THE AUCTIONEER

The Magazine of the National Auctioneers Association • April, 1984

NAA President's State Proclaims National Auctioneers Week, 1984



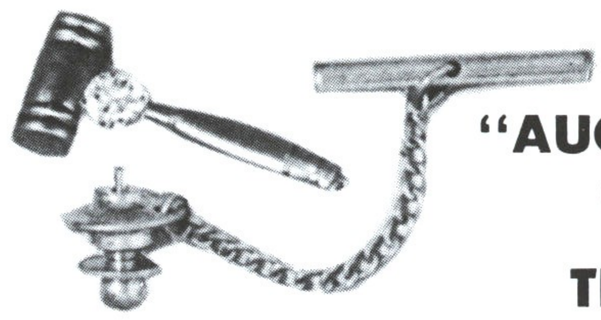
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The weather has changed back to the cool side and it's time to go back to the felt. We have the now "Famous" felt "Auctioneer" hat in a complete range of sizes in all three brim widths (2⅛" - 2⅜" - 2⅝") and in the ever popular Silver Belly color. We also have it in a new color Milan Straw that I guarantee you will like and enjoy wearing in the same brim widths. The 4X Silver Belly "Wisp" Stetson (Marlboro Man Type) continues to be in great demand and we also have a good supply of them. While we are talking about hats I would be remiss if I did not remind you of our White Panama Stetsons (as are all our hats) that will tickle the fancy of any discriminating auctioneer and it only comes in a 2½" brim.

We are still getting calls for our London Fog type windbreakers with our four color NAA embroidered emblem sewn on the left breast. They feel good around your shoulders this time of the year and in the spring. When ordering pick your second choice in colors as we may be out of your first choice when you order.

I have heard, "what do you give an auctioneer that has everything", many times and the best answer I know is an auctioneer's Gavel Tie Tack. They are an attention getter and will provide many a conversation. I have booked several sales because of the one I wear – I never go anywhere without mine and would feel naked without it. Sterling Silver or Gold plated Tack with or without man-made diamond start at $50.00. Solid 14K Gold tacks with .20K sparkling diamond from $225.00 up to .50K diamond at a higher price. Call for prices. They make good Christmas, anniversary, birthday or just because you love 'em presents.

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Patience is Vital to Success

by William L. "Bill" Gaule, CAI
NAA President



Some years ago I had the opportunity to work with an outstanding local auctioneer on a large auction. While returning home, I asked him how he always seemed to have complete control of himself; he was so filled with confidence, always able to keep the largest audience under complete control. He thought for a few minutes and said, "I guess I just practice patience, I try to never panic."

How often have we let little disappointments build up until it seems that the whole world is negative. We develop an attitude that every stop light will turn red as we approach it. This becomes very habit forming and is transmitted to your family, employees and clients. Throughout life, we develop habits, both good and bad.

Patience is a practiced art, something that you cannot turn on and off! How about taking one week of your life and saying "Hey, no matter what happens this week, I am not going to lose control of my emotions. I am going to work towards the best possible solutions, but I am not going to get upset today." Approach all of your problems with these three steps: find what the problem really is, find all the possible solutions, and finally find the best solution.

Don't panic! How often have you been in the middle of an auction when something serious happens, something unexpected? How easy it is to suddenly lose control and panic. The audience will sense immediately your loss of confidence during a difficult situation. While returning from the South Dakota Auctioneers Association meeting, our aircraft suddenly ran into a violent storm. The aircraft started doing some aerial acrobatics that I had never experienced before. People were getting ill, several children started crying and a fear spread throughout the passengers. After a few moments, the Captain came on the public address system and in a very calm manner, said "Good afternoon ladies and gentlemen. This is your captain speaking, old Mother Nature is not cooperating very well today, but everything is going to be okay. We will get up and over this in a few moments and everything will be okay." A calm spread over the passengers, you could feel the confidence his words had spread, and everything was okay.

"It will pass," are probably the most powerful words. Everyone sometimes has moments when life seems almost impossible to face. We all have times when it is hard to see the light at the end of the tunnel. It may be health, family problems, financial or a hundred different reasons. Problems are a fact of life that everyone faces. Life is not always the dream that we think it should be, but I believe that there is a faith more powerful than life itself and that we can draw on that faith in times of need.

A friend used to say "I cannot remember one thing that I was upset about last year." If you are faced with an obstacle, don't panic, develop patience, don't give up! Remember, give it time and **it will pass.**

Do something nice for someone and don't tell anyone about it. Good luck, see you in Minneapolis in July.

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THE AUCTIONEER

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On the cover:
Illinois Governor James R. Thompson (seated) is shown signing a proclamation designating April 1-8, 1984 as National Auctioneers Week. Pictured left to right: NAA member William "Bill" Beck, President, Illinois State Auctioneers Association, NAA President William L. "Bill" Gaule, CAI, and John A. Davidson, State Senator, 50th Illinois District.

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

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

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

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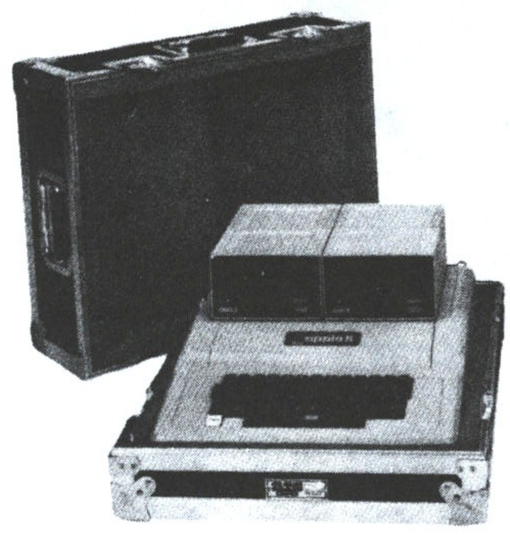
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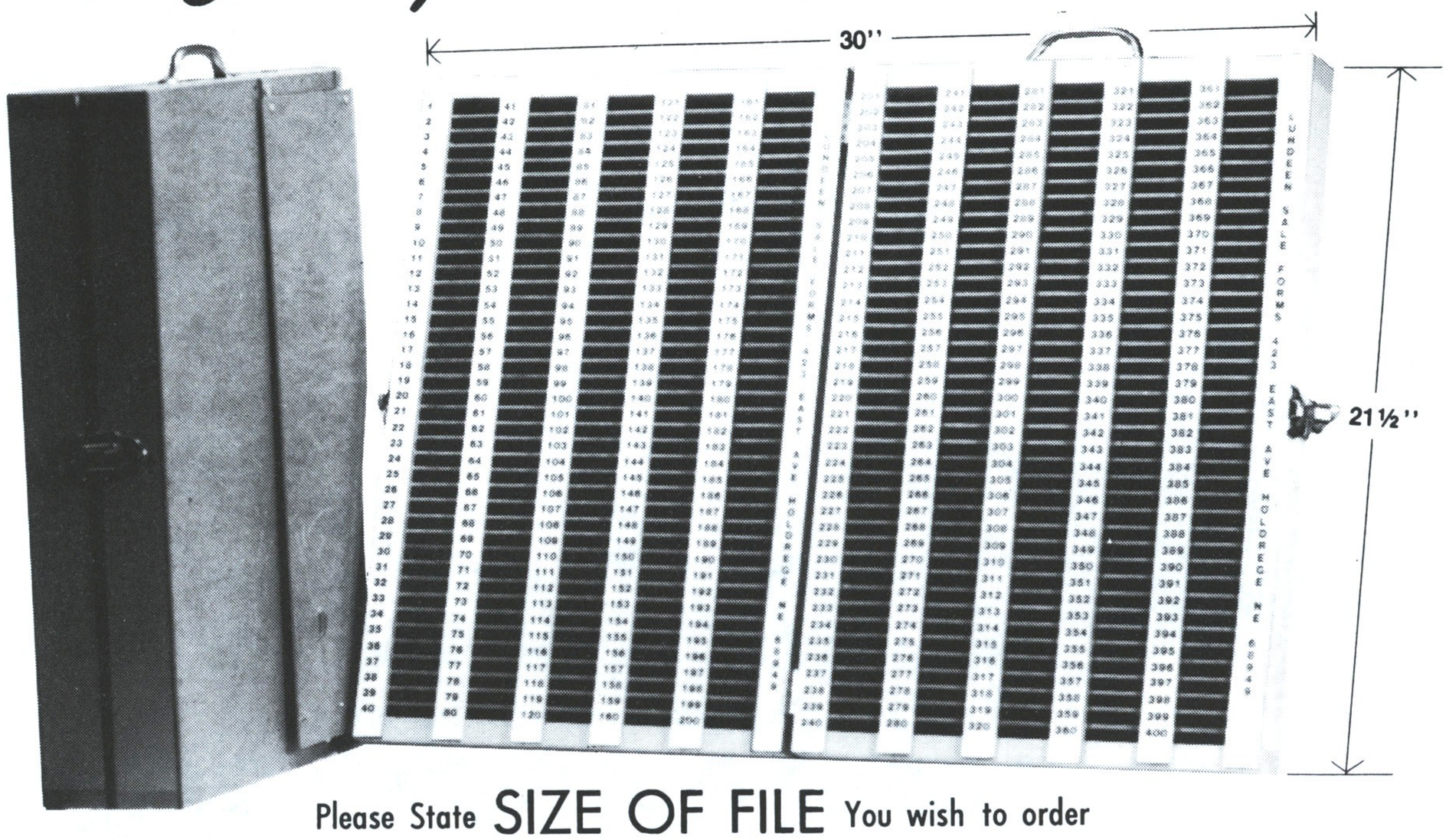
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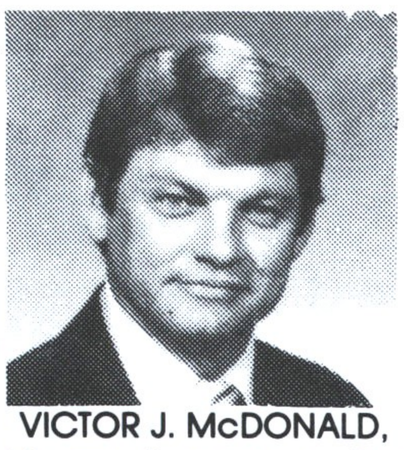
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This information was sent to the NAA office by Rennie Walt, Vice President of Alexander & Alexander, Inc., Suite 400, The Atrium, 1200 "N" Street, Lincoln, Nebraska, 68508, Phone: (402) 375-5671. He wanted to point out to everyone that these errors or alleged errors can and should be covered by insurance. If you have any questions, please contact Mr. Walt for any further information at the above address.

1. *Insured auctioned land in which the buyer put a stop payment on his deposit check because, he claimed land was not as originally described. Owner of land sued auctioneer. $13,860.00—paid.*
2. *A piece of equipment was advertised as having 0 hours on the engine and transmission. Buyer realized that this was incorrect and sued seller and auctioneer. $491.00—paid.*
3. *A piece of equipment was auctioned twice. Once separately and once including a package deal. $3,466.00—paid.*
4. *Buyer's checks were returned marked "insufficient funds" after the purchase of several pieces of land. The land in turn was sold to another party. Insured was denied commission on the sale from seller and was sued by seller for loss of money since property was sold below auction price. $22,500.00—Reserve.*
5. *Insured auctioned "empty" storage box which was later discovered to have contained expensive tools. Buyer sold tools and was sued by seller. Auctioneer is third party defendant. $5,500.00—Reserve.*
6. *Claimant was disappointed in not receiving more money for four houses auctioned and that no one bidded on large lot also offered. He requested his deposit money back and refused to approve agreements of sale. $7,500.00—Reserve.*
7. *Auctioneer appraised property incorrectly. The client used the appraisal to obtain a loan. The property was auctioned at significantly less than the appraised value and the lender made a claim against the Insured based upon the incorrect appraisal. $167,000.00—Reserve.*

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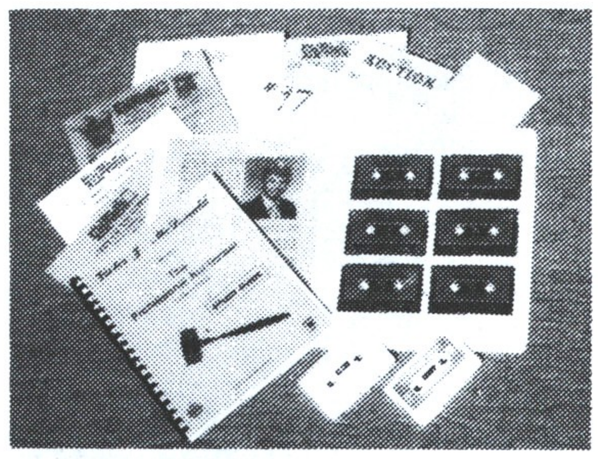
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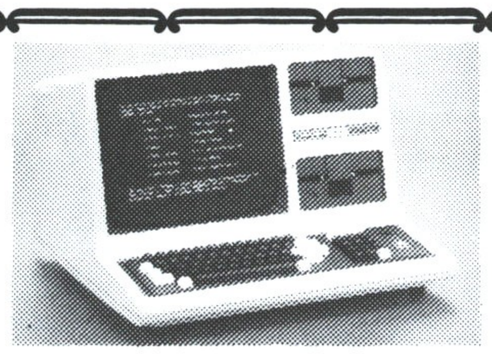
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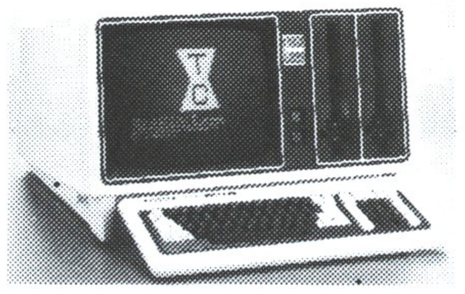
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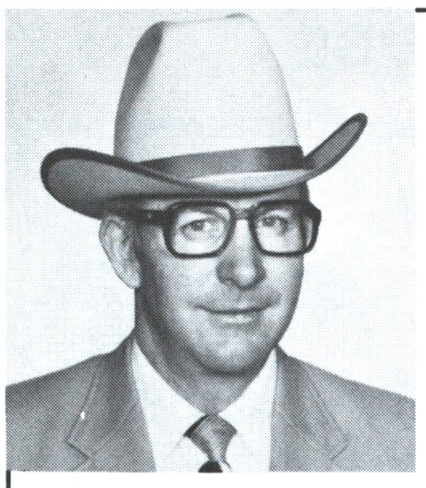
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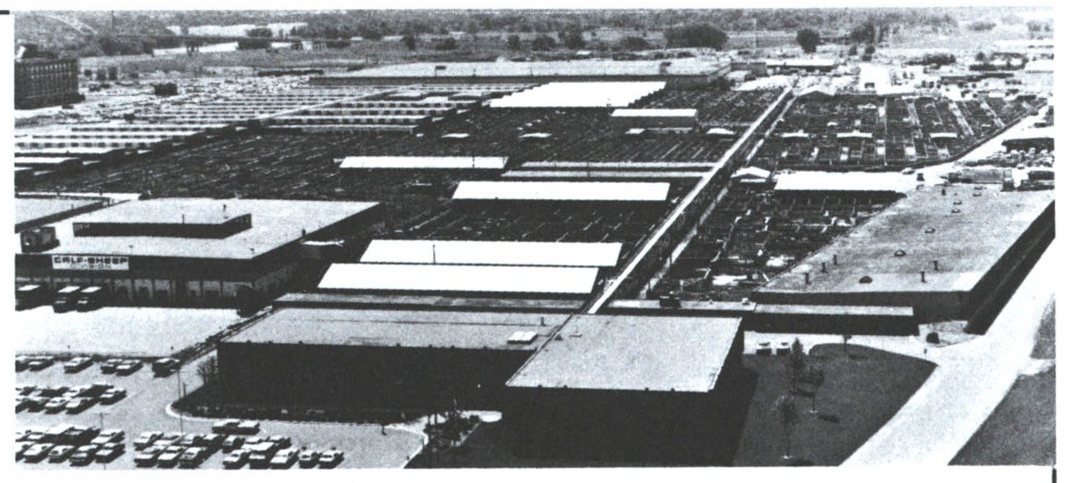
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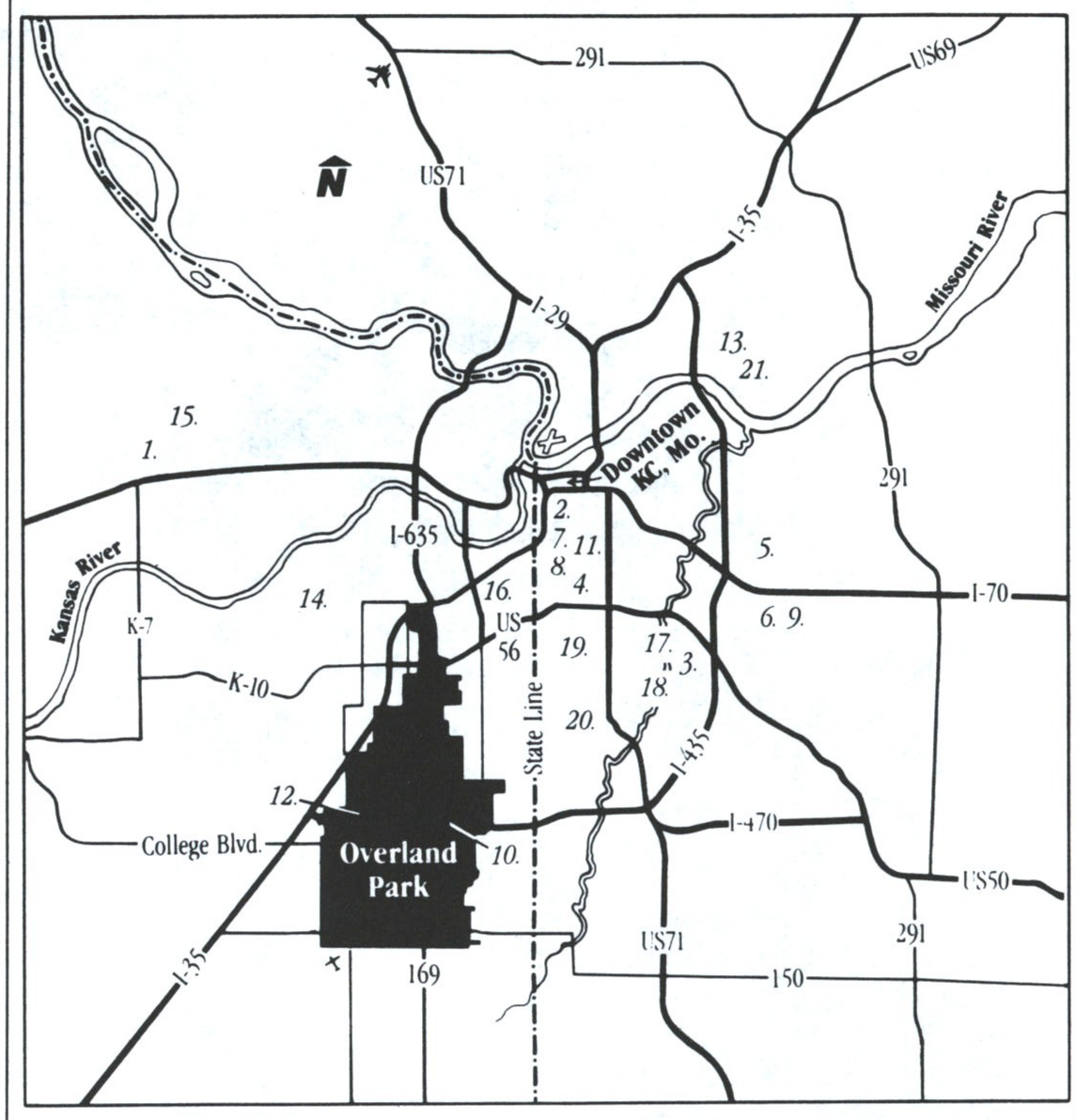
May 20th Is New Headquarters Dedication

The newly constructed headquarters office building of the National Auctioneers Association will be dedicated on Sunday, May 20, 1984. The dedication ceremonies will be held at the NAA office building at 8880 Ballentine, Overland Park, Kansas, and will begin at 2:00 p.m. A tour of the new office and reception will conclude the dedication ceremonies.

The construction of the new office building was made possible from the generous contributions of members, friends and the auction-affiliated organizations, who believe in and support the auction method of selling real and personal property.

Overnight accommodations are available in the many hotels and motels near the NAA office building. The map provided on **page 11** should be helpful in your planning. The Ramada Inn-Overland Park, which is located next door to the NAA office, will have a limited number of rooms available, but there are many other options to choose from.

Contact the NAA office so that arrangements can be made for your visit to the NAA office. Return the R.S.V.P. form below to indicate your attendance at the NAA Office Dedication Ceremony.



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5. Harry S. Truman Library
6. Kansas City Chiefs Football
7. Kansas City Comets Indoor Soccer
8. Kansas City Kings Basketball
9. Kansas City Royals Baseball
10. Metcalf South Shopping Center
11. Nelson Gallery of Art/Atkins Museum
12. Oak Park Shopping Center
13. Oceans of Fun
14. Old Shawnee Town
15. Renaissance Festival
16. Shawnee Methodist Mission
17. Starlight Theatre
18. Kansas City Zoo
19. Tiffany's Attic
20. Waldo Astoria
21. Worlds of Fun Theme Park

NAA Office Dedication Ceremonies
RSVP to: Harvey L. McCray
NAA Executive Vice-President

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_____ I; _____ We; plan on attending the NAA Headquarters Office Building Dedication on Sunday, May 20, 1984, at the NAA Office Building, 8880 Ballentine, Overland Park, Kansas 66214 (913) 541-8084.

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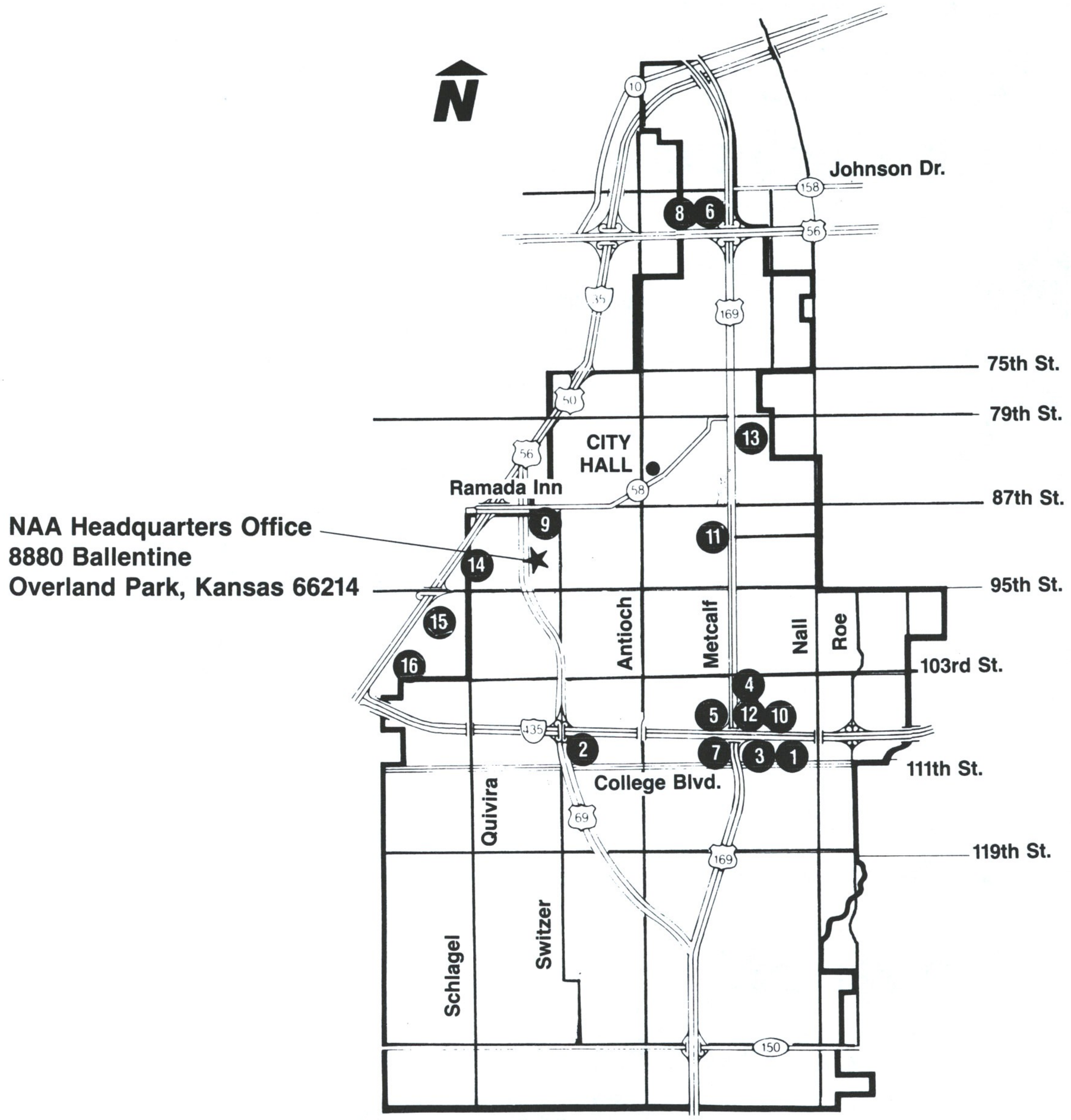
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   10951 Metcalf
   (I-435 & 169 Hiway)
   (913) 649-7900
4. Embassy Suites Hotel
   106th & Metcalf
   (just east of Metcalf)
   (913) 649-7060
5. Granada Royale Hometel
   7300 West 107th
   (just west of Metcalf)
   opening in 1984
6. Holiday Inn
   7240 West 63rd Street
   (63rd & Metcalf)
   (913) 262-3010
7. Marriott Hotel
   10800 Metcalf
   (SW of I-435 & Metcalf)
   (913) 649-6700
8. Mission Inn Motel
   7508 West 63rd Street
   (63rd & Metcalf)
   (913) 262-9600
9. Ramada Inn Southwest
   I-35 & 87th Street
   (913) 888-8440
10. Red Roof Inn
    6800 West 108th Street
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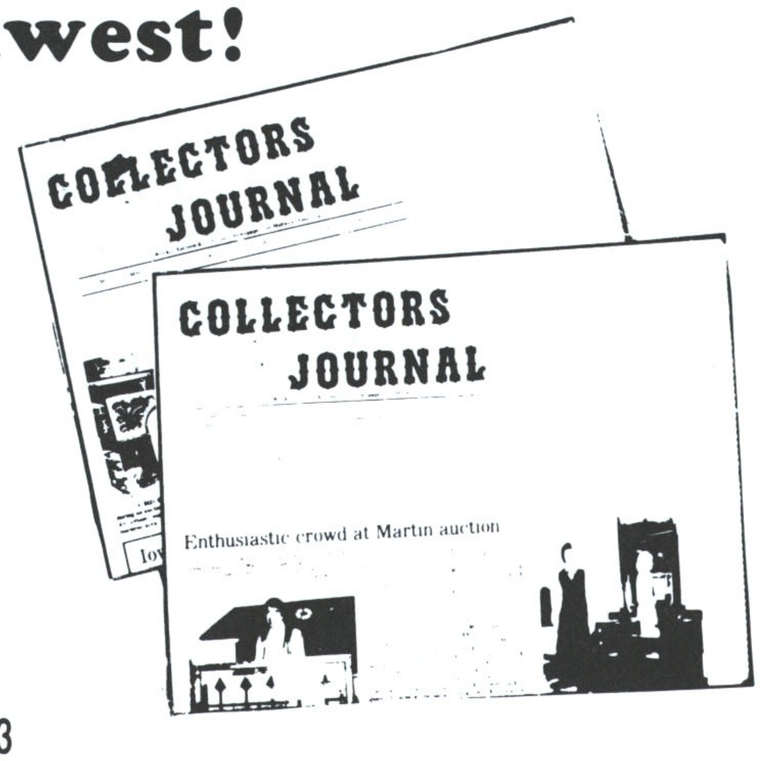
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Letters to the Editor

Mr. William Gaule
909 West Walnut
Chatham, Illinois 62629

Dear Mr. Gaule:

I am writing this letter in response to the December article about Mr. Morris Fannon.

As I read the article, I became somewhat saddened inside to think that it was true that Morris was really retiring, but at the same time, I thought what he taught other auctioneers and the world around him, throughout his career, will never retire.

I speak with fond recollections of the first day I met him when I was in Mendenhall Auction School, where he was one of my instructors. Of course, I wanted to be able to sound like him and try to auction like him, but I could see that this man was teaching more than auctioneering. What he was teaching was a true concern for his fellowman, and an honest way of life that is somewhat vanishing in our world today.

As years went on, I was honored to become one of the instructors at the same school, and came to know Morris Fannon in a more meaningful way. His encouraging words, when I would talk with him by phone or at school, will always stay with me, both in my auction career and all through life's pathway.

Mr. Morris Fannon may retire from behind the microphone, but his life will never retire before the students he taught at auction school, nor in front of his fellowman. What he stands for will always be at work with me, both in my auction work, and daily life. Halls of Fame are not built from men like him, but around them.

I'm glad God blessed my pathway with this gentle giant from Pennington Gap, Virginia.

Very truly yours,

Jerry E. King
Hendersonville, N.C.

Dear Mr. Gaule:

My initial contact with Mr. Havers was concerning the Career Fair given by the Midland County Schools. The Career Fair is an afternoon-long presentation of various careers, trades and occupations representative of our area. Bob was gracious enough to make such a presentation for this year's fair, held February 4th at Midland High School.

In representing his profession, Bob also pointed out several aspects that were generally unknown to the public at large (including myself). Included in this area was the amount and availability of professional training, the costs involved in running an auction, the "shady" or unprofessional dealings that are possible and the psychology involved in large and small-scale operations.

The National Auctioneers Association was well-represented at our Career Fair by Mr. Havers. We hope that the next Career Fair will coincide with an open date in his schedule so that we may have him back again.

Sincerely,
Mick LaRue
Area Placement Advisor
Midland Intermediate School District
1613 Eastlawn

Indiana University
Office of Marketing and Promotion
Owen Hall 305
Bloomington, Indiana 47405
(812) 335-1549

Dear Editor:

The Certified Appraiser of Personal Property Program of the International Society of Appraisers (ISA), in cooperation with the Indiana University School of Continuing Studies, has received the 1984 Special Certificate Program Award from the National University Continuing Education Association (NUCEA). This is the first program of its kind to certify personal property appraisers through a complete educational/testing system based on a standardized body of knowledge.

Further information on the program can be obtained from Patricia Eoyang, Divison of Professional Development, School of Continuing Studies, Indiana University, Owen Hall 204, Bloomington, IN 47405, phone (812) 335-5323.

Sincerely,
Ronald H. Miller
Director



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The 1984 Building An Auction Business Seminar

What explains success better than success itself? A Memphis Seminar registrant summed up his appreciation for the National Auctioneers Association and its related services, "I have attended many seminars, and our company has followed the advice of many speakers. Our business has improved so much that it is unbelievable. We owe it all to the seminars and newsletters. It would have taken us years to come up with the ideas and innovative promotional concepts we have learned. Education is the only answer."

This NAA auctioneer was one of 130 registrants at the 1984 Building An Auction Business Seminar that was held February 13-15 at the Peabody Hotel in Memphis, Tennessee. It was a very educational weekend and the attendees seemed to benefit from the information that was presented to them.

The seminar topics dealt with areas such as: Business Promotion, Office Management, Computers Programmed for Auctions, Organizing an Auction and How Audio Visuals Can Enhance Your Auction Business. The topics were chosen because they are timely issues that auctioneers need to be familiar with, even if the issues don't directly affect each individual's business today, they probably will affect them in the future.

Each day, amidst the activity, the famous Pembroke Ducks left their rooftop home, descended down the elevator to the lobby and marched across a red carpet to the fountain in the middle of the lobby. At the end of the day, the same procession occurred as the ducks retired, in grand style, for the day.

Tradition is so important. The NAA has many proud traditions and beliefs that have been carried down through the years. Thanks to the people that have been willing to educate new members with the valuable information they have learned throughout their lifetimes and careers.

It is unbelievable though, when you realize the vast amount of information that is waiting to be exchanged by the members of the National Auctioneers Association. The Seminars are the perfect opportunity for you to be a student and a teacher at the same time, so take advantage of these priceless experiences, and attend the next NAA seminar or convention.

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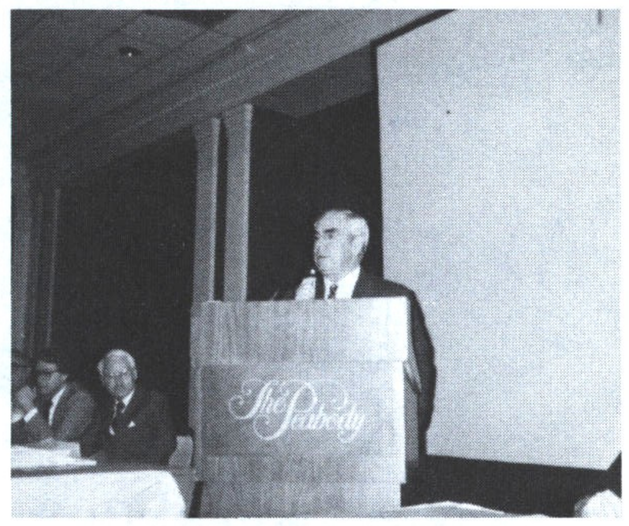
Above: NAA President and 1984 convention chairman Sammy L. Ford, CAI, smiles during the 1984 Building an Auction Seminar in Memphis, Tennessee which was a highly educational and enjoyable experience for all.

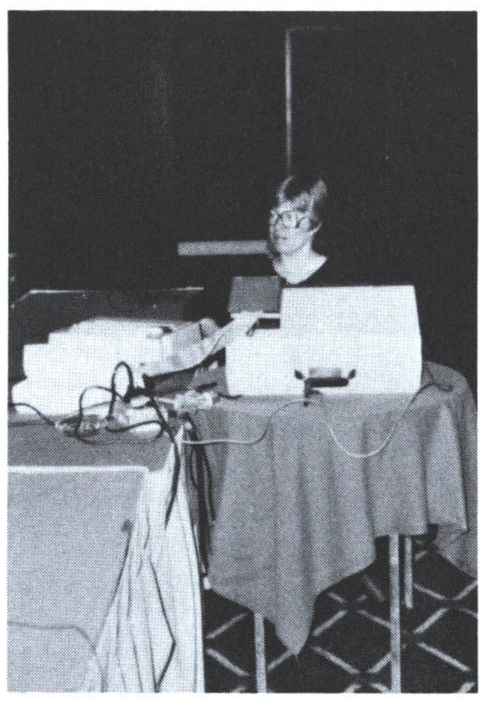


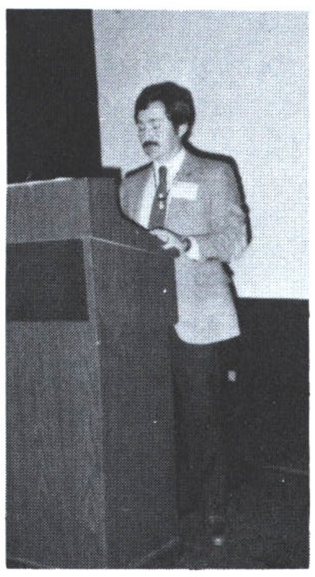
Below: These seminar attendees were very serious about learning, and many valuable tips were noted for future reference. The NAA, through its educational programs, promotes education and makes it an enjoyable learning experience at the same time.

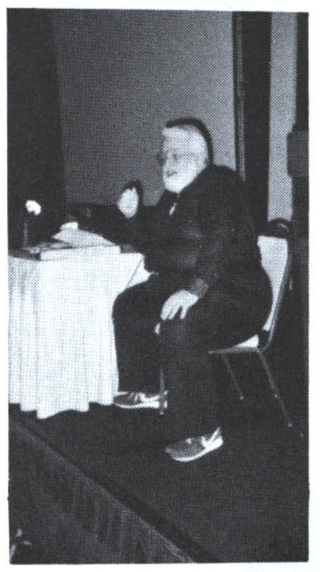
Left: Seminar instructor, Ronald C. Harris, CAI, after presenting his topic of "Business Promotion-Obtaining New Business," listens attentively to another presentation and shows that the learning process never ends.

Right: Jasper Jones (pictured) and Raymond Taggert, CAI, from the Delta Auction Service Company, Memphis, Tennessee, offered some tips on Auction Office Management.



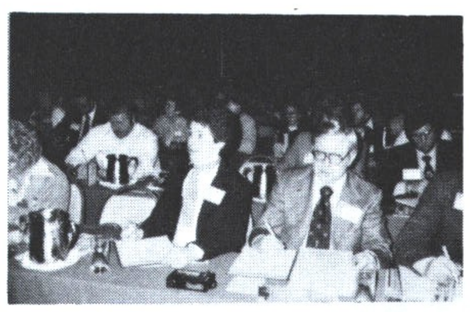
















Above left to right: Pat McCormick is shown operating the computer, which is programmed especially for the auction profession. Her husband, Ken, simultaneously explained how it works, and described how it can be very helpful in organizing an auction. He demonstrated its ability by registering each registrant that attended the seminar.

Dave Kessler, (seated), an expert on "Organizing An Auction and Preparing a Prospective Client and Buyer Listing," gave a highly informative presentation beneficial to all.

Wayne Stewart, CAI, who won the 1983 'Best of Show' advertising award, spoke on "Building An Auction Business with Audio Visuals." He pointed out that the use of audio visual is a creative way to broaden your services for your customers.



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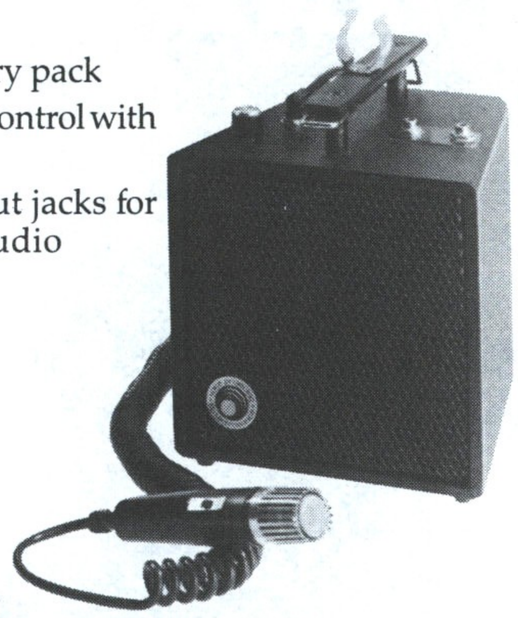
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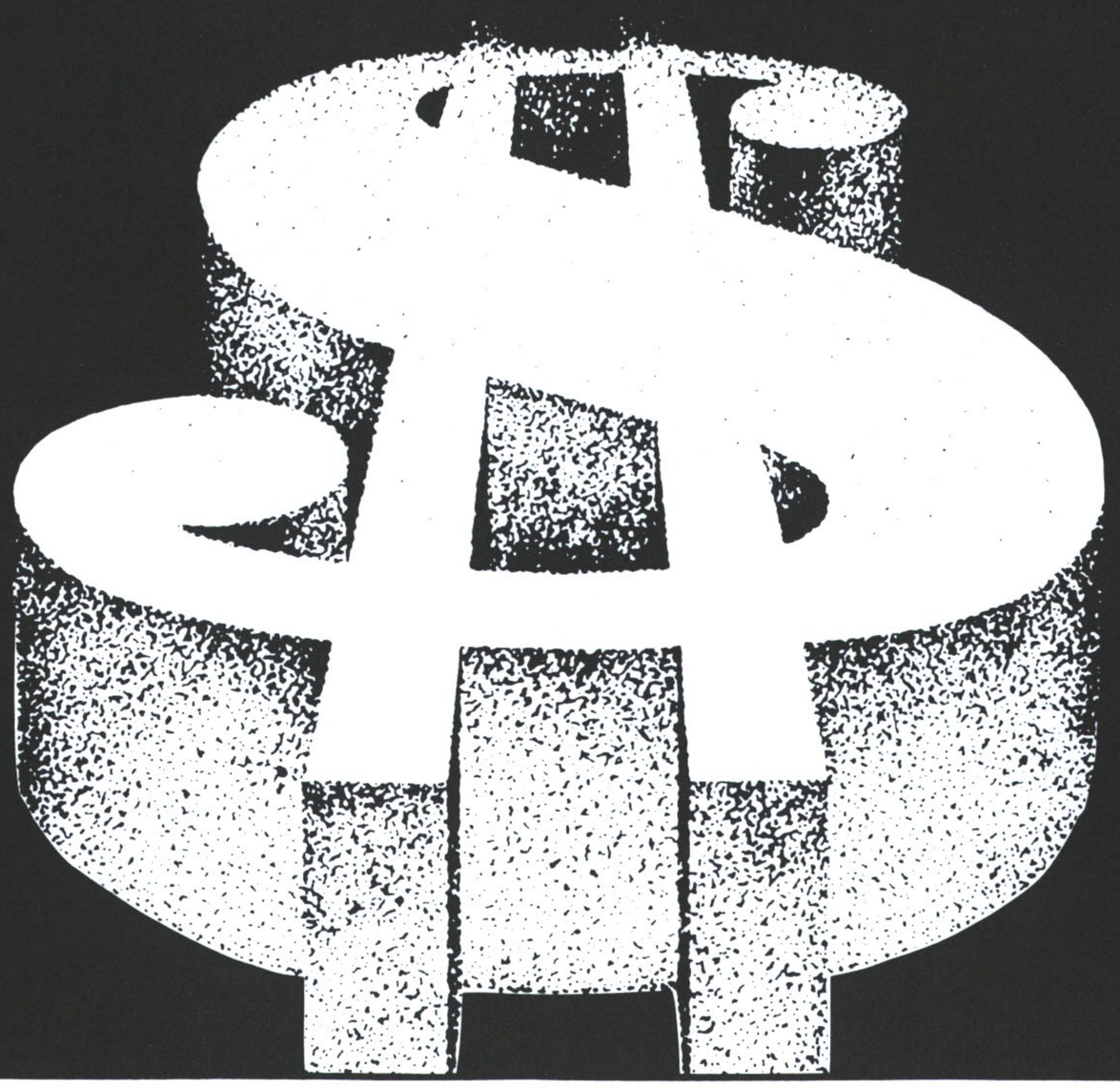
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In the following directory of state association presidents and secretaries, an asterisk near the association name indicates that state has a reciprocal membership agreement with the National Auctioneers Association. Under this agreement, new members 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, vice versa)	Month billed for dues (both NAA and state amounts)
Arizona	$10.00	January
Arkansas	$15.00	January
Colorado	$10.00	January
Florida	$50.00	January
Georgia	$50.00	July
Iowa	$20.00	January
Kansas	$25.00	July
Kentucky	$10.00	January
Louisiana	$35.00	July
Missouri	$15.00	July
Nebraska	$15.00	July
Nevada	$20.00	July
Pennsylvania	$30.00	January
(Member is accepted through State Association Chapter Secretary only.)		
Tennessee	$10.00	July
(Licensed Tennessee Auctioneers Eligible only)		
Wisconsin	$35.00	July

Meeting the reciprocal membership requirements can sometimes be confusing to new members. Therefore, the following general policies apply 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 the new member (whenever the auctioneer joins) to be billed in the same month as other members from that state. 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 Pennsylvania requires 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 the 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: John Cadzow, Box 330, Goodyear, phone 602-932-2029. Secretary: Bernard D. "Bernie" Harms, 4527 E. Devonshire, Phoenix 85018.

Arkansas Auctioneers Association—Presi-
* dent: Wayne Ball, 5800 Baucum Pike, North Little Rock 72117. Secretary: Louise Appling, 4833 Leonard Drive, Memphis, Tennessee 38109.

California Auctioneers Association—President: Milton Costa, P.O. Box 1815, Paso Robles 93446, phone 805-238-1060. Secretary: Grant Theodore, P.O. Box 196, Livingston 95334, phone 209-394-2355.

Colorado Auctioneers Association—Presi-
* dent: Jim Civis, CAI, P.O. Box 551, Lamar, CO 81052. Secretary: H. Trevor Anderson, Box 940, Castle Rock, CO 80104, phone 303-688-6955.

Florida Auctioneers Association, Inc.—
* President: Jim Gall, CAI, 888 Biscayne Boulevard, Miami 33132, phone 305-942-0917. Secretary: Billy H. Wells, 202 E. First Street, Sanford FL 32771, phone 305-322-6639.

Georgia Auctioneers Association—Presi-
* dent: Lynn Dempsey, P.O. Box 1341, Rome, Georgia 30161, phone 404-291-0746. Secretary-treasurer: H.C. Thomas, 4C-3280 Austell Road SW, Marietta 30060. Executive secretary: Freddi S. Hagin, 6472 Church St., Douglasville 30134, phone 404-949-2010.

Idaho Association of Professional Auctioneers—President: Floyd Proffitt, 11040 Arabian Way, Boise, ID 83709, phone 208-362-2080. Secretary-treasurer: Michael Hunter, P.O. Box 755, Middleton 83644.

Illinois Auctioneers Association—President: William Beck, R.R. 2 Box #259, Edinburg, IL 62431. Secretary-treasurer: Roy J. Lawson, CAI, 10905 104th St., Coal Valley 61240.

Indiana Auctioneers Association—President: H. Jake Campbell, 17 West Union Street, Liberty 47353, phone 317-732-3372. Harry E. Buckles, RR 1 Box 262, Anderson 46011, phone 317-378-7924.

Iowa Auctioneers Association—President:
* Elmer Gronewald, RR, Donahue, Iowa 52746, phone 319-843-2828. Secretary-treasurer: Margaret H. Bloomer, Rt. #3 Box 43, Glenwood 51534, phone 712-527-3615.

Kansas Auctioneers Association—Presi-
* dent: Larry Theurer, 115 S. Washington, Wellington, KS 67152, phone 316-326-7315. Secretary: Rex B. Newcom, 215 S. Main, Whitewater 67154, phone 316-799-2278.

Kentucky Auctioneers Association—Presi-
* dent: Steve D. Lewis, 129 East Main Street, Morehead 40351. Secretary: Phyllis Jett, 16 South Walnut, Cynthiana 41031. Executive director: Wilma Atherton, Box 148, Hodgenville 42748, phone 502-358-3852, bus. phone 502-358-3812.

Louisiana Auctioneers Association—President: Larry Nobles, 2902 Carol Jack Drive, Baton Rouge 70816, phone 504-292-0576. Secretary: Keith Babb, P.O. Box 4222, Monroe 71211.

Maine Auctioneers Association—President: Pamela Brooks, Burnham 04922. Secretary: George A. Martin, New Road, East Lebanon 04027, phone 207-457-1237.

Auctioneers Association of Maryland, Inc.—President: Raymond C. Nichols, 701 North Paca Place, Baltimore 21201, phone 301-523-7400. Secretary: Ed Sweetman, 11805 Keymar Road, Keymar 21757, phone 301-756-4110.

Massachusetts State Auctioneers Association—President: Ronald V. Maynard, Groton Road, Dunstable 01827, phone 617-649-9197. Secretary: David R. Brown, 34 Main Street, P.O. Box 9, Ayer, phone 617-772-4934.

Michigan State Auctioneers Association—President: John D. Schowalter, 300 S. Kalamazoo Mall Suite Five, Kalamazoo, Michigan 49007. Secretary: Brian P. Lovellette, 1116 N. Washington Ave., Lansing, Michigan 48906.

Minnesota State Auctioneers Association—President: Pat Ediger, 218 West Main, Belle Plaine 56011. Secretary: Eileen Reisch, 838 W. Main, Luverne 56156, phone 507-283-8445.

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Missouri State Auctioneers Association—
* President: Dale Vaughn, P.O. Box 1084, Independence 64051. Secretary: Doran H. Livingston, Rt. 1 Box 21-A, Willard 65781, phone 417-742-2568.

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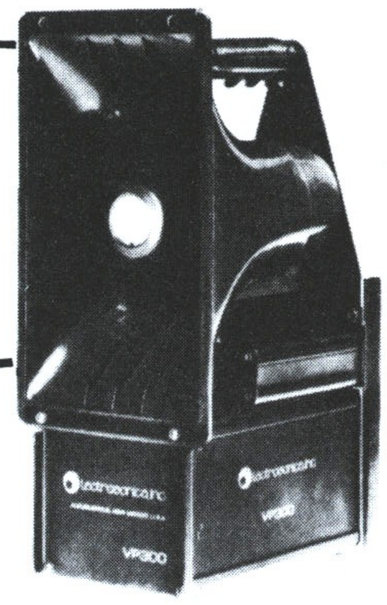
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NAA Members in the News



This article was reprinted from The Bedford Times-Press newspaper in Bedford, Iowa. It was an article that ran in the February 9, 1984 edition of the newspaper.

Two Presidents of the National Auctioneers Association hail from Bedford, Iowa.

William L. Gaule, CAI, Chatham, Illinois and Charles E. (Chuck) Cumberlin, CAI, Brush, Colorado, have something in common, both are from a small Southwestern town in Iowa.

William L. (Bill) Gaule, CAI, the current 1983-1984 National President, was born in Bedford, Iowa in 1931. He is the son of L.W. (Bill) Gaule, who retired as Police Chief of Chatham, Illinois in 1977, and Ruth Gaule, both now deceased. The family moved from Bedford, Iowa in January of 1943. Bill says that he has many memories of Bedford, including attending Bedford grade school and spending many hours at former Mayor Wayne Harbour's business where his father (Gaule) was employed. He says that he can vividly remember attending auctions at the local community sale barn, and also the local auctioneer, Ivan Lacey. Recently Bill and his wife, Marge, made a special trip through Bedford enroute to the Nebraska State Auctioneers Convention in Kearney. The town still looks the way he remembers it as a child with friendly people and not too many changes. While there, they visited with many of the old family acquaintances.

Bill has been married for 30 years to the former Marjorie King, and they have four children. He is a twenty-five year retired Air National Guard USAF. Bill has been an auctioneer for over 30 years. He has served as president of the Illinois State Auctioneers Association, is a graduate of the Certified Auctioneers Institute at Indiana University, and has served as an instructor at various seminars and conventions in 30 states. Bill is currently Vice President of the Chatham Community Bank and is active in community and civic affairs.

Charles E. (Chuck) Cumberlin, CAI, was the National President of the NAA in 1979-1980. He was born in 1938 in the Siam community, which is just a few miles from Bedford. He is the son of Lee, a farmer and carpenter, and Eustatia, a school teacher, Cumberlin. Chuck completed grade school at Siam in 1952 and graduated from Bedford High School in 1956. After graduation, Chuck's parents moved to Albuquerque, and Chuck joined the U.S. Navy and served from 1956-60 as an Aviation Electronics Technician.

After his years in the navy, Chuck graduated from the Western College of Auctioneering in Billings, Montana, and then moved to Greeley, Colorado, where he started his auctioneering practice. He has served as an instructor at the Missouri Auction School since June 1972. He has been a partner of 'Odle-Cumberlin Auctioneers' with NAA member Jim Odle, of Brush, Colorado also, since 1972.

During the course of his career, Chuck has been World Champion Livestock Auctioneer (1978), NAA Convention Chairman, received Accredited Farm and Land Member Designation from the National Association of Realtors, received Certified Auctioneers Institute Member designation and Real Estate Specialist recognition. He was presented a plaque at the 1983 NAA Convention in Houston, Texas, for nine years of service to the National Auctioneers Association as officer and member of the Board of Directors.

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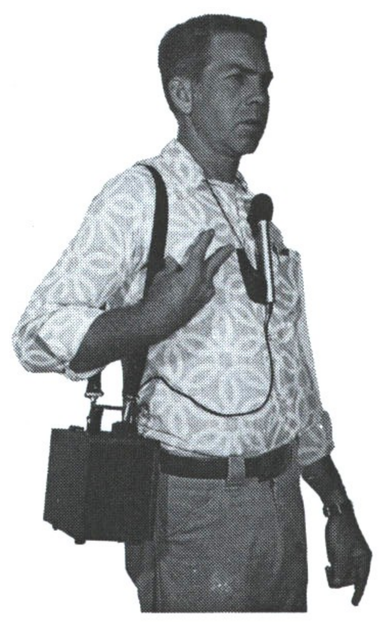
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CAI – Is It Worth It?

by Kerry A. Pae, CAI
Chairman Admissions Review Committee

As a graduate of the Certified Auctioneers Institute and a member of the CAI Board of Governors, the most frequently asked question to me, by other auctioneers is, "Is it worth it to go to CAI?"

"Worth", as defined by Webster could be synonymous with value. So the real question is "Of what value to me is CAI, if I attend." My "standard" answer is "What value do you place upon yourself as an auctioneer and your auction business?"

Invariably most auctioneers who possess the desire to be all they can be in the auction business, hold the auction profession very close to their hearts and strive to improve themselves to become the very best they can be.

I can't begin to stress enough the value of the education available to you through the CAI program. However, don't ever believe that just because you hold the designation of CAI that the prospective client will call you. The benefit of knowledge and education of this program will reward you only through your practical application of what you have learned. Being a CAI member only separates one auctioneer from another through the ability of their respective performances.

It is past time and long overdue that auctioneers understand that the CAI has one thing in mind—the continued education of practicing auctioneers for the end result of producing a more qualified professional individual.

Only with your participation can this program succeed. By the time you read this article the 1984 CAI courses will be over and plans will have started for 1985. Only you can decide if it is right for you to become involved. Ask other CAI graduates; they'll tell you their CAI story.

Don't think that it's just for young auctioneers, because it's not. Don't think that it's too expensive, because it's not. Don't think that it's an elite group of auctioneers trying to take over the NAA, BECAUSE IT'S NOT. DO THINK THAT IT'S WORTH IT, BECAUSE IT IS. CAI members can prove it to you. The question is "Can you prove it to yourself?"

The decision to take the time out to go to CAI must be carefully thought out, as well as the expense involved.

In an ever changing world you need to know all that you can about the profession that puts the bread and butter on your table every night. You can't afford not to go if you really wish to be the very best. I hope to see your application cross my desk in the near future.

Certified Auctioneers Institute

Auctioneers who realize the demands for professional performance have turned to continuing education to improve their standing among their peers and with their clients. More than 850 auctioneers from every state in the country are now part of the continuing education program sponsored by the Indiana University School of Business and the National Auctioneers Association. They are pursuing a professional designation—Certified, Auctioneers Institute (CAI)—which will place them alongside other certified professionals, including accountants, real estate brokers, insurance executives, etc., who have earned special designations in their fields as a result of specialized training.

The Auctioneers enrolled in the CAI program are broadening their knowledge of law, contracts, management, ethics, marketing, insurance, accounting, appraisal, finance, and taxes. Within those areas, they are applying broad business principles and concepts to the auction business.

In the area of contracts, for example, the auctioneers are particularly concerned about the impact of consumerism on their responsibility and that of the seller. The auctioneer's contract with a client has all the characteristics of any agency contract with its definition of authority, liability, terms of sale, and warranties. For the protection of the consumer and the auctioneer, the auction business is no longer just a series of informal, verbal agreements that the auctioneer will sell a car load of flowers or the acreage of grandmother's estate.

Clients seeking brokers to handle a sale expect an auctioneer to have a vast knowledge of the value of the products or property. They want him or her to know about 15th century antiques, Flemish paintings, used automobiles, dairy cattle, lumber, autographs, or whatever they have to sell. In this role, the auctioneer becomes an appraiser with a specialized knowledge of values or he must seek out the experienced appraiser to provide the

Continued on page 57

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An Important Ingredient

by Virginia Dilgard
Vice President, NAA Auxiliary

Have you ever tried to complete a puzzle, only to find one of the pieces missing? Have you ever started to paint a room, only to discover you didn't have enough paint? Or have you ever planned to fix your favorite dish—even been in the middle of preparing it, only to find you didn't have that one important ingredient on hand? Frustrating isn't it? This is somewhat the feeling I have as the chairman of the membership committee—knowing the potential of membership we could have. Out there across the United States are hundreds of you who could join and be an important ingredient in our auxiliary. Your auctioneer has seen the benefit of membership in the National Auctioneer Association. Let's make it a family affair!

Our constitution and by-laws reads that membership is opened to ALL spouses, parents, widowed spouses or children of members of the NAA in good standing, yet our membership just doesn't seem to reflect this. You don't have to attend the National convention to become a member, but we'd like to see you there. That is the way to enjoy your membership at its best. Here you can really join in, be a part of what it's all about. Attend the Auxiliary's educational program, geared to help you—the one who is helping "their auctioneer" in one of the many facets of pre and post auction business—or during the auction itself. The NAA has been working very hard to make the general public see the Auctioneer as a Professional. The Auxiliary's aim is to help you help your auctioneer project this image. The more knowledgeable we can become the more assistance we can give them.

There are many side effects you can enjoy. The trip to the convention with your auctioneer and family—seeing more of this great country we live in. At the convention you will meet many interesting people who quickly become lasting friends. With them and others you share your ideas, joys, and yes, even problems of the auction business. You help each other in more ways than you may ever know. And while you and your auctioneer are attending meetings, there are activities planned for your children—freeing you to relax and enjoy the meetings.

I'd like to challenge each of you to become members—our "needed ingredient." Send your dues to the NAA Headquarters (membership form on page 33). Let's get our membership up. I'd like to further challenge each state to increase their percentage of membership. For some states even one member would be a 100% increase. We are all busy people—but can we afford not to better our way of life in the auction profession with what the NAA and its Auxiliary has to offer us?

Planning for the Minneapolis Convention

The following information will be helpful as you prepare to attend the 1984 NAA Convention in Minneapolis, Minnesota. To register for the convention, complete the forms in the center section of this issue of THE AUCTIONEER, along with the Hotel Reservation Form, and send them to the NAA Headquarters Office at 8880 Ballentine, Overland Park, Kansas 66214. Phone reservations will not be accepted. Don't forget to include your fees check along with your convention registration form, and make sure that it is received at the NAA office by July 1, 1984. After July 1, 1984, the registration fee goes up to $75.00.

The rates for both hotels stated below are reduced rates arranged especially for the 1984 NAA Convention. Take full advantage of the early hotel registration (before June 15, 1984) because reduced rates cannot be guaranteed after that time.

This year two hotels in downtown Minneapolis have been chosen for convention attendees to select from. They are both located on Nicollet Mall, across the street from one another. The Hyatt Regency will be the location for all of the convention activities other than the Auxiliary meetings, which will be held at the Holiday Inn.

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Minneapolis is served by one airport—The Minneapolis/St. Paul International Airport. The Hyatt offers two forms of transportation between the hotel and the airport. There is a limousine service that picks up and drops off guests in front of the hotel every half hour. The charge (one-way) to the airport is $10.00 per person. There is also an airport limousine service that is $5.50 per person (one-way also). Cabs are available, and the estimated charge is $18.00 to the airport.

Recreation

There is an athletic club located in the hotel which is equipped with a swimming pool, tennis, racquetball and handball courts. The swimming pool can be used by hotel guests at no extra charge. There is a slight fee for the use of the tennis, racquetball and handball courts.

The Holiday Inn Downtown, 1313 Nicollet Mall, across the street from the Hyatt Regency.

Room Rates

Accommodation	Rate
Two double beds	$52.00 single occupancy
Two double beds	$60.00 double occupancy
One king bed	$57.00 single occupancy
One king bed	$65.00 double occupancy

For information on suites call (612) 332-0371. The Holiday Inn has the same percentage of rooms available with either two double beds, or one king-size bed.

Check-in time is 12:00 noon.

Children under eighteen stay free in the same room with their parents.

Reserved Rooms will be held until 6:00 p.m. unless previous guarantees on the room have been made.

Automobile parking—A ramp located directly by the hotel used for parking in the area. The charge per day for hotel guests is $4.00. This rate is the same no matter how many times the car is taken out of the ramp each day. This charge is directly added to the guests folio (when applicable).

Transportation to and from the airport is available through the Minneapolis Suburban Limousine Service whose charge is $5.50 one-way and offers service every half hour.

All major credit cards are accepted, and personal checks may be cashed during regular business hours with proper identification. Members of the Holiday Inn Priority Club may use their points during their stay for the 1984 NAA Convention.

The Hotel has an Indoor swimming pool and two saunas available for hotel guests. The dining room is also open daily from 6:30 a.m. to 10:30 p.m. The Greenway Athletic Club is located close to the Holiday Inn and a special pass price is available to hotel guests. Inquire at check-in desk about current rates and facilities available at the Greenway Athletic Club.

Reservations must be received by **June 15, 1984** at the National Auctioneers Association Headquarters Office, 8880 Ballentine, Overland Park, Kansas 66214 in order to process the information and send it on to the prospective hotel.

Convention Update

Who May Attend

To clarify who may attend an NAA 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.

2. Only NAA auctioneers can attend NAA sponsored functions. If an auctioneer works for an NAA member, that non-member auctioneer employee must first join the NAA—full membership—in order to attend an NAA convention.

3. On the other hand, non-auctioneer employees—clerks, cashiers, ringmen, secretaries, etc.—can attend NAA conventions only when they are accompanied by the NAA member employer.

4. NAA spouses can attend the convention without the NAA member, but the spouse must pay the full convention registration cost.

Any questions about convention attendance should be directed to the NAA office before you send in your registration.

Win $50, $150 in NAA Membership Contest

At the Minneapolis convention, July 17-22, 1984, you can be $50, even $150 richer when the NAA Board of Directors announces the winners of its 1983-1984 membership contest. The money awards will be presented to individual NAA members for sponsoring the most new members in a given region, a special auction school category, plus one overall winner for the entire nation.

Now is the time to get started. The May, 1984, AUCTIONEER will contain a form that you'll use to list the members you've sponsored between October 1, 1983, and June 30, 1984. It is your responsibility to keep track of your own list, and that list will be varified by the records kept at the NAA office.

Only those NAA members who complete and submit the contest form to the NAA office, postmarked on or before June 30, 1984 will be considered for the awards.

Only applications signed by current NAA members in good standing will be counted as acceptable entries for tabulation. Furthermore, a new member will only be credited to the NAA sponsor if and when that new member pays all dues, both NAA and reciprocal state dues when applicable, and submits an official sponsored NAA application.

Below are the awards and regions for the membership contest.

One winner from each region will be named as the NAA member sponsoring the most new members within the respective region. Cash award is $50 each regional winner.

South—Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina and Tennessee.

Southwest—Arkansas, Arizona, Colorado, Kansas, Louisiana, Missouri, New Mexico, Oklahoma, and Texas.

North Central—Illinois, Indiana, Iowa, Michigan, Minnesota, Ohio, Wisconsin, and the Canadian province of Ontario.

East—Connecticut, Delaware, District of Columbia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont, Virginia, West Virginia, and the Canadian provinces of Quebec, Newfoundland, New Brunswick, Prince Edward Island, and Nova Scotia.

West/Northwest—Alaska, California, Hawaii, Idaho, Montana, Nebraska, Nevada, North Dakota, Oregon, South Dakota, Utah, Washington, Wyoming, and the Canadian provinces of British Columbia, Alberta, Saskatchewan, and Manitoba.

Because instructors and staff members of auction school are directly involved with a great number of prospective NAA members, a separate auction school category winner will be named and awarded $50.

Only auction school instructors or staff members who are NAA members are eligible to participate through this special category. Conversely, auction school instructors and staff members are not eligible to participate in the regional competitions. The official entry form in the May AUCTIONEER will allow you to indicate that you are employed by an auction school.

A grand prize of $150 will be awarded to the NAA member who sponsors the most new members between October 1, 1983 and June 1, 1984. The overall winner cannot also be named as a winner in his or her region, and cannot be an instructor or staff member at an auction school.

Begin your contest winning program to recruit the most new NAA members, and win a cash award at the Minneapolis convention. Sponsor eligible, prospective NAA members, and keep a record. You will have to list all members that you have sponsored, from October 1, 1983 to June 30, 1984, on the membership contest form appearing in the May, 1984 issue of THE AUCTIONEER.

Also, you are not limited to sponsoring new members from just your region. You can sponsor a new member regardless of where that prospective member lives.

Any questions? Contact the NAA office directly for additional information regarding the 1983-1984 NAA membership contest and how you can participate.

AUCTION FORMS

IMPRINTED WITH YOUR NAME &
NUMBERED OR NUMBERED ONLY

Payment with Order — We Pay Postage
C. O. D. Orders — You Pay Postage
THE COMPLETE LINE OF AUCTION FORMS
— WRITE FOR FREE SAMPLES TO --

STOCK YARDS PRINTING CO.
1613-A Genesee, Kansas City, Mo. 64102

ATTENTION, ALL AUCTIONEERS!

RECEIVE COLORED GEMS ON CONSIGNMENT!

Dear Auctioneer,

We have been instructed to dispose of a vast quantity of genuine gems. They are to be sold in your auction regardless of price and with no minimum or reservation.

They are beautifully hand-cut, polished, and ready for mounting by your customers. Magnificent Ruby, Emerald, Sapphire, Opal, Amethyst, Blue Topaz, Garnet, etc.

Our company has, for many years, specialized in the mining, cutting, polishing and distribution of fine gems.

Recent economic developments have allowed us to acquire great reserves of these fine gems, which we, in turn, now offer to you for auction.

They are easy to sell and produce spirited bidding.

These fine gems are handsomely packaged and come with accompanying documentation. We provide a 30 day "no questions asked" money-back guarantee of satisfaction to your customers.

All you have to do is sell them, take your normal commission, and send us the proceeds.

Each shipment will contain (15) lots with each lot being (1) gem, which normally sell for between $30 and $300 each, depending on size, etc.

Each gem is guaranteed to be genuine and has been weighed on a laboratory jeweler's balance to 1/100 of a carat accuracy.

You do not need prior experience in selling jewelry to assist us. Simply add them into an upcoming sale and sell them.

These fine gems will be sent to you at no cost or obligation. They will arrive by first-class mail, insured. They will be listed on (1) page of easy to read paper with a place to post the selling price. An easy to use postage-free return envelope will be provided for your convenience.

To get a quick answer to any question you may have, before or after the sale, simply call our office collect.

Many auctioneers who have sold these fine gems in their sales tell us that they make enough commission in the 10 minutes it takes to sell them to pay for all of their labor costs for the entire sale!

These fine gems will provide interest, color, and variety to your sales. Plus a good commission to you -- Nothing to buy! No obligation! No Risk!

Please write today or, better yet, CALL COLLECT for full details.

Thank you and good selling!

Bob Rountree

Bob Rountree, General Manager

Consolidated Equity Associates

P.O. DRAWER 801216
DALLAS, TEXAS 75380-1216

CALL COLLECT
(214) 462-1707

Broadcast media, audio-visual now in advertising contest

NAA members are advertising on radio and television, plus promoting their services with audio-visual presentations. In response to their efforts, the NAA Board of Directors added a Broadcast media/Audio-visual category to the annual convention advertising contest last year. It was a successful contest with many creative, fresh new ideas for auction advertising. This could be your year to win, so start thinking about what you want to submit now.

Rules adapted to "electronic" entries

Because of the playback equipment necessary to judge entries in the Broadcast media/Audio-visual category, plus other considerations, specific contest rules have been adapted to the new "electronic" entries. Therefore, read all the following requirements which also include a separate entry form.

All entries into the Broadcast media/Audio-visual contest category must include display of the NAA emblem or statement that the auctioneer is an NAA member.

Broadcast media

One radio 60-second commercial, or one radio 30-second commercial on one/eighth inch tape cas-VHF, video tape cassette, rewound and ready to play (entries on three/quarter inch video cassette cannot be accepted).

One radio 60-second commercial, or one 30-second commercial on one/eighth inch tape cassette, rewound and ready to play (entries on eight-track, reel to reel, or mini-cassette cannot be accepted).

You are permitted to enter one television commercial, and one radio commercial.

Audio-visual

One tape recorded presentation used in promotion of your auction service, or in promotion of a particular auction, on one/eighth inch tape cassette, rewound and ready to play (entries on eight-track, reel to reel, or mini-cassette cannot be accepted).

One slide presentation with sound, in promotion of your auction service, or in promotion of a particular auction, in slide tray(s) with accompanying one/eighth inch tape cassette. (Do not submit slide presentation and script. Also, if your presentation requires a special type of playback equipment other than a common "carrousel" slide projector, it's possible that the NAA staff may not be able to locate that special piece of equipment. Check with the NAA office before entering.)

One film presentation with sound, either 16mm or 8mm loop cartridge, promoting your auction service or a particular auction. (Do not submit film and script. Also, the same special equipment consideration as described for slide presentations applies to film equipment.)

You are permitted to enter one promotional tape recording, one slide presentation, plus one film entry, or any combination.

Any questions? Call the NAA office to discuss your concerns regarding entries into the Broadcast media/Audio-visual category. Awards will consist of one winner in the broadcast media section and one winner in the audio-visual section. Winning entries will become part of the NAA archives; "one of a kind" winning entries—films and slide presentations, for example—will be duplicated.

More contest information

The rules for the Advertising Contest will be published in each AUCTIONEER between now and July, so that everyone will have time to prepare entries for the 1984 Contest. Awards will be presented at the Awards Festival of the 1984 NAA Convention, Friday, July 20.

To enter, photocopy or retype the correct entry form (one completed form for each contest print entry, three samples per entry). The completed form will help the contest judges in identification and evaluation of your advertising.

Advertising Contest Rules

1. Entries must display the NAA emblem or contain the statement that the auctioneer is a member of the NAA.
2. Entries must be submitted to the NAA office—*three copies of each print entry*—by July 1, 1984.

(An entry into Category H must consist of a set of three items—one piece of your auction business letterhead, one of your auction business envelopes, and one of your auction business cards. The letterhead and the card must both display the NAA emblem, or state that the auctioneer is an NAA member. The envelope is excluded from the rule. To this set of three items attach the entry form. The NAA office must receive 3 full sets of your auction business stationery to complete your entry.)

3. Entries must be on the current year sales (July 1, 1983, through June 30, 1984).
4. Each member entering the contest can select an entry to be represented in any of the particular categories. **Limit is one entry, per member, per category.** Each entry must be labeled, or clearly marked, as to the category for which it is being entered. (NOTE: If the advertising is not labeled as to which category it is being entered, it will not be submitted to the judges, and additional advertising pieces will be maintained in the NAA office for reference only.)

5. Members of the Advertising Committee are not eligible to compete for an advertising contest award.
6. Previous year winners—those who won an award in 1983—are not eligible to compete in the category in which they won in 1983, but they may enter any of the other categories.
7. Of the three samples submitted for each entry, one copy will be maintained in the NAA office; one copy will be maintained for judging; and the third copy will be displayed for viewing by the convention registrants, after the awards are announced.
8. Two first place awards will be presented in each print category; one for one-color ink on paper; and the second for multi-color ink on paper. Two first place awards will be presented in the broadcast/audio-visual category: one for the best broadcast media commercial; one for the best audio-visual presentation.
9. A "Best of Show" award will be presented to the best entry submitted for the contest (and will not be included in the other award categories).
10. The categories are as follows:
    a. Commercial and Industrial
    b. Farm (an operating farm liquidation)
    c. Real Estate
    d. Antiques
    e. "Specialty" (cataloged sale)
    f. Consignment Sales with General Household and Estate Liquidation
    g. Institution (auction firm promotion)
    h. Auction Business Stationery (letterhead, plus envelope, and business card)
    i. Broadcast media/Audio-visual

Remember, all NAA members are eligible to enter their advertising (three copies of one entry per print category), but reference to the member's NAA affiliation must be displayed on the advertising piece, in the commercial, or in the audio-visual presentation (NAA emblem, or "John Doe, Member, National Auctioneers Association").

It is not too early to select your best auction advertising for the above categories, and submit it to the NAA office by July 1, 1984. Be sure and have a completed entry form attached to the set of three examples for each print entry. Any questions concerning advertising rules or contest procedures should also be directed to the NAA office.

CALL OR WRITE FOR A FREE BROCHURE & SAMPLE KIT
(507) 645-4407

Personalized Bidder Numbers
Perfect way for qualifing your buyers
Your name printed in a second color
Give them a try - we know you'll like them

Kwick Klerk
Box 147 Northfield, Mn. 55057

ENTRY FORM

(Broadcast media/Audio-visual only)

National Auctioneers Association
1984 Advertising Contest
NAA Annual Convention
Minneapolis, Minnesota

Please type or print.

CONTEST CATEGORY I. Broadcast media/Audio-visual

SUBMITTED BY _____
(name of NAA auctioneer advertiser)

STATEMENT OF PURPOSE FOR THE ENTRY

_____

_____

CHECK ONE

_____ TELEVISION, 60-SECOND

_____ TELEVISION, 30-SECOND

_____ RADIO, 60-SECOND

_____ RADIO, 30-SECOND

_____ PROMOTIONAL TAPE RECORDING

_____ SLIDE PRESENTATION WITH SOUND

_____ 16mm FILM WITH SOUND

_____ 8mm FILM LOOP CARTRIDGE

LENGTH OF TIME IF AUDIO-VISUAL ENTRY

_____

DEADLINE FOR ENTRIES: July 1, 1984

Photocopy or retype this form. Include one completed form for each entry. Send all entries to:

Advertising Contest
National Auctioneers Association
8880 Ballentine
Overland Park, Kansas 66214

Print Category Entry form P. 33

CHICAGO TRIBUNE AUCTION MART...



NO ONE CAN OUTBID OUR AUDIENCE!

And the reason is simple. We give you more readers than anyone else in the Chicago market, and those readers are more affluent. But let's let the numbers speak for themselves. When you advertise regularly in the Sunday and Wednesday Auction Mart, you'll reach:

- over 73% of the total adult population in Chicago or nearly 4.5 million adults
- 77% of those adults who live in households with annual incomes of $35,000 or more or over 1.5 million adults

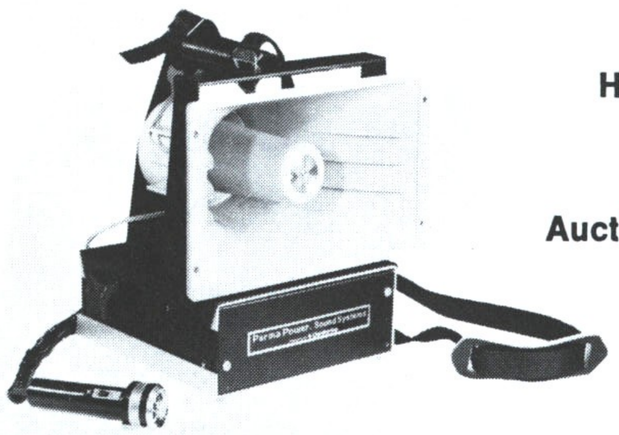
Source: Simmons 1982 National Study of Local Newspaper Ratings, daily/Sunday 4-issue cume.

Sound too good to be true? Call one of our Tribune representatives, and let us convince you!

Chicago: Sally McKoane	(312) 222-4042
Julie Rzadzki	(312) 222-4088
New York: Bob Kahn	(212) 682-3033
Los Angeles: Don Sharkey	(213) 933-8437
Detroit: Vincent Walker	(313) 569-0464
Dallas: Jesse Reif	(214) 363-5044
San Francisco: James Stanley	(415) 421-7946
Miami: Barry Werblow	(305) 989-8833

Chicago Tribune
IT MEANS BUSINESS.

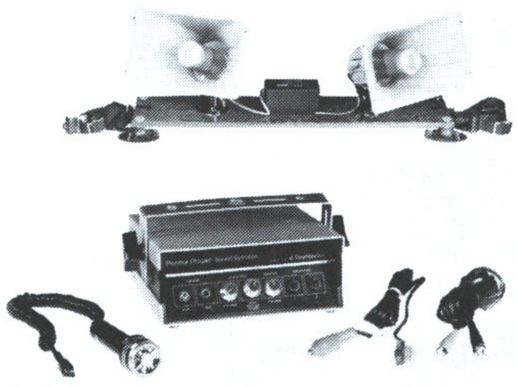
AUCTIONEERS P.A. EQUIPMENT AT WHOLESALE PRICES!



"The Professional Auctioneers' Choice"

HALF-MILE HAILER
MODEL S-610
List: $257.00
Auctioneers Cost: $205.00

SOUND CRUISER
MOBILE P.A. MODEL S-310
List: $440.00
Auctioneers Cost: $385.00



HALF-MILE HAILER MODEL S-610 — Projects further, louder, clearer than horn hailers . . . doesn't block vision . . . perfect for crowd control, athletics and other outdoor use. **AMPLIFIER:** Model S-702: 35 watt: all transistor. **CONTROLS:** On-Off, Volume. **Inputs:** For ceramic or dynamic microphone: auxiliary input for phono, tuner, tape recorder, etc. **3 Outputs:** For additional speakers: tape recorder. **Power Source:** Ten "D" size flashlight batteries: alkaline type provides up to 200 hours operation. **MICROPHONE:** Cardioid probe-type, noise-cancelling, hand-held microphone, supplied with 8' coil cord, on-off switch. **SPEAKER:** Weatherproof horn, can handle full amplifier output: detachable. **CONSTRUCTION:** Removable metal bracket attaches to amplifier with screw knobs: gripper handle and shoulder strap included. **Dimensions:** 11½" high, 11" wide, 9" deep. **WEIGHT:** 14 lbs. (with batteries). **Order Model S-610**

SOUND CRUISER MOBILE P.A. MODEL S-310 — Make any car a sound truck in 45 seconds. Ideal for cars, trucks, buses, boats. **AMPLIFIER:** Model S-302: 32 watts: all transistor. **Controls:** On-Off/Tone; Master Volume; Auxiliary Volume. **Inputs:** For microphone: for radio, tuner, recorder, etc. **Outputs:** For 8 or 16 ohm speakers. **Power Source:** 12V dc: plugs into auto cigarette lighter socket. Terminals provided for permanent installation. 120V ac and flashlight battery adapters available. **Size:** 8⅜" wide x 3¼" high x 8¾" deep. **Mounting:** Handle supplied for easy carrying or ready mounting under dash. **SPEAKERS:** Model S-1210: Two weatherproof horn speakers that swivel and lock in any direction, can handle full amplifier output, mounted on car-top carrier ready to clamp to car. **MICROPHONE:** Model S-2080: cardioid probe-type, noise-cancelling hand-held microphone, supplied with 8" coil cord, on-off switch, mounting clip. **WEIGHT:** Complete system, 25 lbs. **Order Model S-310**

Order by mail — payment with order — we pay postage . . . C.O.D., you pay postage.
North Carolina residents add 4% sales tax.

Col. Forrest Mendenhall,
Member

NATIONAL AUCTIONEERS ASSOCIATION NAA

If you need good quality equipment, this is your opportunity.
Write for Equipment Brochure today.

Mendenhall School of Auctioneering

P.O. BOX 7344 — U.S. HWY. 29 & 70 (185) HIGH POINT, NORTH CAROLINA 27263 PHONE (919) 887-1165

ENTRY FORM

(Print categories only)

National Auctioneers Association
1984 Advertising Contest
NAA Annual Convention
Minneapolis, Minnesota

Please type or print.

CONTEST CATEGORY _____
(include letter and name of category)

SUBMITTED BY _____
(name of NAA auctioneer advertiser)

NUMBER PREPARED _____

NUMBER DISTRIBUTED _____

HOW DISTRIBUTED _____

BRIEF DESCRIPTION OF AUCTION _____

_____

_____

_____

DEADLINE FOR ENTRIES: July 1, 1984

Photocopy or retype this form. Include one completed form for each entry, three samples of the advertising per entry. Send all entries to:

Advertising Contest
National Auctioneers Association
8880 Ballentine
Overland Park, Kansas 66214

The NAA Auxiliary – A Wise Investment

The National Auctioneers Association Auxiliary was formed to promote and advance the sale of real and personal property through the auction method. In conjunction with the goals of the National Auctioneers Association in making the general public see the auctioneer as a professional, The Auxiliary offers educational assistance and support to help you help your auctioneer project this image.

The Auxiliary is an assembly of people who are genuinely interested in the activities of the NAA and the auction profession in general. Through educational programs and activities, members of the Auxiliary become more knowledgeable and helpful in the auction profession which is beneficial to everyone concerned. Membership in the Auxiliary enables you to take full advantage of what the National Conventions have to offer, and at the same time take part in many activities that give you a proud feeling of satisfaction and self-worth.

Join now! The $5.00 membership fee is an investment for you and the future of the auction profession as a whole.

I am enclosing my $5.00 annual membership dues for the Auxiliary to the National Auctioneers Association.

Name _____

NAA member sponsor _____
(spouse, parent or child)

Address _____

City _____ State _____ Zip _____

NOW something NEW by AUCTION SYSTEMS • John Green Press

ADVERTISE YOUR NAME ON YOUR "CLERKEASY" CLERKING TICKETS

• **LOW PRICES** • Form No. AT-18 imprinted 1 line at top right on ticket illustrated - size 1⅜" x 2¾". The AT-18 form is size 8½" x 9" overall and is furnished in 3 parts on NCR paper (which makes its own carbon copies). There are 18 perforated tickets to a page, size 1⅜" x 2¾", as illustrated below. All 18 imprinted with your name. Tickets (1-3 White, Canary & Card)

IMPRINTED PRICES

1,000 No. AT-18 Clerking Tickets	$169⁰⁰	1M
2,000 No. AT-18 Clerking Tickets	$154⁰⁰	1M
3,000 No. AT-18 Clerking Tickets	$148⁰⁰	1M
5,000 No. AT-18 Clerking Tickets	$139⁰⁰	1M

IMPORTANT
We must have your **payment** with your imprinted order and **clear copy** to be imprinted. Forms will be shipped in 3 to 4 weeks with prepaid freight.

Number AT-18 Clerkeasy Clerking Tickets
Not Special Imprinted Prices
These In Stock For Immediate Shipment

200 Sets No. AT-18 Clerking Tickets	$30⁰⁰
400 Sets No. AT-18 Clerking Tickets	$54⁰⁰
1,000 Sets No. AT-18 Clerking Tickets	$115⁰⁰

• Payment With Order, We Pay Postage
• C.O.D. Orders, You Pay Postage

Watch For Other New Items To Come — We Save Time

One Line Imprint Area

LOT NO. - ITEM YOUR NAME PRINTS HERE 18

NAME OR NO.

@ $ YOUR RECEIPT FOR ABOVE $

No. AT-18 Actual Size

AUCTION SYSTEMS • John Green Press
430 West 35th Street
Davenport, Iowa 52806
Phone 319-386-0636
After Hours Phone 319-391-5994

WRITE FOR SAMPLES AND PRICES FOR OTHER AUCTION SALES ITEMS



"The Souths Oldest Auction Company"

(Established 1917)

List Your
Property with Us

Reg. U. S. Trademark

J.L. TODD AUCTION CO.

"WE SELL THE WORLD"

531 Broad Street

Rome, Ga. (404) 291-7007

LICENSED • BONDED • INSURED

GA · AUCTIONEERS LIC. NO. 137

Atlanta Telephone 577-2634

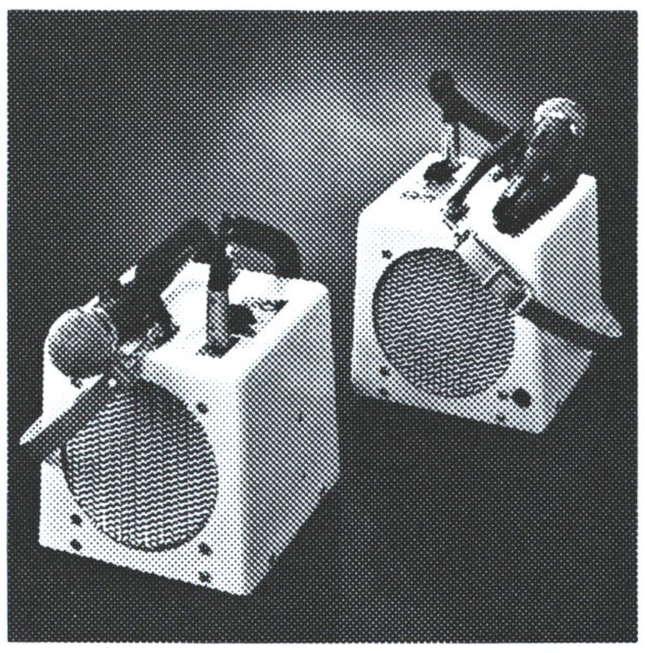
REALTOR

Invites Participation
By Auctioneers & Real Estate Brokers, Nationwide

NATIONAL AUCTIONEERS ASSOCIATION

We will be pleased to cooperate in turning your listings into immediate cash.

Call Toll-Free Ga. 1-800-282-2662/U.S.A. 1-800-241-7591



VOX®

D-VOX COMPLETE
$295.00

ACCESSORIES



- Unidirectional Head-worn Dynamic Microphone
- 15'-20'-50' Microphone Cables
- Foreign Adaptor Kit

FIBERGLASS CASE—25 WATT MODULE—TWIN SPEAKERS

INCLUDES: Rechargeable Ni-Cad Battery Pack — Charger — Carrying Strap — Shure Unidyne Microphone — Complete unit weighs approx. 5 lbs.

*** * * SATISFACTION GUARANTEED * * ***

Order by mail: Payment with order — we pay shipping — C.O.D. — you pay shipping. Kansas residents add 4% sales tax.

VOX

DODGE MANUFACTURING CO.

DWIGHT V. DODGE, Owner

1016 W. 6th Street • P.O. Box 1513 • Topeka, Kansas 66601-1513 • (913) 272-5667

1984 Minneapolis Convention Tours Registration Form

Please indicate the number and names of persons in your party for each tour. Unless otherwise noted, when stops are made for meals, the cost of those meals is not included in the cost of the tour.
Tour registrants should pick up special name badges 30 minutes before departure time. Tour desks will be on the Nicollet Promenade East, First Floor, and the buses will depart from this entrance also. *Continued on next page*

Tuesday, July 17th
Tour A–Betty Crocker Kitchens/Byerly's
Depart 1:15–Return 5:00 p.m.

Your taste buds will appreciate this flavor-filled tour of the General Mills Headquarters. You will see seven unique test kitchens, a gallery of Betty Crocker likeness paintings, and enjoy complimentary coffee, goodies and samples.

From there, on to Byerly's Supermarket. It is 92,000 sq. feet of carpeted elegance, housing millions of dollars of delectables and collectables that you won't want to miss.

_____ **persons @ $9.50 each** **$** _____

Tour A registrant names: _____

_____

Tuesday, July 17th
Tour B–Chanhassen Dinner Theater
Depart 6:30 p.m.–Return approx. 12:00 midnight

The delightful musical "Annie" will be shown at this beautiful theater for your enjoyment. Dinner and refreshments will be served upon arrival. It will be a night to relax, enjoy and be thoroughly entertained.

_____ **persons @ $30.00 each** **$** _____

Tour B registrant names: _____

_____

Wednesday, July 18th
Tour D–Minneapolis Institute of Arts/American Swedish Institute
Depart 12:45 p.m.–Return 5:00 p.m.

You will have the opportunity of seeing publisher Swan J. Thurnblad's mansion featuring many unique exhibits such as Swedish glass and porcelains, oriental rugs, carved Oak and African Mahogany among many other things.

The Minneapolis Institute of Arts is the next treat for the day. Once there, you will be given a tour of the superb collections, and authentic period room settings that are so beautifully displayed.

_____ **persons @ $13.50 each** **$** _____

Tour D registrant names: _____

_____

Wednesday, July 18th
Tour C–Guthrie Theater/Walker Art Center
Depart 9:15 a.m.–Return 3:15 p.m.

You'll tour the beautifuly-conceived Guthrie theater which is widely known for its unique theater-in-the-round concept.

From there, it's on to view the Walker Art Center which is filled with many beautiful contemporary masterpieces.

A scenic bus ride of the sites will wind up at the Calhoun Beach Club, a charming 1920's art deco restored health and dining club with very good food.

The perfect way to end a perfect day is to see the charming atmosphere of the restored St. Anthony on Main area. This quaint little area is full of charming shops, boutiques and restaurants, that you are sure to love.

_____ **persons @ $21.50 each** **$** _____

Tour C registrant names: _____

_____

1984 Tours Registration Form Continued

Special Youth Tours

Thursday, July 20th

Tour 1–Minneapolis' Newest Children's Museum/ Omni Theater

Depart 12:30 p.m.–Return 5:00 p.m.

The Children's Museum is packed with 6500 square feet of fascinating, educational exhibits that everyone will enjoy. The excitement will continue on to the William L. McKnight 3M Omni Theater. The world's largest film projector is shown onto a 7,300 sq. feet screen that is sure to provide you with the most vivid movie experience of a lifetime.

_____ **children (under 17) at $13.00**

_____ **adults $15.50** **$** _____

Tour 1 registrant names: _____

_____

Friday, July 21st

Tour 2–Valley Fair

Depart 9:00 a.m.–Return 4:00 p.m.

You'll take yourself back to the turn of the century at this very unique theme amusement park. There are rides galore, costumed personnel and many amusing side shows. Lunch will be served at Pioneerland. Kids of all ages will enjoy this fun day!

_____ **persons @ $24.50 each** **$** _____

Tour 2 registrant names: _____

_____

Saturday, July 22nd

Tour 3–Fort Snelling/Zoological Gardens

Depart 9:00 a.m.–Return 4:00 p.m.

Fort Snelling has been restored to the way that it looked when it was in active use in the 1820's. Its inhabitants go through their daily activities just like they did 150 years ago.

Next, enjoy a fun-filled Pizza lunch that is guaranteed to be fun.

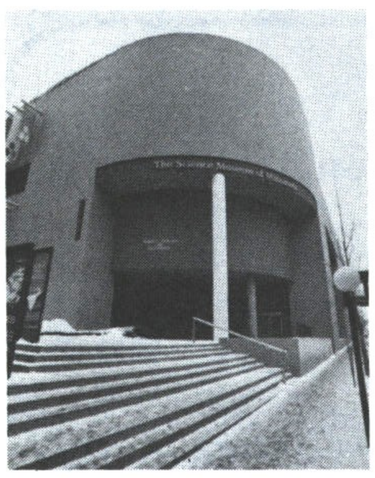
Afterwards, you'll see Minnesota's first Zoo without bars. 500 acres designed to duplicate the world's natural habitats. It's your chance to go on a fun safari in a windowed monorail that brings you very close to the natural habitat of many interesting animals.

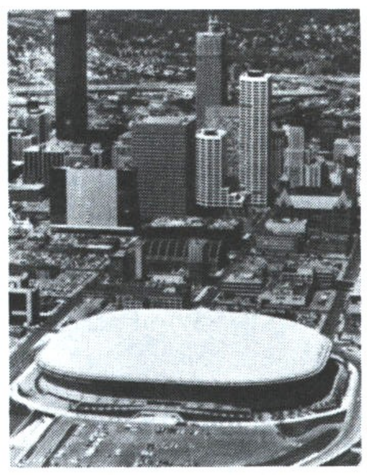
_____ **children (16 & under) @ $16.50 each**

_____ **adults @ $21.00 each** **$** _____

Tour 3 registrant names: _____

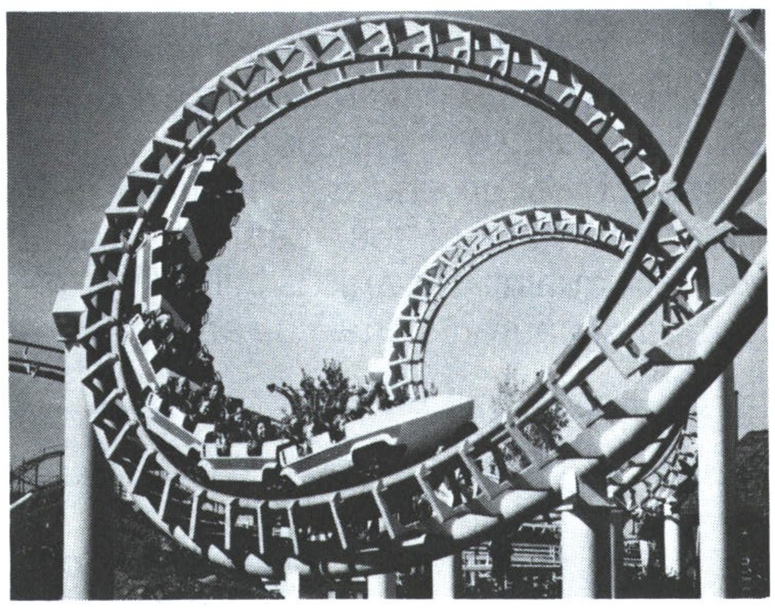
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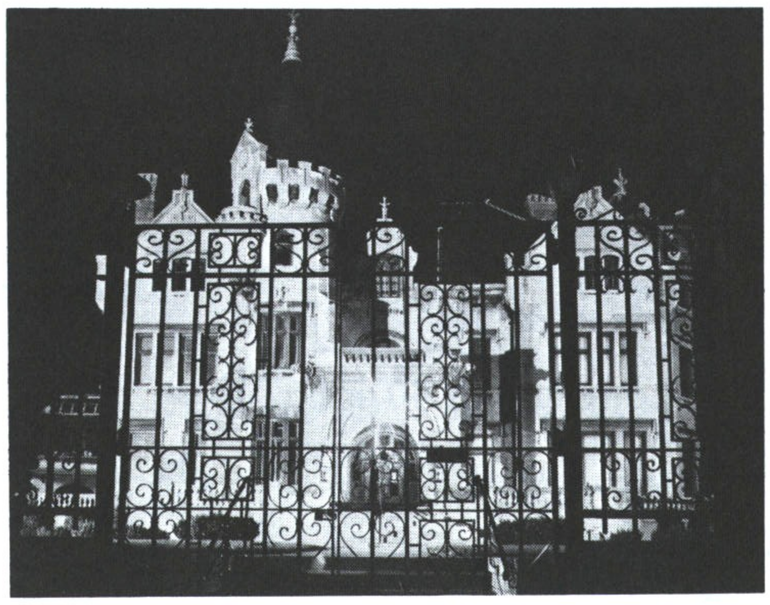












1984 Convention Hotel Registration Form

Holiday Inn

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MINNEAPOLIS, MN 55403

☐ $52.00/Single Standard
☐ $60.00/Double Standard
☐ $57.00/Single King
☐ $65.00/Double King
☐ $185.00 - $200.00 Suites
(plus 12% local tax)

CHECK OUT TIME 12 NOON
CHECK IN TIME 12 NOON

The 1984 National Auctioneers Association Convention

Name _____

Firm _____

Address _____

City _____ State _____ Zip _____

Name(s) of other occupants _____

Date of arrival _____ Date of departure _____

Time of arrival _____

To enable us to confirm your request, your RESERVATION MUST BE RECEIVED at the NAA office by Friday, June 15th, 1984. Your room will be held until 6:00 p.m. unless guaranteed. Guaranteed reservations must be cancelled by 4:00 p.m. on the date of arrival or you will be charged for the night.

Please hold room on payment guarantee basis using one of the following: American Express, Diners Club, Master Charge, VISA, Carte Blanche.

_____
(Card name) (Expiration date)

_____
(Signature) (Phone)

Please Return Hotel Reservation Form to the NAA—8880 Ballentine, Overland Park, KS 66214

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☐ Double—$84
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CHECK OUT TIME 12 NOON
CHECK IN TIME 3 PM

The 1984 National Auctioneers Association Convention

Name _____

Firm _____

Address _____

City _____ State _____ Zip _____

Name(s) of other occupants _____

Date of arrival _____ Date of departure _____

Time of arrival _____



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National Auctioneers Association 1984 Spring Convention
Minneapolis, MN July 17-22, 1984

1984 Advance Convention Registration Form

*Return this completed form with convention registration fees to: National Auctioneers Association, 8880 Ballentine, Overland Park, Kansas 66214. Make one check for all convention fees (registration, tours, auxiliary) payable to the National Auctioneers Association. Print all information requested. Advance convention registration deadline is July 1, 1984. Any and all registrations received after July 1, 1984 will be at the regular $75 registration rate.**

Name _____
Last First Middle Initial

Preferred first name or nickname to appear on convention badge _____

_____
Address

_____
City State Zip

- (Spouses Name) _____
- _____
- _____
- _____
- _____

Received CAI designation? _____ Yes _____ No

Is this your first NAA convention? _____ Yes _____ No

Phone/area code ( ) _____

All members of family, guests, etc. must be listed if registering for convention activities. Name listed will be shown on name badge. Name badges will serve as official convention identification.

Children 12 years and younger register for $50 each when accompanied by adult registrant.

List full names (other than registrant) of all family members and guests to be included in registration, and give age if 12 years or younger.

Registration fees enclosed for:

_____ *Individuals @ $60 each for advance registration. Includes registration fees for badges and program, Thursday luncheon, Friday night awards festival-dinner, and Saturday night banquet and president's ball.*

_____ *Children twelve and younger @ $50 each for advance registration. Includes registration fees for badges, Youth Activities Program, Thursday luncheon, Friday night awards festival-dinner, Saturday night banquet, and young people's entertainment.*

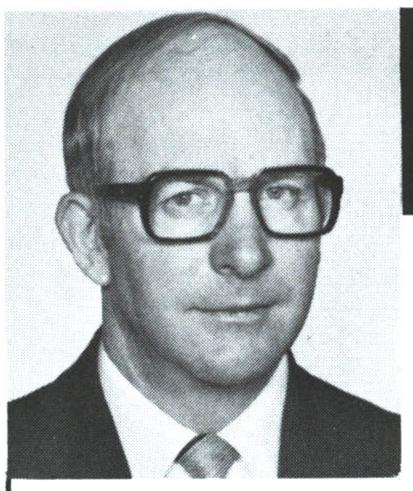
Total Convention Registration Fees $_____
Tour Registration Fees $_____
Ladies Luncheon @ $10.50 $_____
Auxiliary Membership fees @ $5.00 each $_____
(attach dues form p. 33).

Make one check payable to the National Auctioneers Association for ALL your convention fees and your chosen tours.

Total Amount Enclosed $_____

*Note: Hotel registration forms due in NAA office by June 15, 1984.

Please Return Convention Reservation Form to the NAA—8880 Ballentine, Overland Park, KS 66214



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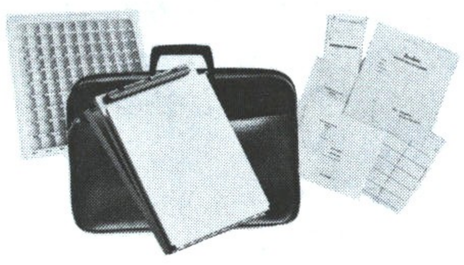


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NATIONAL AUCTIONEERS ASSOCIATION PROGRAM

1984 NAA Minneapolis Convention
Hyatt Regency Hotel/Holiday Inn Downtown
July 17 - July 22, 1984

ALL EVENTS HELD IN HYATT REGENCY HOTEL UNLESS OTHERWISE INDICATED

*Indicates Events Which Are Not to be Posted by Hotel or Included in Official NAA Program

Tuesday, July 17

1:15 pm depart, 5:00 pm return: **TOUR A—BETTY CROCKER KITCHENS/BYERLY'S SUPERMARKET.** Registrants assemble at **TOURS DESK,** Nicollet Promenade, First Floor.

*1:30 to 4:00 pm: **CAI BOARD OF GOVERNORS' MEETING.** Regency Room, Second Floor.

6:30 pm depart, 12 midnight return: **TOUR B—CHANHASSEN DINNER THEATER.** Registrants assemble at **TOURS DESK,** Nicollet Promenade, First Floor.

Wednesday, July 18

8:00 am to 2:00 pm: **LIVESTOCK AUCTION TOUR.** St. Paul Union Stockyards, South St. Paul, Minnesota. Registrants assemble at **TOURS DESK,** Nicollet Promenade, First Floor.

8:30 am to 6:00 pm: **REGISTRATION.** Nicollet Promenade, First Floor. Advance registrants show registration confirmation to clerk and recieve convention packet. Those not registering in advance must complete registration forms at "Regular Registration" desk.

8:30 am to 5:00 pm: **CAI CONTINUING EDUCATION SEMINAR.** Greenway C-D-E Rooms, Second Floor. Seminar open to all NAA Convention registrants.

9:15 am depart, 3:15 pm return: **TOUR C**—Backstage at Guthrie Theatre; Walker Art Center; Lunch at Calhoun Beach Club; Shopping at St. Anthony on Main. Registrants assemble at **TOURS DESK,** Nicollet Promenade, First Floor.

9:00 am to midnight: **DISPLAYS SETUP.** Exhibit Hall, First Floor. Convention displayers who have preregistered with the NAA office, and paid the display fee, can set up their exhibits beginning at 9:00. **ALL DISPLAYS** must be removed prior to 3:00 p.m., Saturday, July 21.

4:30 to 6:00 pm: **NAA AUXILIARY BOARD OF DIRECTORS MEETING.** Greenway B Room, Second Floor.

8:00 pm to midnight: **GO FOR MORE IN '84 REVIEW.** Nicollet Ballroom, First Floor. Music and entertainment by the Castle Family; Comedian Ron Lucas.

Thursday, July 19

7:30 am to 8:30 am: **STATE OFFICERS' BREAKFAST.** Nicollet A-1 Room, First Floor. Presiding: Sammy L. Ford, CAI, President-elect, Mount Vernon, KY. Invitations extended by NAA Board of Directors to Presidents and Secretaries of State Auctioneers' Associations.

8:00 am to 5:00 pm: **REGISTRATION.** Nicollet Promenade, First Floor.

8:30 am to 10:00 am: **STATE OFFICERS' WORKSHOP.** Nicollet A-2 Room, First Floor. Presiding: Sammy L. Ford, CAI, President-elect, Mount Vernon, KY.

8:30 am to 10:15 am: **LADIES HOSPITALITY AND EDUCATION.** Forum, Holiday Inn Downtown.

8:30 am to 5:00 pm: **DISPLAYS.** Exhibit Hall, First Floor.

8:30 am to 5:00 pm: **YOUTH ACTIVITIES.** Grant Room, First Floor.

9:00 am to 10:15 am: **FARM EQUIPMENT SALES WORKSHOP.** Greenway C thru H Rooms, Second Floor. Moderator: Harry Anderson, CAI, Georgetown, PA. Instructors: Larry Martin, CAI, Clinton, IL, and Robert G. Frey, Archbold, OH.

10:30 am to 11:45 am: **NAA AUXILIARY MEETING.** Forum, Holiday Inn Downtown.

Continued from page 41

10:30 am to 11:45 am: **REAL ESTATE AT AUCTION WORKSHOP.** Greenway C thru H Rooms, Second Floor. Moderator: Rex B. Newcom, CAI, Whitewater, KS. Instructor: Wylie Rittenhouse, CAI, President, 1974-75, Uniontown, PA.

12 noon to 2:00 pm: **NAA GO FOR MORE IN '84 LUNCHEON.** Nicollet Grand Ballroom, First Floor. Presiding officer: Sammy L. Ford, CAI, President-elect, Mount Vernon, KY. Speaker: William L. Gaule, CAI, President, Chatham, IL.

1:00 pm to 4:00 pm: **YOUTH TOUR NUMBER ONE—CHILDREN'S MUSEUM/OMNI THEATER.** Youth registered in advance for the Tour to assemble in Grant Room, First Floor, immediately after food service at Luncheon. All Youth Tours administered by DayTours of Minneapolis.

2:30 to 3:30 pm: **THE PROFESSIONAL AND HIS FAMILY WORKSHOP.** Greenway C thru H Rooms, Second Floor. Presiding officer: William L. Gaule, CAI, President, Chatham, IL. Instructor: Dr. Richard Flint, West Palm Beach, FL.

4:00 pm to 6:00 pm: **RECEPTIONS**

4:00 pm to 7:30 pm: **FUN AUCTION ITEMS' REGISTRATION.** Nicollet Ballroom foyer, First Floor. Fun Auction items to be deposited by convention registrants with Fun Auction Committee; Register to bid at Fun Auction.

7:30 pm to midnight: **1984 NAA FUN AUCTION.** Nicollet Ballroom, First Floor. Chairman: Rex B. Newcom, CAI, Director, Whitewater, KS.

7:30 pm to midnight: **YOUTH ACTIVITIES ROOM.** Grant Room, First Floor.

Friday, July 20

7:30 am to 9:00 am: **CONTINENTAL BREAKFAST** (Missouri Auction School offers continental breakfast to all registrants attending 1984 NAA Convention.) Nicollet A Room, First Floor. Richard "Dick" Dewees, presiding.

7:30 am to 9:00 am: **STATE ASSOCIATIONS' BREAKFASTS**

9:00 am to 11:30 pm: **YOUTH ACTIVITIES ROOM.** Grant Room, First Floor.

9:00 am to 6:00 pm: **DISPLAYS.** Exhibit Hall, First Floor.

9:00 am to 4:00 pm: **YOUTH TOUR—VALLEY FAIR.** Youth registered in advance for Valley Fair Tour to assemble in Youth Activities Room, First Floor. Youth Tour to be conducted by DayTours of Minneapolis.

9:00 am to 11:30 am: **NOMINATING COMMITTEE INTERVIEWS.** Regency Room, Second Floor.

9:00 am to 11:30 am: **NAA COMMITTEE MEETINGS** (Assigned by NAA Executive Vice President): **NALLOA.** Greenway I Room, Second Floor.

NAA Hall of Fame Awards' Recipients. Greenway J Room, Second Floor.

NAA Foundation. Greenway A Room, Second Floor.

CAI Board of Governors. Greenway B Room, Second Floor.

9:00 am to 10:15 am: **ANTIQUES WORKSHOP.** Nicollet Ballroom, First Floor. Moderator: Robert H. Glass, CAI, Director, Central Village, CT. Instructor: George Michael, Merrimack, NH.

10:30 am to 11:45 am: **FAMILY AUCTION OPERATION WORKSHOP.** Nicollet Ballroom, First Floor. Moderator: Archie D. Moody, CAI, Director, Darlington, SC. Instructors: Carol Reinhardt, CAI, and Steve Reinhardt, CAI, Palisade, MN.

12 noon to 3:00 pm: **LADIES LUNCHEON.** Forum, Holiday Inn Downtown. All ladies registered to 1984 NAA Convention invited. Advance registration requested (offered in **THE AUCTIONEER** magazine registration forms.)

1:30 pm to 3:30 pm: **BID CALLING WORKSHOP.** Nicollet B & C Rooms, First Floor. Moderator: Howard Buckles, Director, Keosauqua, IA. Instructors: Ray Sims, Overland Park, KS and Daryl Ball, Bourbon, IN.

3:30 pm to 5:30 pm: **CAI ANNUAL MEETING.** Greenway C thru H Rooms, Second Floor. Presiding: Douglas Bilodeau, CAI, Chairman of the Board of Governors, Certified Auctioneers Institute, South Deerfield, MA.

7:00 pm to 11:00 pm: **NAA AWARDS BANQUET.** Nicollet Ballroom, First Floor. Presiding: Hugh B. Miller, CAI, Vice President, Evansville, IN. Musical entertainment by Cliff Brunzell and Golden Strings; NAA Awards to include Advertising Contest, Membership and Hall of Fame; Designations to CAI Members.

Saturday, July 21

8:00 am to 10:00 am: **NAA AUXILIARY BOARD OF DIRECTORS CONTINENTAL BREAKFAST & MEETING.** Nicollet Foyer 4, First Floor.

9:00 am to 11:59 pm: **YOUTH ACTIVITIES ROOM.** Grant Room, First Floor.

9:00 am to 1:30 pm: **DISPLAYS.** Exhibit Hall, First Floor. **NOTE:** All displays to be dismantled and removed from Exhibit Hall prior to 3:00 p.m.

9:00 am to 4:00 pm: **YOUTH TOUR—FORT SNELLING, ZOO & MONORAIL.** Youth registered in advance to assemble in Grant Room, First Floor. Tour to be conducted by DayTours of Minneapolis.

9:00 am to 10:00 am: **OPEN MEETING OF NAA BOARD OF DIRECTORS—ALL REGISTRANTS TO THE NAA CONVENTION INVITED.** Greenway B thru I Rooms, Second Floor. Presiding: William L. Gaule, CAI, President, Chatham, IL.

10:00 am to 12 noon: **ANNUAL MEETING OF THE NAA.** Greenway B thru I Rooms, Second Floor. Presiding: William L. Gaule, CAI, President, Chatham, IL.

12 noon to 1:30 pm: **NAA AUXILIARY PAST PRESIDENTS BRUNCH.** Nicollet Foyer 4, First Floor.

1:00 pm to 1:30 pm: **VOTER REGISTRATION/BALLOT DISTRIBUTION TO NAA ACTIVE MEMBERS.** Greenway A & J Rooms (also corridor), Second

Floor. NAA members to obtain official ballots with which to elect NAA officers and directors.

1:30 pm to 4:00 pm: **ANNUAL MEETING OF THE NAA** continues **(VOTING SESSION).**

4:00 pm to 5:00 pm: **ORGANIZATIONAL MEETING OF THE NEWLY ELECTED AND CONTINUING MEMBERS OF THE NAA BOARD OF DIRECTORS.** Foyer 4 Room, First Floor. Presiding: Sammy L. Ford, CAI, 1984-85 President, Mount Vernon, KY.

6:30 pm to 7:00 pm: **HEAD TABLE ASSEMBLY.** Exhibit Hall, First Floor. **ALL HEAD TABLE DIGNITARIES** are to assemble at 6:30 pm for organization of Grand March to the Head Table. Head Table to Include: newly elected and continuing officers and directors (NAA); newly elected and retiring Presidents of the NAA Auxiliary; 1984 NAA Convention Chairman and 1984 Auxiliary Convention Chair Person; 1984 President's Banquet Speaker; and spouses of everyone listed above.

7:00 pm to 9:30 pm: **1984 PRESIDENT'S BANQUET.** Nicollet Ballroom, First Floor. Presiding: William L. Gaule, CAI, 1983-84 President, Chatham, IL. Honorees: Sammy L. Ford, CAI, 1984-85 President, NAA and Mrs. Ed "Betty" Short, 1984-85 President of the NAA Auxiliary, Phoenix, AZ.

9:30 pm to 11:00 pm: **PRESIDENT'S RECEPTION AND DESSERT.**

State Associations, don't be left out of the Fun Auction

The NAA Convention Fun Auction is a grand annual event—hundreds of auctioneers from across the country selling a great variety of items. Many of the auction's contributions are from State Auctioneers Associations and represent the state or region. A beautiful quilt from Tennessee, a handsome gun from Texas, gorgeous artwork and sculpture, delicious cheeses and other regional foods, they've all been sold at past NAA Fun Auctions.

In addition the the "Fun" part of the event, the Convention's premiere auction continues to set new proceeds records; all for a worthy cause. Funds raised at the Fun Auction are used to help defray the cost of the convention. This year should be no exception, and another record will probably be set. As a State Auctioneers Association, don't be left out of the Big Auction in Minneapolis.

Now is the time to plan for your state's contribution to the 1984 Fun Auction. The months until Thursday night, July 19th, could be just enough time for enthusiasm to build and an auction item chosen to represent your state. Any questions concerning contributions to the Convention Fun Auction should be directed to the NAA office as soon as possible.

Displayers reserve convention space now

Pursuant to NAA Board of Directors' policies regarding convention displays, all displayers at the Minneapolis Convention, and future conventions must be NAA members, or current advertisers in THE AUCTIONEER magazine. The cost of displaying at the NAA convention is $200.

Since there will be a limited number of exhibit spaces available, it is highly recommended that prospective displayers send a type-written request stating their intent to have a display at the 1984 Minneapolis Convention. Send the request to the NAA office, 8880 Ballentine, Overland Park, Kansas 66214. More information will then be sent to you.

Any questions regarding convention exhibitor space should be directed to the NAA office, not the Hyatt Regency/Minneapolis Downtown.

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NAA Cancellation and refund policy

When an NAA member and family register for the annual convention, all meeting space, activity rooms, and food functions are planned months in advance for that member and family registration. Consequently, when cancellations must be made, advance notice of the cancellation becomes very important. At its January 1981 meeting the NAA Board of Directors adopted a cancellation policy for NAA conventions.

The following guidelines apply to all convention registration cancellations and requests for refunds.

1. Convention registration cancellations must be submitted in writing and received at the NAA office on or before July 12, 1984. A refund of the total fees will then be made as soon as possible after the convention week.
2. If an emergency situation arises, and the convention registrant does not have time to give advance written notice, the registrant must call the NAA office immediately. The refund situation will then be reviewed at the next meeting of the Board of Directors' Convention Committee.

The NAA office will make every effort to cooperate with convention registrants who must cancel their registrations. However, cooperation on the part of the NAA member is equally important, because of the extensive advance preparation for the convention.

July Nominations deadline for NAA candidates

Any NAA member can be nominated for elected office in the National Auctioneers Association. What must be submitted on behalf of the candidate is a resumé of the candidate's qualifications for office, a letter (or letters) of support for the candidate's nomination (a candidate does not necessarily have to be nominated by a state auctioneers association), and a black/white glossy photograph of the candidate. The deadline for nomination is July 1, 1984.

In accordance with 1980 NAA By-Law revisions governing officer elections, not only will the members elect the four directors, but also elect the treasurer, a vice president, and a president-elect. The current president-elect will assume the president's office.

The nominations for the offices of directors (four) and officers (treasurer, vice president, president-elect) are open for the 1984 NAA Convention. All letters declaring the candidate's nomination for an NAA elective office should be directed to: Harvey L. McCray, 8880 Ballentine, Overland Park, KS 66214. Nominations will not be accepted after July 1, 1984.

The Nominating Committee sincerely hopes that candidacies will be announced, and support letters submitted soon, so that ample time will be available to the committee for thorough review and consideration.

Need License Law Information?

For current license law information, consult the "License law update" in the April, 1984 AUCTIONEER magazine.

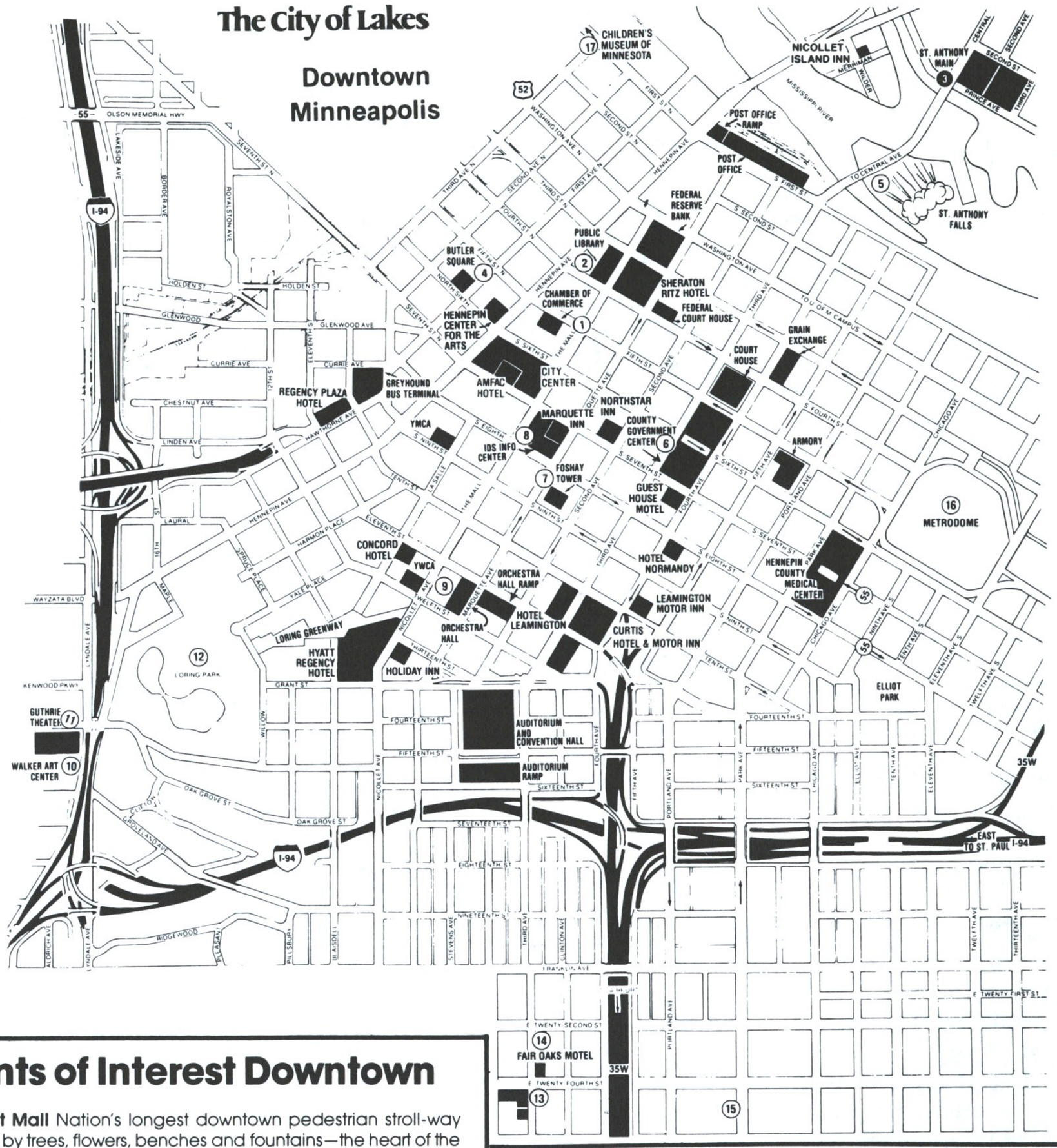
If you need additional information about states which have auctioneer license laws, write NALLOA. Any and all correspondence with the National Auctioneer License Laws Official Association should be sent to the address below.

NALLOA
8880 Ballentine
Overland Park, Kansas 66214

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Points of Interest Downtown

1. **Nicollet Mall** Nation's longest downtown pedestrian stroll-way flanked by trees, flowers, benches and fountains—the heart of the shopping district. Perfect for leisure walk in summer and a holiday spectacle of lights during the winter months.
2. **Minneapolis Public Library** and Information Center John Rood's sculpture "The Scroll" faces the main entrance on the Mall. Exhibits in the lobby feature topics of interest, changed every six weeks. Also visit the Planetarium in the Library.
3. **St. Anthony Main... on the river,** in the historic heart of Minneapolis. It is a stunning collection of distinctive shops and restaurants.
4. **Butler Square** Old massive warehouse renovated with interesting shops, restaurants and offices.
5. **Upper St. Anthony Lock & Dam** See historic St. Anthony Falls, where Minneapolis was founded and which supplied power for early lumber and flour mills. Tour the Federal Lock & Dam, start of navigation of Mississippi River.
6. **Minneapolis City Hall/Hennepin County Government Center** A dramatic architectural contrast between stately City Hall with a clock larger than "Big Ben" in London and the new modernistic home of County Government.
7. **Foshay Tower** A Minneapolis landmark designed after the Washington Monument.
8. **IDS Center** Fifty-seven story home of Investors Diversified Services with observation deck open seven days a week on 51st floor. Star attraction is the Crystal Court with 120-foot ceiling topped by see-thru pyramids and overhanging restaurants.
9. **Orchestra Hall** Exciting downtown Minneapolis home of the world famous Minnesota Orchestra, ranked among the finest concert orchestras in the nation.
10. **Walker Art Center** One of the finest art galleries offering an extensive collection of contemporary art.
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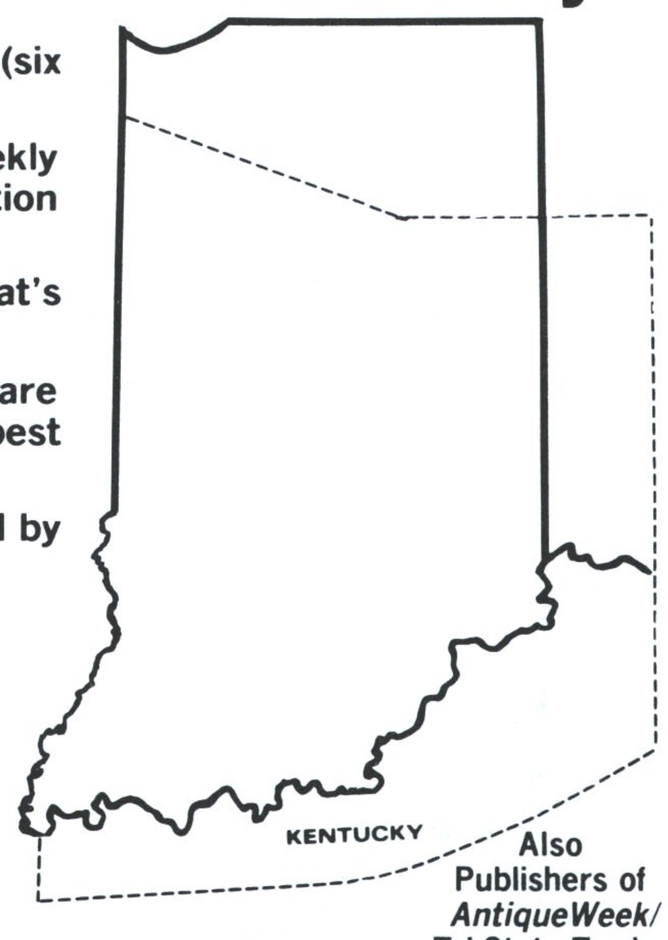
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State Association Reports



Alabama

NAA member Gerald Barnett of Huntsville, Alabama has become the 14th Potentate of Cahaba Shrine Temple of Huntsville.

Active in Masonic and Shrine organizations for more than 14 years, in his new position Barnett will head a group of approximately 3,000 North Alabama Shriners in the organization's efforts to aid crippled and burned children.

Barnett and his wife Leann and daughter Vickie, reside at Nevel Drive, Huntsville, Alabama. He is a full-time associate Auctioneer with John A. Horton, Realty & Auction Company where he works as chief clerk, and sales agent.

Colorado

The Colorado Auctioneers Association, Inc. began with a very good seminar on bid calling and generally conducting an auction by NAA member Chuck Cumberlin, CAI.

During the bid-calling seminar, some of the women toured the Denver Art Museum and had lunch there.

At the convention, attendees enjoyed a nice ham lunch and listened to Ernie Wimmer, CAI, a very interesting speaker. NAA President-Elect, Sammy Ford, CAI, then gave some tips on how to build your auction business.

Later on that afternoon, David Zigray gave a short, informative talk on using a computer in clerking and settling auctions. One of the highlights of the afternoon was Karen Susman's seminar on stress and how to better handle it in our everyday lives. That evening there was a relaxation period sponsored by the High Plains Journal followed by the fun auction. The fun auction brought in $1,026.50 which is $308.00 more than last year! Good job to all who participated. It was a great sale!

The advertising contest winners were NAA members, Odle Cumberlin in the Commercial and Industrial Category, Parker & Co. in the Farm Auction Category, Randy Smith, CAI, in the Antique Category, Trevor Anderson in the Real Estate Category and Odle Cumberlin in the Consignment Auction Category.

The next day started off with a talk by Harriet Finn from Boston, Massachusetts on how she uses her computer in clerking and settling auctions. This was followed by an outstanding seminar given by Valerie D'Vonn on how to remember names and faces and remembering in general.

During the noon luncheon, Sammy Ford briefed the state association members of the things that are happening at the National level, and also at CAI.

The two day convention was closed out that afternoon with the general membership meeting, election of officers, followed by a Board of Directors meeting.

NAA member Ernie Wimmer, CAI, was selected as a representative from Colorado to run for the Board of Directors of the National Auctioneers Association.

Montana

The Montana Auctioneers Association held its 1984 convention February 16-18 at the Heritage Inn in Great Falls, Montana.

MAA and NAA member, Steve Erickson, of Spokane, WA, conducted an excellent morning workshop on the use of computers at auction. Assisted by his wife, Teddy, Steve demonstrated the use of the computer in auction clerking and also clerked the Association's complex fun auction on Friday evening.

Sam Ford, CAI, NAA President-Elect of Mt. Vernon, Kentucky, offered an excellent slide presentation showing methods, equipment, and techniques he uses in his own auctioneering business.

NAA member Bud Knight, World Champion Livestock Auctioneer of Billings, Montana, hosted a beneficial bid-calling workshop during which members were critiqued and offered advice on improving bid-calling.

The annual fun-auction remains a highlight of the convention. This year's merchandise contest was won by a young auctioneer, NAA member Mark Lacher, of Fort Shaw, MT. NAA member Davar Gardner of Kalispell, Montana tied for third place in this same event. MAA President, Rob McDowell, won third place in the livestock division.

The Saturday morning business meeting found members emphasizing the need to educate the public as to the meaning and standards of the MAA. The membership again rejected the proposal for a state-wide license law.

Elected unanimously to second terms were Rob McDowell, President, and Carol Gordon, Secretary. NAA member Jack Bowser was elected Vice President, and NAA member Randy Kearns was elected to a one-year Director's term.

The Saturday evening pool-side banquet was highlighted by the motivational address presented by Sammy Ford, NAA President-Elect.

The Association will meet again in February 1985, with exact dates and times to be determined at a later date.

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Nebraska



Lincoln, Nebraska Mayor Roland Luedtke recently signed this proclamation designating April 1-8, 1984 National Auctioneers Week. The mayor presented the proclamation to NAA member Randy Fleming.

NAA members present for signing from left to right (front row): Jan Kaufman, Dennis Wieting, Mike Anderson, Mayor Roland Luedtke, Randy Fleming. Back row: Landis Borchers. Far right: Mike La Montia. (Not pictured) Norm Ford.

North Carolina

by Karen Tate

The Auctioneers Association of North Carolina held its semiannual convention January 20th-22nd at the Ramada Inn in Burlington, N.C. The convention began with a supper get-together at Huey's Seafood. The approximately 65 in attendance were welcomed by AANC President Harvey Tate, CAI. Everyone enjoyed a supper of Bar-B-Que or Seafood and enjoyed entertainment by the Roxboro Country Boys. Special entertainment was provided by NAA member Bob Cline doing his rendition of the Auctioneers Song and Craig Lawings, CAI, leading all in a closing song of On Top of Old Smokey. The meeting was adjourned.

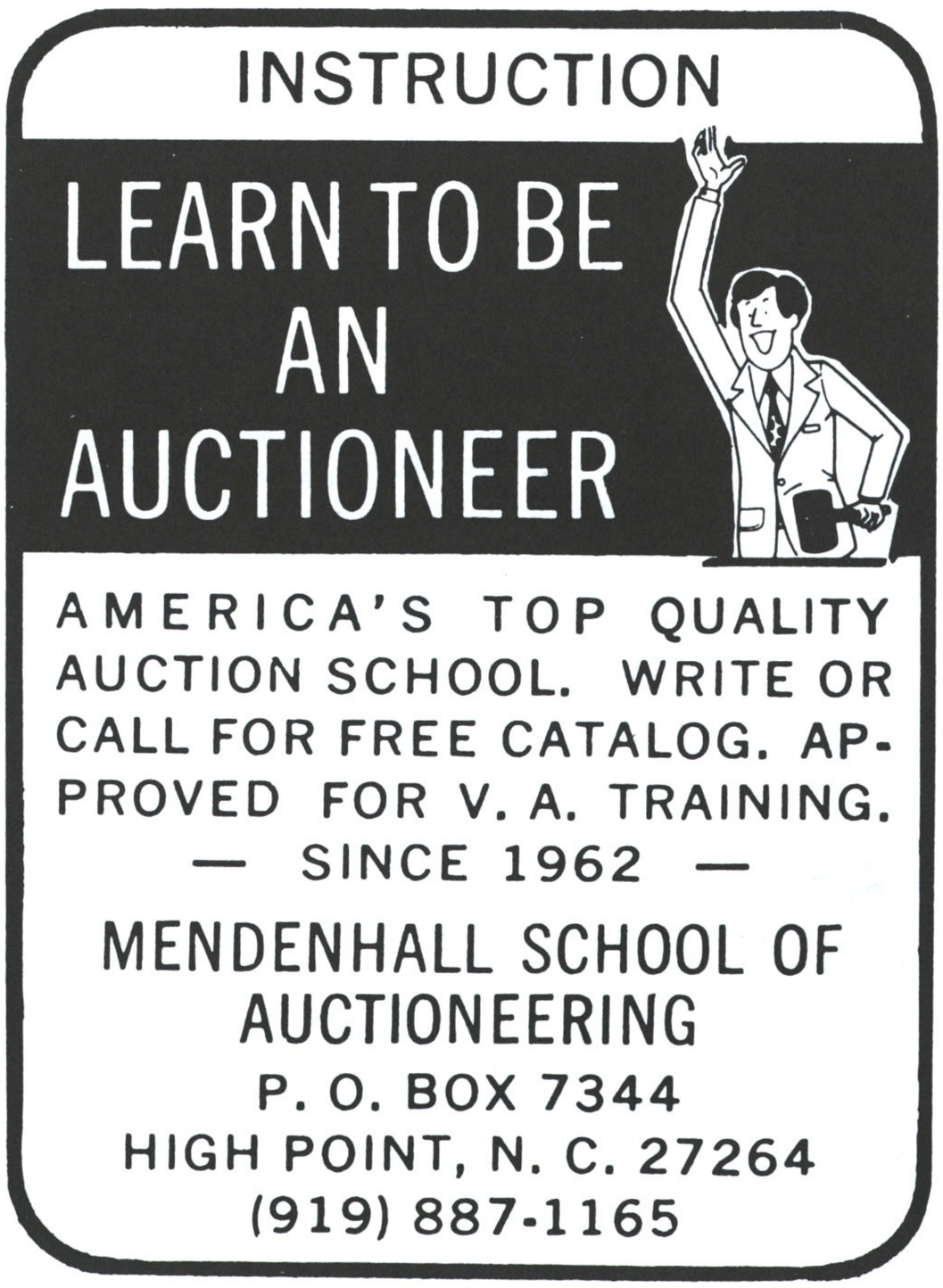
The convention continued Saturday with a series of seminars. The first meeting at 10:00 a.m. was conducted by NAA Vice-President Hugh Miller, CAI, of Evansville, Ind. He is a second generation auctioneer graduating from the Repperts School of Auctioneering in Decatur, Ind. in 1950 at age 14. He continues to be active in the auctioneer and real estate business. Currently he is Vice-President of the NAA and has been active with his state association serving as President in 1965. He is Past President and Chairman of the Board of the Certified Auctioneers Education Institute and served as a contributing author for the "Encyclopedia of the Auction."

Continued on page 59

Pennsylvania



Above: Pennsylvania Governor Richard Thornburg is shown at the formal signing of the Pennsylvania Auctioneer and Auction Licensing Act which went into effect January 1, 1984.



Real Estate At Auction

GOLF COURSE SELLS AT AUCTION
Chattanooga, Tennessee

On February 9th, at 7:30 P.M. a crowd of more than 250, packed the restaurant of Montclair Country Club as Hudson and Marshall sold a nine-hole golf course, a club house with restaurant, a small office building, a condominium unit, and some adjacent land for future development. There was also restaurant and golf course equipment that sold the following morning.

In order to have the option of offering each of the parcels separately, Hudson and Marshall negotiated with the debtor, the creditors, the bankruptcy judge, the existing condominium unit owners and the planning and zoning department to have each of the parcels removed from the master deed. Consequently a property that had been on the market for several years was sold for a price that was considerably more than expected.

The property, owned by Montclair Ltd., sold by order of the U.S. Bankruptcy Court and brought a total price of $460,000.

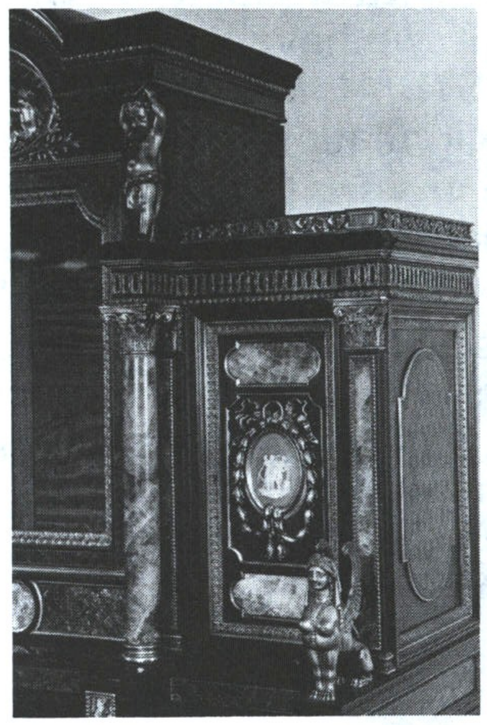
Antiques At Auction

Douglas Auctioneers of South Deerfield, MA offered a diverse group of furniture, accessories, estate jewelry and music boxes at its February 24th auction.

Top price of the evening ($7,000) (prices quoted here do not include the 10% buyer premium) was paid for a fine piece of French Empire furniture (pictured right)—a cabinet on stand, made by Millet of Paris, France. The cabinet had three compartments, an arched top, and the front was mounted with ormolu cherubs on inlaid stone within an ormolu wreath. The quarter columns were mounted with full-bodied ormolu cherubs. The side doors had oval jasperware plaques flanked on the inner side with polished stone pillars and on the outer side with two full-bodied ormolu Sphynx. The upper compartments and the stand all concealed hidden drawers. The stand was likewise mounted with polished stone, ormolu mounted swags, tassels, and scrolls, and had an open bottom shelf parqueted in a diamond motif. This cabinet on stand came from a Longmeadow, MA estate. Bidding on the piece was spirited, with two telephone bidders and several bidders in the audience, all determined. One of the telephone bidders finally triumphed with the $7,000 bid, which exceeded the estimated $4,000-$6,000.

Another unusual piece of furniture was a Queen Anne card table in exotic wood, on ball and claw feet with carved heads on the knees. It soared past its estimated $300-$400 and sold for $625.

The jewelry category was small but select, being sold to settle the estate of a Greenfield, MA woman who counted these among her favorite pieces. The highlight of her collection was an exquisite lady's diamond ring with a 1.72 cts. diamond having a provisional A.G.S. grade of 6/4/1—an almost perfectly clear stone. It ultimately found a new home in the same town, selling for $4,600 after rather agonizing bidding by several parties who had hoped to wear it home. Another ring containing 2 diamonds of unequal size in a by-pass type setting, sold for $650. The diamonds in this ring, although of fairly good size (.90 and .55 cts. and old mine cut), were nowhere near the grade of the first, and the ring had obviously been made up for sentimental reasons from two different sources. Other pieces of jewelry from this estate



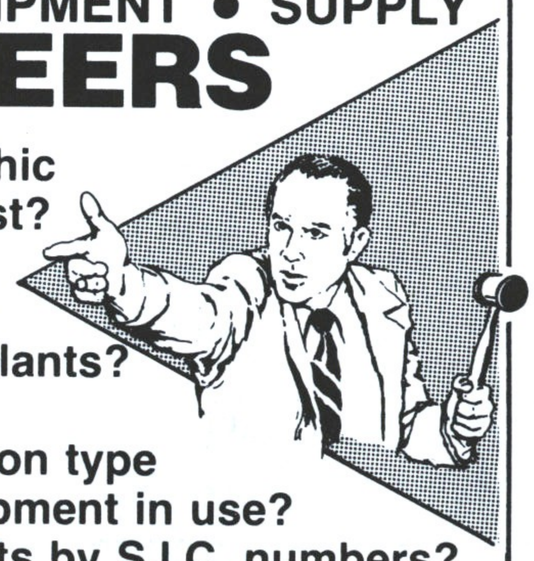
sold well also. A striking diamond and amethyst pin set in gold and containing a total of 12 diamonds and 16 amethysts fetched $950. In this pin, a central large diamond was surrounded with a starburst of 4 small diamonds on shaped gold pieces, further surrounded with a 3/4 circle of alternating diamonds and amethysts ending at each side with a diamond droplet. An open teardrop pendant of amethysts around another diamond droplet hung from the center of the pin.

A 14k bracelet of horseshoe links edged in smaller oval links, and overlaid with another layer of horseshoe shaped links tied down with criss-cross decorated gold bands sold for $425.—A 14k gold rope slide necklace with tassel ends and clip earrings to match sold for $300.—A tiny 14k gold pendant with a central diamond and seed pearls on each swirled arm brought $120.—3 gold charms made into pendant/pins proved popular. A circle with a basket containing colored stone "flowers" sold for $110; a teardrop locket with an amethyst and pearls on the hinged cover brought $200; a triangular locket with colored stones on the hinged lid sold for $230.—A pair of clip earrings with amethyst 4-leaf clovers mounted on gold circles fetched $130.—A pair of 14k leaf-shaped clip earrings brought $100.

Douglas was pleased to offer at this auction five large Swiss cylinder top music boxes, having bells, drum, and accordion. Each one was demonstrated as it was sold. The largest, about 24" long, was a real crowd-pleaser. It had 6 bells and played 11 tunes, including part

Continued on page 60

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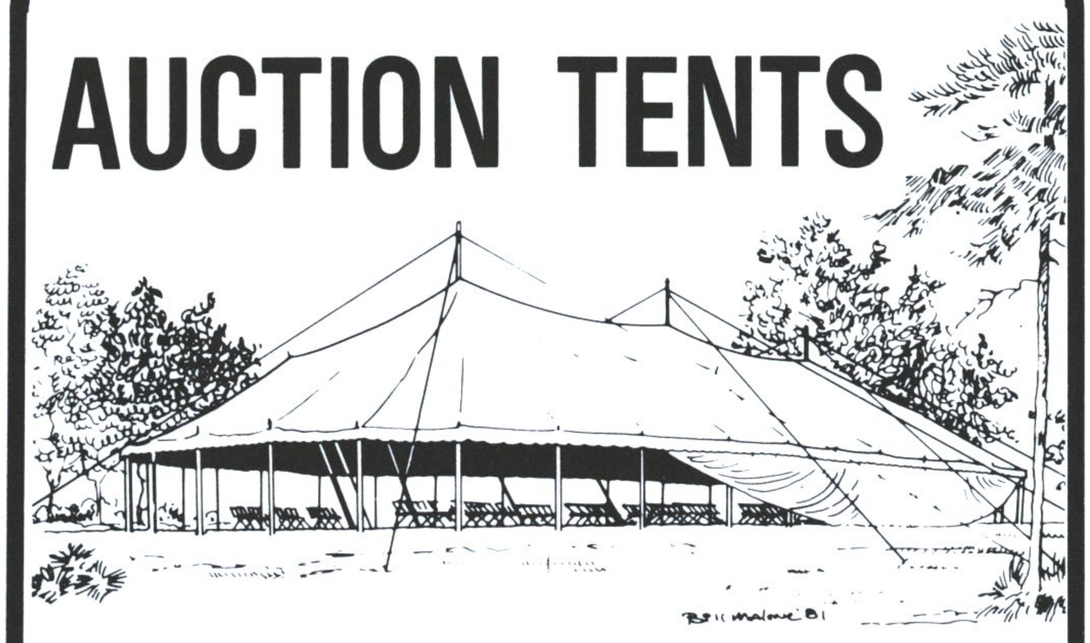
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Dues Billing Procedures Changed by NAA Board— Dues to be Paid in Advance

by Harvey L. McCray
Executive Vice President

A new procedure will be initiated in the NAA members' dues billing procedures. Effective with the members who renew their memberships on July 1, 1984, dues must be paid in advance of the expiration date to remain members in good standing. In past years, members were allowed 90-days following their dues expiration date to pay dues, but under the new procedures, members must renew the memberships BEFORE the expiration date, not after.

Dues statements will be mailed two months in advance of the expiration date and then, if not paid, one month in advance of the expiration date. If dues are not received prior to the expiration date then the name will be removed from the mailing list and all services and benefits will be discontinued at that time. In past years a 90-day grace period was allowed in which to pay dues and the member received the magazine for the three months following the expiraion date. Then, if the dues still had not been paid, the name was removed from the active files. Under the new procedure the names will be removed from the active list if the dues are not paid prior to the expiration date.

The advantages of the new procedure will allow the member to have his dues paid before his year begins (similar to most trade magazines' subscription procedures), but primarily to eliminate sending the NAA magazine to those auctioneers who do not renew their memberships on time. The NAA annually "writes off" names of members who do not renew for various reasons and under the new procedure, THE AUCTIONEER magazine will not be mailed to anyone who is not a member in good standing. Confusion also will be eliminated during the NAA Conventions as all members attending will be in good standing due to the fact that only current members in good standing will be eligible to attend the convention and vote during the annual meeting.



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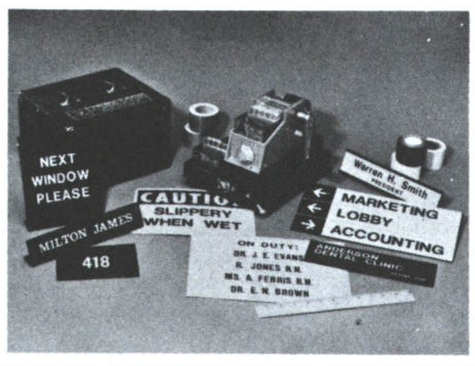
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State Association Conventions—Dates and Locations

Convention dates	State Associations	Hotel/Motel City	State Association Contact
April 8	Iowa	Airport Hilton Inn Des Moines	
April 13-14	Arkansas	Camelot Inn, Little Rock	Louise Appling
April 29-30	Kentucky	Lexington	Danny R. Ford
May 5-6	Missouri	Holiday Inn, Osage Beach	Doran Livingston
May 5-6	Nebraska	Nebraska Center	Marvin Caspers
May 5-6	Oklahoma		Ray Patterson
May 5-6	Washington	Mayflower Park Hotel, Seattle	James Murphy
May 7	New Hampshire	Ashworth By the Sea Hotel, Hampton Beach	Stephen H. Schofield
May 19-20	South Carolina	Columbia	Phyllis Pinckney
June 3-4	Georgia	Columbus	Freddi Hagin
June 3	Alabama		John Horton
June 6-7	Wisconsin		Robert J. Massart
June 7-8-9	South Dakota		Charles Sutton
June 8-9	Texas	Marriott, 6121 135 N at U.S. 90, Austin	K.L. Espensen
June 10-11	Tennessee	Holiday Inn Pigeon Forge	Danny McDonald
June 17	Arizona		Bob Boone
June 17-18	West Virginia	Blackwater Falls, Davis	Anthony Felosa
January 10-12	Pennsylvania	Hershey Conv. Center, Hershey	Kerry Pae
January 11-12	Michigan	Midway Motor Lodge	David A. Norton
October 27- 28	Idaho	Red Lion Riverside, Boise	Floyd Proffitt

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

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Attached for your convenience in the March 1984 issue of THE AUCTIONEER, The NAA Membership Pamphlet is all that you need to sponsor a new member. The pamphlet describes the Association benefits, with complete details regarding application. Try sponsoring a new member, the feeling of appreciation from the prospective member will make it a very gratifying experience, that you will want to repeat many times again.

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



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License Law Update

To keep the NAA membership as currently informed as possible, THE AUCTIONEER offers this license law update. Information was contributed by two sources — the various state auctioneer associations and the National Auctioneer License Laws Official Association (NALLOA). The information in parentheses is from NALLOA.

For more specific information contact either the state association secretary, the licensing body in the particular state, or NALLOA. In the coming months, THE AUCTIONEER will publish additional license law information as received at the NAA office.

ALABAMA — The state DOES REQUIRE an auction/auctioneers license. Contact: Alabama State Board of Auctioneers, Mrs. Patricia Reid executive secretary, Suite 209, Downtown Plaza Bldg., Cullman, Alabama 35055, phone 205-739-0548. An apprenticeship must be served, and a test is required. The Alabama Board will reciprocate with states that have licenses laws with like manner, otherwide a test is required. The license law is enforced. Submitted by Pete Horton, AAA secretary-treasurer.

ALASKA — (The state does not require a license law.)

ARIZONA — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Larry Everhart, AAofA secretary-treasurer. (A license is required for any person who sells or attempts to sell jewelry. Contact Board of Supervisors of the county.)

ARKANSAS — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Jayne Lowery, AAA secretary.

CALIFORNIA — The state WILL REQUIRE an auction/auctioneers license as of July 1, 1983. Contact California Auctioneer Commission, (no address at the present time) or California State Auctioneers Association Inc. P.O. Box 577 Patterson, CA, phone 209-892-8242. Examination required for auctioneer's license, also have to be bonded. Statute allows for reciprocal agreement, upon qualification, with regard to auctioneer licensing in other states. License requirement also applies to auction houses and auction companies, examination not required. Submitted by Milton Costa, CAA secretary.

COLORADO — The state DOES NOT REQUIRE an auction/auctioneers license. However, some cities and counties have license and fee requirements. Check with the county or municipal clerk's office where you're planning to conduct an auction. Submitted by Steve L. McCrea, CAA secretary-treasurer.

CONNECTICUT — (Town and city permits only. There is a state law governing sale of jewelry, livestock, horses, and motor vehicles. Request from various commissioners.)

DELAWARE — (Every person engaged in business of crying sales of real or personal property for others for profit are subject to tax.)

DISTRICT OF COLUMBIA — (License required for any person, firm, or corporation, either for himself or others sells or offers for sale at public auction, stock or stocks of merchandise in whole or in part. Apply at Mayor's office.)

FLORIDA — The state DOES NOT REQUIRE and auction/auctioneers license. Submitted by Billy Wells, FAA secretary-treasurer. (Local ordinances may impose license requirements.)

GEORGIA — The state DOES REQUIRE an auction/auctioneers license. Contact: Georgia Auctioneers Commission, Les Maddern executive director, 166 Pryor St., Atlanta, Georgia 320303, phone 404-656-2282. Applicant must stand examination to qualify for one year apprenticeship. After being the principal auctioneer under the supervision of a licensed, sponsoring auctioneer, in at least ten auctions, applicant is eligible to stand examination for his/her principal auctioneer's license. Bond and character references are required. Submitted by Freddi S. Hagin, GAA executive director.

HAWAII — (License required for any person who sells goods, wares, merchandise or other property at auction. Apply County Treasurer or Director of Finance.)

IDAHO — (Pay tax to county tax collector, on new merchandise sold at auction.)

ILLINOIS — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Bob Wuebbels, IAA member.

INDIANA — The state DOES REQUIRE an auction/auctioneers license. Contact: Indiana Auctioneer Commission, Sherrill L. Keesee secretary, 1025 State Office Building, Indianapolis, Indiana 46204, phone 317-232-3950. Examination required for auctioneer's license. Statute allows for reciprocal agreement, upon qualification, with regard to auctioneer licensing. License requirement also applies to auction houses and auction companies-examination not required. Submitted by Sherrill L. Keesee, Indiana Commission secretary.

IOWA — The state DOES NOT REQUIRE an auction/auctioneers license. However, counties and municipalities have license and fee requirements. Check with the county or municipal clerk's office where you're planning to conduct an auction. Submitted by Margaret H. Bloomer, IAA secretary. (To sell NEW MERCHANDISE outside of city limits where ordinances require license, a state license is required.)

KANSAS — The state DOES NOT REQUIRE an auction/auctioneers license. Some cities have a fee license, check with the city treasurer. Auctioneers auctioning real estate must have a real estate license. Submitted by Rex B. Newcom, KAA secretary/treasurer. (Any individual, firm, association, corporation or any other legal entity which sells new goods, wares or merchandise, apply at clerk of county or city.)

KENTUCKY — The state DOES REQUIRE an auction/auctioneers license. Contact: Kentucky Board of Auctioneers, 1210 Kentucky Home Life Building, Louisville, Kentucky 40202, phone 502-588-4453. Submitted by Wilma Atherton, KAA executive director.

LOUISIANA — The state DOES REQUIRE an auction/auctioneers license. As of July 7, 1983, Act 508 was signed into law by Governor Treen, thus creating a new regulatory licensing board called the Louisiana Auctioneers Licensing Board and consists of 7 board members. Examination required for auctioneer's license, also have to be bonded. Statute allows for reciprocal agreement, upon qualification, with regard to auctioneer licensing in other states. Contact: Department of Commerce, Post Office Box 44185, Baton Rouge, LA 70804; Phone: 504-342-5389. Submitted by Pat Smith, Administrative Assistant.

MAINE — The state DOES REQUIRE an auction/auctioneers license. Contact: Department of Business Regulation-Central Licensing Bureau, Harvey De Vane commissioner, State House Station, Augusta, Maine 04333, phone 207-289-2217. Submitted by George A. Martin, MAA secretary.

MARYLAND — The state DOES NOT REQUIRE an auction/auctioneers license. Each county has its own qualifications for licensing as has the City of Baltimore and several other townships and jurisdictions in Maryland. Anyone wishing to auction in the state of Maryland should inquire of the county clerk or clerk of the circuit court of that jurisdiction. In the City of Baltimore, application must be made to the mayor's office. Submitted by Barr Harris, former AAM secretary.

MASSACHUSETTS — Under Chapter 100, each auctioneer is licensed by the town he/she resides in. The auctioneer must acquire a permit to conduct an auction in another town or city. The auctioneer must file with the selectmen of the town or city for the permit. Submitted by Evan N. Gavilles, MSAA member. (A person must obtain license to sell jewelry, and also bankruptcy.)

MICHIGAN — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Robert E. Howe, Jr., MSAA secretary-treasurer.

MINNESOTA — The state DOES REQUIRE an auction/auctioneers license. Contact: Joan Growe, Secretary of State, State Capitol, State Office Bldg.; St. Paul, MN 55155 Phone: (612) 296-3266.

MISSOURI — The state DOES REQUIRE an auction/auctioneers license. Contact any county clerk's office. Submitted by Doran H. Livingston, MSAA secretary.

MONTANA — The state DOES NOT REQUIRE an auction/auctioneers license. However, the state does require that each auctioneer carry a $5,000 Property Bond. Submitted by Craig Mandeville, former MAA secretary.

NEBRASKA — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Harold Kraupie, NAA member. (Non-resident apply at county clerk's office.)

NEVADA — The state DOES NOT REQUIRE an auction/auctioneers license because licensing in Nevada is by each local government body. Submitted by James M. Watson, NSAA president.

NEW HAMPSHIRE — The state DOES REQUIRE an auction/auctioneers license. Contact: New Hampshire Board of Auctioneers, Secretary of State, State House, Concord, New Hampshire 03301, phone 603-271-3242. non-resident auctioneers may qualify for a non-resident license, if their home state has a reciprocal agreement to allow the licensing of non-resident auctioneers in their state with a state license, so that auctions may be conducted anywhere in the state with the license. Submitted by George Michael, former NHAA secretary.

NEW JERSEY — The state DOES NOT REQUIRE an auction/auctioneers license. However, auction permits and licenses are under local government control, each jurisdiction setting their own requirements, fees, etc. Submitted by Jo Ann Fawcett, former NJSSA secretary. (There are state regulations on jewelry, baby chicks, and sale barn.)

NEW MEXICO — The state DOES NOT REQUIRE an auction/auctioneers license. However, New Mexico laws are in effect governing auction sales, "puffing" on bids, and auction fees. For information, contact a municipal or county clerk. Also, a license must be obtained to auction jewelry. Application must be made to the county or municipal clerk's office, thirty days prior to the jewelry auction. To auction real estate, you must have a real estate license or cooperate with a New Mexico real estate broker. Submitted by Jacquelyn Russell, NMAA president.

NEW YORK — The state DOES NOT REQUIRE an auction/auctioneers license. However, local ordinances will require auctioneers to obtain a city, town, or village license. Submitted by R. Thomas Jones, NYSAA secretary/treasurer. (There are baby chicks, and food regulations.)

NORTH CAROLINA — The state DOES REQUIRE an auction/auctioneers license. Contact: George R. Fuller, Executive Director, Suite 306, 3509 Haworth Drive, Raleigh, NC 27609. Phone: (919) 733-2182. Submitted by Johnson B. Gilbert, NCAA secretary.

NORTH DAKOTA — The state DOES REQUIRE an auction/auctioneers license. Contact: Richard Elkin, Public Service Commissioner; North Dakota State Capitol; Bismarck, ND 58501. Phone: (701) 224-2400. North Dakota also requires a clerking license, for which the fee is ten dollars and a bond of five thousand dollars. The auctioneers fee is ten dollars and a one thousand dollar bond. You must also be a graduate of an approved auction school. Submitted by Norman Aldinger, NDAA member.

OHIO — The state DOES REQUIRE an auction/auctioneers license. Contact: Department of Commerce, Division of Licensing, Two Nationwide Plaza, Columbus, Ohio 43215, phone 614-466-4130. Submitted by Byron Dilgard, OAA secretary.

OKLAHOMA — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Ray Patterson, OKAA secretary/treasurer. (Permits are required for livestock markets and sale of new merchandise. Apply at county treasurer.)

OREGON — The state DOES NOT REQUIRE an auction/auctioneers license. However, local municipalities and counties may require permits, fees, or licenses. For more information contact: Len Zakula, 2010 N.E. 201st, Troutdale 97060, phone 503-667-2628.

PENNSYLVANIA — The state DOES REQUIRE an auction/auctioneers license. Act 85—The Auctioneer and Auction Act, effective January 1, 1984, just recently became law in Pennsylvania. For more information, contact: Mrs. Dawn H. Glowacki, Administrative Secretary, P.O. Box 2649, Harrisburg, Pennsylvania 17105-2649, phone 717-783-1505.

RHODE ISLAND — The state DOES REQUIRE an auction/auctioneers license. Contact: Department of Business Regulations Office of the Director, Craig R. Smith chief examiner auctioneer section, 100 North Main Street, Providence, Rhode Island 02903, phone 401-277-2246. New applicant must take written exam given by the Department of Business Regulations. If exam is passed, license issued after applicant furnishes a bond and pays a $35 fee for resident auctioneers. Other fees are $75 for non-residents, and $20 for apprentice auctioneers. Submitted by Louise E. Wordell, RIAA secretary.

SOUTH CAROLINA — The state DOES REQUIRE an auction/auctioneers license. Contact: George D. Pechilis, Executive Director; State of South Carolina Auctioneers Commission, P.O. Box 807, Columbia, SC 29202, phone 803-758-3837. Submitted by Jack E. Richardson, SCAA member.

SOUTH DAKOTA — The state DOES NOT REQUIRE an auction/auctioneers license. However, the SDAA is preparing a proposed law for the upcoming session of the legislature. A state license law may be in effect by July 1, 1983. Regarding other South Dakota statues affecting the auction business: it is unlawful to sell licensed vehicles at consignment; to sell real estate, the auctioneer must have a real estate auctioneer's license or have a real estate broker's license; and it is unlawful to clerk a real estate auction unless you are either 1) a real estate broker, 2) a bank, or 3) an attorney. Submitted by Kenneth R. Jark, SDAA secretary.

TENNESSEE — The state DOES REQUIRE an auction/auctioneers license. Contact: Mrs. Thelma Cartwright, secretary, Tennessee Auctioneers Commission, 706 Church Street, Doctors Bldg., Room 422,

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Nashville, TN 37219-5322, phone 615-741-3236. The following fees apply: $50 auctioneer license fee, $25 fee for apprentice, $25 firm license fee, and $25 examination fee. Submitted by E.B. Fulkerson, TAA secretary.

TEXAS — The state DOES REQUIRE an auction/auctioneers license. Contact: Texas Department of Labor & Standards, Lias "Bubba" Steen, Commissioner, P.O. Box 12157, Austin, Texas 78711, phone 512-475-4229. The commissioner appoints a twelve-member Advisory Board comprised of auctioneers to serve one-year terms. Their function is to act as liaison between the State the auctioneers. The license law requires an applicant to pass an examination or to obtain an Associate license for one year to work under a licensed auctioneer during which time he must bid-call at least five sales. Submitted by Charles Connour, TAA member.

UTAH — The state DOES NOT REQUIRE an auction/auctioneers license. However, you do have to pay a fee in each of the municipalities where you hold an auction. For example, in Murray, Utah, if you do not have a permanent place of business where the sales are held, you pay $100 a day to hold sales. Salt Lake County charges $140 per year. All adjacent towns charge $100 per year. Submitted by Glenn Short, UAA president.

VERMONT — The state DOES REQUIRE an auction/auctioneers license. Contact: James Douglas, Secretary of State, 109 State St., Montpelier, Vermont 05602, phone 802-828-2363. Requirements include: resident fee of $25, plus $1000 bond, licenses the auctioneer for two years; non-resident fee of $50, plus $5000 bond licenses the auctioneer for one year. The state is presently considering revision of the auctioneer license law and requirements. Submitted by Thomas Hirchak Jr., VAA secretary.

VIRGINIA — The state DOES REQUIRE an auction/auctioneers license. Virginia does not have a state licensing board or commission for auctioneers. A state license is purchased at the local office of the commissioner of the revenue. Submitted by Stephen G. Sheets, VAA member.

Virginia's General Assembly has passed an auction law which, when signed by the Governor, will become effective around January, 1984. There will be an Auctioneers Board with broad powers to include establishing reciprocity with Boards in other states.

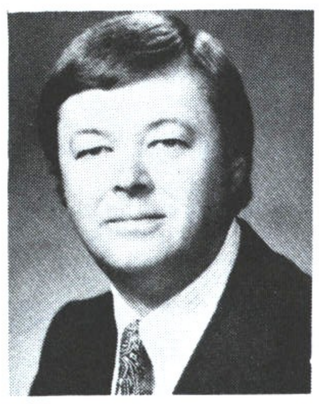
Auctioneers must be registered and post bond. Certified Virginia Auctioneers (a voluntary program) must pass an examination in addition to meeting pre-requisites and are the only auctioneers who may participate in reciprocity arrangements.

The Virginia Auctioneer Board, when appointed, will operate under the umbrella of the Virginia Department of Commerce. Submitted by Vincent J. Kopek, CAI, 1983 VAA president.

WASHINGTON — The state DOES REQUIRE an auction/auctioneers license. The fee for application to become licensed is $50.00 and if paid after the expiration date (birthdate), a $50.00 penalty fee is added. A surety bond is required or, in place of that, a $5,000 trust account in the name of the State of Washington, contact: State of Washington, Division of Professional Licensing, P.O. Box 9649, Olympia, Washington 98504. At the time of renewal, licensees must submit a signed affidavit that their $5,000 surety bond or trust account is in effect. If they do not, the license is not renewed. This law was effected 6/10/82 and will be subject to some revisions in the future. Submitted by Mrs. Barbara Johnson, Executive Secretary Auctioneer Licensing Division of Professional Licensing, P.O. Box 9649, Olympia, WA 98504.

WEST VIRGINIA — The state DOES REQUIRE an auction/auctioneers license. Contact: Hon. Gus R. Douglas, Commissioner of Agriculture; West Virginia Department of Agriculture; State Capitol; Charleston, WV 25405. Submitted by Wison E. Woods, WVAA member.

WISCONSIN — The state DOES NOT REQUIRE an auction/auctioneers license. However, many municipalities have their own rules, ordinances, and fees. Submitted by Robert Massart, WAA secretary. (There are requirements on the sale of jewelry and furs. All transient auctioneers must be licensed. Apply at the County Clerk's Office.)



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CAI *Continued from page 25*

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Information about the Institute or its members can be had by contacting it at 4211 E. Third Street, Bloomington, Indiana 47401.

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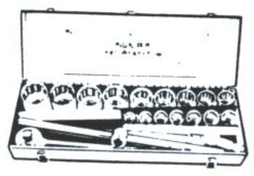


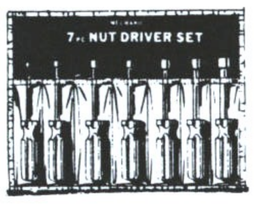
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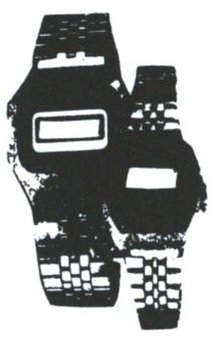
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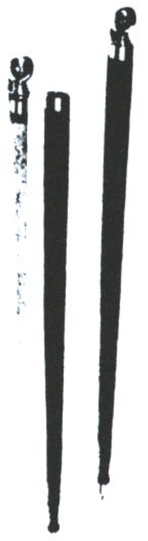


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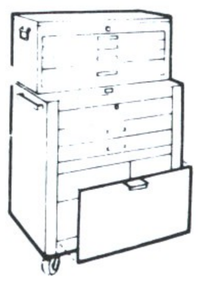
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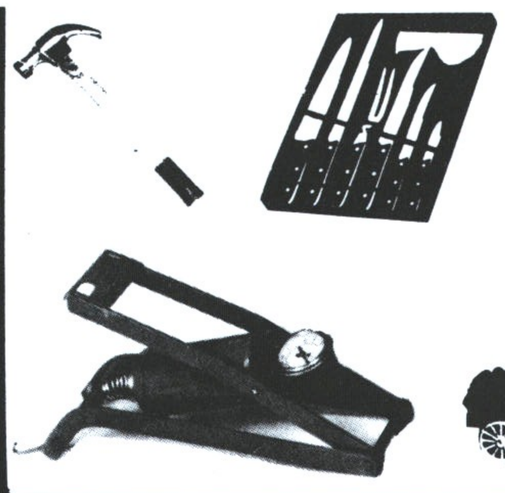


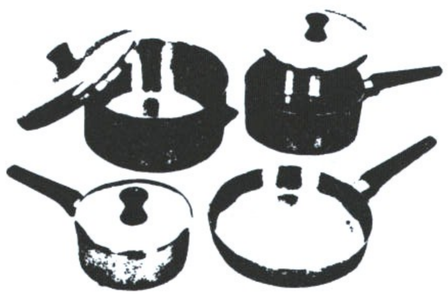
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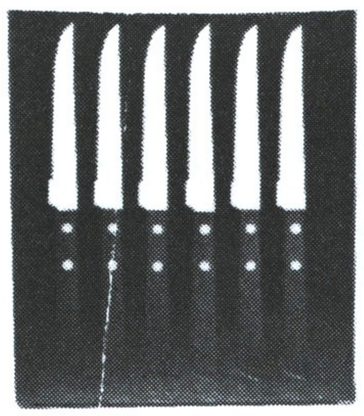














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North Carolina *Continued from page 48*

After a brief welcome by Pres. Harvey Tate and introduction by Col. Lawings, Mr. Miller addressed those in attendance on the **Bulk Transfer** section of the **Uniform Commercial Code**. (Eddie Caldwell, attorney to the N.C. Auct. Licensing Board was also present to answer questions.)

North Carolina adopted the UCC in 1965 which is a large rule book of how business is to be conducted in N.C. and the obligations of all parties involved. The section of the code discussed was presented in application to bankruptcy and foreclosure sales. The purpose of the Bulk Transfer section is to deal with commercial fraud. Mr. Miller stated that there must be a 10 day notice prior to sale date to all creditors and others having claim on properties. Failure to do this does not affect purchasers, but the auctioneer is liable for the sum owed to the creditors up to net proceeds of sale. A handout was given showing sample forms used in Ind. One needs to obtain a list of creditors which can be done through the Secretary of State's office. For information about this procedure write to:

N.C. UCC Procedures and Forms for Filing
Secretary of State, Thad Eure
UCC Division
300 N. Salisbury St.
Raleigh, N.C. 27611

The registrar of deeds for the county has all the local files. The auctioneer has the obligation to obtain all information available regarding a financial statement. Also they have the obligation not to sell secured property to someone. Mr. Miller stated, "Do your homework before the auction just as if you were going to court tomorrow." In closing this discussion, he stated real estate is not affected under this section of the UCC, and also if there is even a hint the client is in financial trouble, **Check It Out**.

After a brief question and answer period, Mr. Miller stressed the need for professionalism in auctioneering . This was in all areas: dress, manners, and in auctions. He gave a sample "Auction Checklist" to keep better files of sales. He stated that one should have empathy with the seller, and left with a thought from Zig Ziegler. "The people don't care how much you know until they know how much you care." President Tate gave a few closing words, and the meeting was dismissed until 2:00 p.m.

Harvey called the second seminar to order at 2:00 p.m. Ron Faison, CAI, introduced speaker Nido Quebin. Mr. Quebin presently resides in High Point. He came to the U.S. in 1966 without knowledge of the English language. He went on to learn English and complete his graduate university studies. He now gives more than 200 addresses each year to groups worldwide. He is president of two companies and an active sales and management trainer and consultant for over twenty international corporations. He has a radio program that is aired by the U.S. Armed Forces Network in over 321 radio stations worldwide. Mr. Quebin presently serves as chairman of the board of the prestigious National Speakers Association.

Mr. Quebin opened his lecture with a quote from his mother, "Walk hand in hand and side by side with people who are great and learn something significant from them." He stated there are great people in any profession. The great know who they are and where they are going. There is also a need for leadership that believes in excellence in all areas of life. Auctioneering is one such profession. Quebin stated that auctioneering is the ability to persuade. To persuade one has to have the ability to communicate.

Effective communication is the ability to achieve the desired response. Anyone can communicate, but not everyone can communicate effectively. Mr. Quebin related several stories to prove his point. He went on to give the keys to effective communication. They are as follows:

1) Speaking—this must be **purposeful**; anyone can talk.
2) Listening—this is more than hearing sounds. We must read between the lines and see things from the perspective of the talker.
3) Observation—not to just visually look at something. Don't let trends pass you by. Observe what's happening in your field and keep up with changes.

Great people know how to communicate the right thing. "You make a 'positive' difference." In the words of Quebin, until you take a **positive attitude** and turn it into **positive action** you "ain't got nothing." Also there must be a **spirit of enthusiasm**. You choose your own behavior. Enthusiasm can be a habit. You are responsible for your own enthusiasm. Lastly there must be **thankfulness**. One must be thankful to God for your nation and your profession.

Mr. Quebin shared three books he authored on the subject of effective communciation.

1) **Get the Best from Yourself**
2) **Communication Like a Pro**
3) **Nido Quebin's Professional Selling Techniques**

These can be obtained by writing Mr. Nido Quebin, Creative Services, Inc., High Point, N.C.

Harvey adjourned the meeting until 7:00 p.m.

The AANC Banquet was held at 7:00 p.m. at the Ramada Inn. Dr. Henry H. Goodman, a fellow auctioneer from Greensboro, presented a program of violin music preceding and during the meal. After Rev. Brown gave the invocation, everyone enjoyed a delicious supper.

After supper, Paul Davis, Chairman of the Alamance County Commissioners, extended a welcome from Alamance County. Pres. Harvey Tate then introduced his family, recognized auctioneers present from other states, the board of directors, the licensing board, and the ladies auxiliary. W.W. Kennedy gave a few words about Craig Lawings, pointing out that he initiated getting laws passed to regulate business and auctioneers and to be able to use interest from money funded for educational purposes. Ron Faison then presented NAA member Lawings a plaque for years of service to the auctioneering profession.

Continued on page 60

North Carolina *Continued from page 59*

Vice-President Miller, CAI, brought greetings from the Indiana Auctioneers Association and the National Auctioneers Association. He gave a brief update on the NAA.

1) The NAA headquarters moved from Lincoln, Neb. to Overland Park, Kan. to enable it to provide better services and make more room for staff.
2) A computer area has been set up.
3) A fund raising event was held to raise money for the newly constructed NAA offices. (Only 400 of 6500 auctioneers have contributed.)
4) On Jan. 23-25 a Real Estate seminar was to be held in San Diego.
5) On Feb. 13-15 a seminar on building and expanding the auction business was held in Memphis, Tenn.
6) The National NAA Convention is to be held July 17-22 in Minneapolis, Minn. at the Hyatt Regency/Downtown Minneapolis.

He closed by stressing for professionalism in auctioneering. He stated that it would only be accomplished through the support and help of all.

After, the door prizes were given and a fun auction was held from 9:00 p.m. to 10:30 p.m. Each auctioneer contributing an item, auctioned the item.

Under new business Craig Lawings made a motion that the AANC sponsor Ron Faison for member on the National Board of Directors. The motion passed. The next meeting of the AANC was scheduled for June 9 & 10, 1984 at the Best Western Inn in Selma. The Board of Directors will meet April 8, 1984.

The meeting was adjourned.

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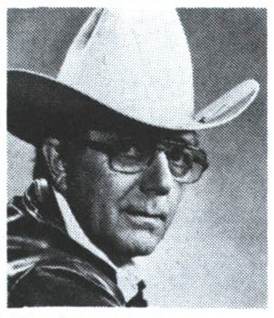
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"Bound For New Horizons"

Antiques *Continued from page 49*

of the William Tell overture. Labeled "PVF St. Croix (Suisse)", it sold for $2,300. Another box with the same label marking, had a drum, 4 bells and played 8 tunes, ranging from Strauss to "Sweet Little Buttercup" from the HMS Pinafore, and fetched $1,400. Two other music boxes with bells—one 2-bell/6 tunes, and one 3-bell/8 tunes, sold for $900 each, and the cylinder box with accordion sold for $1,800. Other much smaller, plain music boxes ranged from $160 to $45.

Primitive furniture included several nice pine cupboards. An unusual 3-door corner cupboard sold for $400, a pine hutch brought $525, and a cupboard with 4 paneled doors and 2 drawers fetched $500. Other pine pieces were also of particular interest. A good barrel back pine settle sold for $450, and an unusual dough-box table with removable top over a square dough box on splayed legs with cross stretchers brought $275. A very narrow hooded cradle with a broken side post sold for $240, and a 24" apothecary chest brought $250.

Accessories were interesting and diverse. A group of material involving the patenting of a postal telegraph system included an amber-type of Royal E. House with his machine, and some paperwork pertaining to the patent and sold for $150. An embroidered memorial local to the South Hadley/Northampton, Mass. area fetched $275. A carved wooden eagle in as-found condition, sold for $150. A pair of brass twisted-top table standards on paw feet with sliding carriers for two candles brought $300 for the pair, and a brass oil lamp with 5 spigots and a heart-shaped reflector (approx. 26" high) brought $125. A fine and very elaborate double-tier brass footman fetched $250. An Edison Standard Phonograph with horn (model C) sold for $450, and an elaborate over-mantle and under-mantle in high relief brought $275. A very unusual bookpress on stand sold for $250.

The art section was rather small—mainly miniature watercolors and silhouettes. Two miniatures signed "Cut without hands by M.A. Honeywell" sold for $150 for the pair. An unsigned oil on canvas of aquaducts sold for $250, an engraving of a slave market fetched $100, and several other small watercolors of men and women sold in the $90 - $150 price range. The rest of the silhouettes ranged from $25 - $100.

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Mason City College of Auctioneering, Inc. January 1984 Term

The Mason City College of Auctioneering graduated 43 students from ten states and Canada. Instructors pictured on the far right are Mike Fritz and Leo Becker.



There were 88 students that graduated February 17, 1984 from the Mendenhall School of Auctioneering. Pictured in the front row, seated from left to right, are: Doris Andrews, secretary; Morris Fannon, Instructor; Betty Jo Mendenhall, secretary; Forrest Mendenhall, president; David Blake, assistant; Sue Turner, secretary; and Jake Horney, Instructor.

Instructors who were not present when the photograph was made are: H.W. Bolton, Joe Byerly, Harold Craven, Herman Crawford, Louis Fisher, Jr., Larry Hedrick, George Jones, Jerry King, Bill Lanier, Archie Moody, Jim Owen, Phil Viviano, Dan Williams, Carson Womack, and Bill Yonce.

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Auxiliary to the NAA



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Conventions

1984 — Minneapolis, Minnesota, July 17 to July 22
(Hyatt Regency/Holiday Inn Downtown)
1985 — Philadelphia, Pennsylvania, July 30 to August 3
(Franklin Plaza)
1986 — San Francisco, California, July 29 to August 3
(San Francisco Hilton & Towers)
1987 — Hollywood, Florida, July 7 to July 12
(Diplomat Hotel)
1988 — Kansas City, Missouri
(Hyatt Regency)

Seminars

1985 — Kansas City, Missouri, January 20-21-22
(Hilton Plaza Inn)
Williamsburg, Virginia, February 11-12-13
(Motor House/ Cascades Conference Center)
1986 — Clearwater Beach, Florida, January 27-28-29
(Sheraton Sand Key Hotel)
Monterey, California, February 10-11-12
(Doubletree Inn Hotel)

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.

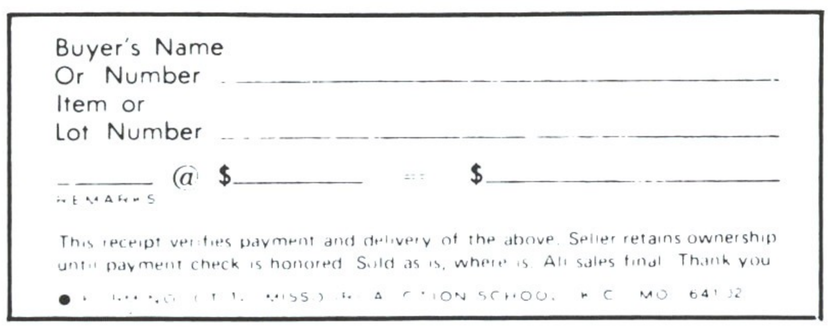
NEW ADVERTISERS: All new advertisers are required to submit credit account information, an insertion order, and payment in advance (with copy), before advertising will be accepted. If applicable to the new advertiser, advance payment for the first three months is required. Submission deadline for new 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. **CAMERA READY ART ONLY.** All advertising submitted to the NAA office for publication in THE AUCTIONEER must be fully composed, "camera ready" artwork. The NAA office will not prepare or make changes in your advertising. Changes received as camera ready art will be prompty incorporated in your advertising in the next available issue. Any questions about this NAA publication policy should be directed to the NAA office before submitting your advertising.
7. **ISSUE AND CLOSING DATES:** Published monthly (11 times annually) with the exception that an August issue is not published. Issued on the first of the publication month. Deadline for ad copy is the first of the month preceding publication date.
8. **SUBSCRIPTION AND SINGLE COPY:** One year's subscription to THE AUCTIONEER is $18, and only open to non-auctioneers. Single AUCTIONEER copy is $1.75. Subscriptions and issues available only from the NAA office.
9. **ADVERTISING DISCLAIMER:** Products or services advertised in THE AUCTIONEER are in now no way endorsed by the National Auctioneers Association. Simply because a product or service appears in the NAA's official publication, that appearance does not imply an NAA recommendation of the product or service over any other. Problems encountered with an AUCTIONEER advertiser should first be directed to the advertiser for satisfaction. If the problem remains, then the NAA office should be notified.

Submit all advertising to: The National Auctioneers Association, 8880 Ballentine, Overland Park, KS 66214. Phone: 913 541-8084.

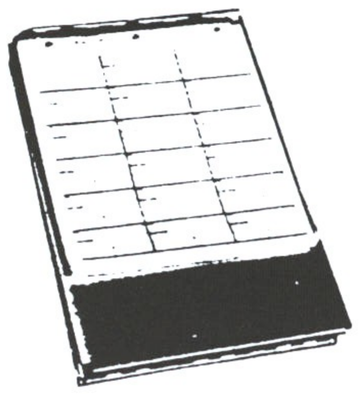
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- *Accurate — Clerk writes buyer, item & price. Cashier writes nothing.*
- *Less expensive than any known system.*
- *Keeps a running total of the sale.*



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

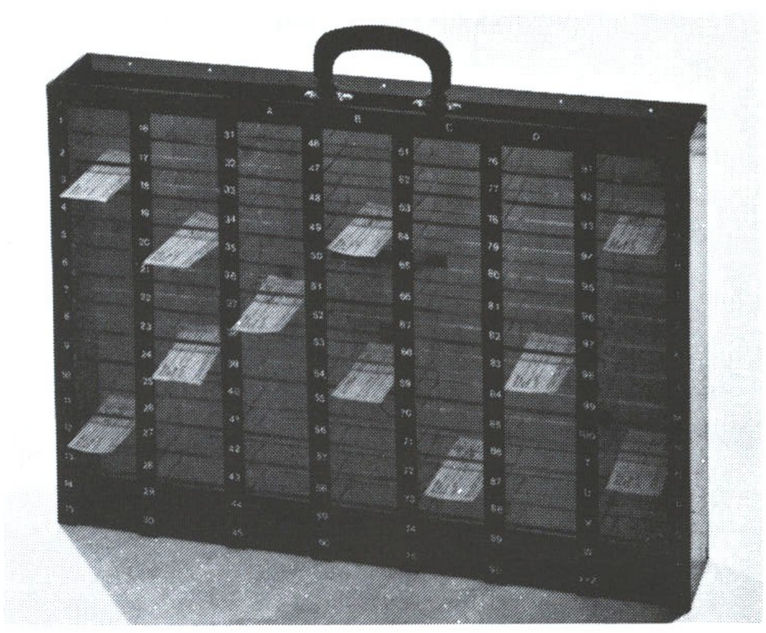
  Original and 2 copies on NCR paper (makes its own carbon copies) 8½x11" sheets perforated to make 12 tickets 1¾x4½". This is an extremely fast, easy, and accurate combination clerking and cashiering form. This one form replaces both the standard clerking sheets and cashiers statement. You'll like these.

  9,000 Tickets (1-3 White, Canary & Card) $27.50
  18,000 Tickets (1-3 White, Canary & Card) 52.50
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- **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

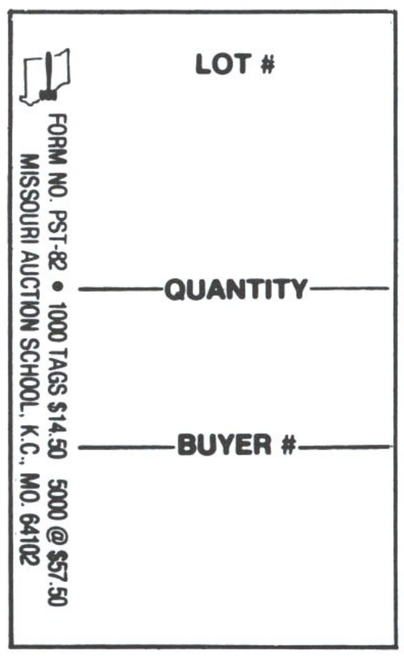


- **100 SLOT SMOKED PLEXI-GLASS CLERKING TICKET FILE**

  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

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



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

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

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

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

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

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

SPECIAL CLERK SAVER STARTER KIT

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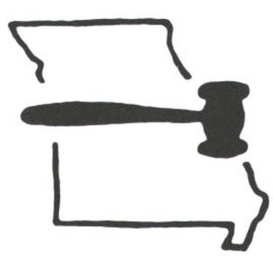
- Aluminum Writing Tray
- 9,000 CT-12 Clerking Tickets
- 1 Pad FS-69 Final Settlement Forms
- 1,000 BC-70 Buyer Cards
- 3 Pads BR-69 Buyer Registration Forms

All of the above plus:

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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

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

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

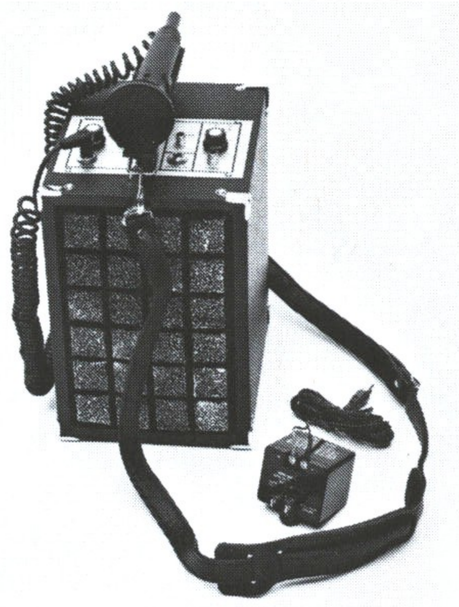
COLONEL® 2

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

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

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





COLONEL® 3

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

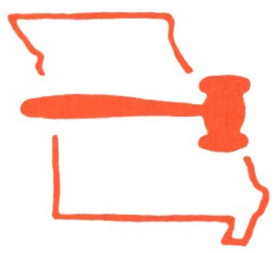
- Storage Compartment in back to carry recharger, microphone and cord.
- Slightly larger speaker baffle area with port hole.
- DIMENSIONS: 9⅜" High x 6" Wide x 7¼" Deep.
- WEIGHT: 7 LBS., 6 OZ.

List Price: $595.00

Auctioneers Cost: $357.00

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