

THE AUCTIONEER

The Magazine of the National Auctioneers Association • December, 1976

Greetings of the Season . . .



THE SALE OF OLD DOBBIN

*Christmas is here, merry old
Christmas, gift-bearing, heart-
touching, joy-bringing
Christmas, day of grand
memories, king of the year!*

WASHINGTON IRVING

Auctioneer Hat



Auctioneer's Gavel Tie Tack

Fellow Auctioneers:

The response to my letter regarding our continuation in the "auctioneer" hat business was overwhelming. We would like to thank all of you who wrote or called in for your kind words and confidence. It goes without saying we will continue to try and meet your needs for both felt and straw hats.

We now have our winter supply of the beautiful Silver Belly Auctioneers hats in the regular three brim widths: 2 1/8"; 2 3/8" and 2 5/8" — in regular and long ovals. You still have time to order your favorite man something nice for Christmas. Call or send your order today.

For those of you who are interested we are now in a position to ship you the auctioneer hats — felt, milan straw and white Panama (2 1/2" brim).

We have London Fog-type jackets in a full range of colors — canary, navy, brown, gold, bay blue and beige — sizes medium, large and X-large.

We also have in stock our fleece lined car coats, which were such a success last year. This comes only in the beige color and is ideal for you fellows selling in the cold country. Both the car coat and jacket come with the 3 1/2" embroidered, washable, four color NAA patch emblem sewn on the left chest. This beautiful emblem can be purchased separately.

It's the season to be thinking about Christmas and nothing could be nicer than any of the items listed above, except maybe the "solid gold" diamond tie tack — ask the auctioneers who wear them about all the nice comments they receive about them. Prices are as follows:

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Milan Straw (light tan) 12.95

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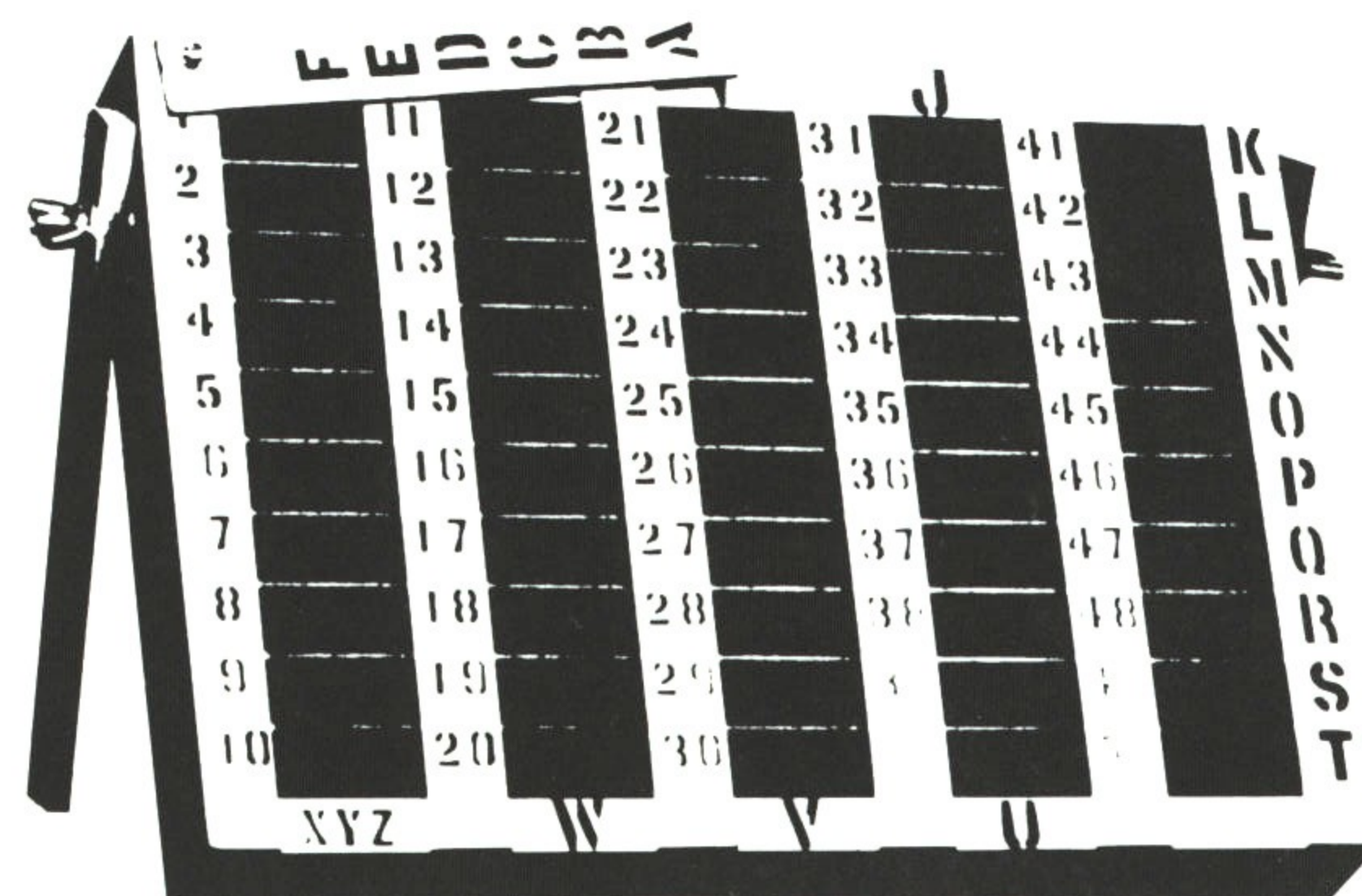
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Seminars Attendance and Membership Solicitations Are Two Programs Important to NAA's Progress

By Lyle Erickson, President

Irene and I want to wish all of you a very Blessed Holiday Season and a Happy and Prosperous New Year!

We have been on the go steadily the last month. We attended the National Real Estate Convention in Houston,

Lyle Erickson Receives 1976 Farm and Land Broker Award

NAA President Lyle Erickson was named 1976 Farm and Land Broker of America by the Farm and Land Institute at the National Association of Realtors Convention, held November 14-16, 1976 in Houston, Texas. The award was presented to Lyle during the banquet on Tuesday night of the convention.

More details about the award will be published in the next issue of THE AUCTIONEER magazine, but members of the NAA can be quite proud of their president.

Congratulations, Lyle Erickson, the Farm and Land Institute's FARM AND LAND BROKER OF THE YEAR!

Texas. We have had several auctions in our area and enjoyed working with Kenneth Fjelland of Radcliffe, Iowa, assisting him with the sale of 486 acres of land at auction south of Des Moines, Iowa, on November 10.

Irene and I attended the Iowa Auctioneers Convention at the Amana Colonies which was a very interesting meeting. We had to leave on the second day to go to Springfield, Illinois, where we attended the Illinois State Convention. There, they had an interesting Educational Program for their members.

Howard McAnley, retiring president, handled his part of the program very well. The newly elected president, Gail Cowser, I am sure will do a fine job for the Illinois Association. J. C. Kornbrust was re-elected Secretary.

I had the pleasure of installing the new officers and directors which I always consider a great honor. Bill Gaul handled the Convention Chairmanship with his usual expertise. Irene and I had the pleasure and privilege of spending a night with Bill, Marge and Parry at Chatham, Illinois, and they took time from their busy schedule to take us through the home of Abe and Mary Lincoln and also showed us many other historical sites around Springfield.

The next weekend I flew to Elmira, New York, and spent Sunday and Monday with the good people of the New York Auctioneers Association at Lodge on the Green, Painted Post, New York. I really enjoyed meeting old friends and making many new acquaintances. They too had an excellent State Convention with good educational programs. When there, I suffered from a severe headache and George "Bill" Forrest, State President and a fine artist, sketched me at the speaker's podium in my dilemma and the pain all went

FOR SALE

Like New Voice Projector 18

Voice Projector 18, manufactured by Lectrosonics, Inc., Albuquerque, New Mexico — purchased in September, 1975 — used only six or eight times, but offered excellent service when used. Auctioneers death is reason for selling speaker. **\$275. Call COLLECT** if interested:

Mrs. Albert Helzer
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away. He presented me with the sketch with a "clever" caption on it and it will be framed and hung in our recreation room.

Melvin Manasse was elected President and I had to leave to catch my plane before I had the privilege to install their new officers and directors. Duane Gansz serves very well as their Secretary-Treasurer.

Fellow Auctioneers, we need your help! Our Seminar dates are approaching rapidly, January 10-11-12 in New York City and February 28, March 1 & 2 in Kansas City. Excellent programs are scheduled for these seminars and in another part of this issue you will find full explanations, including names of the instructors.

The Kansas City Seminar will very likely have more than we can handle and many people wanting to attend will be turned away. So don't delay to send in your registrations immediately.

At this time there is a need for your participation in the New York Seminar, whether to register yourself or be sure that you make the program known to your fellow auctioneers so that they may attend. The program for this seminar is one of the most interesting we have ever had.

Irene and I spent an evening in Houston with Willie and Grover Howell and had a most enjoyable time. Col. Howell will be the instructor for Business Liquidations at the Seminars and is most qualified for this assignment.

One more request: Each and every one of you solicit the membership of one outstanding auctioneer within your area. You will be doing that person and yourself a great favor. I took the time two weeks ago to ask seven auctioneers to join and all seven now are members in the National Auctioneers Association.

You can do it too!

We are having a great year, thanks to all of you, and if I can be of any help to you in your state association, just call on me.

Lyle Erickson, President
National Auctioneers Association
Cresco, Iowa

About the Cover . . .

The cover photograph, even though a scene which depicts sorrow at having to sell Old Dobbin, illustrates the closeness of the family, which is a tradition of Christmas. The photograph, from a oil painting by J. R. Reid, illustrates the "gifts of Christmas" as the photograph was presented to Executive Director Harvey L. McCray, to be displayed at the NAA Office in Lincoln, by Canadian Auctioneer Ross H. Kemp of Stratford, Ontario, Canada. The presentation was made to Harvey during the 1976 NAA Convention in St. Louis.

The reproduction of the oil painting, in the form of a photograph, was used in 1905 on a calendar for the R. Channon & Co. and produced by the Thos. Forman & Sons, Nottingham and Glasgow (England and Scotland).

The "Sale of Old Dobbin" should remind us all of the blessings we have during this, the Christmas Season and the talents we share as auctioneers, helping others in their times of need. Though the style of auctioneering may have changed since Old Dobbin was sold, the purpose of the auction is still intact, which is to provide a service — and Good Will — to those who need us most, our public.

On behalf of the officers, directors and office staff of the National Auctioneers Association, May the Joys of Christmas and Prosperity of the New Year Be Yours Always.

Harvey L. McCray, Executive Director
National Auctioneers Association

THE AUCTIONEER

DECEMBER, 1976

THE AUCTIONEER Magazine is the official publication of the National Auctioneers Association and is published monthly with the exception of an August issue (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.

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One Page	\$110.00	\$100.00	\$95.00
Half Page	55.00	50.00	47.50
Quarter Page	27.50	25.00	23.75
Column Inch	6.00	6.00	6.00

Editorial and Executive Office: National Auctioneers Association, 135 Lakewood Drive, Lincoln, Nebraska 68510. Phone: 402 489-9356. Harvey L. McCray, Executive Director and Secretary of the Corporation; and Cheryl Griffith, Office Secretary.

THE AUCTIONEER Magazine Binder Now Available for New Format

Preserve your copy of THE AUCTIONEER magazine monthly in the all new Magazine Binder from the National Auctioneers Association. The new binder includes removable binders for easy reference. Binder size is 9 by 12 by 3 inches and comes in attractive red copy on bone color. Cover copy includes: THE AUCTIONEER, The Magazine of The National Auctioneers Association and the binder's edge includes copy THE AUCTIONEER with NAA logo all in red.

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On behalf of the Officers, Directors and Staff of the National Auctioneers Association, Holiday Greetings and Best Wishes for a Prosperous New Year. May Your Years Be Filled With Many Successful Auctions.

1976 New York City Seminar Offers Variety of Auction Topics Fine Arts/Antiques Session to be Held at Sothbey Parke Bernet

Monday, January 10, 1977

The leading commercial and industrial real estate auctioneer in the Philadelphia area . . . a World Champion Auctioneer . . . a dynamic and successful auctioneer in the state and government-owned properties liquidations . . . a renowned instructor in the art of memory retention . . . and the opportunity to visit and learn "on the spot" information from one of the world's foremost fine arts and antiques galleries . . . these all aptly describe what is in store for the NAA auctioneer who takes advantage of and registers for the New York City Seminar.

The 1976 New York City Seminar will be unique in that registrants will learn from some of the finest auctioneers in the business, and will see first hand the operation of Sothbey Parke Bernet Galleries, one of the world's foremost fine arts and antiques auction galleries. New York City was selected only because of the opportunities offered by Sothbey Parke Bernet, while at the same time providing the NAA members in the eastern seaboard states, who have requested that the Seminar be located in their area, the opportunity to learn from the finest.

In New York City, you can learn today and reap the benefits for tomorrow!

The dates of the New York City Seminar are January 10-11-12, 1977 and the location is the Biltmore Hotel, Madison Avenue at 43rd Street. However, registrations will be accepted on a "first-come, first served" basis as classes will be limited. And, registration and hotel reservations MUST be made in advance so that the hotel and seminar staff can make accommodations for you.

The New York City program includes the following subjects and instructors:

Real Estate with special emphasis on Commercial Sales — Al Traiman of the Louis Traiman Auction Company, Philadelphia, Pennsylvania, will give the benefit of his many years' experience as the leading commercial and industrial real estate auctioneers in the area.



Al Traiman

Alfred Traiman was born into the auction business in which he has made a national reputation for innovative approaches to conducting sales. The President of the Philadelphia-based Louis Traiman Auction Company continues a tradition founded by his late father more than 70 years ago. Alfred Traiman learned the business from his father, then an auctioneer of horses and cattle.

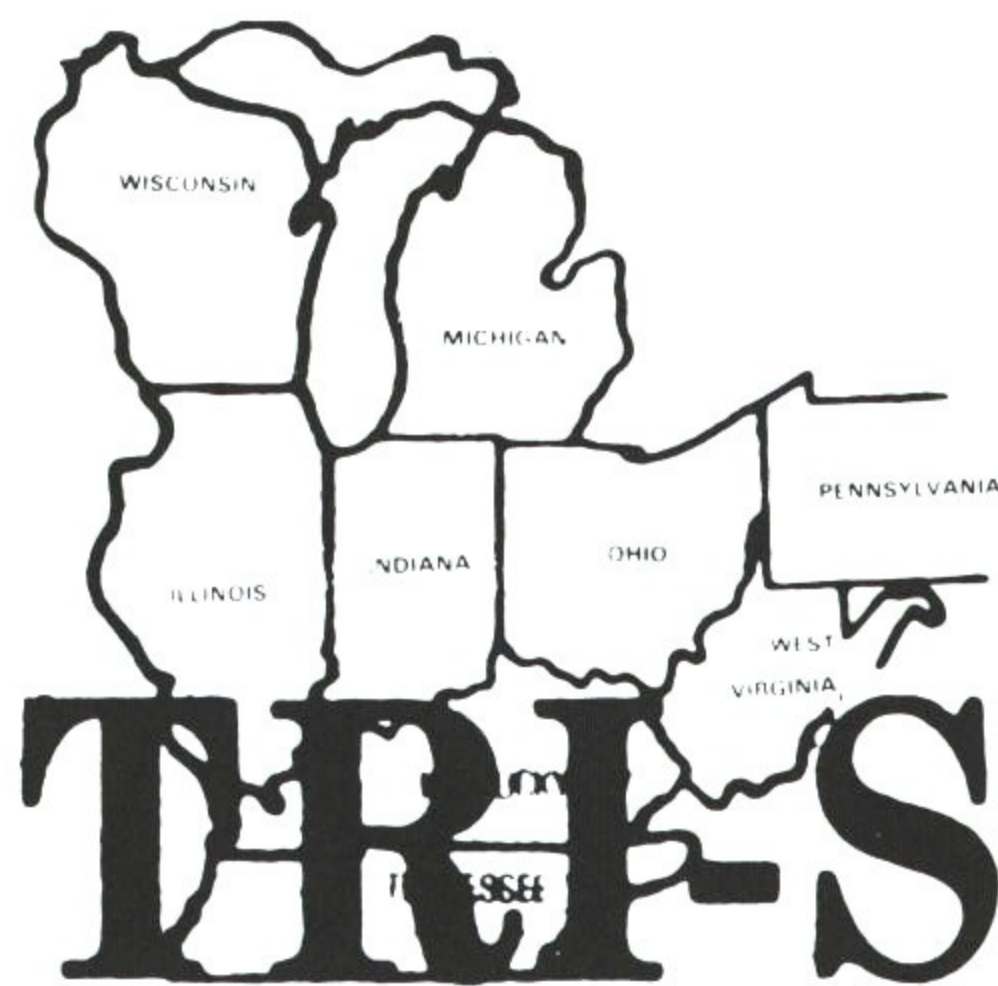
Louis Traiman was head auctioneer at the Bull's Head Bazaar in Philadelphia, as well as conducting sales elsewhere. He had contacts throughout the Mid-West to keep a steady supply of carloads of horses and cattle shipped to his

auctions.

Alfred Traiman learned as a youth the techniques of conducting auctions, but his father would not let him conduct a sale until he felt he was ready. Being ready meant that he was a full fledged auctioneer, not a mere bid taker. "A bid taker", Louis Traiman said many times, "only works from his throat instead of his head".

Once Alfred began conducting auctions he started to move the company into different directions, and his father

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let him take the lead although Louis Traiman remained active in the business almost to the time of his death.

Alfred attended Temple University and took additional English courses at the University of California in Los Angeles. Skill in communicative ideas proved most helpful when he found it necessary to develop advertising and promotional techniques in order to expand the business. Use of these techniques proved to be a key ingredient in the success of the Traiman firm.

"I love horses and cattle", said Alfred Traiman, "but I did not want to spend the rest of my life as a livestock auctioneer".

In the 1920s, the time was ripe to move into real estate sales, and initial success in New Jersey and Florida encouraged the Traimans to move their operations to Philadelphia. Here they established the headquarters from which operations moved into many Eastern states, and then to the West Coast. In the booming late 1920s, they conducted many sales in Florida. The boom was a beautiful thing to behold, Alfred Traiman recalls, but alas the bust that followed was a disaster for many.

The Traiman firm remained active through the Great Depression and built a reputation with banks and trust companies, attorneys and judges and other fiduciaries for producing results in sales of all types of real property. Hundreds of properties from closed banks were auctioned in the 1930s for the Pennsylvania Department of Banking.

Increasingly, the Traiman Company was chosen to handle the sale of large and valuable properties of all types in city, suburbs and rural areas. Large dirt farms, gentlemen's farms and estates in semi-rural and suburban areas, industrial and commercial properties in the city and suburbs, as well as residential sales of all types were sold at auction by the Traiman Company.

Upon occasion, the Traiman Company reverted to its beginnings and handled some cattle sales but only in conjunction with the sale of real property, as it did when it sold the ranch and livestock of the late Dale Carnegie in Kansas City, Mo. Estates of other notables such as the late George S. Kaufman, playwright, were sold by Traiman. Property owned by famous people has an extra added value beyond its intrinsic value, Alfred Traiman found.

The use of individual brochures for each sale was developed by the Traiman Company to a fine art. Depending upon the property, a brochure or circular of some kind, from the most elaborate to the simplest, is almost always prepared. Sometimes they are two color foldouts and self-mailers. Other times they are simple one-sheet flyers.

Extensive mailing lists were developed with many thousands of names of prospective buyers, divided geographically and by other classifications such as builders and brokers.

On the personal side, he is an enthusiastic boatsman, and keeps his craft at Atlantic City. He gets in a day of deepwater fishing whenever he can.

Registration Form for New York City Seminar — January 10-12, 1977

Send all Seminar Registration fees and completed form immediately to:
Harvey L. McCray, NAA Executive Director, 135 Lakewood Dr., Lincoln, NE 68510.

Enclosed is my check in the amount of \$_____ for registration to the New York City Seminar, January 10-11-12 — Biltmore Hotel (please insert checkmark where applicable):

_____Monday, January 10 — Real Estate with special emphasis on commercial sales.

_____I prefer the Monday evening Bid Calling Seminar.

_____Tuesday, January 11 — Government and state-owned property liquidations, including SBA (Small Business Administration) sales.

_____I prefer the Tuesday evening Bid Calling Seminar.

_____Wednesday, January 12 — Fine arts and antiques.

Reserve the following accommodations for me at the Biltmore Hotel, Madison Avenue at 43rd Street, at the following room rates:

_____Single room @ \$32.000 per person per night: Day, Time and Date of Arrival_____

_____; Day, Time and Date of Departure_____.

_____Double or _____ Twin room @ \$40.00 per night to share with_____

Day, Time and Date of Arrival_____; Day, Time and Date of

Departure_____.

Above rates do not include 8% sales tax and \$1.00 per night occupancy tax.

Name_____

Firm_____

Street_____

City_____ State_____ Zip_____

\$150 for the Three Sessions or \$60 for Single Session. Spouses May Attend Sessions at One-half the Rate.

Bid Calling — Archie Moody of the Moody-Godley Auction Company, Darlington, South Carolina; a life-long resident of Darlington; the 1969 World Champion Livestock Auctioneer; and an immediate past director of the National Auctioneers Association, will conduct the Bid Calling session on Monday in New York City.

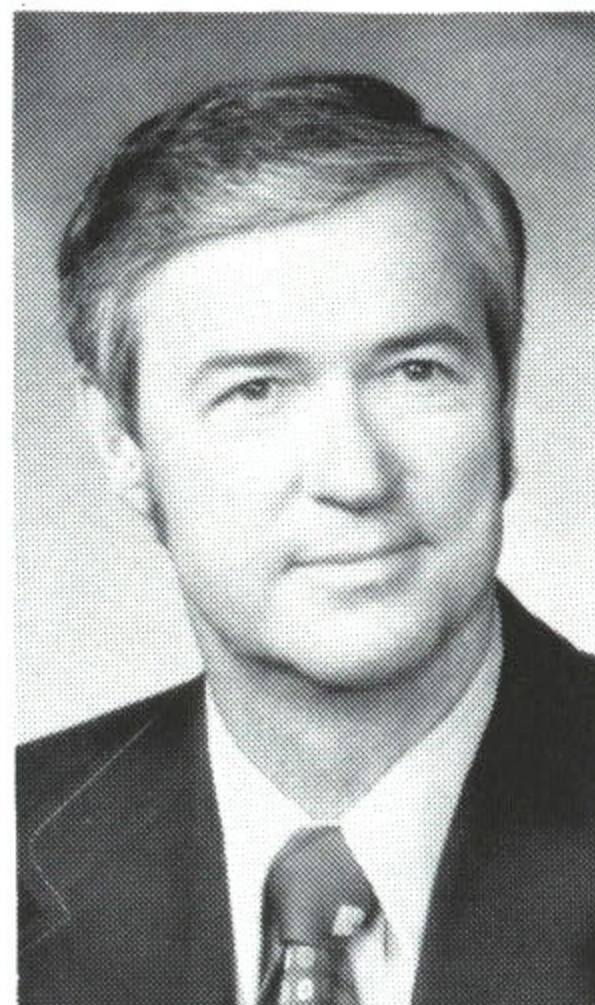
Archie graduated from the Fort Smith Auction School in 1950 and immediately became affiliated with the Weinberg's Livestock Market in Darlington. He also sold livestock for other livestock markets in both North and South Carolina, including the Morris Livestock market, one of the largest in North Carolina. Archie sold livestock from 1950 to 1973.

In 1955 he organized the Moody-Auction Company, selling all types of auctions. In 1970, his firm merged with the Godley Auction Company of Charlotte, North Carolina, and incorporated the firm as the Moody-Godley Auction Company, which he now serves as president.

In 1957 he began working for Clanton's Auto Auction in Darlington, where he has been employed for the past 19 years. The Clanton organization employs six auctioneers one day a week.

Receiving, in 1969, the title of World's Champion Livestock Auctioneer, which was held in Monterrey, California, was another milestone as it was the first time that anyone east of the Mississippi River had won the title. Due to the expansion of the Moody-Godley Auction Company, Archie has discontinued everything else except his work with the Clanton Auto Auction.

Archie has served as president of the South Carolina



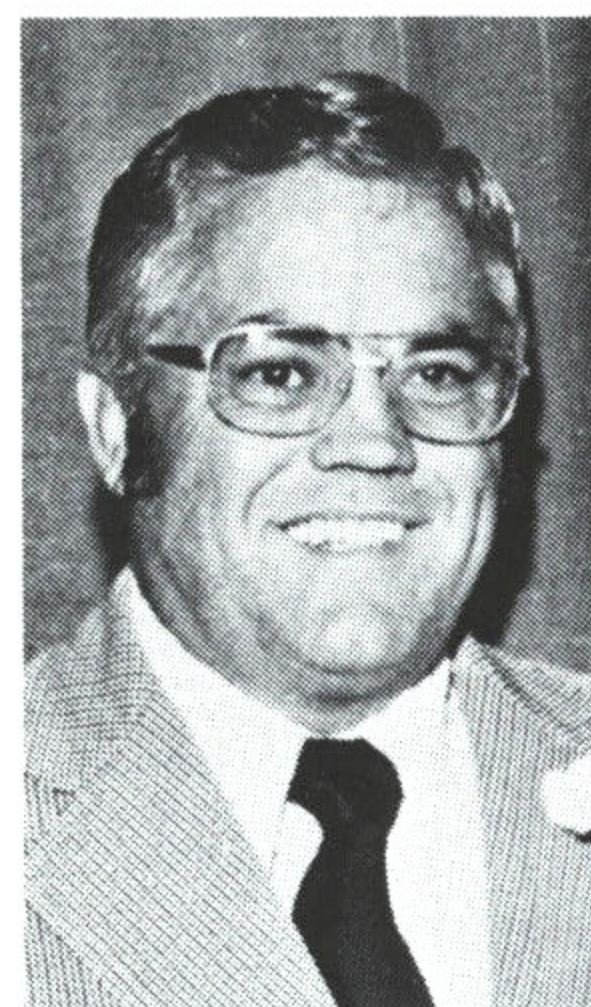
Archie Moody

Auctioneer Association, which he helped organize two years ago; is a past director of the Auctioneers Association of North Carolina; and an immediate past director of the NAA, a position he held for four years.

Archie has participated in seminars all over the United States and serves as an instructor for the Mendenhall School of Auctioneering. He is active as a member of several civic organizations.

Tuesday, January 11, 1977

Government and State-owned Property Liquidations, including SBA Sales — Grover Howell of the Grover Howell Company, Houston, Texas, and a past president of the NAA, will give the presentation on Small Business Administration (SBA) sales, state and government-owned property liquidations on Tuesday.



Grover Howell

Grover has been an independent auctioneer, appraiser and real estate broker for the past twenty years and has offices in Houston and Corpus Christi, Texas. He is a graduate of the Britten Auction Academy in Bryan, Texas.

While attending Southern Methodist University in Dallas, he studied courses relating to real estate principals, real estate appraisal, land economics and business law. He has served as local Lions Club officer, supported and raised money for parochial schools and special interest groups. He is past president, vice president and secretary of the Texas Auctioneers Association and in addition to his term as NAA president, has served the NAA as vice presi-



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dent and board member.

The scope of Grover's work in Houston and Corpus Christi includes liquidation and appraisal functions for the Federal Bankrupt Courts, Southern Division, and various oil companies and southern banks. He is a licensed real estate broker in the states of Oklahoma and Texas.

He is an active supporter of the local FFA school programs and encourages the development of youth. He is active in the Church of Christ and is an instructor in the Britten Auction Academy. In his spare time he enjoys playing golf and operating his ranch at New Waverly, Texas.

Bid Calling — Archie Moody will again conduct a Bid Calling Session on Tuesday in New York City.

Wednesday, January 12, 1977

The Art of Memory Retention — Mervyn Goldbas, an expert in the art of memory retention, will make a three-hour presentation of the art of retaining in memory sales prices, descriptions of items, and the names of articles, glasswares, etc.

Mr. Goldbas, though not a member of the NAA, has conducted sessions in the Art of Memory to many other organizations and his techniques and talents will be very helpful to everyone attending the New York City Seminar's Wednesday morning class.

Fine Arts and Antiques — Sotheby Parke Bernet Galleries

will offer New York City Seminar registrants the benefit of the entire fine arts staff, including the president of the firm, top auctioneer, the chief appraisers, and the set up and promotional people.

The Wednesday afternoon session of the New York City Seminar will be held at the Sotheby Parke Bernet Galleries and participants will be able to visit the world renowned plant. Sotheby Parke Bernet is recognized as the leader in the sale of fine arts and antiques.

Sotheby Parke Bernet, Inc., 980 Madison Avenue, is America's largest and most respected firm of fine art auctioneers and appraisers. Through its American antecedents — the American Art Association, the Anderson Galleries, and the Parke Bernet Galleries — the firm's historical roots in this country go back to 1883.

Since its merger with Sotheby & Co., London, in 1964, it has been an integral part of the Sotheby Parke Bernet group, and today the combined organization, worldwide, has over 800 employees, 20 salesrooms or representatives and an annual turnover approaching two hundred million dollars.

Sotheby Parke Bernet's preeminence and unrivalled reputation have been earned through long years of experience in handling all types of auctions and valuations. Moreover, its high level of expertise and unsurpassed physical facilities ensure the most appropriate market for any object, collection or estate consigned for sale.

Registration Form for Kansas City Seminar — February 28-March 1, 1977

Send all Seminar Registration fees and completed form immediately to:
Harvey L. McCray, NAA Executive Director, 135 Lakewood Dr., Lincoln, NE 68510.

Enclosed is my check in the amount of \$_____ for registration to the Kansas City Seminar, February 28-March 1-2 at the Radisson Muehlebach Hotel (please insert checkmark where applicable):

_____Monday, February 28 — Real estate with emphasis on farm acreage auctions.

_____I prefer the Monday evening Bid Calling Seminar.

_____Tuesday, March 1 — Heavy equipment and farm machinery at auction.

_____I prefer the Tuesday evening Bid Calling Seminar.

_____Wednesday, March 2 — Antiques with emphasis on primitives and consignment auctions.

Reserve the following accommodations for me at the Radisson Muehlebach Hotel, Baltimore at 12th Street, at the following room rates:

_____Single room @ \$26 per person per night: Day, Time and Date of Arrival_____

_____; Day, Time and Date of Departure_____.

_____Double or _____Twin room @ \$33 per night to share with_____;

Day, Time and Date of Arrival_____; Day, Time and Date of

Departure_____.

Above rates do not include 7½% local taxes.

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Firm_____

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City_____State_____Zip_____

\$150 for the Three Sessions or \$60 for Single Session. Spouses May Attend Sessions at One-half the Rate.

Kansas City Seminar Sessions Includes A Full Schedule Of Real Estate/Heavy Equipment/Antiques/Bid Calling Topics!

The Kansas City Seminar will not be outdone by the excitement of the New York City Seminar and many outstanding auction topics have been scheduled for those registrants who will check into the Radisson Muehlebach Hotel, Baltimore at 12th Street in Kansas City, Missouri, for the February 28, March 1-2, 1977, Seminar. The auction/action filled topics in Kansas City include:

Monday, February 28, 1977

Real Estate with Emphasis on Farm Acreage Auctions — J. L. Todd of the J. L. Todd Auction Company, Rome, Georgia, will conduct the session on real estate auctions, with special emphasis on farm acreage sales.

J. L., a member of a six generation Rome family, is a leader in the business community of Rome and the State of Georgia. He is a civic leader and public spirited supporter of worthwhile causes.

As a business leader, Mr. Todd is owner and president of the J. L. Todd Auction Company and the J. L. Todd Company. He is president of the Sutosa Corporation, Gilmer Estates and WW Investments and he is a director of the National City Bank and the State Mutual Insurance Company.

Well recognized as a realtor, J. L. serves on the Rome Real Estate Board and the National Association of Real Estate Brokers. Because of his activities in real estate, he was named Realtor of the Year. He has been listed for more than a decade in the "World's Who's Who of Finance and Industry," and "Personalities of the South." Mr. Todd is a member of the National Auctioneers Association; also a Director of the Georgia Auctioneers Association.

As a civic leader, J. L. holds positions on the boards of trustees for First Baptist Church, Darlington School, Shorter College and Coosa Valley Technical School. He serves on the Council of the Boy Scouts of America and the Army Advisory Committee.

His activities in the Boys Club of America earned him the "Golden Boy Award". He is also a member of the Governor's staff, State of Georgia, and holds membership in the Rome Chamber of Commerce, the Kiwanis Club, Rome Baptist Men, the Y.M.C.A. and the United Fund.

In his other interests, Mr. Todd is a sportsman, enjoying both hunting and fishing. He is a member of the Floyd County and National Wildlife Associations and the Georgia Sportsmen's Federation. He is a member of the Coosa Country Club, the Elks and other civic, social and community clubs and organizations.

Bid Calling — Archie Moody of the Moody-God'ey Auction Company, Darlington, South Carolina, will conduct the Kansas City Bid Calling Seminar. Archie's talents will have been warmed up due to his having served as Bid Calling instructor at the New York City Seminar, January 10-11-12, 1977.



J. L. Todd

You always can learn from an expert and Archie's talents already have been recognized by his contemporaries in the auction profession.

Tuesday, March 1, 1977

Heavy Equipment and Farm Machinery at Auction/SBA, State and Government-owned Property Sales — Grover Howell of the Grover Howell Company, Houston, Texas, will have warmed up to the task during his session in New York City in January, 1977, as instructor of SBA, State and Government-owned Property Sales Seminar. He will add to his session in Kansas City and offer information on Heavy Equipment and Farm Machinery at Auction.

Grover's a dynamic and outstanding businessman — Seminar registrants in Kansas City (and New York City) will have the use of his talents at the NAA Seminars.

Bid Calling — Archie Moody will conduct his last Bid Calling session on Tuesday at the Kansas City Seminar.

Wednesday, March 2, 1977

Antiques with Emphasis on Primitives and Consignment Auctions — James E. Wilson of the Wilson Realty and Auction Company, Hot Springs, Arkansas, will conduct the Seminar session on primitive antiques and consignment auctions.



James E. Wilson

James E. "Jim" Wilson was born in Hot Springs, Arkansas; attended Garland County schools and graduated from high school there. He entered the U.S. Navy one month after graduation and spent two years, nine months and 15 days in the Navy. He served 30 months aboard ship, receiving three Bronze Stars and a Presidential Unit Citation. After discharge from the Navy he attended Henderson State Teacher's College in Arkadelphia, Arkansas, for one year.

After leaving college he went to work at Gross Mortuary in Hot Springs, and after two years employment there, was married to his wife, Betty Bivens. Shortly after their marriage, in the year 1949, he enrolled in "The Dallas Institute of Mortuary Science" and received his embalmers and funeral director's degree.

Jim remained in the funeral business until 1956 when he and his family moved to Waterloo, Iowa, where he was employed by the Rath Packing Company, driving one of their diesel rigs from Waterloo to the west coast, carrying meat. He continued with this job for two years and then moved back home to Hot Springs. His mother had suffered four strokes and Jim returned home to give her assistance.

In February, 1961, he attended the Fort Smith Auction School and started what has been a great life as an auctioneer. He started a consignment auction on Friday nights and still maintains this auction with the exception the auction is now held on Thursday nights. His firm, the Wilson Realty and Auction Company, specializes in the sale of real estate and antiques. His son joined Jim full time in the auction business a few years ago and Jim is proud of this business association.

Jim is a past director of the NAA and has been very active as committee chairman, committee member and interested auctioneer in the activities of his association. He also has served as president of the Lions Club in Hot Springs.

Jim has a lot of talent and experience to talk about at the Kansas City Seminar — his experience has given him the background needed to talk on antiques, with emphasis on primitives and consignment auctions.



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Corrections Noted By Auctioneer Commisions In October Issue of THE AUCTIONEER Magazine

As requested when the article was published in the October, 1976, issue of THE AUCTIONEER magazine, if anyone had any corrections to make of the Legislation Committee's report on state license laws they were to submit the corrections to the NAA Office for publication. Even though additional corrections, or additions, may be forthcoming here is an update (correspondence to the NAA Office) on information concerning the Tennessee license laws: From Beeler Thompson, Chairman, Tennessee Auctioneer Commission — Dear Mr. McCray: It has been called to my attention that the requirements for obtaining an auctioneer license in the State of Tennessee were somewhat misleading as stated on page eleven of October, 1976 issue of THE AUCTIONEER.

Mainly in reference to the non-resident license. A non-resident is required to hold a Tennessee license. We reciprocate with most license law states upon application provided the applicant's domicile is in the state with which we reciprocate. All other non-residents fall into the same category as a resident.

Application may be made to our Executive Secretary, Mrs. Thelma Cartwright, Tennessee Auctioneer Commission, 504 Capitol Hill Building, Nashville, Tennessee 37219.

Very truly yours, /s/ Beeler Thompson, Chairman.

Executive Director Harvey McCray also attended the Iowa Auctioneers Association Convention, in October and the county license laws situation was discussed there also. Evidently the Attorney General of the State of Iowa issued an outdated copy of the license law, which was amended in the 1950's, but further information on the county license laws in the State of Iowa will be forthcoming after the State Association can determine what corrections need to be made in regard to the October article.

Appreciation is being offered at this time to Beeler Thompson of the Tennessee Auctioneer Commission for his

help in correcting the information about license laws in the State of Tennessee.

EDITOR'S NOTE: If the article in the October, 1976, issue of THE AUCTIONEER reported information about your state's license laws incorrectly, please submit the proper information to the NAA Office for publication in a later issue. The information published in THE AUCTIONEER's October issue was printed from that which was submitted to the NAA Legislation Committee during the Committee's attempt to offer information about legislative actions in the various states. Unfortunately, in many states the requests for information went unheeded.

1976 Fall Harvest Auctions Gross One-Half Million in Three Texas Sales

The auction method of merchandising farm equipment is making significant progress, according to Herb Henderson, managing partner for Herb Henderson, Auctioneer, and Associates, Wolfforth, Texas.

Having served the South Plains area of Texas for the past 12 years as an auctioneer, specializing in farm equipment and real estate, Henderson has seen consumer interest in marketing through auctions change. He and his partners, his two sons-in-law, Danny Burns and Kevin Hutson, believe one still must solicit business, but believe, also, that prospective clients have a more positive attitude toward dispersal at auction.

The Henderson "Team" will conduct a large portion of the farm auctions held in Texas in any given year. However, the current season is running at an alltime high — in sales volume and bookings. During the fall Henderson and his partners try to limit their sales to equipment that is in demand. Therefore, each fall they are flooded with harvesting equipment in their regular sales. And, even then they are commissioned to do some special harvest sales.

The 1976 Season was no exception. During the early fall, just prior to harvest, they conducted three successful sales which grossed \$492,000. These auctions were held for Acuff Co-op Gin, Wells Co-op Gin and Owens Co-op Gin. All three of these gins are within 50 miles of Lubbock, Texas. The offering in these sales consisted primarily of cotton trailers, with a limited amount of cotton harvesting equipment.

Farmers in the Texas South Plains area are converting to module systems to transport cotton from the field to the gin. But with sound marketing principles, Henderson was able to locate the demand and then bring it to the auction for some competitive bidding on a variety of quality cotton trailers. Prices held high through the sales, with some trailers selling within new trailer prices.

Henderson and Associates expect to see continuing changes in the auction profession. However, they foresee times when quality merchandise sold under the auction gavel will do as it has in the past — bring top dollar. That is, as long as the auction firm conducting the sale uses special efforts to bring buyer and seller together in a competitive spirit, top dollar will be realized.

Bookings for the remainder of 1976 are substantially ahead of 1975, which by most standards was an excellent year, NAA member Henderson reported. Future sales are in the making for 1976 and 1977, which look promising.

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Postal Service Slow . . .

NAA Office Complains to U.S. Postal Service On Slow Delivery Service of AUCTIONEER Magazine

Members of the NAA have been complaining about the slow delivery service of THE AUCTIONEER magazine and Executive Director Harvey L. McCray has made a formal complaint to the U.S. Postal Service in an attempt to have the service improved. The complaints, as many letters have been written to the postal service, were made after members supplied to the NAA Office their magazine arrival dates.

The September, 1976, issue of the magazine was overly slow in delivery. The magazine was placed in the postoffice in Lincoln, Nebraska, on September 2, 1976. Local delivery to the auctioneers in the Lincoln area was good, but some auctioneers in distant states complained that their magazine still had not arrived late in October.

New Jersey Auctioneer Dallas R. Smith, III, received his September issue on October 18 — over a month and a half

after it was mailed. Dallas' wife, Audrey, confirmed the date to the NAA office in a letter and through her verification, the post office now can determine who is delaying delivery.

Mail delivery may be slow, but at least an attempt is being made to improve on the service. Executive Director Harvey McCray also is obtaining information on several methods of mailing the magazine, and if improvements can be made by using a different method, the NAA Board of Directors will consider these methods during the January, 1977, meeting of the Board.

If you are receiving your magazine late, please let the NAA Office know on which date it arrives. Your help is appreciated so that corrective measures can be made thru contact by Harvey McCray with the postal authorities.

Antiques and Americana . . . Spoons and Racks

By George Michael
Merrimack, New Hampshire

The most popular flatware of the 18th and early 19th centuries was made of pewter, as only the wealthy could afford silver. The local pewterer was called on to cast household necessities in molds using most often the metal brought to him.

Pewter is quite soft, being at least 90% tin, so it would wear easily. The owner would gather his damaged pieces, take them to the pewterer who would make new items, retaining one-third the metal as pay for his efforts. With this metal, he could make pieces for sale which created his income.

There are collectors of these pewter molds today. Some are made of iron, and others in bronze or brass. It is easy to cast a spoon in one now, so there has been a spate of reproductions on the market, but quite authentic as they are made in old molds, by hand in the old tradition. Eventually, these will acquire an aura of respectability as they darken with age, so perhaps they will be a good investment.

One maker I know, impresses his own touch on the underside — those marked by the maker should be better. If you are lucky enough to acquire a mold, this is a way to make extra money, as spoonracks holding either pewter or silver spoons are quite popular. If you cannot locate an early pine type such as that pictured, perhaps you will have to settle for the modern version, most often in maple.

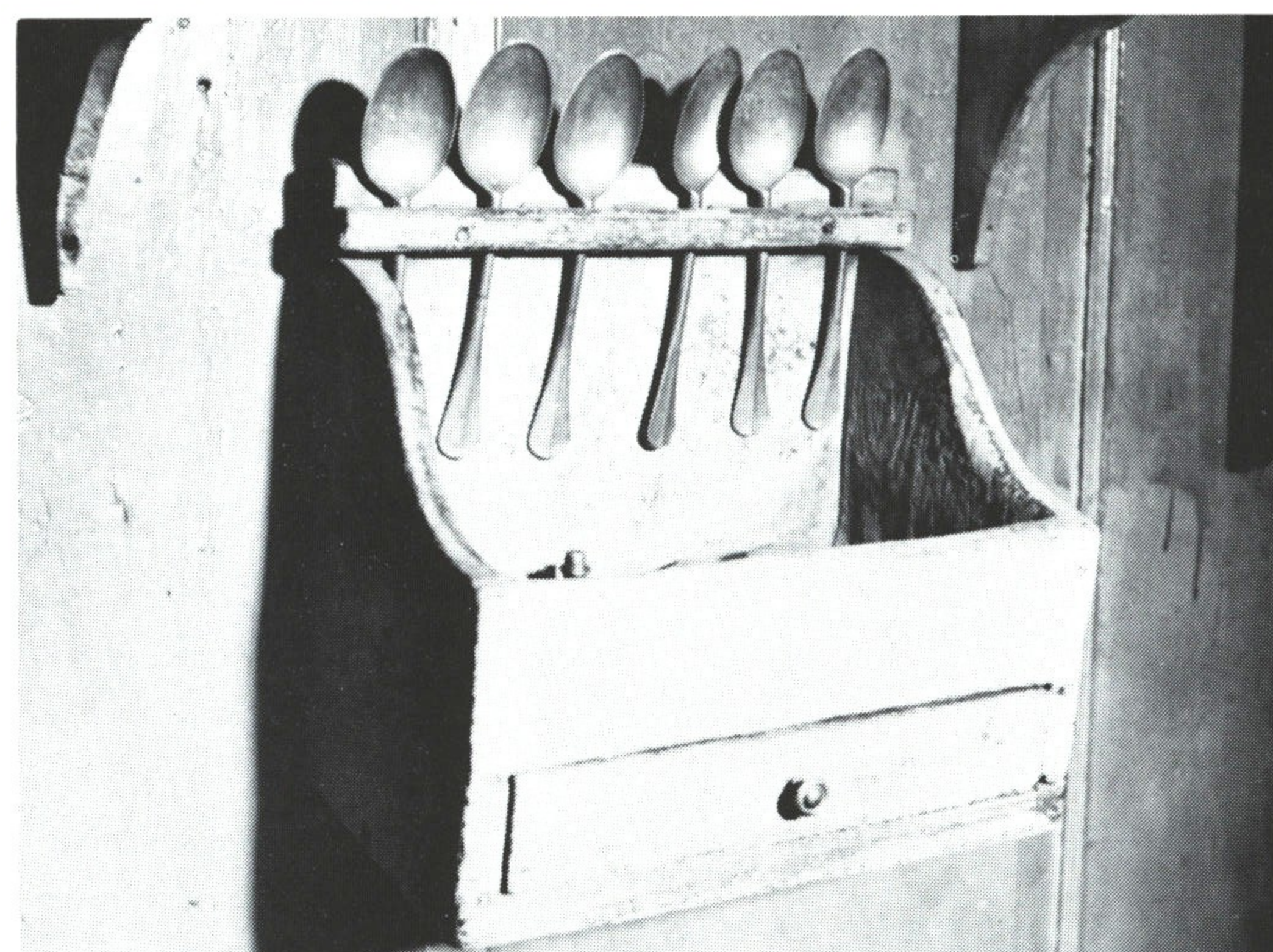
The one shown is quite fancy, with a drawer — this is the best type to look for. The drawer should be dovetailed and all of it should show signs of wear — this was once a much used item in the home.

Questions

From Nashua, New Hampshire — My husband has a picture of an eagle and a flag on gold paper. The eagle is made of feathers. There is a shield of feathers with eight stars. We have been told there will be a contest for the oldest article and a prize, but we have no idea where to go or to write.

Answer — First, we know of no such contest. Certainly, this would not be one of the oldest articles to turn up as any flag with 16 stars would place this early in the 19th century. I might mention, do not tell anyone you have this, as it is against the law to have eagle feathers, old or new, in your possession. The environmental act of 1973, passed in December, makes it illegal to have them. If I owned it, I would either dispose of it or hide it; the former would be the better action.

From Gilmanton Iron Works, New Hampshire — I have



a few dishes of flowing blue, Oriental Star Scinde. Can you tell me when it was made.

Answer — Your letter states the maker as J. Goodwin, Longton — his plant operated in Longton which is in Staffordshire County in England. The diamond mark, which contains letters and numerals in the corners, makes it easy to date — it was made January 30, 1846. Items like this must be seen to be valued.

From Albany, New York — We have an oil on canvas landscape with the signature of L. H. Meakin, 1912. It is about two feet by three feet. Does it have value? Condition is good; gilded frame.

Answer — Lewis Henry Meakin was born in England and died in Boston, 1917. He taught art in Cincinnati. He is recognized as a good artist, and his paintings should be appraised to learn proper value for insurance.

New Book

DICTIONARY OF TOOLS, R. A. Salaman; Charles Scribners Sons, N.Y.; \$47.50. This long awaited work is at last here. It covers fully all the tools used in the woodworking and allied trades, 1700-1970. An excellent text.

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NAA Plans Four Big Events To Provide Information On The Auction Method of Selling

Membership in the National Auctioneers Association is valued by many members as it offers the auctioneer, and his family, information and instruction which can be and is very useful in the business. Not only are articles prepared and published in THE AUCTIONEER magazine, which are of use to the auctioneer, but the NAA Board of Directors has provided educational programs, which offer information.

The programs referred to are the Seminars, the Certified Auctioneers Institute and the National Auctioneers Association Convention. All three educational programs — four events, actually — are scheduled for the 1977 year as follows:

New York City Seminar — January 10-11-12, 1977, Biltmore Hotel New York, New York. (Real estate with special emphasis on commercial sales, bid calling, government and state-owned property liquidations — including SBA sales, memory retention and a fine arts and antiques session at Sotheby Parke Bernet all are included).

Kansas City Seminar — February 28-March 1-2, 1977, Radisson Muehlebach Hotel, Kansas City, Missouri. (Real estate with emphasis on farm acreage auctions, bid calling, heavy equipment and farm machinery at auction and antiques with emphasis on primitives and consignment auctions all will be included).

Certified Auctioneers Institute (CAI) — April 3-4-5-6-7, 1977, Indiana Memorial Union, Indiana University, Bloomington, Indiana. (Course I for new students and Course II for those who successfully completed Course I in 1976 will be offered. Emphasis in the first-year class is on understanding the fundamentals of auction activities as well as the basics

In Memoriam . . .

ROY A. SANCH

Roy A. Sanch of Belleville, Michigan, died on March 2, 1976. Services were held for Col. Sanch at the First Assembly of God Church in Saline, Michigan, on Friday, March 5, 1976.

MRS. ARTHUR THOMPSON

Mrs. Viola Thompson, widow of the late Arthur W. Thompson, passed away October 27 at her home in Eastmont Manor, Lincoln, Nebraska. Funeral services were October 29 and burial was in Lincoln's Wyuka Cemetery.

Mrs. Thompson's passing was a reminder of the many philanthropical deeds of Mr. and Mrs. Thompson. Mr. Thompson, who died in April, 1970, was one of the greatest member of the auction profession and one of the first two men selected for the National Auctioneers Association's Hall of Fame.

of small business management. The second-year class will emphasize the application of techniques learned in the first year.)

National Auctioneers Association Convention — July 27-28-29-30, 1977, Olympic Hotel, Seattle, Washington. (Seminars, workshops, special presentations on the auction-method of selling, fellowship, entertainment, tours of Seattle and the State of Washington, are included in the 1977 Seattle Convention, as sponsored and hosted by the Washington State Auctioneers Association — Col. Robert F. Losey, Jr., is the chairman of the convention.)

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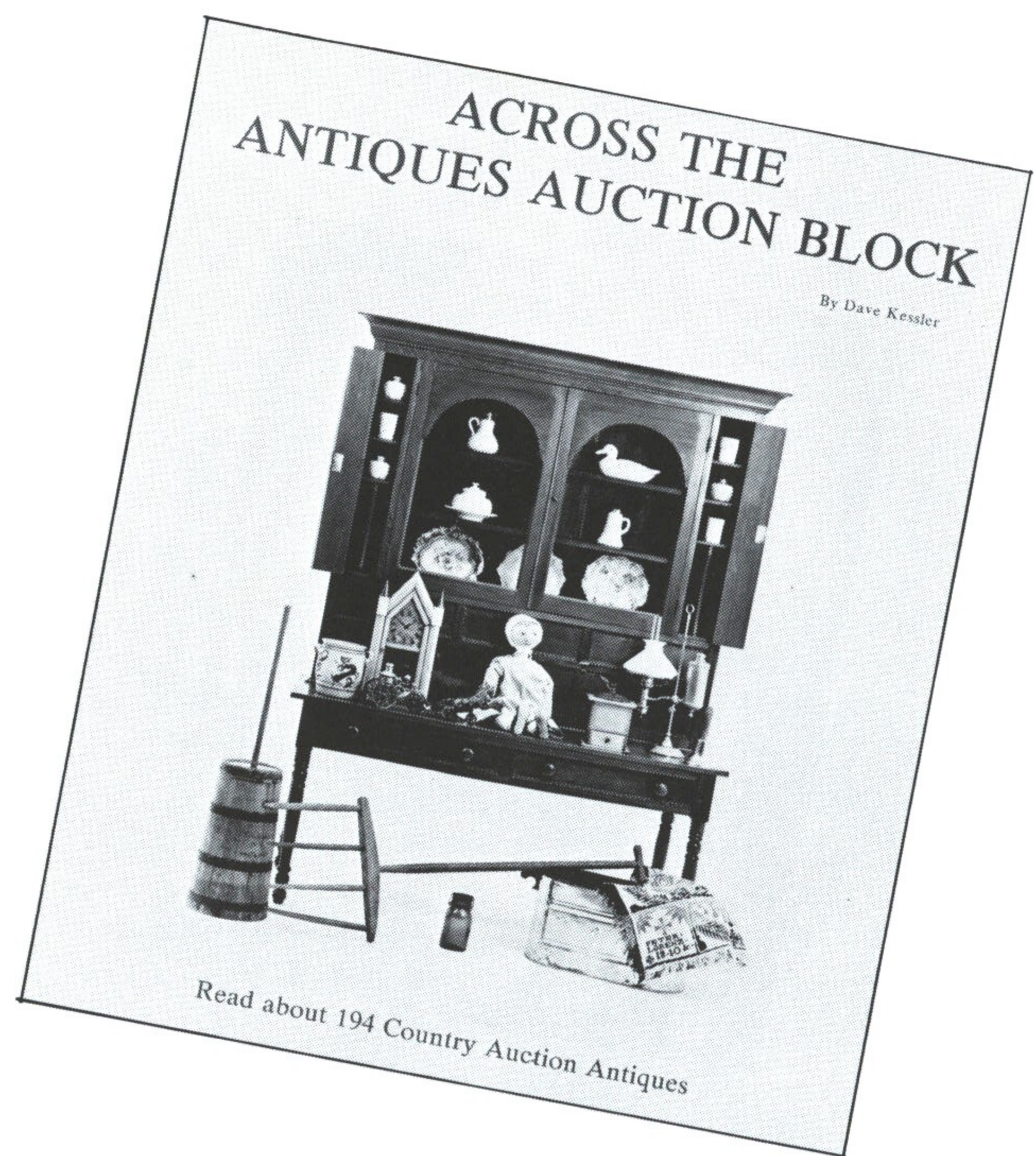
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1. The taxpayer was a citizen or a resident of the United States during the tax year, and for the preceding 4 tax years.
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Once determining that the taxpayer is eligible, he must have averageable income that exceeds \$3,000. In general, averageable income is the amount by which the adjusted taxable income for the current year exceeds 30% of the total income for the 4 preceding tax years.

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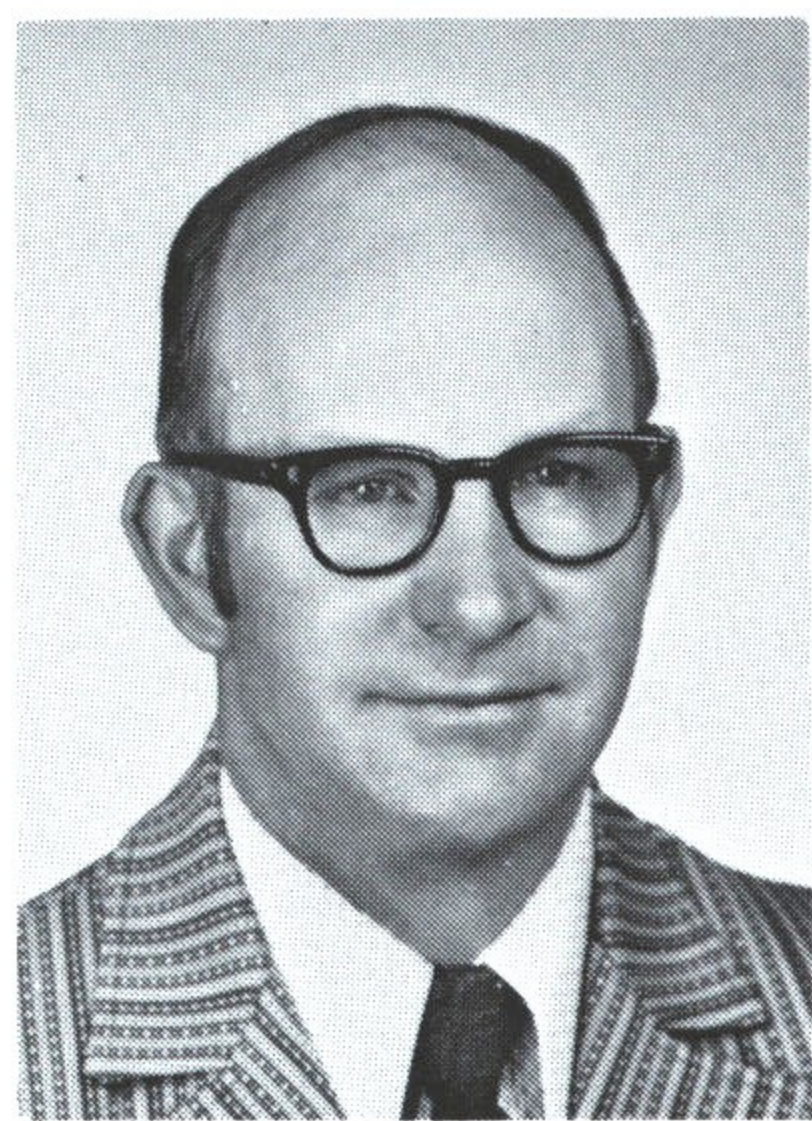
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Box 189 46733 AC 0033

"Schedule G" to the taxpayer's Federal Income Tax Return (Form 1040). In preparing such form, the taxpayer must also have the available copies of the 4 previous years of Federal Income Tax Returns.

Although the income averaging method of computing taxes will not save taxes for all taxpayers, prudence suggests that each taxpayer analyze whether a lower tax will be produced by computing the tax liability under the income averaging method, as compared to the tax produced by the Tax Rate Schedule.

EDITOR'S NOTE: COMPREHENSIVE provides a monthly bookkeeping, accounting and tax service to over 10,000 monthly clients through its 100 franchised offices. The article above is one of several articles, which will be published in THE AUCTIONEER as a method of offering NAA members information on the subject of taxes.



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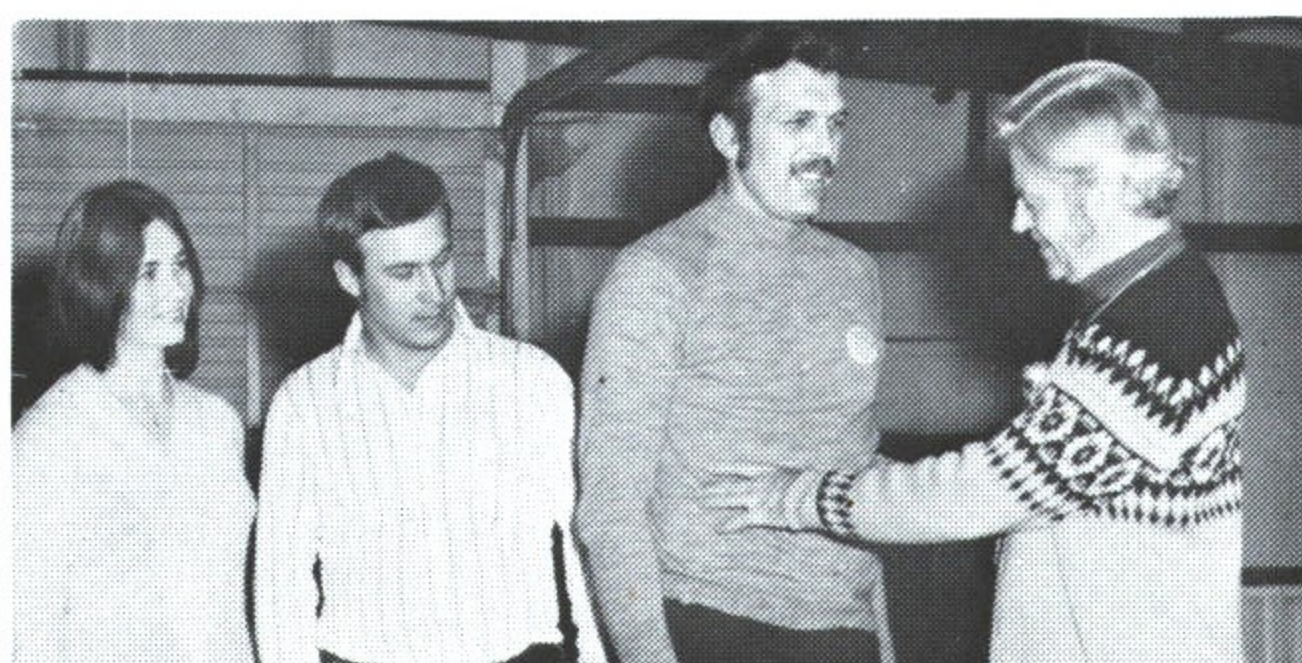
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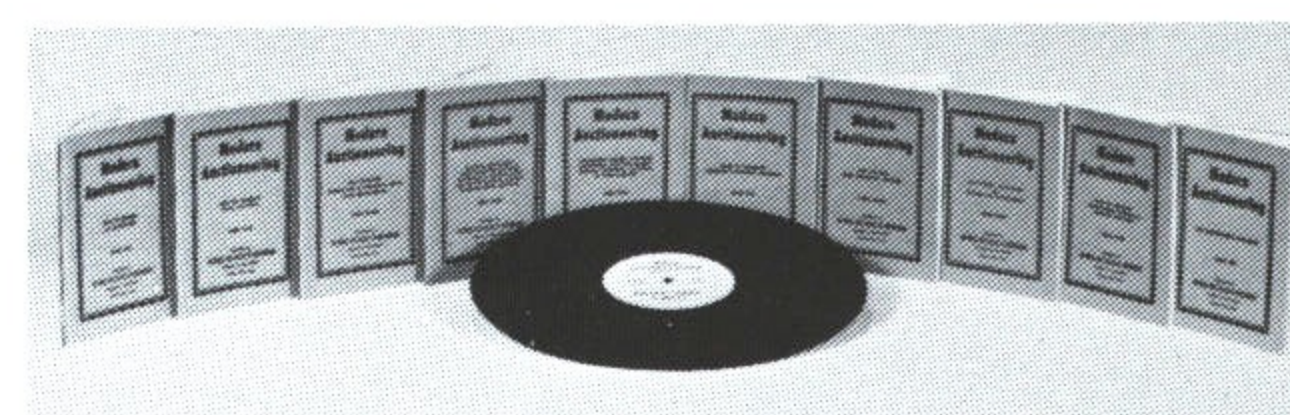
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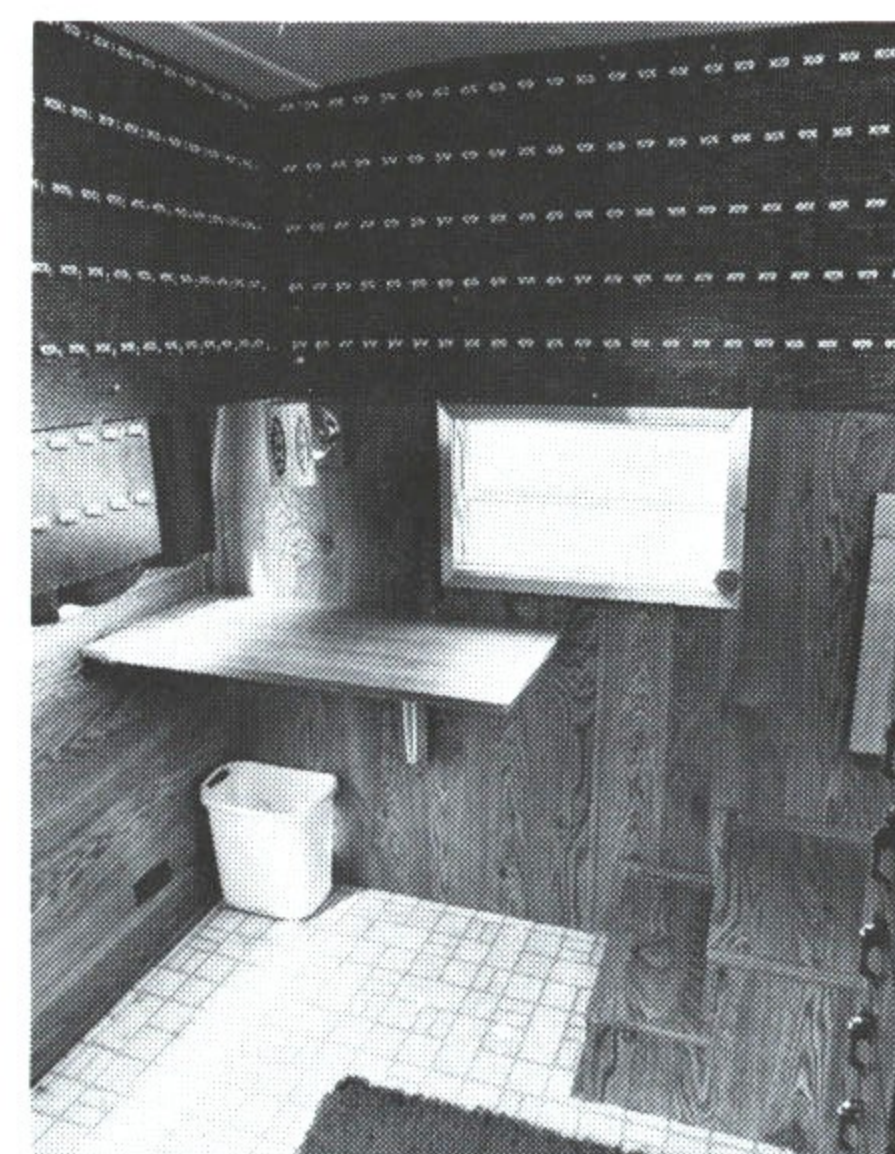
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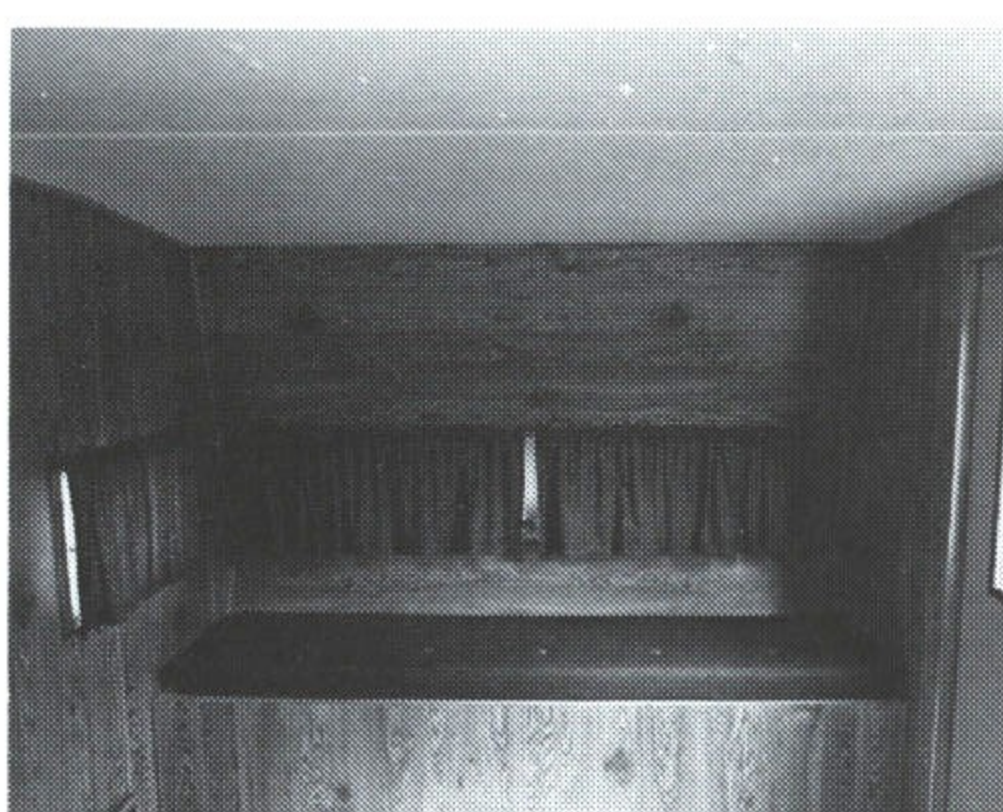
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A black and white photograph of a large, dark wooden cabinet or bookshelf. The unit features multiple rows of drawers with small, dark handles. To the right, there are larger doors with decorative panels. The wood grain is prominent, and the overall appearance is that of a sturdy, traditional piece of furniture.



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Mrs. Frank (Billie) Bass, Lewiston, Montana
Mrs. Leland (Irene) Dudley, Hampton, Iowa
Mrs. Harold (Erna) Ellingson, Edgeley, North Dakota

**Tennessee Ladies Auxiliary
Live Up to Reputation of
Being in "Volunteer State"**

**By Mrs. Lloyd Nevels, Secretary
Tennessee Auctioneers Association Auxiliary**

Tennesseeans have always been known as "Volunteers" and when the ladies of the Tennessee Auctioneer Association Auxiliary were asked to make quilt squares this was found to be true all over again. They began to sew and enough squares were collected to make a king size quilt. Each square donated had, on it, the lady's husband's name and/or name of his firm and a symbol of auctioneering. Ladies of Tennessee set together and quilted these squares in the bicentennial colors of red, white and blue.

The quilt was displayed during the summer meeting of the Tennessee Auctioneer Association in Gatlinburg, Tennessee. On the last day of the meeting and during the fun auction, the quilt was sold. Hubert Songer, Secretary of the TAA, a member of the NAA Board of Directors and a great supporter of the Auxiliary, did the selling. Bidding was brisk as this was a coveted treasure for the people connected with the Tennessee Association.

After much excitement and tears of happiness from the Auxiliary members, Jasper Jones of the Delta Auction Company, Memphis, Tennessee, was the proud owner. Mr. Jones paid \$800 for the quilt and he said it was a fine investment.

Needless to say, the ladies of the Auxiliary were very proud of their handiwork. One more quilt will be made for Tennessee and sold at the summer meeting of the TAA in 1977. Also a quilt is in the making by Tennessee ladies as their donation to the fun auction at the NAA meeting in Seattle, Washington. We only hope as much enthusiasm goes into the bidding as went into the making.

Yes, Tennessee is truly a State of Volunteers!

Seasons Greetings Ladies of the Auctioneer Profession:

I can't believe it is again the time for the hustle and bustle of the Holiday Season. Why don't you pour yourself a cup of tea and relax a minute to read the new Auctioneer. Don't you think Harvey is doing a fantastic job with the "New Look" in our magazine? Such interesting reading! He needs 10 pats on the back for the great job he is doing as our Secretary.

This reminds me of a quote from Leo Singer that I'd like to share with you.

There are three types of people:

1. Those who make things happen
2. Those who watch things happen
3. Those who sit by and don't know what's happening.

We can all fit ourselves into one of these groups, but Harvey and our President Lyle Erickson are certainly No. 1.

Since the St. Louis Convention, at one of our many auctions, we were privileged to sell the contents of our County Court House. After remodeling, they felt these items were no longer useful. With spirited bidding, an oak bookcase sold for \$15,000; Judges bench & chair — \$1350; Jury chairs — \$170-\$200; Roll top oak desk — \$1300; Small child's oak rocker — \$210 and stack bookcases — \$260 with 24 to choose from. Auctions like this are once in a lifetime for this area and are what make the profession so interesting. Making us wives glad we are a part of it.

We've just returned from our enjoyable Iowa convention at the Amana Colonies. Yes ladies, we had a great time picking out the wool material for you to buy at National Convention in Seattle next summer. Of course we'll see all of you there — you can't miss it.

I'd like to share with you a favorite Holiday recipe of this family. So refreshing when all we seem to eat is sweets.

FRUIT SOUP

1 cup dried apricots
1 cup dried prunes
1 cup seedless raisens
Also dried pears & others if you like
Soak over night in 2 qts water
Cook slowly with 1 3" stick cinnamon until tender.
1 qt water may have to be added at this time also
Add: 1 cup sugar
1 cup grape juice
1 cup minute tapioca
Cook until clear
Add: 1 can seeded sweet cherries
1/2 cup orange juice
1/4 cup lemon juice
2 tablespoons grated orange rind

May be served hot or cold — freezes well; serves 30 or more.

The Dudley's wish each of you a Blessed Holiday Season and a most Prosperous and Happy New Year.

**Irene Dudley
Hampton, Iowa**

Dear Ladies:

Fall of the year is swiftly passing and the beautiful winter scenes that are romanticized so very much will soon be upon us. Still fresh in our minds, though, is the St. Louis Convention. It is always great to meet new friends and renew old acquaintances.

One of the highlights of the convention was the grand entrance of the head table at the Awards Banquet — the exquisitely dressed ladies entering on the arms of their handsome husbands.

Now our thoughts and plans turn to the future and what, I am sure, will be one of the most interesting and fascinating conventions yet — Seattle, Washington, in 1977.

Why not make your plans now ladies to join your husband this summer for a fun-filled and educational convention?

As the end of this Bicentennial year draws near, we tend to think more and more of all the things that are precious to us here in America. I came across this poem recently and thought it very appropriate for the conclusion of this very special year — 1976 — our Nation's 200th Birthday.

THANKFUL FOR AMERICA

I'm thankful for America:

The way of life we've known
And all the precious freedoms we
Can call our very own.

I'm thankful that we have a voice
That we are free to use
And pray to God for wisdom in
The leaders whom we choose.

I'm thankful for those patriots who
Loved honor more than fame,
Who instigated laws which have
Preserved America's name.

May it always be possible —
Down through the years — that we
Through conscientious effort keep
This great land safe and free.

Ethel Durnol Posegate

God has so richly blessed us as He has no other Nation in this world and for this we should be THANKFUL.

Sincerely,
Glenda McCarter Johnson

BAD CHECK BUM

Did you ever hear of Frederick Emerson Peters (1886-1959)? He holds the world record for passing bad checks. In his time, Peters netted \$250,000 from 28,000 bad checks, using some 200 impersonations. Very charitable too! Among many contributions was a silver chalice donated to a cathedral in Washington, D.C. — paid for with, you guessed it, a BUM CHECK.

Tauber Talks

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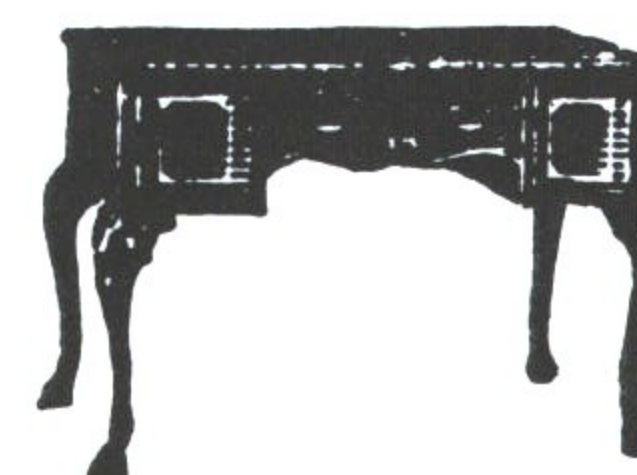
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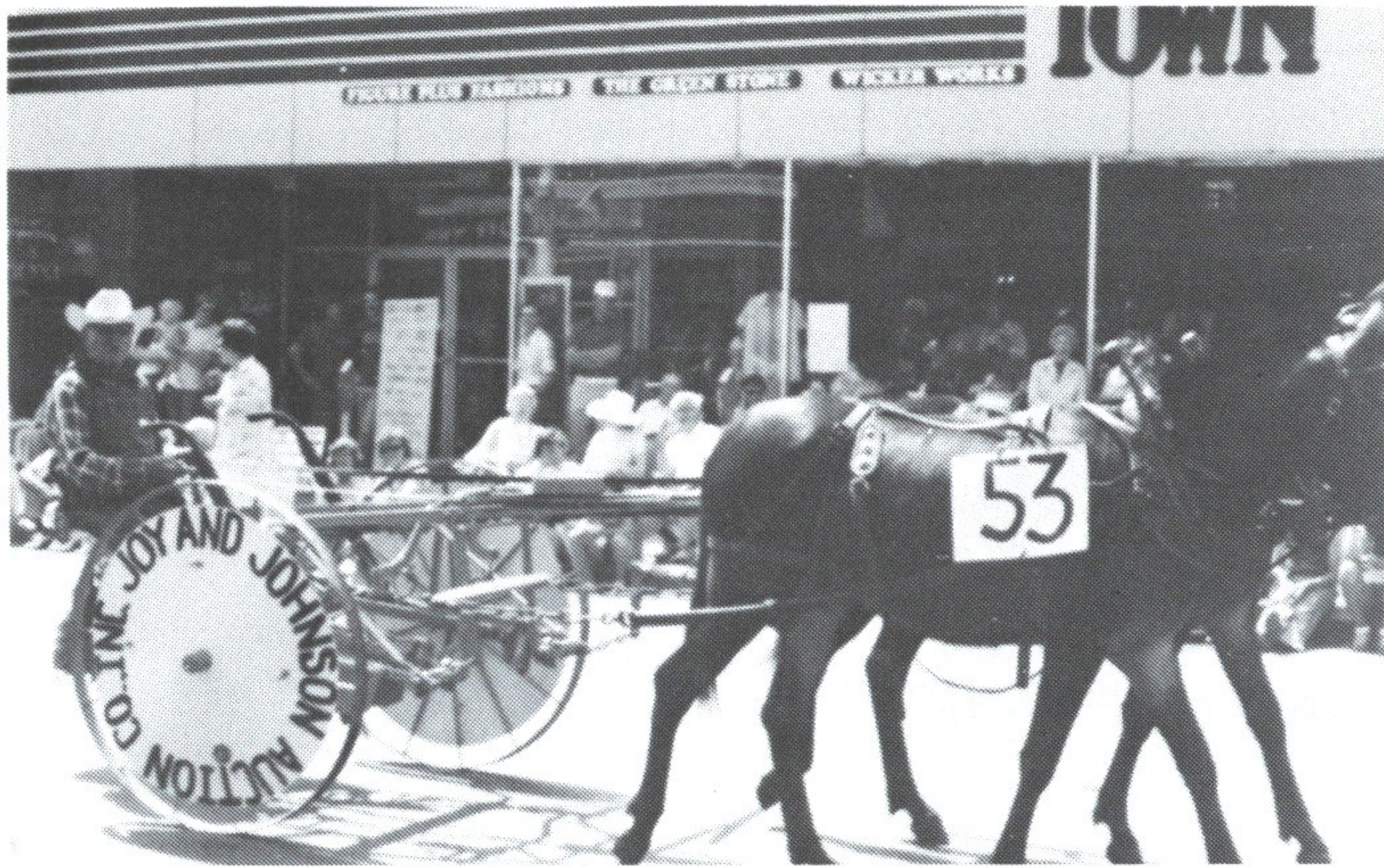


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Leon Joy Wins Award Driving Mules in Iowa

Leon Joy, veteran auctioneer from Ames, Iowa, and a past recipient of the Hall of Fame Award of the National Auctioneers Association, won his division in the Independence Day Parade in Ames this summer, driving a pair of young mules on a single row cultivator.



Leon, a strong participant in all of the National and Iowa Auctioneers Associations, attended the 1976 NAA Convention in St. Louis in July, but due to illness missed the Iowa Association Convention, held in October in the Amana Colonies. His presence was missed by all in Iowa and in a letter from Leon, he expressed his determination to be at the future meetings.

October Higgenbotham Estate Auction Offers Good Bargains on Art Objects

Many outstanding bargains were available at the Willoughby Estate Auction, conducted on Saturday, October 9, 1976, by the Higgenbotham Auction Company of Lakeland, Florida. 1st Vice President Marty Higgenbotham reported that 350 or more buyers were in attendance and some of the art objects bought included a tall, green Rockwood umbrella stand — \$130; Handel lamp — \$350; painting by F. Carson — \$300; pencil drawing by Picasso — \$225 and four Rogers statues, including Parting Promise — \$120; One More Shot — \$200; Charity Patient — \$125 and Wounded Scout — \$140.

Other items included a large oil painting of a ship by William Perry — \$450; two prints — \$55; amberina tulip vase — \$185; tall Cloisonne vase (H/P) — \$185; mahogany drop-front Chippendale desk — \$325; an original Duncan Phyfe couch — \$750; a signed Tiffany hanging lamp — \$400; Russell bronze (buffalo rubbing boulder) — \$1,600; C. Russell (Sea Scene) water color — \$500; book of Remington sketches (signed) — \$125; and an Abe Lincoln document — \$175.

A Whistler painting — \$1,500; painting of a girl signed M. C. — \$200; bronze nude statue by A. Phol — \$950; Boy Scouts' grouping signed by Norman Rockwell (prints) — \$720; A. Jacobsen painting (water) — \$500; hand woven Persian Bijar rug — \$700; painting by Piscio — \$700; pencil drawing by Andrew Wyeth — \$250; large painting by Coats — \$550 and a water color by C. Hays — \$60.

The items listed above were considered bargains, reports Marty Higgenbotham, "as the Northern buyers had not made their full appearance on the scene."



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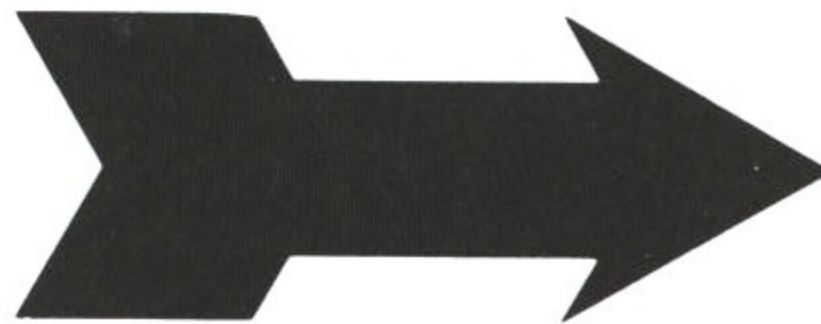
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Hope Lynn Auction Publicized With Reputation for Honesty; Good PR for Auction Profession

"Hope Lynn Has A Reputation For Honesty. If There's A Chip In A Pot, He'll Say So, And He'll Point Out Raised Veneer And Reproductions If He Knows The Merchandise." Those were the headlines in an article, entitled "Auction Time" in the Tuesday, August 24, 1976, edition of THE OPELIKA-AUBURN NEWS. It was referring to NAA member, Hope Lynn of Tallassee, Alabama.

News articles, such as the one described above, are helping to promote the value of the auction method of selling, but most of all, offering information about the auctioneer and his reputation for honesty, which is the finest public relations an auctioneer can obtain. The news article offered many interesting facts about a Hope Lynn Auction. Some of the highlights of the article follows:

"A half dozen fans were turning the sultry late-summer heat of the barn-like auction room among the crowd. Awaiting for Hope Lynn to mount his high seat behind the microphone were East Alabama antique dealers, young married couples looking for bargains, an Auburn University professor and an Auburn postman. Some had come for entertainment, and some had come to buy.

"He laid the ground rule — no one bids on his own merchandise — and the sale began.

"A Lime Cola sold for \$4. When an old peanut vending machine was brought out, Lynn quipped, 'I know a politician who'll give you some for free.'

"Stacks of books were displayed, including 'The Lives of the Saints,' (vintage 1955), and 1940 copies of child-care manuals.

"Two tiny iron toy ice wagons were held up. 'Boy, they sure could do some business today,' Lynn said, wiping his brow. There were buckets of square-headed nails for oak flooring, chifferobes, a petticoat table, telephones, lamps and glassware.

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This copy partially compiled by Ed Vierheller, Graduate 1960, and past member, Board of Directors, National Auctioneers Association.

WRITE:

Western
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Box 1458 Billings, MT 59103

"Lynn went to auction school in Mason City, Iowa, about eight years ago to learn the language, to practice counting to 100 fast, then hit it backwards, and then go with halves and quarters. The only southern student, he fascinated those who had come from England, Canada and Alaska with his slow drawl.

"He was almost born a trader. Named for A. B. Hope of Notasulga, his family's long-time conservative banker, Lynn was reared in Reeltown.

"'When I was about 14, daddy bought an old country grocery store and put me on a truck delivering,' Lynn recalled. 'He taught me to buy everything — goats, chickens, eggs, pigs, ducks, guineas, everything. He said you'd lose on some things but gain on others.'

"'When I grew up, I got in a second-hand furniture store, then I went to South Carolina for seven years, working for DuPont, and just was miserable.' When he returned to Alabama, he was asked to appraise on estate sale other appraisers had valued at \$300.

"'I said let me auction it,' he said. 'It brought about \$1,000 then everybody asked to auction.'

"He's built a reputation for honesty. If there's a chip in a pot, he'll say so, and he'll point out raised veneer and reproductions if he knows the merchandise.

"'I tell the State Auctioneers Association (Lynn is president) if they'll be truthful, they might lose on some things, but they'll gain in the long run,' he said, paraphrasing what his father had once told him.

"Lynn is as much a finder as he is a seller. He knows what his dealers are looking for, and he'll try to find individual requests. Sometimes he buys whole houses full of furniture. That's how he found a cup about 10 years ago commemorating the opening of the first store in Carrville.

"'Small items — candlesticks, clocks, signed carnival glass, butter molds — sell well this time of year,' Lynn said, because of the tourist trade. That logic gets lost at times, however, for a woman from Hawaii got caught up in the bidding at the last sale and bought a large pump organ. The rats had gotten the bellows, and she couldn't even tell if it would play. Lynn bought it back the next day from a penitent buyer.

"'I go in some of the wealthiest homes in several states,' Lynn said. He's auctioned in Georgia, Florida and Mississippi as well as in Alabama and has held many sales for schools and charities.

"'Course they're all my friends,' he added, 'even if they just have a nickel.'"

RIDDLEMETHIS

Before inflation, three men rented a room in a hotel, paying \$10 apiece. After they had gone to their room, the desk clerk discovered he had overcharged them \$5, since it was on a \$25 room. So he had the bellhop take the extra \$5 back to the guests. The larcenous bellhop, however, returned only \$1 to each of the three men and pocketed the extra \$2. This means the men had each paid \$9. Three times \$9 is \$27, right? The bellhop had kept \$2. Two plus 27 makes \$29, right? What happened to the extra dollar? The problem is one of obfuscation. The men originally paid \$10 apiece, which came to \$30. They each received back a dollar, which left them paying a total of \$27. The \$27 plus the \$3 returned to them adds up to \$30, right? Right! But, we still can't figure out what became of the extra dollar. Can you?

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Illinois Auctioneers Meet in Springfield

The Fall Convention of the Illinois State Auctioneers Association was held October 31 and November 1, 1976, at the Holiday-Inn East, Springfield, Illinois. There was a nice turn out and the fellowship was wonderful.

Sunday the program started out with entertainment by the Sweet Adelines. We were honored to have NAA President, Lyle Erickson and Mrs. Erickson attend. President Erickson was the main speaker and as usual gave a fine address. We were also honored to have Terry Dunning, immediate past NAA President, present.

Dave Kessler from New Paris, Ohio, with the aid of slides, explained how he conducts his antique auctions. The following day Col. Kessler and Hugh James held a bid calling seminar. On Sunday, a panel of leading auctioneers explained how they operate their type of auctions and answered ques-

tions from the floor. The last item of the evening was a lively fun auction which netted \$1068.75.

Monday began with a workshop on promoting and advertising your auction, which was very informative and interesting. After the noon luncheon we held our business meeting and then the election of Officers and Directors. The new Officers are: Gail Cowser, President, Glasford; Duke Rath, Vice-President, Elgin; Ken Gravlin, 1st Vice-President, Melvin; J. C. Kornbrust, Secretary-Treasurer, East Moline; Henry Hachmeister, Director, Pecatonica; and Terry Wilkie, Director, El Paso.

With the addition of 87 new members this year and the fine Fall Convention, we feel that 1976 has been a great year for the Illinois State Auctioneers Association.

**J. C. Kornbrust, Secretary-Treasurer
Illinois State Auctioneers Association**

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Ducks Unlimited Organization Benefits from Fishdick Auctions

John R. Fishdick, NAA Life Member and prominent benefit auctioneer in the country has attained another accolade from the wild life organization, Ducks Unlimited (DU).

DU has a long history of waterfowl management, starting in 1937 as a non-profit organization. They have spent over 32-million dollars for over 1,300 duck factories as they are called. They now manage 2.2-million acres of prime wetland habitat, with shoreline of 12, 1000 miles in Canada. This means better duck hunting for every American hunter.

DU receives no government funds — all of its money comes from donations at banquets and or auctions across the country. Col. Fishdick, art critic, art auctioneer and appraiser, is one of the leading fund raisers for this organization across the country. He donates his services in every case and that offers good public relations for the auctioneering profession — auctioneers are giving something back to this country that has been good to every auctioneer working today.

Art work from such national wildlife artists as Les. C. Kouba, Larry Toscik, Ralph McDonald and Lee Le Blanc go for top dollar under the skillful direction of Col. Fishdick. Fellow auctioneers may write Col. Fishdick, at P.O. Box 640, Carlsbad, NM 88220 and make inquiry as to when and where they may participate in the DU fund raising events. Please enclose stamped return envelope.

AUCTIONEER JOHN R. FISHDICK looks over the limited edition print of Les C. Kouba's "Bluebills in Lifting Fog" with Ducks Unlimited representatives Tom Marek (left) and Patti Morris watch.



\$11.50 a pound for Grand Champion . . .

NAA Board Member Kane Teams With LeRoy VanDyke at '76 AK-SAR-BEN Show

Chapman Commodities of Omaha, Nebraska, for the second year in a row, purchased the grand champion steer at Ak-Sar-Ben, the World's Largest 4-H Livestock Show, held in Omaha on September 29. Bill Chapman, bidding for the firm, paid \$11.50 a pound for the 1,205 pound Limousin-Hereford crossbred shown by Tim Schroeder, 19, of West Point, Nebraska. The transaction yielded \$13,857.50 for the steer named "Yack", short for the producer, Bob Yackley of Onida, South Dakota.

The auction of champions and purple ribbon cattle, hogs and sheep in connection with the 49th Annual Ak-Sar-Ben Show featured as guest auctioneer of the grand champion steer, LeRoy VanDyke, who appeared at the Ak-Sar-Ben Rodeo.

Van Dyke, a former Missouri 4-H'er who majored in animal science and ag journalism in college, moved briskly and expertly into the bidding. The recorder of the popular "Auctioneer's Song" accepted a customary opening bid of \$5.00 a pound from Chapman, as last year's grand champion steer purchaser.

Bidding moved rapidly into the \$11.00 range, then stalled somewhat. VanDyke tried unsuccessfully to halve the 50-cent bids and get a bid of \$11.75. The successful bid was the third highest in beef auction history, with Chapman paying the record price of \$15 a pound a year ago for a steer owned by Chris Maier of Eagle Grove, Ia. Chris this year was second in the sale order, holding the reserve grand champion. Omaha's Gorat's Steak House paid the second highest price in 1974, \$12.00 a pound.

While the gross amount received by the Cuming County 4-H youth was topped by money paid for grand champions in 1975 and 1974, it will go a long ways toward Tim's goal of attending college. The slight but well muscled son of Mr. and Mrs. Jim Schroeder is a Nebraska high school wrestling champion. The sale climaxed an effort to turn failure to success for Tim, who lost a chance at a championship at the 1976 Nebraska State Fair when his steer received an electrical shock and was sidelined.

Larry Larson of Northern Natural Gas Co., the ultimate successful bidder for the reserve grand champion, and Ross Lorello of Ross' Steak House, both of Omaha, were competing bidders with Chapman. The purchases of the 1976 and 1975 grand champion steers by Chapman Commodities for a combined total of \$32,157.50 moved them into the front ranks of firms supportive of 4-H through the Ak-Sar-Ben auction.

Auctioneer Dick Kane, NAA Director and member from Wisner, Nebraska, took over for the balance of the auction, receiving an opening bid of \$2.00 a pound from Mrs. Nettie Gorat of Gorat's Steak House, for the reserve grand champion shown by Chris Maier of Eagle Grove, Iowa. Anthony Fucinaro of Anthony's Steak House and Larson, director of food services for Northern Natural Gas, were the two final bidders who spiraled the price up to \$6.00 a pound paid by Larson — 25 cents a pound below last year's all time high paid by Gorat's. Northern Natural purchased the 1974 reserve grand for \$5.25 a pound. Larson said the firm has purchased one

market beef a year at Ak-Sar-Ben since 1971, buying two in 1975.

The \$7,290 received by Chris for her 1,215 pound Simmental-Angus-Hereford named "AJ", was only \$7.50 short of the all-time high gross paid for the second ranking steer in 1974, a much heavier steer at 1,390 lbs.

This year's winnings brought the total received by Chris Maier for the past three years at Ak-Sar-Ben to \$40,230.00 — including the \$32,940 paid for her grand champion steers in 1974 and 1975.

The Champion Heifer, shown by Tony Hullinger of Stromsburg, Nebraska, was sold to Yano Caniglia of Mr. C's Steak Huse of Omaha for \$5.00 a pound. The price compared to the record of \$6.50 a pound paid by Chapman Commodities in 1974 and the \$5.50 a pound paid by Mr. C's in 1975.

The 1,265 pound Simmental-Angus crossbred heifer named "Trifecta" brought \$6,325 to the 18-year-old son of Mr. and Mrs. Gary Hullinger. This was the third highest gross amount received for a champion heifer.

The reserve champion heifer, shown by John Sweeney, 17-year-old son of Mr. and Mrs. James Sweeney of Runnells, Iowa, sold for 75 cents a pound to Ak-Sar-Ben Beef Co. The 1,125 pound Charolais-Angus-Maine Anjou cross, "Jamie", brought \$843.75. The record of \$1.00 a pound was paid in 1972.

Ak-Sar-Ben is again a terminal show, with all entries going to slaughter and automatically entered in the carcass contest, except grand and reserve grand champions, which will be displayed. They will not be eligible for carcass premiums, although carcass data will be gathered.

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Lewis & Lambright started out by taking 3% of the total commission of each auction and putting it into a savings account. When the account reached \$500 the firm then offered to the clientele a check protection plan, which was in addition to the commission.

When the savings account reach \$5,000 the firm then started a special reserve account, from which the firm can draw for any emergency. The firm finds that the clientele — banks, attorneys, executors and administrators of estates — likes to use the check protection plan. In some instances the firm feels it helped get auctions because the plan was offered.

You must keep in mind, however, that there will be times when the firm gets a bad check and has to draw from the account. It also keeps the auctioneer a little sharper and instills in him the desire to watch who pays by check. If a check is written on a large amount, Lewis & Lambright always check out that person before he leaves the premises.

**Harvey Lambright, 2nd Vice President
National Auctioneers Association
LaGrange, Indiana**

Iowa Has a Great Convention At the Amana Colonies

"It was a Great Convention!" were the comments one could hear as Iowa Auctioneers, their families and guests, left from the beautiful Holiday Inn at the Amana Colonies for their homes in various parts of the state on Sunday evening, October 31. The two-day convention had been carefully planned by the President, John Swartzendruber of Wayland, and other members of the various committees.

On Saturday, October 30 registration started at 10:00 a.m., followed by a Board of Directors meeting at 10:30 a.m. At noon, nearly 100 conventioners enjoyed a buffet meal. President Swartzendruber gave the welcome, followed by an impressive talk from the National Auctioneers Association President, our own Lyle Erickson of Cresco.

During the afternoon the Colonels had a most informative program given by Russel Kruse of Auburn, Indiana. His topic was the Indiana License Law. Some of the ladies and children enjoyed shopping and browsing in the quaint Amana shops, while others swam in the Inn's lovely pool.

From 5:00 to 6:00 p.m., all attended the reception for NAA President Erickson and his wife, Irene.

Probably one of the largest crowds (auctioneers and motel guests) were on hand for the annual Fun Auction at 7:30 p.m., under the direction of the 1975 Champion, Russ Adkins of Searsboro. Thirty-one auctioneers competed in the contest and bidding was brisk. Many dollars were added to the treasury. The three judges named runners-up, who are: Norman Bousset of Calamus, Ed Malmanger of Grand Mound, Ken Erickson of Decorah, and Ken Leonard of Elkader. Dale Smith of Pochantas was named the 1976 State Champion. The remainder of the evening was enjoyed with music, relaxation and dancing.

On Sunday, there was an excellent crowd for the tradi-

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tional Amana Family Style dinner. In the absence of Leon Joy of Ames, who is recovering from recent surgery, the invocation was given by Earl Thies of Ames. Harvey McCray, NAA Executive Director from Lincoln, Nebraska, talked about the forthcoming Seminars and other programs of the NAA, including the 1977 Seattle Convention. Howard Buckles of Keosauqua, an NAA director, reviewed the 1976 National Convention in St. Louis, Missouri, held in July.

Each fall the Iowa Auctioneers Association recognizes an Outstanding Auctioneer and Earl Thies of Ames was given the honor and the beautiful plaque.

The Sunday afternoon speaker was Roger Poppen of Osage, President of the Iowa Farm and Landbroker's Association, who gave a most interesting address on Environmental Impact Statements.

Each table was decorated with a lovely fall centerpiece, donated by members of the ladies Auxiliary and these were auctioned before a recess was called. The Auxiliary presented an interesting program on corn husk decorations by Mrs. Leland Dudley of Hampton.

The Colonels had their general business meeting and the items discussed included up-dating the By-laws; a possible license law; to continue the State Fair Booth; membership; district meetings and increasing the dues.

During the annual election, Haro'd McIlrath of Laurel, was named president for 1977; Pat Foster of Iowa City, 1st Vice President and Ken Erickson of Decorah, 2nd Vice President.

Before the meeting adjourned the new president presented the outgoing President Swartzendruber with the traditional plaque.

The one day spring meeting will be held on the last Sunday in April, but the place was not announced.

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Unique Auctions Create Attention In Southwest Virginia Newspaper

Hardly a week goes by that NAA Executive Director Harvey McCray does not receive a newspaper article or two from auctioneers, who have been publicized in their local newspapers. It is obvious that the auction profession is creating attention and the auctioneers are receiving good public relations and publicity.

Jake Horney of the Horney Brothers Land Auction Company, Wytheville, Virginia, was the recipient of the news publicity mentioned above. Not only was Jake and his entire auction method of selling real estate publicized, but the article in the Southwest Virginia Enterprise (September 23, 1976) offered information about the auction method of selling in general.

Auctions Began in 500 B.C.

Permission was granted by the Southwest Virginia Enterprise to reprint portions of the article, which follows: "Although no one knows for sure when the first auction was held, Herodotus, the first historian, writes that auctions were held in Babylon around 500 B.C. (The Babylon auctions consisted of young maidens sold to young men for the highest dollar and followed by a legal wedding ceremony.)

"Auctions were most widely used by the ancient Romans. The word 'auction' comes from the Latin 'auctus', which means 'to increase'. Roman soldiers, who collected spoils of war, would offer excess loot to Roman dealers for the highest bid.

"America inherited the auction from England when goods were sent to the colonies by British manufacturers. Today, auctions are common worldwide and are an important trade form. They also play a great part in the U.S. economy.

"The history of Horney Brothers Land Auction Company, Inc. is as unique as the evolution of auctions. J. C. 'Jake' Horney, Jr., General Manager, Broker and Auctioneer, is proud of his 59-year-old company's heritage. 'Jake' Horney's uncle, J. T. Horney, was an attorney in North Carolina and because of health reasons he was advised by his physician to be outside more. One day he was asked to help with an auction and from then on he was hooked.

"When J. C. Horney, Sr., was discharged from military service, he and his brother came up with a sure-fire gimmick — Twin Auctioneers. A reprint from an Asheville, N.C. newspaper in 1924 states, 'The Horney Brothers are especially attractive in that they both cry the same bid at the same time speaking exactly the same words a feat accomplished by few auctioneers in the country. They look alike — they dress alike — they act alike — and they talk alike.'

Auctions Were More Show

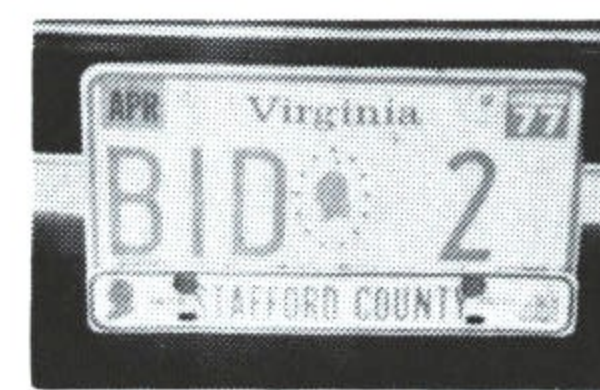
"An auction was more of a show. More people attended auctions back then. There wasn't as much to do then and people had more time,' 'Jake' Horney, Jr., explained. Posters in Horney's office advertise Captain Everett Daniel's Circus Act which followed the auction many years ago. T. Model Fords were given away as door prizes.

"In 1939, J. C. Horney established residency in Wytheville, where he had sales before. He managed a theater in town in addition to his auctioneer work.

"'Jake' Horney, Jr., credits his father for the valuable experience he received in auctioneering. 'I started helping Dad as soon as I was big enough to follow him. I passed out circulars.'

"A crew of about 30-35 people worked with the auction company that was established in 1917. There were contract men, advertising men, engineers, ground workers and office workers. The company conducted sales in 22 states. After J. C. Horney, Sr.'s death in 1951, J. A. Watson managed the company while 'Jake' Horney, Jr., was in service.

"In the late '50's I came here full time. Basically it (auctioneering) hasn't changed. The equipment is more modern and we still advertise the same way. The Enterprise and local newspapers in other areas is our main source of



LICENSE PLATES, which identify the auction profession, are displayed on three Horney Brothers Land Auction Company's automobiles. Bid 1 is Jake Horney's; Bid 2 is John Holder's; and Bid 5 is owned by another Horney Brothers Associate.

advertising although we do some T.V. and radio ads. We also use outdoor advertisements,' Horney stated from his office which contains numerous plaques and awards. One award is for Virginia's Outstanding Auctioneer for 1972 from the Virginia Auctioneer Association.

"I've sold in about 9 or 10 states. Real estate-personal property — I've sold everything at auctions. We're now licensed in six states. More and more people are turning to the auction method as means of selling real estate.'

"As an instructor at Mendenhall School of Auctioneering in High Point, N.C., Horney points out that he never had formal training from auctioneering school — but picked up the art from experience.

One of Oldest Companies

"One of the oldest auction companies in the South, Horney Brothers Land Auction Company, Inc. has the slogan 'Wytheville our home — the world our territory.'

"As members of the Virginia Auctioneers Association and National Auctioneers Association, Horney Brothers Land Auction Co., Inc. continues to uphold it's heritage as an honest, reliable firm."

Jake Horney, Jr., reports that his main business is selling real estate at auction and they also sell all types of real estate. The biggest volume of sales is in farms and acreage tracts. In the last few years the real estate auction business in his area and in most parts of the south has been real good.

Jake contributes this fact to more folks wanting to relocate in the south and the interstate highways, which have brought new business and industry to his section of the country. "In fact," Jake reports, "We have several miles of both Interstate 77 and 81 running through our county. Through June of this year we had already sold more real estate at auction and privately than we had all of last year with prices ranging from around \$350 to over \$2,000 an acre."

The most recent sales, on September 25 near Pilot Mountain, North Carolina, the firm sold 92.79 acres with the Dick Lawson Realty and Auction Company for \$60,000; and on October 2, sold approximately 80 acres in Wythe County, Virginia, for \$57,300 and over \$11,000 in farm machinery. Even though other larger and smaller sales have been conducted by the firm, the ones mentioned are the most recent.

The Horney Brothers Land Auction Company representatives are easily recognizable as three of the company members display distinct license plates: Bid 1, Bid 2 and Bid 5. Jake Horney displays Bid 1; another Wytheville associate displays Bid 5 and NAA member John Holder of Stafford, Virginia, holds Bid 2.

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By Mary Witzel, Publicity Chairman
1977 NAA Seattle Convention

Do something nice for yourself and your family for Christmas! Put an IOU under the Christmas tree for a trip to the National Auctioneers Association Convention, July 25-30 — Seattle — Just Like Heaven in '77.

Many activities are planned for every age group. Seattle has something for everyone. Plan to stay a few days extra and enjoy the variety of things that majestic Seattle has to offer.

Since the festive mood prevails this month, here are some suggestions for those who desire to visit some of the nightlife while in Seattle.

View the water at the Edgewater Inn, Pier 67, while enjoying the music/dancing which is featured nightly.

Relax in one of the nicest lounges and see some of the best shows in town at Jack McGovern's, located on Westlake.

For those who like cool jazz with nationally-known musicians, the place is the Pioneer Banquet in Pioneer Square.

Stop by the Picadilly Corner at the Olympic Hotel where the atmosphere is intimate and attractive. Features English music-hall entertainment.

For leisurely dining with a view try the Maribeu from atop the Seattle National Bank Building. Enjoy steak, gamebirds, and seafoods.

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The Washington State Auctioneers and their families wish all of you and your families a very Merry Christmas!



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The Auctioneers' Bicentennial Heritage

EDITOR'S NOTE: The following article is being published with the permission of the editor of the New Jersey State Society of Auctioneers, Inc. and former National Society of Auctioneers' President B. G. Coats. It was printed in the NJSSA's newsletter, THE AUCTION BILL, under the title of "What Bicentennial Heritage Means To Auctioneers."

The article is worthy of publication in THE AUCTIONEER and appreciation is now being given NAA Life Member Coats for this timely article.

We have always been appreciative of the dedication which has kept our profession strong, but now more than ever, in this bicentennial year, we should be aware of the true importance of the ideals and beliefs on which our profession is based.

For 200 years the Auctioneers who preceeded us worked hard, despite privations, sacrifices and countless hardships, to pursue their dreams and fought so they would not be bound by the chains of a nation governing our thoughts and actions. We today have the right to live our lives in the manner we choose, to practice our profession unmolested and to stand up for our beliefs.

While pondering the history of our profession, I have found that even though events and some beliefs have changed, the cornerstone of our profession remains intact. From the signing of the Constitution to present day bills in local, county and state governments the Auctioneers have endeavored to strive for the betterment of their profession and will continue to do so.

The Auctioneering profession has a beauty which radiates from the core of its existence . . . the spirit of the Auctioneers. Today the chant of "Spirit of 76" rings loud and clear, but the spirit of all the years is what has kept our profession strong. The Auctioneers of yesterday felt that only through dedication, hard work and firm upholding of beliefs in the future could our profession flourish.

What have we derived from our heritage? We have received the precious possession of life and the ability to create a better profession by being free and unhampered. The spirit of the past has created a basis for our future. We can learn from the experiences of the Auctioneers who have preceeded us. The Auctioneering profession will grow stronger and greater with the aspirations of the past and the inspiritations of the present.

We have learned the true meaning of independence and pride. Pride of a profession that has lived through 200 years of constant battles but has continued to live strong despite countless adversities, yet which is never too old to be taught. A profession which refuses to release its valuable rights, and though occassionally battered, stands stronger today than ever before. By ever keeping in mind the ideals of our

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heritage, the determination and privations of the Auctioneers who have preceeded us in order that our paths would be made a little smoother and easier, so should we extend ourselves to make the paths of all who succeed us a little bit smoother and easier. Let us think less of ourselves and more of others.

I cannot envision an Auctioneer, who loves his profession, that will not avail himself of the opportunity to join with his fellow Auctioneers in celebrating our bicentennial meeting in recognition of 200 years of Auctioneering. The highly constructive program will always live in our memories.

CONVENTION DATES

December 7-8 — Tennessee Auctioneers Association, Hilton Airport Inn, Nashville.

December 12-13 — Florida Auctioneers Association, High Q Motel, Orlando.

January 9-10 — Indiana Auctioneers Association, Atkinson Hotel, Indianapolis.

January 10-11-12 — New York City Seminar, Biltmore Hotel, New York, New York.

January 15-16 — North Carolina Auctioneers Association, Holiday Inn North, Winston-Salem.

January 16 — Colorado Auctioneers Association, Holiday Inn North, 4849 Bannock St., Denver.

January 21 — Michigan State Auctioneers Association, Hospitality Motor Inn, Lansing.

January 28-29 — Pennsylvania Auctioneers Association, Host Inn, Harrisburg (Host Inn is just off the Pennsylvania Turnpike at the Harrisburg East Interchange).

January 30-31 Minnesota State Auctioneers Association, Holiday Inn and Solardome, Brooklyn Center (just off Interstate 94 and Highway 100).

Febraury 28-March 1-2 — Kansas City Seminar, Radisson Muehlebach Hotel, Kansas City, Missouri.

April 3-8 — Certified Auctioneers Institute (CAI), Course I & II, Indiana Memorial Union, Indiana University, Bloomington, Indiana.

April 3 — Kansas Auctioneers Association, Hilton Inn, Wichita.

April 3-4 — Kentucky Auctioneers Association, Stouffer's Inn, Louisville.

April 17 — Illinois Auctioneers Association, Holiday Inn, Kankakee.

May 7-8 — Missouri State Auctioneers Association, Springfield.

May 14-15 — South Carolina Auctioneers Association, Columbia.

June 11-12 — West Virginia Auctioneers Association, Cedar Lakes Camp, Riley.

New Jersey State Society of Auctioneers meets bi-monthly all year — October, December, February, April, June & August. If in the area call 201-944-1125 for location of meeting (Don Castner).

July 28-30 — National Auctioneers Association, Olympic Hotel, Seattle, Washington.

Attention State Association Secretaries: To have your State Association Convention dates listed in THE AUCTIONEER, send notification of the date, city and hotel/motel to Harvey L. McCray, Executive Director, NAA, 135 Lakewood Drive, Lincoln, NE 68510.

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The NAA members whose names appear within their respective states have each given \$5.00 for their names to appear for one year in support of their magazine — THE AUCTIONEER.

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The three most important items for a successful sale are:

1. People come to the auction — INVITATION;
2. People bid on the items for sale — ACTION;
3. People buy items at the auctions — RESULTS

Invitation — Action — Results, then, are the most important aspects of a auction. This "theory" was described to the members of the Kansas Auctioneers Association at the 1976 Convention by one of the guest speakers and Editor Harvey McCray felt they were worth sharing. Unfortunately the speaker's name was unavailable and recognition cannot be given to him.

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