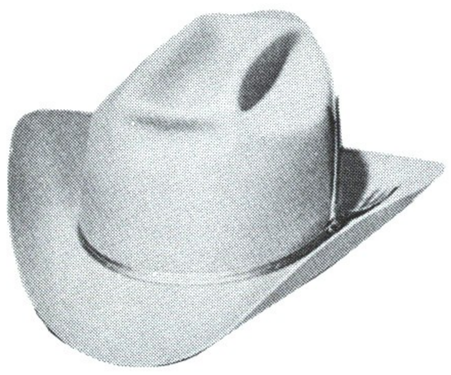
THE AUCTIONEER

The Magazine of the National Auctioneers Association ● September, 1981



Howard Buckles, right, accepts the NAA President's Gavel from past president C. E. "Chuck" Cumberlin, at the 1981 Las Vegas convention.

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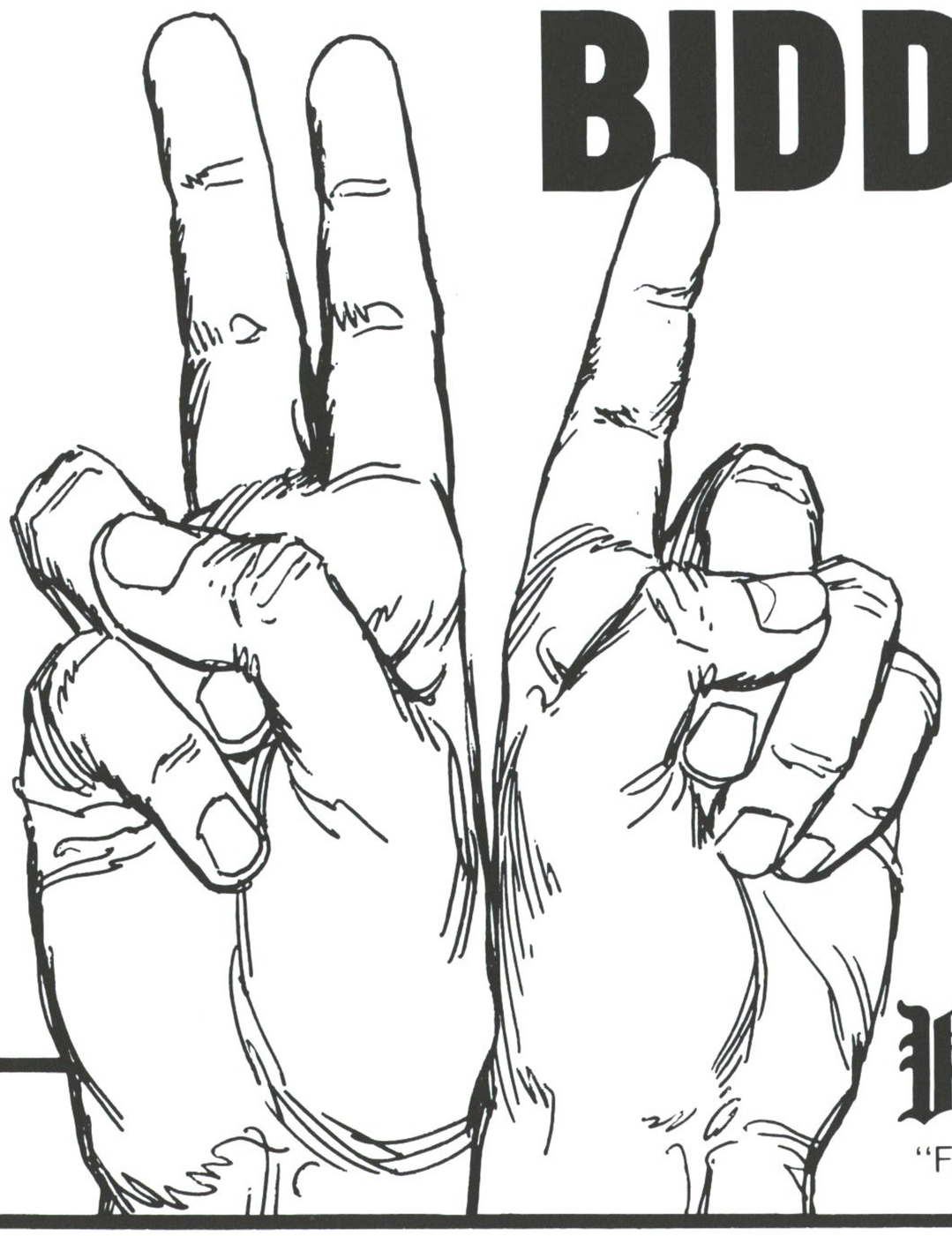
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Letters to
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In cooperation with the U.S. Postal Service, the NAA headquarters office has begun using the "zip plus 4" code in the official mailing address. When you correspond with the NAA office, please use the address below.

National Auctioneers Association
135 Lakewood Drive
Lincoln, NE **68510-2487**

It is possible that you may see the NAA address with a different "zip plus 4" code on our business reply mail, for example. Please be assured that the above address is the one you will use to write your headquarters staff, even though the NAA office must use a different "zip plus 4" on specific other mail.

Also, the mailing address for NALLOA, National Auctioneer License Laws Official Association, now includes the "zip plus 4" code.

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Lincoln, NE **68503-0042**

Do you know these auctioneers?

The NAA office has made repeated and varied attempts to contact the following NAA members, so that the AUCTIONEER and other Association mail can be delivered to them. If you know any of the people listed below, please have them **contact the NAA office as soon as possible.** If no correct address can be determined for the NAA members listed below, they will be **removed from the NAA mailing lists.**

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Occasionally the NAA office receives inquiries about specific auction services. Since the NAA office cannot recommend one member over another, the inquiry was directed to the auction section of their local phone book. However, in the future, inquiries about specific auction services will be published in THE AUCTIONEER magazine.

Below are letters received at the NAA office asking for auctioneers or auction services. The person in the letter has been informed that their letter will appear in THE AUCTIONEER; and that they can expect to be contacted by NAA members.

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Harry A. Gorban
Thrifty's Home Centers
1750 Boston Post Road
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J. Stevenson
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THE AUCTIONEER

SEPTEMBER, 1981 **Volume XXXII, Number 8**

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

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

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

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

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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NAA pride and progress will continue

By Howard Buckles, President
National Auctioneers Association

(The following article by president Buckles is excerpted from his acceptance speech during the presidential banquet, August 1, at the NAA Las Vegas convention.)

Auctioneers, families and friends of the National Auctioneers Association, being elected to serve as your president is beyond a doubt one of the happiest occasions in my life. It is indeed an honor for me to be your association president, and I promise you that I will do my very best to maintain the progress our NAA has seen in recent years.

I want to thank all of you, who had the faith and confidence in me, to make it possible to stand before you as an NAA president, to carry on with the programs of our fine past presidents, who have helped the NAA to be recognized as a valuable and vital part of the auction industry.

I offer deep appreciation to the members of the Iowa Auctioneers Association for their support and it is so good to have so many of you from the great state of Iowa with us in Las Vegas. Thank you so much.

As I stand here before you tonight, I look back on how our membership has grown in just a few short years. I also believe how much more it can grow if we will all just put our minds to it, and make a dedicated effort to get new qualified auctioneer members for the NAA and our State Associations.

We want — and need — new members; those we can be proud of! We want new members, who live and work by our Code of Ethics. The return from our beneficial programs justifies being members in the National Auctioneers Association.

This afternoon, you elected new officers and directors. Our board of directors has been doing a good job for you, administering the activities and programs of the NAA. Our board includes very dedicated men and they believe in our Association; they have the NAA in their hearts. They are dedicated to initiating and conducting new programs, which will be beneficial to you as auctioneers, promoting the auction method of selling, and helping to recognize NAA members as professional auctioneers.

The educational programs, which have been planned and conducted by your board of directors have been very valuable to our membership growth. **We will continue to stress the importance of education by scheduling the annual seminars; by creating informative workshops at our NAA conventions; and by offering assistance to State Associations, which are also realizing the importance of educational programs at their conventions or as separate events.** Attendance to these workshops and seminars, both on the national and state levels, is good and proves the need for these programs.

The NAA board of directors has provided us with the equipment and personnel in the NAA office to offer you added services and programs. The acceptance by the membership and enthusiasm for our Headquarters Relocation program — especially by those of you who are in attendance at this convention — is gratifying to me. When our new facilities are ready for occupancy, we will be able to offer more services and programs, which will be important to your business as auctioneers. The proposed Archives area will be very important to all auctioneers and to the public, in creating a good public image of the auctioneer and the auction industry.

You have made me very proud tonight. I also want to introduce you to my family who also have supported me in my work. They too share the pride I have in being elected president of one of the finest Associations in existence. My wife, Arlene, my son, Bill and his wife, Patty, and my daughter Diana Sue thank you for the honor you have bestowed on me.

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Headquarters Relocation Fund over $400,000

By Martin E. Higgenbotham, Chairman
Headquarters Relocation Committee
Board of Directors
National Auctioneers Association

After the dust had settled, following the 1981 NAA Las Vegas Convention, approximately $400,000 in contributions and pledges were made toward the purchase of land, and construction of, the new headquarters office in Overland Park, Kansas, a suburb of Kansas City. The pledges and support were made with the enthusiasm and exuberance, which could only be accomplished by auctioneers!

In the opening round of the Headquarters Fund Auction, conducted on Friday night during the Awards Festival, the highest contribution made was $25,000, to be listed as the first name on the V.I.P. Founders Plaque. The J. L. Todd Company of Rome, Georgia, was the high bidder!

Other pacesetters of the gift-giving program for the Headquarters Relocation Fund were: Parks-Davis Auction Company of Richardson, Texas, purchasing the plaque to be displayed on the fireplace for $16,000; newly elected NAA Vice President William L. Gaule, Chatham, Illinois, who purchased the plaque to be displayed in the atrium for $10,000; the Certified Auctioneers Institute, Class of 1981, which purchased the plaque to be placed on the new office front door for $10,000; The Godley Auction Company, Charlotte, North Carolina, and the Moody-Godley Auction Company, Darlington, South Carolina, purchasing the ground-breaking shovel (which will be displayed permanently in the new headquarters office in a prominent area) for $10,000; and Delta Auction Company (NAA members Jasper Jones and Raymond Taggart) who purchased the engraved plate, to be displayed on the conference table in the board of directors room for $8,500. The entire building, its hardware, furniture and fixtures, will be designed by the architect, and approval for all plans will be the responsibility of the NAA board of directors.

The participation by the members in attendance at the convention was absolutely fantastic, to say the very least. I also want to make the rest of the membership, who were not at the convention, aware of what we are doing, and inform you that **we are hereby soliciting your participation in our fund raising efforts for the new headquarters office building.**

I will be preparing a complete and total report — a moment by moment description of the fund auction, including the names of the other participants (contributions paid and pledges) — in the next issue of THE AUCTIONEER magazine.

To all of the people who have participated thus far in our fund raising activity, words will not express my feelings of gratitude to you. The headquarters

relocation committee and the NAA board of directors are highly appreciative of your support and generosity. Response to our Headquarters Relocation program is just overwhelming, and we appreciate your enthusiasm.

You can expect a complete outline and report of the Headquarters Relocation Fund activities in the next issue of THE AUCTIONEER magazine. Again, thank you!

Martin E. Higgenbotham, CAI



New Hampshire license law change

By George Michael, Secretary
New Hampshire Auctioneers Association

Attention must be called to a recent change in auction license laws in New Hampshire, which were modified by a vote of the general court. RSA-311B has been amended by a license law introduced as House Bill 163-FN. The most important change that should be of concern to non-resident auctioneers, who wish to conduct auctions in New Hampshire, is that they no longer will be permitted to do so under the auspices of a licensed New Hampshire auctioneer. Out of state auctioneers are required to apply for a non-resident license. This can be done by writing the Secretary of State, State House, Concord, New Hampshire 03301, and asking for information about applying for a non-resident auctioneer's license.

New Hampshire law states that non-residents may apply for a license under paragraph 311-B:6 which states, "The board may grant an auctioneer's license to any applicant who is similarly licensed in any other state, provided the other state's licensing requirements are substantially equivalent to, or higher than, those of this state." The problem arises when a state such as Massachusetts has no state license law, so recriprocation is not possible. A state which allows individual towns to license auctioneers in each town cannot reciprocate with New Hampshire. A state such as Connecticut which has no auction law at all, and out of state auctioneers are welcomed at any time almost anywhere, is regarded as a reciprocating state as there are virtually no restrictions on out of state auctioneers.

In essence, many companies who in the past have had New Hampshire licensed auctioneers front for them, can no longer enjoy this. You now must contact the Secretary of State, who will refer your letter to the New Hampshire Board of Auctioneers, who will inform you of how the rules affect you personally.

An added feature of the law is that no sheriff, agent of a bank, lawyer, etc., who has been in the habit of conducting auctions under order of the court, mortgagee sales, executor's sales, etc., is permitted to do so without a valid New Hampshire auctioneer's license. It is interpreted that all sales in New Hampshire must be conducted by a New Hampshire licensed auctioneer, resident or non-resident. The law was passed in mid-June, so there has been no test of this rule.

It must be stated that the New Hampshire Auctioneers Association or any of its members was not involved in the final drafting of this law. Auction laws came under the scrutiny of the Sunset Committee which had been appointed by the General Court to investigate the necessity of many boards and commissions.

NHAA members testified that we did not want to see indiscriminate licensing taking place — the committee had recommended registering auctioneers for a fee, which was not acceptable, as this would make it impossible for us to reciprocate with other licensing states. Our plea was to preserve things as they were, feeling that 311-B had worked effectively for over 10 years.

However, the committee in its wisdom made the above changes without consultation of those in the

Continued page 9

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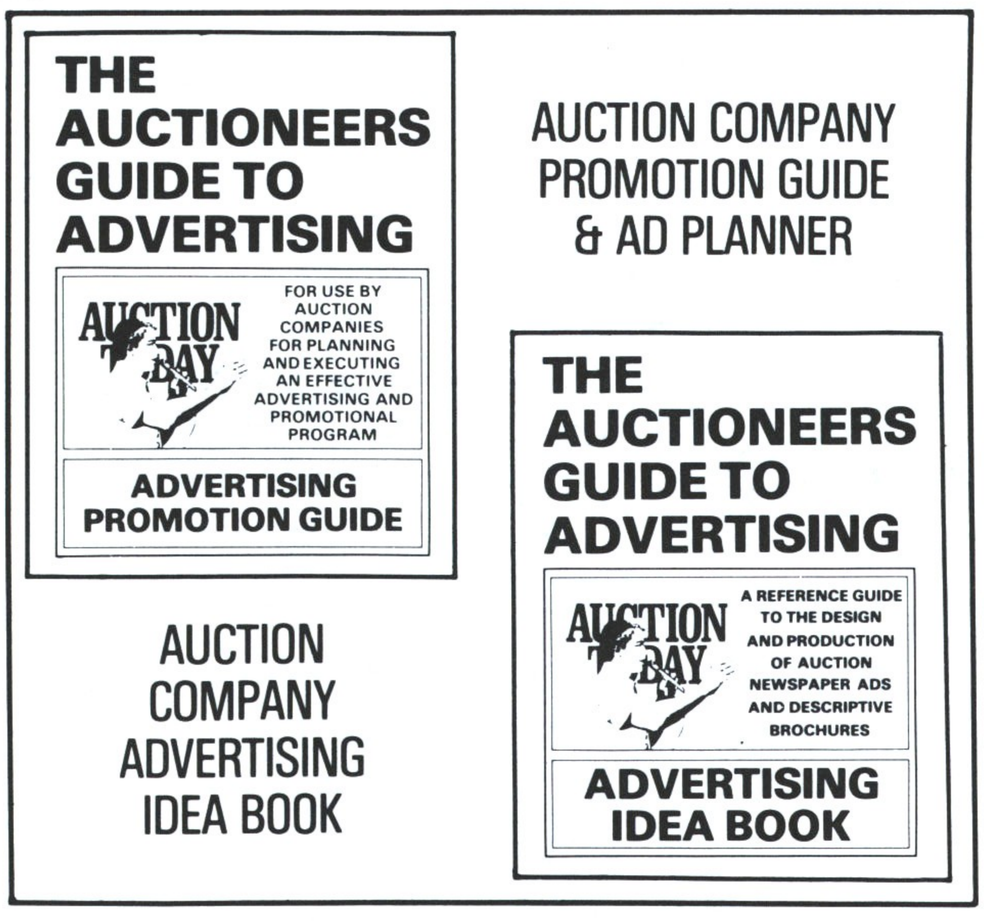
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auction business, and we must live with these rules for at least two years as our general court will not meet again until 1983. Even many attorneys and sheriffs did not know of the enacted changes.

Investment credit for a fence? "Yes" say courts

For some businesses, the fence around the property is just as important as any other equipment investment. The new delivery truck gets the product to the market, the new fence protects against theft and vandalism. Most businesspeople feel that they are automatically entitled to the investment credit for the fence. However, the IRS has repeatedly turned down the credit, but the courts have certainly decided in favor of the taypayer.

The problem lies with Code Section 48 which defines what property qualifies for investment credit. Tangible personal property, of course, qualifies, but the credit can be claimed for "other tangible property" (not including a building and its structural components). "Other tangible property" only qualifies if it is an "integral part" of, for example, manufacturing, production, estraction, or transportation activities.

The May 20 edition of ALERT, published by the Research Institute of America, cited the following court cases, for settlement of investment credit disputes over claiming a fence.

- An IRS ruling authorized a credit for fences used in connection with livestock raising, because their use is considered to be an integral part of the operation. (Rev. Rul. 66-89, CB 1966-1,7) But a subsequent ruling nixed a credit for fences surrounding a truck terminal because they are not used directly in the transportation business. (Rev. Rul. 68-1, CB 1968-1 8)
- On the other hand, a district court in Missouri concluded that these fences are an integral part of the business, where they were designed to prevent theft, since common carriers are liable to shippers for stolen freight. (Yellow Freight System, Inc., 413 F.Supp. 357)

The district court was joined by the Tax Court. It held that fences set up to prevent theft in a manufacturing or production activity are also an integral part of the activity, and, therefore, eligible for the credit.

- It seems that a Mr. Spalding constructed a chain-link fence to bar thieves from an automobile wrecking yard in which vehicles were disassembled and usable parts were selected, cleaned and held for sale. The fencing around the yard was an integral part, said the Tax Court. It was "unable to see any logic between a fence to keep property (cattle) from wandering away by itself and a fence to keep thieves from carting it away. If one is 'integral', the other is too." (Spalding, 66 TC 1017)
- The Tax Court also approved a credit for fences built by the Spartanburg Terminal Company to keep people off railroad tracks that ran through a heavily populated area. (Spartanburg Terminal Co., 66 TC 916)
- In the most recent dispute, Consolidated Freightways installed fences around dock facilities to provide security for freight in its possession. To the surprise of no one but the IRS, the court thought it doubtful that Consolidated could successfully operate as a freight mover if the company failed to provide reliable, theft-proof transportation service. (Consolidated Freightways, Inc. (1980, 74 TC No. 59)

NAA dues to increase January 1982

The Board of Directors of the National Auctioneers Association, at its meeting during the 1981 Las Vegas NAA convention, agreed to raise NAA dues from $30 to $50, effective January 1, 1982. The increase will not affect the billing for NAA dues; all NAA members will be billed during their normal billing periods for 1982.

Other than the remaining October, 1981 billing, and members who have been billed in 1981 but not yet paid, dues for 1982 will not be accepted in 1981, for the purpose of avoiding the 1982 dues increase.

Reasons given for the additional dues are the ever increasing costs of operating the NAA office, and publishing THE AUCTIONEER magazine. The 1982 dues increase is in no way connected with the move of the NAA office to the new headquarters building in the Kansas City area. Financing of the office relocation will come from pledges and donations, the largest part of the fund raising amount ($400,000) already pledged at the 1981 Las Vegas convention.

Any questions regarding the NAA dues increase for 1982 should be directed to the NAA office.

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Register early for 1982 NAA Seminars

Due to the increasing popularity of the NAA Seminars program, the 1982 Seminars are expected to be full, well before the hotel reservations deadline. Because each seminar will have a limited registration, you are highly encouraged to send in your seminar registration as early as possible. **In order to assure hotel lodging and control registration, the special hotel reservation form for each seminar hotel will be sent to the registrant only upon receipt of the completed seminar registration at right.**

For example, the special form that you'll use to make your hotel reservation at Tampa must be at the Tampa Holiday Inn Central by January 11, 1982. The only way you can obtain your Holiday Inn Central reservation form is to mail your completed Tampa Seminar registration to the NAA office as soon as possible. Likewise for San Antonio. Registrations received by the NAA office will be processed in the order of earliest postmarked date, so prompt registration is most important.

NAA seminars — who may attend

To clarify exactly who may attend an NAA seminar or convention, the following Board of Directors policies apply.

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

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

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

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

Right now is the time to assure your seminar attendance for the 1982 NAA seminars in Tampa and San Antonio. When you send to the NAA office your completed seminar registration, you'll receive by return mail the form to make your seminar hotel reservations.

TAMPA

1982 NAA Seminar Registration

Tampa. Florida, January 25, 26, 27
Holiday Inn Central

SUBJECT: SELLING REAL ESTATE AT AUCTION

(At each 1982 NAA Seminar, the 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 two 1982 Seminars. Hotel reservation forms for both the Tampa (January, Real Estate) and San Antonio (February, Personal Property) Seminars will be mailed to the registrant upon receipt of seminar registration. **Hotel reservations for the Tampa Real Estate Seminar must be made by January 11, 1982.**

1982 REGISTRATION FEES INFORMATION

Only three-day registrations will be accepted. One or two day registrations will not be accepted for either 1982 NAA Seminar. Three-day fees are $150 per NAA member; half price ($75) for NAA member's spouse, family member, or guest, attending seminar with NAA member.

I HAVE MARKED THE FOLLOWING TO INDICATE MY 1982 TAMPA SEMINAR REGISTRATION

_____$150 Three-day Tampa Seminar Registration

_____$ 75 Spouse's Three-day Tampa Seminar Registration

$_____TOTAL TAMPA SEMINAR FEES

Enclosed is my check in the amount of $_____, made payable to the National Auctioneers Association, for my 1982 NAA Tampa Seminar Registration.

NAA Member's Name _____

Spouse's Name or Family Member If Applicable _____

Address _____

City _____ Phone _____

State _____ Zip _____

Send completed form and Seminars registration fees to:

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

SAN ANTONIO

1982 NAA Seminar Registration

San Antonio, Texas, February 15, 16, 17
San Antonio Marriott

SUBJECT: SELLING PERSONAL PROPERTY AT AUCTION

(At each 1982 NAA Seminar, the general seminar topic will be covered IN DETAIL by non-auctioneer experts, as well as professional personal property auctioneers.)

HOTEL RESERVATIONS —

Seminar registrants must make their own hotel reservations for each of the two 1982 Seminars. Hotel reservation forms for both the Tampa (January, Real Estate) and San Antonio (February, Personal Property) Seminars will be mailed to the registrant upon receipt of seminar registration. **Hotel reservations for the San Antonio Personal Property Seminar must be made by January 25, 1982.**

1982 REGISTRATION FEES INFORMATION

Only three-day registrations will be accepted. One or two day registrations will not be accepted for either 1982 NAA Seminar. Three-day fees are $150 per NAA member; half price ($75) for NAA member's spouse, family member, or guest attending seminar with NAA member.

I HAVE MARKED THE FOLLOWING TO INDICATE MY 1982 SAN ANTONIO SEMINAR REGISTRATION

_____$150 Three-day San Antonio Seminar Registration

_____$ 75 Spouse's Three-day San Antonio Seminar Registration

$_____TOTAL SAN ANTONIO SEMINAR FEES

Enclosed is my check in the amount of $_____, made payable to the National Auctioneers Association, for my 1982 NAA San Antonio Seminar Registration.

NAA Member's Name _____

Spouse's Name or Family Member If Applicable _____

Address _____

City _____ Phone _____

State _____ Zip _____

Send completed form and Seminars registration fees to:

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

Financial Statements National Auctioneers Association Lincoln, Nebraska

For The Year Ended June 30, 1981

UEBERRHEIN & YEAGER
CERTIFIED PUBLIC ACCOUNTANTS
100 NORTH 56TH STREET, SUITE 200
LINCOLN, NEBRASKA

Board of Directors
National Auctioneers Association
Lincoln, Nebraska

Gentlemen:

We have examined the accompanying statements of assets, liabilities and fund balances of the National Auctioneers Association as of June 30, 1981 and 1980, and the statements of cash receipts and disbursements and changes in fund balances for the years then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly, included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

As described in Note 1, the Association's policy is to prepare its financial statements on the modified cash basis in which, with one exception, revenue is recognized when received and expenses are recognized when paid. The exception is for convention income and expense, which is recognized in the year of the convention. Accordingly, the accompanying financial statements are not intended to present financial position and results of operations in conformity with generally accepted accounting principles.

In our opinion, the aforementioned financial statements present fairly the assets, liabilities and fund balances resulting from cash transactions of the National Auctioneers Association at June 30, 1981 and 1980 and its revenue collected and expenses paid and changes in fund balances for the years then ended, on the basis of accounting described in Note 1, which has been applied on a consistent basis.

Ueberrhein & Yeager

Lincoln, Nebraska
July 8, 1981

NATIONAL AUCTIONEERS ASSOCIATION
LINCOLN, NEBRASKA
STATEMENTS OF ASSETS, LIABILITIES AND FUND BALANCE — GENERAL FUND
JUNE 30, 1981 AND 1980

ASSETS

	1981	1980
Current Assets:		
Cash in bank	$ 48,612	$ 62,667
Investments	118,548	111,023
Prepaid convention expense	4,112	15,623
Due from new building fund	3,550	
Total current assets	$174,822	$189,313
Property and Equipment:		
Property and equipment, at cost, less accumulated depreciation at $51,175 and $38,586, respectively	105,303	116,635
Total assets	$280,125	$305,948

LIABILITIES AND FUND BALANCE

Current Liabilities:		
Payroll taxes withheld	$ 423	$ 2,761
Deferred convention revenue	45,454	87,682
Total liabilities	$ 45,877	$ 90,443
Fund Balance — General Fund	234,248	215,505
Total liabilities and fund balances	$280,125	$305,948

The accompanying notes are an integral part of these financial statements.

NATIONAL AUCTIONEERS ASSOCIATION
LINCOLN, NEBRASKA
STATEMENTS OF CASH RECEIPTS AND DISBURSEMENTS — GENERAL FUND
WITH 1981 BUDGET COMPARISON
FOR THE YEARS ENDED JUNE 30, 1981 AND 1980

	1981			1980
	Actual	Budget	Over (Under)	Actual
Receipts:				
Membership	$205,360	$174,000	$ 31,360	$160,902
Booster club contributions	4,280	2,500	1,780	2,440
Advertising — "The Auctioneer"	43,326	35,000	8,326	33,284
Promotional items	6,364	4,500	1,864	4,631
Subscriptions — "The Auctioneer"	438	300	138	317
Seminars	34,485	45,000	(10,515)	38,778
Interest income	13,122	5,500	7,622	5,208
Convention — Registration & miscellaneous	112,683	85,500	27,183	67,116
Convention — Tours	15,017		15,017	6,219
Hall of fame	125		125	1,035
State dues	18,175		18,175	6,950
Auxiliary to NAA	341		341	
Fishdick estate				24,445
Special projects — NHAA				1,125
Miscellaneous	765		765	861
Total receipts	$454,481	$352,300	$ 102,181	$353,311
Disbursements:				
Salaries	$ 70,219	$ 68,000	$ 2,219	$ 63,948
Employee benefits	9,463	10,000	(537)	8,072
Payroll taxes	5,909	4,000	1,909	3,796
Printing — "The Auctioneer"	72,268	55,000	17,268	57,105
Postage — "The Auctioneer"	7,293	9,500	(2,207)	9,924
Insurance and taxes	6,873	4,500	2,373	4,543
Office supplies	8,308	8,500	(192)	11,250
Printing — General	1,527	5,700	(4,173)	5,712
Postage — General	11,150	8,500	2,650	8,545
Maintenance	7,739	7,000	739	7,344
Utilities	5,279	4,500	779	4,505
Promotional items and awards	10,438	10,000	438	22,742
Professional services	5,305	3,000	2,305	2,070
Dues and subscriptions	1,273	1,000	273	979
Travel — Executive vice president	9,541	7,500	2,041	7,076

Director of Association Services	2,091	2,000	91	821
Convention staff	954	2,500	(1,546)	1,642
President	3,414	3,500	(86)	2,521
President-elect	1,686	1,500	186	712
Vice president	872	750	122	
Treasurer		750	(750)	
Directors (State Associations' Meetings)	3,434	4,000	(566)	3,525
Board meeting	7,459	6,000	1,459	11,403
Special committee expense	4,161	1,500	2,661	
Seminars	21,063	30,000	(8,937)	30,399
Convention	126,628	85,500	41,128	63,500
Treasurer's fee				500
State dues	16,125		16,125	8,020
Refunds	1,790		1,790	772
Auxiliary to NAA	298		298	
Miscellaneous	589	2,600	(2,011)	1,759
Equipment purchases	1,257	5,000	(3,743)	44,124
Total disbursements	$424,406	$352,300	$ 72,106	$387,309
Excess of cash receipts over disbursements	$ 30,075	$ 00	$ 30,075	$(33,998)
Add — Equipment purchases capitalized	1,257			44,124
Less — Depreciation	(12,589)			(11,526)
Excess (deficiency) of revenues over expenses	$ 18,743			$ (1,400)

NATIONAL AUCTIONEERS ASSOCIATION
LINCOLN, NEBRASKA
STATEMENTS OF CHANGES IN FUND BALANCES — GENERAL FUND
FOR THE YEARS ENDED JUNE 30, 1981 AND 1980

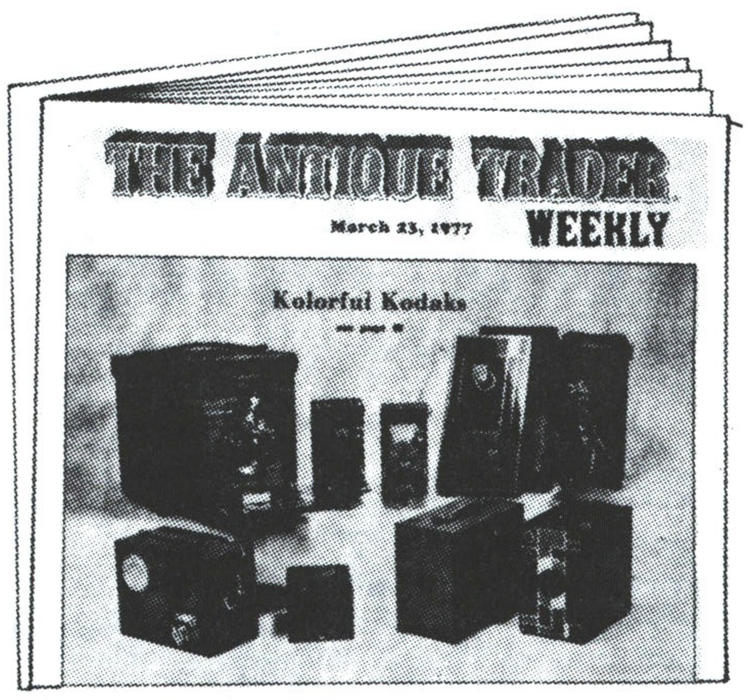
	1981	1980
Fund Balance — Beginning of year	$215,505	$ 216,905
Excess (deficiency) of revenues over expenses	18,743	(1,400)
Fund Balance — End of year	$234,248	$ 215,505

NATIONAL AUCTIONEERS ASSOCIATION
LINCOLN, NEBRASKA
STATEMENTS OF ASSETS, LIABILITIES, AND FUND BALANCE — NEW BUILDING FUND
JUNE 30, 1981

ASSETS

Current Assets:	
Investments	$ 155

(Continued page 14)



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4 PC. ADJ. WRENCH SET $7.00 SET	11 PC. BOXED OPEN END WRENCH SET $7.00 SET	4 PC. PIPE WRENCH SET $9.90 SET	5 PC. PLIER SET $8.50 SET	MEN'S WORK GLOVES $5.00 DOZ.
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5" LOCK BLADE KNIFE/LEATHER SHEATH $39.00 DOZ.	CANNON TOWELS LARGE SIZE $16.90 DOZ.	MEN'S PROMOTIONAL WALLET $10.80 DOZ	TRUCKER'S SAFETY WALLET $36.00 DOZ.	DISPOSABLE GAS LIGHTER $45.00 GROSS
MEN'S LCD WATCH BOXED $6.50 EA.	LADIES' LCD WATCH $6.90 EA.	LCD PEN WATCH $9.90 EA.	ASSORTED FLEA MKT. JEWELRY $3.00 DOZ.	NECKLACE/ EARRING SET BOXED $12.00 DOZ.
AM/FM IN-DASH 8-TRK. PLAYER $34.95 EA.	AM/FM IN-DASH CASSETTE PLAYER $34.95 EA.	100W CAR BOOSTER/ EQUALIZER $25.00 EA	ROLLS ROYCE RADIO $5.75 EA.	AM POCKET RADIO — ASST. COLORS $2.50 EA.

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Other Assets:	
Deposit on land option for future building site	$1,500
Prepaid professional fees	2,750
Total other assets	$4,250
Total assets	$4,405

LIABILITIES AND FUND BALANCE

Current Liabilities:	
Due to general fund	$3,550
Fund Balance — New Building Fund	855
Total liabilities and fund balance	$4,405

NATIONAL AUCTIONEERS ASSOCIATION
LINCOLN, NEBRASKA
STATEMENTS OF CASH RECEIPTS AND DISBURSEMENTS AND CHANGES IN FUND BALANCE — NEW BUILDING FUND
FOR THE YEAR ENDED JUNE 30, 1981

Receipts:	
New building fund receipts	$850
Interest income — Headquarters Contribution	5
Excess of cash receipts over disbursements	$855
Fund Balance — Beginning of year	
Fund Balance — End of year	$855

The accompanying notes are an integral part of these financial statements.

NATIONAL AUCTIONEERS ASSOCIATION
LINCOLN, NEBRASKA
NOTES TO FINANCIAL STATEMENTS

Note 1 — Summary of Significant Accounting Policies:
Accounting Method — The accounting records of the National Auctioneers Association are maintained on a modified cash basis in which, with one exception, revenue is recorded when received and expenses are recorded when paid. The exception is for convention income and expense. Amounts received during the fiscal year ended June 30, 1981 and 1980 for the convention to be held in July of 1981 and 1980, respectively are treated as deferred convention revenue and included in the liabilities section of the statements of assets, liabilities and fund balance. Likewise, amounts paid in respect to the July, 1981 and 1980 convention are treated as prepaid convention expense and included in the asset portion of the statements of assets, liabilities and fund balance.

Fixed Assets and Depreciation — Depreciation has been recorded on building and equipment using the straight-line method to depreciate fixed assets over their estimated useful lives. Depreciation recorded for the years ended June 30, 1981 and 1980 amounted to $12,589 and $11,526, respectively.

Income Taxes — The Association is exempt from federal income tax under section 501 (c) (6) of the Internal Revenue Code. However, certain activities

of the Association such as advertising in "The Auctioneer" may be subject to federal income tax.

Note 2 — Property and Equipment:
Prooerty and equipment consist of:

	June 30, 1981	1980
Cost:		
Land	$ 14,423	$ 14,423
Building	77,212	77,212
Equipment	54,964	53,707
Vehicles	9,879	9,879
Total cost	$156,478	$155,221
Less accumulated depreciation	51,175	38,586
Total	$105,303	$116,635

Note 3 — Employees' Retirement Plan:

The Association has adopted a defined contribution retirement plan, effective July 1, 1978 covering all full time employees. There is no provision for past service liability and the plan calls for full vesting of benefits as soon as an employee becomes eligible to participate. The Association's cost is equal to ten percent of the compensation of all eligible participants of the plan. Contributions to the plan during the years ended June 30, 1981 and 1980 amounted to $5,463 and $4,023, respectively, which were for the plan years June 30, 1981 and 1980.

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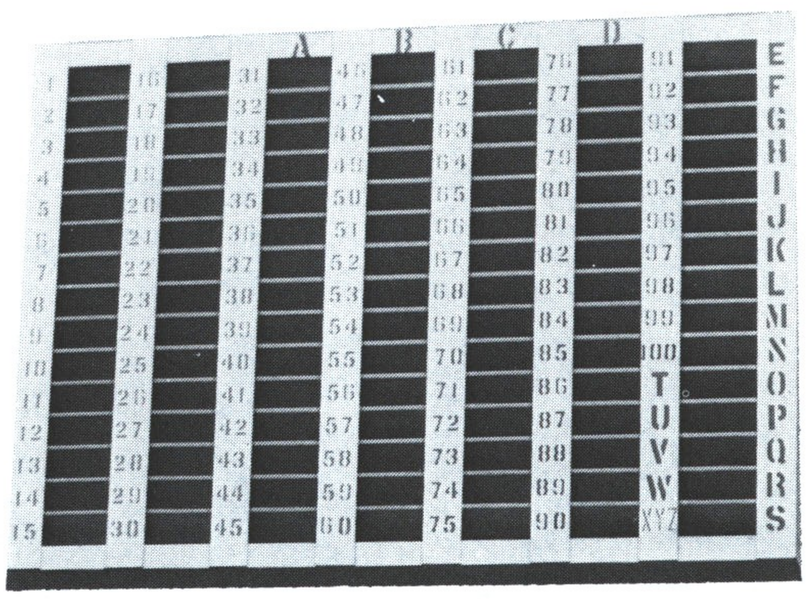
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Marble Clocks	☐	Buffets	☐	Barrometers	☐	Oak Furniture	☐
Hat Racks	☐	Queen Anne Chairs	☐	Pottery	☐	Corner Cabinets	☐
Paintings	☐	Leaded Glass	☐	Wall Clocks	☐	Silver Plate	☐
Royal Doulton	☐	Pine Furniture	☐	Prints	☐	Grandfather Clocks	☐
Fern Stands	☐	Bedroom Suites	☐	Carnival Glass	☐	Primitive Furniture	☐
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Carriage Clocks	☐	Paintings	☐	Captains Chairs	☐	Tapestries	☐
Curio Cabinet	☐	Sets of Chairs	☐	Bookcases	☐	High Boys	☐
Player Pianos	☐	Brassware	☐	Pub Furniture	☐	Oriental Items	☐
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Safe! Washington couple scores on court ruling

(Reprinted with permission from THE SEATTLE TIMES, Seattle, Washington. Emphasis added by THE AUCTIONEER.)

Al and Rosemary Mitchell of Arlington, Washington, are $32,207 richer today as the result of a unanimous Washington Supreme Court ruling.

It cost them just $50 — plus three years and about $10,000 in attorney fees.

How did they do it?

The Mitchells, who recently sold their small second-hand merchandise store in Arlington, were high bidders at $50 for a safe offered for sale at an auction on August 12, 1978.

They were told the inside compartment was locked. They took the safe to an Everett locksmith who opened it and found $32,207 — $31,000 in bills, the rest in silver dollars.

The money was impounded by the Everett Police Department.

The Mitchells went to court. So did the estate of Oddmund Sumstad, which had turned the safe over to the auction company. Sumstad, of Seattle, was a sea captain who died at the age of 63.

Snohomish County Superior Court Judge Robert C. Bibb ruled in 1979 that the money should be returned to the estate. The Court of Appeals upheld Bibb in 1980.

The Supreme Court today disagreed with the two lower courts and ordered Snohomish County Superior Court to turn the money over to the Mitchells.

In an opinion written by Justice James Dolliver and signed by all nine justices, the high court said it was evident that the Mitchells, the auction and the estate had **"mutually intended that the sale include the unknown contents of the safe."**

Justice Dolliver quoted from a dissenting opinion written by a Court of Appeals judge:

"The function of a safe is to provide a place for storing one's money or other valuables. **When a locked safe is sold without the key, under all of the circumstances present in this case, the reasonable expectations of the buyer should be protected."**

Al Mitchell, 57, who has been unemployed since selling the second-hand store, took the news of his riches calmly. "You buy something, you bought it," he said. "Ninety-nine and 99/100ths of the people say when you buy something you should get it."

Mitchell said he bought the safe partly out of curiosity for what its locked compartment contained, but mostly because it was a marketable item for his store.

Told by The Times of his victory in court, the attorney for the Mitchells said his clients won but the children of Sumstad won't lose, either. **The loser will be Seattle First-National Bank, executors of the estate, which decided to sell the safe without opening it, said the attorney, Robert S. Bryan of Seattle.**

"It's the bank that made the mistake, and the bank must pay," Bryan asserted.

Bryan will get about a third of the $32,207 for his legal fees. Mitchell said he'll happily pay the attorney.

Wilfred E. Schlicker, Bellevue attorney for the Sumstad estate, was nearly speechless when he learned the court's decision. "I'm very surprised," he said. "I was quite certain it (the lower-court decision) would be affirmed."

Schlicker said he couldn't comment on who would be the ultimate loser — the bank or the Sumstad family.

Mitchell said he has nothing he particularly wants to buy with the money. "You only buy something when you need it," he said.

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A real estate salesman in Miami jots down the license plate numbers of all cars of prospective homebuyers who visit one of his houses for sale, in case he wants to follow up later. It recently came in handy when a young couple made off with some expensive jewelry. They had "toured" the house on their own while he was showing it to another couple.



NAA PRESIDENTIAL FAMILY — From left, daughter-in-law and son, Patty and Bill Buckles, East Moline, Illinois; Arlene Buckles, NAA president Howard Buckles, and daughter Diana Sue, Keosauqua, Iowa.



1980 IN NASHVILLE, then second vice president Buckles presided during the Friday awards luncheon.

ACTIVE IN IAA, president Buckles is shown with other members and officers of Iowa Auctioneers Association, at a National Auctioneers Week proclamation signing by Iowa Governor Robert Ray.



About THE AUCTIONEER cover

The cover photograph of this presidential issue of THE AUCTIONEER shows NAA president Howard Buckles receiving the president's gavel from NAA past president and currently director, Chuck Cumberlin. Mr. Cumberlin was filling in that Saturday night for immediate NAA past president, Archie Moody, who regrettably had to return home Saturday morning, because of a death in the family.

Howard Buckles assumes NAA presidency

The first NAA president to enter the office from "President-Elect" did so unchallenged at the July 1981 NAA convention in Las Vegas. Howard Buckles, Keosauqua, Iowa, is now the NAA president for the 1981-82 official year. President Buckles will be serving with the new president-elect, Rex B. Newcom, Whitewater, Kansas, and the newly elected vice president, William L. "Bill" Gaule, a former NAA director from Chatham, Illinois.

For the past year, president Buckles has represented the NAA at numerous state auctioneers association conventions throughout the nation. If you have not met him personally, this AUCTIONEER article is your introduction to president Buckles, who brings to the NAA's top position, his years of auction experience and service to the National Auctioneers Association.

Dedicated auctioneer for over 30 years

Howard Buckles was born April 22, 1931 to Ruth and Ellsworth Buckles, on a farm in Van Buren County, Iowa. He attended a one room country school for eight years, then attended Troy High School, and graduated in 1948. During high school, Howard worked for a livestock market in Bloomfield, Iowa. There he became interested in auctioneering. While penning the livestock, he could be heard imitating the auctioneer. Later, student Buckles was asked by the country school teachers to auction at some of the old fashioned "box suppers".

In June, 1950, Howard's uncle persuaded him to go to auction school and become a professional auctioneer. He attended the summer term at Reppert's School of Auctioneering in July of the same

year. President Buckles has always felt that he gained much from the school, especially from one of the instructors, Guy Pettit of Bloomfield, Iowa. Howard traveled to and from auction school with Mr. and Mrs. Pettit. When the young auctioneer returned home, Howard was fortunate to assist many of the local auctioneers, gaining much needed experience in learning property values, and how to conduct himself around crowds of people.

May, 1952 saw Howard Buckles beginning his two years in the U.S. Army. During his military time, he continued his auction activity, and auctioned at home on weekend passes.

On December 25, 1952, Howard married Arlene Rider. After military service Howard and Arlene Buckles moved to Keosauqua, Iowa, where they still reside. Mr. and Mrs. Buckles are the parents of one son, Bill, age 24, who is married and lives with his wife Patty in East Moline, Illinois. Bill Buckles is a territory manager for International Harvester Company. Daughter Diana Sue Buckles, age 13, helps Howard and Arlene in the Howard Buckles Auctioneering Service.

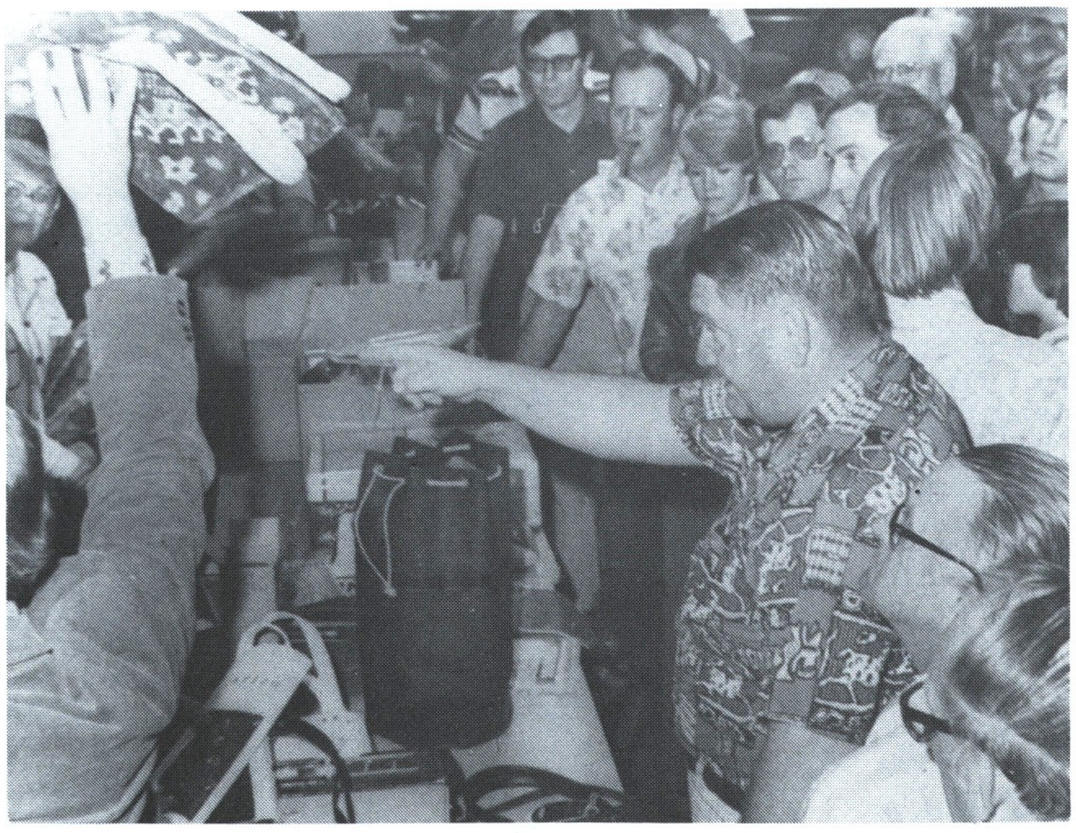
Elected to the City Council of Keosauqua in 1959, auctioneer Buckles served as councilman, mayor pro tem, and mayor over an eight year period.

In 1966, Howard was chosen Iowa State Champion Auctioneer, and served for nine years on the Board of Directors of the Iowa Auctioneers Association. Howard Buckles was elected IAA president in 1974, and was voted Man of the Year in 1977.

NAA president Buckles began his service to the Association in 1974, when he was elected to the NAA Board of Directors in Medora, North Dakota, serving a three year term. Director Buckles was later elected as NAA second vice president at the Denver convention in 1979.

Howard Buckles considers himself a "general" auctioneer, selling real estate, farm auctions, antiques, estates, household goods, and livestock. He is dedicated to the auction profession, and enjoys doing charity auctions, church bazaars, plus helping young or new auctioneers to get started in the business.

President Buckles is known as "Iowa's Flying Auctioneer", since he owns and pilots a Piper Lance 11, using the plane frequently in his auction travels.



COLLEGE BENEFIT AUCTION for the Indian Hills Community College, Ottumwa, Iowa, in April, 1977, saw NAA director Buckles volunteering with five other NAA members to raise over $2,000 for the school.

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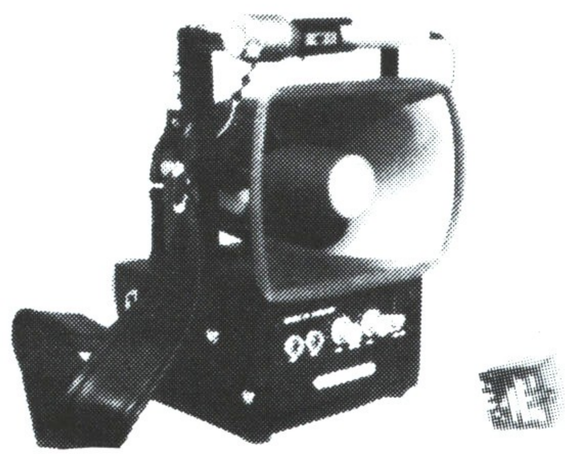
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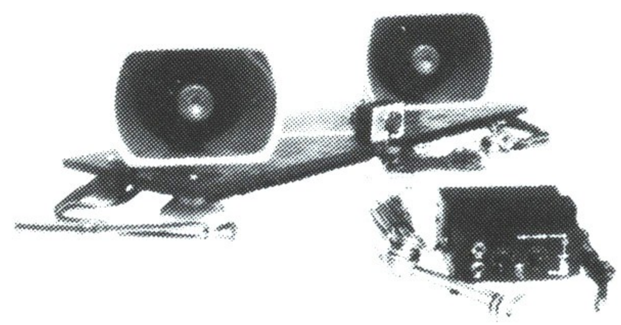
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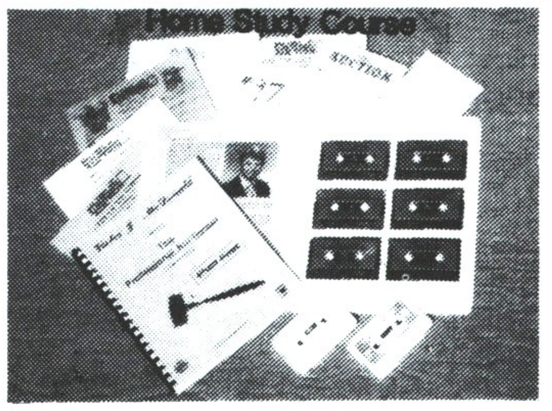
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New member kits went home after Las Vegas convention

Each NAA member who attended the 1981 Las Vegas convention in July, received an "Invitation to Join" kit, for recruiting a new NAA member. That means that over 400 kits were taken home after the convention.

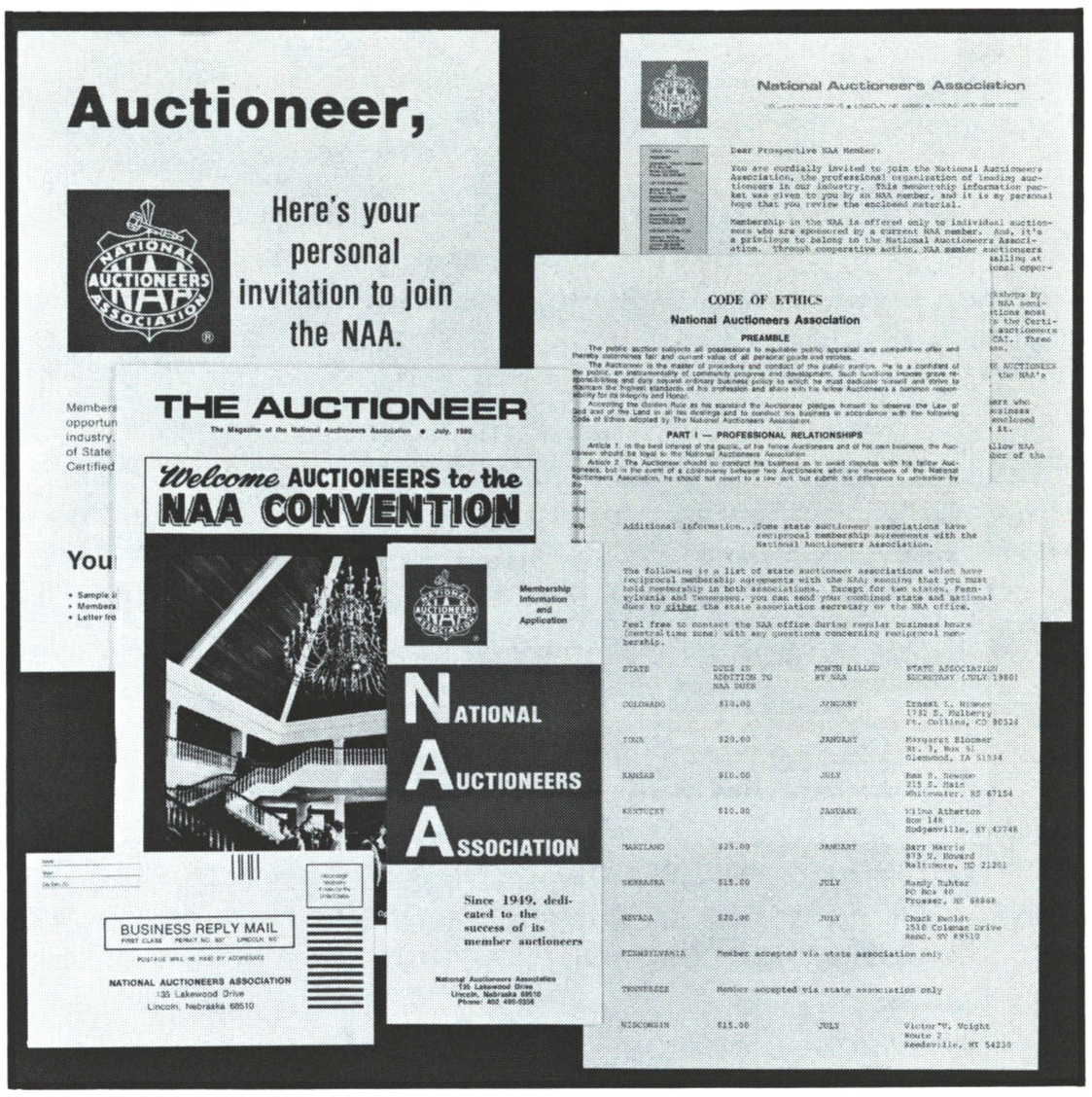
If you brought an "Invitation to Join" kit home from Las Vegas, send it or give it to a prospective NAA member. If you are unfamiliar with the NAA Kit, read on. Here's your opportunity to help your association grow.

The "Invitation to Join the NAA" kit includes: a sample issue of THE AUCTIONEER magazine, new NAA membership and information pamphlet, a letter from NAA president Howard Buckles, postage paid return envelope, and a copy of the NAA Code of Ethics and By-Laws.

Just hand it to an auctioneer whom you feel would benefit from NAA membership, and get ready to answer questions. "The Kit" successfully represents your Association and your fellow NAA members across the nation.

Also, the NAA office will provide any number of invitation-to-join kits to individual NAA members or state auctioneers associations upon written request to the NAA office.

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First-time entrant wins 1981 World Livestock Auctioneer title

South St. Paul, Minnesota — This year was the first, and the last, time Doug Jaggers will enter the World Livestock Auctioneer Championship — because on June 12, he took the World Title, besting a record-breaking number of entrants.

Jaggers, 30, with his father, Bob Jaggers, owns Sheridan Livestock Commission Company in Rushville, Nebraska, was clearly surprised by his victory. "Has anyone ever passed out at one of these (award ceremonies)?", he asked as he received his trophy.

Jaggers won't have to worry about that because the World Champion is excluded from entering future contests.

The Championship, in its 18th year, is sponsored annually by Livestock Marketing Association, Kansas City, Missouri, and conducted by an allied company, Livestock Market Digest, Inc., Kansas City, to focus on the professionalism of the auctioneer in livestock marketing.

This year's contest was held at Saint Paul Union Stockyards, South St. Paul, Minnesota, the world's largest livestock market, and attracted 101 contestants, the highest number of entrants in the contest's history.

The world reserve champion is Bud Knight, Sturgis, South Dakota. In last year's competion he placed as central region champion. Knight was sponsored by Sturgis Livestock Exchange, Sturgis, South Dakota.

The world runner-up champion title was shared this year by James Carrithers, Johnson, Kansas, and Keith Saathoff, Creighton, Nebraska. Carrithers was sponsored by Syracuse Sales Co., Inc., Syracuse, Kansas, and Saathoff by Creighton Livestock Market, Creighton, Nebraska.

In addition to the world titles, these regional winners were also announced at a dinner and dance following the contest that evening:

WESTERN REGION: champion, Dick Hess, Ft. Collins, Colorado; and reserve champion, Bruce Corman, Burlington, Colorado; runner-up champion, Jeff Stokes, Port Orchard, Washington.

CENTRAL REGION: champion, Alan Odden, Flandreau, South Dakota; reserve champion, Armon H. Wolff, Golden Valley, North Dakota; runner-up champion, Paul C. Behr, South St. Paul, Minnesota.

EASTERN REGION: champion, Dan Williams, Boone, North Carolina; reserve champion, Steve Relander, Aledo, Illinois; runner-up champion, a tie between Robert D. Blackford, Adairville, Kentucky, and William "Terry" Ireland, Olin, North Carolina.

The winners received trophies and merchandise prizes. Jaggers was the recipient of the World Champion Ring, valued at over $1,000.

Livestock at Auction



TOP WINNERS in the 1981 World Livestock Auctioneer Championship held at Saint Paul Union Stockyards, South St. Paul, Minnesota, June 12, are, from left: World Reserve Champion, Bud Knight, Sturgis, South Dakota; World Champion, Doug Jaggers, Rushville, Nebraska; World Runner-up Champion, a tie between Keith Saathoff, Creighton, Nebraska, and James Carrithers, Johnson, Kansas.



CROWDED SALE PAVILION at St. Paul Union Stockyards, South St. Paul, Minnesota, site of the 1981 World Livestock Auctioneer Championship.

Contestants are judged by a panel of livestock market owners on the criteria they look for when hiring an auctioneer. Approximately 1,500 attended the six-hour contest.

Rushville, Nebraska sharing in success of auctioneer champion

Rushville, Nebraska — When a person from a small community succeeds, the townspeople share in that success, says Doug Jaggers, the 1981 World Livestock Auctioneer Champion.

And Doug ought to know. Since bringing the title back home this June, "It's been real nice" in Rushville for him. The city's Chamber of Commerce held a supper in his honor, there's been local newspaper coverage, and many friends and neighbors called or stopped by to offer him their congratulations.

Jaggers also was interviewed by area radio and television stations, but this has brought out one of the less pleasant aspects of his now-found fame, he said.

"They wanted me to auctioneer over the phone

Continued page 24



JOURNALIST GEORGE PLIMPTON takes his turn during the World Livestock Auctioneer Championship competition. Mr. Plimpton is known for his "participatory" journalism, trying something unique then writing about it. In that regard, writer Plimpton has tried NFL quarterbacking, trapeze stunts, acting in a John Wayne movie, and now auctioneering. At far right is last year's champion, NAA member Dean Schow, Paxton, Nebraska; behind George Plimpton is Joel Bennett, general chairman of the Livestock Marketing Congress '81.

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or in the living room," he said. He refused to do it. "I asked the TV man if he'd want to do the weather without his weather map," Jaggers, said, "then he understood a little better."

Auctioneering outside a livestock auction market just doesn't ring true to Jaggers — it makes it too much like a sideshow. "To me, it's a bit downgrading maybe. It takes away from what it's supposed to be," he said.

"My mother-in-law's never heard me auction 'cause she's never been here when we were having a sale," he said. "I wouldn't even do it for her."

But at the 18th annual auctioneer championship at the Saint Paul Union Stockyards, he did it well enough to stand out among the record 101 contestants. Of course, there he had a few drafts of cattle to work with.

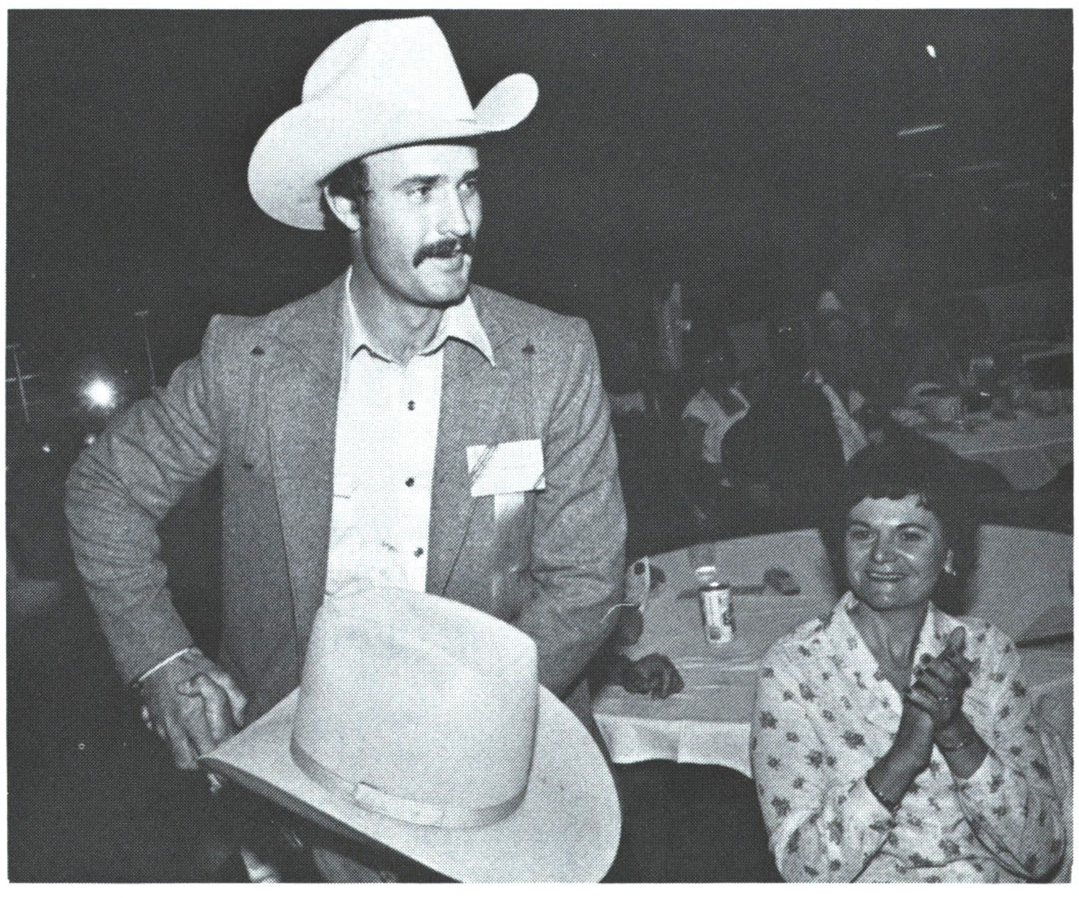
Also, reserve champion auctioneer Bud Knight, Sturgis, South Dakota, and Jaggers roomed together in 1972 when they attended the Western College of Auctioneering in Montana.

When Jaggers was asked if he thought they had picked up their winning auctioneering styles at the college, he pointed out a closer influence. "We were both around an old-time auctioneer, Jack Churchill. He passed away a couple years back, but he used to sell at our auction," Jaggers said. "We both had heard him, liked him and possibly we picked up some things from him."

Even though his father, Bob, with whom he now has a partnership, has owned Sheridan Livestock Commission Company for nearly 27 years, Jaggers never expected to become part of the business. Up until 1971 his father had another partner, and Jaggers never envisioned there would be room for him.

So after graduating from high school and marrying his wife, Kathy, he took business classes at nearby Chadron State College.

Then, one day during his second year of college, his father called. "He said, 'I bought the other guy



VERY SURPRISED AUCTIONEER — NAA member Doug Jaggers, pictured at the moment he was announced as the 1981 World Livestock Auctioneer Champion. This was his first year to enter the contest.



AUCTIONEER/SINGER LeRoy Van Dyke at the microphone for his guest appearance during the contest.

out,' and asked if I'd be interested in giving it a try," Jaggers said. Soon afterward Jaggers and family moved back to Rushville.

After working at the market for a while, becoming an auctioneer just seemed the natural thing to do, Jaggers said. The first night he was supposed to do the selling, shortly after returning from auctioneer school, he said he almost chickened out. But his father told him, "The longer you wait, the harder it'll be," so he went ahead and did it.

"The first time climbing up there . . . it was about like the night of the award," he said.

He'd watched the auctioneer championship in 1973, when it was held in Norfolk, Nebraska. And he'd almost entered in 1979 and 1980, but it never quite worked out. However, winning the first time through is okay with him. "This is the way I'd rather go," he said.

World Championship Quarter Horse Show this November

More than 1,500 American Quarter Horses are expected to enter the 1981 World Championship Quarter Horse Show, held November 16-21 in Oklahoma City, Oklahoma. A total of almost $200,000 will be awarded to the top ten horses in the judging classes.

The auction during the show will include an estimated 500 head of quality American Quarter Horses for the fifth World Championship sale. The auction will be held in conjunction with the show — November 20, 21, 22 — and is expected to total well over one million dollars.

Congress '81 "Special Report" now available from LMI

Kansas City, Missouri — A session-by-session summary of Livestock Marketing Congress '81 is now available free of charge from Livestock Merchandising Institute.

Single copies of the 13-page, magazine style "Special Report" can be obtained by writing the Institute, 4900 Oak Street, Kansas City, MO 64112.

This year's Congress, held in Minneapolis, had as its theme "Competing For The Protein Dollar". Nearly 30 speakers and panelists explored the growing challenge to the livestock and red meat industry from competing protein sources.

Congress program sessions looked at "Our Customer," "Our Competitors," and "Our Challenge". The Special Report also includes a summary of the script of the opening audiovisual presentation, which subsequently has been shown before a number of industry groups.

Participants in the Congress included Dr. Walter Heller, former economic advisor to three presidents; Dr. W. Wayne Talarzyk, professor of marketing and consumer lifestyle specialist from Ohio State University; consumer advocate Ralph Nader, and leading spokesmen from virtually every sector of the livestock and meat industries.

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About the Author: Melvin A. (Mel) Giller. Realtor—Auctioneer. Thirty years' background in sales, sales management and marketing and is a nationally recognized author, lecturer and instructor on the Marketing of Real Estate by Public Sale. He entered the real estate profession in the early 1960's. He has been involved as a Real Estate Developer, and at one time in his career, operated a company that was comprised of 87 sales people. Several years ago, he recognized the enormous potential of the Public Sale as a marketing tool for the sale of real property, and he has dedicated himself to this profession. He is the President of Nationwide Auction Company, with offices in Tucson, Arizona and Newport Beach, California.

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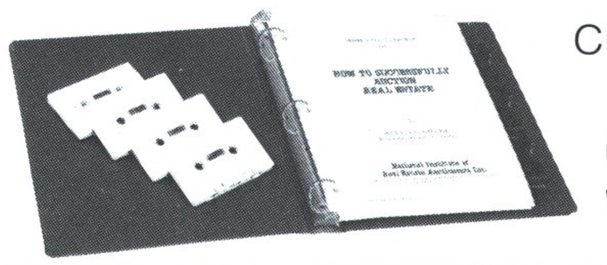
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Thank you, auctioneers, friends

By Archie D. Moody, CAI
NAA Director

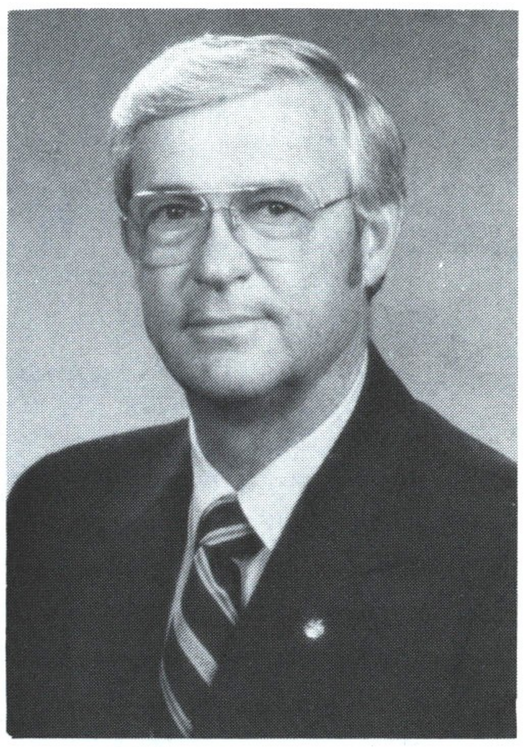
I want to take this opportunity to thank each and everyone of you who attended the Las Vegas Convention for making it one of the best conventions that I have ever attended. As most of you know, I had to leave Las Vegas early because of the death of a very dear sister-in-law, my wife Lila's sister. So I would like to take this time to thank you, members and friends of the NAA, for the support and the help that you gave me during the year as your president.

And to the Vegas Convention, I believe that this was without any doubt one of the greatest conventions we have ever had. I would like to congratulate Harvey McCray and his staff for a job well done. I know there was plenty of teamwork in the NAA office, and everything was better prepared this year than it ever has been before, for you, the members, when you registered for our convention. Also, again, you cannot give enough praise to the men and women from Las Vegas, and the surrounding states, who assisted in helping put on this convention. So again, to Bill Watson and Stan Zurawski, thank you also for a job well done; and especially to your ladies, because without these ladies your job would have been twice as difficult. We thank the ladies for their part in making this convention a tremendous success.

I attended several shows while I was in Las Vegas, and I thought that these performers were as professional as anyone could be, but you the auctioneers, the members of the NAA, proved to me that you are just as professional as these people who are paid thousands of dollars for one night's work. You are the greatest in my eyesight and I have much love and affection for each and everyone of you.

I was told of one entertainer in Las Vegas who was a magician, that he could make an elephant disappear. Something as large as an elephant would be a great feat for a magician, but let me tell you, my friends, the fund raising meeting was also something to behold. It was the greatest show of sacrifice by a group of people; a group of professionals who love their profession and who wanted to be a part of making it even better than it is now. I believe that all pledges were made from the heart, without any thought of personal gain or self glory.

And ladies and gentlemen, it was all I could do to compose myself, to hold back the tears of joy that I felt in my heart. From reports that I have received since I had to leave the convention early, parallel with what went on while I was present, I understand that on Saturday night *even more* money was raised for our new office. I want to thank my partners and the South Carolina auctioneers for their participation in this meeting, and for supporting me, the National Association, and this great project we have in building our new office in Overland Park, Kansas. And thank you members for a job well done, making our fund raising program a great success.



NAA director Archie Moody, is of course, immediate past president Moody, beginning another three year term on the NAA board. His auction business is the offices of Moody-Godley Auction Company, Darlington, South Carolina.

Also, I would like to take this opportunity to personally thank all of the people who served on our Sergeant at Arms Committee. You did a tremendous job. And to the Election Committee, I am equally grateful for your part in the successful Las Vegas convention. It's volunteers like the Sergeant at Arms and Election Committee people who make it worthwhile to serve in this great Association.

Looking toward the future I would like to congratulate the new slate of NAA officers and directors who have been elected by you, the members, to serve for the next three years. I think you have made a tremendous and wise choice in selecting people that are very concerned about the auction profession. We are looking for great things out of these newly elected officers and directors in our Association. And I am looking forward to working with each of them.

I would like to take this opportunity to thank all of the directors who served with me this year, and especially the directors who have gone off the board. I am grateful for your committee work and for your support, but we're not putting you out to pasture. We are looking for you to continue working in our Association.

And now I extend to each and everyone of you an invitation to attend our Atlanta Convention in July, 1982. We are looking forward to another great convention and I am looking forward to visiting with you all, be it God's willing.

Take care, have a tremendous year in the auction profession and the auction business. Make a lot of money, and let's all get together for another excellent time, at our 1982 convention. May God bless each and everyone of you and if I can ever be of service to any of you, please feel free to call. Again, thank you very much.

They call us "Colonel" — do we deserve the title?

By Dean H. Parker
NAA Director

The word "Colonel" is a title that designates a high military rank, and thus an automatic connotation of respect and authority. This meaning comes from the fact, that in order to become a "Colonel", one must have years of superior performance, proven capability, and a fulfillment of great trust. To become a "Colonel", requires years of service at a lower level of responsibility and trust. It requires proving one's self in the fiery furnace of trial and error. Then, through those years and many experiences which add maturity, understanding, integrity and development, one gradually becomes seasoned and trusted to the point where he becomes promoted to the level of "Colonel". It doesn't happen overnight.

One doesn't become a master plumber, super salesman, doctor, lawyer, scientist, or great anything, overnight. Nor does one become a good auctioneer, a true "Colonel", overnight. It takes years of faithful performance, and years of proven capability.

The title "Colonel" implies authority, desired respect and fulfillment of great responsibility. If you are going to be the person up front, the person in charge, the person that everyone is looking to for action and direction; if you are going to run the show, then you had better use your "rank" and show some authority. **You should be able to deserve the respect of those in the audience.** You had better be able to fulfill the responsibility of the occasion or you are in a lot of trouble.

Also, if you are the person up front, and for any reason you don't deserve to be there, you are again in lots of trouble. If you don't have the "rank", if you can't command the authority, if you don't have and deserve the respect or if you can't handle the responsibility, you are still in trouble. You would be better off to not be there at all, than to be there when you can't handle the situation.

The constant and overall objective of the NAA, especially this year, is to raise the standard of professionalism of the entire auction profession. We have a huge job ahead of us, to try to change an image that too many people have of what an auctioneer is. Over a period of many years, there has been in the minds of a lot of people, an image that is anything but beneficial to the auction profession. It is an image born of some unscrupulous, dishonest, unethical, would-be auctioneers, who were merely a poor misrepresentation of an auctioneer. This misrepresentation was widespread enough, that it gave a terrible stigma of undesirable ethics, poor business practices, low moral conduct and bad behavior to the entire auction profession.

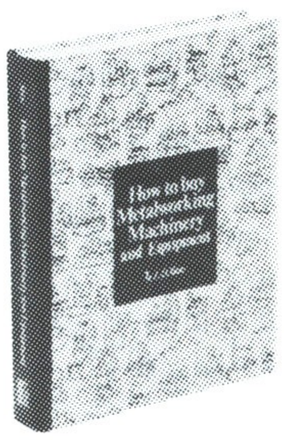
It is now the tremendous task of the modern auction profession to overcome that stigma; to replace in the minds of the general public that undesirable image with a new image of a highly skilled, professionally trained and qualified super salesman. A perfect gentleman, or a perfect lady, of impeccable honesty. One who is a hundred percent trustworthy, whose morals and conduct are above reproach. One

NAA director Dean Parker was elected to the NAA Board at the Nashville Convention in 1980. His auction firm, Dean H. Parker & Associates, Logan, Utah, is one of the largest Quarter Horse auction sales management companies in the world. Mr. Parker conducts over 200 sales a year, piloting his own twin-engine Cessna 310 to a yearly average of 43 states, and Canada.



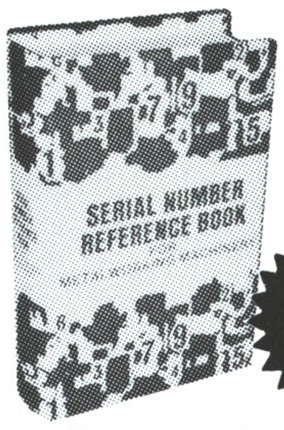
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who is an astute, keen businessperson, and a loyal and honest agent for the principles that he or she represents. We need to replace the connotation that people now have of the word "auctioneer" with one that is synonymous with honesty, integrity, morality, capability, skilled performance, courtesy, respect, tact, education, and the very highest of moral conduct.

If we deserve to be an auctioneer, we should exemplify all the traits of a true professional. Anything less than this should be totally unacceptable.

Much is being said among auctioneers today about legislation to accomplish recognition as a profession. I won't argue that this would probably help. If we could legislate professionalism in the profession; if we could demand a higher degree of auction training; if we could require a greater degree of skill; we would accomplish much towards the goal of a higher level of performance, and consequently recognition as the highly skilled professionals that we are striving to be.

But at present, we can't legislate the kind of image we would like people to have of us. **Even if we could, legislation would not change that image until we, ourselves, change the conduct of our profession**. I firmly believe that if we will change the conduct of our profession to the high levels that I have mentioned, we won't need legislation in order to get recognition. We will have people running to us with business faster than we are able to take care of it.

It is a matter of becoming highly skilled through proper and adequate training, becoming impeccably honest in all our dealings, and always exemplifying the traits of courtesy, respect and tact.

To anyone who has been in the auction profession for many years, and has earned some esteem for the professional manner in which he or she conducts business, that auctioneer almost hesitates sometimes to use the title "Colonel". Because at the same time, there are some ill-prepared, poorly schooled people trying to perform the same auctioneer function, but who are just not prepared to do it. Yet they seem to feel that by the assumption of the title "Colonel" they have elevated themselves to the point of capability, and that performance is not a relative factor.

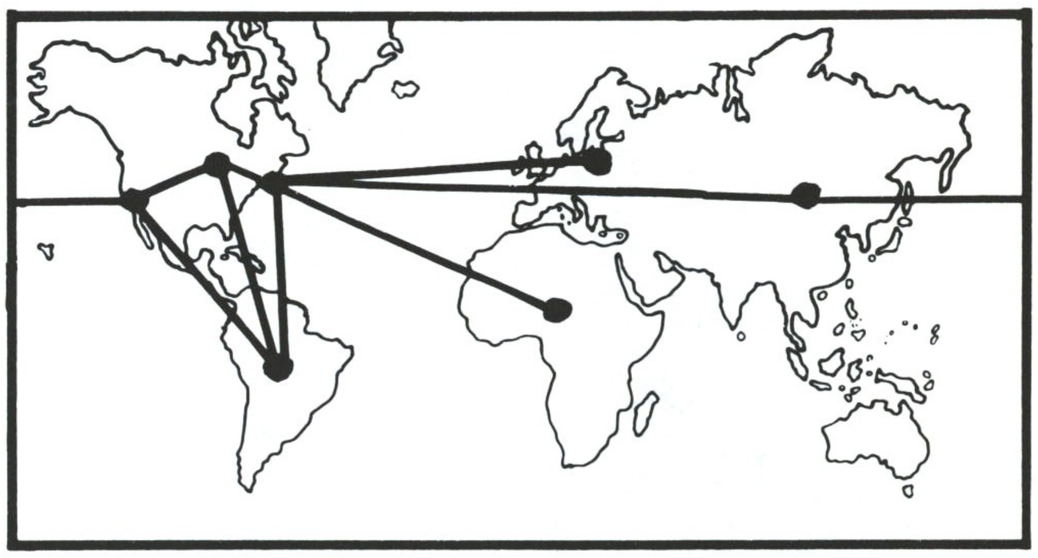
I believe that all we have to do to convince the world of the professionalism of the auction industry is perform in a matter that justifies, and deserves the title of "Colonel". Then we will get our recognition, and we won't need the legislation.

After all, the only thing that we are really trying to accomplish is to increase the volume of business and to gain greater acceptability and recognition as a necessary part of the business world. If we will conduct our business in this manner, we will get that recognition, and by so doing, get all the increase in business that we can possibly handle. But let's do it by conduct, not by legislation.

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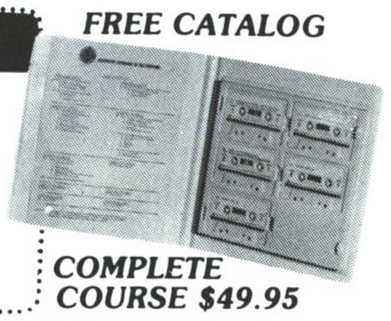
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1982 CAI courses to convene

Reservations are now being accepted for the 1982 Courses of the Certified Auctioneers Institute, scheduled March 28-April 3, 1982, on the Indiana University campus in Bloomington, Indiana. This will be the seventh year for the courses to be offered.

Those who successfully complete the three course levels of the Institute program may earn the designation, "Certified, Auctioneers Institute". That designation has been awarded since 1978, and following years to over 300 auctioneers nationally.

For those NAA auctioneers who wish to enter the program, a two-step process is involved. First, complete and send the reservation form in the CAI brochure enclosed in the center section of this issue of THE AUCTIONEER. You will be supplied an application for admission to the program. When your application is completed and approved by the Institute's Admissions Committee, you will officially be admitted to the program.

Among other requirements, applicants for Course I are required to have at least two or more years of full-time auction experience. **Also, current membership in the National Auctioneers Association (NAA) is required for all applicants, Institute candidates, and Institute members.** Course I applicants who are not members should initiate the NAA membership procedure that requires sponsorship before they submit their CAI applications for admission.

The CAI Course program includes daytime classes, Monday through Friday, with the final examinations in Courses I, II, and III on Saturday morning of the Institute week. Optional evening sessions will also be available.

The faculty of the Institute is drawn from the Indiana University faculty, the auction industry, and related professions. More specific information about the courses is published in the CAI brochure. Additional copies of the Institute brochure are available from the Institute office, or reservation forms may be photocopied and submitted.

For additional CAI program information, contact: Certified Auctioneers Institute, Indiana Memorial Union, Suite 555, Bloomington, IN 47405. Telephone: (812) 337-0706.

An auctioneer once said that whenever a prospective client said he was .not interested in the auctioneer's proposition, the auctioneer would smile and say, "I know you are not. That is the very reason I have come to see you. Had you been interested in my service you would have come to see me."

Never apologize by saying, "I was just passing and thought I would drop in." It is better that you should tell the prospective client you have come quite a bit out of your way to see him.

Anonymous

Dear Auxiliary members,

I am honored at being elected president of an organization as truly great as this Auxiliary. As you may know, I have lived auctioneering most of my life, first with my father and then both my father and my husband. I know how proud my husband is, as well as how proud my father would have been, that I have been selected for this office. It is with genuine humbleness that I accept the office of president of the Auxiliary to the National Auctioneers Association.

I feel we had another great convention in Las Vegas. It was especially enjoyable to see all of our friends that we have made from the past conventions. However, we did miss all of you that did not attend.

I certainly do thank Betty Short and her committees who worked so hard for us to enjoy the convention.

Also, a special "thank you" to Harvey McCray, Gary Carmichael, and the girls in the convention office for their fine job. We are very fortunate to have them associated with the NAA.

I am certainly looking forward to serving as president of the Auxiliary to the NAA.

Mrs. Pat Lambright, President
Auxiliary to the NAA
LaGrange, Indiana

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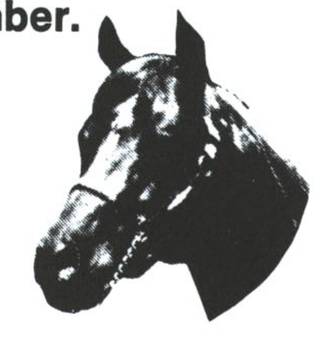
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Antiques at Auction

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Arrowback Chairs

by George Michael
NAA member
Merrimack, New Hampshire

Some identify the simple thumback or rabbit ear chair, as a country Sheraton style, feeling its inspiration came from the design book of Thomas Sheraton. We picture one of this type, but there is a variation to the Sheraton design — that of the back spindles. Sheratons were completely round turned, whereas these are flattened. Years ago, the term "arrowback" was coined to differentiate the designs. The spindles resemble an elongated arrowhead, hence possibly the name.

By 1830-1840, chairs of this type were common all over the civilized sections of our country. Most feature a simple handmade pine plank seat. The bulk of them would have been painted and the large wide back crest rail lent itself to painted or stencil decoration. This is why these are so popular today. They are not expensive and the home decorator can do them in whatever colors are desired, and decorations to suit the mood of the room.

Lambert Hitchcock is known to have made them in Connecticut at the same time he was turning out his famous pillowback chairs. These were less expensive. If you should find a name on the bottom, the chances are most likely that this is the name of the owner, not the maker. Whenever people gathered together such as at funerals and weddings, it was common for each person to bring his own chair. One can imagine the mixup possible, especially if all were made by the same chairmaker in town. The names made it possible to sort them out after the event.

However, some companies did mark theirs — those burned in or deeply impresed such as with a stamp pounded into the wood could likely be the factory or maker's name. Not enough research has been done to tie them to many other woodworking shops.

Questions/Answers

From Dixon, Illinois — I have some old seats, which overall, are 63" long, depth 15". Railing around them is of iron and they are in original red paint. I am interested in finding out what they were used on.



ARROWBACK CHAIR with flattened back spindles.

Answer — When tourists would go to resort areas in the last century, they would be met with wagons having seats such as these, to carry many passengers. They were also used for touring scenic sites. I have seen wagons like these years ago at the old hotels up in the White Mountains in New Hampshire, which would have as many as five of these seats and a four horse hitch. They used to turn up at our country fairs years ago to haul celebrities around the race tracks.

From Schenevus, New York — When did the pull out table which would accommodate leaves, originate? We have one which our family records say is two hundred years old, but we have been told by an appraiser that they did not originate until about the 1820s. Can you settle this?

Answer — I don't think anyone can settle it. I think it is generally felt that tables of this type became most popular during the time of the industrial revolution which has starting dates of all kinds after 1800, depending on where one lives. I do not think it is an invention with a patent anywhere, so it is not unlikely the first of them originated in Europe in the 18th century.

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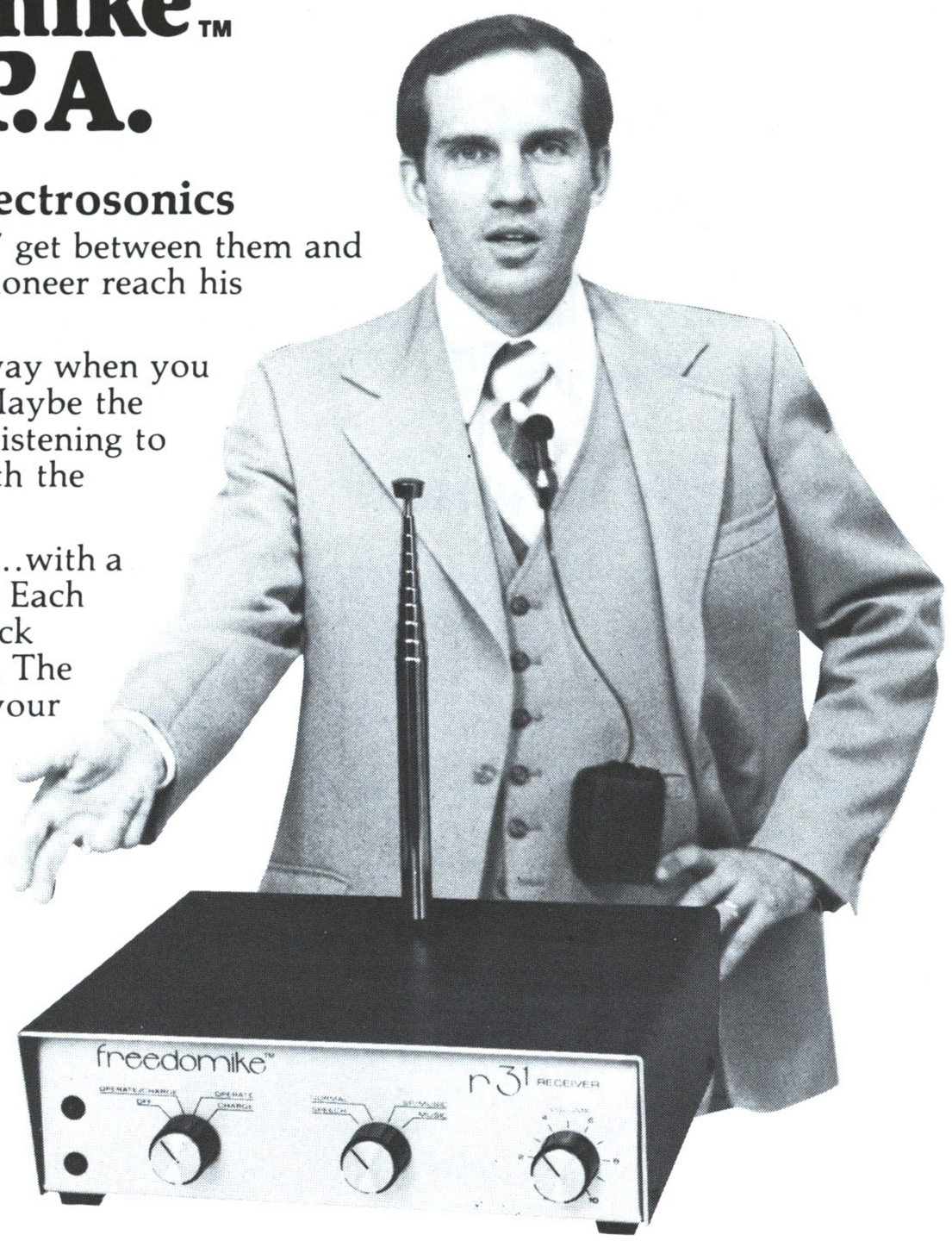
Without even realizing it, many auctioneers let "something" get between them and the bidders. That "something" is supposed to help the auctioneer reach his audience, but it also gets in the way.

That "something" is the P.A. system. Maybe it gets in the way when you have to stop your bid calling and lug it to another table. Maybe the bidders watch you drag your mike cord around instead of listening to your bid calls. Maybe you need three hands to hold up both the merchandise and your microphone.

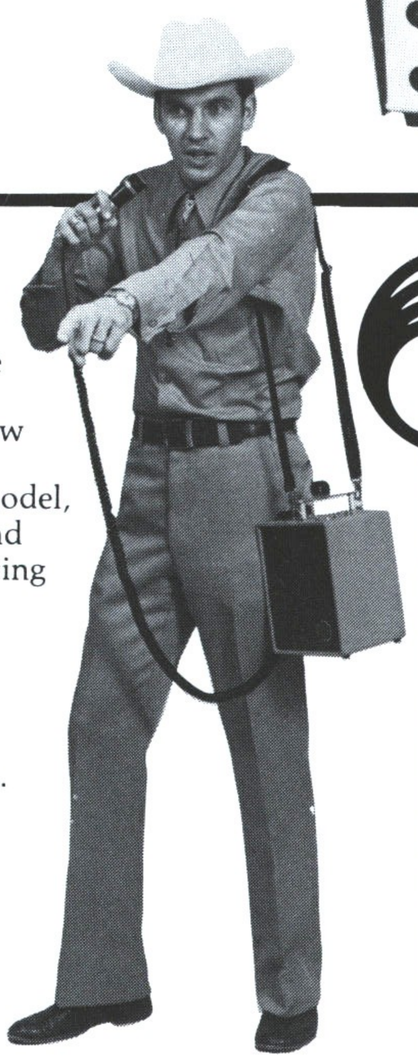
Now you can discover total freedom from your P.A. system...with a Freedomike wireless microphone system from Lectrosonics. Each system consists of a microphone connected to a cigarette-pack size transmitter which sends your voice signal to a receiver. The microphone clips to your tie or shirt. The transmitter fits in your pocket, or in a belt-clip pouch. The receiver, which can be a hundred yards away, plugs into the microphone input of any P.A. system. The Freedomike system uses special Unichannel$_{TM}$ circuitry to eleminate unwanted interference. A protective carrying case is also provided.

Freedomike...for the auctioneer who wants the bidders attention focused on his bid calls, not on his P.A. system.

Freedomike System One (with tie tack mike) - $799



Freedomike System Three - $899
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For years the Voice Projector 18 has been the benchmark by which auctioneers measured quality in self-contained P.A. equipment. Now meet the all-new VP18R. The VP18R has all the features of the older model, plus high-level input and output for connecting to other audio devices. Its rechargeable power pack lasts 50% longer than the old VP18.



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VP15 $198

Lectrosonics, Inc
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If you and your Freedomike system travel to places with no house P.A. system, Lectrosonics has the Plus Power 48R. With its own powerful 16 watt rms amplifier, 8" speaker and rechargeable batteries, the PP48R enables you to use your Freedomike system anywhere... even if miles from the nearest AC power source.

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Real Estate at Auction

Busy Spring, Summer

The following auction summaries seem to indicate that a lot of real estate changed ownership this season, via the auction method of selling.

Two hour auction, $4 million in homes . . . Calling the sale "excellent" and "good for the seller and good for the buyer", NAA member **Mel Giller,** Newport Beach, California, sold $4 million worth of homes, nestled around a 7-acre lake southwest of Bakersfield, California. The final 36 homes of the 94-home luxury subdivision produced an average final bid of $114,000.

About 250 would-be home buyers arrived early for the Saturday, June 27, auction which began at 5 p.m. and ended in 105 minutes. The sale took place under a large rectangular tent on-site, complete with live band for pre-auction entertainment, hors d'oeurves, drinks, and curious neighbors. The temperature was 108 degrees.

Commenting to THE AUCTIONEER, Mel Giller observed, "I wonder how many real estate brokers can make claim to having sold over $11 million dollars of real estate in six weeks. These figures represent an incredible endorsement for our profession."

Caribbean island sold at Todd auction . . . Clustered with other islands under Caribbean skies and surrounded by ocean, St. Thomas in the Virgin Islands was the scene of an April 1 auction conducted by NAA member **J. L. Todd** and his auction staff from Rome, Georgia.

St. Thomas, the more cosmopolitan of the islands, is 13 miles long and 3 miles wide and is completely surrounded by spectacular scenery; bays with beaches and other, smaller islands. It was Leon Stackler's half of one of those mini islands, known as Inner Brass Island, that was sold to bidders from all over the world on a beautiful April Fool's Day, 1981.

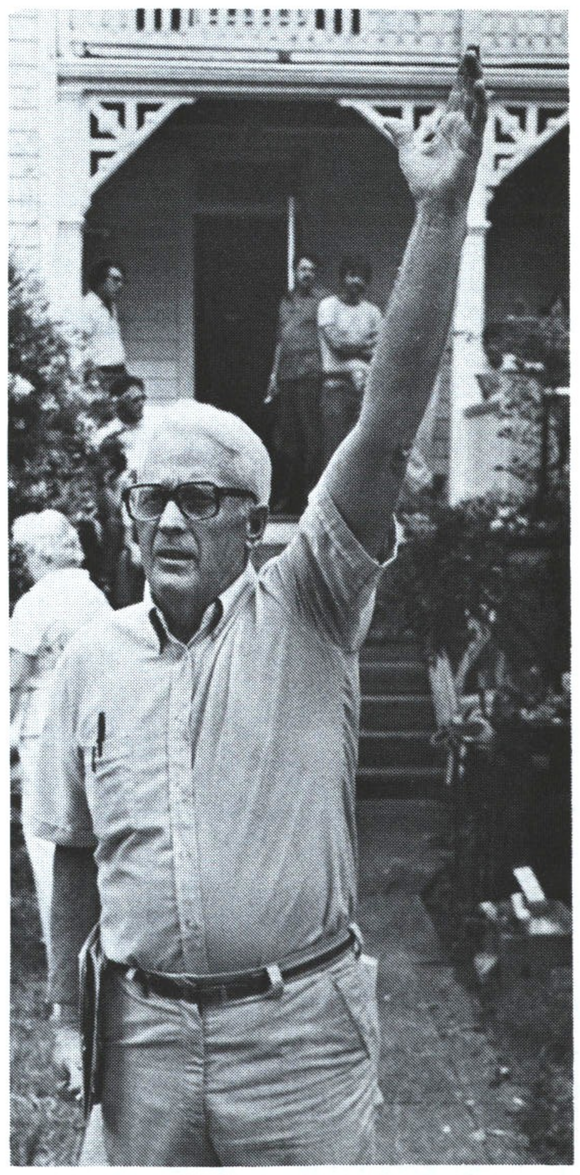
Twenty parcels changed hands, as Leon Stackler's 64.5 undeveloped acres were sold at an average of $10,000 per acre. The site of the auction was on Hull Bay, approximately 1,000 yards from Inner Brass. Before Inner Brass can be developed commercially — for hotels or condominiums — the residential zoning would have to be changed. But that did not stop people from around the world from bidding, and paying 15% of their bids as deposits. Most buyers said they will hold the land as an investment.

Buyers ranged from a Texas couple who said they were in "land development", to St. Thomians, to one man who came to Larry's Hideaway on Hull Bay to buy a surfboard and stayed to buy part of the island — "I heard the bids, and that you only had to put down 15%. The surfboard had already been sold, I had some money in the bank, so I bid", said a buyer from Detroit who's been on St. Thomas since October, 1980.

Leon Stackler, the seller, has lived on St. Thomas for the past 25 years and says he plans to retire, play golf, tennis and go sailing. Stackler helped develop Great Cruz Bay Estates on nearby St. John Island.

Saturday in Virginia, "old-fashioned country auction" . . . Nine hours, two near heat strokes, a few cloud bursts, and 300 Pepsi's after it began on a June Saturday morning, NAA member **Willie Catlett** and his cadre of clerks, cashiers and fellow auctioneers found homes for the 400 auction items scattered over 2.5 acres. The "collectibles" were part of an Amherst, Virginia, estate sale which included the owner's 10-room, four-bath, three-fireplace house which auctioneer Catlett sold for $38,000.

The auction was covered in a full page article with pictures, by the AMHERST NEW ERA-PROGRESS newspaper. NAA member Willie Catlett is from Lynchburg, Virginia.



AT A VIRGINIA AUCTION with NAA member Willie Catlett, Lynchburg. The sale was an estate auction of the house and household goods in Amherst, Virginia. (Photo courtesy of AMHERST NEW ERA-PROGRESS newspaper.)

Kansas estate auction brings top dollar . . . Temperatures in the mid-90's failed to dampen the enthusiasm or the bids, on items sold in a Plainville, Kansas, estate sale, June 20. The auction was con-

Continued page 37

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ducted by NAA member **Chick Selbe,** with 200 registered bidders for the real estate, automobile, household goods, antiques, and glassware.

Representative prices included: $27,500 for a two bedroom, frame construction home appraised at $22,000; $975 for a 1962 Chevrolet; and $455 for a pressed back antique platform rocker.

Free home value brochure available

Chicago, Illinois — "Ask an RM or MAI About Home Value" is the newest consumer information brochure available free from the American Institute of Real Estate Appraisers. This ten page booklet answers the questions frequently asked by homebuyers and homesellers alike, who may want their home or property appraised, but aren't sure how an appraisal might benefit them.

The booklet answers questions such as:

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"Is my real estate tax assessment fair?"
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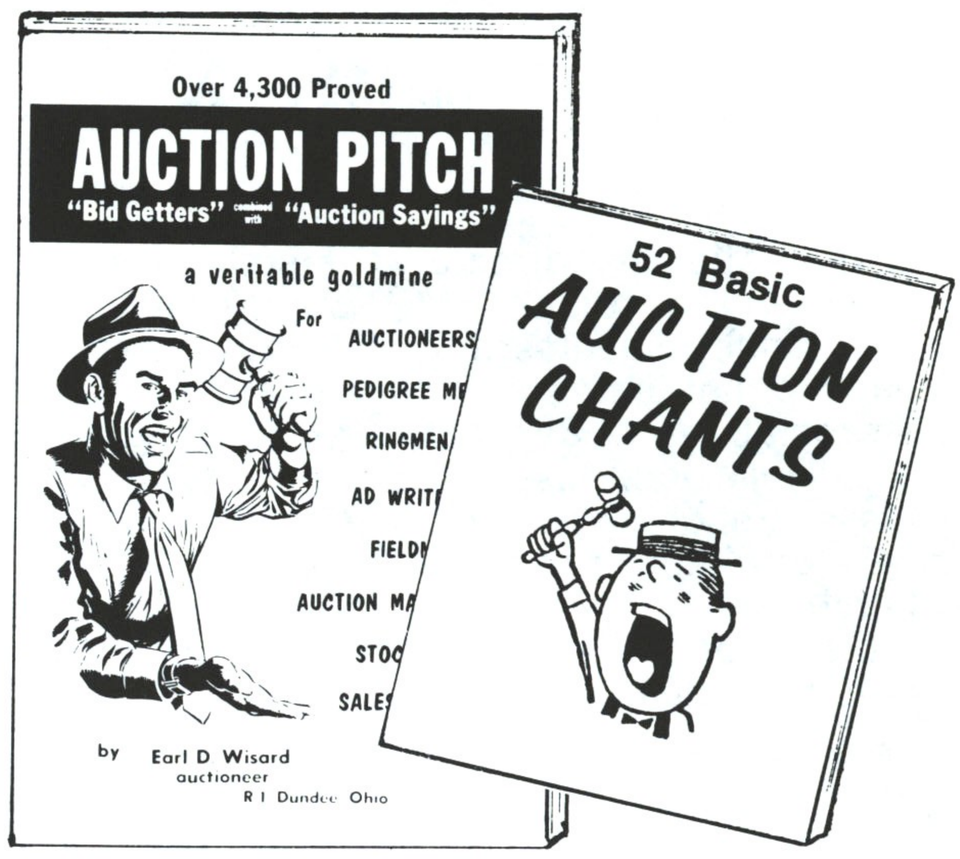
In addition, the booklet disspells several myths and misunderstanding associated with real estate appraisals.

To receive a free copy of "Ask an RM or MAI About Home Value", contact: Public Relations Dept., American Institute of Real Estate Appraisers, 430 N. Michigan Avenue, Chicago, IL 60611.

Founded in 1932, the American Institute of Real Estate Appraisers is the oldest professional appraisal organization, and the only one affiliated with the National Association of REALTORS®. It awards the MAI (Member, Appraisal Institute) and RM (Residential Member) designations to individuals who have completed rigorous educational, experience and demonstration requirements. The MAI and RM members subscribe to a strict Code of Ethics and Standards of Professional Conduct, rigidly enforced, to assure the public of appraisal reports which are as accurate as possible.

Back in 1967, children who diligently saved their earnings from lawn mowing, for example, could surprise dad on his birthday with a fine $100 watch. Children in 1981, however, must mow lawns at a higher price and save a lot more, because that $100 watch now costs at least $265 according to the Consumer Price Index.

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Thirteen state associations reciprocal with NAA

In the following directory of state association presidents and secretaries, the asterisk near the association name indicates that state has a reciprocal membership agreement with the National Auctioneers Association. Under that agreement, *new members* must join both associations to be a member of either association. However, auctioneers who were members of either association before the reciprocal membership agreement went into effect, do not have to join the other association to maintain their present membership status.

Here is a list of all reciprocal states as of this writing.

State Association	Dues (in addition to NAA dues, and vice versa)	Month billed for dues (both NAA and state amounts)
Arkansas	$10.00	January
Colorado	10.00	January
Florida	25.00	January
Georgia	30.00	July
Iowa	20.00	January
Kansas	10.00	July
Kentucky	10.00	January
Missouri	15.00	July
Nebraska	15.00	July
Nevada	20.00	July
Pennsylvania	26.00	January
Tennessee	10.00	July
Wisconsin	15.00	July

Admittedly, sometimes meeting the reciprocal membership requirements can be confusing to new members. However, since the reciprocal membership agreements have been in effect, the following general policies have been applied by the NAA office to new members from reciprocal states.

- **New members** must pay the full dues amounts for both associations. The NAA office will then prorate the NAA dues, but not the state association dues. The prorating allows for the new member (whenever the auctioneer joins) to be billed in the same month as other members from that state; and all state association dues collected by the NAA office are forwarded to the state association secretaries.

- **Present members,** those auctioneers who were members of either association when the reciprocal agreement went into effect, can join the other association at any time.

- **When sponsoring a new member,** and your state association is reciprocal with NAA, please inform the new member that both dues amounts must be sent in with the completed and sponsored NAA application.

- **Only two states,** Pennsylvania and Tennessee, require that the new member must join through the state association, and not through the NAA office. An application from a prospective member in either of these states will be returned, with the explanation that the new member must contact the state association and first meet their membership requirements.

As current NAA members who live in reciprocal states, and may be approached by a prospective member to join the NAA, your cooperation is requested. Please inform that new member that your state is reciprocal, and that he or she will become a member of both state and national associations upon receipt of both dues amounts. The NAA office will cordially answer any questions about the reciprocal membership agreements with the affiliated state associations.

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Auctioneers Association of Arizona, Inc. — President: R. G. "Ray" Warner, 13611 N. 50th Place, Scottsdale 85254, phone 602-996-4430. Secretary-treasurer: Larry Everhart, 5033 N. 66th Avenue, Glendale 85301.

Arkansas Auctioneers Association — President: Tom Blackmon,
* P.O. Box 7464, Little Rock 72207, phone 501-664-4526. Secretary: Jayne Lowery, P.O. Box 34, Dennard 72629, phone 501-745-4261.

California Auctioneers Association — President: LeRoy C. Blum, 10108 Grant Line Road, Elk Grove 95624. Secretary-treasurer: Grant Theodore, 4037 North Washington Blvd., P.O. Box 196, Livingston 95334.

Colorado Auctioneers Association — President: Eldon Broughton 1647 South Tejon, Colorado Springs 80906, phone 303-
* 635-9400. Secretary-treasurer: Ernest L. Wimmer, 170 Palmer Drive, Fort Collins 80521, phone 303-226-3121.

Connecticut Auctioneers Association — President: Dominick Scavone, 695 High St., Naugatuck 06770; Secretary: Larraine M. Smith, 37 Wallingford Road, Cheshire 06410

Florida Auctioneers Association, Inc. — President: Ben Campen,
* P.O. Drawer 1209, Gainesville 32602. Secretary-treasurer: Billy H. Wells, 121 Aldean Dr., Sanford 32771, phone 305-323-2820.

Georgia Auctioneers Association — President: Pete De Santis,
* Pavo Rd., Thomasville 31792, phone 912-226-8849. Secretary-treasurer: Lynn Dempsey, P.O. Box 1341, Rome 30161, phone 404-291-0746.

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* 265, Audubon 50025, phone 712-563-4288. Secretary-treasurer: Margaret Bloomer, Rt. 3 Box 51, Glenwood 51534, phone 712-527-3615.

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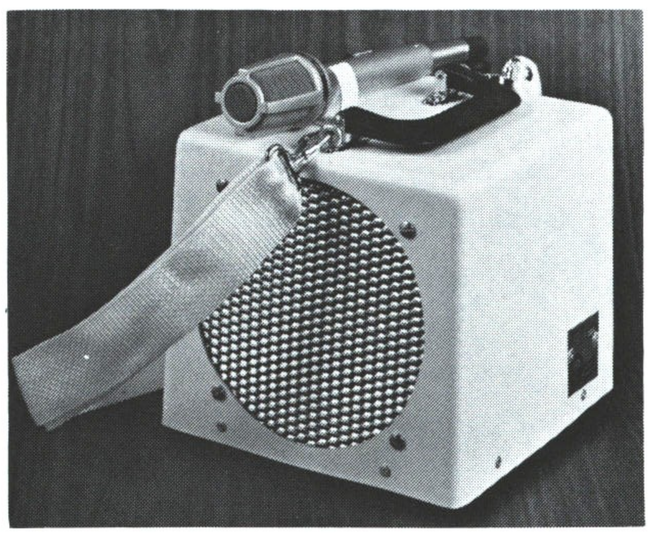
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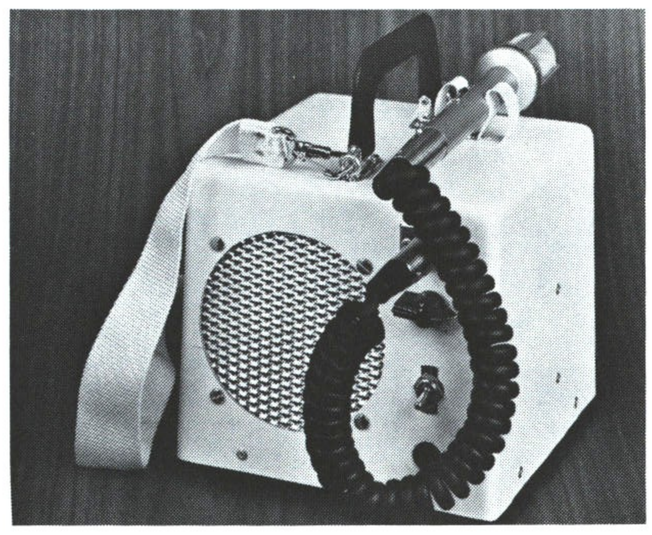
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Tennessee Auctioneers Association — President: Jerry C. Gregory, P.O. Box D, Springfield 37172, phone 615-384-5557. Secretary-treasurer: Edwin B. Fulkerson, Rt. 14 Box 182, Johnson City 37615, phone 615-282-1236. *

Texas Auctioneers Association — President: Jack Faulks, P.O. Box 5701, Lubbock 79417, phone 806-763-4949. Secretary-treasurer: Dudley Althaus, P.O. Box 312, Fredericksburg 78624, phone 512-997-7606.

Utah Auctioneers Association — President: Glenn Short, 250 E. 6790 S., Midvale 84047. Secretary: Steve Hansen.

Vermont Auctioneers Association — President: Arthur H. Smith, Ferrisburg 05456. Secretary: Thomas Hirchak, Jr., Morrisville 05661, phone 802-888-4662.

Virginia Auctioneers Association — President: Harold P. Entsminger, Rt. 2, Buchanan 24066, phone 703-254-2050. Secretary-treasurer: Mrs. Doris S. Jones, Rt. 1, Box 114, Scottsville 24590, phone 804-286-3817.

Washington State Auctioneers Association — President: Elmer Burnham, 1421 Fern Dr., Moses Lake 98037. Secretary: Marjorie Burnham (same address).

West Virginia Auctioneers Association — President: Roy Clark. Secretary: Bob Mills, P.O. Box 3261, Morgantown 26505, phone 304-292-7286.

Wisconsin Auctioneers Association — President: Wenzel "Bunny" Humpal, Boyceville 54725. Secretary: Robert Massart, 2545 Finger Road, Green Bay 54301, phone 414-468-1113. *

* *Indicates a reciprocal membership agreement between the state association and the NAA. See article before this directory.*

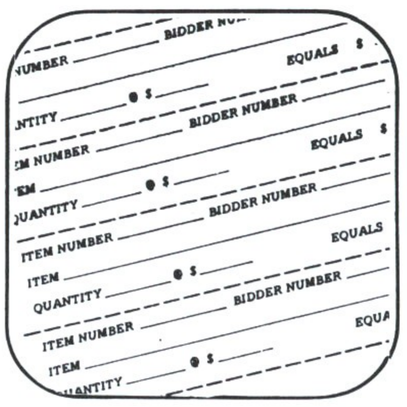
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State Association Conventions — Dates and Locations

Convention Dates	State Association	Hotel or Motel and City	Convention Chairman or State Association Secretary
September 21	New Mexico	Regent Hotel, Albuquerque	Dee Paulsen
October 3-4	Arkansas	Little Rock	Jayne Lowery
October 3-4	Missouri	Sikeston	Doran H. Livingston
October 10-11	South Carolina (Semi-Annual)	Holiday Inn Holidome, Spartanburg	Maude Burnett
October 25-26	Iowa	Savory Hotel, Des Moines	Margaret H. Bloomer
October 27	New Hampshire	Pumpkin Blossom Farm, Warner	George Michael
November 1-2	New York		R. Thomas Jones
November 8-9	Illinois	Sheraton Inn, Galesburg	Ken Gravlin
November 15-16	Indiana	Marriott Inn, Indianapolis	Harry E. Buckles
November 16-17	Illinois (Seminar)	Ramada Inn, Rockford	Henry Hachmeister
December 6-7	Tennessee	Airport Hilton Inn, Nashville	E. B. Fulkerson
December 12-13	Florida	Lakeland	Billy Wells
January 9-11, 1982	Ohio	Marriott Inn North, Columbus	Byron Dilgard
January 10-11	Georgia	Terrace Garden Inn, Atlanta	Lynn Dempsey
January 15-16	Pennsylvania	Host Inn, Harrisburg	Blaine Brown
January 17-20	Minnesota	Holiday Inn, St. Cloud	Eileen Reisch
February 12-14	North Dakota	Kirkwood Motor Inn, Bismarck	Roger Skiftun
March 13-14	Kansas	Holiday Dome, Manhattan	Rex B. Newcom
April 17-18	Kentucky	Lure Lodge, Jamestown	Wilma Atherton
May 1-2	Missouri	Holiday Inn, Osage Beach	Doran H. Livingston
May 15-16	South Carolina (Annual)	Sheraton Lake Marion, Santee	Maude Burnett
June 11-13	South Dakota	Mitchell	Marti Dunlap

Representatives of State Associations have offered the above dates, places and facilities, of State Association conventions and/or annual meetings. All NAA officer or director requests should be coordinated through the NAA office.

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

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AMERICAN BUSINESS

State association reports

GAA holds "Peach of a Convention"

The Georgia Auctioneers Association met the first weekend of June in Atlanta as a warmup for the NAA convention to be held at the Atlanta Hilton, in July, 1982. Mr. Ron Harris coordinated the event attended by NAA executive vice president Harvey McCray and NAA president Howard Buckles.

Ben Campen, president of the Florida Auctioneers Association highlighted the weekend with his real estate seminar. Our fun auction and after-dinner speaker were also both entertaining and informative.

The meeting was well-attended by auctioneers from around the state, as well as by auctioneers from our sister states of Alabama and South Carolina, who will be co-hosting next year's NAA Atlanta convention.

Mr. McCray and Mr. Buckles gave an excellent insight and preview of the convention, and the GAA is looking forward to preparing for the 1982 NAA Atlanta meeting.

SDAA meeting, 19th annual

The 19th annual convention of the South Dakota Auctioneers Association met in Mobridge, South Dakota, June 12-14. Howard Buckles, then NAA president-elect, installed the SDAA officers for 1981-82.

President — Vernell Qualm, Platte, South Dakota
Vice president — Rich Penrod, Gettysburg
Secretary-treasurer — Chuck Sutton, Flandreau
Executive secretary — Marti Dunlap, Colman
Director, Zone 1 — Wayne Weishaar, Lemmon
Zone 2 — Bob Bradeen, Custer
Zone 3 — Ken Jark, Stratford
Zone 4 — Albert Svatos, Lake Andes
Zone 5 — Marty Raml, Watertown
Zone 6 — Alan Odden, Flandreau
Advisory Board: Dick Payne — Yankton
Don Sweeter, Worthing
Irvin Salzer, Timber Lake

Retiring president Irvin Salzer received the President's Gavel from the newly-elected president Vernell Qualm, in appreciation of Irv's fine leadership during his year as SDAA president. The presentation was made at the convention banquet where NAA president Howard Buckles was the featured speaker.

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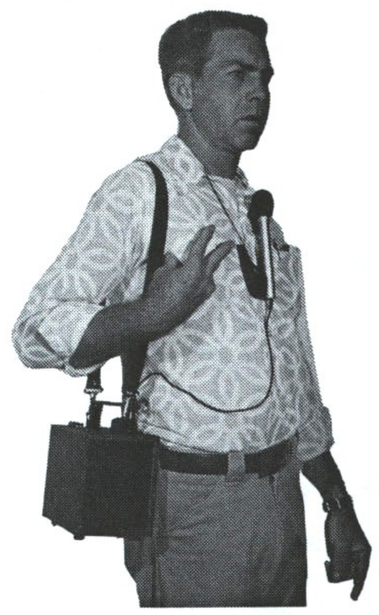
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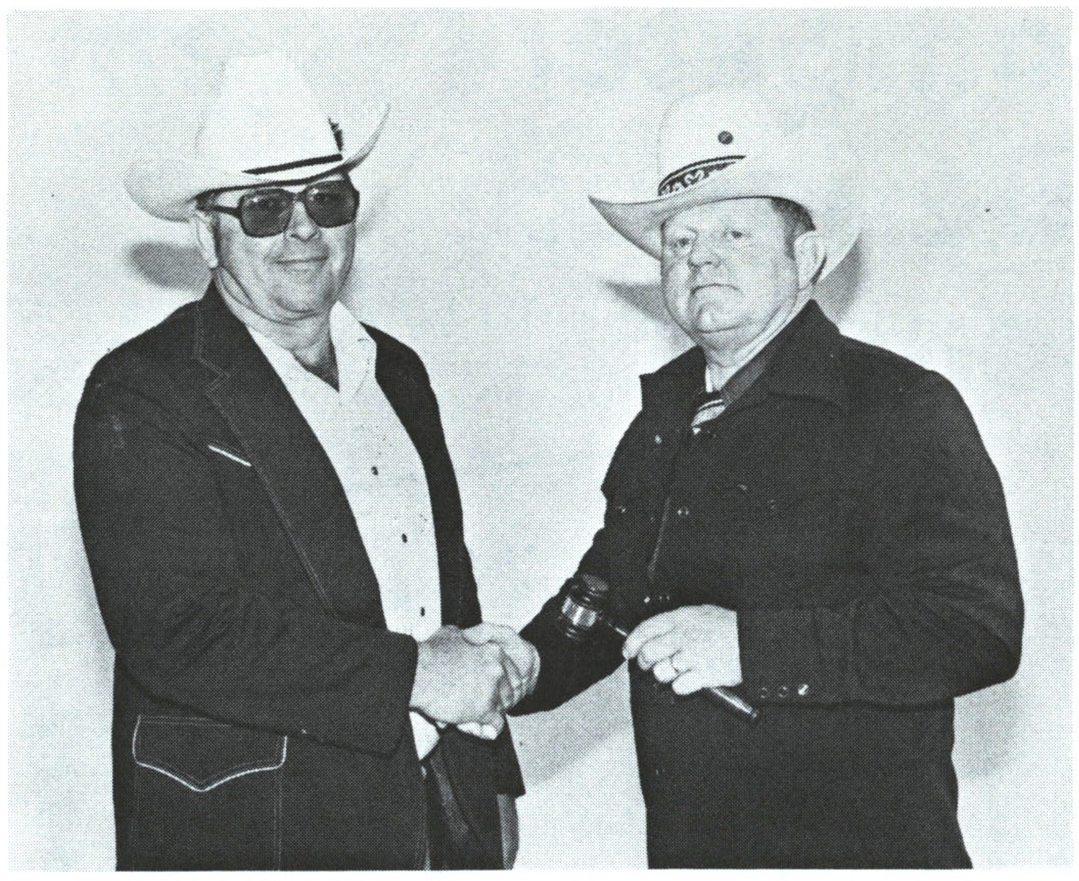
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SOUTH DAKOTA PRESIDENT, for 1981-82, at left, Vernell Qualm, Platte, South Dakota. At right is the retiring SDAA president, Irvin Salzer, Timber Lake.

Wisconsin auctioneers hold annual convention

Wisconsin Auctioneers Association members and their families gathered at the Mead Inn, Wisconsin Rapids for their 31st annual convention, June 4-5.

The convention featured a tour of the Sentry Insurance Building in Stevens Point as a prelude to the meetings.

Wenzel "Bunny" Humpal served as program chairman for the convention. Byron Crown, a retired lawyer, was assisted by Ralph Boyer as they presented a slide lecture on the Origin of Wisconsin Land, for the opening address. Convention goers were able to meet and talk with their then NAA president, Archie Moody, Darlington, South Carolina. He also served as lecturer on both days.

Following a happy hour sponsored by the WISCONSIN STATE FARMER newspaper, an evening dinner and fun auction were held. Music, entertainment and dancing completed the evening.

President Jim O'Brien, Eden, Wisconsin, addressed the auctioneers on Friday morning, followed by Archie Moody and Sister Thomas More Bertels. Sister Bertels spoke on "How free is the enterpriser on the land?"

During the noon luncheon hour John Freund, Omro, presented the Auctioneer of the Year Award to Earl Clauer who has been in the profession 45 years, and was a charter member of the Wisconsin Auctioneers Association. Floyd Doering, Agriculture Extension Service, was noon luncheon speaker.

Jim O'Brien presided over the annual business meeting where the following were elected to serve the association: president "Bunny" Humpal, Boyceville; vice president Paul Conrad, Westby, and the following directors were also elected: Tom Rusch, Oshkosh, and Gerald Wilkinson, Muscoda for 3 year terms; Don Hanson, Strum, and Paul Conrad for two years; Robert Mullikin, Janesville, and Wenzel Humpal for one year, with the retiring president also serving one year as director. Robert Massart, Green Bay, will continue to serve as secretary-treasurer.

Members voted on a dues increase from $15 to $35 dollars a year. The board members will be responsible for printing a new by-laws and membership directory. Roland Hansen, Larsen, Wisconsin, was chosen as chairman of the Auctioneers Farm Progress Committee. Wisconsin Auctioneers will hand out membership directories and demonstrate auctioneering to the thousands of people who attend the Farm Progress Days in 1981.

The WAA Ladies Auxiliary elected the following as officers of their organization: Mrs. LeRoy Teske, Berlin, as president; Mrs. Jim Heike, Mondovi, as vice president, and Mrs. Pat McNamara, Lancaster, secretary-treasurer.

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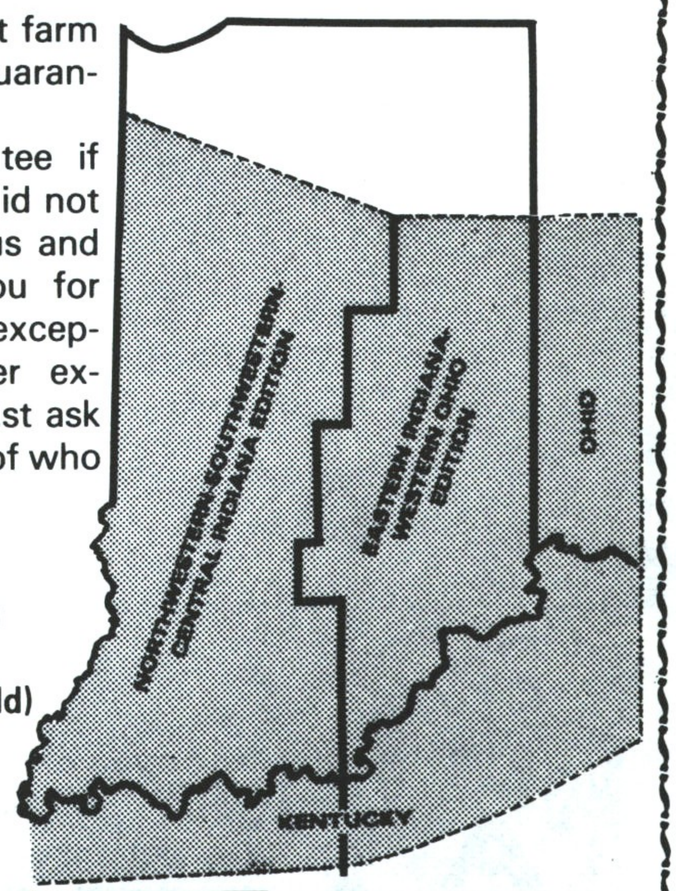
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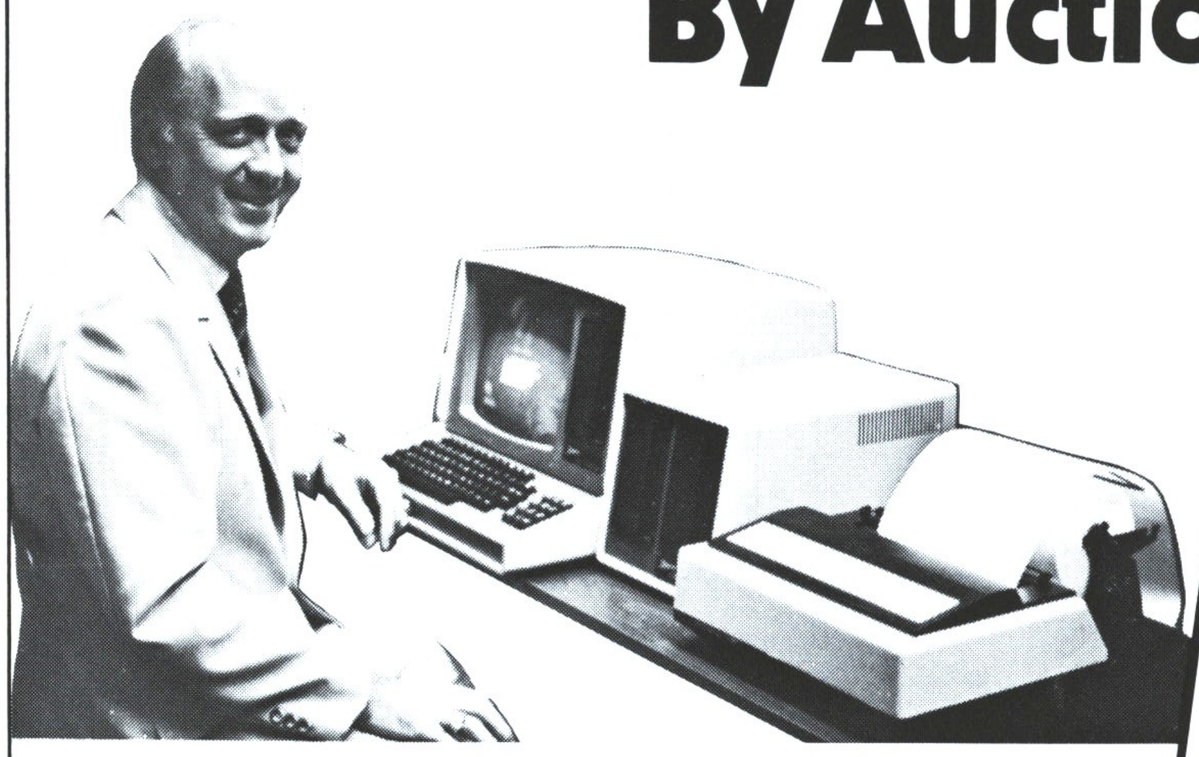


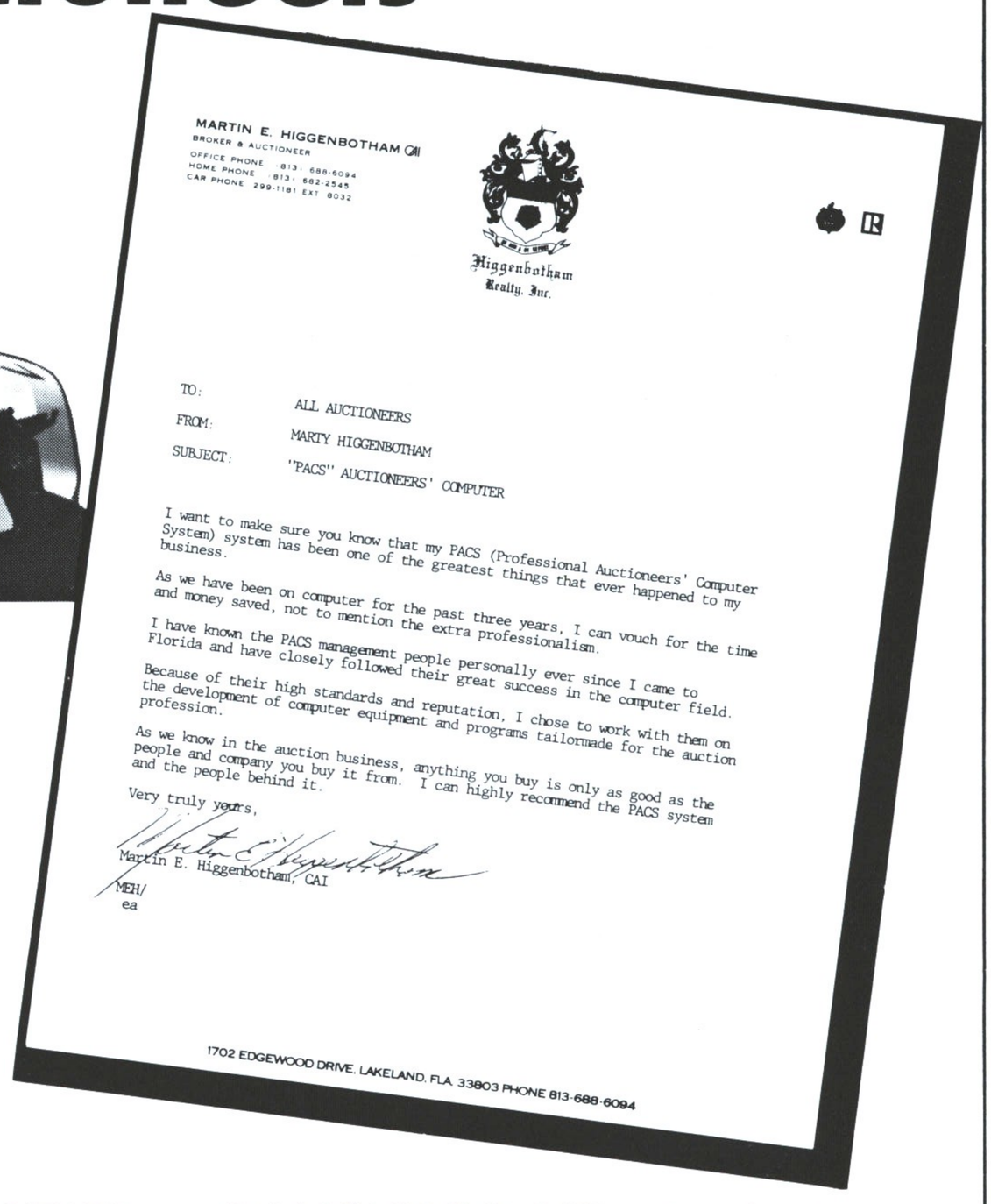
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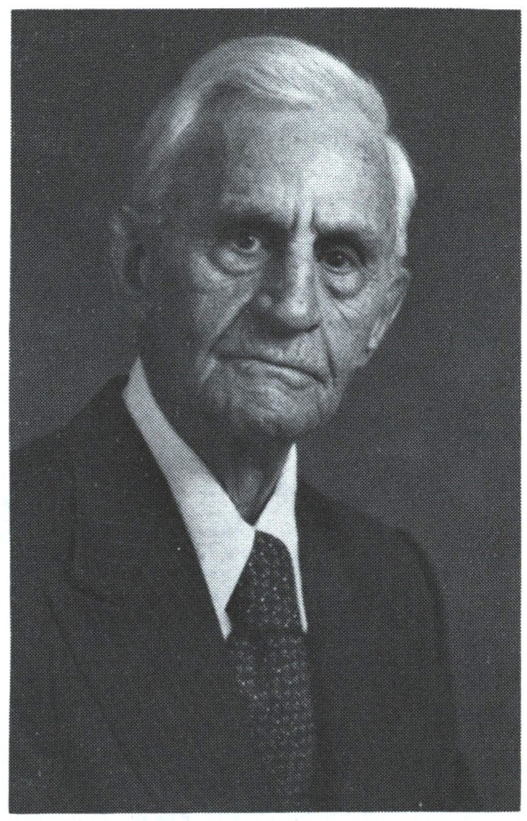
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In Memoriam . . .



NAA Hall of Fame auctioneer, Rex Young.

WILLIAM REX YOUNG

NAA Hall of Fame recipient and Life Member, Rex Young, Plattsmouth, Nebraska, died Saturday, August 8, at the age of 93. Auctioneer Young had retired from the auction business in 1976, after 65 years of active selling with the auction method. Mr. Young calculated that he had conducted some 12,000 sales since his start at the age of 24 in 1911.

Before his auction career began, Rex Young worked as a blacksmith's assistant, county road overseer, farmer, and county sheriff's deputy, a job he held for 35 years. (While disarming a robber on a Nebraska train, deputy Young was shot in the stomach and arm when the thief pulled a second gun. Mr. Young walked to a nearby cab driver and said, "I'm bleeding somewhere. You better take me home." The robber was later killed in Iowa.)

Rex Young was quick to tell stories from his long and varied auction career, selling as far away as New York, and auctioning land for $43 an acre, then years later, the same land for $1000 an acre. His biggest sale was 4,300 head of calves for over $1 million; his smallest sale was Rex Young's first auction, selling a harrow for $17.

Until the time of his retirement, Mr. Young was believed to be the oldest active auctioneer in the nation. Many NAA members will remember Rex Young as the 89 year old auctioneer at the 1977 Seattle convention Fun Auction who refused to use a microphone. However, his deep voice could be well heard throughout the crowd.

STEVE DORFMAN

It was reported to the NAA staff that member Steve Dorfman, Cotati, California, died August 6, 1981, at the age of 33, after a long battle with cancer. He was a director and past president of the California Auctioneers Association. Mr. Dorfman was also active in 4-H, FFA, and lifestock associations.

GERALD F. LAMBRIGHT

NAA staff were informed at the Las Vegas convention that NAA member Gerald F. Lambright, Goshen, Indiana, had died in July, 1981.

LEE A. BROWN

The June issue of THE AUCTIONEER magazine was returned to the NAA office with the information that NAA member Lee Brown, Elkin, North Carolina, was deceased.

JOHN GEIGER

The mother of NAA member John "Jack" Geiger, Gwynedd, Pennsylvania, informed the NAA office in July that her son was deceased.

ROBERT H. REED

Mrs. Harvey M. (Lela) Reed informed the NAA office that her son, NAA member Robert H. Reed, Burwell, Nebraska, passed away in November, 1980.

NAT A. GINGERELLI

A June dues statement was returned to the NAA office, with the information that NAA member Nat A. Gingerelli, Kenosha, Wisconsin, was deceased.

CECIL P. WIGGINS

In a note to the NAA office, Mrs. Frances Wiggins provided the information that NAA member Cecil P. Wiggns, Ringwood, Oklahoma, died at age 64, December 31, 1980.

F. B. GORRELL

His June dues statement was returned to the NAA office with the information that NAA member F. B. Gorrell, Hicksville, Ohio, was deceased.

M. M. MALINOWSKI

Mrs. Malinowski informed the NAA office that NAA member M. M. Malinowski, Thorp, Wisconsin, died November 24, 1980 while deer hunting.

ERNIE T. KALLENBERGER

The NAA office was informed in August that member Ernie Kallenberger, Rapid City, South Dakota, passed away in July.

FRED HICKS, JR.

The NAA office was informed in August that member Fred Hicks, Jr., Fairview, Tennessee, had died in September, 1980.

Name correction. In the June issue of THE AUCTIONEER, the first name of deceased member Weller was misspelled. The correct spelling is E. C. "Ernie" Weller.

Medical Society Auxiliary auction . . . The proceeds went to a new Children's Convalescent Home in Johnston, Iowa, but were raised at a benefit auction by the Polk County Medical Society Auxiliary, Des Moines. Happy to play his part in the fund raising success was NAA member **Steve Greenfield** also of Des Moines. The Home has been selected as the National Jaycee's Fund Raising Project next year, and this year's auction was held at the Iowa State Fairgrounds.

Top selling items included: a Vizsla hunting dog pup, $600; a signed Lalique cat, $340; and a Pigmy goat, $200. Other fund raising activities included a barbecue, country hoedown, and surry rides.

In the letter of appreciation to auctioneer Greenfield, the Polk County Medical Society explained that the auction raised $5,965, over half of the $10,000 raised by the entire program.

After planning and organizing several Des Moines area fund raisers each year, for the past 10 years, Steve Greenfield provided these observations for THE AUCTIONEER.

"Making your auctioneering abilities available to charities and fund raising ventures is a good way to gain exposure in any area. But a word of caution — if the fund raiser is unorganized, poorly promoted and generally unsuccessful, you may, because of the committee's need to place the blame somewhere, have to take the blunt end of their failure.

"You will have to decide which benefit projects will do your community the most good, and more realistically, also do you the most good.

"One last word of advice — take charge. Don't be led along by well intentioned, influential local people, only to regret it later. If you know they are setting things up wrong, tell them so."

Trenka estate sale takes four months to complete . . . "Total marketing" from setup to cleanup describes the auction preparation by NAA member **Elwin Dale Valley,** Billings, Montana, to liquidate the estate of Steve Trenka, also of Billings.

The estate consisted of antiques, military surplus, and railroad salvage items. The three month long sale grossed $164,000.00, and included items such as, 250 mattresses, new and used furniture, 320 May West life vests, WWI gas masks, household and hardware supplies, 2 Army trucks, 1 Indian motorcycle, 100 ton of scrap iron, and 16,800 pounds of brass pipe fittings. Many of the estimated 50,000 items were sold in bulk lots to the highest bidder.

Most of the items had been stored in boxcars and warehouses for 20 years. Over 100 truckloads of lumber and trash had to be burned. Cleanup of the salvage yard took a month after the sale ended.

The sale was the largest ever undertaken by auctioneer Valley and will not soon be forgotten. Buyers and collectors from Minnesota to Washington waited patiently for the unique items to be hauled from their resting place to the auction block.

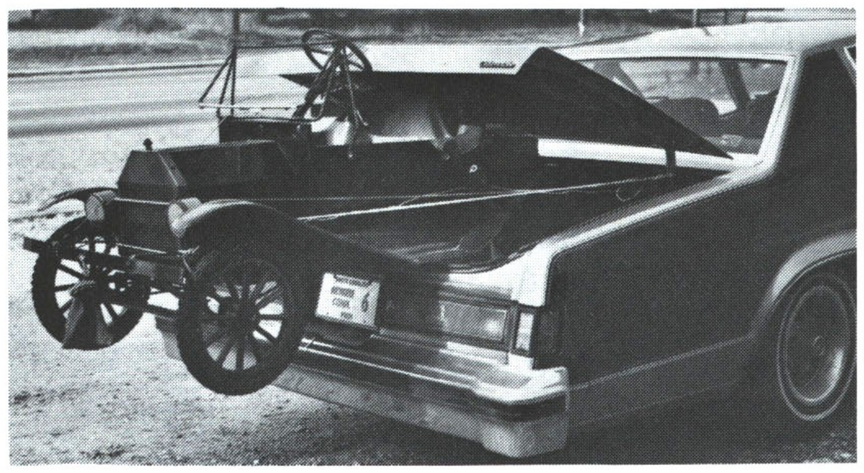
Successful auctioneering across the nation

Auction benefits Crippled Children's Hospital . . . A June 27-28 auction for the Shriners' Hospital for Crippled Children, Greenville, South Carolina Unit was organized by NAA members **Angus** and **Dorothy Davis,** also of Greenville. Selling antiques and collectibles on Friday night and hospital equipment on Saturday, the auction also had two unique features.

Friday night's activity was handled by 16 South Carolina auctioneers, donating their skills and working the floor. The next morning's auction featured three auctioneers working simultaneously to move a tremendous amount of merchandise in only 3½ hours.

Some of the higher antique and equipment prices included: a baby grand piano, $1000; a 1960 tractor, $3300; and a metal lathe, $880. Auctioneer Dorothy Davis explained that "the cooperation between the professional auctioneers working together was a sight to see, and the crowd thoroughly enjoyed the auctioneers' efforts".

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Two glassware auctions by Woody . . . NAA member **John Woody,** Douglass, Kansas, held successful glassware auctions in the recent summer months.

A June 12 sale in St. Louis, of R.S. Prussia items, produced these highlights: an Acorn mold, Winter Season tankard with satin finish — reportedly the tallest known in R.S. Prussia — sold for $5000; a chocolate set in Summer Season, blown out poppy mold and satin finish, RSP, $7500; and a museum quality tankard in Fall Season, blown out poppy mold, sold for $4750. The auction was held at the Harley Hotel in St. Louis, and also included satin Gone With The Wind lamps and some Old Ivory.

A previous Woody auction, May 22 and 23, also in St. Louis, consisted of a wide range of antiques from a 30 year old collection. Top selling items included: a covered punch bowl, cups and ladle, of the Moser type, in blown blue and amber, $1000; a pink cased, heart shaped bride's bowl and stand, $1400; and a bronze of two owls, "G.H. Laurent", sold for $700.

Sold! In Illinois. . . On a July, hot sunny day in Yorkville, Illinois, a "country auction" was held at the Howard Gore residence. Auctioneers for the sale included NAA members **J. H. "Swanie" Swanson, Gerald Thompson,** and **Wes Chapman.** With over 400 buyers registered, many nearby states were represented, as well as California, Massachusetts, and Texas.





PUNCH SET, blue and amber, of the Moser type, sold for $1,000 at a May auction by NAA member John Woody.
WINTER SEASON TANKARD — reportedly the tallest known in R.S. Prussia circles — sold for $5,000 at a July, St. Louis auction by Woody.

A few of the prime pieces sold were: a walnut Loring $ Blake Palace Organ, $1,000; walnut dresser with marble top and candle shelves, $1,000, to a

Continued page 51

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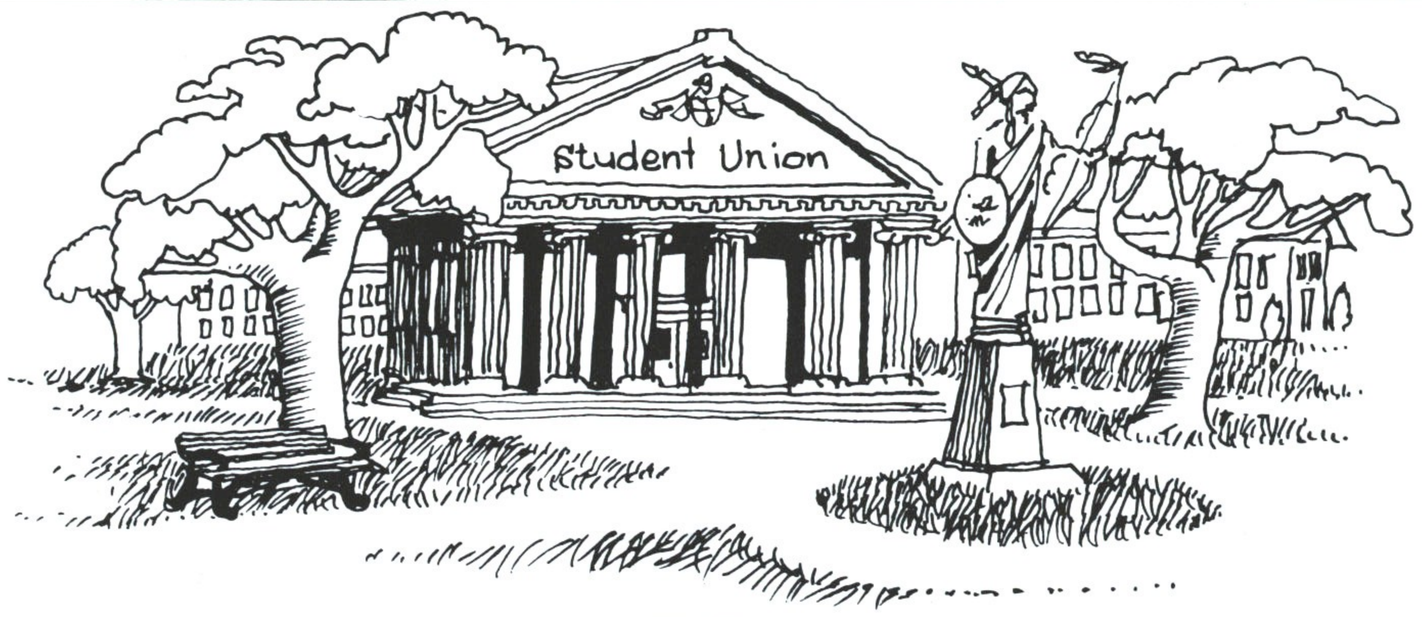
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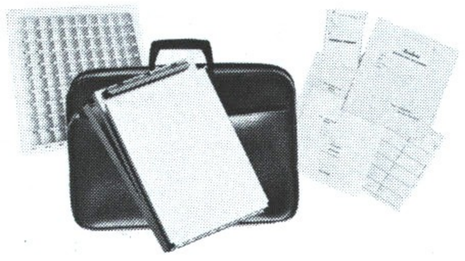


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California buyer; red quilted glass, Gone With The Wind lamp, $400; and a Blanchard churn, dated June 4, 1878, $390.

The sale started at 10:00 a.m. with four auctioneers selling from two sale rings, and the sale was not complete until 10:00 p.m. According to auctioneer Swanson, "the day was long, but very successful", with a large volume of merchandise, and "something for everyone".

Florida cattle sales good in June . . . Two summer auctions by NAA member **H. Fred Dietrich III** sold calves and Limousin cattle at good prices. A June 20 calf sale at Clewiston, Florida, hit an average of $860 on 47 head. The high selling steers sold for $1,600.

At a June 6 auction conducted by Dietrich, Limousin cattle were sold at a dispersal auction in Lawtey, Florida. Top selling herd sire went for $3,250, and $1,550 for the top selling female. The auction saw eight bulls bring $9,250, to average $1,156, and 59 females, including heifer calves sold for $32,120. Total for the Limousin sale was $41,370.



HUSBAND AND WIFE, Fred and Gayle Dietrich, auctioning and clerking at a June Limousin dispersal sale in Florida.

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The NAA is dedicated to safeguarding our priceless heritage. Keep your membership active so that we can insure the freedoms we enjoy and the growth of our organization.

Anonymous



RARE TIGER MAPLE armchair rocker sold for $625 at a June auction by Robert H. Glass, Central Village, Connecticut.

Rain didn't stop the sale . . . Over 400 avid bidders from all six New England states and many Eastern Seaboard states braved a June, rainy Saturday for an antique auction by NAA member **Robert H. Glass,** Central Village, Connecticut. The sale was held under a rain-pelted tent which enclosed the stone wall patio of the Glass Auction Gallery.

The sale consisted of 800 items with phone bidders from Ohio and Indiana in on the bidding. Prominent selling items included: an unusual 18th century slantfront desk, $5300; a tiger maple desk with step-back interior, $4700; and an exquisite 19th century, five-drawer maple chest went for $3600 followed by a Chippendale, four-drawer, graduated chest with bold bracket base for the same price.

All items were sold non-stop, beginning at 10 a.m., with auctioneer Glass being assisted by the 13 members of his staff.

Auto auction helps Cancer Society . . . Industrial auctioneers from Denver, Colorado, helped the Colorado Division of the American Cancer Society raise $50,000 at a May 16 auto auction at a local shopping center.

Auto auction chairman Ed Batura said much of the credit for the success of the fourth annual auction, which surpassed its goal by $20,000, goes to NAA member **Steve McCrea** and the McCrea family, who donated their services at the auction, served on the Auto Auction Committee, and assisted with the advertising and promotion of the event.

Auctioneer Steve McCrea was assisted by his brothers Dan, Ted and Bruce, who served as ringmen, and by their parents W. J. (Slim) and Cora, who directed the operation.

Fifty-five cars were placed up for bid, including some donated by private individuals and some from automobile dealers and dealer associations. Persons donating cars were able to take a charitable contribution deduction on their income tax equal to the blue book price of the auto.



20
Men's
No Cal.



58
Cal.
Twisto
Band



52
Cal. Exp.



54
Cal.
Rolex
Band



90



90
Men's
Rhinestone



560 17J
300 IJ
Nurses



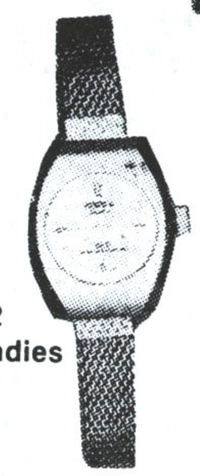
100



302
Ladies
Cal.



91



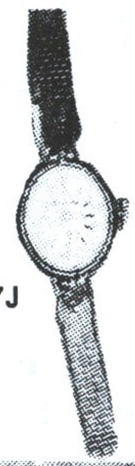
92
Ladies



93
Rhinestone



705



550 17J
700 IJ



505
17J Cal.
500 17J
No Cal.

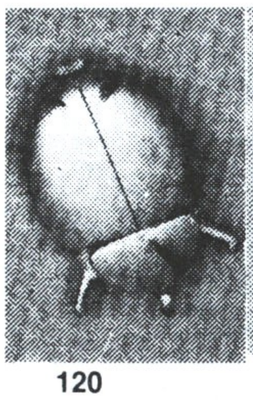


75
World
Timer

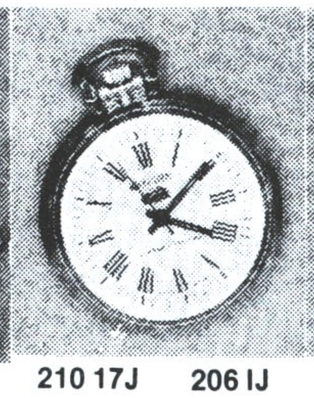




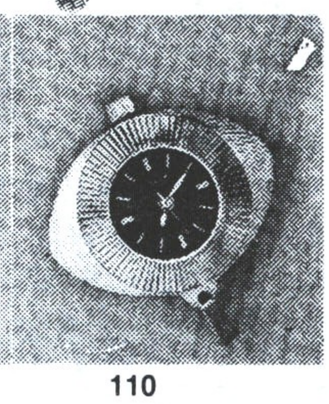
Ladies-Mens
LCD



120



210 17J



206 IJ

110



220 17J



230 IJ



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Pennsylvania all-breed calf sale . . . The annual Northwest Pennsylvania All-Breed Calf Sale was held Saturday, April 18, at Meadville, Pennsylvania. Thirty-eight registered calves were sold to the highest bidders by NAA/PAA members **Earl** and **David Nicolls,** and **C. Sherman Allen.** The 38 animals averaged $739.08.

The top selling breed calves were as follows: top selling Holstein, $1,750; Brown Swiss, $1000; Ayrshire, $900; Guernsey, $650; and the high selling Jersey calf, $575.

A main objective of the annual sale is to make project animals available for FFA and 4-H youth. Twenty-three of the calves were purchased by these young members for project animals.



PENNSYLVANIA CALF AUCTION — From left, at the microphone stand, NAA/PAA member auctioneer Earl Nicolls, Conneautville, Pennsylvania, and Bob Morrell, Cochranton, Pennsylvania, reading pedigrees.

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Anonymous

Car auction draws 1,000 . . . The large crowd laughed when NAA member **Nelson Aumann,** Nokomis, Illinois, asked $30,000 for a silver blue 1958 Mercedes 300SL, part of the Bremer Estate car collection, sold at auction, June 21. After the bidding was over, that particular car brought $44,500, top money for the sale held on a Sunday in Nokomis. The auction was advertised in every U.S. state, plus England and Switzerland. Grand total for the sale was in the neighborhood of $189,000.

NAA member **Louis Marley** was also an auctioneer for the vintage car sale, held in a former ski factory warehouse. Over 1,000 people paid $10 each to be inside the building and reasonably close to the cars. Approximately 300 bidders were registered.

Auctioneers Aumann and Marley were congratulated by the crowd for the successful sale, and Aumann wrote in a letter to THE AUCTIONEER, "I am a firm believer that having attended Courses I and II of CAI made this auction, and the success of this auction, possible".



PROSPECTIVE BUYER takes a closer look at one of the collector cars sold during a June, Nokomis, Illinois, auction. NAA members Nelson Aumann and Louis Marley conducted the sale.



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(Photo taken Nov. 1978)

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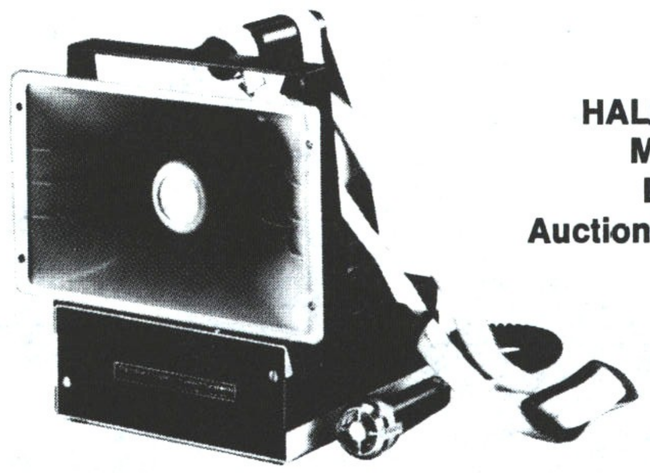
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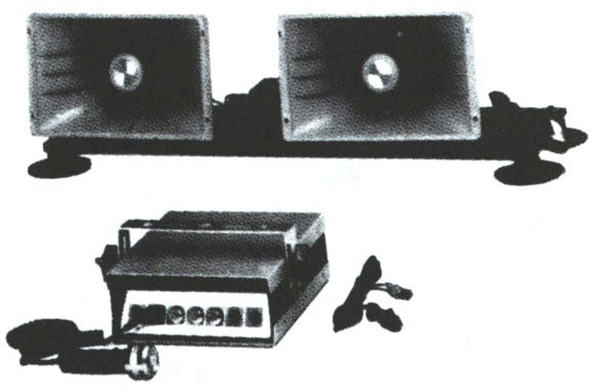
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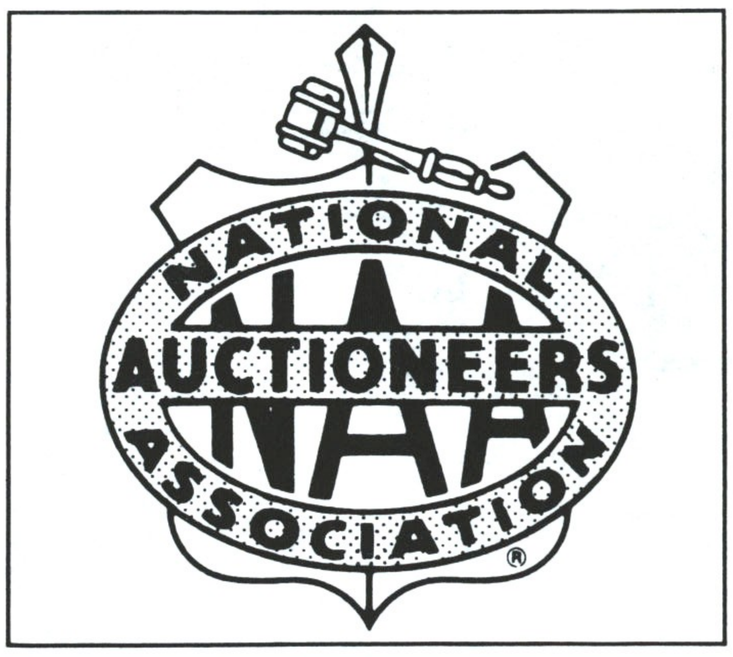
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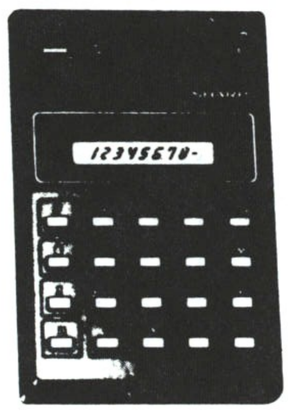
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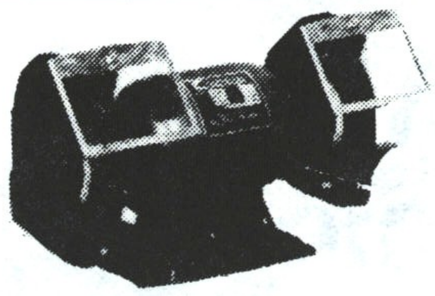
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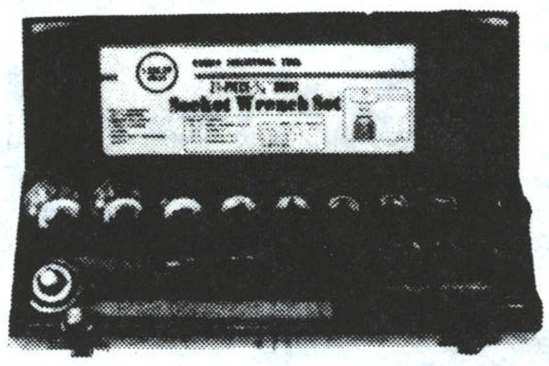
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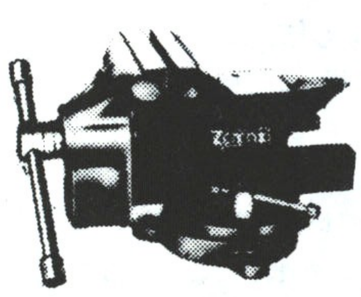
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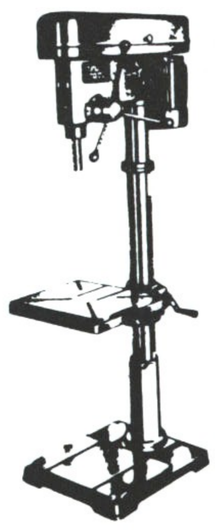
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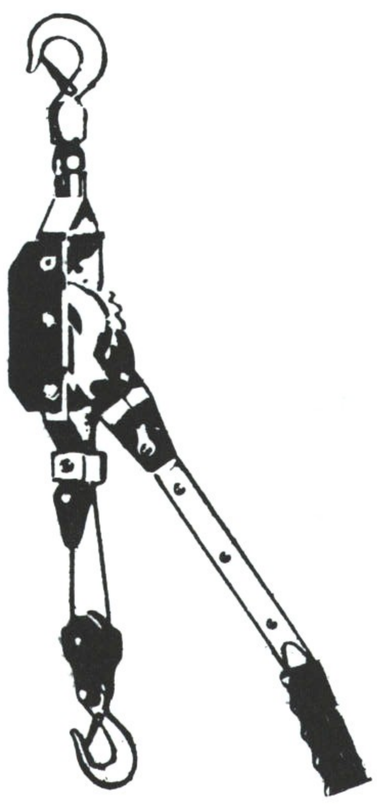
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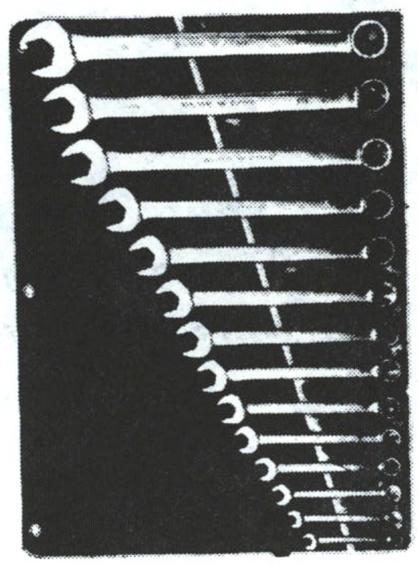
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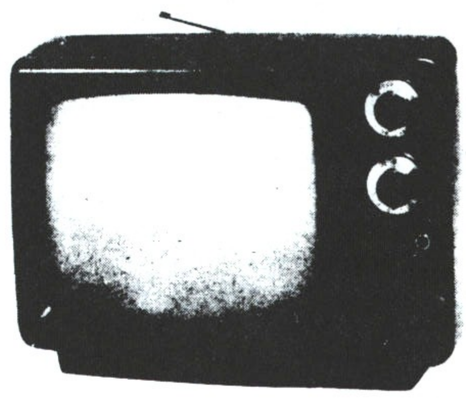


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Las Vegas convention preview, more in October AUCTIONEER

The theme for the 1981 NAA convention was "Las Vegas Looks Great", and it certainly lived up to the many expectations of NAA members, families, and guests. Housed in the world's largest hotel, the Las Vegas Hilton, over 1200 people attended the NAA annual get-together. The October AUCTIONEER will contain the full story, but here is a quick preview of NAA enthusiasm, support, and generosity.

- Of the 1266 people who registered for the Las Vegas convention, nearly 200 decided to attend at the last minute, and registered when they arrived for the convention.
- Award for the highest percentage increase by a State Auctioneers Association went to the Maine Auctioneers Association — 1200%. States with largest numbers in attendance were Ohio, 77 registrants: California, 72; and Texas with 70.
- The Fun Auction again set a new record, $16,677.15, auctioning approximately 200 items. The Fun Auction was covered by a local TV station, and attended by over 70 Las Vegans, responding to pre-Fun Auction publicity.
- By auctioning off parts of the building, and the privilege of being the first name on founder's plaques, people who attended the Las Vegas convention raised $400,000 for the new NAA headquarters building in the Kansas City area.

Undaunted by threats of the air traffic controllers strike, and high Las Vegas temperatures (but it was always cool inside), NAA conventioneers enjoyed themselves, attended workshops, and shared in the fellowship of the NAA membership family. A "photo album" summary of this eventful Las Vegas convention will appear in the October AUCTIONEER.

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Need License Law Information?

If you need 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.

For a complete update of license law information, consult the "License law update" on page 7 of the April, 1981 AUCTIONEER.

NALLOA
P.O. Box 30042
Lincoln, Nebraska 68503-0042

Advertisement

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.

NEW ADVERTISERS: All new advertisers are required to submit credit account information, an insertion order, and payment in advance (with copy), before advertising will be accepted. If applicable to the new advertiser, advance payment for the first three months is required. Submission deadline for new advertisers is the first of the month.

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. **PREPARATION CHARGES:** You will be billed for the following charges when the NAA office prepares, or makes changes in your advertising.

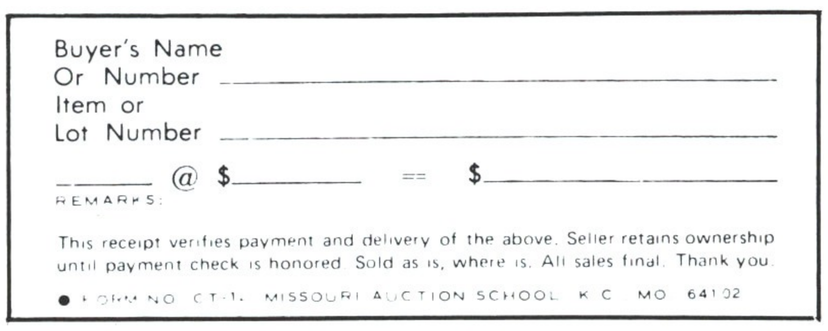
Initial composition		Changes	
quarter page	$20.00	copy changes	$15.00
half page	$30.00	artwork changes	$25.00
full page	$45.00		

   Changes in your advertising are not accepted over the phone, but must be received in writing.
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 10th of the month preceding publication date.

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

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



THE CLERK-SAVER™ IS:

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



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

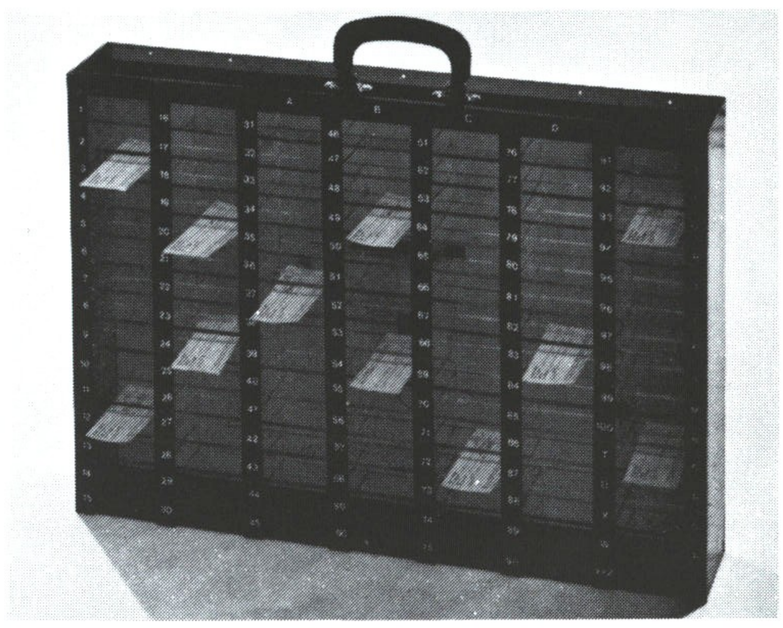
  Original and 2 copies on NCR paper (makes its own carbon copies) 8½x11" sheets perforated to make 12 tickets 1¾x4½". This is an extremely fast, easy, and accurate combination clerking and cashiering form. This one form replaces both the standard clerking sheets and cashiers statement. You'll like these.

  9,000 Tickets (1-3 White, Canary & Card) $22.50
  18,000 Tickets (1-3 White, Canary & Card) 43.50
  36,000 Tickets (1-3 White, Canary & Card) 85.00

- **ALUMINUM WRITING TRAY**

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

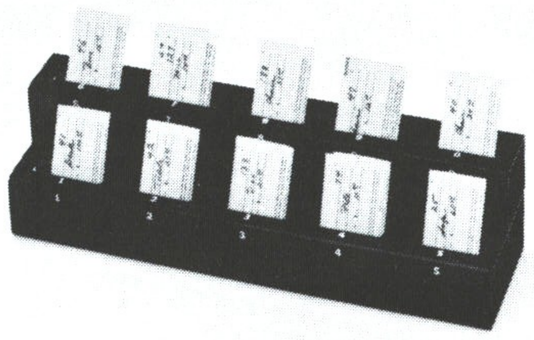
  Aluminum Writing Tray $14.95



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

  Overall size 23"x16"x4". Slots are 2⅜ " x 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



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

  Slots numbered 1-2-3-4-5-6-7-8-9-0. All tickets with buyer number ending in one are filed in the one slot (example: 1-11-21-31-41-51-61-71-81-91-101-111-121, etc.). Likewise all tickets for buyers ending in two go in the two slot; all tickets for three in the three slot, etc. Small, compact, easy to carry. Size: 16" by 4" by 4". Weight 1 lb., 8 oz. Only $22.95

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

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

  1,000 Cards....$7.50 2,500....$17.50 5,000....$32.50

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

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

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

SPECIAL CLERK SAVER STARTER KIT

THE SPECIAL KIT INCLUDES:

- Aluminum Writing Tray
- 9,000 CT-12 Clerking Tickets
- 1 Pad FS-69 Final Settlement Forms
- 1,000 BC-70 Buyer Cards
- 3 Pads BR-69 Buyer Registration Forms

SAVE $27.00

All of the above plus:

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

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1600 GENESEE / KANSAS CITY, MO. 64102

PHONE: 816-421-7117

Now. . . COLONEL® . . . The Sound That Sells"

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



COLONEL® 1

- Electro-Voice Model 671 Anti-Feedback professional ball type dynamic 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.

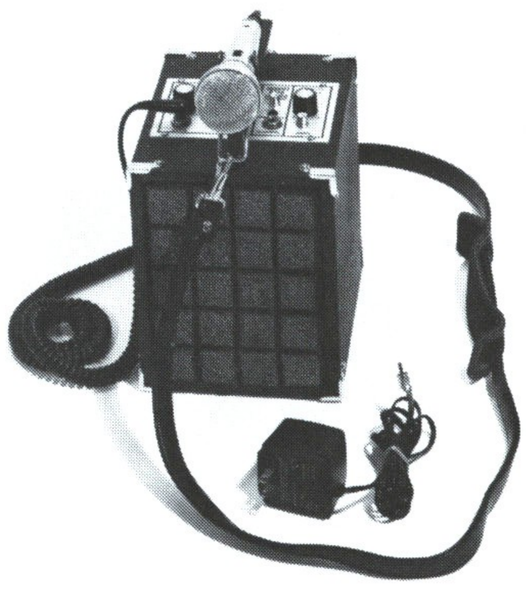
List Price: $395.00 .... **Auctioneers Cost: $237.00**

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

WE STOCK A COMPLETE LINE OF P.A. EQUIPMENT. WRITE FOR FREE LITERATURE AND PRICES.

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