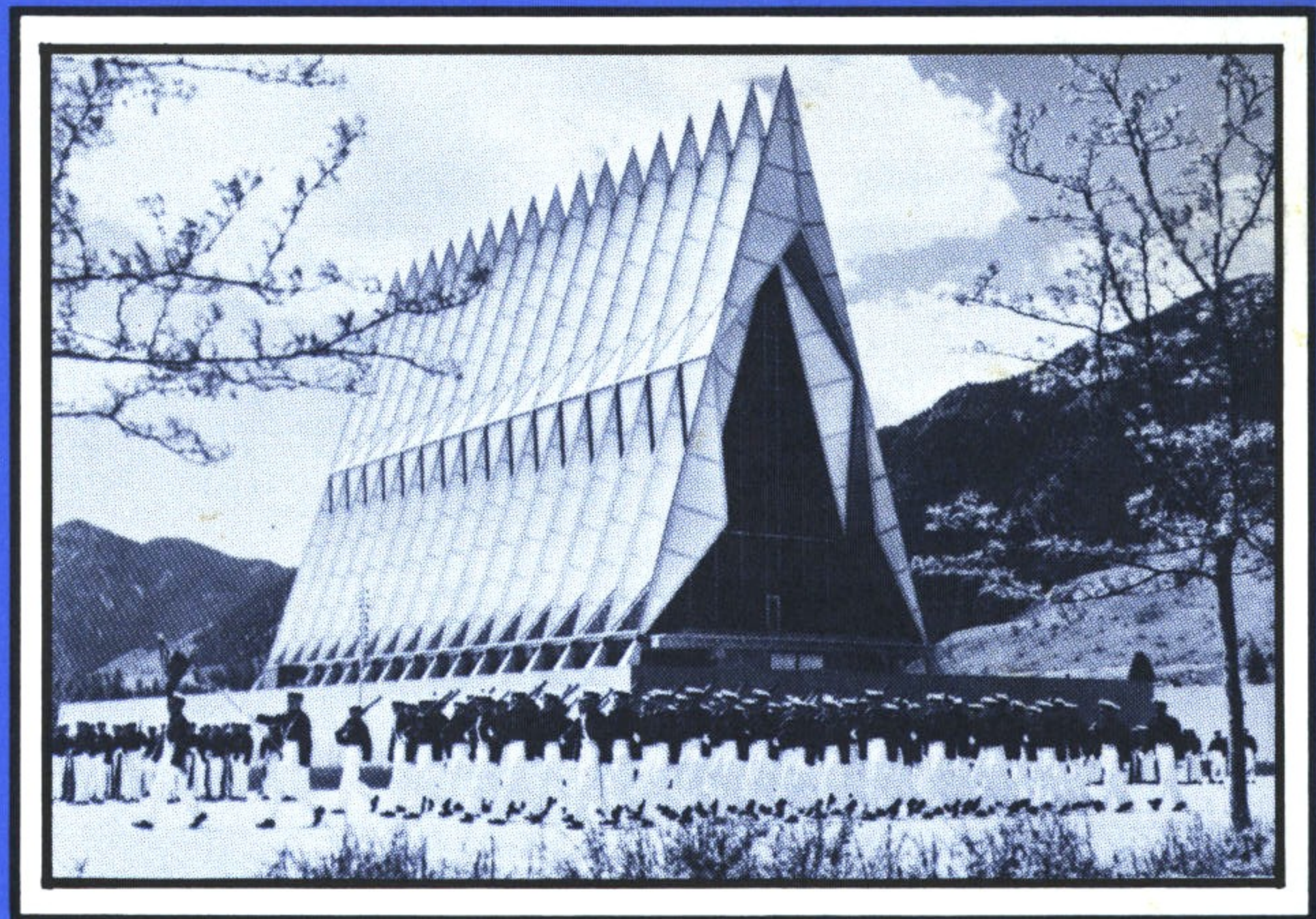


# THE AUCTIONEER

The Magazine of the National Auctioneers Association • May, 1979



1979 Denver NAA Convention — See You There!

Denver Hilton Hotel — July 11-14, 1979





Stetson "Wisp"



Auctioneer Hat

## Demand for Stetson Hats Good!

Now that the new year is here, please allow me this opportunity to apologize to those of you that I was late sending merchandise to. I had all sorts of complications but, by and large we have worked out all the kinks. We are still having trouble getting our new hat "Wisp" delivered. Stetson tells me they have over 30,000 back ordered. We will ship as soon as they arrive.

We have a complete line of sizes and brim widths on the Silver Belly Felt "Auctioneer" hats — 2 1/8", 2 3/8" and 2 5/8", as well as the summer Milan straw hats. We will also have the white Panama by spring — in plenty of time for summer wear.

Our London Fog-type jackets with emblems are still moving good with small, medium, large and extra large sizes with most of the colors in stock.

Our sterling silver and gold plated tie tacs as well as the 14K solid gold tie tacs with sparkling diamonds and man-made stones made in the form of an auctioneers gavel makes a good birthday or anniversary gift. Listed below is what we now have in stock, ready to ship.

Felt Silver Belly Hats .....	\$27.50
White Panama .....	19.95
Milan Straw (light tan) .....	16.95
London Fog-type Jackets with NAA Emblem (assorted colors) .....	21.00
WISP (Western Hat) .....	37.00
4-Color NAA Emblem .....	3.00
S. S. Gold Plated Tie Tack with .50 man-made diamond .....	50.00
S. S. Gold Plated Tie Tack without man-made diamond .....	30.00
T-shirts with your name & NAA emblem .....	\$45 Doz.; 2-Doz. minimum
Deer and Pig Skin Gloves .....	\$16.00 and \$18.00

Plus — 4% Sales Tax

**Col. W. Craig Lawing**

**Tel.: Office: 704 399-6372; Home: 704 399-3260**  
**5521 Belhaven Blvd., Charlotte, NC 28216**

# Results!

## That's why auctioneers ran 2,196 ads in the Chicago Tribune last year

Auction advertisers know Tribune advertising pays off. No wonder they placed 2,196 ads in the Tribune last year—over 254,000 lines. Of all auction/bid advertising placed in Chicago metropolitan papers, 81.9% ran in the Tribune!

Every Sunday, the Chicago Tribune presents more than 2.6 million readers with the biggest auction mart in Mid-America—and one of the most powerful in the entire nation.

Sunday Tribune circulation is the fourth largest

in the U.S.—1,139,074—with 156,747 of it outside the immediate Chicago area.

Our readers respond, wherever they may be. For more information, call Mary Beth Howard at (312) 222-4493 or Charles Shanley at (312) 222-4042.

Order deadline: Wednesday, 3 p.m.

Sources: The Scarborough Report, Sunday single issue, Chicago, 1978. Chicago Newspaper Classified Advertising Ads and Lines Report, 1978. ABC Publisher's Statement, 6-month period ending 9/30/78.

Turn to the  
**Chicago Tribune**







## **Excitement and Enthusiasm Displayed By NAA Members at Educational Programs**

Interest in the NAA's educational programs is at its peak now and I am very happy with the attendance at our NAA sponsored programs — the Las Vegas and Nashville Seminars and the Certified Auctioneers Institute.

It was a pleasure to see so many interested auctioneers and their wives and guests at the two NAA Seminars. Pat and I were pleased to be in attendance at both, even though in Las Vegas we did not attend the entire session as we did in Nashville.

There are many benefits derived by auctioneers at our educational programs. The expertise and experiences offered by the instructors is a major benefit, while the personal conversations with the instructors and registrants during the free periods provides us with benefit bonuses.

In my March article, I offered thanks to the instructors of the two seminars. One instructor's name was unintentionally omitted and I do want to offer my apology now to Dean Parker who was the instructor for the Livestock Seminars session. Dean did an excellent job for the NAA in his presentation and I want everyone to know that we do appreciate his efforts.

At the beginning of April, I visited the Certified Auctioneers Institute in Bloomington, Indiana, and again, it is obvious that auctioneers are excited with the opportunity to learn more about the business world, in addition to hearing from some of the finest auctioneers in the country. Course I was filled; and registrants returning to Courses II and III indicated that the program has continued to improve for the benefits of the auction profession.

It was good to see the enthusiasm and excitement of the registrants in Bloomington for all three courses of the CAI program.

Another opportunity presents itself in July, when the NAA membership, their families and guests, will have the opportunity to meet in Denver for the 1979 Denver NAA Hoedown Convention. An excellent program has been approved by the NAA board of directors and Convention Chairman C. E. "Chuck" Cumberlin and his hosts of the Colorado Auctioneers Association are looking forward to being hosts to many NAA families.

If you have not made hotel reservations, do so immediately — use the form in this issue of THE AUCTIONEER magazine to make your hotel reserva-

tions with the Denver Hilton Hotel.

I urge you to send your Convention Registrations to the NAA Office soon as we want to be prepared for every NAA member, family and their guests well in advance of the convention.

Look over the brief program summary (also in this issue) and determine when you will arrive in Denver; make your hotel reservations to accommodate the nights you will stay at the Denver Hilton Hotel; complete your Convention Registration form and send it to the NAA Office; and look over the Pre-Convention Tours, which will be hosted by the Colorado Auctioneers Association and send your Tours Registration to the NAA Office.

My year as President is coming to a close — only two more issues of THE AUCTIONEER magazine in which to offer all of you my thanks for your support and courtesies. Pat and I have traveled far; attended many State Association conventions and meetings; and wherever we've been, we have seen the enthusiasm and excitement for the auction method of selling real and personal property.

The general public is also excited about our method of marketing real and personal property. It is up to the auctioneers to offer service to the public, which will enhance our business and create a favorable and respectable image for the auction profession.

Unfortunately, some of the auctioneers are creating an unfavorable image for the profession and the National Auctioneers Association. Recently I sold merchandise to an NAA member at one of my auctions and to date, I cannot collect on his check. He does not have enough funds to cover the check.

Not only does he promote the auction profession on his check, but the NAA emblem is displayed on his checks also and other people, who have been paid by him, are having the same problems collecting.

For every 20 to 25 outstanding services provided by the NAA auctioneer, one unfavorable episode, such as the bad check, can tear down our respectability. We need to make sure we uphold the Code of Ethics whenever and wherever we work with the public.

The NAA has grown in recent years and we will

**Continued on page 6**



# THE AUCTIONEER

MAY, 1979

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

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

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

Single copies: \$1.00 each. Annual subscription rate \$7.50.

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

Harvey L. McCray, Editor and Executive Director  
Gary Carmichael, Director of Association Services  
Mrs. Cheryl Griffith, Office Secretary  
Mrs. Helen Witters, Office Secretary  
Mrs. Kim Cunningham, Office Secretary

## 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 of the month of August, the month in which a magazine 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 .....	\$125.00	\$120.00	\$115.00
Half Page .....	62.50	60.00	57.50
Quarter Page .....	31.25	30.00	28.75

Column Inch: \$7.00 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:** Submit payment in advance (with copy) before advertising will be accepted.

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 6.). 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 consultation with editor, second, or issue color.

Dimensions for ad space: Full page — 7¼ by 9½ inches; Half page — 7¼ by 4¾ inches; Quarter page — 3½ by 4¾ inches or 7¼ by 2¼ inches.

6. **ISSUE AND CLOSING DATES:** Published monthly with the exception that an August issue is not published (11 issues annually). Issued on the first of the publication month. Deadline for ad copy is the 10th of the month preceding publication date.

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

## NAA Meetings Schedule

Scheduling has been approved by the NAA board of directors and the following NAA Conventions have been announced by the board for future years.

### NAA Convention Sites

- 1979 — Denver Hilton Hotel, July 11-14, Denver, Colorado  
1980 — Opryland Hotel, July 30-August 2, Nashville, Tennessee  
1981 — Las Vegas Hilton Hotel, July 29-August 1, Las Vegas, Nevada  
1982 — Hilton Hotel, July 28-31, Atlanta, Georgia

## National Auctioneers Association

### 1978-79 Officers

President — Harvey C. Lambright, 112 N. Detroit Street, LaGrange, Indiana 46761. Bus. Phone: 219 463-2012  
1st Vice President — Charles E. "Chuck" Cumberlin, P.O. Box 248, Brush, Colorado 80723. Bus. Phone: 303 842-2822  
2nd Vice President — Archie D. Moody, P.O. Box 795, Darlington, South Carolina 29532. Bus. Phone: 803 393-0431  
Executive Director — Harvey L. McCray, 135 Lakewood Drive, Lincoln, Nebraska 68510. Bus. Phone: 402 489-9356  
Treasurer — Dean W. Fleming, Atkinson, Nebraska 68713. Bus. Phone: 402 925-2801

### Directors

#### Terms Expiring 1981

Martin E. Higgenbotham, 1702 Edgewood Drive, Lakeland, Florida 33803. Bus. Phone: 813 688-6094  
Frank E. Bass, 501 1st Avenue South, Lewistown, Montana 59457. Bus. Phone: 406 538-8709  
James W. Heike, 104 W. Main St., Mondovi, Wisconsin 54755. Bus. Phone: 715 926-5340  
H. Layton Laws, Jr., P.O. Box 675, Manassas, Virginia 22110. Bus. Phone: 703 361-3148  
Robert E. Musser, RFD 1 Box 1900, Cody, Wyoming 82414. Bus. Phone: 307 587-2131

#### Terms Expiring 1980

Lyle H. Erickson, Box 239, Cresco, Iowa 52136. Bus. Phone: 319 547-3700  
Herbert A. Bambeck, Route 1, Box 392, Dover, Ohio 44622. Bus. Phone: 216 343-1437  
William L. Gaule, 909 W. Walnut, Chatham, Illinois 62629. Bus. Phone: 217 483-2484  
Rex B. Newcom, Box 458, Whitewater, Kansas 67154. Bus. Phone: 316 799-2278  
William J. "Bill" Wade, Route 2, Box 302, McKinney, Texas 75069. Bus. Phone: 214 424-2602

#### Terms Expiring 1979

C. P. "Terry" Dunning, P.O. Box 866, Elgin, Illinois 60120. Bus. Phone: 312 741-3483  
Wayne Ediger, 131 Hillcrest Dr., Belle Plaine, Minnesota 56011. Bus. Phone: 612 873-2292  
William J. Josko, 3482 Post Road, Southport, Connecticut 06490. Bus. Phone: 203 255-1441  
Forrest A. Mendenhall, Route 5, High Point, North Carolina 27263. Bus. Phone: 919 887-1165  
Hubert D. Songer, 1602 Jones Blvd., Murfreesboro, Tennessee 37130. Bus. Phone: 615 896-4067



## Advance Registrations Needed If NAA Members Wish to Obtain \$40 Convention Registration Fee

The 1979 Denver NAA Convention will be held earlier in July than normal and it is necessary that NAA members submit their Advance Registration forms and fees to arrive at the NAA Office before July 1, 1979.

The reduced registration fee (Regular Registration fee is \$50 for those who do not submit fees and registration form prior to July 1, 1979) will be offered only to those who meet the July 1 deadline date.

NAA members, their wives and families have accepted the Convention Advance Registration program quite well — it was initiated at the 1976 St. Louis Convention. Not only does it offer the NAA convention staff the information it needs to prepare for the large number of registrants, but it also eliminates registrants standing in long lines to register. Advance Registration packets will be prepared in advance and all a registrant needs to do is show his confirmation card, pick up his packet and then enjoy the time to meet and greet fellow auctioneers and their families.

The 1979 Denver NAA Convention has been planned to offer family entertainment and auction education. Vacationers can enjoy the sights of Colorado, which is unsurpassed by any other state, before and after the NAA Convention. Here is a brief sampling of the Convention events:

- **Tuesday, July 10** — Beat the President's Golf Tournament; Colorado Auctioneers Association sponsored TOUR A to Denver Mountain Parks and

TOUR B to Greeley and Monfort livestock operation.

- **Wednesday, July 11** — Colorado Hosts' TOUR C (Air Force Academy, Garden of the Gods, Broadmoor area and Colorado Springs) and TOUR D (Central City Circle Tour), plus the opening convention, evening event, the NAA Colorado Hoedown.
- **Thursday, July 12** — State Officers' Breakfast and Workshop, other morning workshops; the 1979 NAA Convention Kickoff Luncheon; and the totally revised and revitalized NAA Fun Auction (evening).
- **Friday, July 13** — Workshops begin the day; the Ladies Auxiliary meeting and luncheon; the Auctioneers Awards Luncheon; and a Chuck Wagon dinner and western entertainment.
- **Saturday, July 14** — Workshops begin the day; the Annual Meeting of the NAA in the morning, in addition to the election of officers and directors and the general business of the organization, plus auction discussions; and to wind up the convention, the President's Banquet and Ball!

The convention will be filled with information, excitement, fellowship and entertainment. Make your vacation plans now (actually, the NAA conventions can be considered as part of your business' activities, due to the many workshops available during the session); **reserve your room (make early reservation and hold them unless you definitely have to cancel — the NAA hotel rooms' commitment will be released on June 15 if all of the rooms have not been asked for by NAA members)**; and register early so that plans can be made to reserve your spot at the 1979 NAA Colorado Hoedown — July 10 thru 14, 1979 — The Denver Hilton Hotel, Denver, Colorado!

## **Western** college of auctioneering 1948-1978 — 30 Years

Learn to Be — One of the most respected and successful individuals in your community.

We can start you in a profession which is honorable, pleasurable and most rewarding financially. We have been doing same since 1948. Ask your successful auctioneer — he has been there!

*We Stress Quality — Not Quantity!*

*Smaller Classes — Large Results!*

**WRITE:** **Western**  
college of auctioneering

Box 1458, Billings, MT 59103

Phone: 406 252-2565

## Reserve Your Hotel Room Now; Use the Hotel Reservation Form

Hotel reservations for the NAA Convention must be made by the individual NAA member — use the Convention Rate reservation form in this issue of THE AUCTIONEER magazine. It also is important that the NAA member protect the reservations for the nights needed and it is important that everyone knows on which nights the rooms are needed.

To help the NAA member determine when he or she is to arrive in Denver, a summary of activities follows, which will offer information about the pre-convention tours and the convention schedule. Most NAA members will wish to depart from the hotel on Sunday, July 15 as the President's Banquet and Ball will end on Saturday, July 14 at approximately 12:00 midnight.

Hotel reservations and NAA Convention Advance Registrations now are being accepted from NAA Members who will "head for Denver" for the 1979 Denver NAA Convention — July 11-14, 1979.

The official dates for the convention are July 11-14, 1979, but many NAA members, their families and guests, may need to reserve their hotel rooms earlier in order to participate in some of the "Pre-Convention Activities".



It is important that hotel rooms be reserved well in advance if accommodations will be protected for the many NAA families who will attend the convention. The hotel "room release date" is three weeks in advance of the convention and if your reservation has not been made prior to June 20, 1979, a room may be hard to get after that date.

## Enthusiasm at Educational Meetings

Continued from page 3

continue to grow if the membership will police its own activities to the best of our abilities. Remember, the manner in which you represent yourselves, as NAA members, is the manner in which the public will accept our profession as a viable and preferred manner of selling real and personal property.

I look forward to personally greeting many, many NAA members, wives, families and guests in Denver at the Denver Hilton Hotel on July 11-14, 1979 for the NAA Hoedown Convention.

Don't miss out on the fun and fellowship and more importantly, don't miss out on the educational opportunities, to be presented at the 12 workshops, which have been scheduled during the convention. Additional presentations will be made throughout the convention and I hope you will be there to share these experiences with me.

Spring has finally arrived; the auction business is good for many of us; and I wish you all much success!

Harvey C. Lambright, President  
National Auctioneers Association

## Beg Your Pardon . . .

*Apologies now are being registered by the NAA Office staff to NAA President Harvey C. Lambright and NAA Seminars Instructor Dean Parker for having omitted Dean's name from the president's article in the last issue of THE AUCTIONEER magazine.*

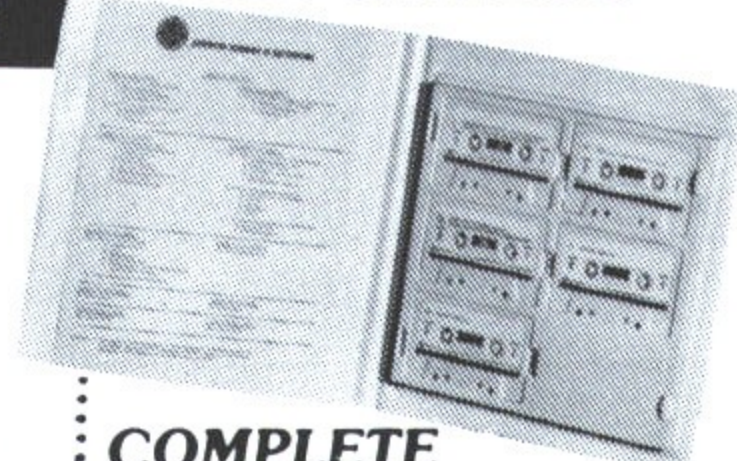
*The omission was purely unintentional and caused by a proofreading error when the magazine was printed. Dean Parker's name was not included in the list of instructors, who were recognized by President Lambright. Dean, as did the other Seminars instructors, made an excellent presentation on Livestock during both the Las Vegas and Nashville Seminars.*

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**Complete cassette home study.**  
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American Academy of Auctioneers  
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FREE CATALOG



COMPLETE  
COURSE \$49.95

## About the Cover . . .

Denver, Colorado and the Denver Hilton Hotel has been selected as the headquarters city and hotel respectively for the 1979 NAA Convention. Reservations now are being received by the Denver Hilton Hotel from many NAA members and their families and/or guests. The NAA Office is receiving registrations daily as a large crowd is expected to attend the convention.

The convention will begin on Wednesday, July 11, 1979, but the Colorado Auctioneers Association, host association for the convention, have organized tours on Tuesday and Wednesday to exciting places in Colorado. A special "Tour" Reservation form is included in this issue of THE AUCTIONEER magazine.

Photographs on the cover of this issue include (top right) the "Bucking Bronco" and "On the Warpath" statues, reminders of Denver's western frontier heritage. Both stand before the 24-carat, gold domed Colorado State Capitol building in downtown Denver. One of the twenty-four squadrons that comprise the cadet wing, passes before the seventeen spired, glass and aluminum inter-faith chapel at the U.S. Air Force Academy near Colorado Springs — convention registrants who sign up for the Wednesday tour can see this beautiful structure. The lower photograph shows the headquarters of the 1979 Denver NAA Convention — the Denver Hilton Hotel — located in downtown Denver.

## THE PROFESSIONAL AUCTIONEER AND WHAT HE NEEDS TO KNOW

By RUSSELL KRUSE

A book every auctioneer should have in his possession. Prepared for practicing auctioneer and the student or beginning auctioneer.

### CHAPTER HEADINGS

- |   |  |
|---|--|
| 1. Bid Calling                                      | 9. Insurance   |
| 2. Conducting the auction                           | 10. License law — Bonds  |
| 3. Contracts  | 11. Fees — Commission  |
| 4. Sale summary                                     | 12. Appraising   |
| 5. Uniform commercial code and auctioneer liability | 13. Land description and surveys   |
| 6. Reserve bidding                                  | 14. Working together   |
| 7. Advertising                                      | 15. Definition of 276 terms and words every auctioneer should know or have available |
| 8. Ringman  |  |

Price of book \$10.00 (Volume discount available). Being used by several states — auctioneer associations and auction schools. WRITE: Kruse Office: 305 South Union Street, Auburn, Indiana 46706.



# National Auctioneers Association

## 1979 Advance Convention Registration Form

**Advance Registration Deadline June 30, 1979. Any and all Registrations Received After June 30, 1979 Will Be At The \$50 Regular Registration Rate.**

Auctioneer's Name \_\_\_\_\_  
Please Print Last First Middle Initial

Preferred First Name \_\_\_\_\_ Is This Your  
Or Nickname to Appear First NAA  
On Convention Badge \_\_\_\_\_ Convention? Yes \_\_\_\_\_ No \_\_\_\_\_

If Spouse or Guest Registering for the  
Convention Give Full Name to Appear on Badge \_\_\_\_\_

Your Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

**All members of family, guests, etc., should be listed if registering for Convention activities. Name listed will be shown on Name Badge. Name badges will serve as convention meeting permits.**

Children 12 years and younger — Registration Free when accompanied by adult registrant.

**List Name of All Members, Guests, etc., to be included in this registration and give age if 12 years of age or under:**

1. \_\_\_\_\_ 2. \_\_\_\_\_  
3. \_\_\_\_\_ 4. \_\_\_\_\_  
5. \_\_\_\_\_ 6. \_\_\_\_\_

Please indicate total number of registrants in each activity selected and total amount being paid for:

### Registration Fee(s) Enclosed For:

\_\_\_\_\_ Individuals @ \$40 each for Advance Registration (Includes registration fees for badges and program, in addition to Thursday luncheon, Friday night Chuck Wagon dinner and entertainment; and Saturday night Banquet and Ball): TOTAL \$ \_\_\_\_\_

### Special Event(s) Fee(s) Enclosed For:

\_\_\_\_\_ Individuals @ \$8.75 each for AUCTIONEERS' AWARDS Luncheon on Friday, July 13: Total \$ \_\_\_\_\_

\_\_\_\_\_ Individuals @ \$8.75 each for LADIES AUXILIARY Luncheon on Friday, July 13: Total \$ \_\_\_\_\_

**ADD UP TOTAL FOR ALL EVENTS SELECTED ABOVE: TOTAL \$**

**Make check payable to: National Auctioneers Association and send check (TOTAL ADVANCE REGISTRATION PAYMENT) to National Auctioneers Association, 135 Lakewood Drive, Lincoln, NE 68510. NOTE: Advance Registration Fees must be submitted and received at the NAA Office on or before June 30, 1979.**

**This form is for NAA Convention Advance Registration Only. Information and registration for Pre-Convention and Convention Tours and Activities will be published on behalf of the 1979 Colorado Host Association.**

**Room Accommodations will be limited at the Denver Hilton Hotel. Please use the NAA Convention Hotel Reservation Form and reserve your room accommodations' needs IMMEDIATELY! The Hotel Reservation Form is included in this issue of THE AUCTIONEER magazine.**

### 1979-80 Dues Statement • Ladies Auxiliary to the National Auctioneers Association

Yes. I also am enclosing my \$5.00 annual dues (1979-80) to the Ladies Auxiliary to the National Auctioneers Association.

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_



# An ounce of Freedomike™ is worth a pound of P.A.

## Freedomike Wireless Microphones From Lectrosonics

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

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

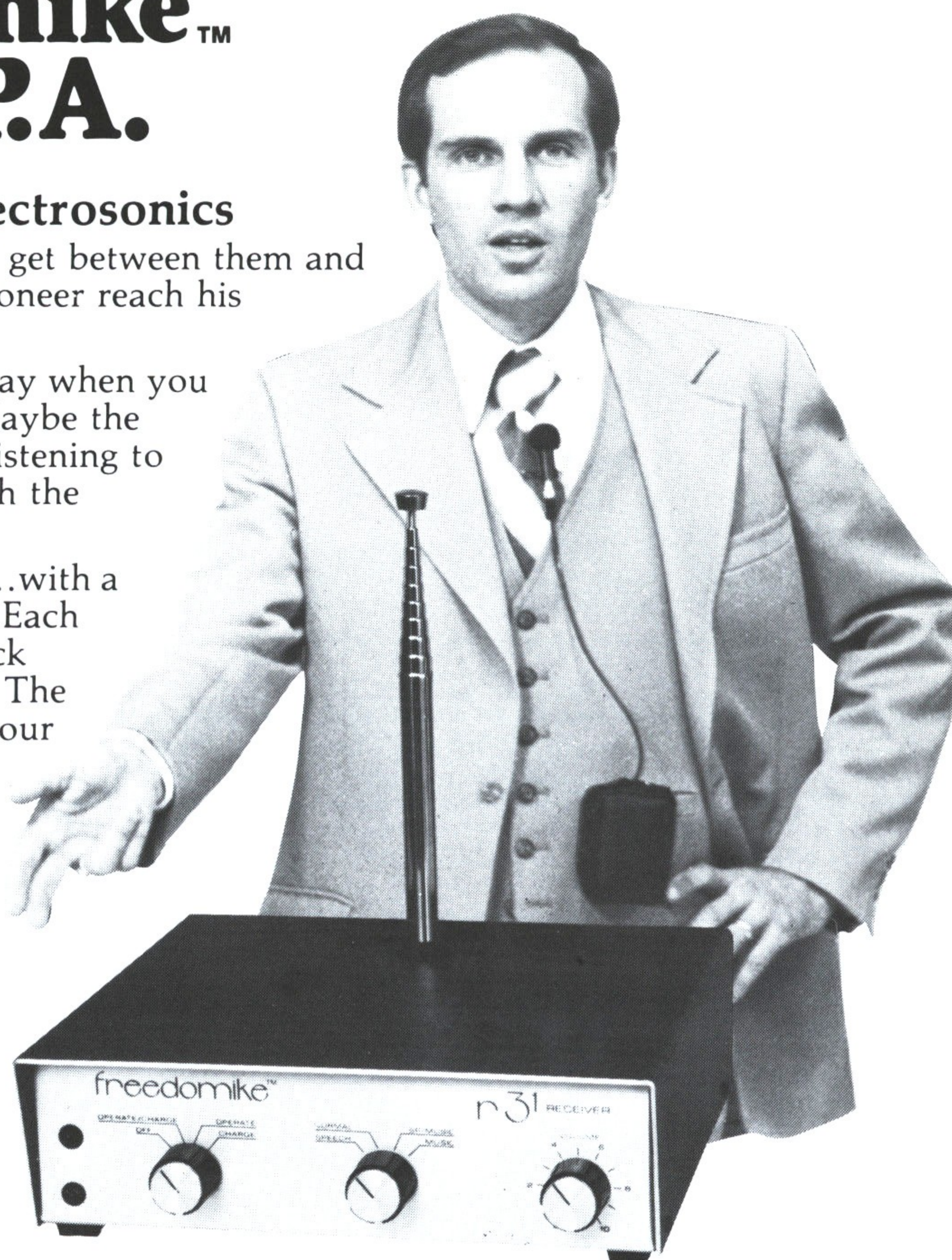
Now you can discover total freedom from your P.A. system...with a Freedomike wireless microphone system from Lectrosonics. Each system consists of a microphone connected to a cigarette-pack size transmitter which sends your voice signal to a receiver. The microphone clips to your tie or shirt. The transmitter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

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

**Freedomike System One** (with tie tack mike)-\$665

**Freedomike System Two**  
(with hand-held mike)-\$685

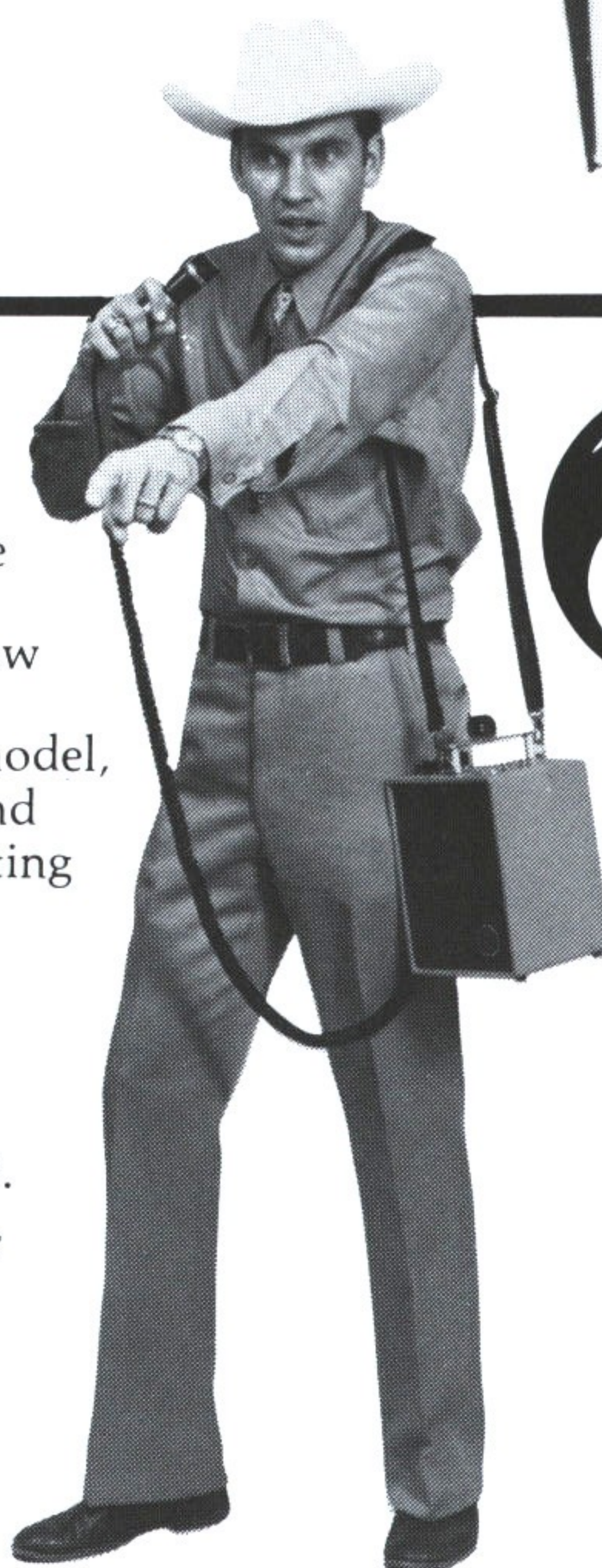
**Freedomike System Three**  
(with both mikes)-\$750



## Voice Projector 18 Ultra Portable P.A.

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

**VP18R Auctioneer**  
Cost-\$295

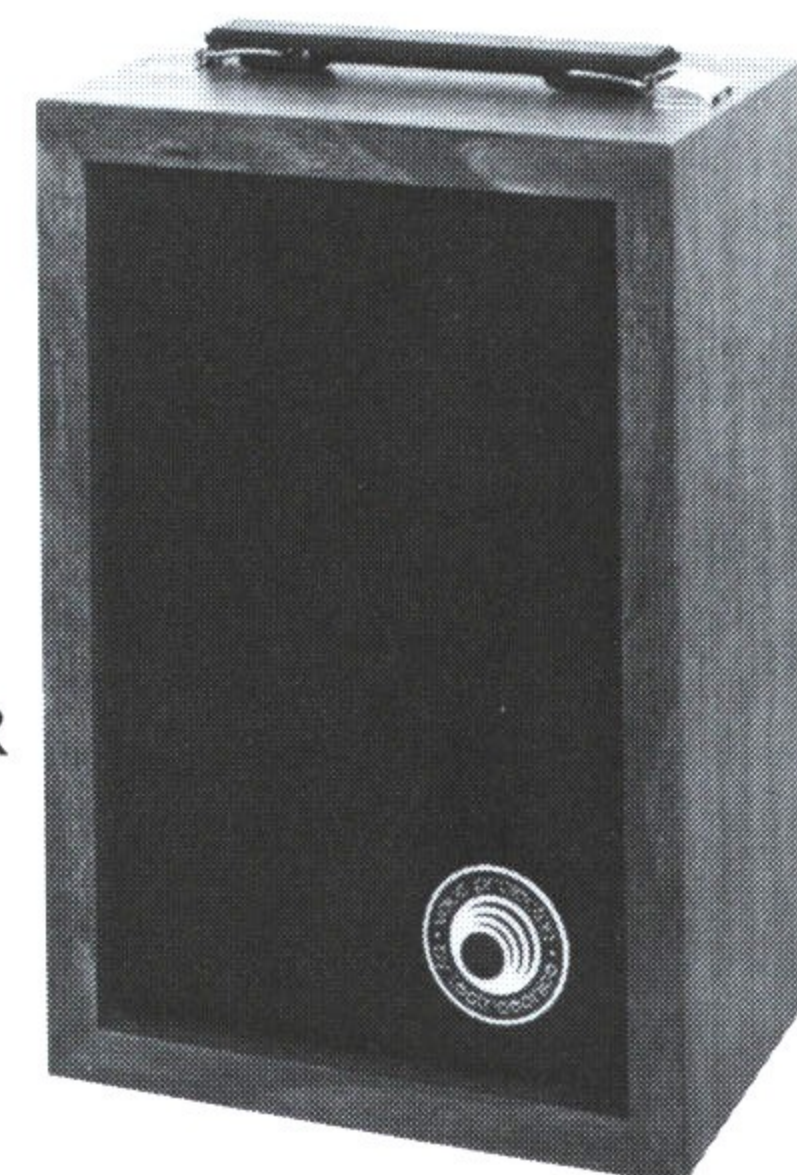


**Lectrosonics, Inc.**  
ALBUQUERQUE, NEW MEXICO, U.S.A.

## Plus Power 48R Amplifier/Speaker

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

**PP48R Auctioneer**  
Cost-\$165



Lectrosonics products for auctioneers are available from:

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Evansville, IN 47711  
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**Don Saltzman**  
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P.O. Box 176  
Hewlett, NY 11577  
516-374-3245



## 1979 Colorado Hoedown Convention

# Tours Registration Form

*This registration form for Host Association Tours Only — Does not pertain to Convention Registration, which is on a separate form.*

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

**Please mark the appropriate box and offer the number in your party for which your tour fees apply:**

### TUESDAY, JULY 10

#### TOUR A — DENVER MOUNTAIN

**PARKS.** A 61-mile trip into the Denver Mountain Parks. Included are Lookout Mountain, the Tomb of Buffalo Bill and the memorial museum, several views into the depths of Clear Creek Canyon thru 10 miles of deeply cut Bear Creek Canyon. A stop is made in beautiful Red Rocks Park, truly a garden of rock formations. Golden, Colorado, territorial capital of Colorado and home of the Colorado School of Mines and Coors Brewery, is viewed from Lariat Trail.

*Bus Departs from Ground Level, Denver Hilton Hotel at 1:00 p.m. NAA Convention Rate: \$6.40 per person (61 miles — approximately 4 hours).*

\_\_\_\_\_ **Persons @ \$6.40 each** ..... \$ \_\_\_\_\_

#### TOUR B — MONFORT CATTLE-

**MENS' DELIGHT.** Go north to Greeley and the Monfort feedlot operation. Visit the Monfort Feedlots Visitor's Center for a film and visual display of modern cattle feeding facilities. View the feedlots from the Observation Tower.

*Bus Departs from Ground Level, Denver Hilton Hotel at 1:00 p.m. NAA Convention Rate: \$5.00 per person (60 miles — approximately 5 hours).*

\_\_\_\_\_ **Persons @ \$5.00 each** ..... \$ \_\_\_\_\_

### WEDNESDAY, JULY 11

#### TOUR C — AIR FORCE ACADEMY.

From Denver to the Air Force Academy. Stop for views of the Chapel. The tour of the Academy site covers about 17 miles through rolling foothills with majestic Rocky Mountains forming a background for the West Point of Air. Out the south entrance, to Garden of the Gods, through Manitou Springs (where buses will stop for lunch — lunch not included in Tour), to Broadmoor area. Return to Denver through Colorado Springs.

*Bus Departs from Ground Level, Denver Hilton Hotel at 9:00 a.m. NAA Convention Rate: \$8.80 per person (150 miles — approximately 6 hours).*

\_\_\_\_\_ **Persons @ \$8.80 each** ..... \$ \_\_\_\_\_

#### TOUR D — CENTRAL CITY TOUR.

A 100-mile scenic trip to Boulder, home of the University of Colorado, then up Boulder Canyon and across the Peak-to-Peak Highway with many majestic views of the Continental Divide, to Central City. Time is available for browsing in Central City, which is an authentic gold mining boom town of the 1860's, rich in color and history. Return to Denver via the scenic Clear Creek Canyon.

*Bus Departs from Ground Level, Denver Hilton Hotel at 1:00 p.m. NAA Convention Rate: \$8.00 per person (100 miles — approximately 5 hours).*

\_\_\_\_\_ **Persons @ \$8.00 each** ..... \$ \_\_\_\_\_

#### **TOTAL FEES INCLUDED ON THIS TOUR REGISTRATION FORM**

\$ \_\_\_\_\_

*NOTE: Listed below are the names of all those who will be on the tour as indicated in the numbers above:*

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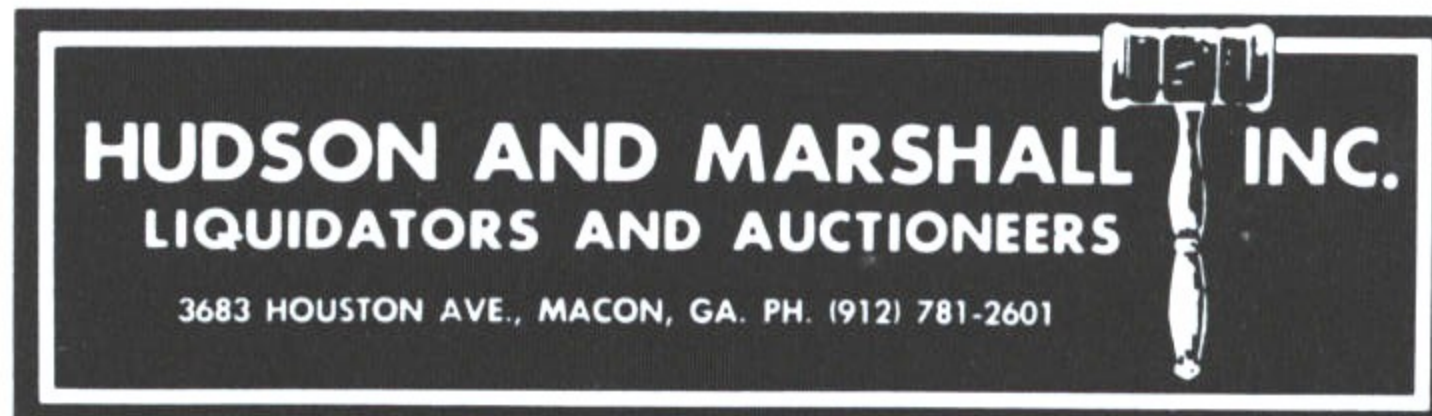
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## Independent Contractor Status Reviewed By Congressman in Letter to Dunning

C. P. Terry Dunning, past NAA president and currently member of the board of directors, in his attempt to learn more about the "Independent Contractor Status" of auctioneers wrote to his congressman for an update of the situation. He received a reply and the Congressman's letter is being reprinted below for reference.

The response indicates that NAA members should write to their congressmen if and when information is needed in regards the auction activities. By keeping in touch with their representatives, first hand information can be obtained on this situation as well as on others. A copy of the Ways and Means Committee Task Force report, which dealt with the issue, was submitted to Terry Dunning and no doubt NAA members' representatives will send copies of the report to them (a copy was not submitted to the NAA Office due to the length of the report). Having a copy of the report may be worthwhile to others, however, and this is why the NAA Office suggests that NAA members contact their Representatives immediately.

The letter to Terry Dunning follows:

**"Dear Terry:**

"Thank you for your recent letter regarding legislation concerning the status of independent contractors.

"The proposed ruling of the Internal Revenue Service, changing the tax status requirements of employees who had been, at some point, independent contractors, has not yet gone into effect. Because the effects of the ruling were unclear, it was brought before the Congress for further action. Legislation was enacted during the 95th Congress, and incorporated into the Tax Revenue Act of 1978 (P.L. 95-600), which postponed the implementation of the IRS rulings until January 1, 1980. This will allow the Congress time to resolve the confusion surrounding independent contractor status.

"It is my understanding that, to date, no legislation concerning this matter has been introduced in the 96th Congress. However, the Ways and Means Committee Task Force which dealt with this issue in the 95th Congress has reported its findings, and I am enclosing a copy of its recommendations.

"I will continue to keep apprised of the development of this issue in the 96th Congress, and appreciate having your views brought to my attention.

**"Sincerely yours /s/Bob McClory,  
Robert McClory, Member of Congress."**

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**July 11-15, 1979**



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Arrival Day/Date \_\_\_\_\_

Arrival Time \_\_\_\_\_ Guaranteed? \_\_\_\_\_

Departure Day/Date \_\_\_\_\_

**NOTE: The NAA Convention will begin on Wednesday evening, July 11 and conclude, following the President's Banquet and Ball, near midnight, on Saturday, July 14. Suggested departure date from the hotel Sunday, July 15, 1979. NAA vacationers who will participate in the pre-convention activities may wish to arrive in time for the first event, scheduled for Tuesday, July 10, 1979.**

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**Arrangements have been made with the National Auctioneers Association/Denver Hilton for rooms to be held until three weeks prior to the opening date of the NAA Convention — opening date is July 11, 1979. Please make you hotel reservations promptly!**

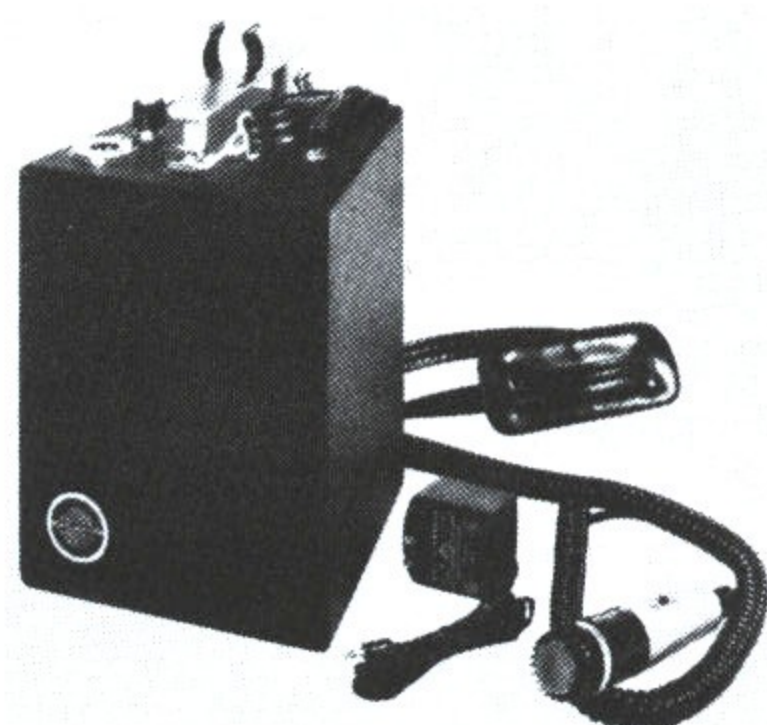
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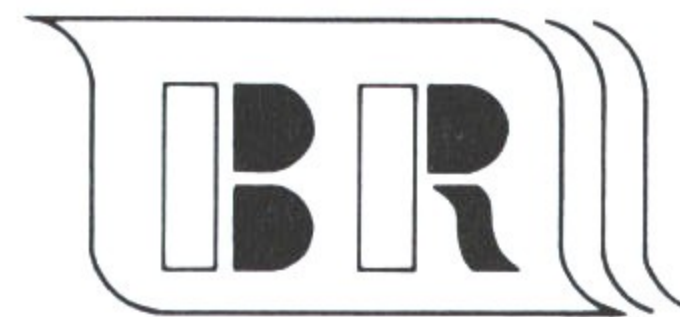
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## **Amendments to Articles of Incorporation Recommended by NAA Board of Directors**

The NAA board of directors, in meeting at the Flamingo Hilton Hotel, Las Vegas, Nevada (immediately following the 1979 NAA Las Vegas Seminars), reviewed proposed amendments to the Articles of Incorporation of the National Auctioneers Association, which were suggested to the board by the Articles of Incorporation and By-Laws Review Committee. The committee, consisting of NAA members Dean Fleming, C. P. Terry Dunning, C. E. Chuck Cumberlin, Rex B. Newcom and Harvey L. McCray, and Lincoln (Nebraska) attorney Tom Fitchett, had earlier made a review of the current Articles of Incorporation and the amendments were proposed to the NAA board of directors.

A thorough review of the amendments to the Articles of Incorporation was made at the January 31-February 1, 1979 meeting and the board of direc-

tors unanimously agreed that the amendments should be submitted to the NAA membership at the July 14, 1979, Annual Meeting for vote. To comply with the Nebraska Non-Profit Corporation Act, the amendments must be submitted to the membership for review no more than 50 days preceding the date of the Annual Meeting and the proposed amendments to the Articles of Incorporation are being published, for review by the membership, in the May, June and July, 1979, issues of THE AUCTIONEER magazine.

The proposed amendments will be voted on at the Saturday afternoon, July 14, 1979, meeting of the membership (Annual Meeting). Each NAA member will have the opportunity to compare the wording of the current Articles of Incorporation with the proposed amendment as both are shown below with indication of the proposed amendment, if any:

### **ARTICLES OF INCORPORATION OF NATIONAL AUCTIONEERS ASSOCIATION**

**(Pursuant to Nebraska Non-Profit Corporation Act)**

#### **Current Articles of Incorporation**

##### **ARTICLE I — NAME**

The name of this non-profit corporation is NATIONAL AUCTIONEERS ASSOCIATION.

##### **ARTICLE II — DURATION**

The corporation shall have perpetual existence and shall continue until it is dissolved by operation of law or by vote of the requisite number of members as provided in the Nebraska Non-Profit Corporation Act.

##### **ARTICLE III — PURPOSES**

The purposes for which the corporation is organized are to promote and advance the auction profession; to unite in common organization those professionally engaged as auctioneers; to promote the mutual interests of its members; to formulate and maintain ethical standards for the guidance of its members in their relations with each other and with the public; to promote and encourage the enactment of just and reasonable laws, ordinances and regulations affecting auction selling and the auctioneering profession; to make the public more aware of the advantages of auction selling; and generally to improve the business conditions affecting the auctioneering profession.

Notwithstanding any other provisions of these Articles, the corporation shall exercise only such powers, and shall undertake only such activities, as may be exercised and carried on by organizations entitled to exemption under Section 501 (c) of the Internal Revenue Code and Regulations pertaining to such section, as they now exist or may hereafter be amended.

##### **ARTICLE IV — POWERS**

The corporation shall have and exercise all powers and rights conferred upon corporations organized and existing under the Nebraska Non-Profit Corpora-

#### **Proposed Amendments to Articles**

**No amendment proposed.**

**No amendment proposed.**

**No amendment proposed.**

**No amendment proposed.**



## **Current Articles, continued**

tion Act and any additional powers and rights conferred upon such corporations by subsequent legislative acts.

### **ARTICLE V — MEMBERSHIP**

Membership in the organization shall be composed of auctioneers residing within or without the United States. Classes of membership, rights and limitations of rights of various classes of members, including the right to vote, qualifications of members, and the manner and conditions of election to, and termination of, membership, shall be established by the By-Laws of the corporation.

### **ARTICLE VI — BOARD OF DIRECTORS**

The affairs of the corporation shall be conducted by a Board of Directors consisting of eighteen (18) Directors, which shall have and exercise all the powers of the corporation.

Directors shall be elected at the annual meeting of members, in such manner, and for such terms, as may be provided in the By-Laws. The elective officers of the corporation shall be members of the Board of Directors, by virtue of election or appointment as an officer. Vacancies on the Board of Directors may be filled for the unexpired term by a vote of the majority of the then remaining directors.

### **ARTICLE VII — COMMITTEES**

The Board of Directors, by resolution adopted by a majority of the directors in office, may designate and appoint one or more committees, each of which shall consist of two or more directors, which committees to the extent permitted by law and provided in the By-Laws of such resolutions shall have and exercise the authority of the Board of Directors in the management of the corporation.

### **ARTICLE VIII — OFFICERS**

The Elective Officers of the corporation shall be a President, a First Vice President, and a Second Vice President, all of whom shall be elected for terms of one year by vote of members at the annual meeting of members, and by such election shall be elected members of the Board of Directors for the same term. The corporation shall also have a Secretary and a Treasurer, each of whom shall be appointed by, and serve at the pleasure of, the Board of Directors. Said officers shall hold office and serve until their successors are elected and qualified. Vacancies in any office may be filled by the Board of Directors for the unexpired term. The corporation shall have such subordinate officers as may be provided in the By-Laws or resolutions of the Board of Directors. Insofar as permissible under law, and as provided in the By-Laws or resolutions of the Board of Directors, an officer may be relieved of responsibility for exercise of authority or performance of duties incident to his office, the exercise or performance of which has been assigned to others.

### **ARTICLE IX — LIMITATION OF LIABILITY**

The private property of incorporators, members, directors and officers of this corporation shall not be subject to the payment of corporate debts.

## **Proposed Amendments, continued**

**No amendment proposed.**

### **ARTICLE VI — BOARD OF DIRECTORS**

The affairs of the corporation shall be conducted by a Board of Directors consisting of the President, President-elect, Vice President, Treasurer, the three immediate Past Presidents of the Association and twelve (12) members of the Association who shall be elected as provided in the By-Laws. In addition, the Executive Vice-President of the Association shall be a member of the Board of Directors, but shall not be entitled to vote.

**Please note that the article numbers for Article VII — Committees and Article VIII — Officers (current Articles of Incorporation) have been transposed and the proposed amendments will be identified by the proper number.**

### **ARTICLE VII — OFFICERS**

The elective officers of the Association shall be a President, President-elect, Vice President and a Treasurer, all of whom shall be elected as provided in the By-Laws. The corporation may also have a Secretary who shall be appointed by the Board of Directors.

### **ARTICLE VIII — COMMITTEES**

The Board of Directors, by resolution adopted by a majority of the directors in office, may designate and appoint one or more committees to the extent permitted by law and provided in the By-Laws or such resolutions shall have and exercise the authority of the Board of Directors in the management of the corporation.

**No amendment proposed.**



## Current Articles, continued

### ARTICLE X — BY-LAWS

Initial By-Laws of the corporation shall be adopted by the Board of Directors. By-Laws of the corporation may be adopted, amended, or repealed by the Board of Directors at any regular or special meeting.

### ARTICLE XI —

#### PROHIBITION OF PRIVATE BENEFIT; LIMITATION OF ACTIVITIES; DISSOLUTION

The corporation shall have no capital stock and shall declare no dividends. The corporation is not organized for profit, and no part of the net earnings of the corporation shall inure to the benefit of any member, director, officer or individual (except that reasonable compensation may be paid for services rendered to or for the corporation effecting one or more of its purposes).

In the event of the liquidation or dissolution of the corporation, whether voluntary or involuntary, no member shall be entitled to any distribution or division of its remaining property or proceeds, and the balance of all money and other property received by the corporation from any source, after the payment of all debts and obligations of the corporation, shall be used exclusively for purposes within those set forth in Article III of these Articles or distributed to an organization or organizations then entitled to tax exemption under Section 501 (c) of the Internal Revenue Code and Regulations pertaining thereto, as the same may be amended at the time of such use or distribution.

### ARTICLE XII — REGISTERED AGENT; REGISTERED OFFICE

The initial registered office of the corporation shall be 135 Lakewood Drive, Lincoln, Nebraska, and the initial registered agent at such address shall be Harvey L. McCray.

### ARTICLE XIII — INCORPORATORS

The names and addresses of each incorporator are:

Bernard Hart                      Dean W. Fleming

The undersigned, for the purpose of establishing a non-profit corporation pursuant to the Nebraska Non-Profit Corporation Act, adopt, sign and acknowledge these Articles of Incorporation this 24th day of March, 1967.

Bernard Hart                      Dean W. Fleming

### INCORPORATORS

STATE OF NEBRASKA    )  
COUNTY OF DOUGLAS   ) SS

On this 24th day of March, 1967, before me, a Notary Public in and for said County personally appeared Bernard Hart and Dean Fleming to me known to be the identical persons who signed the above and foregoing Articles of Incorporation as the incorporators of NATIONAL AUCTIONEERS ASSOCIATION, and acknowledged said Articles and the execution thereof to be their voluntary acts and deeds.

Witness my hand and Notarial Seal affixed thereto at Omaha, Douglas County, Nebraska, the date last aforementioned.

Mary E. Kallhoff  
Notary Public

## Proposed Amendments, continued

No amendment proposed.

No amendment proposed.

No amendment proposed.

### ARTICLE XIV (all new) — AMENDMENT OF ARTICLES

The Articles of Incorporation may be amended by vote of two-thirds ( $\frac{2}{3}$ ) of the members present at any annual or special meeting of the corporation. Written notice setting forth the proposed amendment or a summary of the changes to be affected thereby shall be given to each member entitled to vote at the proposed meeting not less than ten (10) nor more than fifty (50) days before the date of the meeting.

**The current Articles of Incorporation do not show an Article for Amendments. Amendments to the Articles and the procedures thereof have been shown in the By-Laws only. The following is a completely new Article as proposed by the Board of Directors:**



## State's License Law Update

Information on states, which require state license laws, has been published in THE AUCTIONEER magazine in past issues. Changes in the laws of states, which apply to auctioneers and/or auctions, are sometimes submitted to the NAA Office and information has been received from three State Auctioneers Associations' officers:

**Kansas** — Does not require a state auction/auctioneers license. To auction real estate in the State of Kansas the auctioneer or any person soliciting a bid on the real estate must be licensed as a broker or salesman by the State of Kansas. Contact: Kansas Real Estate Commission, John Powell, Director, Room 1212, 535 Kansas Ave., Topeka, KS 66603. (Information submitted by Rex B. Newcom.)

**Louisiana** — Does require a state auction/auctioneers license and the name, address, etc., of the board/commission, etc., is: (Until July 1, 1979) Melvin L. Bellar, Legal Unit, Department of Commerce, Department of State; (After July 1, 1979) Gilbert LaGasse, Secretary of Department of Commerce, P.O. Box 44185, Baton Rouge, LA 70804; Phone 504 342-5388. License requirements: \$50 annual license fee; full reciprocity; \$5,000 bond. (Information submitted by Melvin L. Bellar.)

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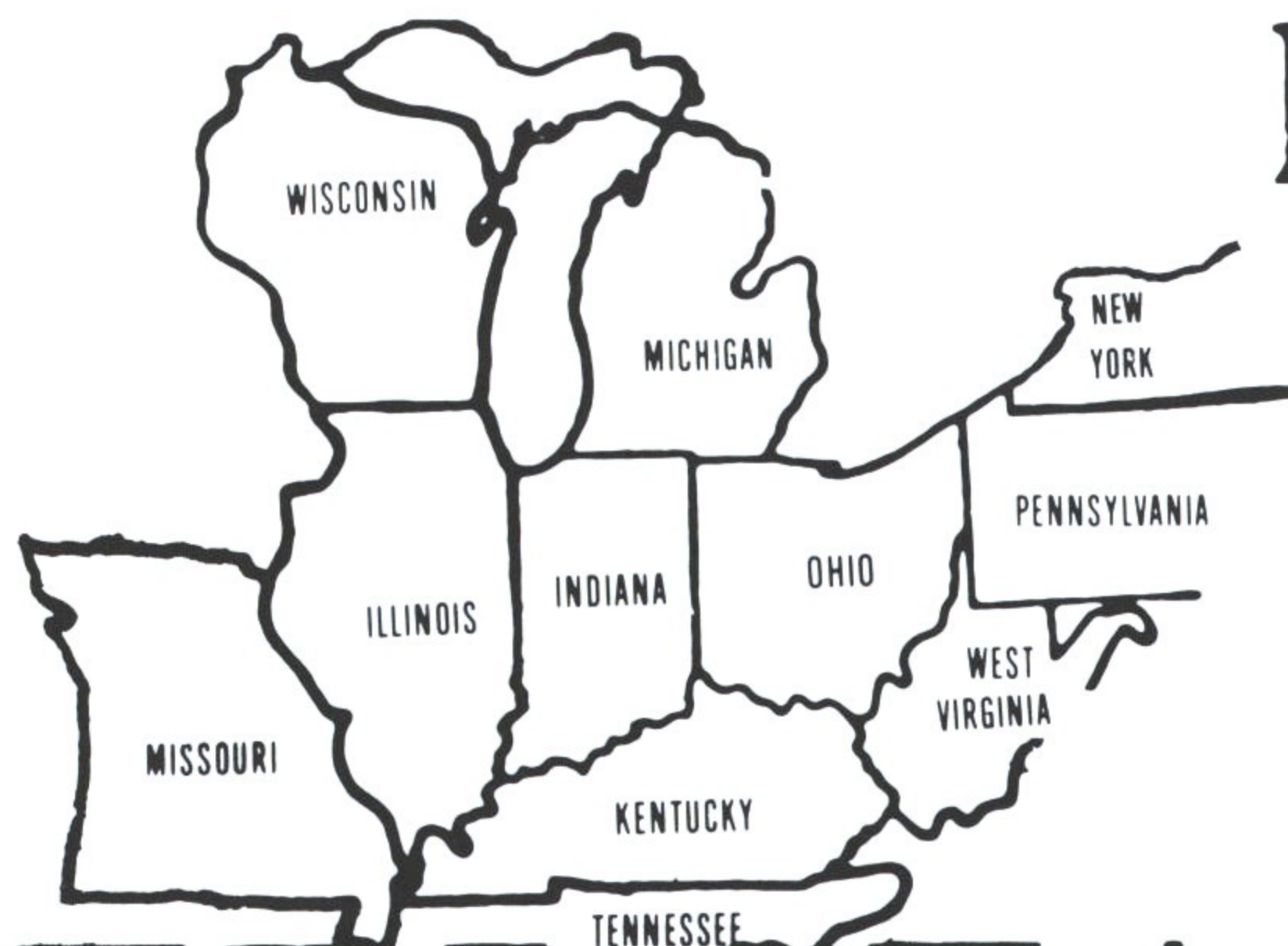
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**Rhode Island** — Does require a state auction/auctioneers license and the name, address, etc., of the board/commission, etc., is: Mr. Craig Smith, Assistant to the Director, Department of Business Regulations, Office of the Director, 100 North Main Street, Providence, RI 02903; Phone: 401 277-2246. The state license has been in effect for approximately one year. At the current time the rules and regulations are still being written. (Information submitted by Louise E. Wordell, secretary, Professional Auctioneers Association of Rhode Island.)



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## Antiques Sell Well in Kansas When Drug Store Auction Held

"There've been more court cases settled over these chairs than there have been in the courthouse," was the lead in line of the Drug Store auction on page one of *The Daily Union* newspaper of Junction City, Kansas. The article was in reference to an auction of many items of the Clewell's Drug Store of Junction City which was conducted by Kansas Auctioneers Association and NAA member Earl M. Brown. Assisting Earl at the auction were Rex B. Newcom and Bing Carter. Rex is an NAA Director and KAA secretary-treasurer and Bing, at the time, was the KAA president.

The auction created much attention as many of the drug store items were handed down to the operator from his uncle and the items were purchased in the 1890s. The reason for the auction was the owner and operator died in October and the store had been closed since then.

The fixtures and remaining stock, as well as thousands of antiques and other collectibles, were sold to highest bidders with items going anywhere from \$1 to \$3,000.

A pharmacists book, printed in 1920, sold for \$175 to a representative of a library. Three ice cream table and chair sets were sold for \$550, \$510 and \$400.

Among the drug store paraphernalia sold were a number of apothecary jars, ranging in price from \$6 to \$23 apiece. An old fashioned cigar clipper was sold to one antique buff for \$300 and a penny scale went for \$145.

More than 200 people attended the auction and of the 200, approximately 70 were from out of town.



*KANSAS AUCTIONEER Earl M. Brown (second from left) calls for the bids while KAA president Bing Carter (left) looks for other bidders at the drug store antiques and collectibles auction in Junction City, Kansas. Over 200 persons bought items, ranging from \$1 to \$3,000 a piece.*

The highest bidder at the auction was an out-of-state man who purchased the back bar to the soda fountain. It included onyx columns and counter top and was sold for \$3,000. The soda fountain itself sold for \$305.

Other items sold at the auction were a roll top desk which went for \$575; a Tom's Peanutbutter Sandwich jar for \$45; four ice cream bar stools, \$70 a piece; brass scales, \$97.50; an overhead fan, \$190; and numerous other collectibles and furnishings.

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Mr. Forrest Mendenhall  
Mendenhall School of Auctioneering  
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High Point, North Carolina 27263

Dear Forrest:

Your letter dated March 2, 1979, offering information concerning Mendenhall School of Auctioneering and instructors, was presented for discussion at a meeting of the North Carolina Auctioneer Licensing Board held on March 15, 1979.

As a result of the above, Vice-Chairman Jackie Ball moved that the minutes show that he personally commended the Mendenhall School of Auctioneering for the fine school that has been established and for the manner in which it is being operated. All members present concurred with Member Ball.

The Board further directed that I advise you by letter of their satisfaction with the manner in which you are supervising and conducting this school of auctioneering, and to express their appreciation for your cooperation.

I take pleasure in forwarding this information to you.

Very truly yours,

A handwritten signature in cursive script that reads "George R. Fuller".  
George R. Fuller  
Executive Director

GRF:mj

GEORGE R. FULLER, EXECUTIVE DIRECTOR  
PHONE: 919-733-2182



## Auction Method Proves to be More Successful than Private Sales

Auctions in 1978 again proved to be a method of creating markets substantially better than private sales, according to Alfred Traiman, president of Louis Traiman Auction Company.

"In order to capture the biggest and most productive market for real estate and fine arts, sellers are turning to auctions," said Traiman, whose Philadelphia-based firm operates in many states nationally.

Auctions are the preferred method to sell real estate of many financial institutions and other fiduciaries, providing the safest arm's length transaction. It is most difficult for heirs to attack the results of a well-advertised and well-handled auction, thus protecting the fiduciary, Traiman noted.

Traiman, whose firm has been in business for more than 70 years, said it took a long time to prove to bankers and lawyers that auctions would produce superior results.

The company's advertising department produces a brochure and an ad budget for each sale. Major sales have multi-color foldout brochures with pictures, maps and descriptive material. The ad department works closely with the executive who obtained the contract for the auction. The brochure and ad budget are submitted to the client for approval.

The company also maintains its own legal department and an expert on processing real estate titles and deeds.

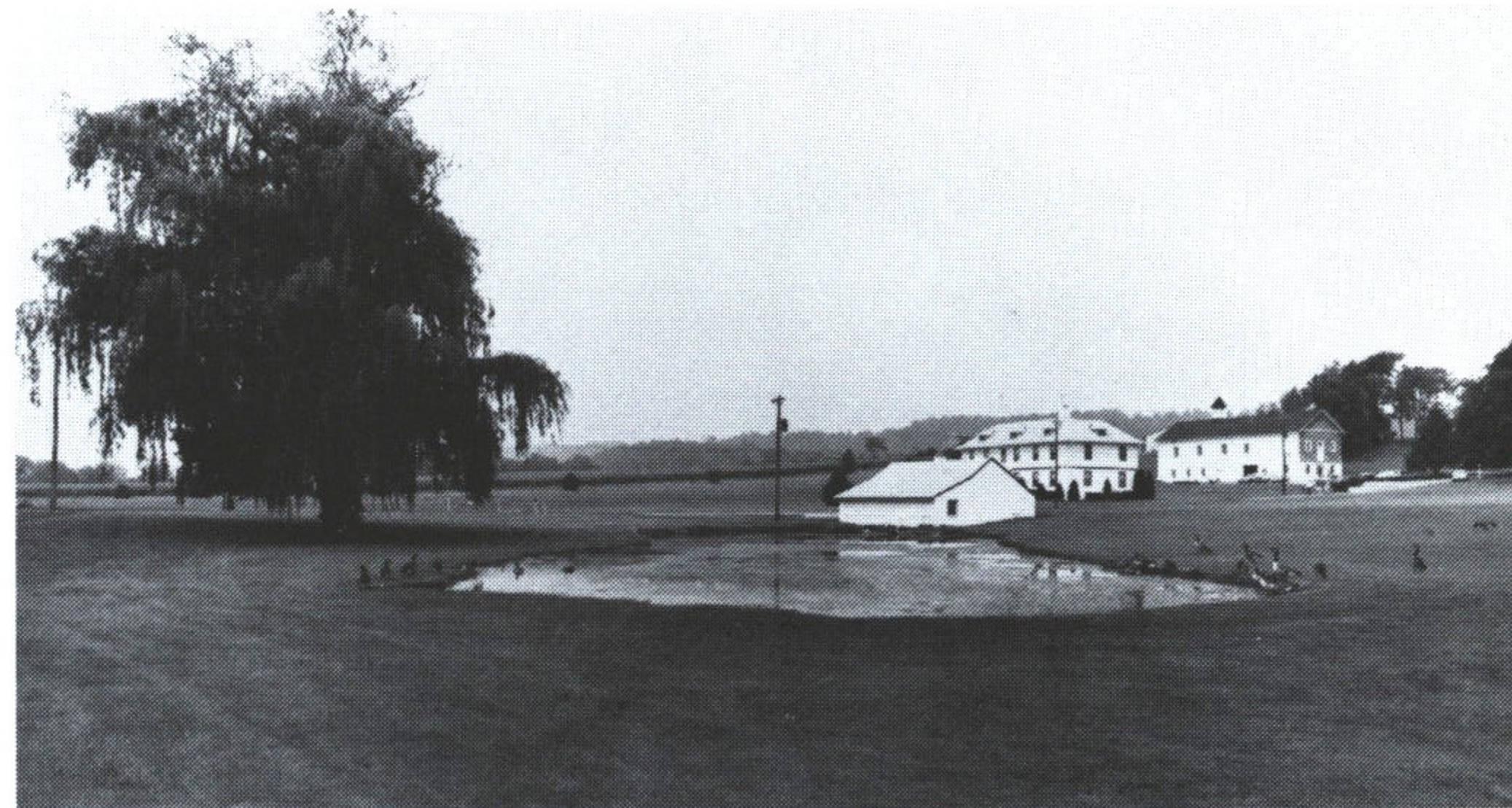


*TOWSON TOWERS, a 27-story condominium (left foreground), was sold out at two, Saturday auctions. Total auction price: \$3,251,650.*

In 1978, the company was called in by five financial institutions to create a market at auction for the floundering Towson Towers, 27-story condominium at Towson, Maryland.

After several years of using conventional sales methods, only 40 percent of the apartments had been sold. The financial institutions had to make continuous capital investments for the unsold apartments and for structural corrections.

It was recommended to hold two Saturday auctions, five weeks apart. An advertising and promotion campaign preceding the sales created new interest and changed the previously unacceptable image of Towson Towers. Half of the unsold units were sold



*INGLESIDE GOLF CLUB in Chester County, Pennsylvania, was sold at auction for \$835,000 by the Traiman Company.*

on each of the auction days, producing a total much appreciated by the owners — \$3,251,650.

Mrs. Margaret E. Meloney, owner of historic "Lake Valley Farm," 261-acre tract in Chester County, Pennsylvania, called in the company to auction it at the recommendation of her lawyer, William P. O'Neill, of Philadelphia. A subdivision plan of 15 parcels was devised, ranging from 10 to 66 acres. Before the sale, the family consensus was that the farm would not produce more than \$750,000. The grand total for the parcels was \$1,193,500.

When Mr. and Mrs. Christian G. Zinn decided to dispose of Ingleside Golf Club, which they had developed in Chester County, they turned to auction. After all, they had purchased the tract at a Traiman auction 23 years previously. Even before the sale, a 12-acre commercial portion was sold for \$300,000. The remainder of the course brought \$835,000 at auction.

As before, sellers of many properties in 1978 found the Traiman method produced results above those expected by substantial margins. Other sales bettered professional appraisals.

Philadelphia's Fidelity Bank, trustee for the estate of Helen R. Biddle, had an appraisal of \$150,000 for a Bryn Mawr home built in 1880. The Traiman auction resulted in a top bid of \$230,000 even though the buyer would have to undertake court action to overcome a residential restriction.

A less than half-acre roadside market and dwell-



*THIS FRAME CONTEMPORARY dwelling was a feature of the Peregrine Hill Farm, sold at auction by the Traiman Company for \$357,000.*





*THIS RURAL RETREAT, "10,000 Pines", was sold at auction for \$250,000 by the Louis Traiman Auction Company.*

ing near Harrisburg, Pennsylvania, had been appraised at \$59,000. The Traiman auction attracted a crowd which bid it up to \$102,500.

In Dutchess County, New York, the owners of the 39-acre "Plymouth Hill Farm" needed \$19,000 for the property but found no buyers at private sale. They consulted a local auctioneer who brought in the Traiman Company to conduct the sale. The residence has hardly a family-type structure, originally built with one-bedroom and later made into two bedrooms. It had a large living room and tiny kitchen. An attractive feature was a swimming pool and there also were two small frame rental dwellings on the tract. The Traiman auction produced \$280,000, sufficient for the owners to hold onto 100 acres with a barn on the opposite side of the highway.

## Looking For A Connection...



Only if you are interested in expanding your present business should you consider contacting an expert in developing a collectibles gold mine. With 459 auctions in 35 states to our credit, (see THE AUCTIONEER magazine 9/78 page 42) our expertise in private fund raising and public auctions could add new dimensions to your already successful operation. To explore the possibilities of a mutually profitable venture, call us at our 24 hour toll-free numbers and we'll meet you, in person at the 1979 Denver NAA Convention.

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The company has a policy of cooperating with other auctioneers and real estate brokers who turn to it to market properties which have failed to find buyers at private sale.

America's oldest scientific institution, Philadelphia's Academy of Natural Sciences, called upon the company to dispose of the former Fidelity Mutual Life Insurance Company building, which was surplus to its needs. Private sale offerings had been a failure and designation of the building as a national historic landmark, preventing change of its facade, limited its potential. The City of Philadelphia purchased the structure for \$1,075,000.

While almost all Traiman auctions are for cash, occasionally it is to the interest of the sellers to provide financing. This was the case when Milton Apfelbaum, Coatsville, Pennsylvania, attorney called upon the company to sell a 166-acre Chester County property with an antiquated dwelling. Divided into six parcels, one of which was sold prior to the auction, it brought a total of \$533,650.

A real estate investor had acquired four old apartment buildings, two containing ground floor stores and offices in Delaware County, Pennsylvania, and wished to dispose of his holdings. The company held all four sales on one day for a total of \$690,000.

Charles C. Myers had developed his 35-acre "Black and White Holstein Farm," in Lancaster County, Pennsylvania, as an auction and private sale cattle establishment, complete with sales arena. Its almost single use aspect limited its marketing, but a Traiman auction attracted buyers in similar type businesses and active bidding produced \$590,000.

On the same day, the company sold a second property for Mr. Myers, the 35-acre "Stoney Battery Farm," located several miles away from the first sale. Zoned industrial, the tract was divided into three parcels and active bidding resulted in a total of \$323,000. This provided a total of \$913,000 or \$163,000 higher than the hoped for result of \$750,000.

Mr. and Mrs. John H. Goodman wished to move to the Midwest but could not find a taker at private sale for their New Lisbon, New Jersey, four-acre property. They were asking for \$110,000. The auction produced an interested crowd of potential buyers and the State of New Jersey bid the property in for \$134,000.

"Peregrine Hill Farm," a 53-acre Chester County gentlemen's farm, featured a frame contemporary dwelling. The owners, Mr. and Mrs. Robert B. Berry, arranged to move to Wyoming to pursue their interest in falconry. The company divided the property into nine parcels which sold individually for a total of \$357,000.

The owner of a 101-acre portion of the Hollister Ranch in the Santa Barbara area of California could not find a buyer at private sale. The land was restricted to one residence and a barn, and also against further subdivision. Nonetheless, a ready market at auction was created and the result was \$180,000.

The 125-acre Dewees farm in the Chester Springs area of Chester County found its best market when divided into 11 parcels. It included two dwellings and a dairy barn. Offering it as parcels, combi-



nations and an entirety enabled individual buyers to sell the pattern of value. The result was \$424,300.

For more than 100 years, "Rice's Flea Market," had been operated by the Rice family on a rural road in Bucks County, Pennsylvania. When the owners decided to retire, they placed the property in Traiman Company's hands to dispose of at auction because private offerings had been ineffective. The 19-acre site was not on the mainstream of traffic and the buildings were old and in need of rehabilitation. None the less, the auction produced a top bid of \$187,000.

Another special use property known as "10,000 Pines" in Lehigh County, Pennsylvania, was a rural retreat partially converted into hotel-type suites. Its owner, Mrs. Gladys E. Owens, called in the company to create a market for the unconventional property. The auction sold it for \$250,000.

The title insurance company which owned Woodhaven Valley, a low-price condominium in Philadelphia, found sales resistance for several years. Faced with continuing problems of maintenance, the company directed Traiman to sell the remaining 11 units. All were sold in one afternoon for \$204,950.

Changing needs of youth caused Bible Baptist Church to sell its "Miracle Acres" camp at Bel Air, Maryland, through the company. Private sales efforts had been ineffective. Traiman put on an advertising and promotional campaign which created the market and brought a top bid of \$187,500.

The Commonwealth of Pennsylvania had a two-acre tract left over from creation of a cloverleaf on Route 1 in Delaware County. The company built substantial interest in the tract and produced a top bid of \$81,000.

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6	21	36	51	66	81	96													
7	22	37	52	67	82	97													
8	23	38	53	68	83	98													
9	24	39	54	69	84	99													
10	25	40	55	70	85	100													
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GA. AUCTIONEER LICENSE NO. 129



# Needed — The Auction Barn

By Geoge Michael, Secretary  
New Hampshire Auctioneers Association

The rise in yard and barn sales throughout the country can partly be attributed to the apathy of the auctioneers. Much merchandise that should go over the block is peddled from the front yard, most often to the detriment of the owners, merely because auctioneers have not provided a convenient marketplace for them to use.

The public is not educated on how to use an auction, and above all, there are very few places of business established by auctioneers which they can use conveniently. So long as the auctioneers do not go after this business, they will lose many dollars on commissions which they can easily earn, and the profession suffers from the job it did not do.

The answer is the creation of more auction galleries or auction barns; you may call them what you wish. These represent an established place of business where an auctioneer can be found and a place which promotes the auction method of selling.

Auction barns are always instant successes — they attract crowds as there is a need for them. The commission selling business is good — you may not get rich on such consignment selling but this work attracts the house and estate auctions on which you can make your gravy.

Many people are disturbed by the fact that once an auction is over, they lose contact with the auctioneer — there is no convenient place to find him, if there are complaints or other help needed.

Most auctioneers appear at a sale often many miles from home; conduct the sale, pack their bags and disappear. The only address in an ad is a box number, so no further contact is easily made in person.

Your writer established an auction barn in New Hampshire in 1950 and ran it until 1967 when it was



*THE WALL of your auction barn or gallery can be your best advertising billboard if it is on a well-traveled highway. Pictured is the facility owned and operated by George Michael in the '50s and '60s. Next to it was the restaurant — good food is necessary when a large crowd is present.*

sold out. During those years, we emptied the barns, attics, cellars and homes of many thousands of dollars worth of merchandise, doing auctions Friday and Saturday nights. Dealers would buy out homes, cream the top third of the load for their shops and haul the remaining items to the barn. We would liquidate it in a night and most often they had their total money back right then, with a huge profit lying in their shops.

We took 25% of it in commissions so this was good business. We sold for dealers in all the New England States and beyond as we converted dead inventory to working capital overnight. People needing or wanting to clean out attics, barns, etc., hauled in merchandise by the truckload which kept business healthy. At the same time, a place of business was established which educated the public to the fact that they could have instant money for emergencies. This pried much good merchandise from them and kept buyers happy.

Yes, we sold a lot of what we called junk then, but which is high cost merchandise today. The auc-



*ONE OF NEW ENGLAND'S most popular small galleries is run by George Martin — the Yankee Auctioneer — of East Lebanon, Maine. The gallery is in a converted 19th century schoolhouse in Center Lebanon, Maine. The real country atmosphere has been well maintained.*



*A MORE PRESTIGIOUS GALLERY, such as that run by Bob Skinner of Bolton, Massachusetts, may be what you prefer. Featured is a revolving center stage, which permits group showing while on the other side of the wall, the next group is being readied — and then rotated into place.*





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tioneer who runs a gallery today can make money on just about everything. When we sold boxes of carnival glass, depression glass and the like for 50¢, it is contrasted to today when you can make a killing on what was junk then. We burned round oak tables, hall trees, oak commodes, pressed back oak chairs, etc., because of the lack of buyers. There is good profit in them today. The auction barn makes much more sense now than it did in the 50s.

If a good auctioneer maintained such a place in his area the barn and yard sales would disappear. We have just not given the people enough places to sell their goods at auction. The young auctioneer of today has a golden opportunity to do what we did successfully in the 50s and 60s, only better. It will open the door to more home and estate sales and a very good living which we enjoyed when so involved.

One does not have to build a brand new expensive building on a prime piece of property. Take over an abandoned building such as a garage or large store in a depressed area if necessary. It is best to be out in the country if possible to capitalize on some atmosphere. Keep the interior plain, rough, but clean. Be sure you have a good sound system which does not jar the ears. We had four speakers to spread the sound evenly in the hall, so it did not have to be loud. We drove this with a high fidelity music amplifier with a very good microphone.

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concession made more than the auction. Keep clean restrooms. Above all, use a general name for your auction barn — perhaps one which includes the community name so it can be found easily. Also, encourage other auctioneers to rent it different nights to use it — so it will become a center for auctions.

You can become a dealer yourself in buying up contents of homes and estates for resale in the barn piece by piece. Also, we attended many commercial sales of hardware stores, sporting goods stores and bought in job lots to sell individually later. For years we liquidated most of the returned, damaged and discontinued merchandise from the Sears Roebuck mail order division in Boston. We would haul out about 10 vanloads of toys every spring to feature in special auctions before the upcoming Christmas.

Selling distressed merchandise can be a real profit maker. Once you set up your business, you will be sought by many to purchase it. Let's open more auction galleries and do away with the barn and yard sales now. There is much gravy out there that is going begging.

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SOCKET SET	Ea. \$ 7.50
50 Ft. Drop Cords—All Copper Wire	Doz. \$ 24.00
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7-Pc. 2-Fisted Screwdriver Set	Per Set \$ 2.65
29-Pc. Socket Set	Set \$ 6.90
40-Pc. Tap & Die Set	Ea. \$ 9.75
4-Pc. Pipe Wrench Set, 8"-10"-14"-18"	Set \$ 10.90
4 Pc. Adjustable Wrench	Set \$ 12.50
25-Pc. 1/2" Socket Set w/Metal Box	Set \$ 10.80
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Animal Plush Poodle Radio—Ass't. Colors	Ea. \$ 4.50
ROLLS ROYCE CAR RADIO	Ea. \$ 6.90
AM/FM Radio—Medium Size	Ea. \$ 4.95
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BRAND NEW—13-inch by Sharp	Ea. \$239.95
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Nothing Necklaces	Doz. \$ 1.50
Cadillac Eldorado Novelty Radio	Ea. \$ 7.50
17-Pc. Antique Coffee Set - Boxed	Ea. \$ 14.50
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Deluxe AM/FM Radio	Ea. \$ 10.90
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Bunny Stick-Pin with Red Eye	Doz. \$ 6.00
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## Make Your Plans Now to Attend The 1979 Denver NAA Convention

### Dear Ladies:

I am sure you are all enjoying the spring weather, a welcomed relief from the long cold winter.

We are keeping very busy traveling and we even manage to hold some auctions in our spare time!

We have enjoyed every minute of this year, but unfortunately it is quickly coming to an end.

It has been a rewarding year for both Harve and I. The most enjoyable aspect is getting to meet so many new people and all of the friends we have made throughout the entire country. In every state we have traveled, everyone has been so kind making our trips so enjoyable and making us feel right at home. I want to thank all of you in every state for extending to us such warm hospitality.

I would like to remind all of you that July isn't that far away, and encourage you to make your reservations for Denver as soon as possible. If you can make it a vacation for the entire family, our National Conventions have always been so enjoyable for our family.

Ladies, if you do not belong to our Ladies Auxiliary, please consider joining. It is one of the ways to show support for our husbands.

I look forward to seeing you all in Denver.

**Mrs. Harvey (Pat) Lambright, Director  
Ladies Auxiliary to the NAA  
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### **Prices for Old Coins Told By Lorenz Willman of Iowa**

The prices offered and paid for old coins is interesting to many collectors and auctioneers alike and NAA member Lorenz Willman, realtor and auctioneer from Postville, Iowa, offered the NAA Office information on the prices he has been receiving.

Coin prices include: 1878, \$3.00 gold coin — \$500; 1928, \$2.00 gold coin — \$450; 1851, ½ cent — \$27; 1794, U.S. large cent — \$20; 1927, 20 Franc Swiss gold coin — \$90; 1900, S. \$20.00 gold coin — \$435; Buffalo 5¢ piece — \$21; 1900's — \$1.00 bills as high as \$23 each.

Non-coin items sold recently by NAA member Willman include a small cast iron firetruck — \$17; spinning wheel — \$100; small Aunt Jemima bank — \$26.

Lorenz Willman holds consignment sales once each month and the above information is a summary of some of the prices received during recent months.





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## **"History" Sold At Auction When Pat Kelly Sells Galena City Hall**

"A bit of history" was sold at auction when NAA member Pat Kelly conducted the auction of the Galena (Kansas) City Hall earlier in the year.

The building and contents were sold and after paying \$13,000 for the building, the new owner said he was going to renovate it for office spaces. The building was built in 1890 and boasted an "elegant" elevator and separate jails for men and women. A new city hall was built in August of 1978 when an \$850,000 government complex was built with federal grant money.

Items sold from the building included the judges' bench for \$350; the mayor's desk for \$200; and ten city council desks for \$125 each.

The building, sold at public auction, brought double the price offered at private treaty and \$3,000 more than the appraised value.

NAA member Kelly of Joplin, Missouri, was assisted by Gil Wilkens of Galena. Galena, a town of about 3,500 inhabitants, is in the extreme southeast corner of Kansas.

(Portions of the above article were reprinted, with permission, from the Joplin Globe Reporter and Newspaper.)

## **\$15,000 Realized From Auction Of California Hospital Items; NAA Member Reed Conducted Sale**

"El Dorado County shed itself of the last vestiges of its former hospital business Saturday (March 3, 1978) when it auctioned off 450 pieces of equipment and junk from Pioneer Hospital" was the lead line in The Mountain Democrat and Placerville Times newspaper of Placerville, California. City Editor Michael E. Raffety granted permission to reprint the article if

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credit is given to the newspaper.

"The auction netted the county between \$15,000 and \$16,000, according to Minor Miller of the county Auditor's office who was still tallying up the proceeds Tuesday morning. These figures are in addition to the commission for auctioneer John Reed of Nevada City.

"Miller said he was satisfied with the results of the auction. Of the nearly 50 bidders who registered 'everyone here bid,' Miller noted.

"I'm pleased with the way the auction was handled. He (Reed — NAA and California Auctioneers Association member John Reed of Grass Valley, California) did a very good job,' Miller said. Noting that the old hospital equipment and odds and ends had been sitting around for 3½ years, Miller said that the county 'did pretty well' on the sales total.

"The highest single bid was \$4,750 for an X-ray machine purchased by Western X-ray of Sparks, Nevada. Another big money item was an overhead surgical light. A buyer from Newcastle, California, bought two for \$1,025 each.

"The four intensive care wall modules — a subject of controversy during a recent election campaign to have the county reopen the hospital — sold for \$110 each to a buyer from San Diego.

"Other popular items were beds and TVs, selling for \$10-\$30. Prices ranged as low as \$1 for some bedside tables and stands, according to Miller."

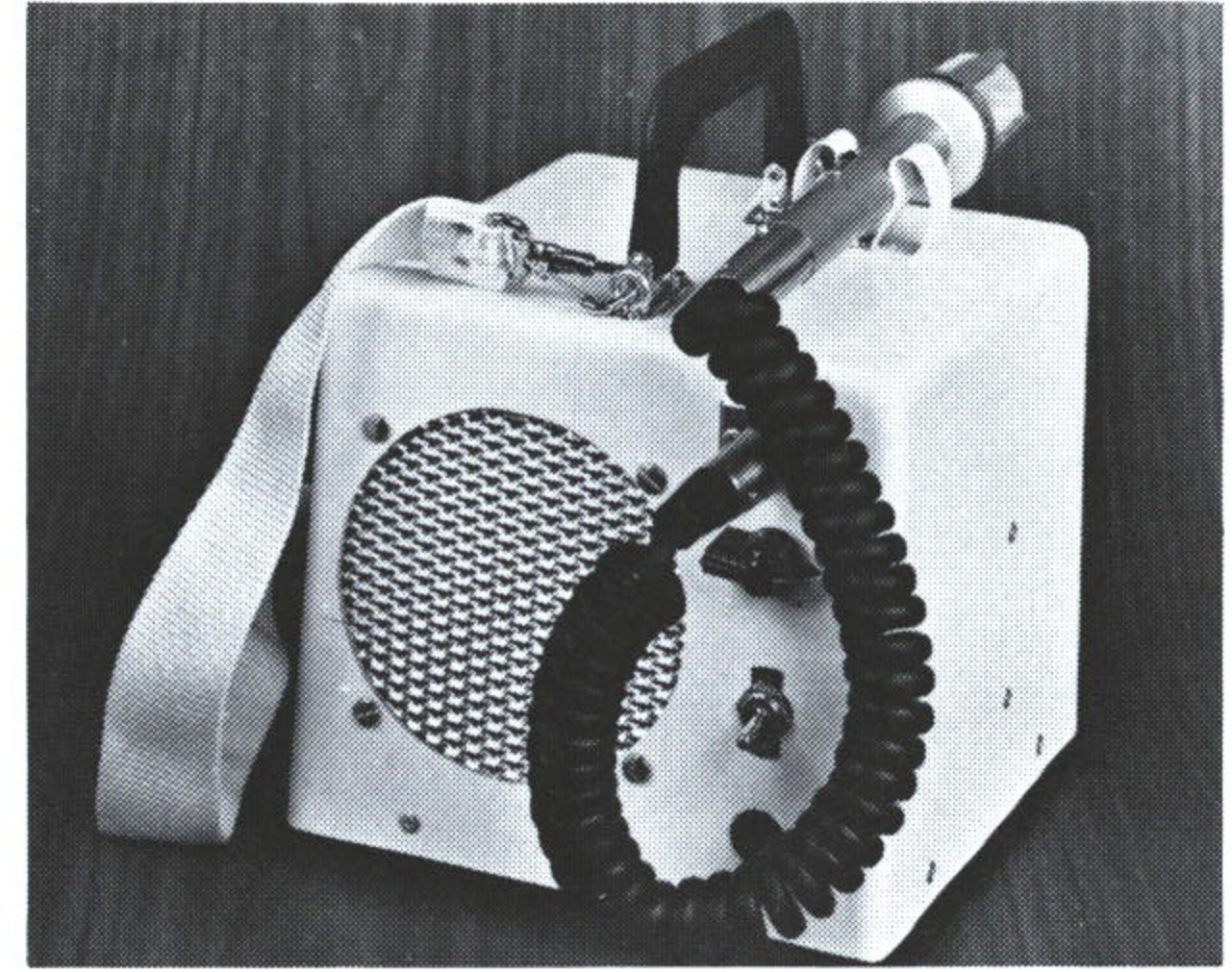
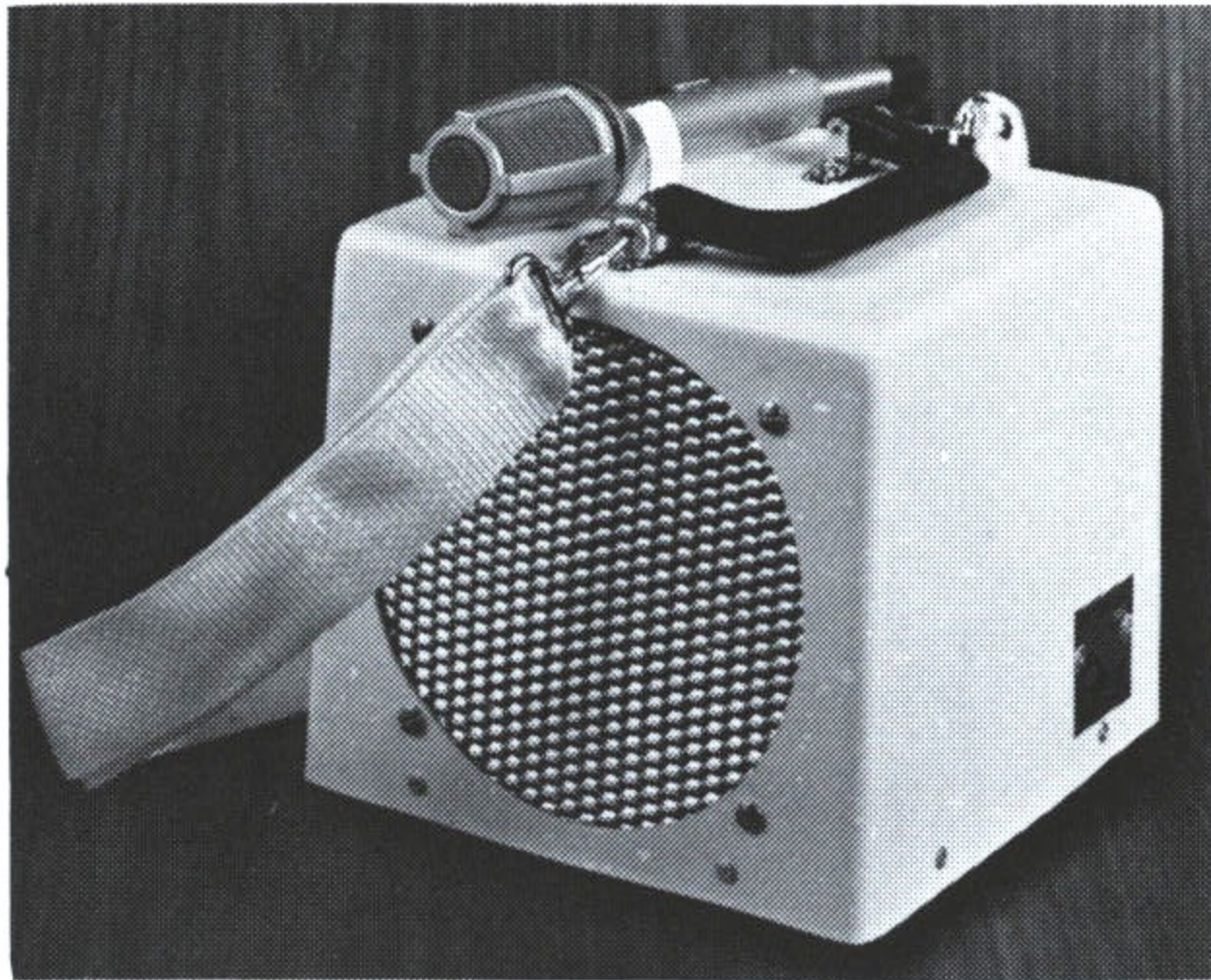
## **New Officers Elected . . . STATE ASSOCIATION OFFICERS**

The following list of State Association Officers were elected since the last listing of State Association Officers was made in a previous issue of THE AUCTIONEER. Periodically in THE AUCTIONEER magazine a complete listing of State Association Officers will be published and the following were elected since that listing:

**Colorado Auctioneers Association** — President: Eugene Doty, 531 W. Platte Ave., Fort Morgan 80701 Phone: 867-2881; Secretary: Ernest L. Wimmer, 1732 E. Mulberry, Fort Collins 80524 Phone: 226-3121

**Professional Auctioneers Association of Rhode Island** — President: Christie A. Mercurio, 90 Phillips Street, Wickford 02852 Phone: 401 884-6020; Secretary: Louise E. Wordell, P.O. Box 93, Kingston 02881 Phone: 401 789-0390





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## CONVENTION DATES

May 5-6 — Missouri State Auctioneers Association.  
 May 5-6 — Nebraska Auctioneers Association, Holiday Inn, Kearney.  
 May 6 — Alabama Auctioneers Association, Holiday Inn Downtown, Montgomery.  
 May 6-7 — Oklahoma State Auctioneers Association, Holiday Inn, Oklahoma City.  
 May 26-27 — South Carolina Auctioneers Association, Quality Inn, Columbia.  
 June 4 — Georgia Auctioneers Association.  
 June 7-8 — Wisconsin Auctioneers Association, Inc., Holiday Inn, Rhinelander.  
 June 8-9 — Texas Auctioneers Association, Austin Marriott, Austin.  
 June 9-10 — Ohio Auctioneers Association, Summer Meeting, The Marriott Inn, Columbus.  
 June 10 — Florida State Auctioneers Association, Seminole Zoological Park, Sanford.  
 June 10-11 — Tennessee Auctioneers Association, Ramada Inn, Jackson.  
 June 16-17 — West Virginia Auctioneers Association, Cedar Lake State Park, Ripley.  
**JULY 11-14 — NATIONAL AUCTIONEERS ASSOCIATION, DENVER HILTON HOTEL, DENVER, COLORADO.**  
 October 27-28 — Iowa Auctioneers Association, Red Fox Inn, Waverly.  
 November 4-5 — Indiana Auctioneers Association, Sheraton West Hotel, Indianapolis.  
 November 4-5 — New York State Auctioneers Association, Holiday Inn, Saratoga.  
 November 10-11 — Washington State Auctioneers Association, Yakima.  
 December 1-2 — Virginia Auctioneers Association, Manassas.  
 January 17-18, 1980 — Michigan State Auctioneers Association, Long's Convention Center, Lansing.  
 January 20-21, 1980 — Minnesota State Auctioneers Association, St. Cloud.  
 January 20-21, 1980 — Ohio Auctioneers Association, Winter Meeting, The Marriott Inn, Columbus.  
 January 25-26, 1980 — Pennsylvania Auctioneers Association, Host Inn, Harrisburg.  
 February, 1980 — New Jersey State Society of Auctioneers, Inc.  
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Enclosed is my check in the amount of \$ \_\_\_\_\_ to register me (list additional names if check includes more than one registrant) for the tournament.

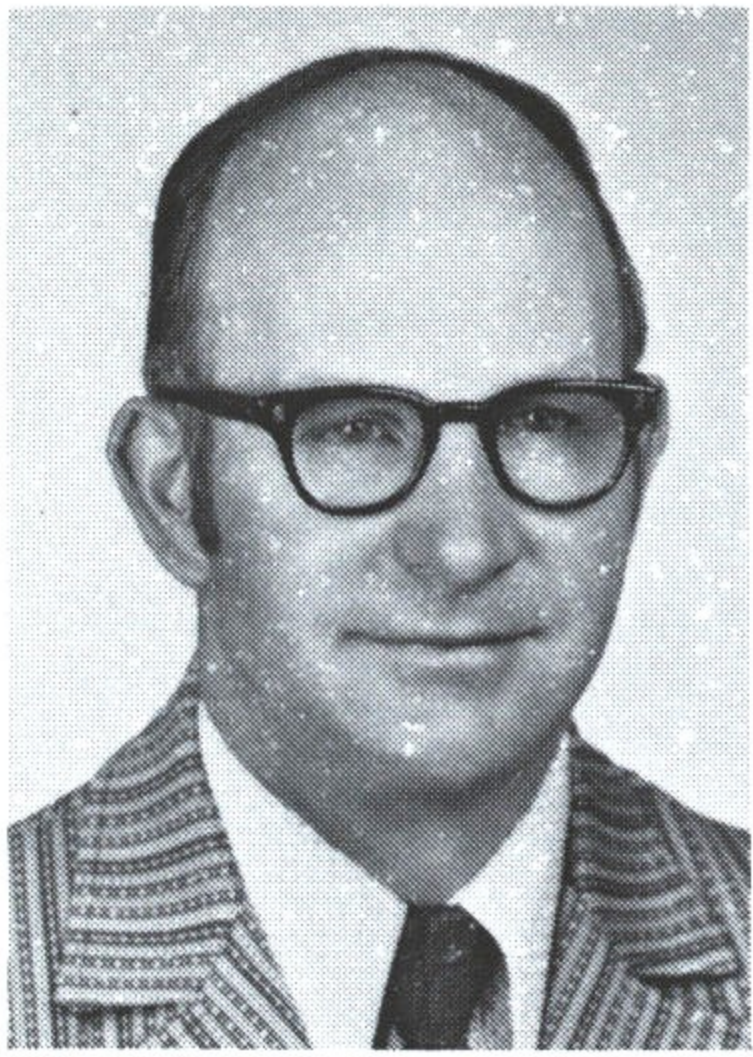
Fees include registration for the following (Name everyone included in registration fees amount):

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(NOTE: Beat the President Golf Tournament registrations must be made in advance to protect the tee time reservations at the golf course. Late registrations can enter the tournament ONLY if additional tee off times are available on date of the tournament.)





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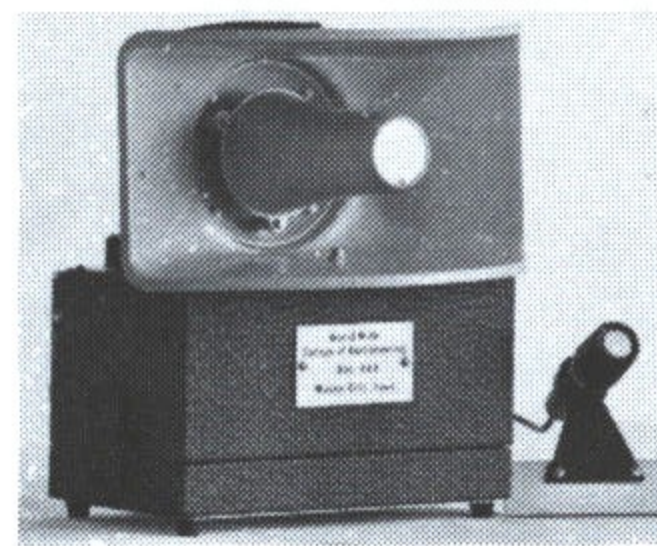


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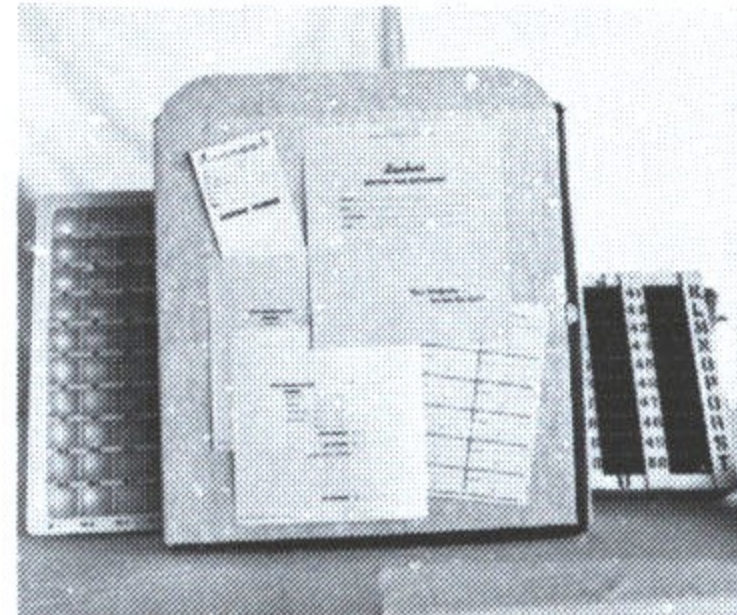
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## Gary Carmichael is New Director Of Association Services for NAA

Gary Carmichael has joined the NAA Office staff as Director of Association Services as of April 16, 1979. Gary was one of many applicants interviewed for the newly approved position with the National Auctioneers Association by the NAA board of directors.

Interviews by Executive Director Harvey L. McCray were made to find someone who can fulfill the new position, the responsibilities of which is to provide overall promotion of the auction method of selling real and personal property by providing services and programs to the membership of the NAA, including membership services, convention, seminars and workshop management, promotion and public relations, and the educational benefits derived from the establishment of a permanent archives and historical data at the NAA Office.

Gary will report to and is administratively responsible to Executive Director McCray. His basic functions will include: provide total assistance in the development of a good membership services program; manage and organize the physical aspects of the conventions, seminars and educational programs of the NAA; working with the NAA president, executive director and convention chairman in assigning the physical space in accordance with the programs and needs; and develop and maintain a permanent archives and historical records department of the NAA by soliciting the contribution of approved materials to be maintained in a permanent manner in the NAA Archives; and develop educational programs by visiting with and attending auctions, auction-related programs and State Association conventions as assigned by the executive director.

Gary has been assigned many responsibilities, but his experience indicates that he can fulfill the responsibilities assigned to him. He has had experience in advertising, where he served as an account executive, account service representative, ad campaign designer and copywriter.

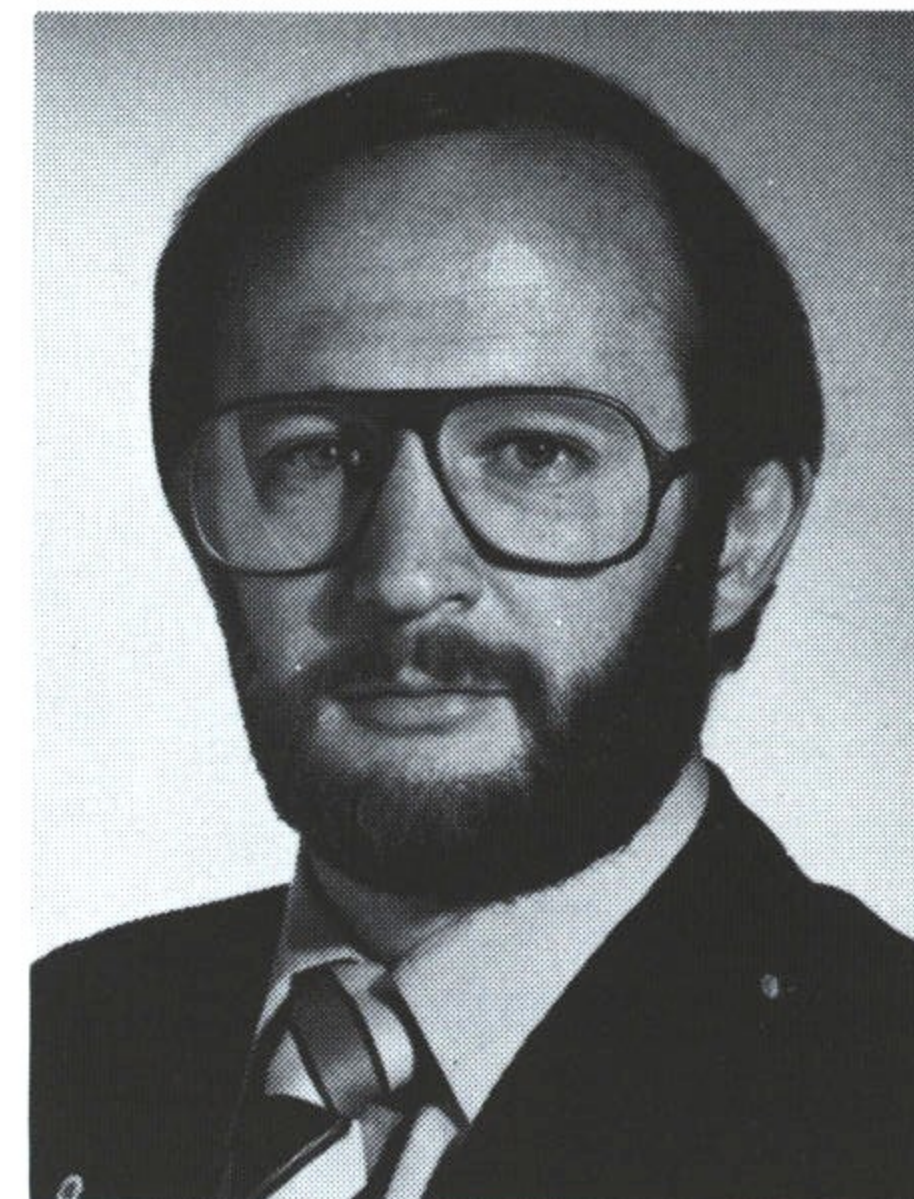
His experience also includes the authoring, assisting in producing and talent for an educational television series (32, 15-minute programs) for the Nebraska Department of Education.

Gary has taught at all levels of public education — elementary, secondary and college. He has coached high school track, organized and taught adult education courses; worked with handicapped children as well as gifted children; and worked with community groups.

He was with the United States Marine Corps in 1966 to 1969; attended the University of Nebraska-Lincoln from 1969 to 1973; taught in the Brule (Nebraska) school system and worked for radio station KOGA-AM in Ogallala (Nebraska) from 1973 to 1975; returned to the University of Nebraska-Lincoln in 1975 and 1976; with the Nebraska Department of Education in 1976 and 1977; and before joining the NAA, was with the Lincoln advertising firm of Swanson, Sinkey, Ellis, Inc., from 1977 to April 15, 1979.

Gary graduated from the University of Nebraska-Lincoln in 1973 with a B.S. degree in education (Eng-

Gary Carmichael



lish major; art minor) and will complete his Master's degree in Education soon.

Thirty-year old Gary enjoys excellent health; is single and his hobbies are karate and backpacking. His enthusiasm, desire to be of service to the NAA and its membership, personality and sincerity impressed Executive Director McCray, who is pleased to welcome Gary Carmichael to the NAA family of auctioneers.

## 1979 Convention Workshops

The following workshops have been scheduled for the 1979 Denver NAA Convention. The workshops will be scheduled on Thursday, Friday and Saturday, July 12, 13 and 14, 1979 and the Moderators are currently determining who will make the presentations.

Times for the individual workshops will also be determined and announced in the June, 1979, issue of THE AUCTIONEER magazine. The June issue is the official "Convention Issue" and will publish the entire 1979 NAA Convention program. Workshops for the 1979 Convention include:

**Antiques** — C. P. Terry Dunning, Moderator;

**Clerking & Cashiering** — William L. "Bill" Gaule, Moderator;

**Bid Calling/Voice Analysis** — Archie D. Moody, Moderator;

**Industrial Equipment** — Hubert D. Songer, Moderator;

**Farm Sales, Machinery & Consignment** — Wayne Ediger, Moderator;

**Auction House & New Furniture** — William J. Josko, Moderator;

**Guns, Coins, Stamps & Charity** — Bill Wade, Moderator;

**Real Estate** — Lyle Erickson, Moderator;

**Estate & Household Auction** — H. Layton Laws, Jr., Moderator;

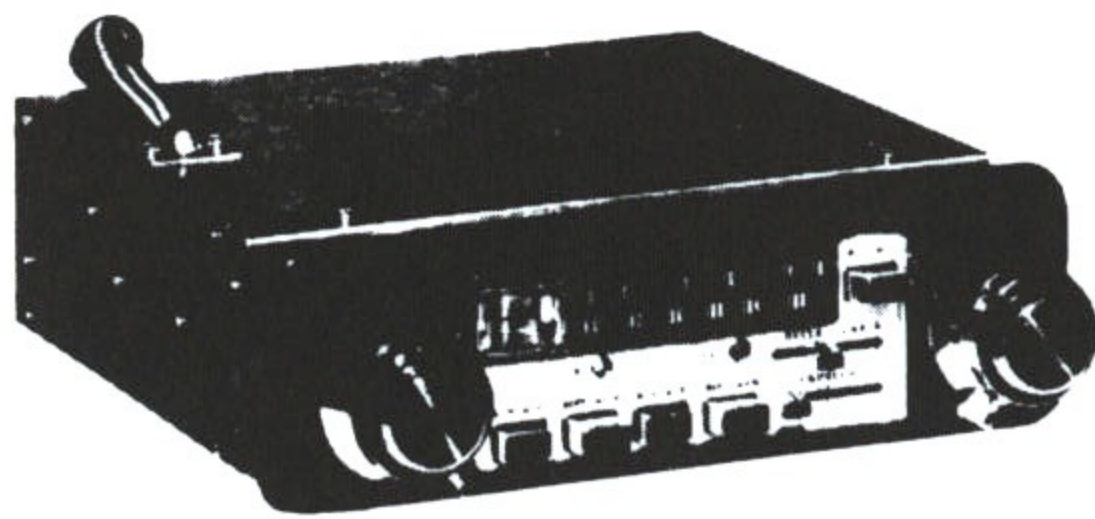
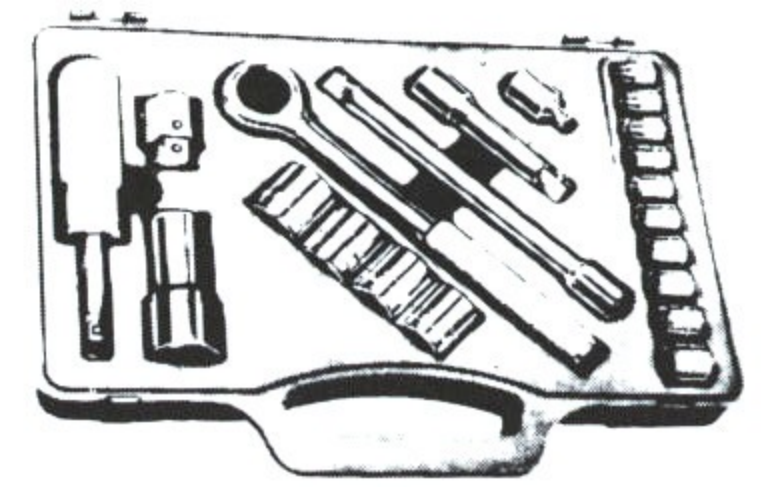
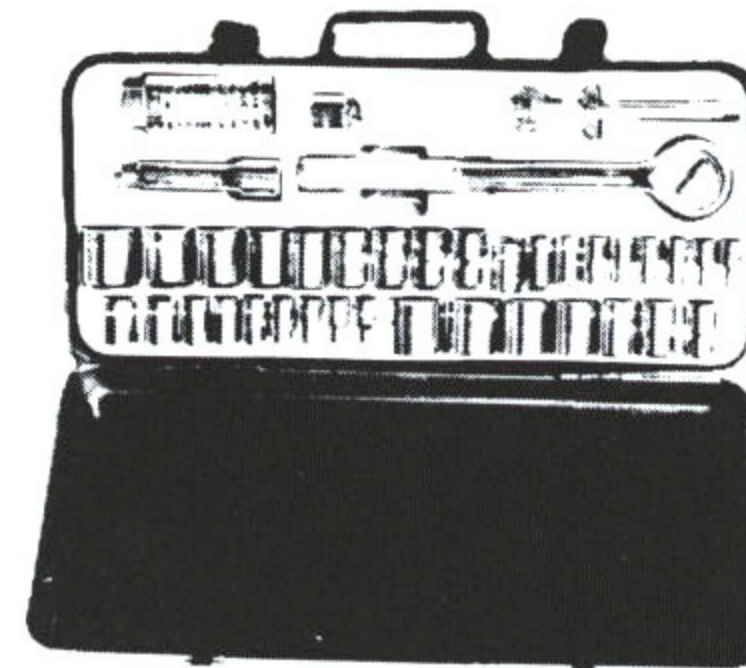
**Auto Auction** — Forrest A. Mendenhall, Moderator;

**Livestock Auction Market** — Frank E. Bass, Moderator;

**Dairy Cattle** — Morris Fannon, Moderator.

Make your hotel reservations NOW; send in your completed Advance Convention Registration form and fees IMMEDIATELY; and plan on attending the 1979 Denver NAA Convention and listen to the experts offer you their story at the 1979 NAA Convention Workshops!





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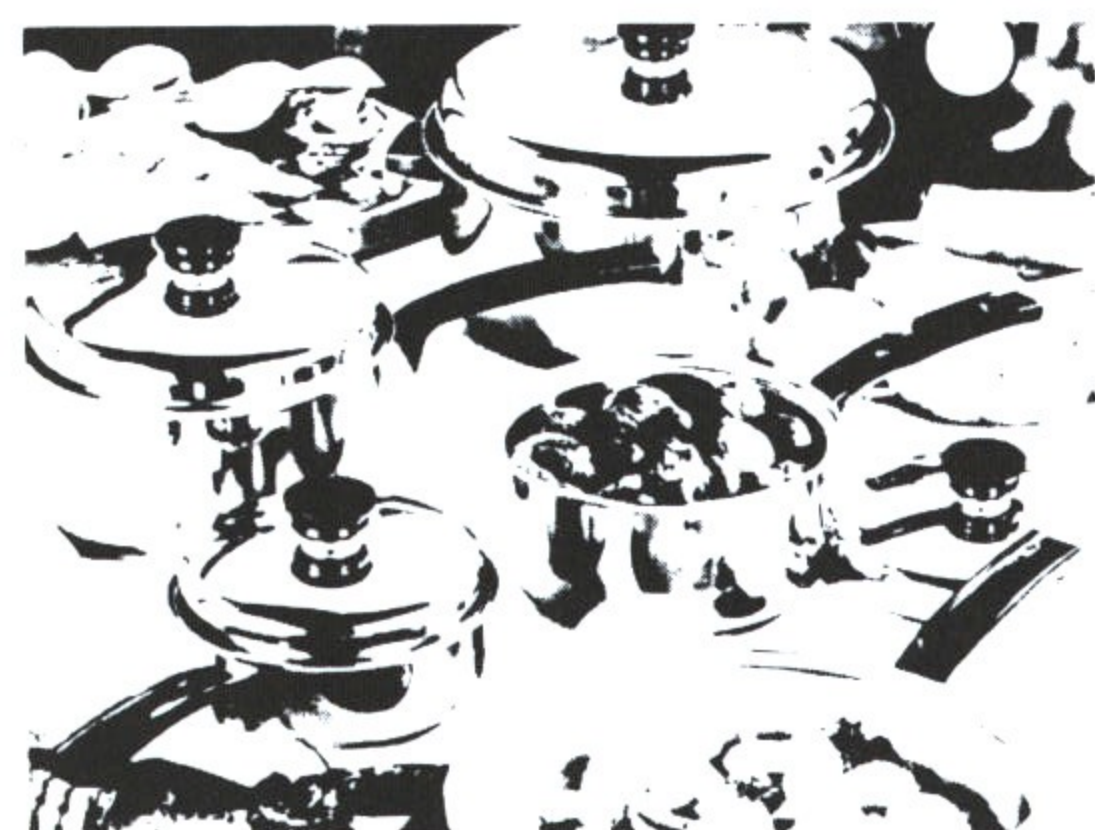
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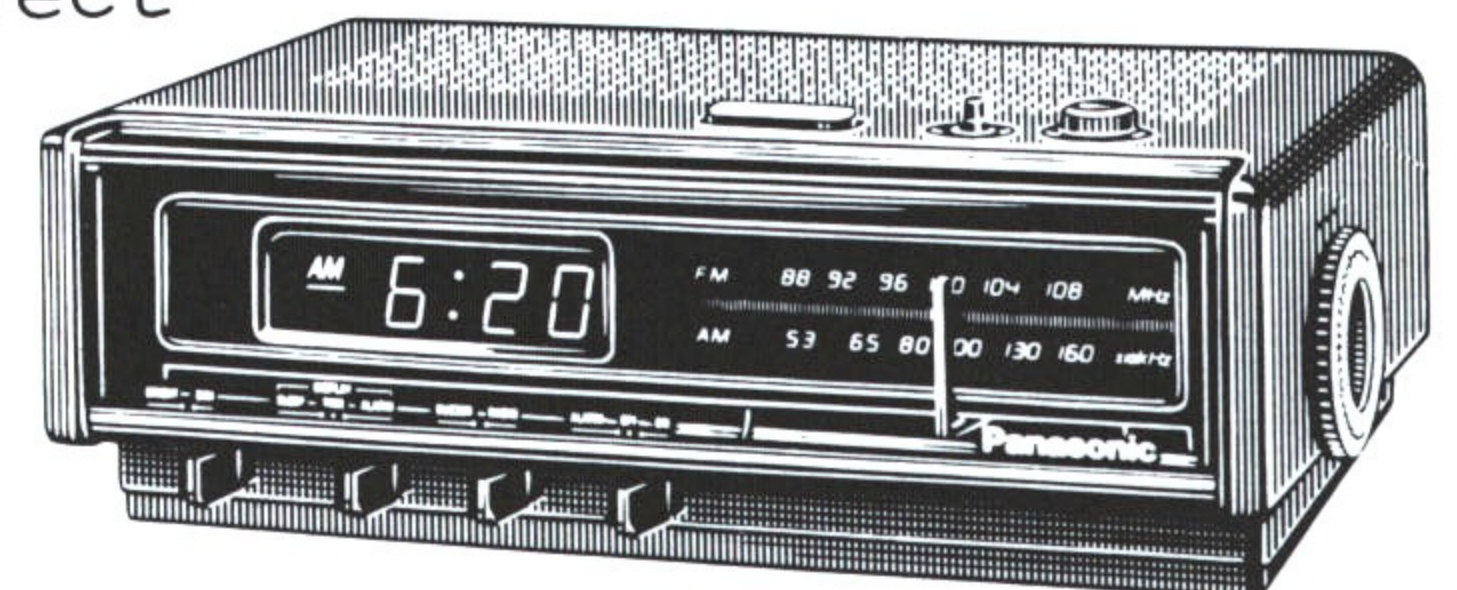
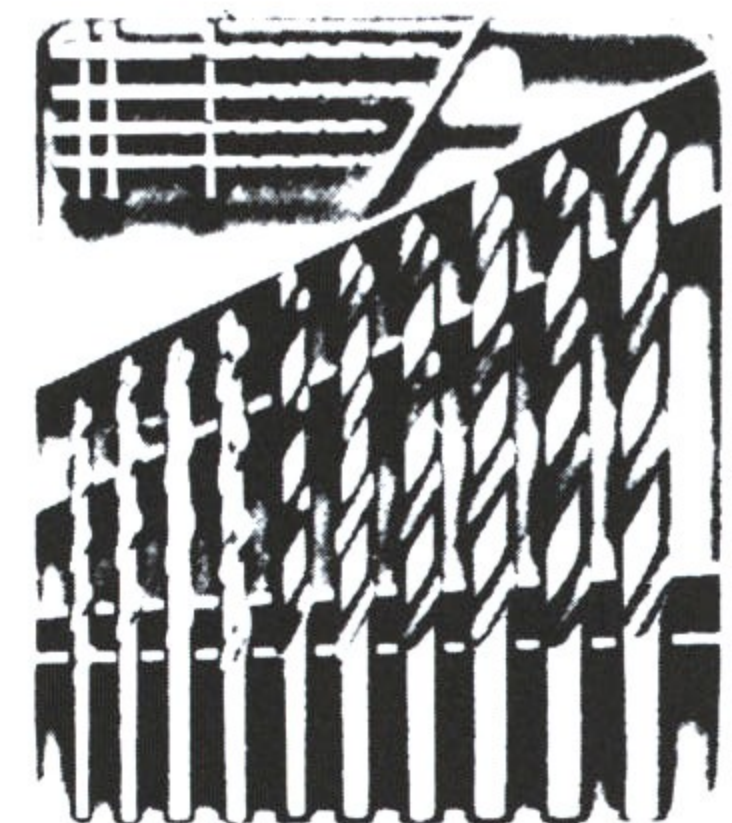
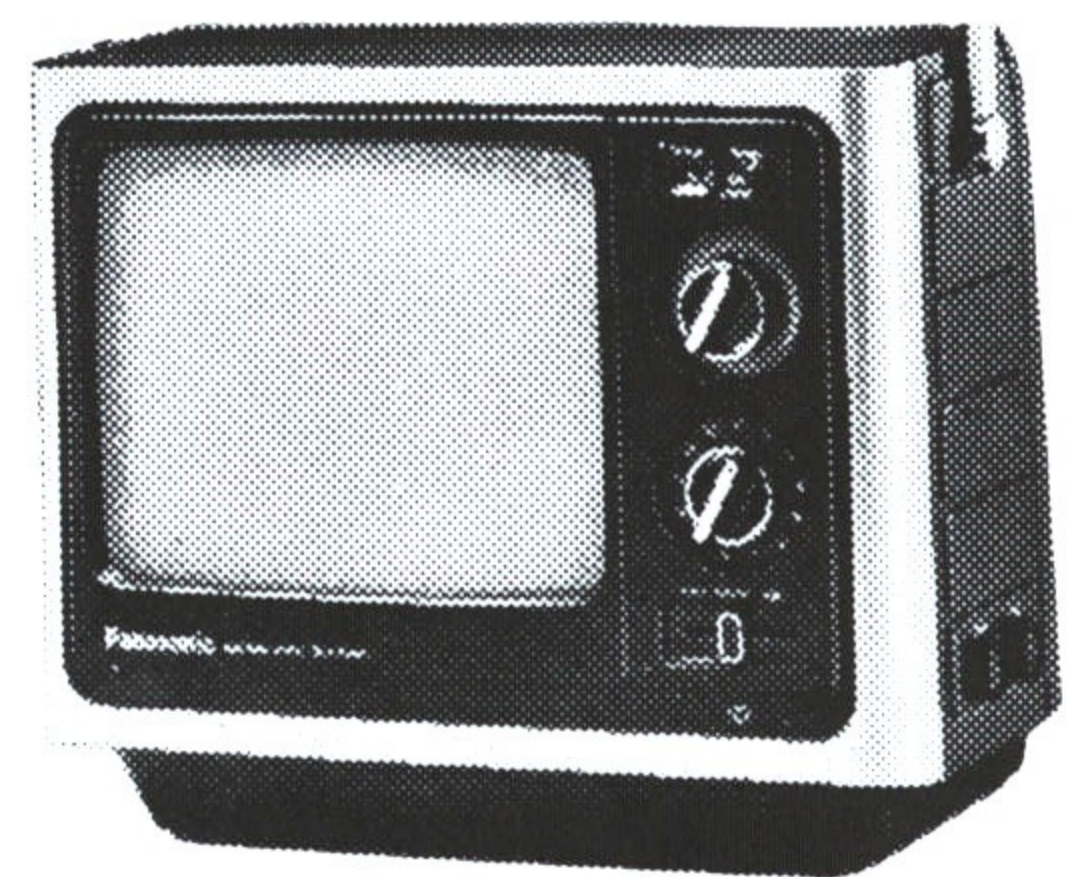


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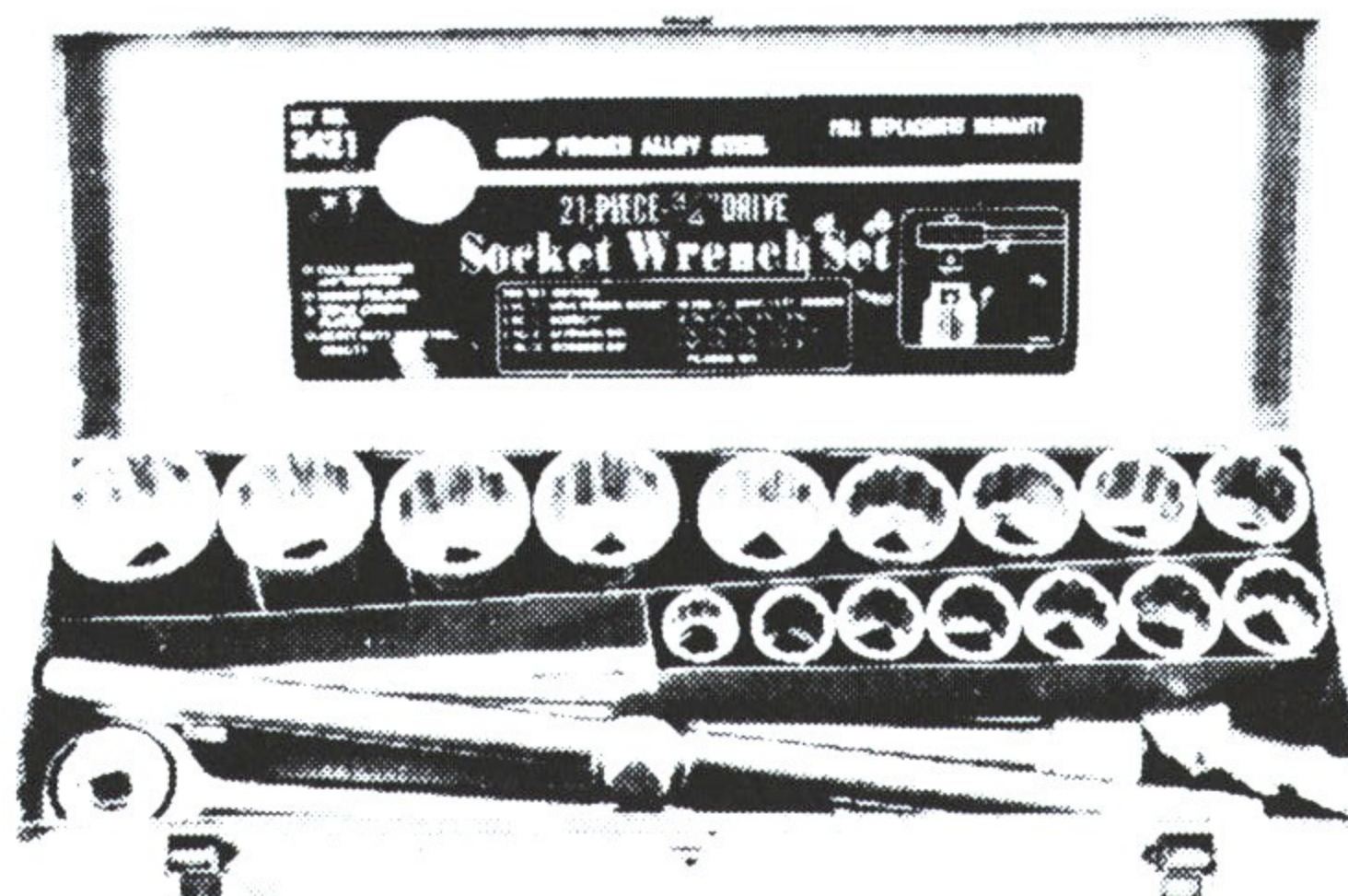
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The Grand Champion steer sold for \$70,000 and the Reserve Grand Champion sold for \$45,000. The 308 prize winning steers sold in excess of a million dollars.

The Grand Champion lamb sold for \$30,000 and the Reserve Grand Champion lamb sold for \$16,000. The Grand Champion pen of five broilers sold for \$22,000 and the Reserve Grand Champion sold for \$17,000.

The Grand Champion barrow sold for \$25,000 and the Reserve Grand Champion barrow sold for \$13,000.

NAA member Walter S. Britten served in 1963-64 as NAA president and was one of the two 1968 recipients of the NAA Hall of Fame award. His son, Dick, assisted with the four junior market animals auction. Dick appeared as guest auctioneer on the "Osmond Family TV Show", shown on nationwide television on March 18.

## Arizona Auctioneers Form Association

July 9, 1978, was a big date for Arizona auctioneers and NAA President Harvey Lambright shared the event with the Arizonians immediately before being installed as president of the NAA.

Harvey Lambright visited Arizona to help offer information about State Association activities, the cooperation, which can be expected from the Nation-



*ENTERTAINMENT for the Auctioneers Contest was provided by NAA member Blaine Cone (right) and Sandy Short (left), daughter of NAA member and Arizona Association president Ed Short. Sandy sang "The Auctioneer's Song".*

al Auctioneers Association and the benefits, which can be derived from the formation of a State Auctioneers Association.

All of these activities were held nearly one year ago and one may wonder why all of the publicity now? Well, to offer information about the Association's current activities, you should have a summary of the events which have helped the Auctioneers Association of Arizona become a viable organization today.



*A GOOD CROWD of bidders and buyers attended the first Auctioneers Contest, which was sponsored by the Auctioneers Association of Arizona. Proceeds from the donated items, which were sold at auction by the contestants, were presented to the newly formed Association.*

Sixty members now are included in the AAA — approximately 50 more than thought possible when the initial discussions were made about forming an association. The current officers include Ed Short of Phoenix, president; Mike Kramer of Phoenix, vice president; Ken Murdoch of Buckeye, secretary-treasurer; and three directors: Paul Perry, Mesa; Richard Coleman, Tucson; and Jake Brooks, Flagstaff.

The Association's first activity, after incorporation, was to hold a State Champion Auctioneer contest and seminar. The event was held at the Rawhide Livestock Auction, Chandler, Arizona, on December 9, 1978 and the program was well attended.

NAA Director Robert E. "Bob" Musser of Cody, Wyoming, was the NAA representative attending, who conducted the program. A professional panel of judges selected two out of nineteen contestants in the contest and the members and auxiliary members voted, by ballot, on the Champion and Runner-up position.

John Whisenant of Phoenix won the Championship honors and Hal Musser of Phoenix (Bob's son) earned Runner-up honors.

The proceeds from items sold at the auction were donated to the Association.

One major benefit of the program was a seven-page pictorial review and article of the contest, which was published in the "Arizona" section of The Arizona Republic newspaper on January 21, 1979. The article was titled, "Some Men Chanted 'Evening'" (a play on words, but effective in reader interest).



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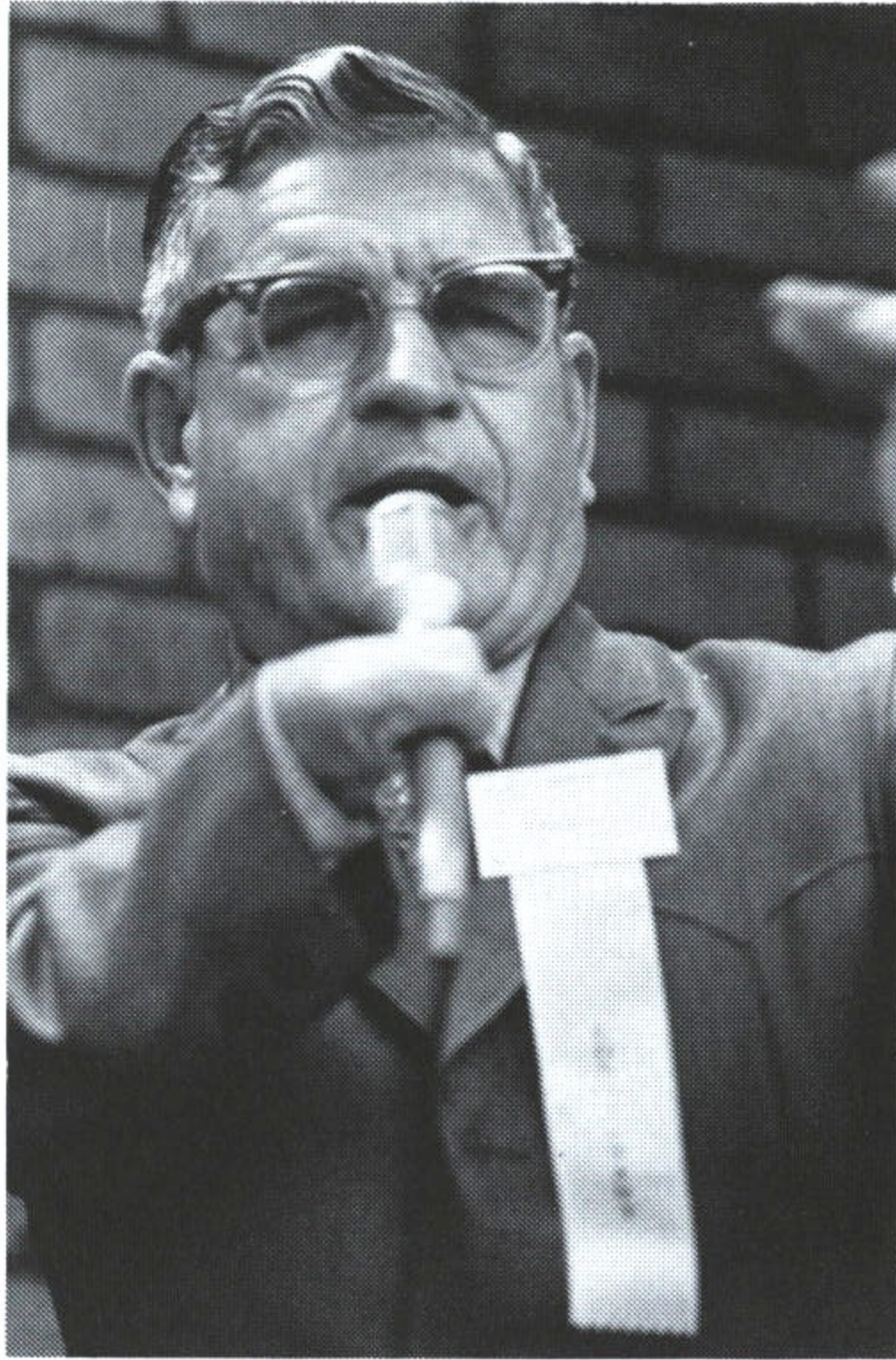
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*THE STATE CHAMPION AUCTIONEER of the Auctioneers Association of Arizona contest was John Whisenant (top). NAA member Whisenant was judged best out of nineteen contestants. Believing to be the only Indiana auctioneer, NAA member Brazie Goseyun competed in the Auctioneers Association of Arizona auction contest. Brazie donated a Navajo-made souvenir — a carved, wooden Indian woman weaving on a loom.*

A fund raising event — auction — was held on March 11, 1979, at Rawhide, Arizona. AAA member Ray Warner donated his facilities and staff for the consignment auction. Donated items were sold with the proceeds again going to the Association. A Bar-B-Que dinner followed.

The Auctioneers Association of Arizona, Inc., will not let up and future plans have been made to continue the interest, generated in the first year. The annual banquet and election of officers will be held in June.

A good organization has been formed in Arizona and the members now are joining together to

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create a good image for auctioneers and provide additional information for the membership on the advantages of selling real and personal property at auction. Many people — NAA and Arizona auctioneers alike — have worked hard to create the Auctioneers Association of Arizona and it looks as if the hard work has paid off with benefits for everyone!

**W. Ken Murdoch, Secretary-treasurer  
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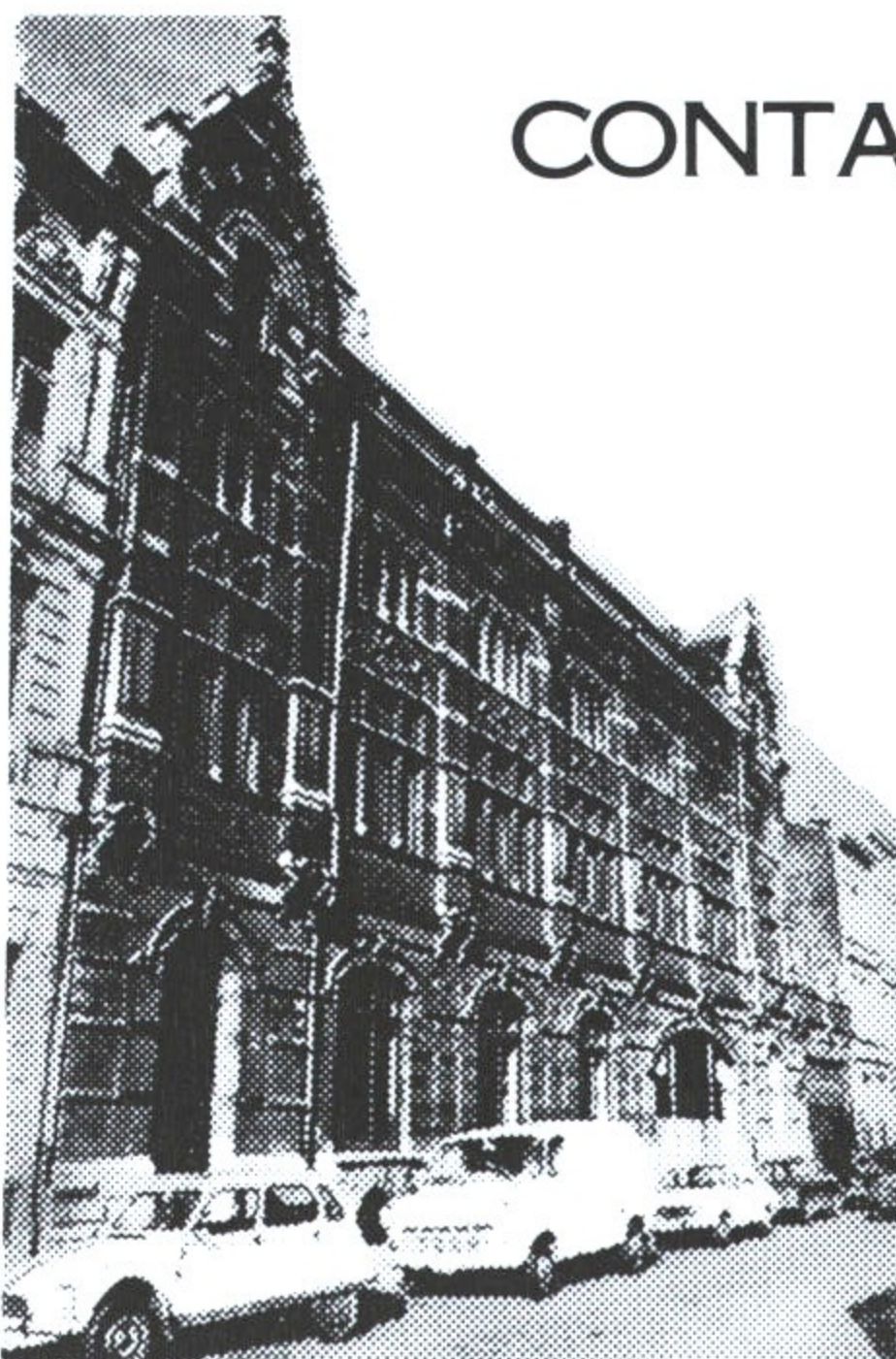
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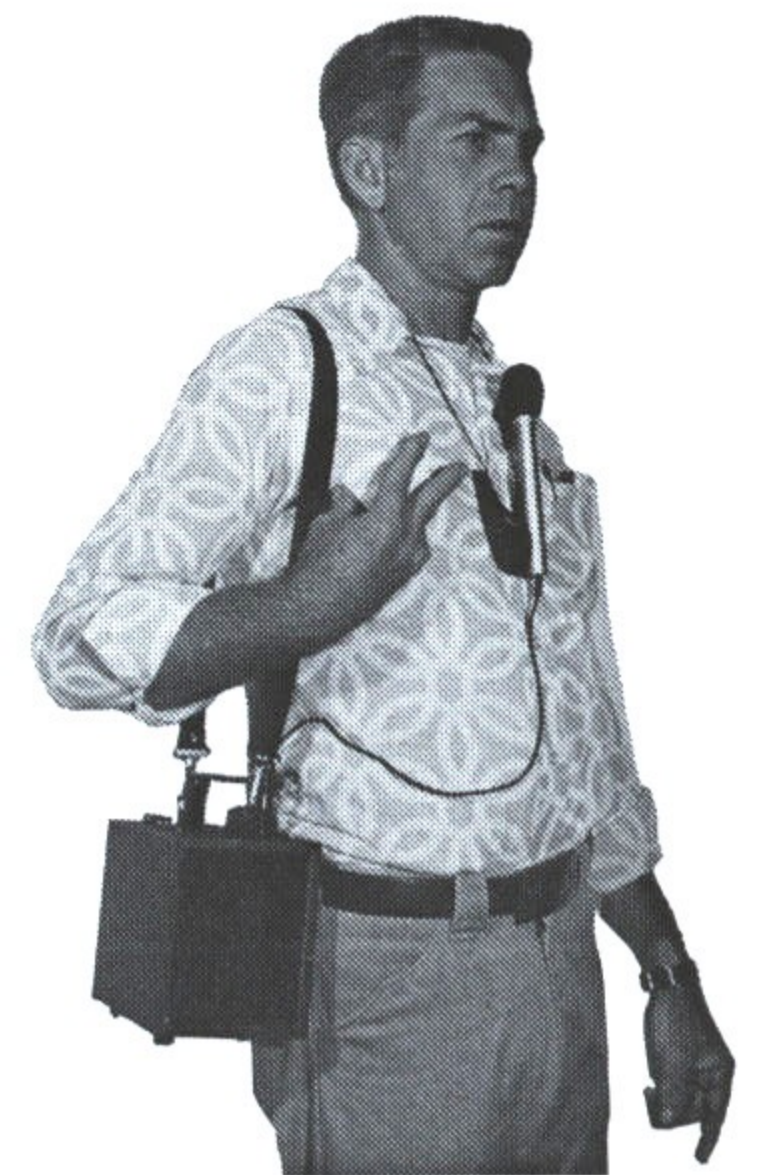
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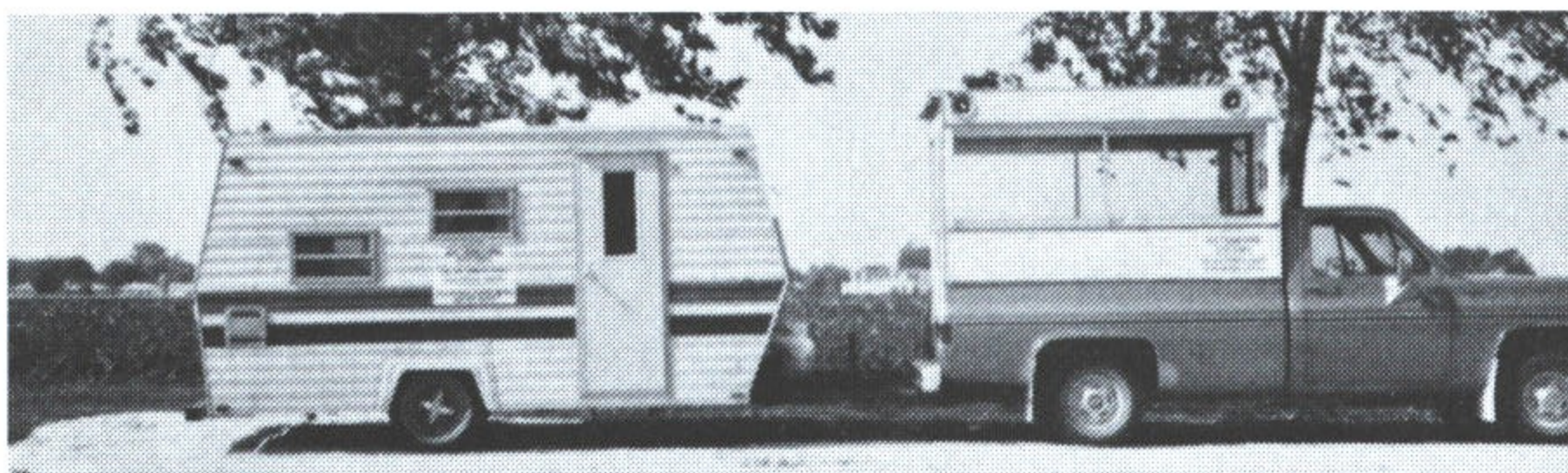
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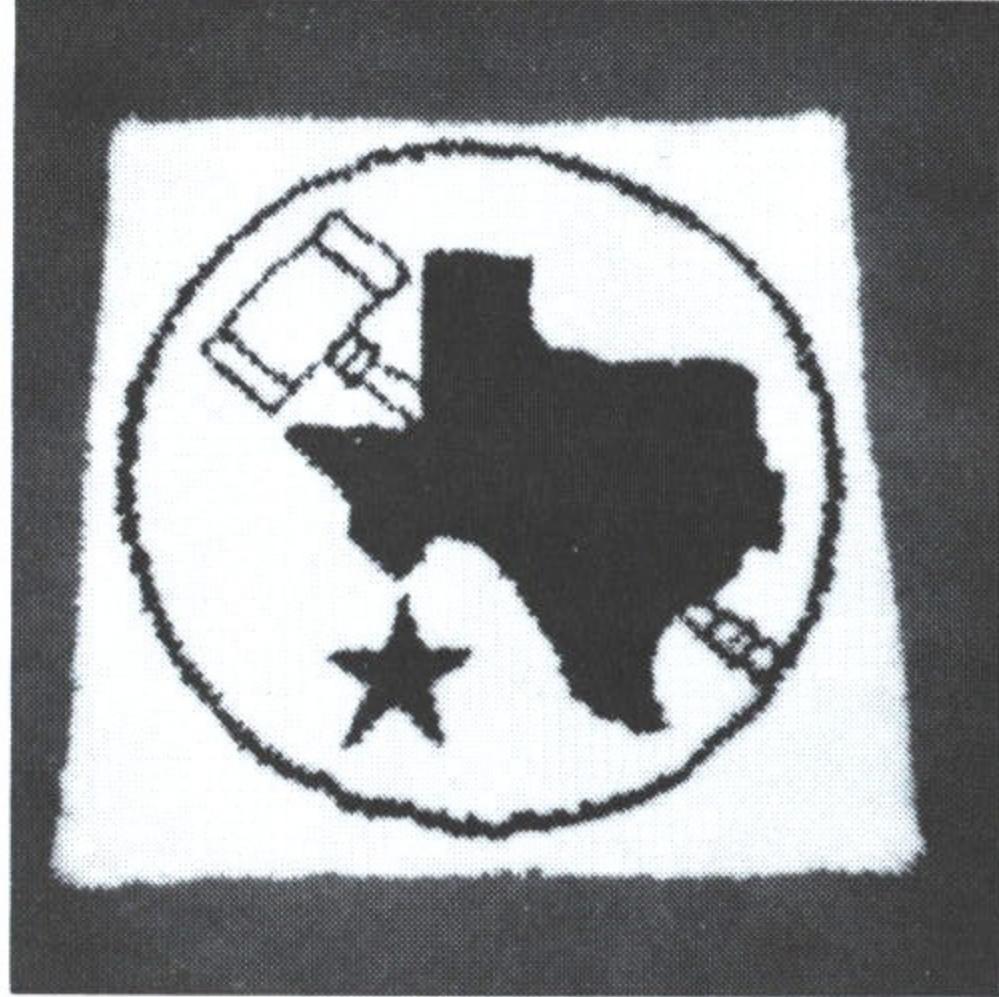
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## Two Rugs Donated for Sale At Texas and NAA Fun Auctions By Auxiliary Member Agnew

Two latch hooked rugs will be donated for sale at the Texas and National Auctioneers Associations' conventions' Fun Auctions by NAA and TAA member Cecil Agnew of West, Texas.

The two latch hooked rugs — one displaying the TAA emblem and the other, the NAA emblem — were



*THE TWO LATCH HOOKED RUGS will be sold at the Fun Auctions of the Texas Auctioneers Association and National Auctioneers Association Fun Auctions. Donated by Cecil Agnew and made by his wife, Glenna, the rugs are made to scale and each measures approximately three and one-half by four feet.*

made by Cecil's wife, Glenna, who is an NAA Ladies Auxiliary member, and represents 125 hours of work. The rugs are made to scale and may be used as either a floor rug or a decorative wall hanging. Each measures approximately three and one-half by four feet.

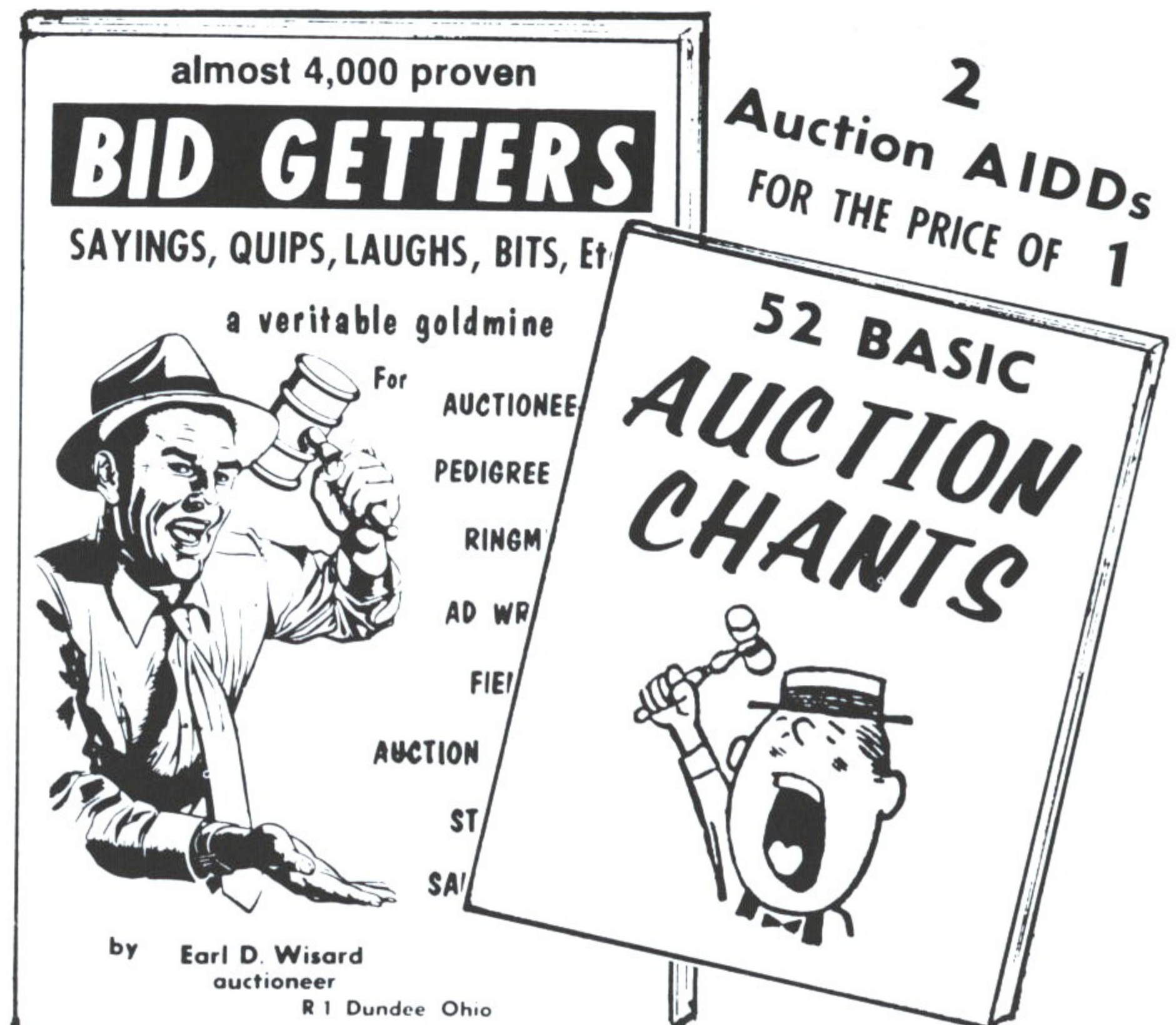
Cecil has been selling at auctions for the past nine years and specializes in farm equipment and business liquidations. Glenna is an elementary math teacher who enjoys making latch hooked rugs as a hobby. She sincerely hopes the successful high bidder of each rug gets as much enjoyment from them as she did in making the rugs.

## NAA Dates to Remember . . .

July 11-14, 1979 — 1979 NAA Denver Convention, Denver Hilton Hotel, Denver, Colorado. (Hotel reservation included in this issue of THE AUCTIONEER magazine; Convention Advance Registration will be available in the April, 1979, issue of THE AUCTIONEER magazine.)

## The Basic concept of Bid Getters . . .

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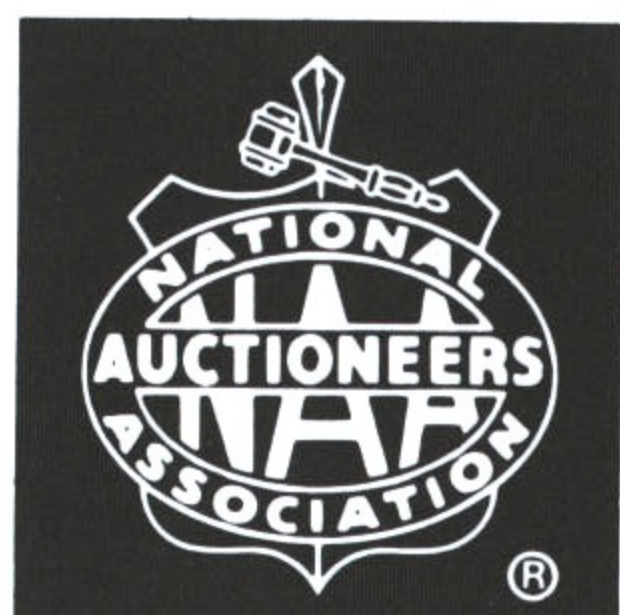
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## Western College of Auctioneering Completes Spring Term



*INSTRUCTORS AND GRADUATES of the Western College of Auctioneering, Billings, Montana, are pictured above at the completion of the spring term, March 5-16, 1979. The instructors, pictured on row one, include: Dean Roberts (standing), Billings, MT; Stanley Bucholz, Lehr, ND; John Mandeville, Bozeman, MT; Jack Bowser, Molt, MT; Bob Thomas, president, Billings; Lorraine Divver, secretary, Billings; Edie Hagen, registrar, Billings and Bill Hagen, executive secretary, Billings. Standing third from right is another instructor, Craig Mandeville, Bozeman. Instructors not present when photo made: Ray and Ron Granmoe, Glendive, MT; Larry Stokes, Port Orchard, WA; Jack, Edie and Jerry Ellis, Roundup, MT; Dean Merryfield, Wally Stadfeldt, Gene Gabel and Tige Thomas, Billings; Warren Smith, Williston, ND; and Bob Musser, Cody, WY. The spring, 1979, class is the 106th term since the college was founded in 1948.*



### Spotlight On NAA Members

#### Jim Torteson Wins Award For Community Participation

It always is gratifying when NAA members receive recognition for their efforts and the following letter was submitted to NAA president Harvey Lambricht in regards to NAA member Jim Torteson of Oxford, Massachusetts. The letter was written by David Sochia, Sr., Public Relations Officer, Oxford Veterans of Foreign Wars Post 5663.

*Dear Mr. Lambricht:*

*We at the Oxford, MA V.F.W. Post will commence with our annual testimonial banquet on Saturday, April 14, 1979. We honor our past commander (Paul Dumouchel) and Auxiliary president (Marion Houle) most certainly, but the highlight and main purpose of this event is to honor and appreciate a local citizen*

*for his/her civic contributions to our community.*

*Therefore, it is with pride and pleasure to announce that Jim Torteson is the recipient of this prestigious award.*

*Jim has donated innumerable hours and work for the past 22 years to and for the town of Oxford. He landscaped the police station and town hall.*

*He has been an active member of the Boy and Cub Scout troops for 12 years; presently committee chairman of Cub Pack 149. Many hours of his time was volunteered as superintendent of the Oxford Cemeteries.*

*Jim has conducted many auctions for churches, civic, fraternal and youth organizations to raise needed funds for more than 22 years in Southern Worcester County.*

*He also conducted a free auction for the Golden Agers for entertainment.*

*All of this has been contributed with dignity and sincerity.*

*It is our good fortune that Jim Torteson has chosen this community as his home. We, the town, have reaped the benefits.*

*We, at the Oxford V.F.W. know Jim Torteson is well deserving of this award.*

*Cordially, /s/ David Sochia, Sr., Public Relations Officer, Oxford V.F.W. Post 5663.*



## Lloyd Adams of Michigan Carries The Message for Auctioneers On His Van During 17-State Trip

"Sell the Auction Way" is neatly printed and displayed on the spare tire cover of Lloyd E. Adams' van, in which he and his wife and two children traveled more than 8,000 miles through 17 states during a 13-month period. Lloyd believes that over 200,000 people viewed his van during the trip.

NAA member Adams believes auctioneers should promote the auction profession in this manner. His travels included the states of Michigan, Ohio, West Virginia, Virginia, North and South Carolina, Georgia, Florida, Alabama, Tennessee, Indiana, Illinois, Missouri, Arkansas, Oklahoma, Texas and Louisiana.

Using a conservative estimate to determine how the 200,000 viewers estimate was derived, he believes that approximately ten viewers per mile saw the slogan, but believes even more people than that may have seen his van. Lloyd drove the speed limit — 55 m.p.h. — and not many more did, which allowed several cars to pass him during each mile. On the main highways, everything passed him, including buses, trucks and "even the little VWs", commented Lloyd.

The vanity license plates, displaying "COL LE",



were added in 1978 and "they were worth the extra cost because they have generated a lot of interest", stated Lloyd.

No accidents or other adverse incidents marred the trip and he tried to spread the good will everywhere he visited. He said he had only one regret, which was that time did not permit him to look up more fellow auctioneers along the way. He reported seeing a number of auction facilities and visited several, including viewing the stockyards at Fort Smith, Arkansas.

NAA member Adams said, "I talked shop with many people and did not hear one unkind word about auctioneers."

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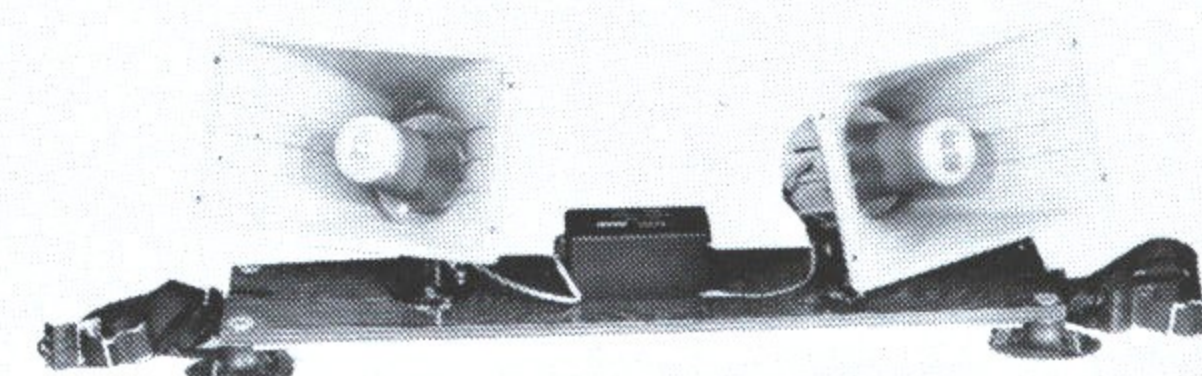
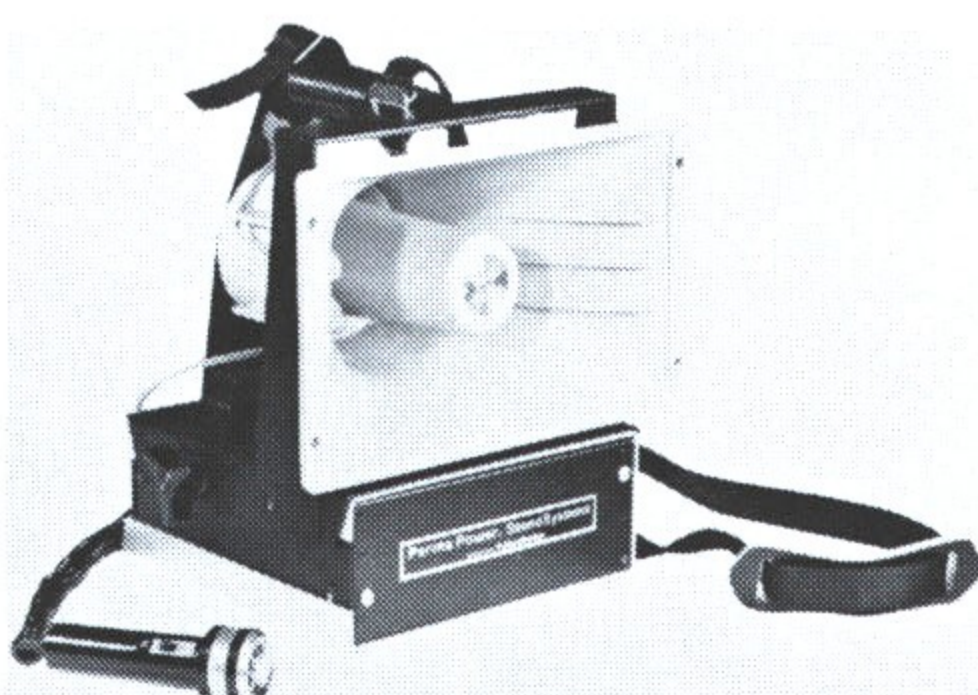
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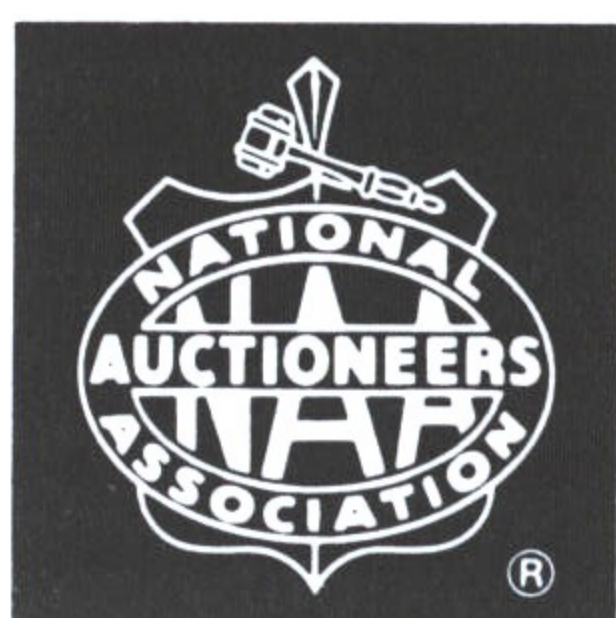


In the 8,000 miles traveled on the trip, the only other vehicle he saw with advertising relating to the auction profession was a van in Lansing, Michigan — 70 miles from his home. By contrast, he said he saw literally hundreds of vehicles advertising realty firms or brokers.

L. E. Adams is looking forward to taking the auction slogan through another ten states in 1979-80 by following the Lewis and Clark route to Washington and Oregon, "if the Good Lord is willing and the gas doesn't rise!"

NAA and Michigan Association member Adams is a graduate of the Nashville Auction School (1976) and is planning to relocate in a southern state "in the spring of 1980 — to get away from the Michigan winters (1978-79 was a blinger)".

He also would enjoy receiving a card or letter from anyone in the 17 states who recalls having seen, during his travels, the wheelcover and where. Lloyd's address: 149 E. Maple Street, Shephard, MI 48883.



## Letters From NAA Members

### Henry Rasmussen Received Two Awards in 1978; Has Cataract Removed in Eye

Former NAA Treasurer Henry Rasmussen of St. Paul, Nebraska, had a good auction year in 1978 in spite of a physical problem. He also has been honored, twice, during the same period and his letter will explain it best:

*Dear Friend Harvey:*

*1978 has come to a close and I'm very thankful. I had a cataract removed from my left eye on December 7; had an implant inserted; and am getting along fine. Can see real good out of the eye.*

*Business was good in 1978, as I had 75 sales. Some of these were land sales, which helps bring up the commission.*

*I was honored twice this past year. I received the Good Neighbor Award from Ak-Sar-Ben and was named an Admiral in the Great Navy of the State of Nebraska by Governor Exon. Yours truly, /s/ Henry Rasmussen.*

### Kansas Auctioneer Now Stationed In City of Stuttgart, Germany

An article in the December, 1978, issue of THE AUCTIONEER magazine (re: No Tricks, Just Treats Included in Halloween Auction in West Germany by Bob King) created interest in another auctioneer who now is stationed in West Germany — Stuttgart. The auctioneer is LTC Jay M. Berman, formerly of Kansas.

## TOA PORTABLE WIRELESS PA SYSTEMS

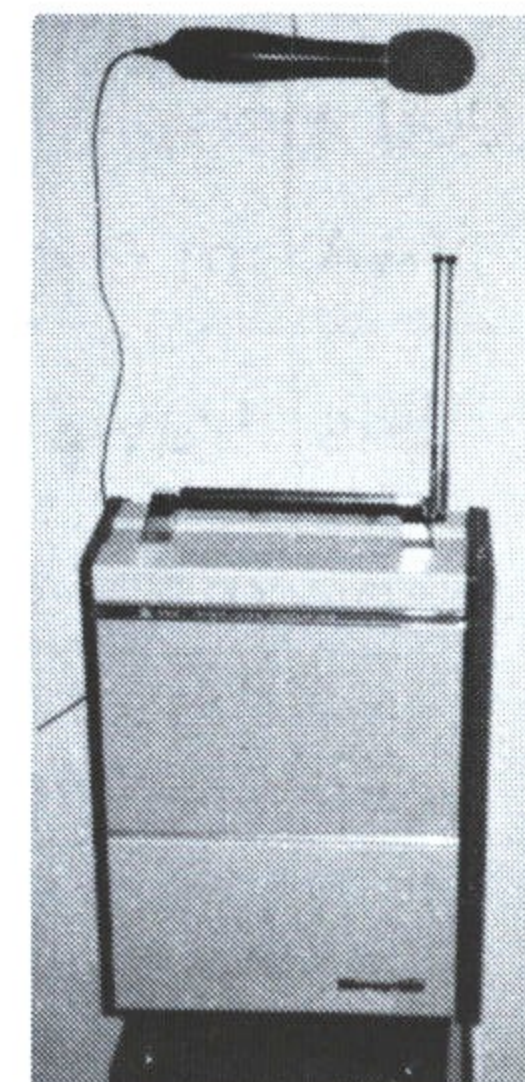
*We got rid of the last big drawback with  
cord-connected mikes . . . the cord.*

WA-22 Meeting Amplifier, is excellent for indoor or outdoor use, and is compact & light weight. AC/DC Power feature for complete portability.

WMA Wireless Microphone is a Hand-held, crystal controlled transmitter. This is the microphone we recommend, it is available in several different frequencies.

WME Wireless Microphone is a pocket type transmitter that is also crystal controlled. It consists of two sections, a microphone and a transmitter. This microphone allows complete freedom of movement.

We also have several different models available, for pamphlets write or call: Phone 605-338-4260.



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Sioux Falls, SD 57105  
Auctioneers & Realtors

*Your TOA Dealer in the Midwest . . . Tested and  
Proven by Auctioneers in the Business.*

Portions of Jay's letter follow:

*Dear Harvey:*

*I'm an auctioneer you have heard from before, but I'm some 7,000 miles displaced from my old area in Kansas. Although we thought the Army would leave us alone until retirement, it seems one more overseas tour was needed. I, the wife and kiddies now reside in Stuttgart, Germany.*

*My auctioneering has been substantially curtailed, and mostly I now sell telephone poles up and down the autobahn. I did a little charity affair to help a German church — and found enough understanding of English to sell fine — but using a much slower chant.*

*Now that we are settled in Stuttgart, I've begun to search out German auctioneers and have met a few. Perhaps in the next several months I can get an article together about how the business is conducted in Germany. It is much different. The Germans do have an association similar to ours, and in the future some sort of liaison might be arranged. Best Regards, /s/ Jay M. Berman.*

For those of you traveling to Germany and need company, Jay's address is: Military — LTC Jay M. Berman, HQ USEUCOM, Box 136, APO New York 09128. Telephone: 049-0711-7301-5506. Civilian: LTC Jay M. Berman, 2406 Wo A-4, Texasstrasse — Patch Barracks, 7000 Stuttgart 80, West Germany. Telephone: 049-0711-730383.



## Mayor of Independence, Missouri Signs NA Week Proclamation

The Hon. E. Lee Comer, Jr., Mayor of the City of Independence, Missouri, signed a proclamation, recognizing the auction profession during National Auctioneers Week, April 22-28, 1979.

But before the proclamation was signed, several comments and questions were asked of NAA member Bob Havers of Independence (it was through Bob's initiative that the proclamation was signed). The meeting with Mayor Comer and Bob Havers was held on March 13.

During the half hour the two were together, Mayor Comer told NAA member Havers that during his boyhood, he worked in the packing houses near the Kansas City stockyards for several years, then later the Mayor and a friend went into the hog buying business and were successful at it. He indicated that those were some good — and lean — years.

When NAA member Havers turned the discussion to National Auctioneers Week, he gave the Mayor a copy of THE AUCTIONEER magazine and he was explaining the objectives of NA Week, the mayor started asking questions. Some of them were: Do you have a Code of Ethics? Is there enforcement for violations and violators?

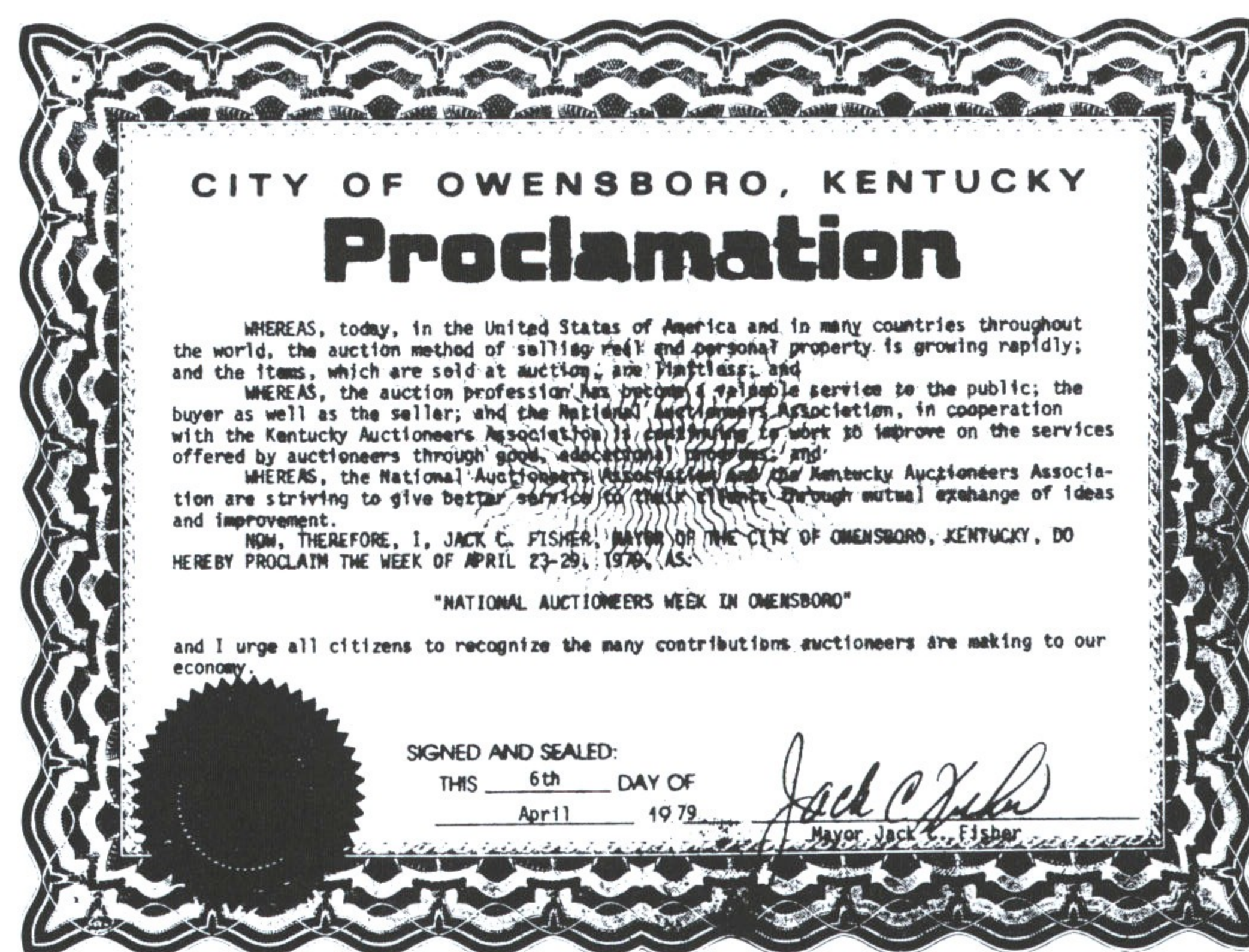
Mayor Comer, being an auction "buff", was genuinely concerned with the way our Free Enterprise System is conducting itself. After having his ques-

tions answered, Mayor Comer asked to keep the magazine to study just what is going on in the National Auctioneers Association, the goals, progresses and standards.

The meeting ended with NAA member Havers auctioning off the Mayor's nameplate on his desk, a handshake, which was firm, and an understanding that a few political leaders really care about the citizens in their community, as the proclamation from Independence, Missouri, reads.

*EDITOR'S NOTE: NAA member Bob Havers is a new member, having joined the Association a few month's ago. His experience and success with the Mayor of Independence indicates the interest, which is being shown to the auction profession, but also indicates that it is possible to have the profession recognized by the political leaders if the NAA member maintains a successful business-like image and is prepared to answer questions about the auction method of selling real and personal property. Congratulations and appreciation for a job well done go to Bob Havers.*

## Owensboro, Kentucky Recognizes National Auctioneers Week By Having Proclamation Signed



THE HON. JACK C. FISHER, Mayor of the City of Owensboro, Kentucky, welcomed the members of the Kentucky Auctioneers Association to Owensboro at the opening session of the Kentucky Auctioneers Association Convention by handing the above proclamation to KAA Convention Chairman John P. O'Connor. John was responsible for having the mayor have the proclamation announced, in addition to having the mayor present to welcome the auctioneers and families to the convention city. The Proclamation was handed to NAA Executive Director Harvey L. McCray to preserve in the permanent NAA records, in addition to having it displayed and published in THE AUCTIONEER magazine. McCray was present at the convention to provide an update of NAA activities during the 1978-79 year.



*City of Independence*

103 NORTH MAIN STREET • INDEPENDENCE, MISSOURI 64050 • (816) 836-8300

### PROCLAMATION

WHEREAS, Auctions of real and personal property have become one of the leading means of marketing in the United States of America and in many countries throughout the world, and

WHEREAS, The National Auctioneers Association has achieved new heights in professionalism and service to the consuming public and to those they serve. Their continual efforts to preserve the American Free Enterprise System is paramount in their endeavors, and

WHEREAS, The National Auctioneers Association Auctioneers work by a strict Code of Ethics and therefore provide a useful and valuable service to society and the economy in general, and

WHEREAS, It is the duty of every member to protect the public against fraud, misrepresentation or unethical practices in connection with the sale, disposal or liquidation of any real or personal property the Auctioneer is called upon to dispose of at public auction.

NOW, THEREFORE, I, E. Lee Comer, Jr., Mayor of Independence do hereby proclaim the week of April 22-28, 1979, as

### NATIONAL AUCTIONEERS WEEK

in Independence, Missouri, and urge all citizens to recognize the many noteworthy contributions auctioneers are making to our society and economy.

IN WITNESS WHEREOF, I have hereunto set my hand and caused the Seal of the City to be affixed this 4th day of April, 1979.



*E. Lee Comer, Jr.*  
Mayor  
Attest:  
*Bruce Lowrey*  
City Clerk



## Pamela Moore Epstein Appears On Today Show on March 15th

Pamela Moore Epstein, NAA member from Liberty, New York, believes that the auctioneer must always do the very best to always elevate that old fashioned stigma attached to the auctioneering profession (the smooth talking, glib, huckster of over twenty years ago) and she is helping to provide understanding of the auctioneer of today with her many appearances on television shows and speaking to many, many clubs and civic groups.

NAA member Epstein was a guest on the "Today Show" on March 14; was on the British Broadcasting Company's "Stop Look and Listen" show in London, which was repeated on "London Alive" and the "Pick of the Week" shows, due to the fact that her appearance was an unusual guest appearance.

She is included in the "World Who's Who of Women", a huge volume devoted to women who have distinguished themselves in various fields (movies, television, lecturing, science, etc.). Her guest lectures have included meetings with the Rockland Business and Professional Women's Club; Mothers of Bethel; Shalom Chapter of Hadassah and Bernard M. Baruch College.

She also has appeared before the Women for Brandeis University; Lions Club; Rotary Club; B'Nai Brith; Methodist Church; Dutch Reformed Church



**Pamela  
Moore  
Epstein**

and many others, including Grossingers Resort Hotel and Chesters Resort Hotel.

Her lecture programs include the following topics: "The Victorian Man and Woman"; "How to Sell the Brooklyn Bridge" (the Lady Auctioneer divulges some trade secrets in "selling" an audience); "A Family Guide to Collecting"; "The Life & Times of Queen Victoria"; and "The Auctioneer is a Lady" (how a convent-educated Englishwoman became a "country auctioneer").

Pamela Moore Epstein believes in the auction method of selling real and personal property and her efforts to improve on the image of the auctioneer is refreshing. She is one of the first lady auctioneers in the United States, having conducted over 500 auctions. For many years she owned and operated the now famous "Old Curiosity Shop".

Pamela has taught "Antiques for Profit & Pleasure" at Sullivan County (New Jersey) Community College and the first woman director of the New Jersey State Society of Auctioneers. She also is a member of the New York State Auctioneers Association.

She is married to a Supreme Court Reporter of the State of New York, Lawrence H. Epstein, and has two grown daughters.

## Knowledge and Integrity

*The best guarantee of anything sold at public auction most often comes from the knowledge and integrity of the Auctioneer.*

**B. G. Coats**

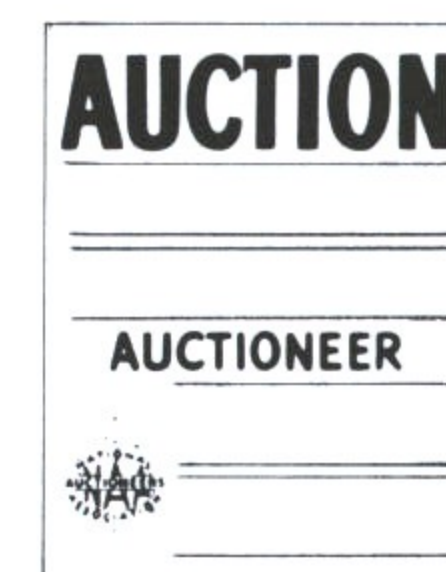
### TWO BOOKS FOR AUCTIONEERS

"Let's Talk About Auctions" and "Common Sense in the Auction Business". The books are designed as fundamental guides for amateur auctioneers and as refreshers for more seasoned professional auctioneers.

In "Let's Talk About Auctions", the basic ideas from the "Common Sense" series are enlarged upon, added to and reorganized to logically cover both broad and specific aspects of general auctioneering. Topics include "The First Steps", "Getting the Sale", "Preparing for the Sale", "Conducting the Sale", "The Auctioneer", "Your Crew", "Ordinances and Security", "Ethics in Auctioneering", "Partnerships — Good or Bad?", "Auction Accessories", and more. The text is illustrated.

"Common Sense in the Auction Business" is a booklet compilation of the "Common Sense" articles exactly as they appeared in THE AUCTIONEER magazine. The booklet is complete and includes articles whose material was not directly pertinent to "Let's Talk About Auctions".

I'm sure you'll like them. Hang in there.



BEFORE



AFTER

### THROW AWAY AUCTION SIGNS

Paper signs, 18" by 24", in bright red lettering. Simply fill in date, time, name and phone number.

Please send me the following:

\_\_\_\_ "Let's Talk About Auctions" @ \$5.95 each postpaid.

\_\_\_\_ "Common Sense in the Auction Business" @ \$2.00 each postpaid.

\_\_\_\_ SPECIAL: Both books for \$7.00 postpaid.

18" by 24" Paper Signs in 4" bright red lettering in the following quantity:

\_\_\_\_ 50 signs \$15.00 postpaid

\_\_\_\_ 100 signs \$25.00 postpaid

\_\_\_\_ 100 AUCTION ARROWS, 8 1/2" by 11" bright red arrows with word AUCTION above red arrow — one-third showing arrow point right; one-third showing arrow pointing left; one-third showing arrow pointing straight — 100 AUCTION ARROWS @ \$10, plus \$1.00 for shipping and handling.

### AUCTION ARROWS



Auction Arrows — 100, 8 1/2" by 11" bright red arrows with the word "AUCTION" above them on white background. One third showing arrow pointing to the right; one third showing arrow pointing to the left; and one third showing arrow pointing straight. Shipped complete with helpful hints on how to make full use of the arrows.

100 ARROWS, \$10, plus \$1.00 for shipping and handling.

**Order Your Auction Supplies from:**

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P.O. Box 46 • McKeesport, PA 15135  
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Send to: \_\_\_\_\_



## National Auctioneers Week Observed In State of Washington By Governor



*THE HON. DIXIE LEE RAY, Governor of the State of Washington, created a relaxed atmosphere for Washington State Auctioneers Association president and Mrs. Bob Williams (Ann is WSAA secretary) when she burst into a few bars of the auctioneers chant when the Williams' entered and were welcomed into the Governor's office. Governor Ray signed the proclamation, recognizing National Auctioneers Week, April 22-28, 1979. Pictured above, left to right, are WSAA president Bob Williams, Governor Dixie Lee Ray and WSAA secretary Mrs. Bob (Ann) Williams.*

## Wisconsin Auction School Completes February Class



*FOUR DIFFERENT STATES were represented by students of the Wisconsin Auction School's February, 1979, class. The instructors shown in the above photo include, front row, second from left, Gene Pourchot, school president and third from left, Bob Brandau, instructor. Other instructors not present when the photo was made: Joe Donahoe, Harold Mason, Don Nichols, Jerry Kowal, Dr. Leonard Pourchot and Maria Berge.*

## FURNITURE AUCTION BOOK AVAILABLE



### 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.

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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## Auction Bribery

*"Gavel, gavel, gavel", wailed the wife as her husband, gavel in hand, started for the door. "I really believe that I'd drop dead if you spent one Sunday at home". "Now, now," rejoined the auctioneer, "there's no use you talking like that. You know you can't bribe me."*

## Special Guest

*An Auctioneer walked up to the front desk to register for a room in the hotel. As he picked up the pen, a bedbug crawled across the desk. "I've stayed in lots of hotels," the auctioneer said to the clerk, and I've been bitten by some pretty smart bedbugs. But this is the first time one ever came down to see what room I was getting".*



# AUCTION



# SUPPLIES

- **"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 cashing form. This one form replaces both the standard clerking sheets and cashiers statement. You'll like these.

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

- **STANDARD CLERKING SHEETS . . . Form No. CLS-2**  
8½x11", 50 sheets per pad. Has column for lot number, description of item, quantity, purchase price, etc.  
\$2.00 per pad, 10 pads at \$1.50 ea., 20 or more at \$1.25 ea.

- **STANDARD CASHIER'S STATEMENT . . . Form No. CAS-1**  
2-part, original for auctioneer and copy for buyer, 50 sets per pad, 5½x8½".  
\$2.00 per pad, 10 pads at \$1.50 ea., 20 or more at \$1.25 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.....\$10.00      5,000 Wires.....\$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....\$7.50      2,500....\$17.50      5,000....\$32.50

- **TERMS OF SALE — Form TOS-74**  
8½x11", 50 sheets per pad. Gives standard terms & conditions of sale to be displayed at auction site.  
\$2.00 per pad, 10 pads \$1.50 ea., 20 or more at \$1.25 ea.

- **CONSIGNMENT CONTROL . . . Form No. CC-73**  
8½x11", NCR paper, 3 sheets per set. Space to list many items. Seller signs he has good title. Original for auctioneer, copy to seller at check-in and last copy mailed with payment check. Eliminates Form CC-69.  
250 sets \$16.50      500 at \$32.50      1,000 at \$59.50

- **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 merchandise title to all items sold and deliver title to purchasers.  
\$2.00 per pad, 10 pads at \$1.50 ea., 20 or more at \$1.25 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.  
\$2.00 per pad, 10 pads at \$1.50 ea., 20 or more at \$1.25 ea.

- **CONSIGNMENT CHECK-IN FORM . . . Form No. CCI-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. Space to list a number of items.  
\$2.00 per pad, 10 pads at \$1.50 ea., 20 or more at \$1.25 ea.

- **PERSONAL PROPERTY 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.  
\$2.00 per pad, 10 pads at \$1.50 ea., 20 or more at \$1.25 ea.

- **AUCTION BANNERS**  
Heavy, outdoor drillcloth hemmed on all sides. Built to stand up in rugged weather, 13 x 19 inch blue drillcloth panels with 15 inch red letters that spell AUCTION. Banner is 10 feet long and 16 inches high with 50 feet of rope at top and bottom. Folds to 13x19x3 inches for easy storing.  
Complete Banner.....\$16.95 Postpaid.

- **ARROW DIRECTION SIGNS . . . Form No. ADS-811**  
Orange cardboard 8½x11". Word AUCTION and ARROW in bold black print. Package of 50 signs for \$7.50 100 \$10.00 postpaid. (Arrows assorted, one-third point left and one-third right and one-third straight ahead) Form No. ADS-811.

- **GAVEL**  
Northern Rock Maple Hardwood Gavel in a beautiful walnut finish. Weighs 4 oz., 9-inch handle.....\$4.95 postpaid.

- **BUSINESS CARDS**  
1,000 Cards with black or blue ink .....\$12.50  
1,000 Cards with red and black ink .....\$16.50  
1,000 Cards with gold ink .....\$19.50

- **AUCTION PROMOTION SCHEDULE . . . Form No. APS-72**  
18½x11". 50 sheets per pad. Column to list seller's name, property location date, estimator cost, date ads ordered, amount paid and amount advanced by seller. Itemized by newspaper, radio-T.V., signs, sale bills postage, addressing, labor for tagging, clean-up, security, etc.  
\$2.00 per pad, 10 pads at \$1.50 ea., 20 or more at \$1.25 ea.

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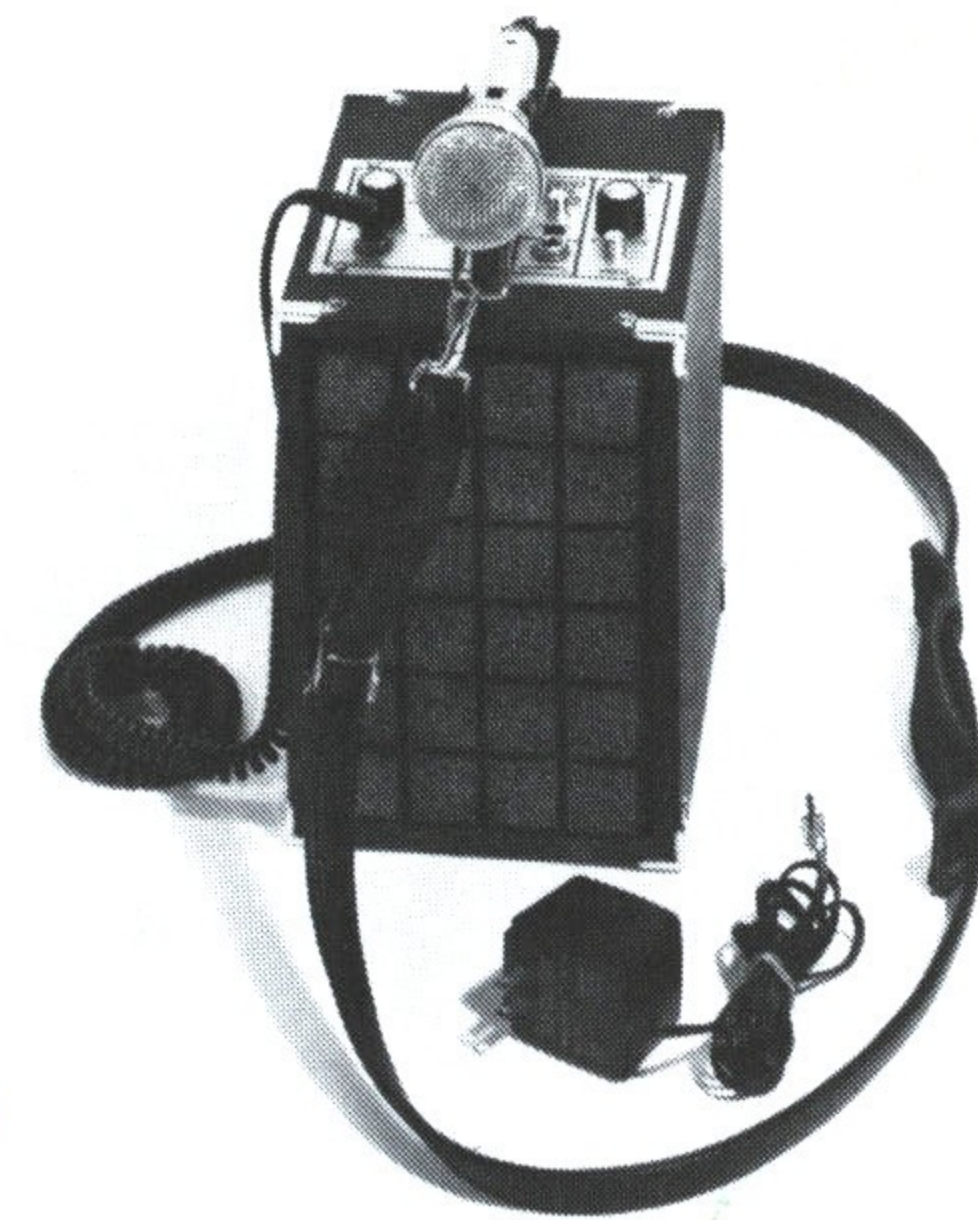
**COLONEL I™**

- Electro-Voice Model 671 Anti-Feedback professional ball type dynamic cardioid microphone with on-off switch, detachable 20 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.
  - Acoustically transparent foam dust filter grill for maximum clarity with wide angle frequency response.
  - Space age solid state amplifier for the ultimate in power and reliability.
  - Engineered control panel for ease of operation.
  - SPECIFICATIONS: Batteries: Eight "D" size flashlight batteries (not included) (Alkaline batteries will give many hours of extra service)
  - DIMENSIONS: 7 3/4" High X 6" Wide X 7 1/4" Deep
  - WEIGHT: 4LBS, 14 OZ.
  - Frequency response 50-12000 HZ.
  - There is a two year repair or replace warranty on everything except batteries.
- List Price \$297.50      **Auctioneers Cost: \$198.00**



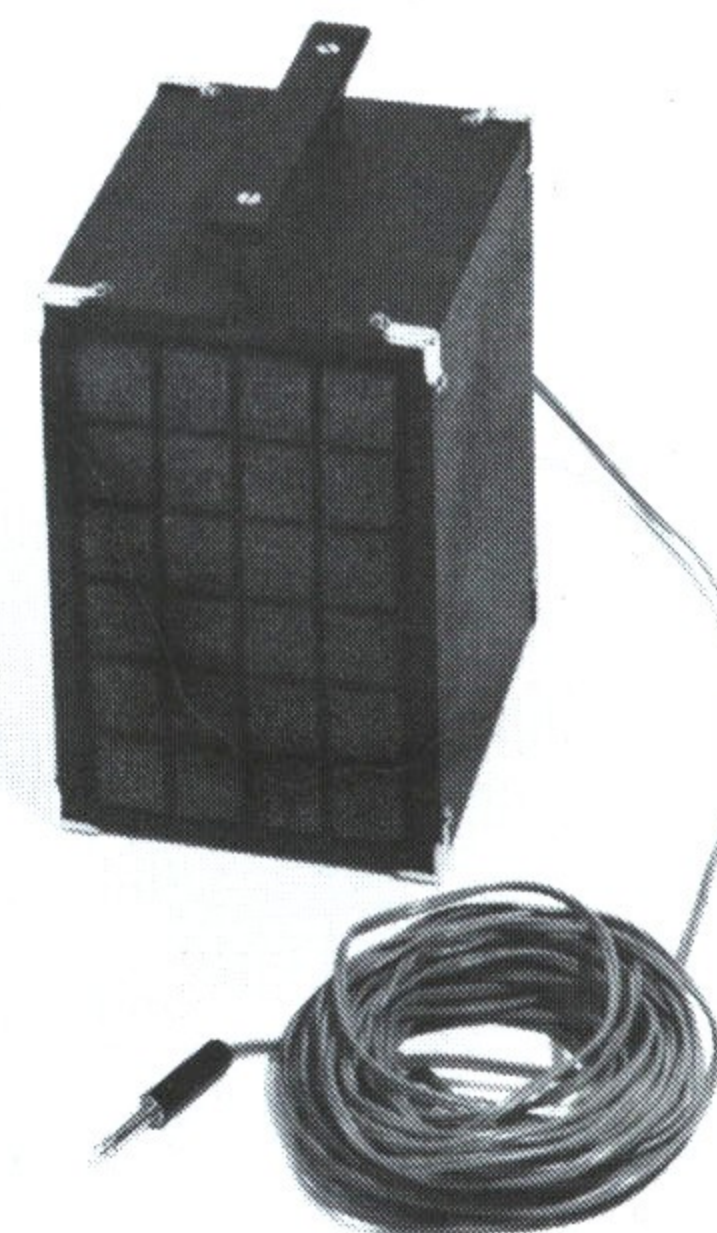
**COLONEL II™**

- The COLONEL II has the same features as the COLONEL I 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: 6lbs, 12 oz.
- List Price: \$447.50      **Auctioneers Cost: \$298.00**



**COLONEL III™**

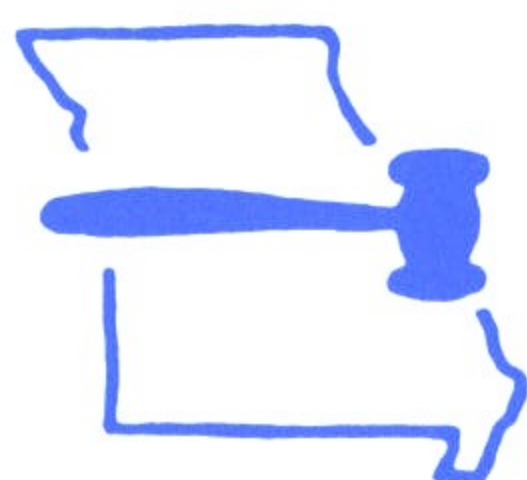
- The COLONEL III has the same features as the COLONEL II plus:
- Storage Compartment in back to carry recharger, microphone and cord.
  - Slightly larger speaker baffle area with port hole
  - DIMENSIONS: 9 3/8" High X 6" Wide X 7 1/4" Deep.
  - WEIGHT: 7LBS., 6OZ.
- List Price: \$477.50      **Auctioneers Cost: \$318.00**



**COLONEL™ COMPANION  
EXTENSION SPEAKER**

- Automatically **DOUBLES** the output power of the COLONEL II or COLONEL III Amplifier.
  - POWER: Compact Six inch full range baffled speaker. Frequency response 50 to 12000 HZ.
  - CONSTRUCTION: Tough, attractive reinforced vinyl "Mule Hide" covering with metal corner protectors.
  - Acoustically transparent foam dust filter grill for maximum clarity.
  - Comfortable handle for easy carrying.
  - Storage compartment in rear for the 50 foot speaker cable with phone jack connectors.
  - DIMENSIONS: 9 3/8" High 6" Wide X 7 1/4" Deep
  - WEIGHT: 5 LBS.
- List \$97.50      **Auctioneers Cost: \$65.00**

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