

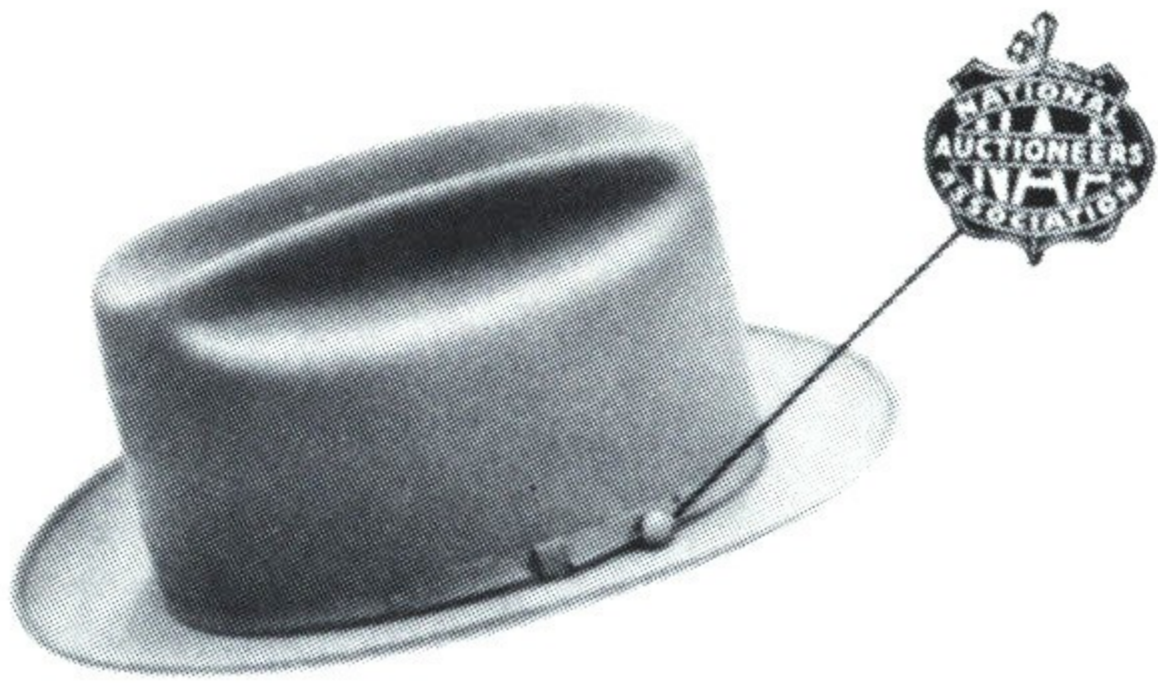
THE **auCTIONeer**

With warm and friendly wishes for the

Holiday Season

and happiness in the coming year





“AUCTIONEER HAT”



**“AUCTIONEER’S GAVEL”
TIE TACK**

It is just a short time until Christmas. Are you wondering what to give your favorite Auctioneer (whether it to be your husband, father, son or even yourself)? If you are, your troubles are over. Nothing could be more appropriate than a nice “Auctioneer’s Hat” or “Tie Tack.” Both of these items make a wonderful Christmas, anniversary or birthday gift.

Sit right down and order yours now as it takes several days to make up a tie tack and a little time to process your order for a hat also. We have all the hat sizes in stock with all three brim widths (2”, 2 3/8” and 2 5/8”). Beautiful silver belly felt with red satin lining and also National Auctioneer Emblem embossed in the lining in gold. The summer straws are light cream in color and come in the same brim widths.

Satisfaction guaranteed — just ask anyone who owns one.

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THE AUCTIONEER

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The Editor reserves the right to accept or reject any material submitted for publication.

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Action – Reaction – Action

By H. Willard Arnaman,
Unionville, Mo.

What is your reaction when you read items in your own newspaper or in nationally distributed publications that are damaging to the auction profession? True, it doesn't happen as often now as in past years due in part to the respected image created by many auctioneers. But it does happen and sometimes you hear about it through our own magazine, THE AUCTIONEER. Too many of us do nothing when irresponsible persons reap the headlines of the news media with devastating results .

We auctioneers, auction schools and the auction profession in general will accomplish much through participation and cooperation. There are many things we can do to improve our profession. We could invite certain segments of the news media to our annual Convention. We could have a group of established auctioneers to meet with the graduating aspirant and aid him in getting started with the right attitude.

We know that some of these ambitious young men unwittingly flout our Code of Ethics. And getting started in this manner has kept these same young men from realizing and enjoying a successful auction career. These things happen through ignorance and no one is to blame but the auctioneers themselves.

We would like to see an organization of Auction Schools, on a national level. They should coordinate their thinking with the National Auctioneers Association. Auction Schools should suggest to their graduates that they meet with the established auctioneers in their area. And the established auctioneers owe it to their profession to meet with these young men and assist them in getting off on the right foot!

It is my opinion that each Auction School should assume the responsibility of placing in the hands of each graduate a copy of the Code of Ethics and By-Laws of the National Auctioneers Association as well as the Constitution and By-Laws of his respective State Association. A session or two during the school's term, covering these aspects, would do miracles for the auction profession. Auction Schools, unlike other institutions of higher learning, graduate



H. WILLARD ARNAMAN

only auctioneers or persons to be retained in auction related employment, therefore, we must give the best in Auction education at all times.

To promote better relationships with radio, TV and newspaper why not have an Auction School session that includes these people along with the students? COME! ALL AUCTIONEERS — SUPPORT THE PROFESSION THAT SUPPORTS YOU!

Ernie Niemeyer Wins Bid For State Senate

Ernie Niemeyer, Lowell, Ind., was successful in his bid for election to the office of State Senator, defeating the incumbent senator by a 2 to 1 margin. He will take office in January and thus become the first Republican to represent traditionally Democratic Lake County in the Indiana Statehouse for many years.

Niemeyer is a full time auctioneer, a former Director of the National Auctioneers Association, a former Director of the American National Livestock Markets Association and for many years owner and operator of the Lowell Livestock Auction Market.

Newspaper Has Feature On Texas Auctioneer

Tom Keilman, Round Rock, Texas, was the subject of a feature article in the Austin (Tex.) American-Statesman. Entitled, "The Auction Way is the Modern Way of Selling," the article was not only a compliment to Keilman but also a boost to the auction method of selling.

Keilman graduated from the Missouri Auction School eight years ago. He sells two weekly wholesale auto auctions and has built for himself a good business in the Austin area. He says his favorite sales are estate liquidations and from the report of one held this fall we would agree with him.

This particular sale grossed well over \$50,000, double the price established by the professional appraisers. A small signed Tiffany piece brought \$1,500; an inlaid desk sold for \$1,000. A Meissen figurine brought \$1,000 and another \$800. The conduct of the auction as well as the prices received earned many well deserved compliments. The descriptive brochure of the sale has been entered in the NAA 1973 Advertising Contest.

Keilman is a member of the Texas and National Auctioneers Associations and was one of those who so capably hosted our 1972 National Convention, in Dallas.

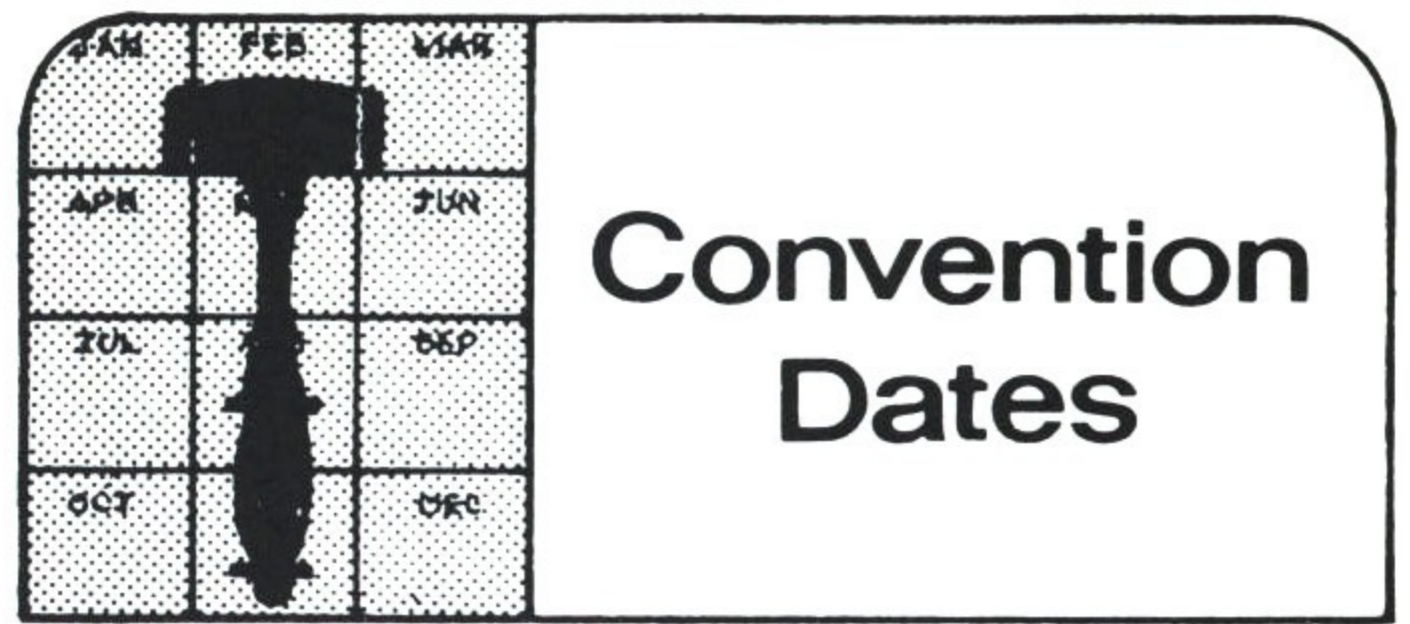
Portrait of Auctioneer Sells For \$25,000

TORONTO, ONT. — German-born Cornelius Kreighoff was the most expensive Canadian painter at a Sotheby & Co. auction, held in Simpson's Arcadian Court. His Portrait of John Budden, an oval oil on canvas painted in Montreal in 1847, was bought by a private Toronto collector for \$25,000.

Gasps and murmurs greeted the rap of the auctioneer's gavel on the \$25,000 bid which exceeded pre-auction estimates of its price by \$5,000.

The portrait is unusual for Kreighoff in that he is primarily known for his work in landscape painting. John S. Budden, the subject of the work was an auctioneer and an admirer of Kreighoff. He took the artist and his family in when they fell on hard times in Montreal.

The only other Kreighoff offered at auction was Niagara Falls at Sunset, one



- December 10 — Florida Auctioneers Association, Holiday Inn South, Lakeland.
- January 7-8 — Indiana Auctioneers Assn. Inc., Holiday Inn East, State Rd. 100 & I. 70, Indianapolis, Ind.
- January 12-13 — Pennsylvania Auctioneers Association, Hershey Motor Lodge, Hershey.
- January 13-14 — Ohio Auctioneers Association, Imperial House North, Columbus.
- January 28-29 — Minnesota State Auctioneers, St. Cloud.
- February 4 — Mississippi Auctioneers Association, Jackson.
- June 12-13 — Wisconsin Auctioneers Association, LaCrosse.
- July 19-20-21 — NATIONAL AUCTIONEERS CONVENTION, St. Petersburg Hilton Hotel, St. Petersburg, Fla.

This one went for \$3,500. It too is unusual for Kreighoff, but for reasons of style rather than subject matter.

of three versions of the same scene.

The second most valuable painting to come under the hammer was Maples in Spring by A. Y. Jackson, a founding member of the Group of Seven. The work which was executed five years ago by the painter, who is 90 now, sold for \$6,200.

A bronze head of the artist showing Jackson as he appeared in 1962, brought \$1,000. The head was executed by Leo Mol and is one of five copies. It is the only one which has been offered to the public as the other four copies are all in the possession of institutions. The number of copies eventually will run to eight.

The total value of the 180 lots of Canadian paintings, drawings and watercolors sold was \$128,185. This figure is only a few thousand dollars more than the amount estimated by Sotheby's art experts to be the minimum likely to accrue from the auction.

Wives Work With Auctioneers

By Diane Freeman

A woman who is president of her own research information firm is the president of the Oklahoma Auctioneers Auxiliary.

Mrs. Lee Hickman has been a member of the auxiliary for the past six years. The group has 55 members and meets every three months when the Oklahoma Auctioneers Association also meets.

The purpose of the auxiliary is to support the auctioneering profession, Mrs. Hickman said.

"The auctioneering profession is strictly a family affair and practically all the women work with the auctioneers. It brings us closer to their problems," she said.

"One of our main concerns is to help promote the auctioneering profession," she said.

The Club also has guest speakers who discuss decoupage and foil artwork, and club members do volunteer work for the Oklahoma Mental Health Association.

The volunteers in the auxiliary do shopping for the hospital patients and often purchase raincoats, umbrellas, house shoes, billfolds or cigarettes for the patients.

The group will sponsor a charity auction with the University Lions Club December 2 and the proceeds from the auction will go to an eyebank, Mrs. Hickman said.

Four Ladies who are members of the auxiliary are also auctioneers, Mrs. Hickman said.

Asked if she had ever considered becoming an auctioneer she said she didn't have enough time to learn it.

"I think my husband would have liked me to, but I'm so busy," she said.

Mary Hickman, like several other women in the auxiliary, assists her husband during the auction by "catching bids."

"One Phase Of the auctioneering business is to catch all the bids," Mrs. Hickman said. She said some potential bidders often hesitate about bidding on the merchandise.

"You analyze this and encourage them to bid. So many people hesitate to raise their hand, and it's (the merchandise) gone," she said.



Mrs. Lee Hickman, president of the Oklahoma Auctioneers Auxiliary, and a member of the Board of Directors of the Ladies Auxiliary to the NAA, is also an antique collector. This Italian statue is one of the art pieces she has accumulated since she began collecting antiques 15 years ago.

She said the biggest problem in planning an auction is lack of time for thorough preparation.

"There's never enough time. It takes all week to do that four hours' work (the auction)," she explained.

Mrs. Hickman said her husband often works six to seven hours with no break during an auction.

Her husband acts as auctioneer for estate sales and store liquidations. His job takes them to towns in Oklahoma, Texas, Arkansas, Kansas and New Mexico.

Mary Hickman also is president of her own marketing information firm in which 75 people are employed part-time.

She said she began doing research polls as part-time employment and then decided to start her own company.

Through polling surveys, the firm determines consumers' attitudes toward stores, marketing ideas and political candidates.

"It's Fascinating," Mrs. Hickman said of the research work. "This is where the action is. You know beforehand what's going to happen."

She also pointed out that it's a good occupation for women who only want to work part-time.

"It's a profession that's increasing ten-fold for women," she said.

She Does volunteer work in several agencies in the city. She works as a volunteer in the box office of the Oklahoma Theater Center and also works on the prop committee for the theater.

She is a member of the Zoological Society and works as a docent at the Oklahoma City Zoo. She also is a volunteer at Crippled Children's Hospital.

"I love to do volunteer services," she said. "I consider my volunteer work as payment on the space I'm occupying here."

Mrs. Hickman also mentioned that she has a former University of Oklahoma football star in her family. Her brother Billy Vessels was awarded the Heisman Trophy several years ago.

Mrs. Hickman has one son and two grandchildren. She has lived in Oklahoma City for 22 years.

(Reprinted from the OKLAHOMA CITY TIMES)

EDITOR'S NOTE: Mary Frances Hickman is a member of the Board of Directors of the Ladies Auxiliary to the NAA.

Maryland Auctioneer Realtor Of The Year

Jack Reedy, a member of the National Auctioneers Association from Hampstead, Md., has been selected as Maryland Realtor of the Year by the Maryland Association of Realtors. Mr. Reedy's selection was announced at the annual banquet of the 7,500 member organization concluding the group's three-day Fall Conference.

Reedy is a partner in the Mann-Reedy Realty firm of Hampstead, and a past president of the Maryland Association of Realtors. During 1972 he was treasurer of the Maryland Association of Realtors.

Selection for the top award was made by other local Maryland Boards of Realtors based on the Realtor's contribution to the betterment of community life and his conduct of business reflecting the Code of Ethics of the National Association of Real Estate Boards.

\$781,249 For Diamond

Geneva — A spectacular blue-white diamond sold for \$781,249. The pearl-shaped 55.91-carat diamond once belonged to the first Lord Clive of India and was sold for his descendents by Christies of London.

What the world needs is a key to fit a deadlock!

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The Ladies Auxiliary

Aloha from Hawaii:

I am writing this on the 9th of November on the balcony of our room at the Sheraton-Waikiki Hotel, on the island of Oahu. The weather is simply gorgeous and the view of Diamond Head is magnificent. Under these conditions, it is very difficult to write "a Christmas type article." At home in Iowa, of course, we generally associate snow and very cold weather with Christmas.

We are in Hawaii to attend the 65th National Association of Real Estate Boards Convention. They are expecting approximately 16,000 for this convention. Lyle is chairman of the Agriculture Committee of the National Institute of Farm and Land Brokers and has his meeting at 10:00 A.M. today.

We have visited with several of our good National Auctioneers Association members and stopped to see the Stamblers, but missed them as they were out of town.

Last week I had a note from President Nan, and was happy to hear from her. Even though I knew I was to write a December message, or Christmas message, in *THE AUCTIONEER*, I was very happy she reminded me, shows she's on the ball! We have been so busy the past several weeks at home that I kept "putting off" writing this.

Yes, Christmas will be here before we know it — much too soon for most of us grown ups to get our preparations all done, but I know it seems forever to the Children. In our area now, Santa doesn't come with reindeer and sleigh any more, but in a Snow Mobile instead. Also, due to electric heat or gas heat in our homes, the chimney is taboo also, and he comes to the patio instead.

It is a wonderful thought that our little ones still have some of these beliefs, but the most wonderful part of all is that most of us look forward to Christmas as the birthday of Jesus and that we all have the privilege to worship as we wish. This, to me, is the greatest joy of the Christmas Season.

I had several Christmas recipes that I wanted to share with you, but forgot

them at home. I changed purses before we left for Hawaii and I did too good a job sorting stuff for once so the recipes are at home. Also the addresses of several friends we have here on the Islands and if you have ever tried to get in touch with friends or relatives who live on Army Bases or Navy Bases and don't have the persons address or phone number, you know what I'm speaking of.

By the time you read this we will all be in more of a Christmas spirit — our Iowa weather will probably be 30 below and ? feet of snow instead of the 73 degrees it is here in Hawaii this morning at 9:15 A.M. (which is 1:15 P.M. back in Cresco, Iowa). Lyle and I wish you all a very happy Holiday Season, and the best for the year 1973. We are looking forward to seeing some of you at the meeting in Nashville in December, and for those of you who won't be going to that, remember to make plans for our NAA Convention in Florida in July.

Merry Christmas and God Bless you all!

Irene Erickson,
Cresco, Iowa

What Is Love?

IT IS SILENCE when your words would hurt

IT IS PATIENCE when your neighbour is curt

IT IS DEFENSE when a scandal flows

IT IS THOUGHTFULNESS for another's woes

IT IS PROMPTNESS when a stern duty calls

IT IS COURAGE when misfortune falls.

It had rained hard and the windshield was so spattered with mud that the car narrowly missed several collisions. The motorcycle officer curbed the car and asked, "Lady, don't you think it would help some to clean off your windshield?"

"I don't believe so, officer," came the cheery reply, "I left my glasses at home today."

AUCTIONEERS!

I dedicate this booklet to fellow auctioneers, by request of many, after hearing me talk on new furniture auctions and how to secure them.

I was speaker on these subjects at the National Auctioneers Convention in Oklahoma City, also the Illinois State Auctioneers Convention, and this subject at the Kentucky State Auctioneers Convention. Many times I have been on a question and answer forum for other states. I have also spoken at Auction schools.

Many letters come to my office in regards to getting new furniture auctions, so I feel compelled to pass what knowledge I may have on to the ones that have asked me to do so for them. So as to not show any favors to one and not the others, I wrote this booklet to let those that may be interested in working new



furniture auctions with their other lines of auctioneering have what knowledge I may have. At this time let me say these rules and methods will work for you if you carry them to the letter.

This book is just off the press and ready for you — So be the first in your district to enlarge your commissions by \$10,000 for the coming year. I will personally grant you will be \$10,000 ahead for the year, if you carry this book out to the letter. Remember it tells all how to secure the sales and how to handle the sale after you secure it.

Mr. Auctioneer this is 48 years of experience and know how. So it is up to you — if you would spend **\$10.00** to make \$10,000 you can't **MISS**.

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Ladies of the Auxiliary, why not give your auctioneer husband a \$10,000.00 Christmas present!



Pop's Ponderings

Auctioneers To Close A Successful Season

By COL. POP HESS

The date of this column of "Pondering" for our December, 1972 issue is being put together November 8th thru the 11th. This fact places my pondering on events 54 years ago that occurred on these dates. I will never forget an event as I recall November 8th, 1918, that took place when I conducted a general farm sale in Northern Ohio. (That is to say, I was supposed to do so.)

On the opening of this sale at noon-time on the above date, I was in the act of holding up the first item, when word arrived that World War I was over and in no time flat, the farmer and his family, the sale clerk and I, plus the family dog was all that remained of the sale gathering! The sale was postponed and never repeated. The basis for the sale was the impending drafting of the farmer's son and thus being released, remained on the farm for many years. As many will recall, November 8th, of that year was known as the "False Report" but became official three days later. (The 11th.)

Many events, both good and bad have taken place since that day, 54 years ago, during the course of my sales experience, many of which have been referred to in these columns in the past. As we come to the close of this year of 1972 it appears that our farmers and livestock producers, together with our Auctioneers, have had a wonderful year both in production and prices and more noteworthy is the present prospects of bringing to a close, 54 years later another war, which we hope will be our last, and after that, we can get down to normal business in a peaceful world.

During the past month, my mail has not been too heavy doubtless due to the season as our Auctioneer friends have been very busy. I have had a few callers and also was happy to have attended a nearby Hereford Cattle Sale and had the pleasure of visiting with two of the Auctioneers, Col. Fulkerson and Col. Hamilton, both of whom, I have had the

pleasure of working with in some of my past sales and they still are a very live pair when it comes to selling Hereford Cattle.

I also regretted to have received the news of the passing of Col. Shaw who was an outstanding Auctioneer and also had the privilege of working with him in various sales of the past. Here in Ohio, I note the passing of Tim Yoder, senior member of the well known firm of Yoder and Frey who operate one of Ohio's largest farm equipment sales at their yard in Archbold. Also, of the passing of Chester Folck, founder of the firm of Chester Folck and Sons, Springfield, Ohio, well known breeders and sales managers of pure bred Jersey Cattle, selling throughout the United States. Both Col. Yoder and the Folcks were strong supporters of my Farm Sales Program over Station WRFD, Worthington, Ohio. Lastly, the passing of Mr. B. O. Gammon, Past Secretary of the American Polled Hereford Association and the man who introduced me to our Editor, Bernie Hart, at a Hereford Sale in Zanesville, Ohio. The passing of all these gentlemen whom I knew well is deeply regretted.

From the beginning of this fall season and to the date of this writing, many good sales have been held here in Ohio, well attended and good prices holding steady in both livestock and general farm sales. Auction houses are going strong with good crowds and here and there, new ones are being established. There appears to be a tapering off of the march from farm to city except in those cases where college degrees secured by some of the younger set has led to executive positions in the business world and some of them are related to their farm background.

Our Auctioneers are also becoming more professional with more and more of them dropping their side-business in other lines of endeavor and devoting full time to their chosen profession due

to the volume of sales business of the present as seen in any newspaper and the farm and livestock publications, month after month making 1972 a very good year for in the Auctioneer field, we can be optimistic as we look forward to 1973!

Your writer and working staff extend to all our readers a very Merry Christmas and a prosperous 1973.

Record Coin Auction

Zurich, Switzerland — The New York Metropolitan Museum of Art sold about 300 Roman gold coins in an auction for \$2.12 million, more than double the pre-auction estimate.

A Saturninus issued in 280 A.D. brought the top bid — \$54,690. A Sotheby's auction house spokesman said the price, paid by a Lausanne coin dealer, was the highest ever given for a single coin.

Swiss Credit Bank was the biggest overall buyer, taking an assortment of coins for a total of \$650,000.

AUCTION FOR SALE

One of the northern California's leading and best antique and general auctions is being offered for sale due to the fact that the owner has terminal cancer. This auction is presently operating and tax returns will be shown to interested principles only. It is a real money maker. It could be very easily operated even if you are not an auctioneer as we presently employ three more auctioneers. There are no residency requirements for obtaining licenses. Principles only write:

P. O. Box 19174
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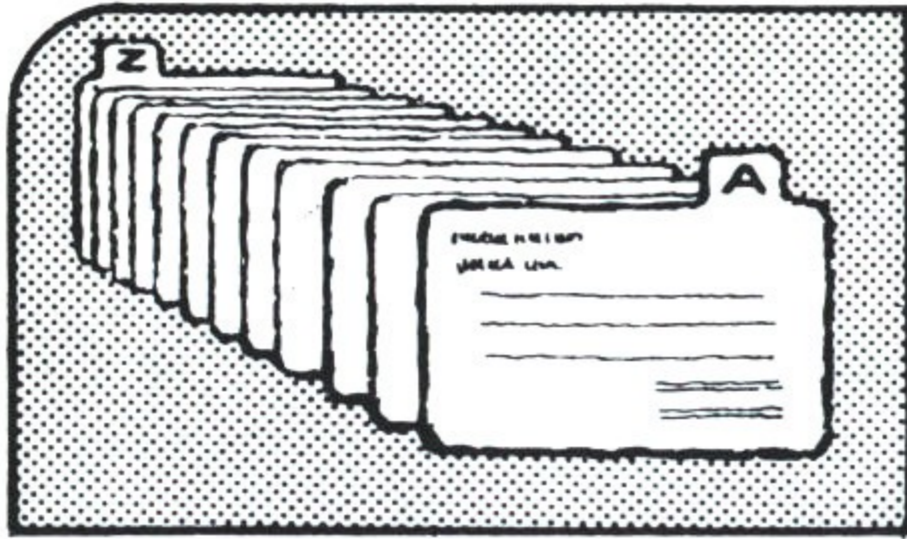
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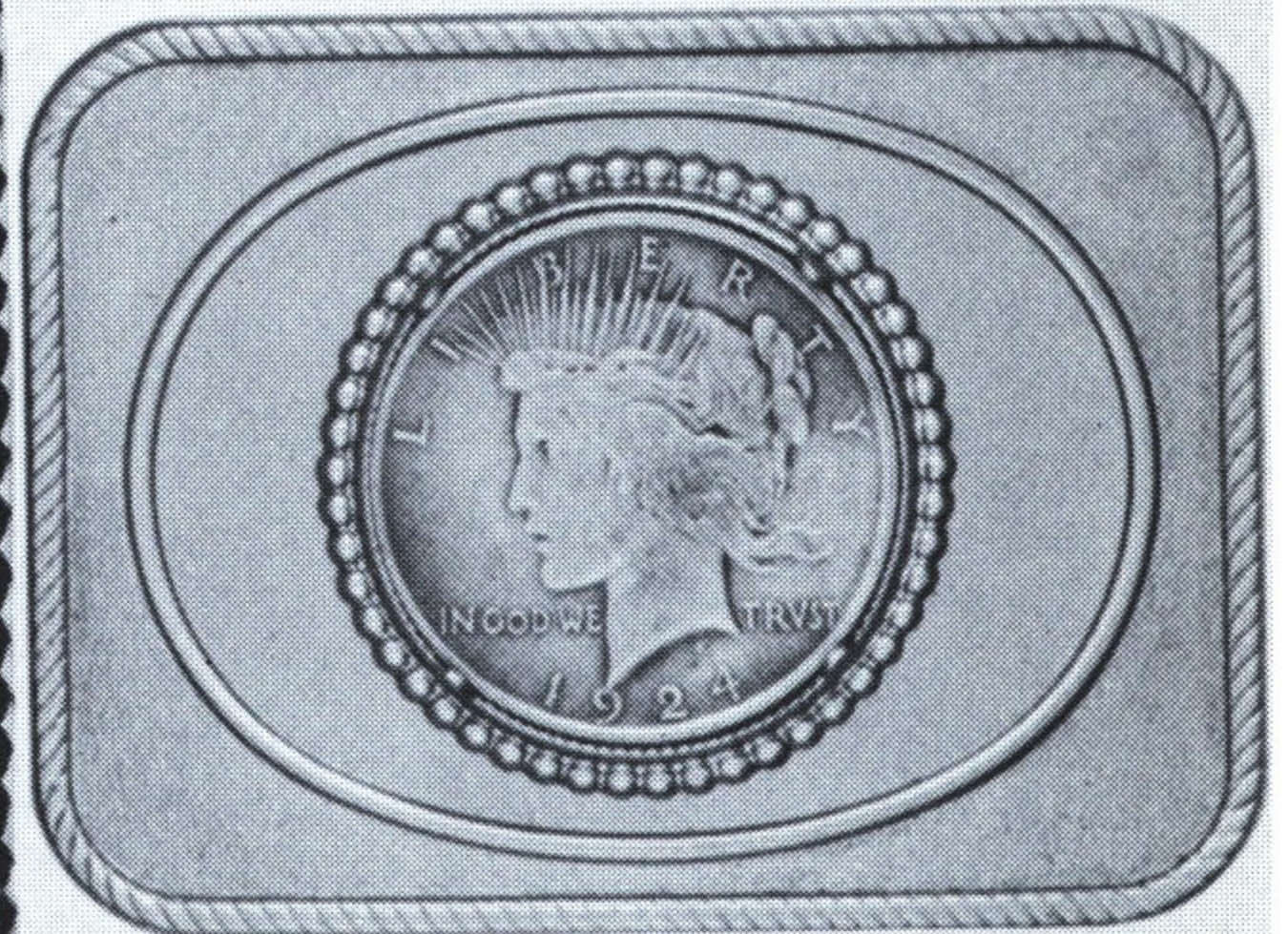
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Harold Van Syoc Winner Of Auctioneers Contest

Auctioneers, their wives and families, from many points in Iowa gathered at the Sheraton Motor Inn at Mason City, Iowa for their annual fall meeting of the Iowa Auctioneers Association on Saturday and Sunday, October 28th and 29th. There was a large attendance and President, Col. Clarence Prange of Charles City had planned a fine program. The group was honored to have the National Secretary, Col. Bernard Hart and Mrs. Hart of Lincoln, Nebraska in attendance.

On Saturday afternoon, Col. F. E. "Mike" Bloomer of Glenwood moderated the group on "Different Phases and Experiences in the Auction Business". This was well received with most everyone in attendance having some part in the afternoon program.

At 7:30 P.M. the entire group gathered for the annual Auctioneers Contest under the chairmanship of Lamont Swanson of Sac City assisted by his wife. Lamont was the 1972 reigning Iowa Champion Auctioneer. Twenty-three (23) Auctioneers drew for their place and imaginary item to be sold and then sold actual merchandise to the crowd and lots of fun was had by all. Judges for the contest were Mr. Robert Lux of Charles City, Mr. Lyle Witzel of Rockford and Mr. Soren Christensen of Nora Springs. The judges picked five finalists with one champion and four runner-ups with the results as follows -

4th runner-up - Col. Bob Mallinger of Sigourney

3rd runner-up - Col. Jack Johnson of Webster City

2nd runner-up - Col. John Swartzendruber of Wayland

1st runner-up - Col. Lloyd Laughery of Guthrie Center

and the CHAMPION was Col. Harold VanSyoc of New London. Ernest Bloomer of Glenwood, a 17 year old active auctioneer was given Honorable Mention by the judges for his fine ability.

Following the Auctioneers Contest the group enjoyed a mixer and fellowship

with Mrs. Wayne Skyrme of Mason City at the piano and many joined her in singing.

Preceding a fine banquet on Sunday, Col. Leon Joy of Ames had the invocation. After the meal, Col. Clarence Prange introduced special guests and asked other to introduce themselves and their guests.

Mr. Robert Lux, Principal of the Charles City Sr. High School gave an address on "Two Worlds," which was most fitting for the world we live in today.

Mrs. Lyle Erickson of Cresco, who has done hours of research on the auction profession gave a fine talk on "The History of the Auction Method of Selling" and it was most interesting.

The Auctioneers held their business meeting after a ten minute recess following the banquet. Col Bob Mallinger of Sigourney and Col. Lyle Erickson of Cresco as well as National Secretary, Bernard Hart gave reports on the National Auctioneers Convention held this past July in Dallas, Texas. The 1973 Auctioneers Booth at the Iowa State Fair was discussed and it was decided to continue.

Officers for the coming year were elected -

President - Col. J. R. Hoyer of Hillsboro

Vice-President - Col. Howard Buckles of Keosauqua

Secretary-Treasurer - Col. F. E. "Mike" Bloomer, of Glenwood

3 year directors - retiring President Col. Clarence Prange of Charles City
Col. John Swartzendruber of Wayland

Col. Harold McIlrath of Laurel

2 year directors - Col. Robert Winegarden of Pocahontas

Col. Cornelius Donovan of Bernard
Col. Ray Sweeney of Waukon

1 year directors - Col Howard Vos of
of New Sharon



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IN UNITY THERE IS STRENGTH

Col. Bob Mallinger of Sigourney

Col. Jack Johnson of Webster City

Just before Col. Prange turned the gavel over to the new president, Col. Bob Winegarden of Pocahontas presented Col. Prange with a beautiful plaque award to a retiring president.

As the two days came to a close all felt it had been a worthwhile convention and everyone was looking forward to 1973 as another good auction year and a one day convention in April under the direction of our new president, Col. J. R. Hoyer.

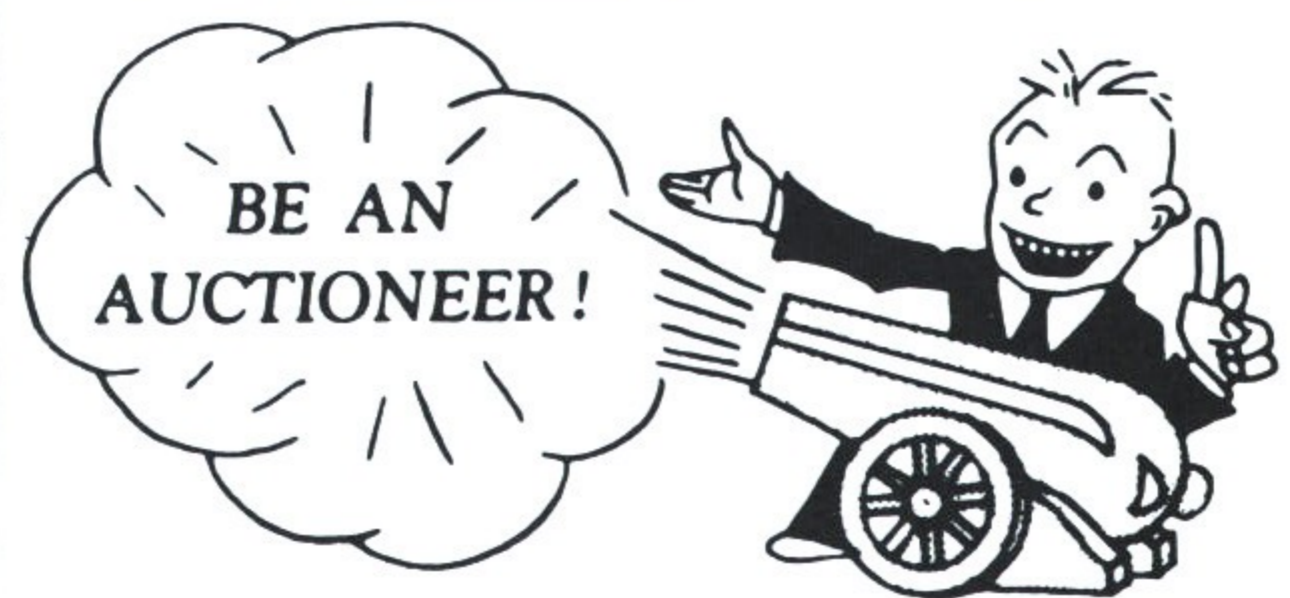
F. E. "Mike" Bloomer,
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Business Continues Good For Baltimore Auctioneer

By Frederick Kelly

It took about three hours, and when it was over all that was left was a pile of old books and magazines and some cracked and broken dishes. It was sad; sad and so final. A life, 80-some years of a life, summed up in wicker chairs, chipped vases and faded sepia prints, was over; carted away in bits and pieces by miniskirted, vinyl-booted suburban housewives.

Up in front of the auction house at 407 North Howard street, Sam Pattison Rea fitted a cigar into a plastic cigar holder and lit it with a gold lighter. The smoke rose lazily, caught in a shaft of sunlight. He tried to think about the sadness, but the concept escaped him.

"I guess," he said, "I never thought about it much one way or another."

It's understandable. Sam Pattison Rea is an auctioneer; an auctioneer and a businessman. To him, a fine piece of furniture is a fine piece of furniture, regardless of who owned it. But he is wise enough to know that people are different; they care.

"You can take the worst piece of junk in the world and put a name on it and somebody'll buy it," he said. "It'll always sell for more, too, as a general rule."

Few schools teach that. It's something you learn from experience. It's something Sam Pattison Rea has learned in 40 years in the auction business; first as a boy helping his namesake, Sam W. Pattison, in the North Howard street store, then, in 1933, when he was 21, as a full-time employe, and then, in 1944, upon Mr. Pattison's death, as owner of the business.

"Sam's lucky," said Thayne A. Williams, a North Howard street antiques dealer. "He's lucky he took over the reins of a going business. But he wouldn't have stayed in business long if he wasn't a good, honest auctioneer."

Sam Pattison Rea is a tall, heavy-set man of about 60. He has a pink, chubby face and kindly eyes that blink owlishly behind plastic, two-tone glasses. He is a quiet, rather reflective man who indulges himself in five or six good cigars a day and whose one touch of flam-

boyance today is a white, 10-gallon hat that he wears at a rakish angle.

(A few years ago, he combined the hat with a Rolls Royce. He gave up the car, however, in favor of a more sedate Oldsmobile when a colleague outspokenly questioned his modesty.)

"Over the years," said Mr. Rea, "I've made it a practice to try to treat people as people, not numbers. At some auctions people have to register and are given numbers. I've always been against that. It just seems more personal to use names."

"I think the quality that makes Sam a good auctioneer is his personality," said Mrs. Trude M. Forchheimer, who owns The Antique Shop on North Howard street. "He is a very warm, likable person, but at the same time he is not afraid to speak his mind. At an auction, when he wants it quiet, he simply tells people to shut up or go outside and talk."

"He can be humorous, too. I've seen him interrupt the bidding to inform a man and his wife on opposite sides of the room that they are bidding against each other."

Watching Sam Rea in action at an auction is an experience; a low-keyed happening. Nothing much seems to be going on until, suddenly, that pair of matching mahogany commodes that opened for \$50 are sold for \$150. It takes less than a minute.

Through it all, Mr. Rea keeps up a steady patter. It can't really be called a chant. It is much less rapid than the tobacco auctioneer's chant. It's a heck of a lot more distinguishable, too.

"Start it up, please . . . Any bids? . . . Any bids for this unfinished side chair? . . . Fifty cents bid . . . A dollar bid . . . A dollar and a half bid . . . Any advance? . . . I got two dollars . . . Anybody say two and a half? . . . Two dollars . . . Two dollars . . . Hah! . . . Miz Wiggins for two dollars."

Terms are usually cash. Removal is supposed to be immediate. In practice, most people leave a small deposit and return later to pick up what they buy.

Perhaps 70 per cent of those attending

one of the Pattison & Company's Thursday morning gallery auctions are dealers. The rest are private individuals. Almost all, however, are regulars.

"Over the years, a good auctioneer builds up a following," said Mr. Rea. "If he doesn't, he won't be in business very long.

"You build on your reputation. People come to trust your honesty and integrity and they want to deal with you because they know they're getting a fair shake."

There's another facet, too: knowledge.

"Sam has an excellent knowledge of antiques," said Mrs. Forchheimer, who has been attending Pattison auctions for 30 years. "A good auctioneer has got to know what he's selling, what its value is. It works for both the seller and the buyer and, without a knowledgeable auctioneer, the whole process caves in."

Mr. Rea has been involved in several large sales. By "large," he means in excess of \$30,000, such as the auction of the Gibbs estate in Woodbrook and the auction of Carvel Hall in Annapolis.

In terms of time, it took Mr. Rea five days to auction off the old Rennert Ho-

tel in 1940. It also took considerable patience.

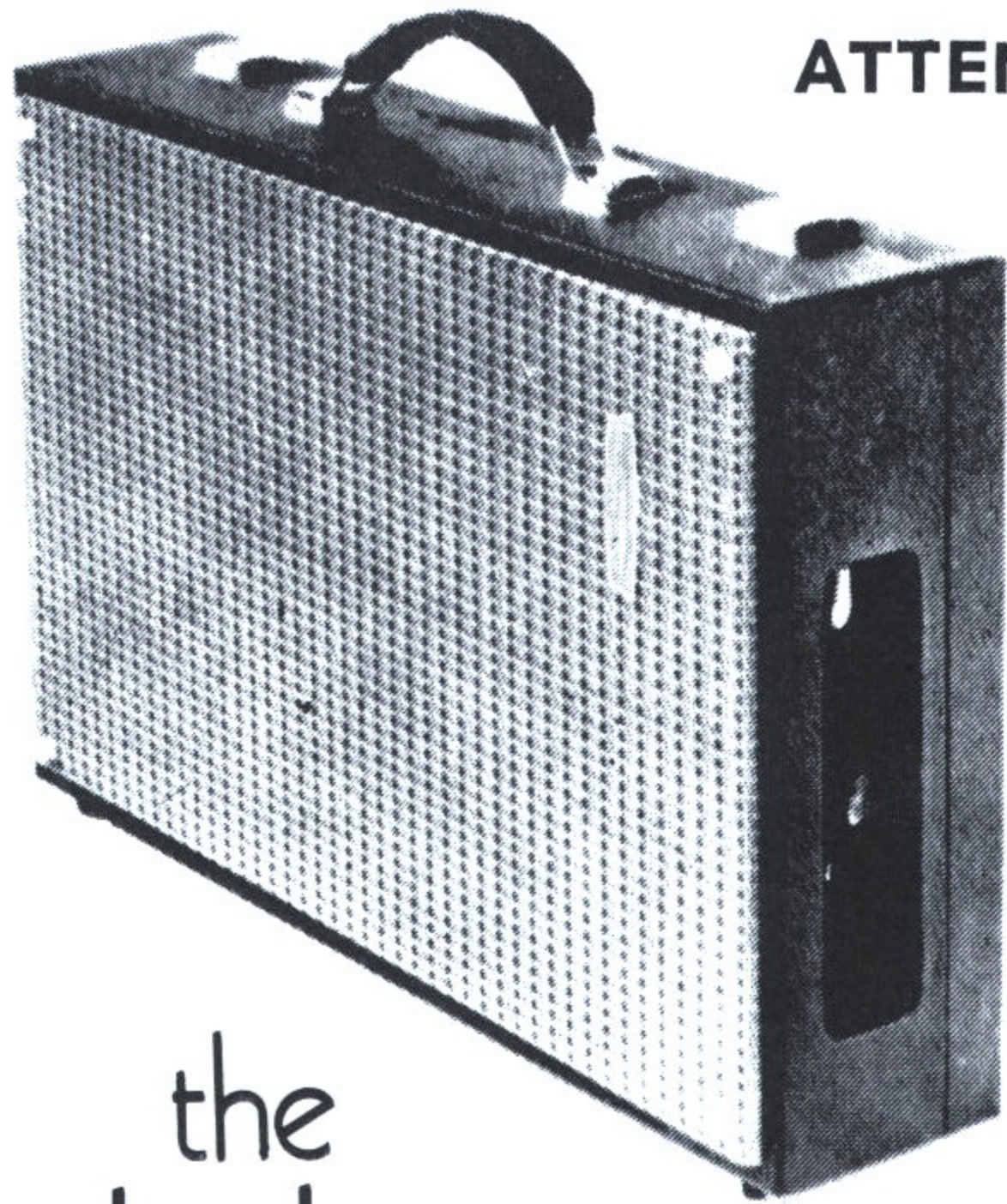
"We held the sale right in the hotel," he recalled, "and because the elevators weren't operating, people had to cart whatever they bought down the stairs.

"We had one item, a piano, for sale and it was stored on the top floor. It was sold and paid for, but after the buyer realized he would have to physically carry it down several flights of stairs, he abandoned it and it was not removed until the hotel was torn down."

Sales, where practicable, are held right in houses. Things show better (and bring a better price) than in a gallery and a house sale also attracts more people, neighbors and others who wouldn't normally attend a downtown auction.

"In 1929, I think it was, we auctioned off the estate of Walter De Curzon Poultney, one of the city's social lions. His home was on St. Paul street, but it was too small to handle the crowd. We decided to move it to the store, but some busybody called the city building inspector and told him the floor was going to collapse.

"We were holding the auction on the second floor and before we could go



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any further we had to put braces up. The first floor looked like a forest when we got through and I always thought the whole thing was kind of foolish because no one stopped to ask what was going to happen to the first floor, which was supporting all that weight."

They also moved the Kefalos auction to North Howard street in 1949. That auction, perhaps, was the most bizarre Mr. Rea has ever experienced.

Mrs. Emma A. Kefalos was a spiritualist. She was murdered in her home on Fleet street, a crime, incidentally, which has never been solved. Pattison & Company was called in to dispose of the estate. Because Mrs. Kefalos's house was too small, the auction was held in the gallery on North Howard Street.

"There was some furniture and clothes," said Mr. Rea, "but the bulk of it seemed to be things like magic books and ornaments, love potions, incense, spirit candles and something called 'graveyard dust.' In order to determine value, we had to consult experts in spiritualism. It was really whacky, but everything sold pretty well."

Mr. Rea (like most auctioneers) takes 20 per cent off the top of a sale to cover his commission and the cost of advertising. Since the object of the game is to make as much money as possible, this is where his experience and knowledge counts.

"You can learn to recognize a certain style from books," said Mr. Rea, "but I've never come across a book yet that can tell you about the craftsmanship or quality of a particular piece of furniture or if the piece is a true antique or a reproduction.

"That's where knowledge and experience pay off. It's the difference between selling something for \$20 and selling it for \$200. And don't think people don't know it. There are a lot of pretty knowledgeable people around.

"The day of the so-called sleeper is past. Auctions are too well-attended and the people who are going to them know pretty generally the value of what they're bidding on. If I'm going to stay in business and do a fair, honest job all around, I've got to stay a step ahead of everyone."

WE SHOULD ALL BE TOLERANT of rock groups. If YOU bent over in pants that tight, YOU'D howl, too!

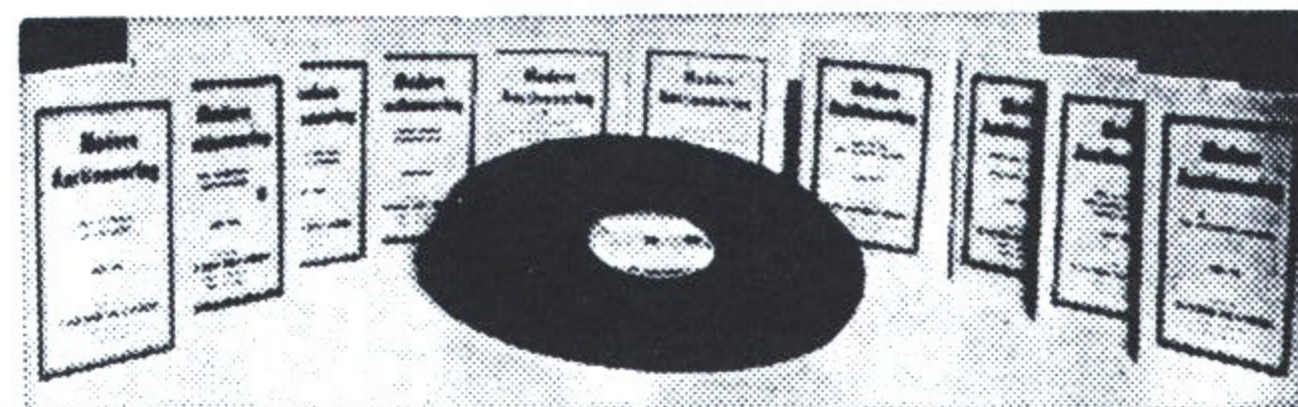
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These auctioneers attended the one day business meeting of the Mississippi Auctioneers Association, in Jackson. Seated: Ed Edens, Okolona, MAA President; Morris Fannon, Pennington Gap, Va., NAA President; and Lew Henderson, Gulfport, MAA Secretary-Treasurer.

Standing (left to right): Tommy Buford, Sallis; Joseph Justice, Memphis, Tenn.; James Irwin, West Memphis, Tenn.; David Howell, Memphis, Tenn.; Otto Moody, Gulfport; H. Neil Dittlinger, Biloxi; Virgil Irwin, West Memphis, Tenn.; Liston Shows, Soso; Robert Rossell, Jackson; Howard Reed, Cleveland; David Gillentine, Jr., Tupelo; Howard Swaim, Picayuune; David Wigginton, Tupelo; Charles Axley, Florence; Toxey Fortinberry, Water Valley.

Climax of Membership Drive For Mississippi Auctioneers

Mississippi Auctioneers met in Jackson, Sunday, October 15, for a one day business meeting to celebrate the climax of a membership campaign that set a new record.

Forty-eight members joined up to welcome Colonel Morris Fannon, National President, from Pennington Gap, Virginia, who delivered the principal address at a luncheon meeting held at the Sheraton Motor Inn.

Colonel Ed Edens of Okolona, Mississippi Auctioneers Association president, announced the paid-up membership more than triples the highest membership attained in any previous year of the organization that began in 1965.

At the business meeting, the membership adopted a new Code of Ethics and By-Laws patterned after the National set-up.

Colonel Fannon painted a bright future for auctioneers. He presented facts to show that auction sales of real estate livestock, antiques, autos, estates, liquidations, and other types have shown big increases in recent years.

"The auctioneer today is better educated and is doing a better job than ever before. Your National and State Associations are now doing a better job of up-

grading the profession."

The speaker urged all auctioneers to belong to the National Association. "Every auctioneer has a responsibility of keeping his profession on a high plane," he said.

"I am expecting great things from Mississippi in the future and I am sure it will move ahead. Get all the members you can for the MAA and the NAA and they will thank you in years to come."

Colonel Fannon was given a standing ovation when President Edens announced that many new members joined after it was announced that the National President would attend the meeting.

This was the first state convention for Colonel Fannon to attend following his election at the recent Dallas convention.

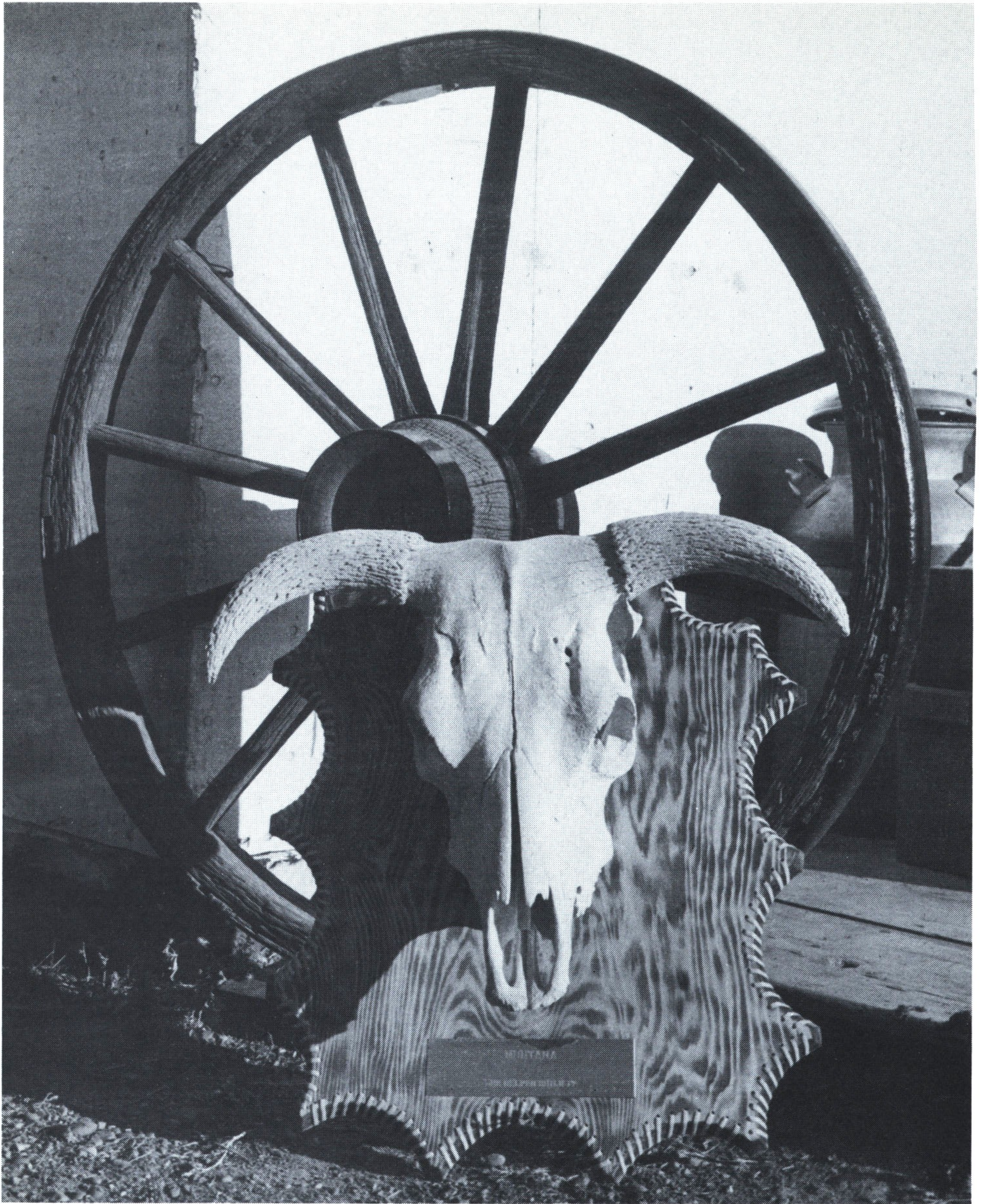
The members voted to hold their next annual convention in Jackson Sunday, February 4, 1973.

J. L. Henderson, Secretary

Police were puzzled to find an abandoned car in the woods. They searched the car and found only a case of Scotch whiskey, but no trace of the owner. The police are still working on the case.



At the meeting of the Mississippi Auctioneers Association, left to right: Lew Henderson, Gulfport, MAA Secretary-Treasurer; Liston Shows, Soso, former MAA President; Morris Fannon, Pennington Gap, W. Va.; President of the National Auctioneers Association; Ed Edens, Okolona, current MAA President; Toxey Fortinberry, Water Valley, former MAA President, and his wife Martha.



“MONTANA”

“She helped build it”

Mounted by NAA member, Fritz Hoppe, past president of the Montana Auctioneers Association, to be sold at the North Elstow Hereford Association Sale at the Glasgow Livestock Sales Co., Glasgow, Mont., where Hoppe has been selling for 18 years.



THE **auctioneer** **Booster Club**

The members whose names appear under their respective states have each given \$5.00 for their names to appear for one year in support of their magazine. Is your name among them? Watch this list of names grow.

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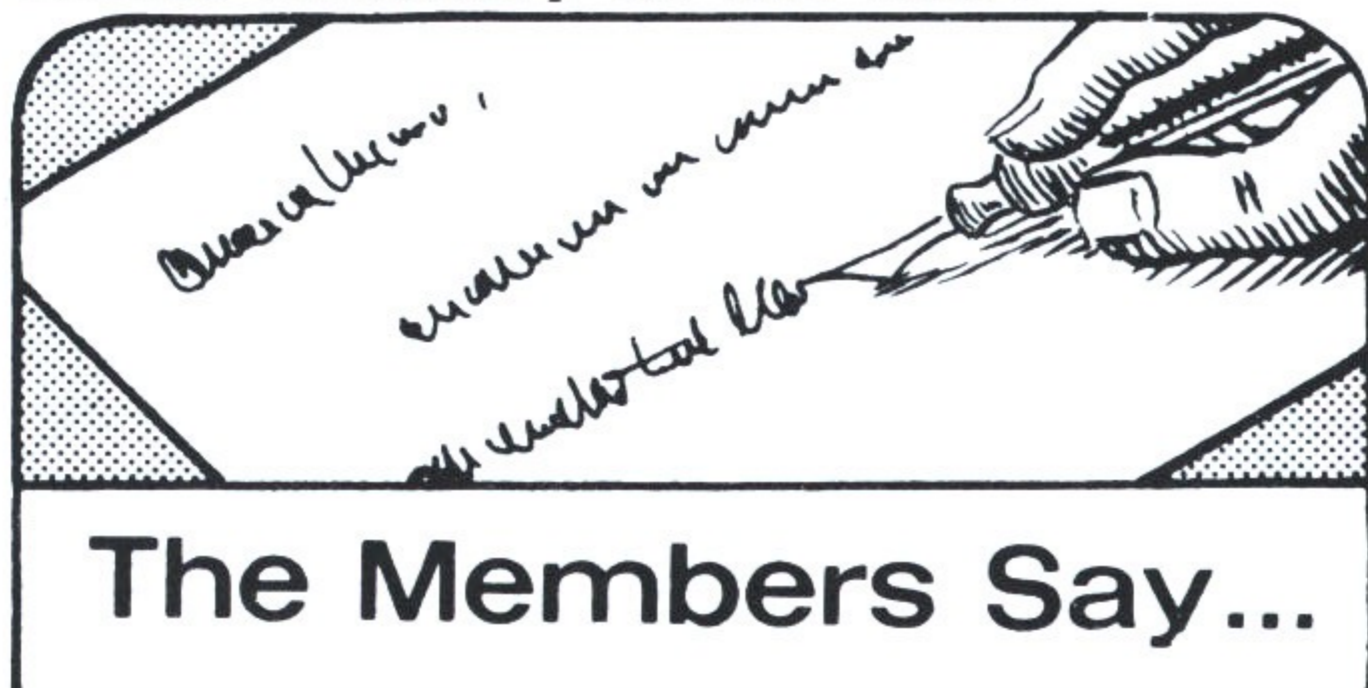
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Brother Auctioneers:

Enclosed is my check for the Booster Club of THE AUCTIONEER.

We sure look forward to this publication and always gain much information from each issue.

The members of our N. Y. State Auctioneers Association surely enjoyed our opportunity to hear and talk with Grover Howell, at our Annual Meeting, last weekend.

Sincerely,
Marvin Smith
Silver Creek, N. Y.

Dear Mr. Hart:

Finally sending in my delinquent membership dues. Sorry!

We have been having a busy year and so have all the auctioneers it seems. The slack seasons no longer exist.

Hope this finds everything OK your way.

Sincerely,
Don Sohn
Evansville, Ind.

Dear Mr. Hart:

Enclosed is my check for State and National dues, and \$5.00 for the Booster Club. Also, don't know if it would be of any interest to you but enclosed are a few articles that have been written about this woman auctioneer so that in the event you would have a library in

the new National Headquarters, it might give a little moral lift to aspiring women auctioneers.

Sincerely,
Hope L. Waldecker
Kansasville, Wis.

Holstein Cow Brings \$122,000 for Record

Amenia, N.Y. — A Holstein cow was sold for a record \$122,000, a spokesman for the National Holstein Friesian Association said.

The old record was \$108,000 for a bull sold in Connecticut in 1965, Robert D. Heilman said.

The new record holder is a 6-year-old Tara-Hills Pride Lucky Barb, part of the Hanover Hill herd which was sold at auction.

Wife: "Do you realize that you talk in your sleep?"

Hubby: "And you begrudge me those few words?"

Kansas Auctioneer Has Annual Old Car Auction

Auctioneer Rex B. Newcom, White-water, Kansas, held his second consign-ment auction of old cars and related items this fall in what is being estab-lished as an annual event. Twenty-five cars were consigned to this year's auc-tion.

Top seller was a 1912 Model T Ford at \$3,000. The touring car was original but was missing several brass goodies. A 1926 Model T coupe brought \$975 in unrestored condition.

Model A Fords and parts made up a major part of the auction. A standard 1930 sedan, strictly an amateur restor-ation, \$1,030. A 1926 American La-France fire truck sold for \$525. A 1926 Star coach in very average condition and barely running brought \$975.

Thousands of predominately Ford T, A and V8 parts were auctioned, taking about three hours in finding new own-ers under auctioneer Newcom's hammer.

The more government in the economy
the less economy in government.



Gene Simpkins, NAA member of Cincinnati, Ohio, conducts a four hour sale for the Cincinnati Police Department. Included in the auction were 150 bikes, a complete stereo outfit and many other items of unclaimed and confiscated property. These auctions are held every six months, this particular one bringing in \$4,200. Simpkins, a graduate of the Reppert School of Auctioneering, also serves on the Cincinnati Police Force.

Know Your Director



W. CRAIG LAWING

Craig Lawing associated himself with his father in the Real Estate business upon his return to civilian life, from the Air Force, in 1946, and opened a general insurance agency in 1949. Having been interested in the auction business since childhood he attended the Reper School of Auctioneering in the summer of 1958.

His initial beginning in the auction business was a consignment auction of merchandise which he operated for two years. After this public exposure, Craig started conducting auctions for individuals. Things were slow in the beginning but one sale would lead to another and over the years he has had some real good sales but Craig freely admits that he has had some that were "stinkers".

The Lawing auction firm has not specialized in any particular line of auctioneering. They sell real estate and are the selling agents for the city of Charlotte, N. C. (largest city in the two Carolinas). These sales consist of items declared as surplus such as cars, garbage trucks, tractors, other trucks used by the city and other items. They conduct similar auctions for Mecklenburg County.

Lawings are the selling agents for the public administrator, several banks in the area, attorneys, in some instances sheriff's sales and private administrat-

ors. Bankruptcy auctions constitute a good share of their auctions.

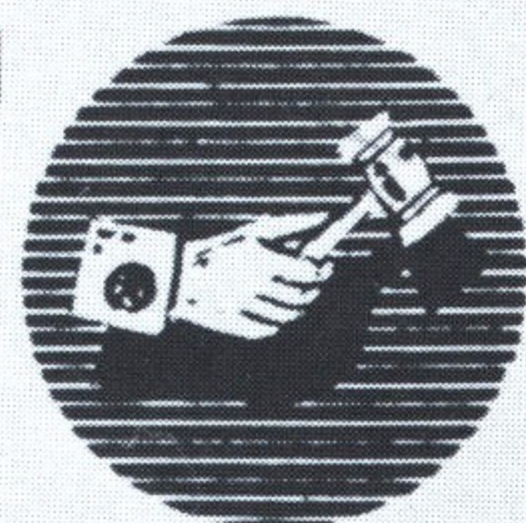
At the age of 26, Craig was elected to the Board of County Commissioners, the youngest man ever elected to that office in North Carolina. He served in this office for five years and was Vice-Chairman two years. In 1970, he was elected to the North Carolina House of Representatives and last spring, with 22 candidates in the Democratic Primary, he led his closest challenger by 6,000 votes.

He is a charter member of the Paw Creek American Legion Post and has served in every office including two terms as commander. He is also a charter member of Voiture 1400 of the Forty and Eight, a 32nd degree Mason and a member of Oasis Temple as well as a Shriner.

Craig has served his church in every capacity including two terms as Chairman of the Official Board, is a Certified Lay Speaker in the Western North Carolina Conference of the Methodist Church and has taught adult Sunday

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His hobbies are many and varied. He hunts rabbits, keeps from eight to twelve registered beagles, raises pea fowls and horses. (His daughter, Sally, shows horses). He fishes, shoots skeet and trap and is interested in purple martins. Some five years ago he started selling the "Auctioneer" hat and has sold some 5,000 hats to members of the NAA. For a time he distributed blazers but due to shipping uncertainties this line has been dropped. In addition to hats, he now sells the Auctioneer Patch and tie tacks. This business is strictly a hobby.

Craig was instrumental in organizing the Auctioneers Association of North Carolina and served as President the first three years. He has served in most every capacity since. He was elected to the NAA Board of Directors in Roanoke, in 1969, completing his three year term this past July. He headed several NAA Committees.

He is associated in the auction business with his brother and wife as well as his own wife, Jane, and his two daughters.



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BY BERNARD HART



July 19-20-21, 1972 — National Auctioneers Association Convention, St. Petersburg Hilton Hotel, St. Petersburg, Florida.

The above notation should be written on the calendar of every auctioneer in America. Ladies, you do the same. We are planning another great convention, one you can't afford to miss. And speaking of "afford" strictly from the dollar view, we have taken care of that part too.

It was impossible to secure hotel accommodations in the immediate Disney-World area at rates that would appeal to the bulk of our membership. Still smarting from the "peeling" we received at the Fairmont Hotel, in Dallas, made us fully aware of the importance of this item.

The St. Petersburg Hilton has extended special room rates to members and guests of the National Auctioneers Association of \$16.00 per room, per day, single occupancy, and \$22.00 per room, per day, double occupancy. These special rates will be in effect two days prior and two days after our official convention dates based upon room availability.

This will enable our people to visit DisneyWorld without changing hotels. There are daily tours, by bus, from the Hotel and it is a reasonably short drive if you take your own car. So now we have it all, a convention in a good Hotel away from the confusion of thousands of vacationing visitors yet close enough for our own people to enjoy DisneyWorld either preceding or following our own important dates. And the prices are competitive with first class hotels throughout the country. Also, you will be in the downtown area where you will have easy access to other rooming and eating establishments.

Mark the dates, start making plans and we'll be telling you more about our 1973 Convention Site in the January issue.

Clyde Russell, Caledonia, Mich., is another one of our members who sells an above average number of benefit auc-

tions during the year. One of his larger ones was for the "Bonnie Blue Belles Auxiliary" who were raising \$10,000 to send their baton corps to The Netherlands. Many autographed books and pictures were included in the auction.

Charley Mach, 22 year old NAA member from Yukon, Okla., was the recipient of a nice article in his local newspaper. Charley has proven that the disadvantage of youth in auctioneering can be overcome by practice and hard work. He graduated from Missouri Auction School, in 1967, at the age of 16. A year later he received his High School diploma. Charley kept practicing his drills and maintained his desire to become an auctioneer. He got his first sale in 1971. Although it wasn't large, it opened the door for new opportunities. In the six months that followed he had four successful farm sales. The past year has been very rewarding for Charley and at only 22, he is getting well established as an auctioneer in the Yukon area.

We don't know how the situation will be when you receive this issue but right now, as I am writing this copy, we still have room for more registrants at our Real Estate Seminar, in January. This project could well be an important one for you. Our early registrants include some of the country's most successful real estate auctioneers. Which again proves that success and never ending preparation go hand in hand.

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POPULARITY

Richard was complaining about his date last night: "The minute we got to her apartment, the phone started to ring and we didn't have a moment's peace."

"Come on now," said his friend, "you have to expect that a beautiful young girl has her phone listed in the phone book."

"Yeah—but in the yellow pages?"

APPOINTMENT

The purchasing agent died and went to his eternal resting place. When he arrived in the other world he was greeted by a salesman who used to visit him on earth.

"Hello, George," greeted the salesman. "I'm here for the appointment."

"What appointment?" barked the purchasing agent.

"Don't you remember?" asked the salesman. "Everytime I used to try to see you at your office, you'd tell me that you'd see me here first."

SPEAKERS

"How'd you like the last speaker?" asked the conventioneer at the conclusion of the day's sessions.

"Frankly," said the fellow meeting attendee, "I liked the first speaker better."

"Why is that?"

"It's the words they use. The first speaker says, 'In conclusion,' and he concludes. The last speaker says 'Lastly,' and he lasts and lasts and lasts."

PSYCHIATRY

As her husband's ideas became stranger and stranger, the wife sought the help of a psychiatrist. She explained all the wild ideas her husband had and confided, "I've been afraid to go to sleep at night for two weeks. He thinks he is Henry the Eighth."

The psychiatrist, who had had a tiring day, said wearily, "I don't think that is too serious."

"You would," snapped the woman, "if he thought you were Anne Boleyn."

DOUBLE OCCUPANCY

The convention delegate arrived at the lobby of the plush resort hotel, spotted a luscious blonde, and engaged her in conversation. Fifteen minutes later he was registering at the hotel desk as Mr. and Mrs. Henry Burton.

Three days later his convention smile quickly disappeared as he inspected his hotel bill. "Three hundred dollars!" he repeated incredulously, "Why, I've only been here three nights!"

"I know," replied the clerk, "but your wife has been here for two weeks."

DEPENDENTS

Filling out a personnel form, a soldier answered "no" to the question as to whether he had any dependents.

"You're married, aren't you?" asked the officer. "Yes, sir," the soldier replied, "but she ain't dependable."

The Internal Revenue Service is proud of its efforts in eliminating 583 forms or form letters during 1971. THIS NOW LEAVES ONLY 13,744!

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362nd Benefit Auction

Col. John R. Fishdick, Eagle River, Wisconsin, known as "Mr. Benefit Auctioneer" is back in New Mexico after a four year absence. He again conducted a Benefit auction for the Woman's Club of Carlsbad, New Mexico — an overflow crowd was in attendance with a gross sale of over \$2,000 in less than three (3) hours selling time. Everything went from appliances to uncirculated silver coins. A special section of the auction was for the youngsters — this was Col. Fishdick's 362nd benefit auction in which he has donated his services.

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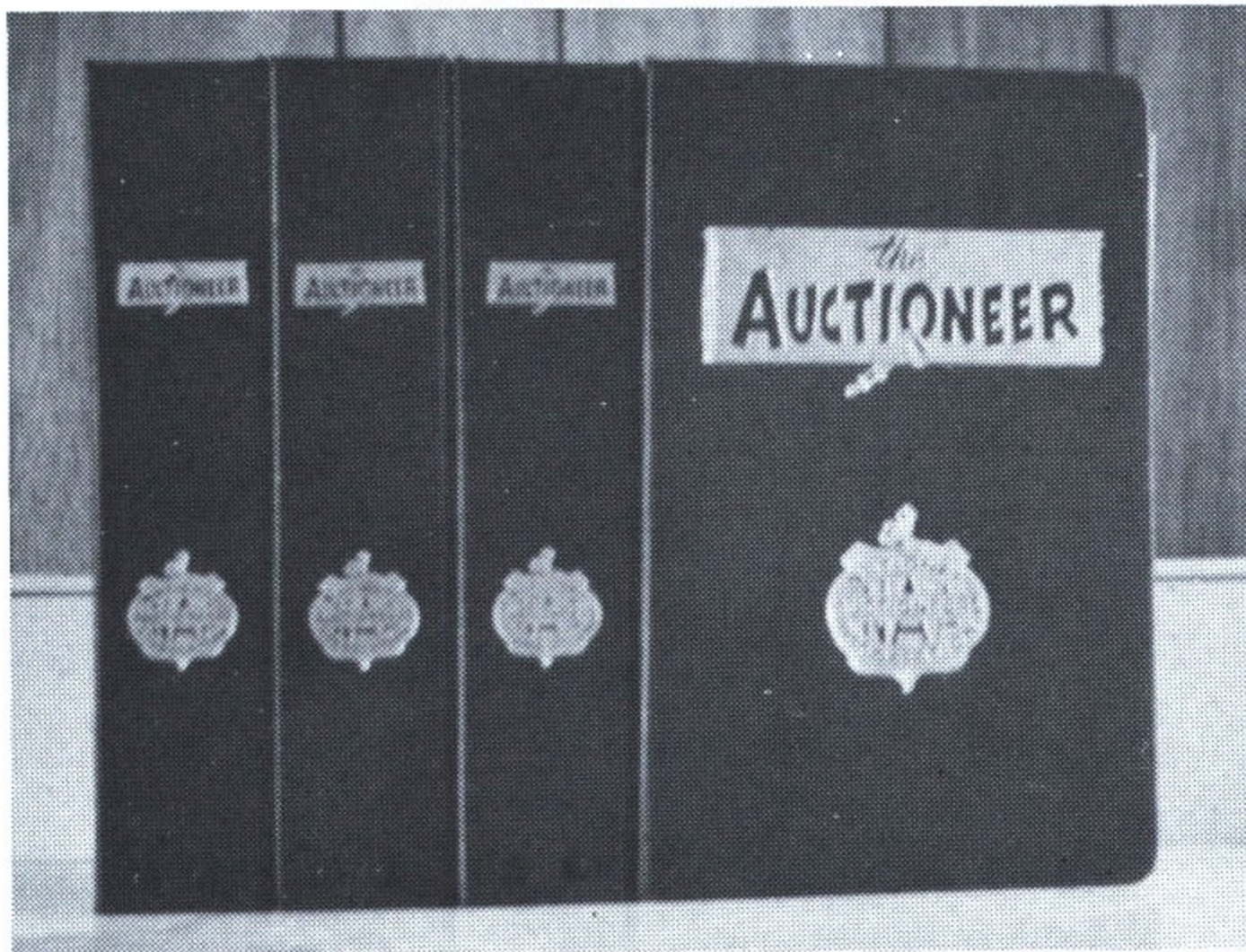
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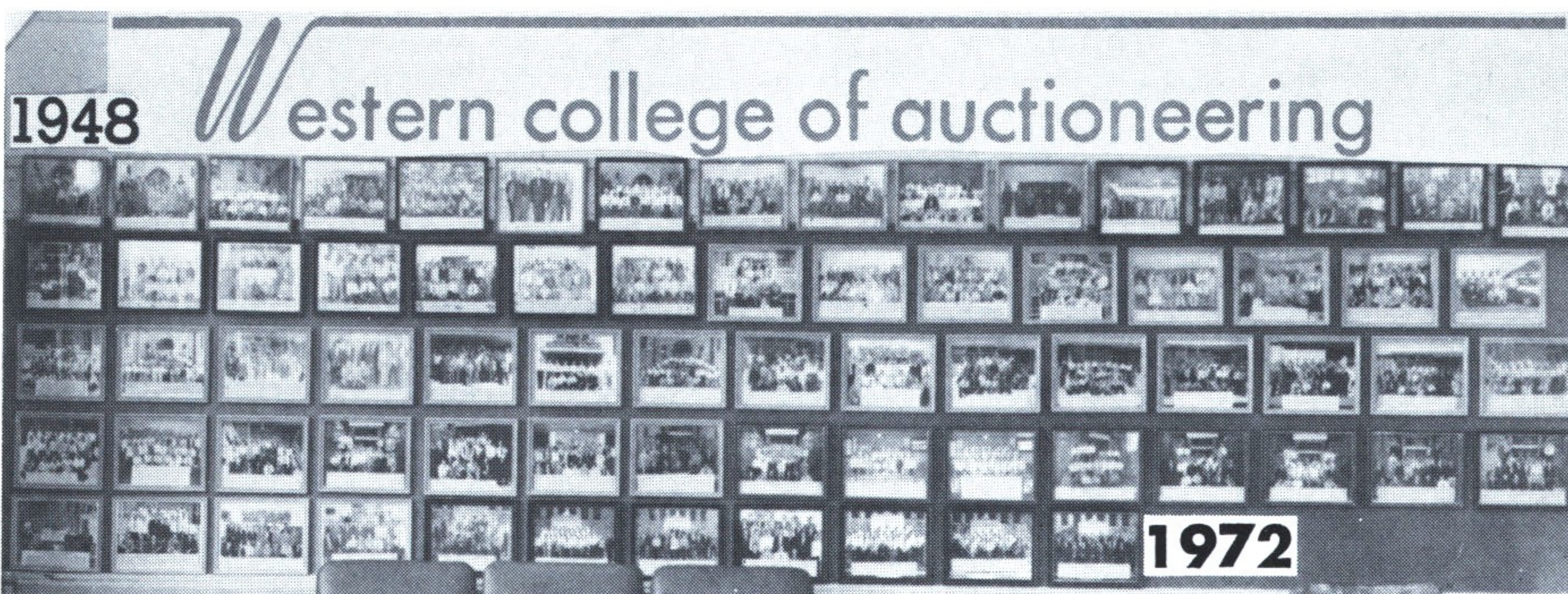
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Original and 2 copies on NCR paper (makes its own carbon copies) 8½x11" sheets perforated to make 12 tickets 1¾x4½". This is an extremely fast, easy, and accurate combination clerking and cashiering form. At the moment of the sale the clerk writes the item sold, the buyer, and the price. The clerk writes only these 3 words and the cashier never writes, rewrites, or copies a word. The buyer receives one copy as a paid receipt, and the seller and auctioneer each keep one. There is not duplication or posting errors. This one form replaces both the standard clerking sheets and cashiers statement. You'll like these.

9,000 Tickets (1/3 White, Pink & Card) . . . \$17.50
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STANDARD CLERKING SHEETS . . . Form No. CLS-2
8½x11", 50 sheets per pad. Has column for lot number, description of item, quantity, purchase price, etc.
\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

STANDARD CASHIER'S STATEMENT . . Form No. CAS-1.
2 part, original for auctioneer and copy for buyer, 50 sets per pad, 5½x8½".
\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

EQUIPMENT AUCTION TAGS . . . Form No. EAT-59
3 part perforated tag with hole on top. Space to mark lot number on all 3 sections. 2½x5".
1,000 Tags \$9.75 5,000 Tags \$42.50

WIRES FOR EQUIPMENT AUCTION TAGS, 12" long.
1,000 Wires \$5.00 5,000 Wires \$22.50

BUYER CARDS . . . Form No. BC-70
For buyer's number and purchase notes. 3¼x7½" (fits in buyer's shirt pocket).
1,000 Cards \$7.50 2,500 \$17.50 5,000 \$32.50

FINAL SETTLEMENT FORMS . . . Form FS-69
8½x11", 50 sheets per pad. Space provided for total gross proceeds of sale less expenses and commissions to be paid by seller. Seller signs that he received net proceeds and guarantees to provide merchantable title to all items sold and deliver title to purchasers. Auctioneer keeps original and seller keeps the copy.
\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

BUYER'S REGISTRATION FORM . . . Form No. BR-69
8½x11", 50 sheets per pad. Space for buyer's number, name, address, phone number and other information.
\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

CONSIGNMENT CHECK-IN FORM . . . Form No. CC1-69.
8½x11", 50 sheets per pad. Original for auctioneer, copy for consignor. Space for seller's name, address, phone, date, lot number, description of items, sale price, sale commission or expense and consignor's net payment. Auctioneer signs that he received the items listed and seller signs that he has good title to all items and the right to sell. Auctioneer keeps the original and second copy and seller keeps a copy. Consignor receives second copy from auctioneer with his payment check. Space to list a number of items on each form.
\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

PERSONAL PROPERTY AUCTION CONTRACT . . . Form No. PPC-69
8½x11", 50 sheets per pad. Space provided for general or detailed listing of items to be sold, sale date, time, location, expenses to be paid by seller, and other terms and conditions of sale. Seller signs that he has good title to all items and the right to sell and will have everything ready and available by Sale time. Original to auctioneer and copy to seller.
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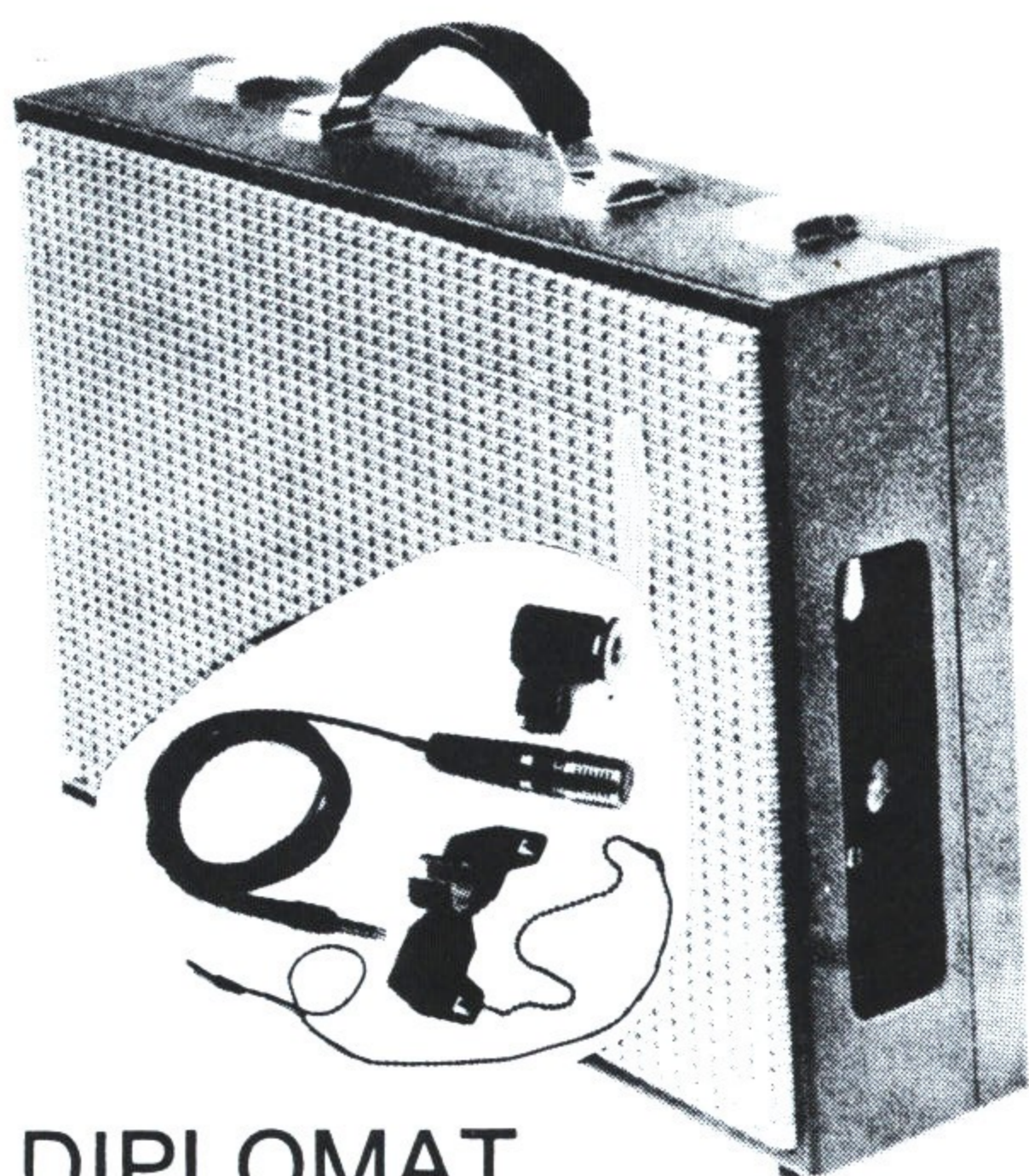
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Specifications

Amplifier: 25 watt EIA rating (40 watt peak), push-pull all-transistor design. (Available separately as Model S-702). Amplifier can be readily removed from the case where remote amplification is desired.

Microphone: Low impedance dynamic cardioid with 10-ft. cable, lavalier cord to wear around neck, desk stand. May be located hundreds of feet from speaker unit.

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Outputs: For auxiliary speaker, tape recorder.

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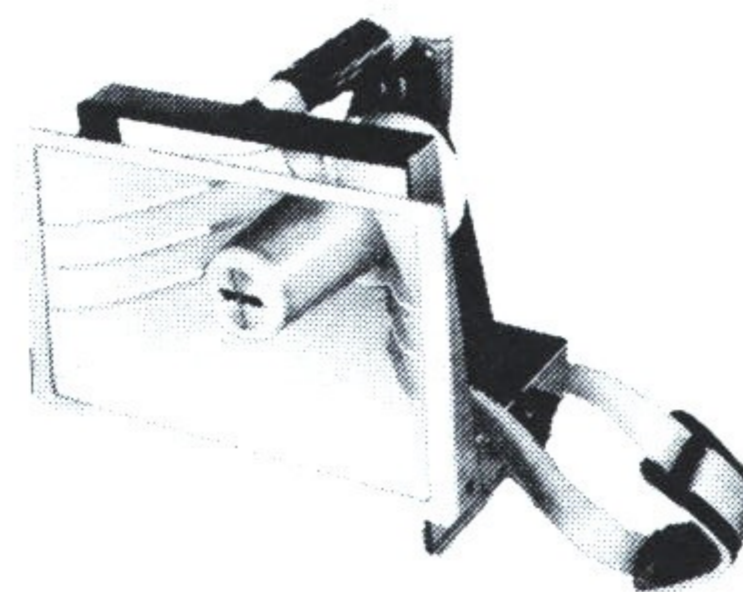
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