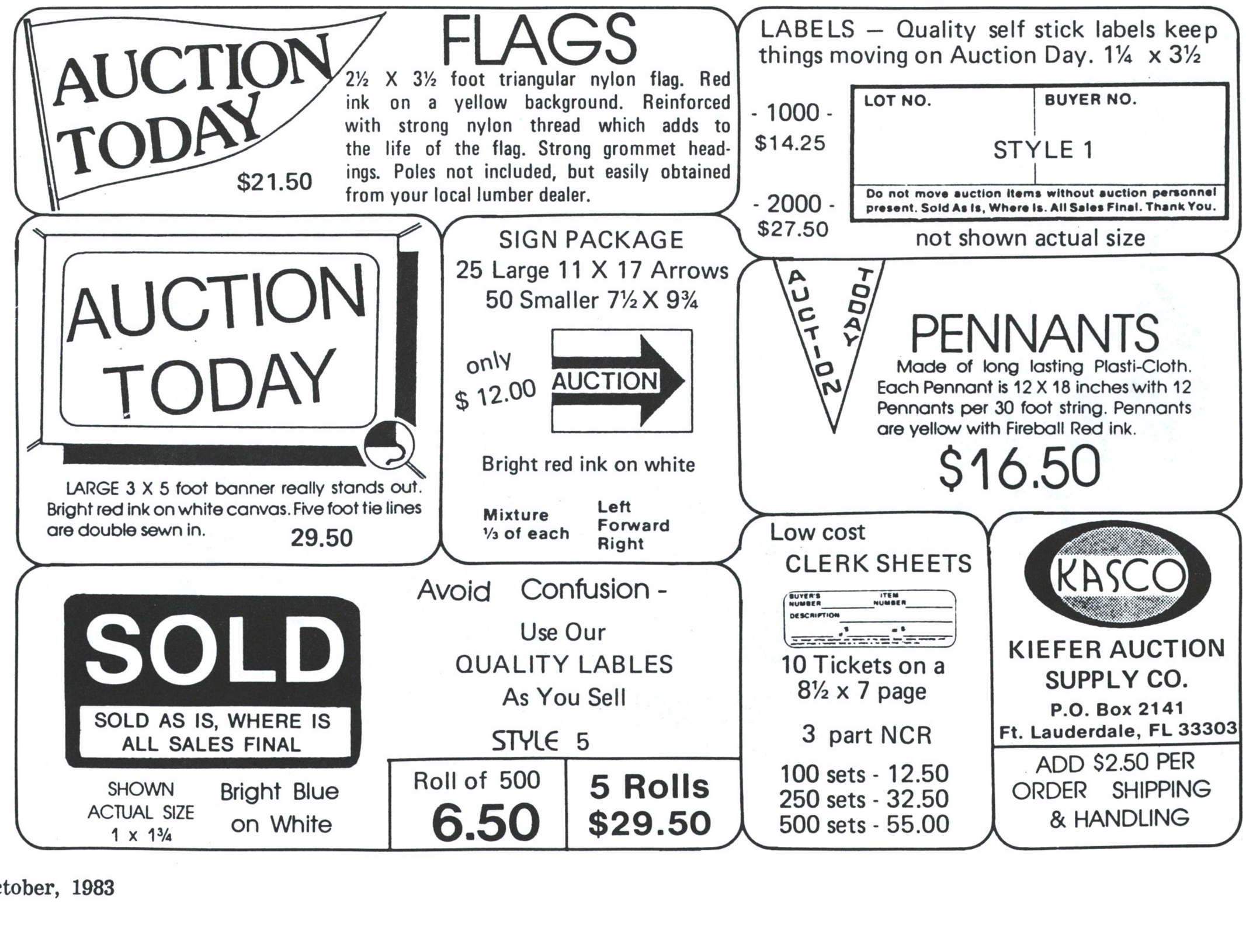
INSTITUTION — one-color category, entered by William Z. Fox, CAI, Baltimore, Maryland.

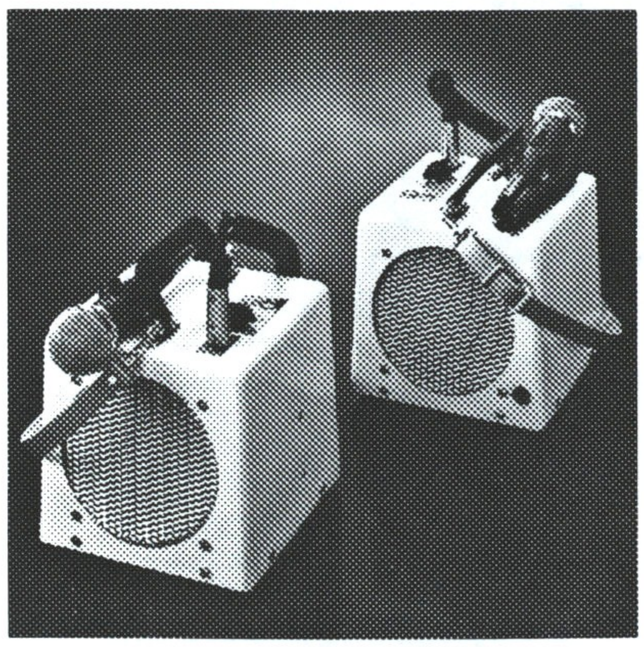


AUCTION BUSINESS STATIONERY — one-color category, entered by David J. Addy, BarNunn Casper, Wyoming.



AUCTION BUSINESS STATIONERY — multi-color category, entered by Mel Kesserich, Salida, Colorado.





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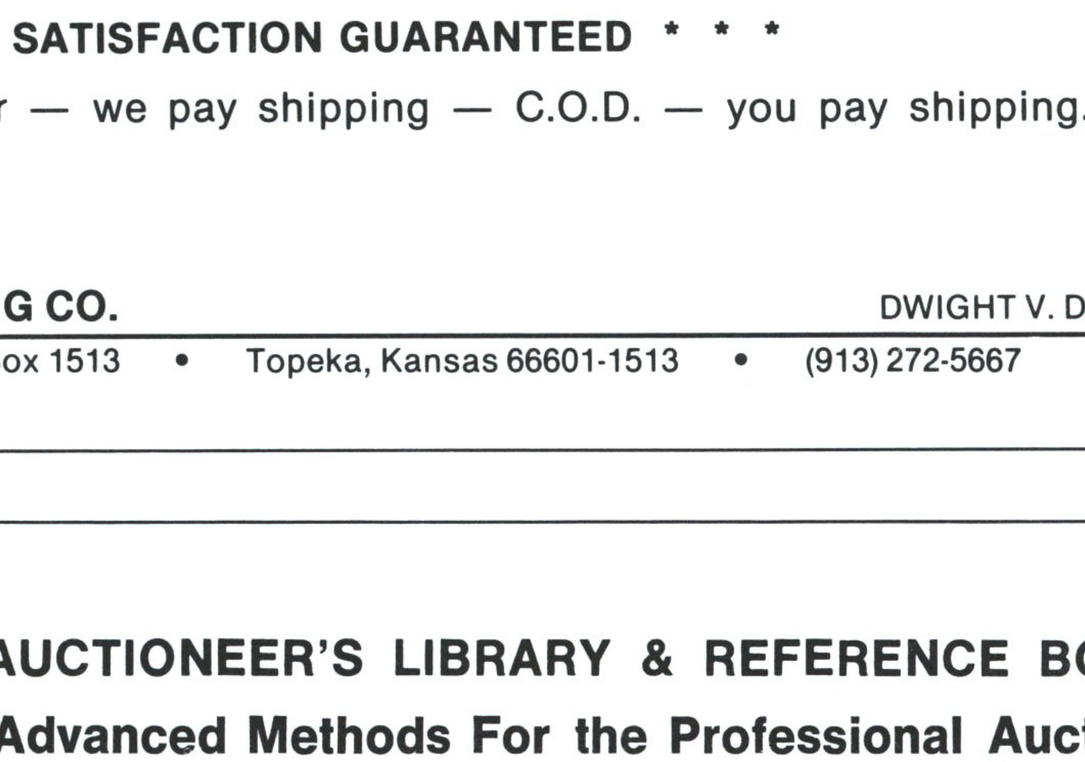
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By Hugh R. Parker, NAA Director
Otsellic, New York



Hugh R. Parker, CAI, was elected to his first term as Director of the National Auctioneers Association at the 1983 Houston NAA Convention. His auction specializations include the selling of real estate, estate dispersions and auctions of the general nature. He has served as president of the New York State Auctioneers Association and resides, and conducts his business, in South Otselic, New York. He is married and he and his wife, Jane, have four children, all of whom are involved in the auction business.

You have to give to receive? You bet! That's the one rule that works consistently, even though at times you may have doubts about it.

You might say "nothing ventured; nothing gained," or "you can't win if you don't play," or "no investment no return," but it all boils down to"you have to give to receive!"

When I was a young lad on the farm, every day I had to sweep the mangers clean of hay chaft and silage leavings. It normally took over an hour to do that chore and I hated it with a passion. Anything in the world was better than sweeping those mangers! I fought that chore just shy of forever, it seemed like, and then one day I really wanted to do something so bad I could taste it, but first I had to sweep those mangers.

Well to make a long story short, I gave those mangers everything I had, (in fact about 110%), and that hour-plus chore turned into a 10 minute menial task. I figured out right then that when you have a chore to do give it 110% and it's over before you know it.

I was helping the neighbor milk one evening and he said to me, "You must really love to do chores the way you go at 'em". My answer to him was "I hate them rascals but, I know if I hurry and do them right I can have the extra time to do as I want."

It was years later before it dawned on me that I had given and I had received. I gave that awful chore 110% of me and by doing so it gave me an hour of free time to do what ever I wanted. I can't even remember what it was I wanted to do that much, but as you can see, I never did forget the lesson.

Nearly every positive has some negative involved. In the case of sweeping the mangers I had to give more of myself to gain the free time. If you want to own a new car you must part with the money; New car the positive; spent money the negative.

Getting the proper education to be a better auctioneer is the positive; giving the time necessary to obtain the education is the negative. However, if you don't give the time, you don't receive the benefits.

Isn't it true of the auction profession? If you give 110%, it'll give you returns you never dreamed possible?

Never worry about how little you can give for all the benefits you're going to receive. If you always give all that you possibly can, I guarantee that you'll be very pleasantly surprized at the results.

Once you have tended to the legalities (contract, percent of commission, etc.), if you give all you possibly can to your seller and your buyer then they have to give to you, if for no other reason than simple mathematics. Always give that little extra, the results are amazing.

If you only do half of the job, you will only get half the wage, and that's more than you deserve. On the other hand give all that you can and you'll be well compensated.

If you eat, sleep, and breathe the auction profession at your house the way we do here, and you give to the project at hand, you'll wake up some morning and find the richest (not necessarily finan-

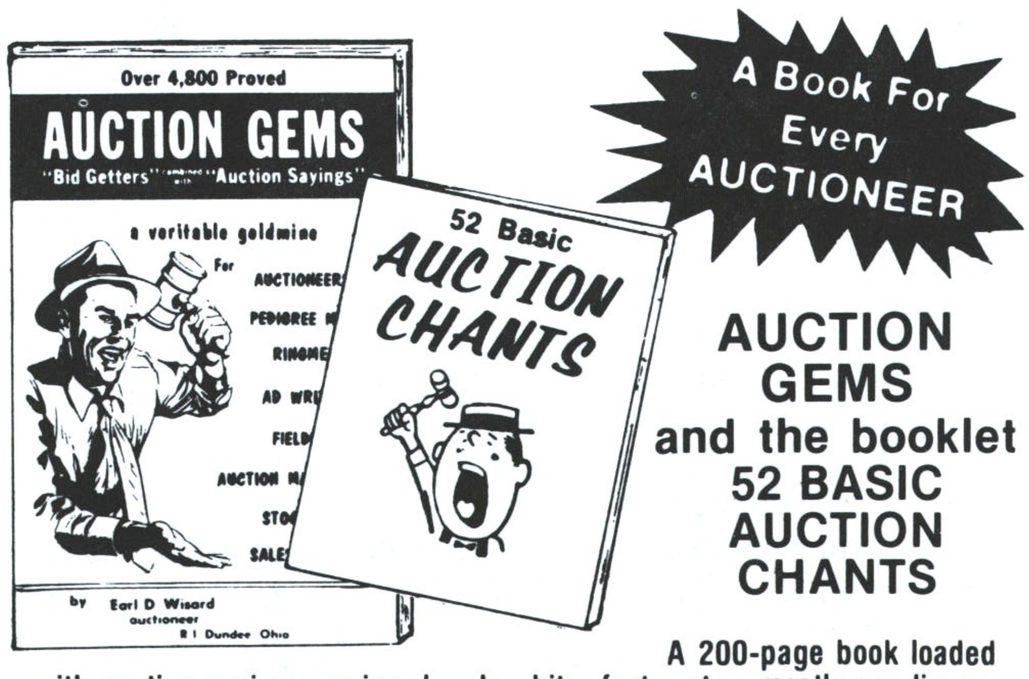
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"Inject a little humor because a crowd in a good mood is a better bidding crowd." — James W. Heike, NAA Director, "Auctioneer", Feb. 1980



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cially) person in town looking at you from your bathroom mirror and it didn't cost you a dime.

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I didn't know my name
would ever be in contention

When an auctioneer friend
mentioned my name
I found I was elected
into the Hall of Fame

When I was handed the plaque
I couldn't believe my eyes
and without a doubt
it was my biggest surprise

And the one thousand present
let out a big cheer
for Russ K. Beebe
an old auctioneer

I never expected this
would ever happen to me
and the exciting moments
filled my heart with glee

And I hope you who follow us
in the Hall of Fame
have the same great feeling
when they call out your name

R. K. Beebe

Proud of being selected as one of the three 1983 NAA Hall of Fame Award recipients, Russell K. "Russ" Beebe wrote the following poem when he returned to his home in West Palm Beach, Florida. Russ, Joseph Donahoe and R. E. Voorheis were the three Hall of Fame Award selectees who were honored at the 1983 NAA Houston Convention.

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HELPING YOU HAVE A SUCCESSFUL SALE

How to become an expert in the field of antiques

By Robert L. Potvin,
West Brookfield, Massachusetts

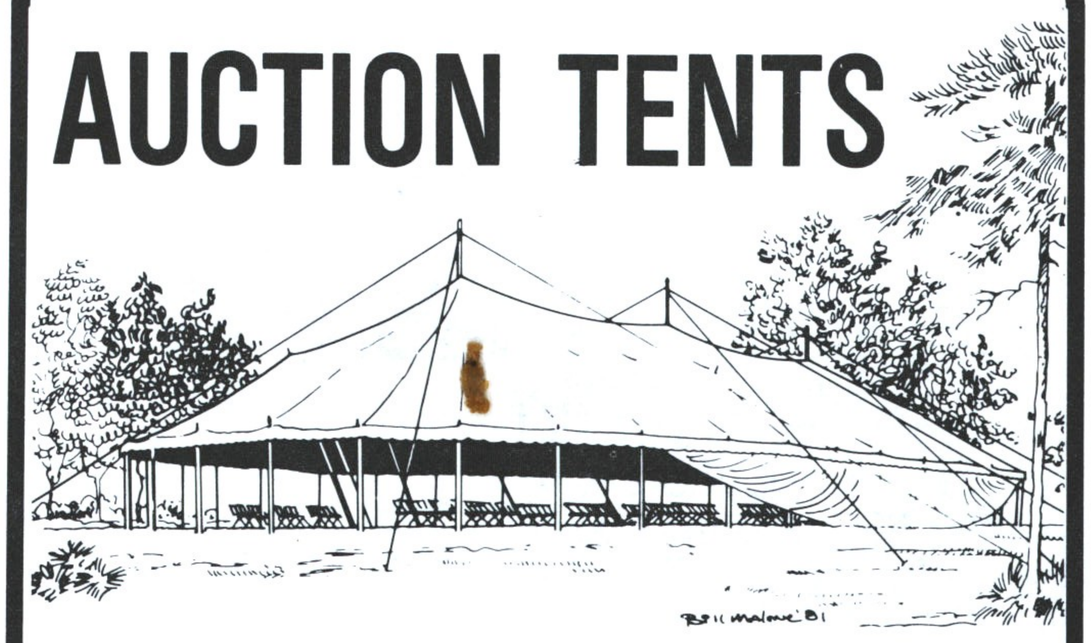
The professional auctioneer wears many hats in the course of his lifetime of calling auctions. The multiples of 400 lot auctions over the years brings one into the tens of thousands of items sold in a lifetime.

But how do we become experts when there are so many different areas of knowledge and expertise required? Maybe the easiest way for many of us is to start with that area that interests us the most. Many of our hobbies are related directly or indirectly to the products we sell at auction.

One elderly gentleman in our town is a successful farmer. His education and his life were in the field of agriculture. Today as he nears 80 — my friend is an avid collector of early gasoline engines; I believe they commonly are referred to as "one-lungers" — his related life's experiences in all aspects of farm machinery from sales to actual use really qualifies him as an expert.

How many of us have a pet area that we are experts in? If you are quick to say none, wait. While you may not be an expert, you surely have the potential of becoming one by doing a little research on your subject and seeing what is happening in the marketplace.

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The auction profession is exciting for just that reason. The nature of our work is requisite of us keeping on our toes. How many times have you called in an expert in an area you were completely unfamiliar with, for help, resulting in more dollars for your client and yourself, Believe me it works and I feel the money paid for help allows me to become a little closer to being that expert.

I used to work for a major corporation and one of the slogans on the classroom wall read, "Nothing is more expensive than ignorance in action." So we begin with a library of reference books on antique furniture, glass, Victorian period items and quilts. Go to your nearest mall and spend some time looking up your specialty. It's the first step towards becoming the expert.

Antique shows are an excellent place to observe. Product knowledge gives every auctioneer the razor's edge when he's selling that special item. There are specific associations on a national basis related to many specialty interests. An example would be the National Association of Watch and Clock Collectors. Another is the American Numismatic Association. Many national associations offer educational material to bolster your warehouse of knowledge.

Recently I had the occasion of reviewing some early photographs of household items. It was almost like a shelf evaluation to look carefully at each item in the photo and try to estimate value to that item whether it was a chair, clock or bureau.

The discerning person must inspect every item carefully. Detail seems to be everything. Errors have cost me money by being careless. It's an expensive experience by not being correct when you thought you were. Another friend once told me, "Bob, never be in a hurry to make your next mistake!"

We can and will become experts in our fields of study. Naturally, the old "committee" review is sometimes the best in important matters. Also, the "second" opinion will either affirm or refute your findings. The most important part is the "becoming". Growing, learning, having fun, working and playing makes it the world's greatest profession.

Realize and know the strength of knowledge, for as the expert gives his opinion, people listen carefully. Good Luck.

A post script to the above comes from a syndicated newspaper article, written by Barbara Mayer, Associated Press. "To find a bargain, a shopper has to be knowledgeable enough to recognize one, by doing some research by reading about collectibles and antiques in general and by educating themselves in museums and fine antique shops."

If the buying public is receiving this type of direction in the daily papers . . . isn't it our responsibility as auctioneers to "one up" so when its auction time we're ready to greet the buying public competently? As my Army Sergeant use to say . . . "Stand Tall Soldier".

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The Auxiliary to the NAA

The purpose of the National Auctioneers Association Auxiliary is to help promote and advance the profession of auctioneering. Anyone who is a past officer, spouse, parent, widowed spouse or child of a member in good standing of the NAA is eligible for membership.

The Auxiliary offers an educational program on Thursday morning during the annual NAA convention. In the past such programs have been presented: clerking sales, working with computers, laws and licenses, security on and off sale premises and retirement plans for independent business persons. Education is one of our primary goals.

A committee from the Auxiliary is formed each year to assist the NAA and the host state association in planning youth activities for the Annual Convention. They provide crafts for and assist in supervision of youths, age 6 to 18 years, who wish to use the youth activities room. The committee also assists with supervision on the youth tours during the convention. Volunteers are always needed.

The Annual Ladies Luncheon is hosted by the Auxiliary and the host state association. During this time, everyone enjoys fellowship, fun and entertainment. A Fun Auction is held to raise money to meet the Auxiliary's $5,000 pledge to the NAA building fund.

The Auxiliary's "pet project" is compiling a written history of the Auxiliary, which also includes a part of the NAA conventions' history. The Auxiliary's pictorial history books will be on display at the new NAA office in Kansas City.

All these functions are open and available to anyone attending the annual NAA Conventions, and are not restricted to Auxiliary members only. Auxiliary dues pays for these activities. An Auxiliary yearly dues statement of $5 will be included with the spouse's annual NAA membership statement.

With your support, by volunteering and by payment of dues (even if not attending the convention), we can continue to provide these services and programs.

WE NEED YOU! WE WANT YOU! COME JOIN US!

Pat Dunning
President

The Auxiliary to the National Auctioneers Association

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Mrs. JoAnne Laumeyer, 7306 Cleveland Ave., East, Inver Grove Heights, Minnesota 55075. Phone: 612 455-9547. From August 20 — June 1: 162 SW 53 Terrace, Cape Coral, Florida 33904. Phone: 813 549-4955.

Mrs. Fran Smith, Angell Road, Silver Creek, New York 14136. Phone: 716 934-4875.

Memories are made in the auction business

Hello to everyone from my little corner of the world in west central Wisconsin. By the time you are reading this we will be experiencing fall weather. Bob and I live on a dairy farm, operated by our eldest son with the help of other family members. We are located on a ridge with valleys on two sides. These valleys will soon be putting on their annual show of yellow, orange. reds, and browns with splashes of green pine added for contrast.

Our barns will be filled to the rafters with alfalfa hay and the tall corn will have fallen to the silage knives. And our calendar shows very few days for relaxation as the auction method of selling is popular here.

Fourteen years ago we invested in a cattle buying station located in Kendall, Wisconsin. We expanded it and now every Tuesday you will find us busy at the "local auction barn". Bob sells all classes of livestock to the order and replacement buyers as well as a good number of farmers. I head the office crew and entertain the headaches that go with bookwork and reports. The sale barn has in-

volved our five children at some time or other with each of them having the chance to gain experience in office work, trucking, restaurant help, courtesy and coping!

Incidentally, the auction barn is located adjacent to the Federal Elroy-Sparta Hiking, Biking Trail which has replaced the old Chicago Northwestern Railroad. It has three tunnels and has been a popular trail for 70,000 bikers annually from all over our country as well as the world. It may be something to include in your trip to Minnesota next year (NAA Convention).

Bob has been in the auction profession for 33 years now. As a young auctioneer he was encouraged to join the state association. Joe Donahoe of Darlington met us with a sincere handshake and we have been part of the group since. It indeed was a pleasure for us to join others at the National Convention in Houston in honoring Joe as he received the 1983 Hall of Fame Award.

Our NAA president, Bill Gaule, spent two weeks each summer instructing National Guardsmen in our area, for a number of years, and we have valued the friendship of he and his family. We renewed friendships with them again this year and give Bill our strong support as our president. And so it is with auction families. One gains so much in knowledge and most of all friends when you belong.

Since attending our first convention in Oklahoma City we have seen the Boston Harbor, toured western Washington with a group, camped at Medora, North Dakota, visited Disneyworld in Florida, enjoyed the majestic mountains in Colorado and learned about so many of our great cities and auctioneers throughout our nation. Memories are made of this.

Not knowing that I would be honored with the duties of Historian for the Auxiliary, I did not come prepared like I usually do. I was using a new camera and a different film than usual. That was not the worst problem. Prior to boarding the plane in our Capitol city one goes through the metal detecting device and I had forgotten to remove my film. Therefore I am pleading with any ladies whose results at photography were better than mine, to share with our Auxiliary scrapbook and I promise next year will be better.

Speaking of next year may I encourage you to plan your vacation to the midwest. Minnesota is the land of lakes and our host city Minnneapolis has much to offer any tourist. It is rapidly becoming one of the countries great cultural centers, boasting the unique Guthrie theater in the Round, Orchestra Hall, the Chanhassen Dinner Theater, featuring four live theater productions at all times, the Minneapolis Institute of Art and Walker Art Center. A new domed stadium awaits the sports minded and you have the opportunity to see the mighty Mississippi via riverboat. Some of the above is within walking distance of the hotel and a large new city shopping mall will be an added attraction. This is just a sample.

And God-willing I shall see you there.

Alice Brandau, Historian

Reaching the objective of the President of 8,000 members requires the involvement of every member. Membership growth is of **paramount** importance.

B. G. Coats

Need License Law Information?

For current license law information, consult the "License law update" in the April, 1983 AUCTIONEER magazine.

If you need additional information about states which have auctioneer license laws, write NALLOA. Any and all correspondence with the National Auctioneer License Laws Official Association should be sent to the address below.

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In Memoriam . . .

Gary Carmichael
Director of Association Services
National Auctioneers Association

Gary L. Carmichael, Director of Association Services of the National Auctioneers Association, passed away on Wednesday, August 31, 1983, following a brief, but fatal bout with cancer. An operation in late June, 1983, was hoped to arrest the cancer which was dected in his pancreas, but the radiation and chemotheraphy treatments given during July and August could not combat the malignancy.

Gary joined the NAA staff in March, 1979 and served primarily as Managing Editor of THE AUCTIONEER magazine. He also served as convention manager for the 1979 thru 1982 NAA conventions. He also was the correspondent on many of the matters concerning membership dues billings.

Gary was dedicated to his work and has served the NAA well. He appeared to be in excellent health, having earned the Black Belt in Karate. At many NAA functions, during the late afternoon hours, the membership would see Gary running and exercising as his health was very important to him.

Gary is survived by his wife, Kay David Carmichael; a son, Sean; his mother, Mrs. Marvin Carmichael; and a brother, Roger. His father passed away earlier in the month of August.

Funeral services were held in Lincoln on Saturday, September 3.



Gary L. Carmichael

TO: NAA members,
Board of Directors
and NAA Office Staff

Thank you for your cards and letters, phone calls, thoughts and prayers, and words of comfort and encouragement during Gary's illness and after his passing. The energy you put forth for us has been tremendous and greatly appreciated.

I don't have to tell you what a wonderful person he was. He was proud of his position and responsibilities with the NAA and cared a great deal for everyone who was a part of it. I'm so glad I had the opportunity to meet with some of you during the Las Vegas Convention.

Gary was a loving husband and a friend to all. And, we will miss him very much. Thanks again for your support.

Mrs. Kay Carmichael

In Memoriam . . .

EVERETT FIDLER

Everett Fidler, founder and president of Fidler Auction School, Orlando, Florida, died from a heart attack on September 3, 1983. He was 55 years of age.

NAA member Fidler also was a member of the Ohio Auctioneers Association and the Florida Auctioneers Association. Survivors include his wife, Virginia; four daughters and three sons. His daughter, Rena, and two of the three sons also are auctioneers.

LAWRENCE D. HASKINS

Lawrence D. Haskins, Ponca City, Oklahoma, passed away on August 10, 1983. He had been a member of the NAA since June, 1980.

WILLIAM H. FORD

The dues billing statement of William H. Ford, Bryan, Ohio, was returned to the NAA office marked "deceased 4-16-83". No additional information was offered in NAA member Ford's death. He has been a member since the early 1970s.

Real estate auction brings results

A unique California contemporary home was marketed by the auction method through Wood Bros. Realty, Lincoln, Nebraska. Conducting the successful auction was NAA member **Randy Fleming, CAI.** The interest generated by offering the property at auction was "tremendous". Two open houses were held prior to the sale, with as many as 20 people going through the home each time.

On the day of the auction 25 registered buyers attended, plus NAA treasurer **Dean Fleming** and his wife Jean. Strong attendance was particularly important because the acreage market was difficult at the time of sale, and the supply far exceeded demand in the Lincoln area.

The property had been on the market for over a year, and the offer received on auction day was the best to date. Eight days of negotiating after the auction realized a final price of $120,000. Woods Bros. is a leading real estate firm in Lincoln, selling over $70 million in the first eleven months of 1982.

FBI seeks help in locating stolen rugs and prints

The Chicago Office of the FBI is conducting an investigation of the theft of Oriental rugs and rare prints which occurred the week of August 1-5, 1983, from the residence of James Elesh, 2500 McDaniel Avenue, Evanston, Illinois.

The items are described as follows:

Rugs:

1. Heriz Rug 9.8 x 11.10 (70-90 years old) value $22,000;
2. Heriz Rug 8.10 x 13.1 (90 years old) value $25,000;
3. Kuba Rug 4 x 5 (over 100 years old) value $4,000;
4. Kuba Rug 3.6 x 4 (over 100 years old) value $8,000;

Prints:

1. Etching by James Ensor entitled **Bateaux A Vapeur,** 1888 III/III e. 64 T. 64 value $1,350;
2. Etching by Lovis Corinth entitled **Self Portrait with Wife,** (proof impression on gray paper) 1904 S. 23 value $1,500;
3. Etching by Lovis Corinth entitled **Self Portrait with Death,** (Impression #1 on white paper) 1922 M S46 value $4,500;
4. Lithograph by Kollwitz entitled **Self Portrait,** 1920 I A or B/III value $5,500;
5. Etching by Max Beckmann 1921 entitled **Self Portrait with Bowler Hat** III/III value $25,000;

If you receive any information on any of the above stolen items please contact your local FBI office or call the Chicago FBI at (312) 431-1333. The Agent who is in charge of this investigation is Special Agent (SA) Shari Kouba.

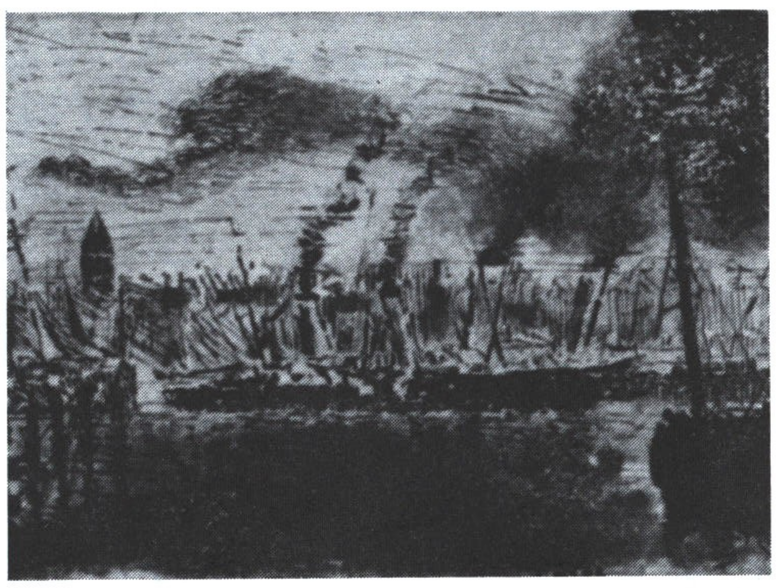
Eugene J. Connolly
Supervisory Special Agent



HERIZ RUG (rug item number one).



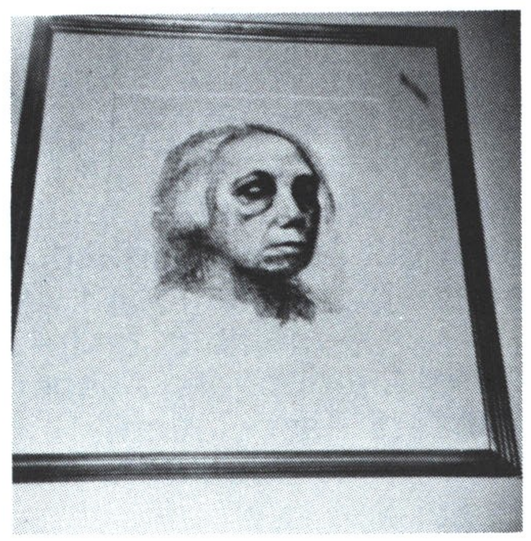
KUBA RUG (rug item number four).



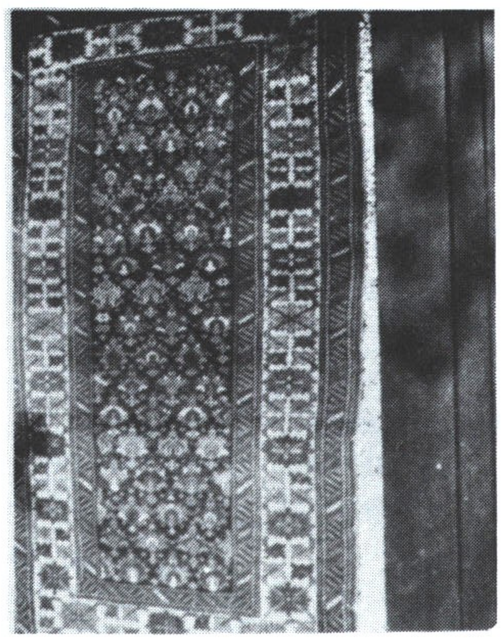
JAMES ENSOR etching.



LOVIS CORINTH etching (print item number three).



KOLLWITZ lithograph.



KUBA RUG (rug item number three).

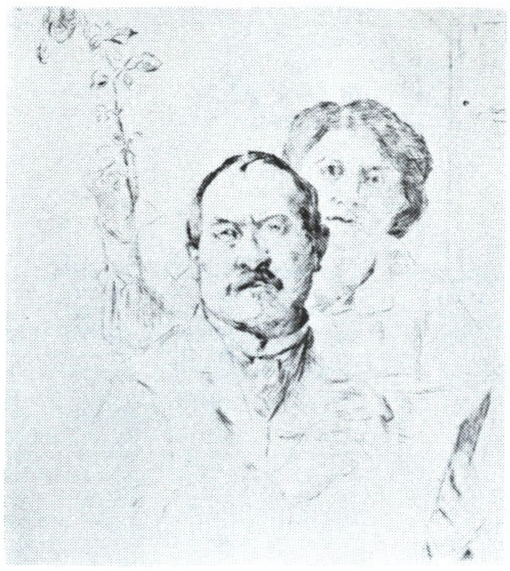


HERIZ RUG (rug item number two).

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MAX BECKMANN etching.



LOVIS CORINTH etching (print item number two).

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Source: Dallas Times Herald Continuing Market Survey, 1981, 4,000 Telephone interviews.

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Antiques by the hundreds sold in Topeka auction

A huge collection of antiques, with postcards alone counted at more than 14,000, sold in a two-day auction, held June 25 and 26, in Topeka, Kansas. Lois and Loren Hansroth indulged in their love of fine antiques for many years, accumulating a house full of fascinating pieces. The hundreds of items in Mr. and Mrs. Hansroth's collection were sold by John Woody of the Woody Auction Company, Douglass, Kansas, who was also manager for the sale.

The huge array of art glass, glassware and china included 17 perfumes and atomizers; 15 china shoes, slippers and boots; 40 assorted china pin trays and some glass; 40 toothpick holders; 50 pieces of Fostoria Rosepoint stemware; 33 collar button boxes; 18 glass slippers; 18 hatpin holders; 14 hairpin boxes; more than 50 hatpins and much more. Miscellaneous antiques included old toys and games; dolls (doll clothes and dishes); lamps, cabinets, buttons, handkerchiefs, clocks, silver items, lace razors and shaving mugs.

Paper goods included framed ornate valentines; 21 prints on rice paper; magazines, books, greeting cards, advertising items, paper dolls, 11 old books of verse, 50 antique calendars, children's books and many types of prints. The more than 14,000 postcards were of almost every description and most had been placed in plastic holders and were in very good condition. Every holiday was represented, including a large selection of Christmas.

Among the many fine milk glass pieces sold was an 1889 Hand and Dove covered dish — purchased for $95; Lincoln plaque with original ribbon, $210 and a Fox covered dish, $110. A gorgeous trio of Wavecrest boxes sold at $110 to $160; a lovely handled sweetmeat went for $55; cut glass bowl, $140; inlaid music box, $400 and a large toy truck, of iron, $100.

Valentines sold handily — one shaped as a ship brought $10 and one of a scarecrow, $25. A pair of blue glass peg lamps with etched shades were purchased for $420 and a pair of green peg lamps with rainbow shades brought $425.

In walnut, a Waterbury clock sold for $145; a burl walnut barrel front secretary brought $1100 and a toothpick and tumble-up in Amberina were $300 and $180 respectively. A mahogany shaving stand brought a top bid of $375; an N Peacock on Fence plate, $180 and a cased Pink Satin hanging hall lamp, $240. Three cameo pins sold for $15 and $30 for the smaller beauties and $200 for the large. A number of beautiful pickle castors were purchased at prices ranging from $150 to $250.

Connie Rausch

PEG LAMPS, blue glass (left), and Lincoln milk glass plaque.

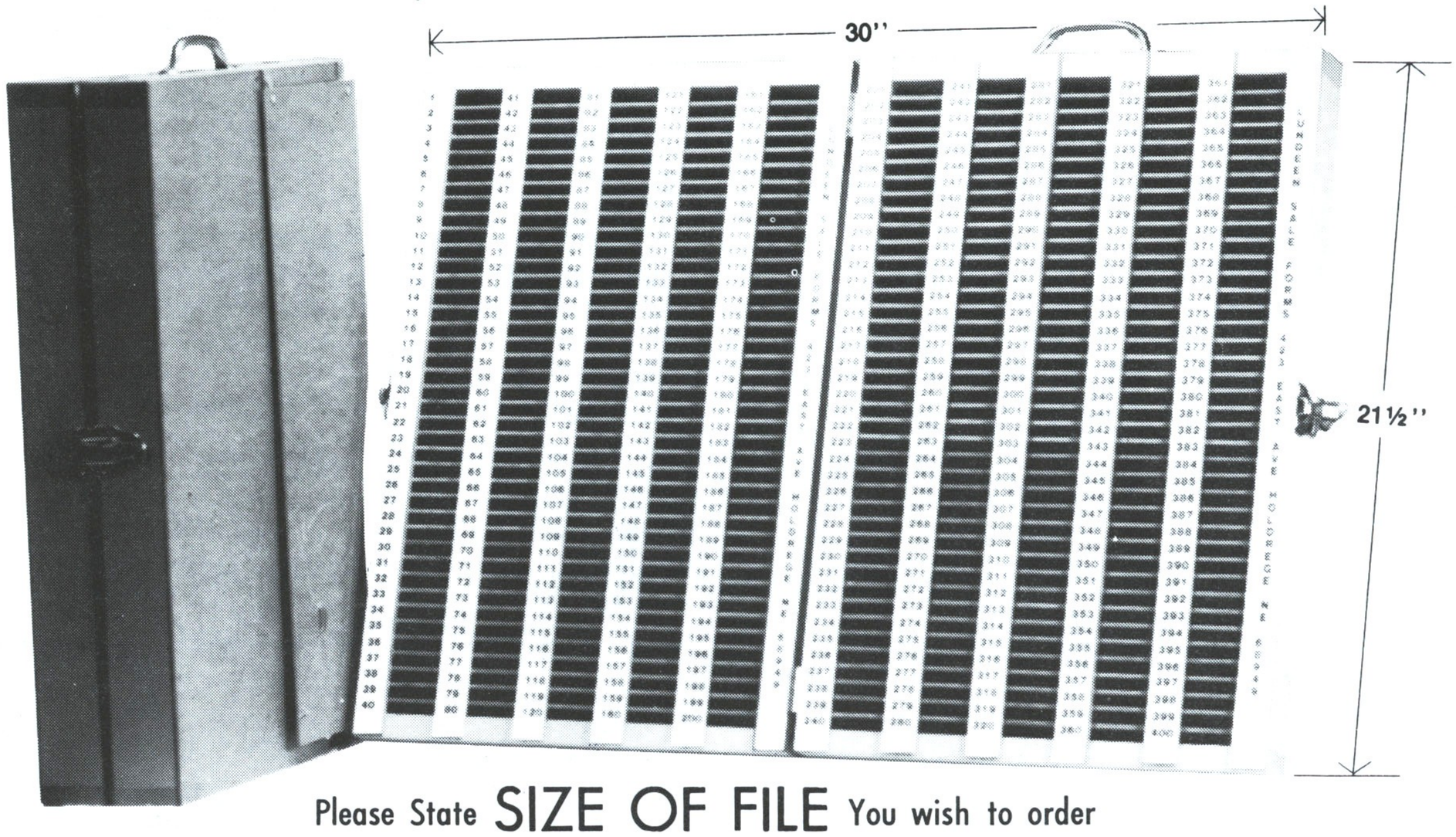
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Auction pros give their tips

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NAA member Wayne Stewart of Audubon, Iowa, submitted the article, which was written for and published in MANAGEMENT MONTHLY, the journal of the Professional Farmer, which offers tips to prospective buyers at auction. The writer, Ron Michaelsen of MANAGEMENT MONTHLY interviewed several auctioneers and though all are not members of the National Auctioneers Association, their comments should be of value to anyone involved in the auction profession (NAA members are indicated in boldface).

NAA members may wish to prepare their own "tip sheet" for distribution to sellers and buyers as a sales promotion pamphlet. The article, "Auction pros give their tips" follows:

As you glance at sale bills pinned to small town restaurant walls, you needn't feel you can't successfully participate. MANAGEMENT MONTHLY has polled some of the nation's top auctioneers, skimming off the cream of the advice for auction buyers and sellers.

Equipment. For the buyer: Check out the serial numbers on tractors and trucks, advises **Joe Durham** with Hudson & Marshall in Dawson, Georgia. The last two numbers are the year the tractor rolled off the assembly line at the factory.

Wayne Wagner of Blue Earth, Minnesota, recommends spending time with the seller. Wagner says farmers will usually tell you if there's something wrong with the equipment or what its shortcomings are. Most sellers are retiring or moving to another business in the same area and will have to live with the buyer after the sale, says Wagner.

Clarence Freese of Wellsburg, Iowa, reads the DES MOINES REGISTER machinery ads to know where to start the bidding on a piece of equipment. He advises sellers and buyers to read their major newspapers before the sale to get a price range.

For the seller: Wagner thinks eye appeal is the most important part of merchandising machinery and thinks paint and a wax job is in order. "If the equipment is older, don't paint it." But, says Wagner, "if it's fairly new, touch up the scratches."

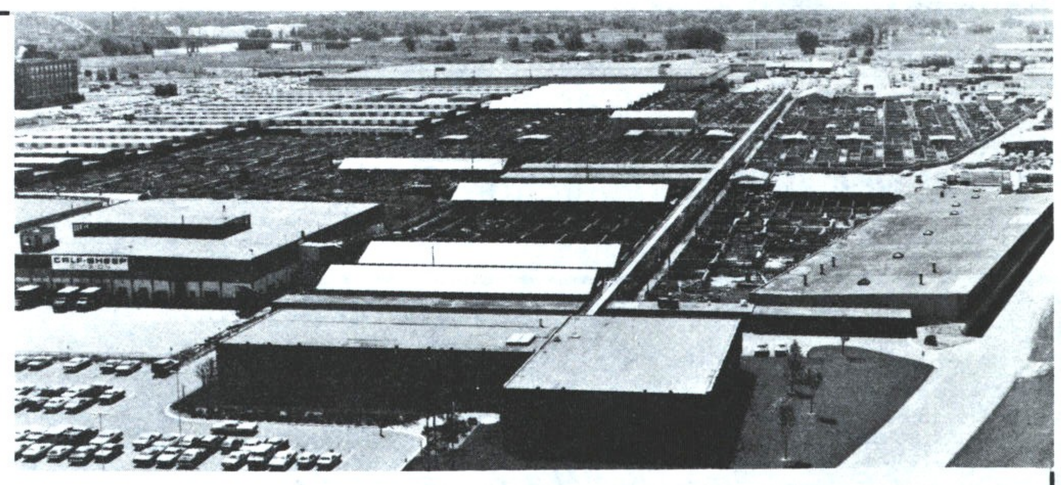
Durham says it's important the seller have a good service record and the machinery is clean. But don't paint it! "Down in Georgia, if a buyer sees a painted used piece of machinery, he thinks the seller is trying to cover something up", says the auctioneer. Just use a wire brush and wash it off.

Dearle Henry of Moberly, Missouri, thinks proper sequencing of farm machinery can help the seller get more for his machinery. "If you have two similar items, always sell the more expensive one first. There are usually two real serious bidders for one item. By selling the highest quality one first, the bid-



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der willing to pay the most will likely get that one. Then the bidder who wasn't willing to pay quite as much will get the lesser quality item for a lesser price," advises Henry.

Henry also sells matched equipment together. If the tractor and implements are all the same brand, Henry will sell the tractor first, then the equipment. "That gives the tractor buyer the chance to pick up the equipment to go with it, if he wants," says the Missouri auctioneer.

Livestock. For the buyer: If you're buying registered livestock, the auctioneer should print a catalog, says Joe Durham. He adds, "A good auctioneering firm should have catalogs printed a week or two in advance and serious buyers should request that one be sent to them as soon as the ink dries."

Paul Bader of La Porte City, Iowa, recommends buying livestock at auction just before a holiday or when the weather is good. "Everybody else is doing something else then," claims the auctioneer.

For the seller: On either registered or grade stock, the seller should do a good job of grooming and conditioning, advises Durham. And that isn't done the week before the sale. Conditioning starts 30 to 60 days prior to the sale.

Also, on the day of the sale, the livestock should be properly grouped. Durham notes, "Don't put two 800-lb. calves in with three that weight 350. That can knock several dollars off the sale price.

Farmland. For the buyer: The worst thing that can happen to a bidder is to come unprepared to buy, says auctioneer Henry. "You should go to the auction knowing full well what you can do." Henry has chaired many auctions in which a farmer could have bought the property because it went for a ridiculously low price, but the person wasn't sure he could make financial arrangements. Then after the sale, he'd find out he could have.

Wayne Stewart, auctioneer in Audubon, Iowa, recommends going to auctions at which you know the property will be sold.

Some sales must be made subject to confirmation. Stewart has sold 44 Farmers Home Administration properties in the past six months and all of those had to be sold "subject to confirmation". But says Stewart, "Unless I'm working for the government or the courts, as an auctioneer, I won't sell property if it carries a minimum price or the owner reserves the right to reject the bids."

Any sale bill that touts the words "absolute" and "no minimum and no reserve" means the property must be sold the highest bidder. Bidders at those sales come prepared to buy.

For the seller: Durham's best advice for the seller is not to panic at a land auction. It can sometimes take 15 minutes to get bids up high enough to raise the seller's comfort level.

Henry likes to hold the land auctions at the site and have the land in prime visual appearance. He thinks he gets at least one more bid on the site. "You'll see a serious bidder take one more glance around the property as I'm winding up the bidding, then nod his head one more time.

Paul Bader barks, "Advertise! Advertise! Advertise!" He claims the worst thing that can happen is not having enough of the right people show up. He also thinks a good auctioneer should set up an "open house (farm)" a week in advance and groom the prospects.

Ron Michaelsen

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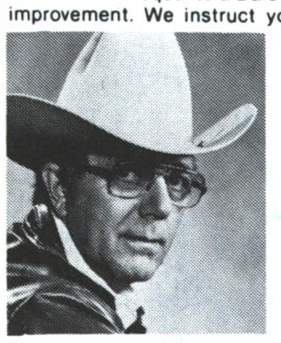
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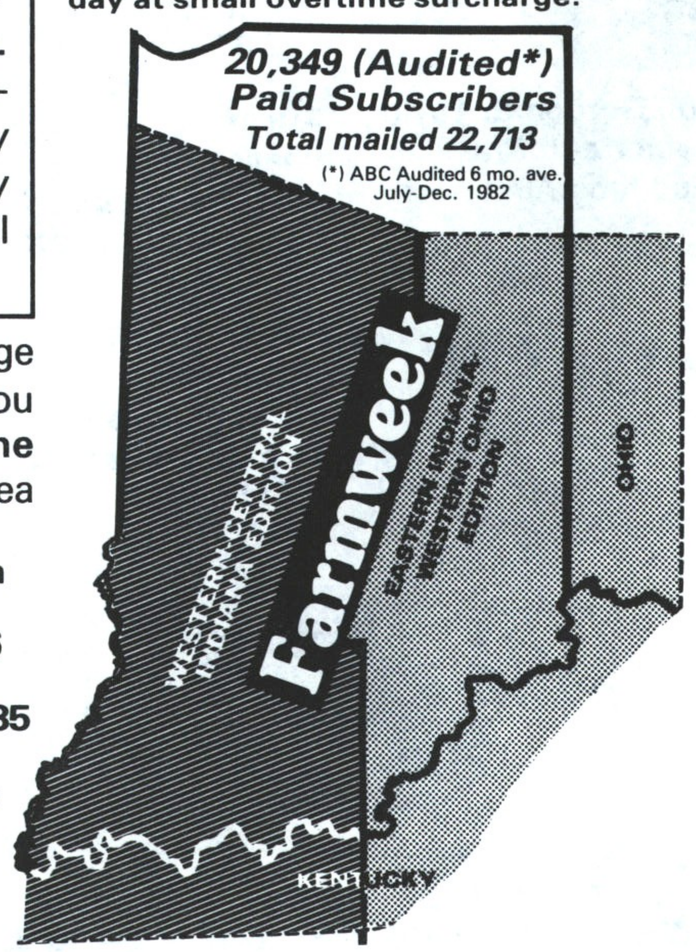
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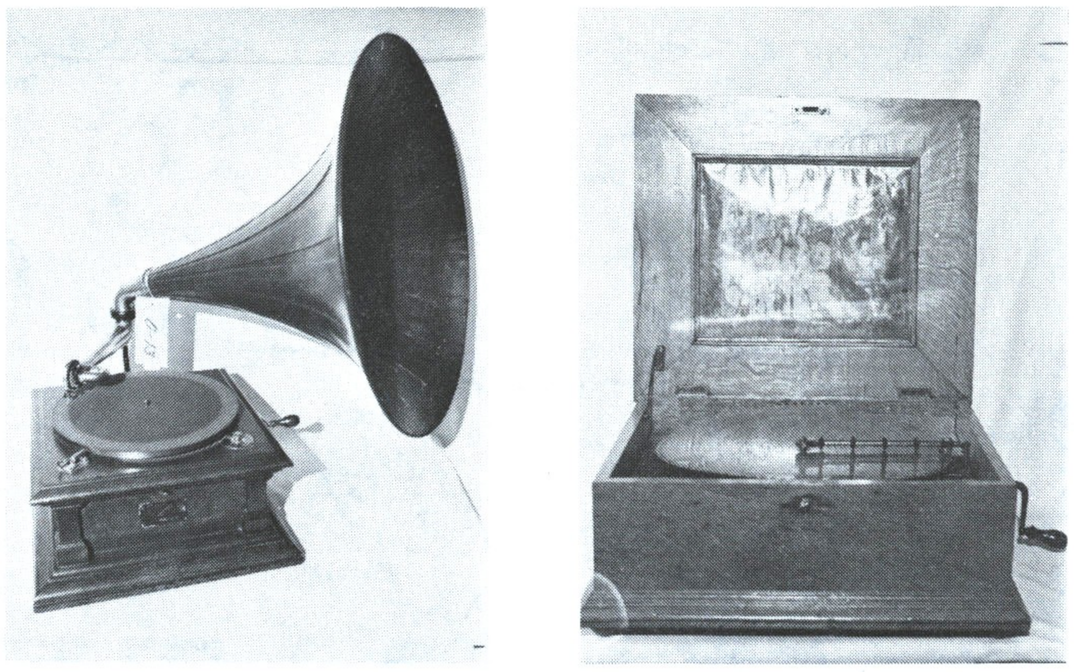
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Phonograph and record collection auctioned in Topeka

An auction devoted exclusively to phonographs, records and related items brought avid collectors from near and far to Topeka, Kansas, on June 7. Mrs. Jean McGhehey sold the sizable collection following the death of her husband, Marion A. McGhehey, who traveled extensively — purchasing pieces for his collection in many parts of the country.

John Woody of the Woody Auction Company, Douglass, Kansas, was manager and auctioneer for the sale, which included antique phonographs, records, cabinets, parts and miscellaneous items. A Columbia Graphophone, Type B 42507, brought $300 and another, type B 98513, went for $350. An Edison Triumph, model H, sold for $500; Columbia — Keywind, $240; Edison Gem, model C, $275 and $300.

Edison Home — model C reproducers sold from $180 to $240; Edison Standard — model C reproducers brought $200 and $220; and Edison Fireside Combination K, $400 and a Columbia Graphophone, type EE, $325. Among the most noteworthy items were a Regina which sold for $1025 and an Edison Bell — Duplex Grand, taken for $1300. An Edison Amberola I was purcased for $600; Gem Roller Organ, $235; Dictaphone Shaving Machine, $130; phonograph stand cabinet, $90; record cabinet with brass hardware, $575 and three other record cabinets, $65, $80, $120.

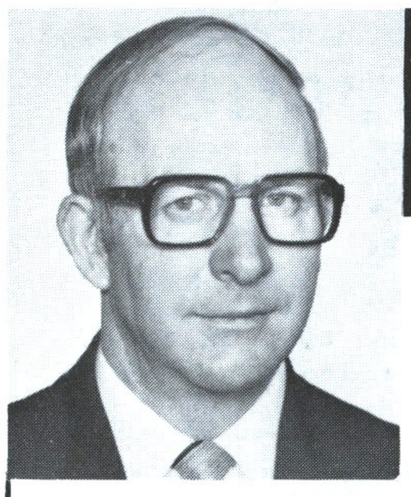


VICTOR V with oak horn, circa 1905-1914 (left), and Regina music box.

A six tune Swiss music box went for $310; Melody Player, $80; Amorette, $375; Mandolina, $550; Edison Home, no reproducer, $305; graphophone, $675; Concert Roller Organ, $375; and Edison Amberola, type S-M Model A, $850.

An Edison Amberola, model V, with front grill and back, sold for $180; Columbia Graphophone, $375; Columbia, Type AG, $900; Edison Maroon Gem, $500; Edison Gem Keywind, $260; standard talking machine, $310; Edison, model 30, $160 and Columbia Grafonola Regent desk, $375.

Bidding became busier with the presentation of



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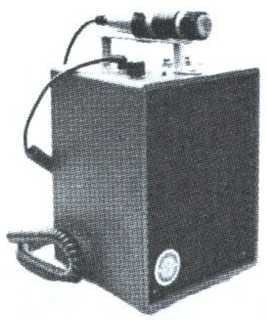
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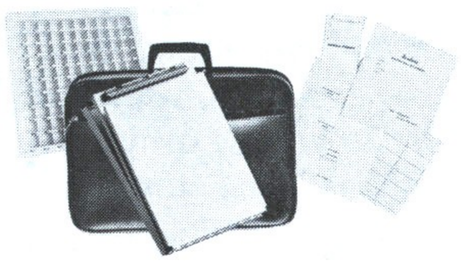


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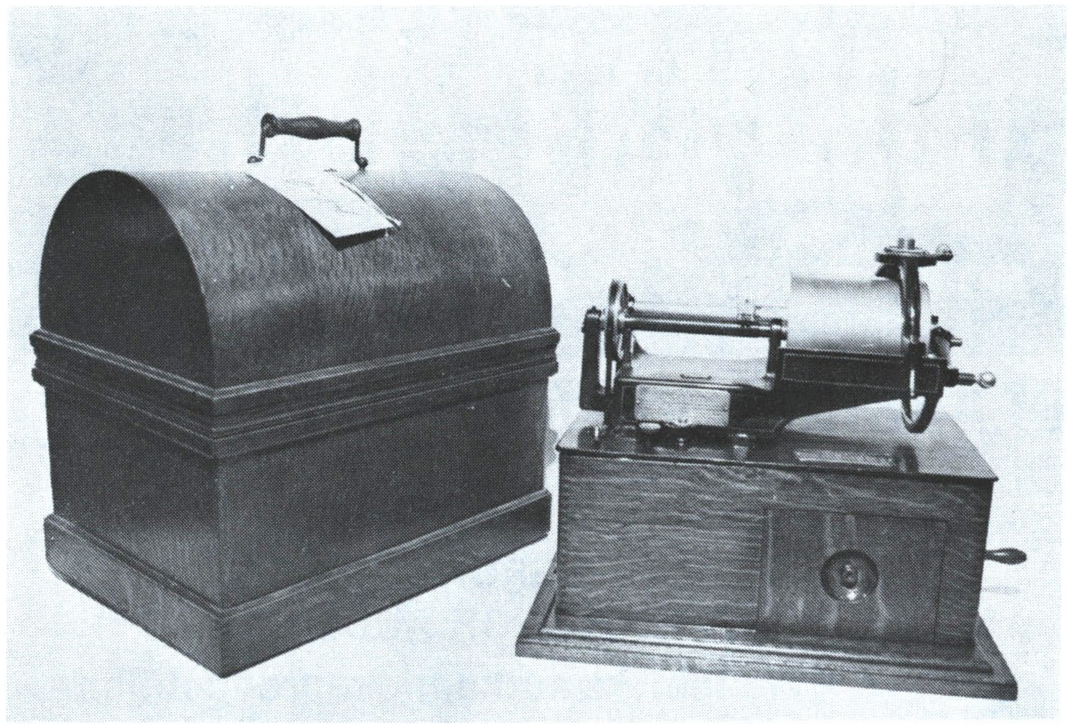
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EDISON CONCERT, 1889 model circa 1872.

an Edison five inch Cylinder, Serial number C 1872 — purchased for the top bid of $2550. Just as serious was the bidding for a Victor VIC-V, which sold for $1375 and a Victor V-II, wood horn, that went for $1200.

A brass trumpet horn sold for $15; Edison Diamond Disc, C-150, $100; Victor Disc, VV-210, $50; Fireside horn, $20; Morning Glory horn, $30 and Busy Bee horn, $55.

A few of the more interesting discs and records sold were (discs) Pink Lamberts (3), $55 each; Pink Lamberts (12), $35 each; Let Us Not Forget and the Star Spangled Banner, by Edison, $130; Presidential discs (Theodore Roosevelt, Taft, McKinley), six at $55 each; Wm. Jennings Bryan (7), $45 each and Marie Dressler Black Wax, by Edison, $51.

(Records) Seven inch Spike Jones, $10; 12 inch Edison sample records (6) for $30; box of Edison paper music, $30 and a box of brown wax cylinders, $2 each.

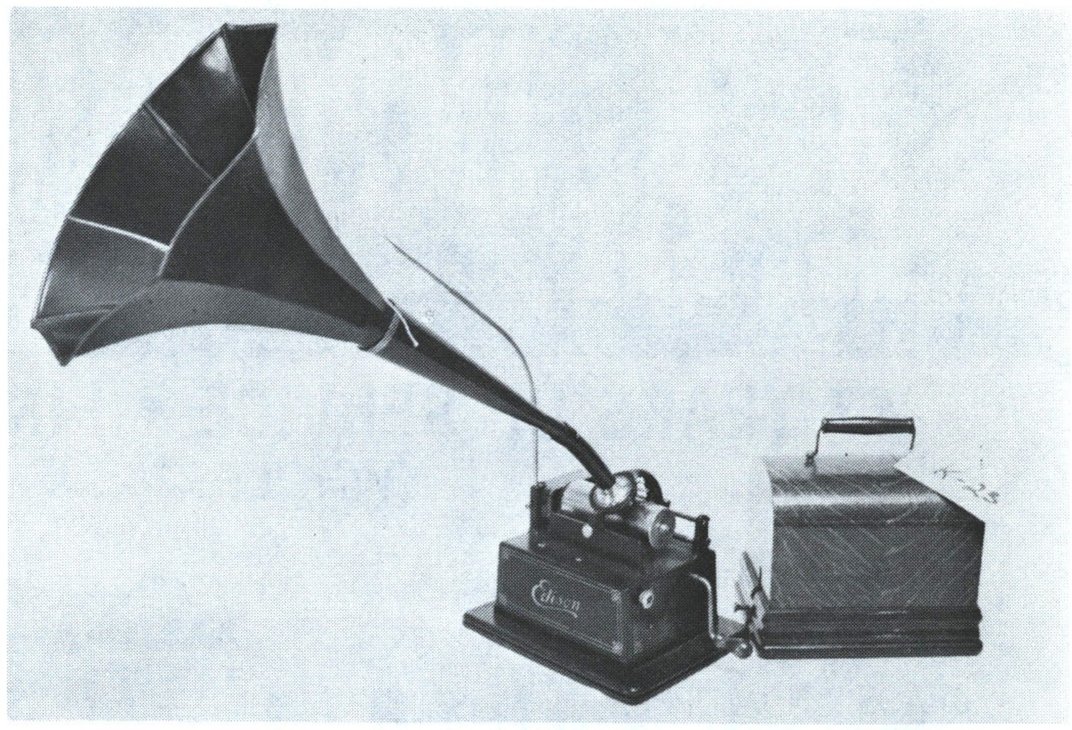
Connie Rausch

New homes sell well at absolute real estate auctions

Waterford Woods is a beautiful subdivision in Lake Country, Illinois, developed by U.S. Home. The sale of over 90 homes gives evidence to the popularity of the development which is partially surrounded by trees and contains its own private lake. Located in Lindenhurst, Illinois, Waterford Woods is just five miles northwest of Marriott's Great America. Due to the sagging economy and the rapidly increasing interest rates, sales have been slow.

On August 3, 1983, in an effort to stimulate sales, U.S. Home offered at public auction ten beautiful homes to be sold on an absolute basis. All homes contained three bedrooms and a two-car garage. Included in the sales' package was U.S. Home's 10 year limited warranty, one of the best builder warranty packages offered.

The auction was conducted by Sheldon F. Good & Company through its subsidiary Real Estate Auctions, Inc. Conventional rates of interest were available through Charter Mortgage Corp. and Continental



NEW EDISON MAROON GEM, two and four-minute K-reproducer, circa 1909.

Bank of Illinois. Over 350 people attended the auction, many with the $3,500 certified or cashier's check needed to bid at auction.

The total sales volume generated at the auction was $676,000. Three models were available including the Riverwood, a tri-level home with 1466 sq. ft. of living space; the Lakewood, a split level with 1665 sq. ft. of living space, and the Maplewood, a 2 story home with 1407 sq. ft. of living space.

$1,034,000 from Bolingbrook Auction

As interest rates continue to rise, more and more home buyers are forced to temporarily drop out of the market. Fortunately for 20 successful buyers there was an auction of fine homes at the U.S. Home Cherrywood East development in Bolingbrook on August 17, 1983.

U.S. Home has been an innovator in offering quality housing at affordable prices by using the Real Estate Auction as a creative marketing technique. Homes that might otherwise have remained in builder inventory have been sold quickly.

The auction was held at the Holiday Inn-Willowbrook with over 300 people attending the auction. These fine homes all contained three bedrooms and each had a two-car garage with up to 1671 square feet of living space. Financing was available with interest rates ranging from a Graduated Payment Adjustable rate mortgage at an initial 10.25% with an actual 13.875% interest rate up to fixed rate mortgages of 14.25 for 30 years.

Bidding was active and the total sales volume for the sale was $1,034,000. The first 12 homes were sold on an absolute basis with the remaining eight homes being sold with reserve subject to the sellers acceptance for 24 hours. Prices for these fine homes ranged from $64,000 to $47,500.

This was the 40th auction conducted by Sheldon F. Good & Company in the last twelve months for a total sales volume of $75,000,000. Sheldon F. Good & Company has been very active both in state and out of state with recent auctions being held in San Antonio, and Corpus Christi, Texas and Gulfport, Mississippi. For further information on future auctions, call (312) 630-0915.

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Miami, FL	Ramada Inn—North	16805 N.W. 12th Ave.	January 30, 31, February 1
Atlanta, GA	Holiday Inn—South	6288 Old Dixie Hwy.	February 6, 7, 8
Charleston, SC	Holiday Inn—Airport	I-26 & W. Aviation Ave.	February 13, 14, 15
Roanoke, VA	Best Western Coachman Inn	Exit 44, I-81 U.S. 220 North	February 20, 21, 22
Wash./Balt.	Holiday Inn—Laurel	Exit Wash./Balt. Pkwy. @ 198 West	February 27, 28, March 1
Hartford, CT	Ramada Inn—Wethersfield	1330 Silas Deane Hwy.	March 6, 7, 8
Boston, MA	Holiday Inn—Waltham	455 Totten Pond Rd.	March 28, 29, 30
Syracuse, NY	Syracuse Airport Inn	Hancock International Airport	April 3, 4, 5
Pittsburgh, PA	Holiday Inn—Parkway West	Rt. 22 & 30 Montour Church Rd.	April 10, 11, 12
Cleveland, OH	Holiday Inn—Airport	16501 Brookpark	April 16, 17, 18
Detroit, MI	Ramada Inn—Metro Airport	8270 Wickham Rd.	April 24, 25, 26
Columbus, OH	Howard Johnson—North	999 E. Granville Rd.	May 1, 2, 3
Des Moines, IA	Holiday Inn—North	3501 E. 14th St.	May 22, 23, 24
Minneapolis, MN	Airport Inn	7800 34th Ave. South	May 29, 30, 31
Denver, CO	Holiday Inn—East	13800 Colfax	June 5, 6, 7
Milwaukee, WI	Ramada Inn—Downtown	633 W. Michigan	June 12, 13, 14
Kansas City, MO	Ramada Inn—Independence	4141 S. Noland	June 20, 21, 22

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The highlight auction of over 41 years as an auctioneer!

The auction, considered the "Highlight Auction" of over 41 years in the auction business, was held on a farm near Freeborn, a small town in south central Minnesota. Don Babbitt of Alden, Minnesota, was the auctioneer. NAA member Babbitt worked with NAA member Wayne Pike, CAI, of Princeton, Minnesota and Don Wangen of Albert Lea, Minnesota.

The gross monies, perhaps, was not the largest, but the auction was very unusual in many respects. The Peterson family had lived on the farm since 1866 and had seldom thrown anything away. The last surviving member of the family is the "Kid," Jim Peterson, 93 years of age.

The items included a 1934 Case tractor on steel wheels; Jim's brother Victor's old, used toothbrush and holder from World War I, a wide range of merchandise. Victor Peterson's toothbrush and holder brought $8.00. Few people needed a used toothbrush!

It was Don Babbitt's third auction for the Peterson family. In 1958 Don's father and he sold the family's dairy cattle and in 1967, sold their machinery. Jim and Vic were never married and their dairy cattle were their lives. The brothers had a standing rule: no heifers were to be bred until they were three years old. Big cows? You bet they were.

The unusual thing about the final auction is that it brought in more gross dollars than the dairy and the machinery auctions, which may indicate that people are still paying more dollars for things they don't really need, than for items they can use.

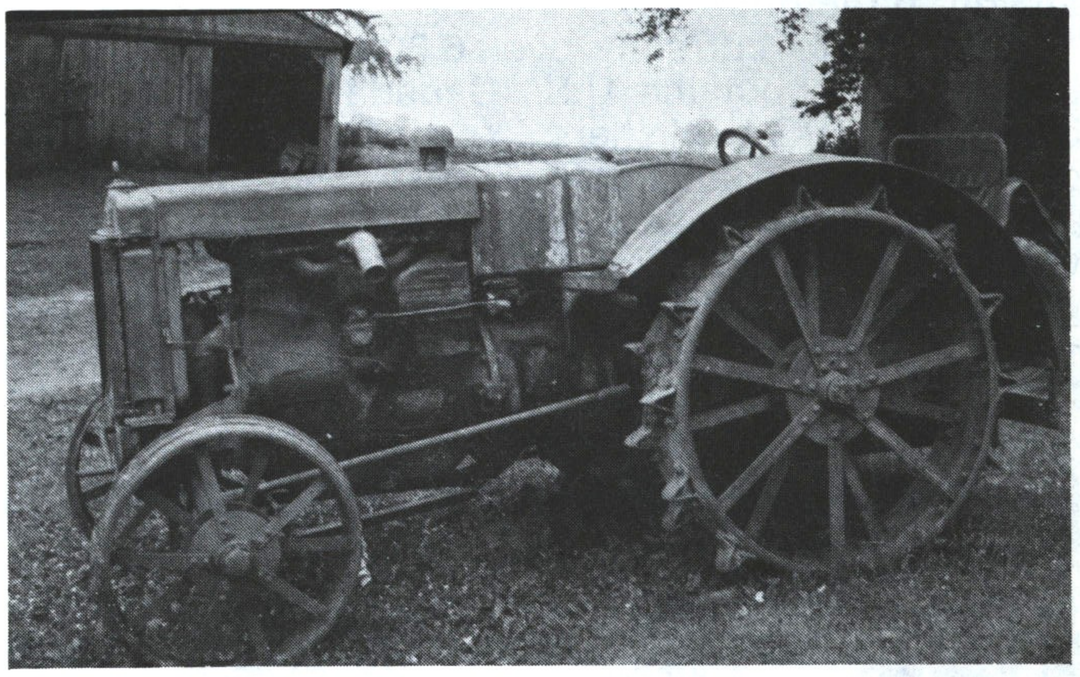
Highlights and prices of the auction included a 50-gallon Red Wing crock with a hair line crack — $200; two copper mash cookers for a whisky still — $75 and $65; a wooden top-filled flour bin with fold-down work area (found in an out building and had not been used in the family home for at least 65 years) — $450; a Sears, 12 h.p., two-cylinder marine

SECRETARY, which sold for $680, and Red Wing Crock, with hairline crack, which sold for $200.





"THE KID" Jim Peterson, at the "Highlight Auction", conducted by NAA member Don Babbitt, standing next to a unique auction item, a top-filling flour bin.



1934 MODEL L Case, steel wheel tractor brought a good price.

engine, purchased about 1904, — $205; and the brass prop sold separately for $65. The marine engine powered a homemade launch built by "the kid" Peterson's father in the late 1800's, which carried 20-odd passengers on Freeborn Lake, a lake, which is now a duck marsh. The cost to ride on the boat was 5¢ (kids free). The engine was found in the hog house under a corn cob pile, still in good condition.

Other household items brought prices of: an old secretary, $680; a coats spool cabinet (fair condition), $340; round oak table with claw feet, $750; two wood wagon wheels, $120; International Harvester spring seat, $120; 1934 Case steel wheel tractor, $1,275; and a New Idea horse drawn manure spreader, $380.

The auctioneers conducted two auctions at the same time. It not only helped complete the auction a little earlier, but as in many cases there were two types of items and it gave the bidders and buyers a choice. Customers, who always want their items sold first were satisfied.

Four hundred and eight numbers were registered and many were buyers from several states.

The Peterson auction was not a big money auc-

tion, though the family was extremely pleased. The auction brought $17,658, but it will always live in the memory of Don Babbitt — just as will the auction he had with Wally Laumeyer (NAA Director) several years ago where they finished the sale by selling the manure pile.

NAA member Babbitt said, "I know there are many auctioneers who have had similar type auctions, but for you auctioneers who have never had the opportunity, I hope in your years ahead you will be blessed with one with all the history, local interest and family to help make it a memorable event in your life!"

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Missouri Auction School's August Class Graduates 94



NINETY-FOUR STUDENTS, representing 24 U.S. states and Canada, attended the August, 1983, class of the Missouri Auction School. Administrative and instructional staff members pictured above include, left to right, front row: Betsy Leonard, office staff; Billy Long, instructor; Dean Cates, instructor; Paul Dewees, Vice President, L. H. "Bing" Carter, instructor; Boyd Michael, Registrar; R. W. "Dick" Dewees, President; Gary Ryther, instructor; Susan Stuke, instructor; and Steve Hobick, office staff. Instructors not pictured: Daryl Ball, C. E. "Chuck" Cumberlin, Neal Davis, Robert Purinton and Stanley Stout.

Whose duty is it:

To see that the NAA is run the way that it should be,
To see that dues are collected,
To see that the proper records are kept of NAA proceedings,
To see that the NAA goes ahead in membership,
To keep members from dropping their NAA membership,
To carry friendship, fellowship, dedication to the NAA members,
To see that the NAA forges ahead and does not lag behind.

Whose duty is it? In plain words, it's yours and mine. We elect our officers, we appoint our committees and most attend our national convention. But have we done everything that we could and should do? It does not require much of our attention. Such little things as courtesy, friendliness, a helping hand, a smile, constructive ideas and plans, these are some of the things that we can do that perhaps the NAA is in dire need of. Think about it and do something.

B. G. Coats

75.8% of women-owned businesses are sole proprietorships. They accounted for 22.8%, or $9.5 billion, of the gross annual receipts generated by women-owned businesses.

8,000 in '84

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B. G. Coats

The Lighter Side . . .

Wife to husband, "Don't listen to what I say, listen to what I mean."

FAULTY PRODUCT

The little girl, watching her mother rub beauty cream onto her face asked:

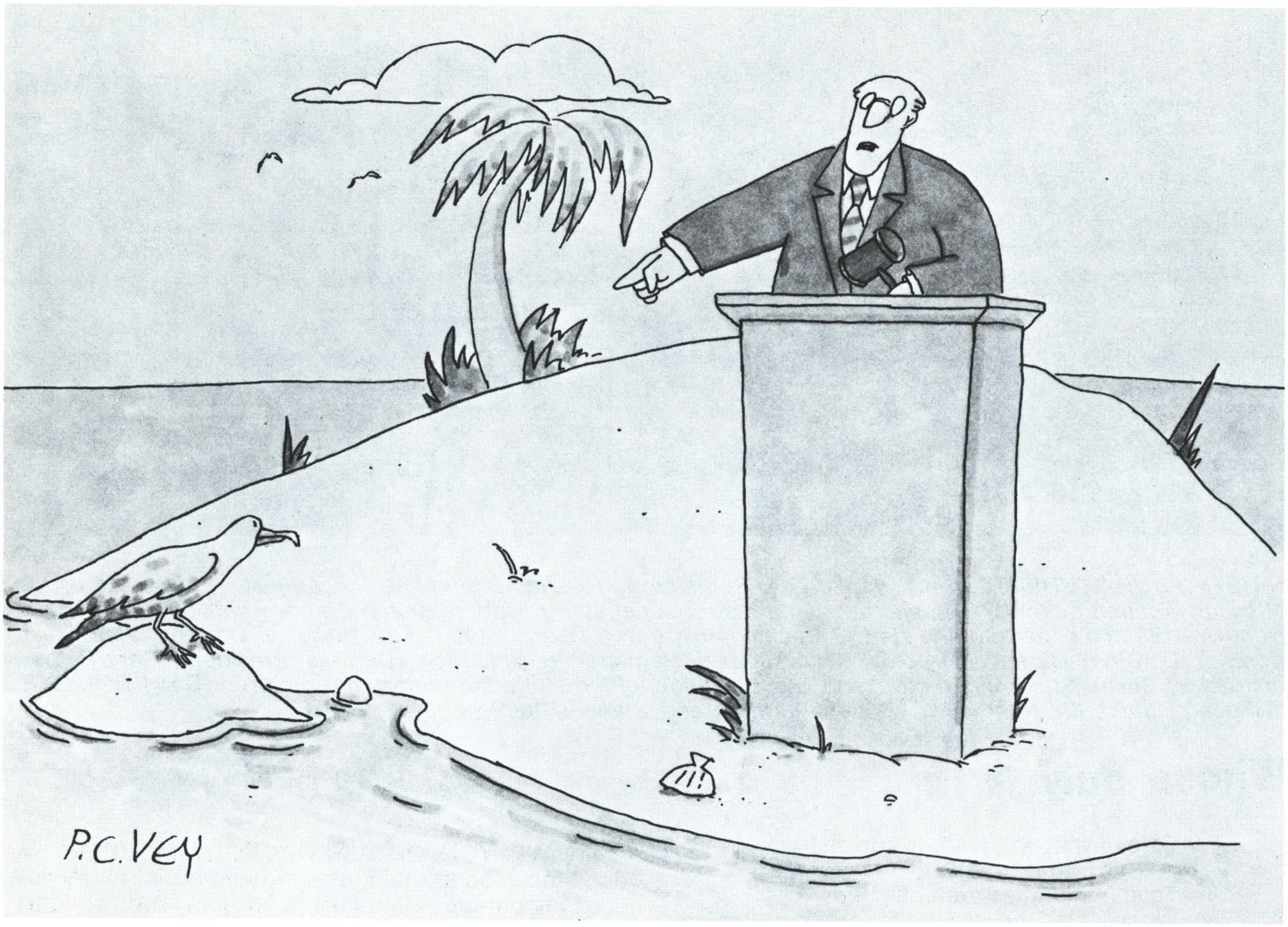
"Mommy what's that for?"

"It's to make me beautiful, darling," mother replied.

She watched in silence until mother began wiping the cream off, then said;

"It didn't work, did it?"

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Source: 1982 Scarborough ALS

State Association Conventions — Dates and Locations

Convention Dates	State association	Hotel/motel and city	State Association contact
October 29-30	Idaho	Red Lion Inn, Boise	Darrel M. Johnson
November 6	Alabama		John P. Horton
November 6	Vermont	Burlington	Thomas Hirchak, Jr.
November 6-7	Illinois	Holiday Inn, East Peoria	Harlan Henderson
November 6-7	New York	Syracuse Marriott Inn, Syracuse	Duane E. Gansz
November 10-13	California	Capitol Plaze, Holiday Inn, Sacramento	Elizabeth Blades
November 12-14	Indiana	Airport Inn, Indianapolis	Harry E Buckles
November 12-13	Iowa	Red Fox Inn, Waverly	Margaret Bloomer
December 4-5	Tennessee	Holiday Inn-Briley Parkway, Nashville	Danny MacDonald
December 10-11	Florida	Miami Beach	Jim Gall
January 6-8, 1984	Virginia	Sheraon Inn-Military Cr., Norfolk	Barry Cole
January 12-13	Pennsylvania	Harrisburg	Kerry Pae
January 13-14	Michigan	Long's Convention Center, Lansing	Richard Brodie
January 14-16	Ohio	Stouffer's Dublin Inn, Columbus	Thomas A. Baier
January 21-22	North Carolina	Burlington	Harvey L. Tate
January 21-23	Minnesota	Holiday Inn Downtown, Mankato	Patrick Ediger
February 16-18	Montana		Robert McDowell
March 9	Kansas	Holiday Inn, Hutchinson	Rex B. Newcom
April 29-30	Kentucky	Lexington	Danny R. Ford
June 8-9	Texas	Marriott, 6121 I 35 N at US 90, Austin	K. L. Espensen

State auctioneers associations provide the above dates, cities, and meeting facilities for their conventions. For more information about the above meetings, contact the respective state association directly.

Mendenhall School of Auctioneering Graduates 78 in August



SEVENTY-EIGHT STUDENTS graduated from the Mendenhall School of Auctioneering during the August, 1983, term. The 78 represented 15 states, spanning the United States from California to New Hampshire to Florida, and Canada. Administrative and instructional staff pictured above from left to right: David Blake, staff assistant; Bill Yonce, CAI, instructor; Forrest Mendenhall, president; Betty Jo Mendenhall, secretary; and Doris Andrews, secretary. Instructors not present when the photograph was taken: Stony Bolton, Joe Byerly, Harold Craven, Herman Crawford, Morris Fannon, Nick Fisher, Larry Hedrick, Jake Horney, George Jones, Jerry King, Bill Lanier, Archie D. Moody, CAI, Phil Vivano, Jim Owen, Dan Williams and Carson Womack.

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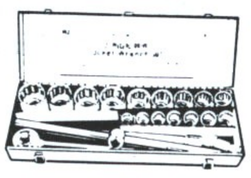
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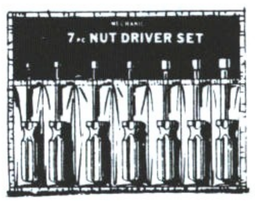
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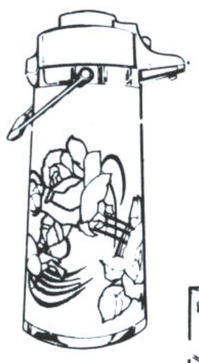


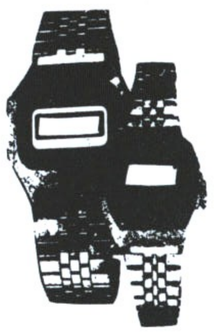






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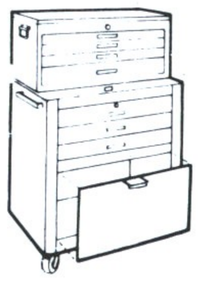
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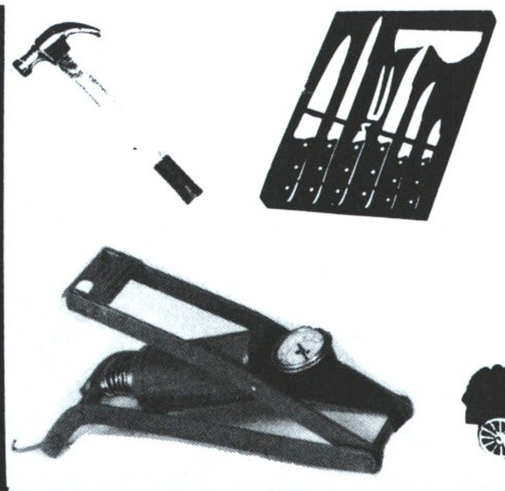




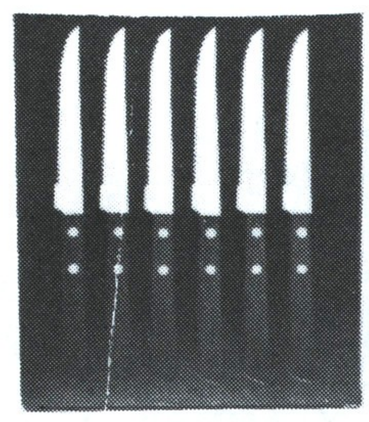


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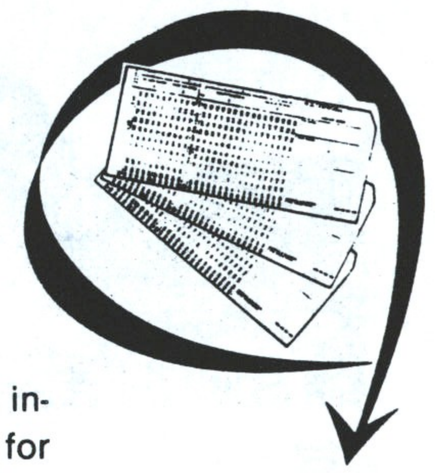
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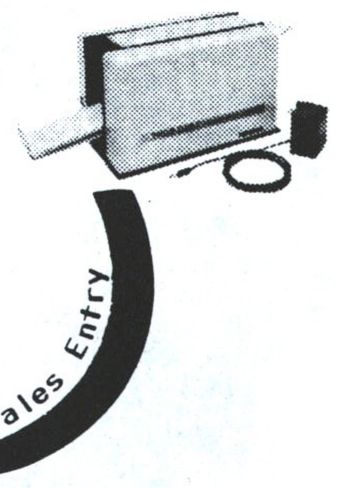
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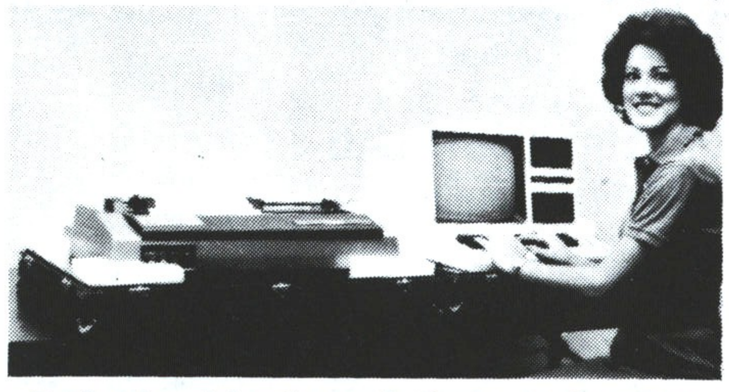


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Mason City College of Auctioneering — June, 1983



THE JUNE, 1983 GRADUATING CLASS of the Mason City College of Auctioneering, Inc., Mason City, Iowa, included the above pictured 48 students.

Booster Club

The NAA members and friends whose names appear within their respective states have each contributed $10 to have their names appear four times annually (January, April, July and October) in support of THE AUCTIONEER magazine.

ALABAMA

C. A. Cole—Tuscaloosa
John A. Gonder—Birmingham
Daniel Holland—Rogersville
Maxwell E. Jones—Dothan
J. Craig King—Gadsden
James A. McCall—Mobile
Norman D. Richardson—Pleasant Grove
Ray Webster—Guin

ALASKA

Homer R. Beedle—Juneau
J. H. Bolt—Anchorage
Van M. Bowman—Fairbanks
Andrew S. Hess—Anchorage

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James E. Connolly—Sun City
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Merle Yoder—St. Johns
David Yoke—Glendale

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W. K. Murdoch, CAI—Mountainburg
Brad Wooley—Little Rock

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Donna Lewis—Red Bluff
George Liebscher—Witter Springs
Harry Olsen—Sacramento
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Ronald C. Reed—Santa Clara
Lupe Rodriques—Fullerton
Stamper Skeeters—Santa Margarita
Ruth M. Smith—Santa Clara
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Bob Young—San Jacinto

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Don Haswell—Brighton
Cookie Lockhart, CAI—Steamboat Springs
Si Lockhart—Steamboat Springs
Jack Salisbury, CAI—Ft. Collins

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Milton R. Crosby—Sharon
Phil Jacquier—Norfolk
David Josko—Fairfield
Seymour Manheimer—New London
Richard Mather—N. Granby
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John McKale—Wilton
Joseph Pari—Hamden
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William Catlett—Jensen Beach
W. P. Drake—Port Charlotte
Al Fichtner—Daytona Beach
Lamar P. Fisher—Pompano Beach
L. B. "Benny" Fisher, CAI—Pompano Beach
Mitzi Anderson Fisher—Pompano Beach
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Jim Gall, CAI—Miami
Fred Hullett—Miami
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A. R. McGowen—Mt. Dora
Robert C. Moates—Naples
Al Pieper—Davie
Richard Rosedale—Miami
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Vince Simmons, Jr.—Lakeland
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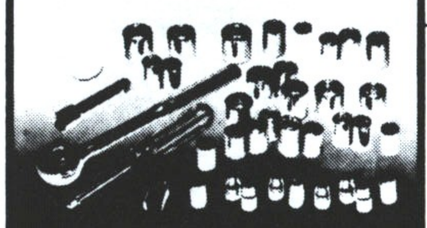
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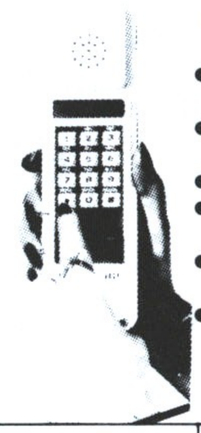
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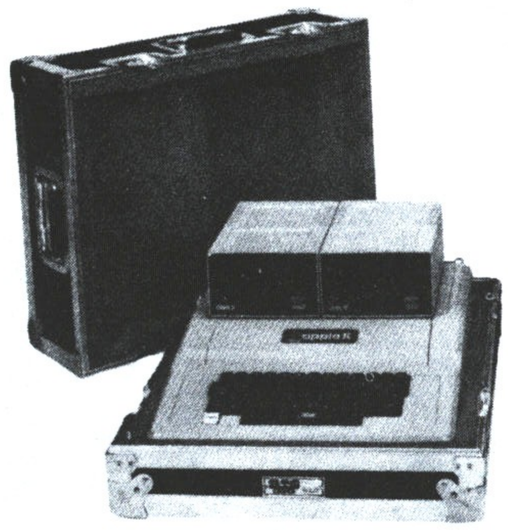
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Auxiliary to the NAA

Advertising Rate Schedule — THE AUCTIONEER MAGAZINE

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

	One (1) time	Six (6) times	Eleven (11) times
Full page	$160.00	$155.00	$150.00
Half page	80.00	77.50	75.00
Quarter page	40.00	38.75	37.50

Column inch: $8.75 per column inch — column is 21 picas wide (3½ inches).

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

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

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

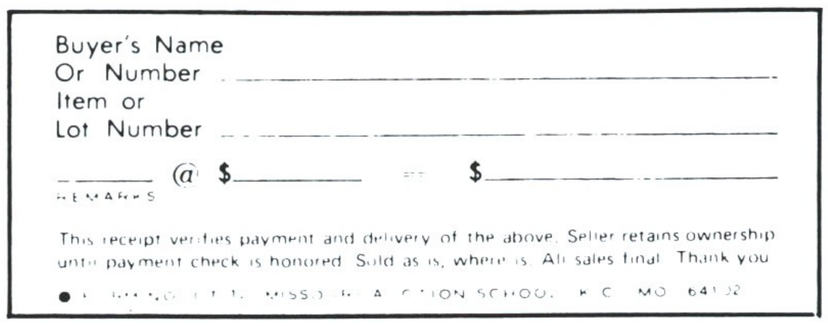
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3. **AGENCY COMMISSION:** Agencies must add amount of commission to stated rates above and collect from advertiser.
4. **COPY AND CONTRACT REGULATIONS:** The editor reserves the right to reject any advertisement. No cancellations accepted after closing date (see item 7). If advertising is discontinued before completion of contract, short rates for space will apply.
5. **MECHANICAL REQUIREMENTS:** Printed offset. Trim size: 8½ by 11 inches. Number of columns: two (21 picas wide columns). Binding method saddle stitched. Colors available: black on white and upon consulation with editor, second, or issue color.
   Dimensions for ad space: Full page — 7¼ by 9½ inches: Half page — 7¼ by 4⅝ inches; Quarter page — 3½ by 4⅝ inches or 7¼ by 2¼ inches.
6. **CAMERA READY ART ONLY.** All advertising submitted to the NAA office for publication in THE AUCTIONEER must be fully composed, "camera ready" artwork. The NAA office will not prepare or make changes in your advertising. Changes received as camera ready art will be prompty incorporated in your advertising in the next available issue. Any questions about this NAA publication policy should be directed to the NAA office before submitting your advertising.
7. **ISSUE AND CLOSING DATES:** Published monthly (11 times annually) with the exception that an August issue is not published. Issued on the first of the publication month. Deadline for ad copy is the first of the month preceding publication date.
8. **SUBSCRIPTION AND SINGLE COPY:** One year's subscription to THE AUCTIONEER is $18, and only open to non-auctioneers. Single AUCTIONEER copy is $1.75. Subscriptions and issues available only from the NAA office.
9. **ADVERTISING DISCLAIMER:** Products or services advertised in THE AUCTIONEER are in now no way endorsed by the National Auctioneers Association. Simply because a product or service appears in the NAA's official publication, that appearance does not imply an NAA recommendation of the product or service over any other. Problems encountered with an AUCTIONEER advertiser should first be directed to the advertiser for satisfaction. If the problem remains, then the NAA office should be notified.

Submit all advertising to: The National Auctioneers Association, 135 Lakewood Drive, Lincoln, NE 68510-2487. Phone: 402 489-9356.

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



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

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

  9,000 Tickets (1-3 White, Canary & Card) $27.50
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  36,000 Tickets (1-3 White, Canary & Card) 98.50

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

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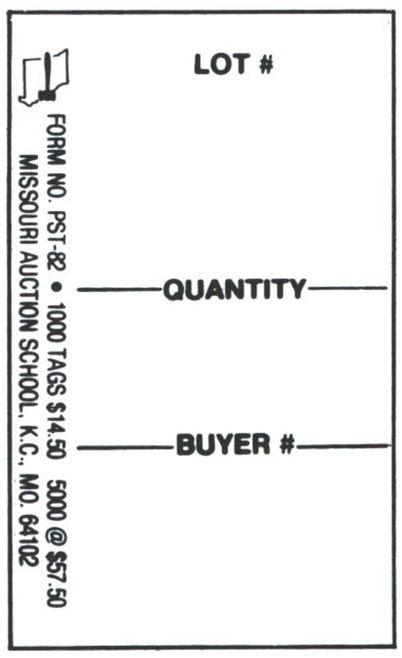


- **100 SLOT SMOKED PLEXI-GLASS CLERKING TICKET FILE**

  Overall size 23"x16"x4". Slots are 2⅜" x ⅞" x 3½". Handle for easy carrying or nail to a wall for permanent installation.

  Slots numbered 1 to 100 plus A to Z ..... ONLY $59.95

- **GUMMED BACK TAGS — Form No. PST-82**
  Sticky back pressure sensitive auction equipment tags with space for lot number, quantity and buyer number. 1½x2½".
  Roll of 1,000 tags—$14.50 5,000—$57.50
- **EQUIPMENT LOT TAGS — Form RHT-83**
  Card stock tags with reinforced hole. 1½x3". Space for lot number, quantity and buyer number.
  1,000—$16.50 5,000—$67.50
- **WIRES FOR EQUIPMENT TAGS, 12" LONG**
  1,000—$10.00 5,000—$47.50



- **BUYER CARDS . . . Form No. BC-70**

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

  1,000 Cards....$9.50 2,500....$22.75 5,000....$44.75

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

  8½x11", 50 sheets per pad. Space for buyer's number, name, address, phone and other information.

  $2.00 per pad, 10 pads at $1.50 ea., 20 or more at $1.25 ea.

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- Astatic Model 957L Anti-Feedback professional ball type dynamic cardiod microphone with on-off switch, detachable 10 foot coiled cord, and built in windscreen.
- Deluxe padded shoulder strap.
- Full range six inch baffled speaker.
- Tough, attractive reinforced vinyl "Mule Hide" covering with metal corner protectors.
- Space age solid state amplifier.
- SPECIFICATIONS: Batteries: Eight "D" size flashlight batteries (not included) (Alkaline batteries will give many hours of extra service).
- DIMENSIONS: 7¾" High x 6" Wide x 7¼" Deep.
- WEIGHT 4 LBS., 14 OZ.
- There is a two year repair or replace warranty on everything except batteries.

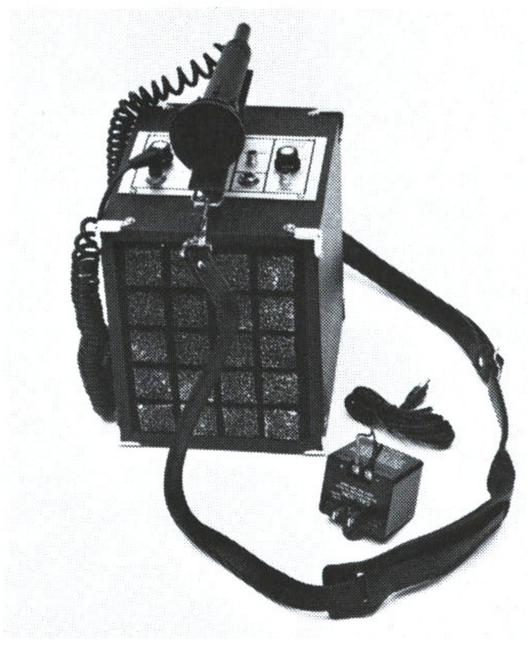
List Price: $395.00 .... **Auctioneers Cost: $237.00**

COLONEL® 2

The COLONEL 2 has the same features as the COLONEL 1 plus:

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

List Price: $570.00 **Auctioneers Cost: $342.00**





COLONEL® 3

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

- Storage Compartment in back to carry recharger, microphone and cord.
- Slightly larger speaker baffle area with port hole.
- DIMENSIONS: 9⅜" High x 6" Wide x 7¼" Deep.
- WEIGHT: 7 LBS., 6 OZ.

List Price: $595.00

Auctioneers Cost: $357.00

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