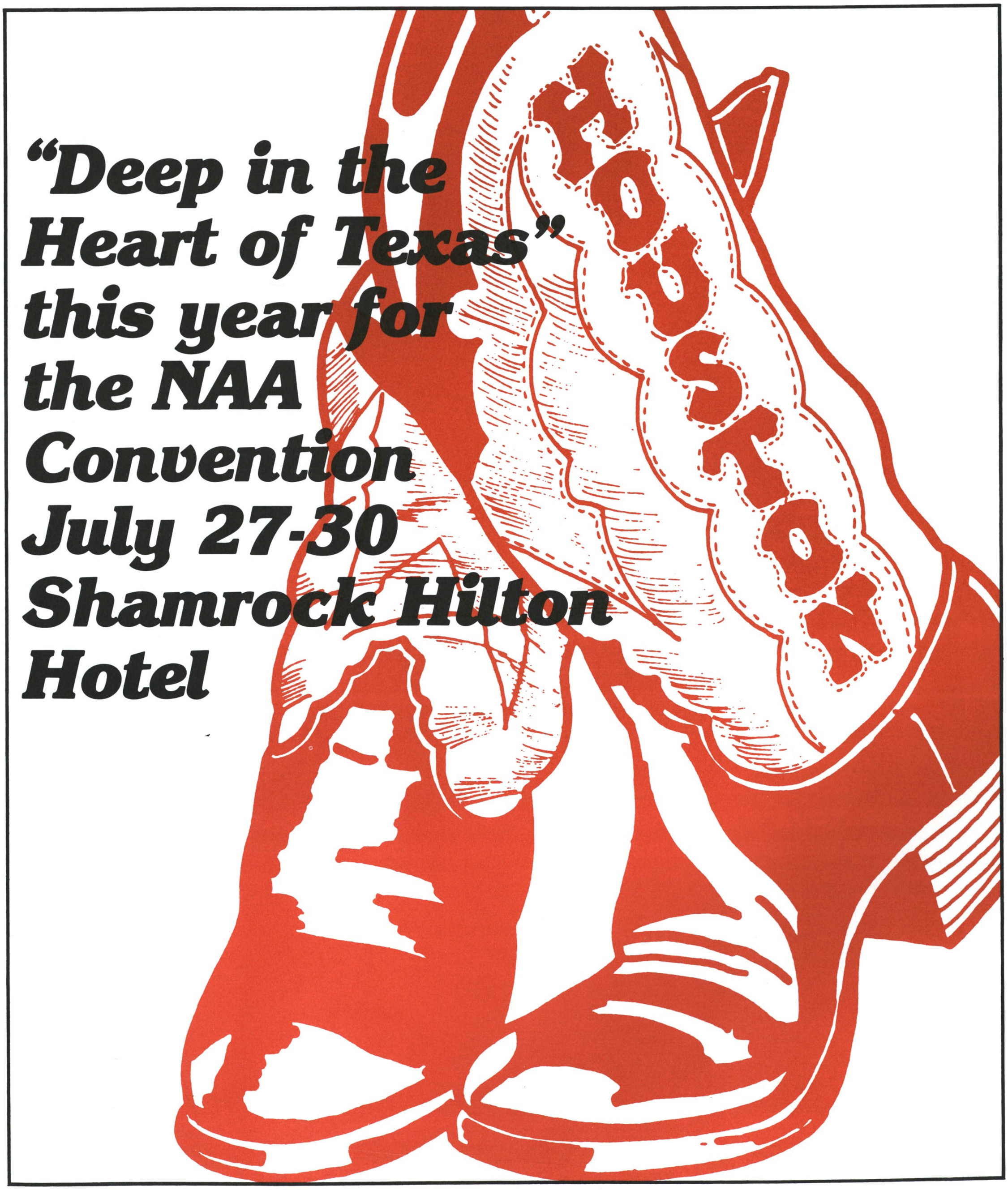
THE AUCTIONEER

The Magazine of the National Auctioneers Association • April, 1983



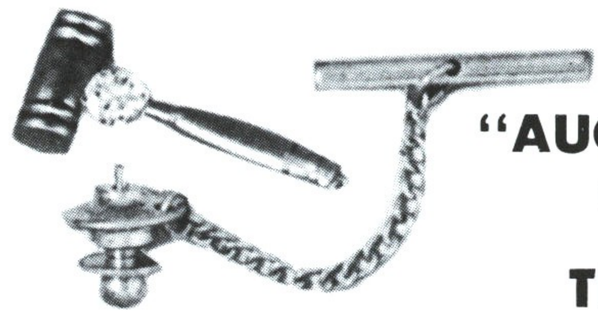
ATTENTION ALL NEW AND OLD MEMBERS OF NAA



Stetson "Wisp"



Auctioneer Hat



"AUCTIONEER'S GAVEL" TIE TACK

Warmer climate is upon us once again and it is time to shift gears and go for something cooler. We have the "Auctioneer" hat in Tan Milan Straw in all three brim widths (2⅛", 2⅜" and 2⅝") and also the White Panama hat in a 2½" brim. They will be ready to ship by the time you read this ad. We, of course, have the beautiful Silver Belly "Auctioneer" felt hat in all three brim widths and can ship any time of the year. The Stetson "Wisp" hat in 4X quality is also available the year around.

Our windbreaker (London Fog) type jackets become very popular this time of the year especially with our four color NAA embroidered emblem sewn on the left breast. We have them in several different colors. When ordering please specify first and second choice of colors.

Ladies, please remember the tie tacs make an outstanding birthday or anniversary gift for your favorite auctioneer. We have them to fit any budget.

You will note we have discontinued our ad on the custom handmade boots. While we have many satisfied customers now wearing our boots we find it very difficult to fit folks by mail, this being particularly true with a handmade product. We are extremely happy with our boots but find it too much of a burden when we have to ship several pairs before finding the right fit. We still have several hundred pair on hand, however, and if you would like to try a pair we will be happy to work with you.

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Wisp 4X Beaver Felt Hat	**59.00**
White Panama Hat (2½" brim)	**27.50**
Milan Straw Hat (2⅛", 2⅜" and 2⅝" brims)	**25.00**
London Fog Type Jackets w/Emblem	**30.00**
NAA Emblem — 4 color embroidered	**3.00**
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Add these members to your Directory

Every attempt was made during the preparation of the 1982-83 Membership Directory to list all of the NAA auctioneers. Regrettably, through computer error, human error, or a combination of both, members were either removed from state lists, or were never listed in the first place. To rectify the situation, the NAA office will continue to update members' files upon notification that they have been left out.

Furthermore, **THE AUCTIONEER will publish the names of NAA members omitted from the directory.** You are highly encouraged to include these members on the back inside cover, in the "Additions/Corrections to your NAA Directory".

Additions to your NAA member Directory

The following were mistakenly omitted from the 1982-83 NAA Membership Directory.

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HOCH, MIKE, 10728 50th Street, Mira Loma 91752
STEFFEE, CLIFFORD E., Box 496, Bonsall 92003
VAN GORDON, STEPHEN, 1116 Capri Drive, Campbell 95008
WILLIS, WILLIAM LYNN, 7854 N. Sunnyside, Clovis 93612

MASSACHUSETTS

ZIAGOS, ANTHONY G., P.O. Box 28, Lowell 01853

MINNESOTA

EKDAHL, GARY J., 3411 North Nokomis, Alexandra 56308

MISSOURI

AKERS, DONALD H., Star Rt. 11, Box 177A, Belleview 63623
EASTBURN, KEVIN L., General Delivery, Phillipsburg 65722

NEBRASKA

BLANK, WILLIAM, Madison 68748
GALUSHA, ELMER E., Route 2, Central City 68826

NEW JERSEY

LUBMAN, MAURY, 1080 Main Avenue, Clifton 07011
(Please omit Mr. Lubman from New York list.)
MIZANI, MOHAMMAD, 19-J Gardner Road, Fairfield 07006

NEW YORK

WHEELER, DENNIS A., Merritt Road, RD #7, Fulton 13069

OHIO

ROTH, RICK J., R.R. #1, Box 165, Archbold 43502

PENNSYLVANIA

BAIR, ROBERT A., RD 2, Box 67, Wrightsville 17368
CONSTANTINE, JAMES S., P.O. Box 38, Glenville 17329
DIETRICH, LYNN A., 2798 Warm Spring Road, Chambersburg 17201
FRYE, H. L., P.O. Box 37, Pleasant Unity 15376
GOEPFERT, MICHAEL J., 2099 C Old Bethlehem Pike, Sellersville 18960
HUBSCHER, CHRISTIAN, 529 E. Broad St., Souderton 18964
KRALL, PETER H., Willow Brook Farms, Catasauqua 18032
KUNKLE, R. DAVID, 240 East Hamilton Street, Allentown 18103
WELCER, JOHN, 724 Chain Street, Norristown 19401
YOUNG, KENNETH D., R.D. 1, Allenwood 17810

TEXAS

BOWERS, JAMES B., P.O. Box 25306, Houston 77005

SPITZER, GARY, P.O. Box 29004, Dallas 75229

VERMONT

BARROWS, ALTON WARREN, RFD #1, Box 125, Wallingford 05773

VIRGINIA

KAY, CHARLES J., JR., 7715 Erie Street, Annandale 22003

WISCONSIN

JOHNSON, JOHN, RR 1, Columbus 53925

Letters to THE AUCTIONEER

New Orleans seminar "one of the finest"

Having recently attended the February NAA Antiques at Auction Seminar in New Orleans, Louisiana, I can unequivocably state that this seminar was one of the finest I have attended — nationally and internationally.

The multi-talented, informative speakers were superb. Not only in their delivery presentation of slides and display of related objects, but attendees were given extremely important fact sheets, outlines, and bibliographies on each lecture. This gives the participants an opportunity to share with other colleagues what we have learned.

I often close my own lecture (on "Joys of Collecting" with an ancient Chinese proverb: if you have two loaves of bread, sell one and buy a narcissus. This outstanding seminar truly exemplifies the "joys of collecting" because of the calibre of the speakers, the programming of the seminar, and the warmth and friendliness extended to all of us. I can hardly wait for the next one.

Elizabeth Carr
NAA member auctioneer
River Forest, Illinois

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THE AUCTIONEER

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

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New NAA headquarters construction underway

By Rex B. Newcom, CAI, President
National Auctioneers Association

The day was Thursday, February 24, when another milestone in the history of the National Auctioneers Association was noted. On the way back from the NAA Antiques and Collectibles at Auction Seminar in New Orleans (which, by the way, was a tremendous success) executive vice president Harvey McCray and I stopped off in Kansas City, Missouri, to sign the construction contracts for the new NAA headquarters office. This was a great thrill for me, and I am sure it is equally thrilling for the entire membership, to know that we will have our new home in 1983. By the time you read this article, we will have already had the ground breaking ceremony on March 15, and construction is underway. Of course, complete coverage of the headquarters ground breaking will be in the May issue of THE AUCTIONEER.

I personally wish to thank every contributor to the building fund, for making it possible to finance this great undertaking. Also, I wish to thank everyone who helped build our present headquarters in Lincoln, Nebraska. Without the equity from our present building, which you so generously contributed to, it would have been an almost impossible task to undertake the new headquarters we have the pleasure to build at this time. It will certainly be a great day when the new building is completed, and we take possession of our new Association home. However, if you have not as yet taken part in the financial support of this great undertaking, do it today. You will always be proud of your contribution.

It certainly isn't too long until the NAA annual convention in Houston, Texas, July 27-30. It will be here before you know it, and I hope you will register early. The NAA staff needs early registrations to plan accordingly the hotel food functions and other events already in preparation. Also, make your hotel reservations early because the good rooms go first. You can always cancel if you have a change of plans; but at the last minute, it is very difficult to get hotel accommodations to your liking.

I know you will have a grand time at the NAA Houston Convention. I feel that the workshops will be outstanding and very educational. We are slowing down the pace of the convention so you can relax and have a good time, as well as gather great ideas to use in your auction business. In the center section of this AUCTIONEER magazine you'll find all the necessary registration and convention information to plan your trip to Houston.

Also, begin making plans now for the auction items you and your State Association will contribute to the convention's Fun Auction on Thursday night. You will be proud to have taken part in this great bid calling demonstration, along with hundreds of other NAA members.

Auctioneers, you have all certainly been great to me while attending your state association conventions. I just can't thank you enough for the hospitality. I am looking forward to attending more state conventions in the spring, but unfortunately I have been invited to several conventions which occur on dates I have already scheduled. Please believe me, I appreciate the invitations.

Lastly, as auction business people, NAA members are recording bigger and greater accomplishments. What leads me to make that statement is the number of auction brochures received from you at my office. This has truly been the "Year of the Auctioneer". As we work through the final months to the Houston convention, let's keep those auction rings singing!





CONTRACTS WERE SIGNED by NAA president Rex B. Newcom. Top right is William S. Rawlings, president of the Wm. S. Rawlings Co., Contractors; above right, W. R. "Bill" Burkhart, senior vice president of the Overland Park State Bank & Trust, for the construction and financing of the Headquarters Office building in Overland Park, Kansas. Ground breaking ceremonies were held on March 15, 1983, and the NAA administrative offices should be ready for occupancy in early fall, 1983.



Headquarters Relocation Fund Report

New headquarters now a reality

By Martin E. Higgenbotham, chairman
Headquarters Relocation Committee

The contracts have been signed with the builder, and the new NAA Headquarters Office in Overland Park, Kansas, will be ready for occupancy in 1983! The Headquarters Fund has certainly been an exciting project since the program was announced to the membership at the 1981 Las Vegas Convention, a short 20 months ago. In many ways it seems as if it has been closer to a lifetime since we have been involved in putting this project together.

Our success has been due to the dedicated efforts and support of the NAA members listed below. They are the ones who helped make our March 15, 1983, ground breaking possible and through their efforts, our new home office will soon be a reality.

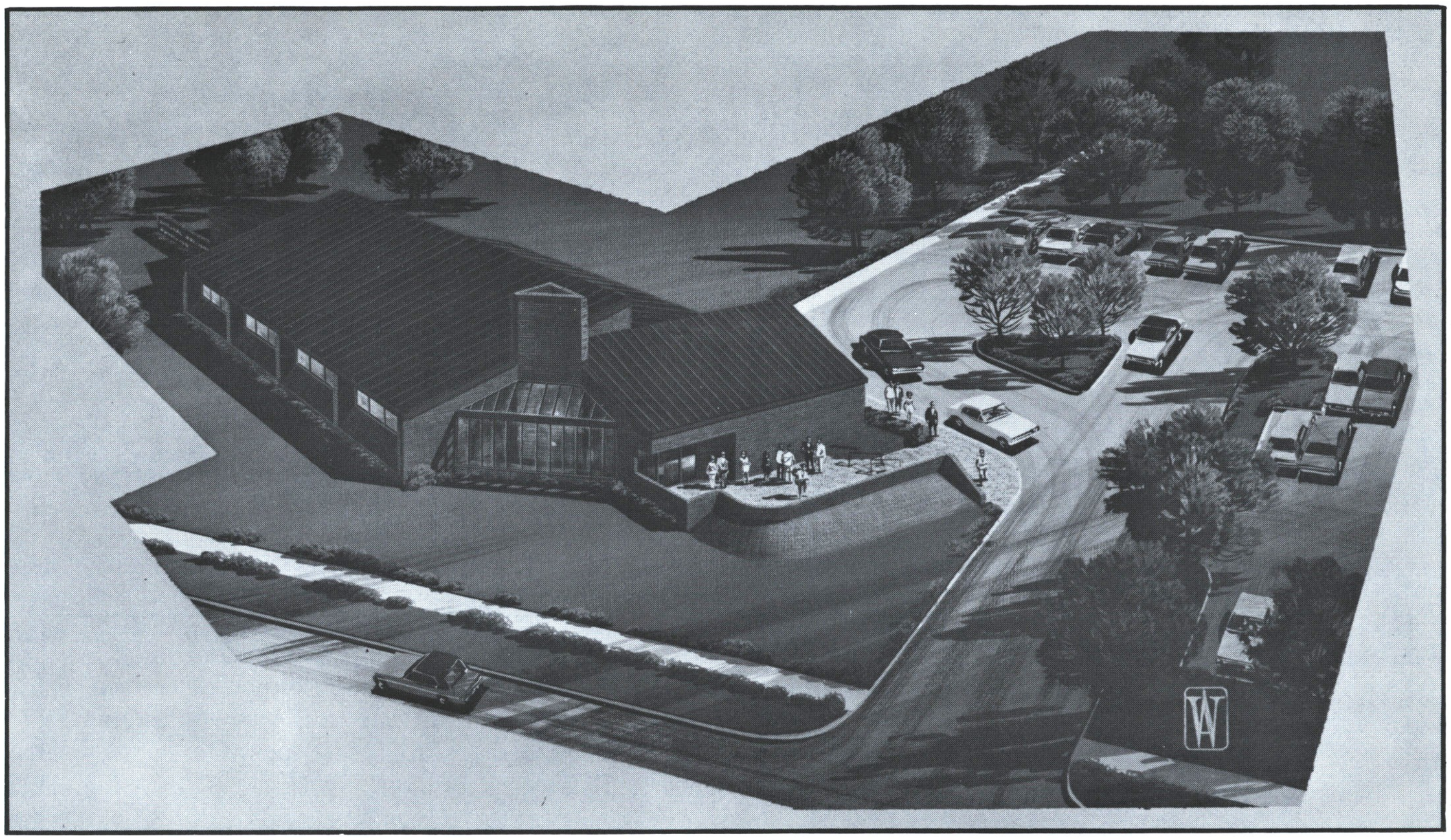
However, I am also appealing to those of you who have not yet made a pledge or contribution, please do so now. Many of you in the past have said, "I want to contribute, but we want to know for a fact we are going to build a building".

I think the evidence is now adequate, or the "proof is in the pudding". **The building is a reality, and I am making one last appeal to you. Join with those of us who have given, to help put us over the top in our fund raising program.**

My challenge to you is this: look at the list of VIP contributors and if you are not one of them, I encourage and invite you to either increase your donation to get in the VIP Circle, or make a contribution at whatever level is appropriate for your particular situation. If you have not given any contribution or made a pledge at all, look at those contributors listed and offer a pledge or contribution at the same level with those you feel you want to be with the most. Join your friends in the Headquarters Fund program at whatever level you believe appropriate for the success of this very important, auction-affiliated project.

It is extremely important that we act now to finalize our fund raising efforts soon. When I go through Overland Park, Kansas, on my way to the 1983 NAA Houston Convention, I want to look at our new headquarters building (the contractor expects to have it ready for occupancy in September, 1983) and see the progress which has been made. But, more importantly, I want to report to the members in Houston that the building will be paid for, or through pledges, be assured of total payment.

It will only be through your pledges and contri-



CONSTRUCTION UNDERWAY for new NAA headquarters office in Overland Park, Kansas. Above, artist's rendering of the NAA's new building.

butions that this can be accomplished. I want you to be involved — we need your Headquarters Fund support.

If you intend to be recognized as a Headquarters Fund Contributor, now is the time!

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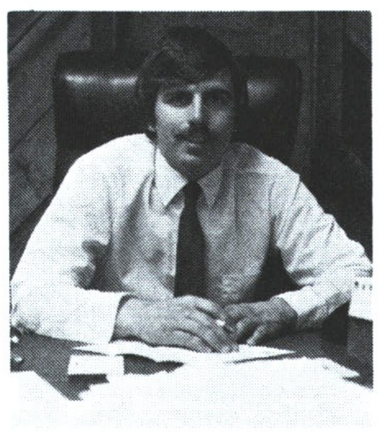
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Board of Directors meet before Louisville Seminar

The mid-year meeting of the NAA Board of Directors was held on January 22-23, 1983, in Louisville, Kentucky, immediately before the Real Estate at Auction Seminar. A full agenda kept the members of the Board occupied until after 6:00 p.m. on Sunday, January 23. During the meeting, the Board of Directors:

- Allowed the Executive Vice President to purchase a trailer to be used by the National Auctioneers Association (convention supplies).
- Approved Clearwater Beach, Florida (January) and the Carmel, California, area (February) as the sites for the 1986 NAA Seminars.
- Approved amendments to revise *ARTICLE II — MEMBERSHIP, section 1. Qualification, Election,* of the By-Laws to include Affiliate, Associate and Auxiliary members into the Association (the approved amendments will be distributed in toto to the membership in a later issue of THE AUCTIONEER magazine; additional By-Laws amendments have been submitted and when action is made on all of the proposed amendments, the By-Laws will be revised and published). The Board also approved the dues structure of Affiliate and Associates as follows: Associate members — one half the amount of Active members; Affiliate members — twice the amount of Active members. The By-Laws amendments will be effective as of July 1, 1983.
- Emphasized that the policies of the National Auctioneers Association will be adhered to and only official action of the Board can change the policies.
- Retained the program of providing Membership Recommendation cards and Membership Invitation to Join kits.
- Decided to have the executive vice president obtain, from State Auctioneers Associations' secretary-treasurers (non-reciprocal membership Associations) and submit to all non-NAA members a letter of invitation from the NAA President. Also, that a follow-up letter be submitted in approximately 60-days after the first letter is submitted; the second letter to be written by the NAA director in the area or state.
- Revised the NAA awards for convention attendance so that the qualifications are clearly stated; that in the future, one award will be given to the State Association having the largest number of NAA members present and registered at the NAA Convention. The second award for having the

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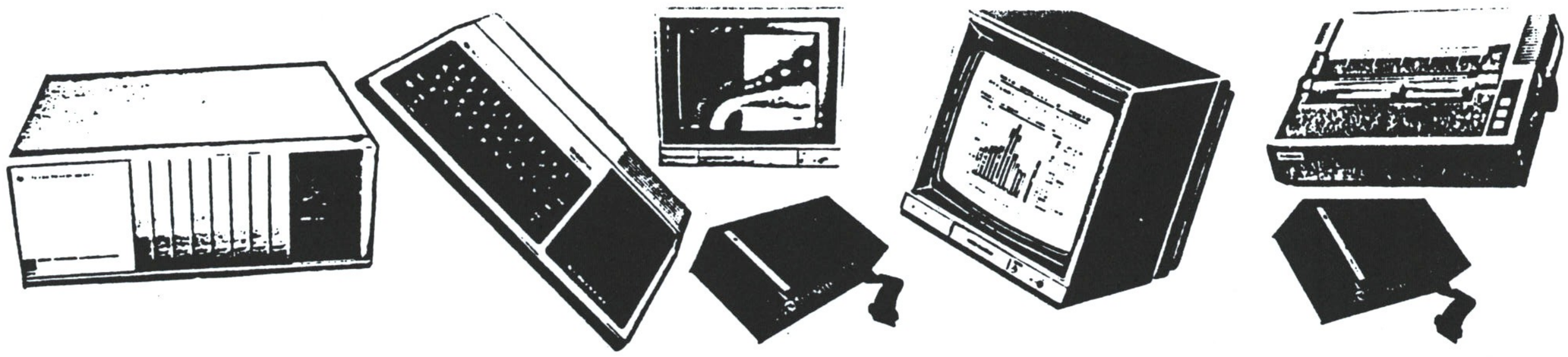
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largest number of paid registrants from any state in attendance at the NAA convention.

- Added the category of electronics awards to the Advertising Contest.
- Decided to survey the membership to determine the need for revising the NAA emblem or logo.
- Announced the date of March 15 as the date of the ground breaking ceremony for the new NAA office building in Overland Park, Kansas.
- Approved President Newcom's selection of the President, President-elect, Vice President, Treasurer, Executive Vice President and Martin E. Higgenbotham (Chairman, Headquarters Relocation Committee) as the finance committee which will arrange financing for the construction of the new headquarters office.
- Continued the rule of having at least fifty percent editorial copy published in each issue of THE AUCTIONEER magazine (the second fifty percent to be advertising).
- Approved the proposal to offer exhibitors, at the 1983 Houston Convention, a booth, table, appropriate draping and identification sign; all included in the $200 exhibitor fee.
- Approved, on a trial basis, the taping of workshops at the NAA conventions by a professional recording firm; cassettes to be sold to the membership and at no time will any expense be charged to the National Auctioneers Association.
- Allowed information to be distributed to the membership in regards to the Hilton Plan room rates' discounts.
- Authorized the Archives Committee to employ an interior design architect to design the Archives Room in the new headquarters office building.
- Authorized the proposed papers to be drawn up to form a Foundation of the National Auctioneers Association and all proposals to be reviewed by the Board of Directors at its next regularly scheduled meeting.
- Accepted the proposal whereby an annual meeting of auction school administrators during the annual NAA Conventions.
- Accepted President Newcom's appointment of Charles E. Cumberlin and Dean H. Parker as the official representatives to attend the February, 1983, convention of the Alberta (Canada) Auctioneers Association and the first meeting of the Auctioneers Association of Canada.
- Rejected a proposal to submit to auction schools the names of persons requesting information about schools and to continue sending the persons the listing of auction schools, which advertise in THE AUCTIONEER magazine.
- Approved President Newcom's appointment of C. P. "Terry" Dunning and Richard M. "Dick" Brewer to the 1982-83 Nominating Committee.
- Determined that the NAA office building in Lincoln, Nebraska, be sold at auction on or before September 30, 1983, provided the National Auctioneers Association can occupy the new headquarters building in Overland Park, Kansas, within 90 days of September 30, 1983.
- Approved President Newcom's appointment of the committee to plan and carry out the sale by auction of the headquarters office building in Lincoln, Nebraska, and that the committee be composed of Rex B. Newcom, William L. Gaule, Dean Fleming, Martin E. Higgenbotham, C. P. "Terry" Dunning and Harvey L. McCray.
- Approved the 1983 NAA "Deep in the Heart of Texas" Convention budget and program.
- Insisted that a "family program (tour)" be scheduled on Tuesday night, July 26, 1983, to coincide with the "adults only" tour to Gilley's for convention registrants. The Gilley's tour is restricted to adults only, due to Texas law (minors not permitted in places where alcoholic beverages are sold), and the Board of Directors insists that any and all convention programs be organized with the entire family in mind.
- Requested that the Conventions Committee give serious consideration to the possibility of using other facilities other than hotels for the NAA Conventions; specifically mentioned facilities are the various universities and colleges throughout the nation.
- Determined that the Board of Directors have nothing to do with the selection of the Hall of Fame Award recipients and leave the selection to the Hall of Fame Award committee (recipients of the Award) as it has been in the past.
- Received a proposal to revise the fiscal year ending period from June 30 annually to August 31 annually (NOTE: the By-Laws amendment will be acted on at the next meeting of the Board of Directors, March 15-16, 1983).
- Received a proposal to revise the meeting schedules of the Board of Directors whereby in the future the first meeting will be held as an organizational meeting immediately following the annual meeting of the membership; the second meeting to be held in October; and the third meeting to be in May (NOTE: the By-Laws amendment will be acted on at the March 15-16, 1983, meeting of the Board of Directors).
- Approved a resolution to empower the executive vice president to initiate new checking accounts in the Lincoln, Nebraska, banks, which will allow the organization to maintain funds in the amounts to provide proper insurance limits and at the highest interest bearing accounts as long as all accounts are insured.
- Adjourned the meeting at approximately 6:07 p.m., Sunday, January 23, 1983.

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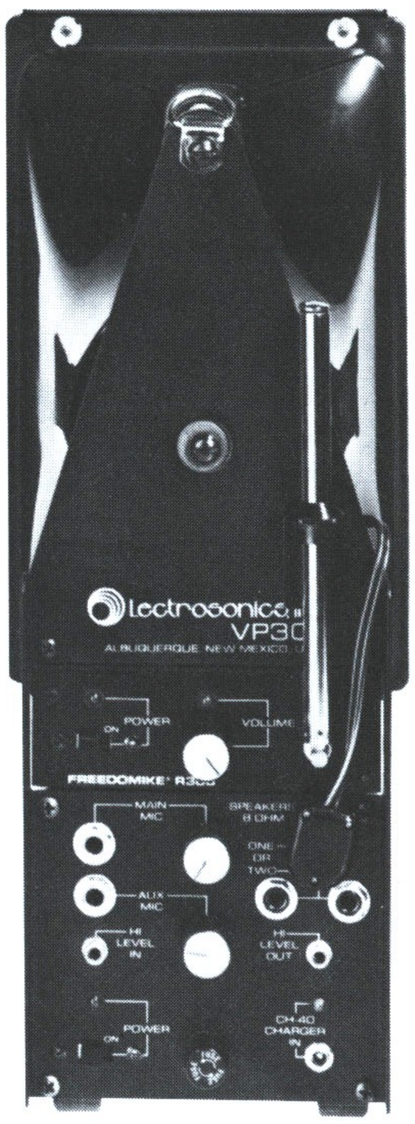
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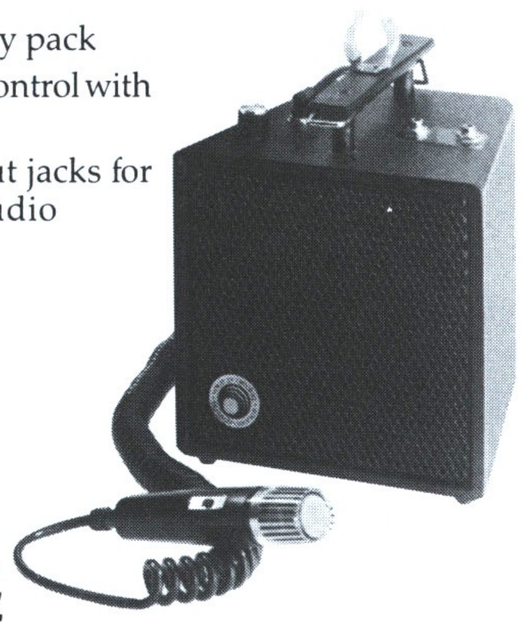
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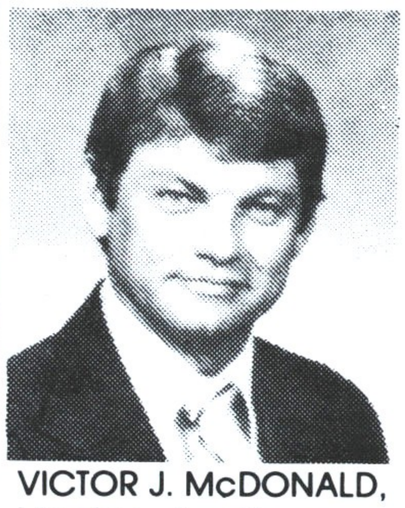
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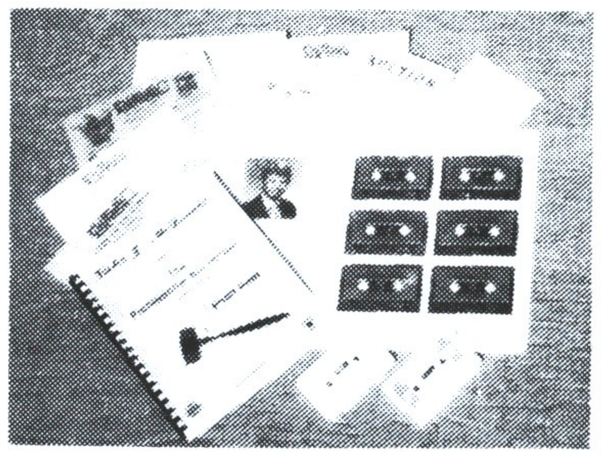
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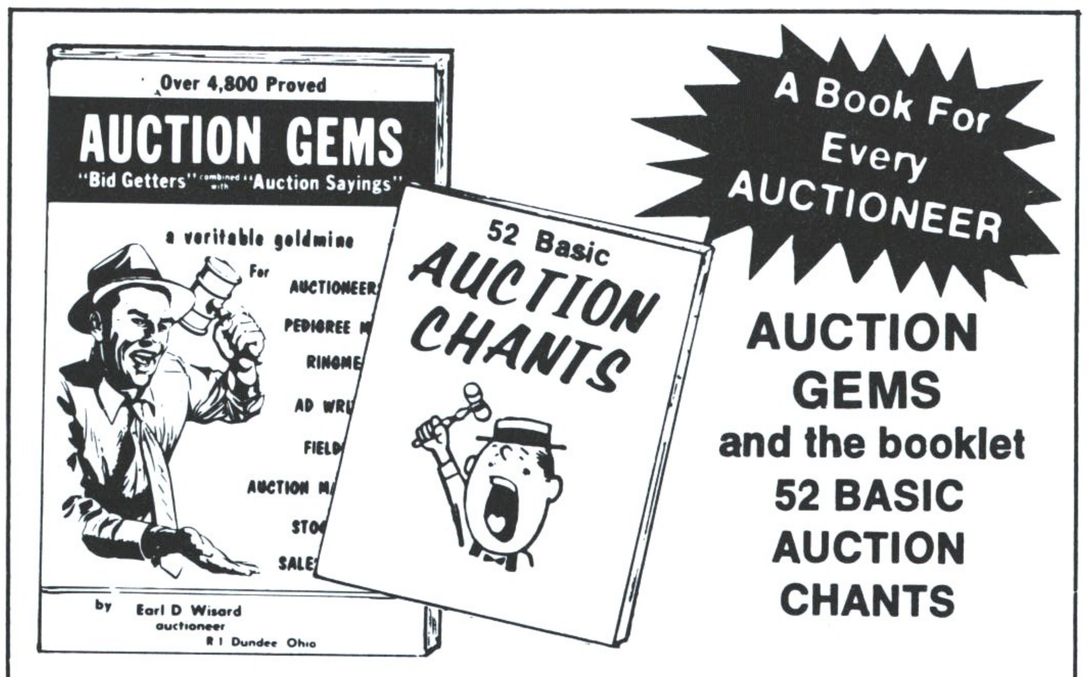
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License law update

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

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

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

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

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

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

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

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

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

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

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

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

GEORGIA — The state DOES REQUIRE an auction/auctioneers license. Contact: Georgia Auctioneers Commission, Les Maddern executive director, 166 Pryor St., Atlanta, Georgia 30303, phone 404-656-2282. Applicant must stand examination to qualify for one year apprenticeship. After being the principal auctioneer under the supervision of a licensed, sponsoring auctioneer, in at least ten auctions, applicant is eligible to stand examination for his/her principal auctioneer's license. Bond and character references are required. Submitted by Freddi S. Hagin, GAA executive director.

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

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

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

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

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

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

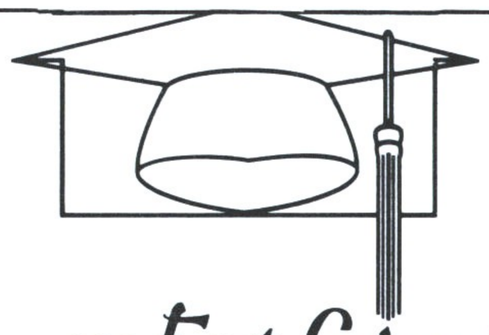
KENTUCKY — The state DOES REQUIRE an auction/auctioneers license. Contact: Kentucky Board of Auctioneers, 1210 Kentucky Home Life Building, Louisville, Kentucky 40202, phone 502-588-4453. Submitted by Wilma Atherthon, KAA executive director.

LOUISIANA — The state DOES REQUIRE an auction/auctioneers license. Contact: Donald J. Bernard, Secretary of Department of Commerce; P.O. Box 44185; Baton Rouge, LA 70804, Phone: (504) 342-5388. Submitted by Gladys M. Vernon, Administrative Assistant.

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

MARYLAND — The state DOES NOT REQUIRE an auction/auctioneers license. Each county has its own qualifications for licensing as has the City of Baltimore and several other townships and jurisdictions in Maryland. Anyone wishing to auction in the state of Maryland should inquire of the

Continued page 20



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county clerk or clerk of the circuit court of that jurisdiction. In the City of Baltimore, application must be made to the mayor's office. Submitted by Barr Harris, former AAM secretary.

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

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

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

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

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

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

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

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

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

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

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

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

NORTH DAKOTA — The state DOES REQUIRE an auction/auctioneers license. Contact: Richard Elkin, Public Service Commissioner; North Dakota State Capitol; Bismarck, ND 58501. Phone: (701) 224-2400. North Dakota also requires

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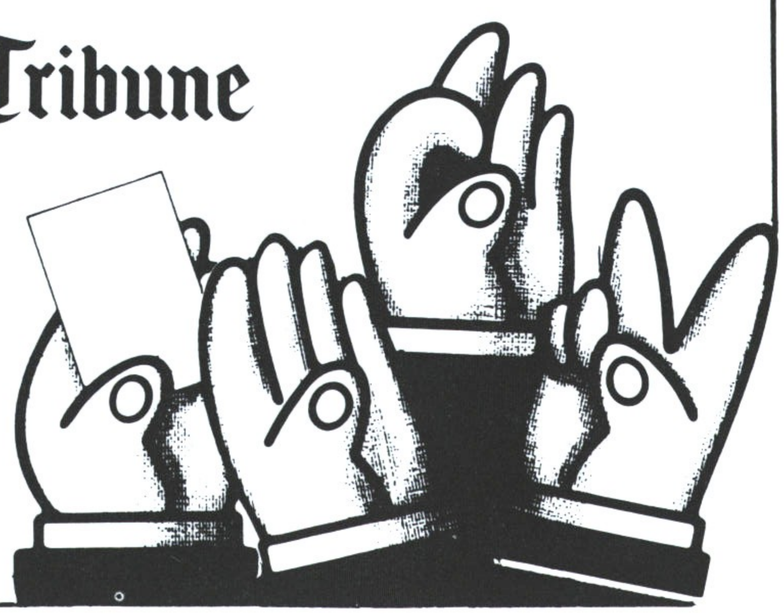
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a clerking license, for which the fee is ten dollars and a bond of five thousand dollars. The auctioneers fee is ten dollars and a one thousand dollar bond. You must also be a graduate of an approved auction school. Submitted by Norman Aldinger, NDAA member.

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

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

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

PENNSYLVANIA — The state DOES REQUIRE an auction/auctioneers license. Contact: Department of State, Bureau of Professional and Occupational Affairs, State Board of Auctioneer Examiners, Mrs. Dawn H. Glowacki, executive secretary, P.O. Box 2649, Harrisburg, Pennsylvania 17120, phone 717-787-6490. A two year apprenticeship with a licensed Pennsylvania auctioneer, including successful completion of apprentice and auction license examinations is required; OR one year apprenticeship period and the completion of the prescribed courses in a school accredited by the State Board of Auctioneer Examiners. Same test requirements. Prescribed course of study consists of 30 credit hours. The areas are:

1. Auctioneering — total 18 credit hours
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   b. Procurement of Merchandise for Auction — 3 credit hours
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3. Accounting (General) — 3 credit hours
4. English (Business Comm.) — 3 credit hours
5. Mathematics (College level) — 3 credit hours

A bond is required, and there is reciprocity with some states. Submitted by Blaine C. Brown, PAA secretary.

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

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

SOUTH DAKOTA — The state DOES NOT REQUIRE an auction/auctioneers license. However, the SDAA is preparing a proposed law for the upcoming session of the legislature. A state license law may be in effect by July 1, 1983. Regarding other South Dakota statutes affecting the auction business: it is unlawful to sell licensed vehicles at consign-

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7 PC. NUT DRIVER SET $1.25 SET	FOOT PUMP $2.75 EA.	ULTRATHIN MEN'S OR LADIES' LCD WATCH DELUXE BAND $6.90 EA.	LCD SKIN DIVER WATCH 6-FUNCTION $5.00 EA.	GIANT MUSICAL BEER STEIN $6.90 EA.	HAMBURGER RADIO $5.50 EA.	SMALL PISTOL BUTANE LIGHTER $3.50 EA.	DECORATED BEER STEIN $15.00 DZ.	2 IN 1 NECKLACE FLOATING HEART & GENUINE DIAMOND $18.00 DZ.	FLIP-OVER BUGGY W/ BLINKING LIGHTS $33.00 DZ.
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ment; to sell real estate, the auctioneer must have a real estate auctioneer's license or have a real estate broker's license; and it is unlawful to clerk a real estate auction unless you are either 1) a real estate broker, 2) a bank, or 3) an attorney. Submitted by Kenneth R. Jark, SDAA secretary.

TENNESSEE — The state DOES REQUIRE an auction/auctioneers license. Contact: Mrs. Thelma Cartwright, secretary, Tennessee Auctioneers Commission, Doctors Bldg., Room 422, Nashville, TN 37219, phone 615-741-3236. The following fees apply: $50 auctioneer license fee, $25 fee for apprentice, $25 firm license fee, and $25 examination fee. Submitted by E. B. Fulkerson, TAA secretary.

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

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

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

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

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

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

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

WASHINGTON — The state DOES REQUIRE an auction/auctioneers license. The fee is $150 annually, $75 for a trainee (18 years or younger, and must work under a properly licensed adult auctioneer). A surety bond is required or, in place of that, a $5000 trust account in the name of the State of Washington, contact: State of Washington, Division of Professional Licensing, P.O. Box 9649, Olympia, Washington 98504. This law was effected 6/1/82 and will be subject to some revisions in the future. Submitted by Bonnie Anderson, WSAA secretary.

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

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

Should the NAA logo be redesigned?

Members have indicated interest in redesigning the NAA logo to coincide with the move of the headquarters office to new facilities in Overland Park, Kansas. Some members have suggested an NAA logo easier to identify; others would like to keep the existing NAA logo. What is your opinion?

_____I recommend keeping the same NAA emblem.

_____I recommend revision of the NAA emblem.

_____No opinion either way.

If you recommend revision, please include your ideas and comment along with your survey response.

Mail reply to: Emblem Revision
National Auctioneers Association
135 Lakewood Drive
Lincoln, Nebraska 68510-2487

NAA conventions

1983 — Houston, Texas, July 26 to July 31 (Shamrock Hilton)
1984 — Minneapolis, Minnesota, July 17 to July 22 (Hyatt Regency/Holiday Inn Downtown)
1985 — Philadelphia, Pennsylvania, July 30 to August 3 (Franklin Plaza)
1986 — San Francisco, California, July 29 to August 3 (San Francisco Hilton & Towers)
1987 — Hollywood, Florida, July 7 to July 12 (Diplomat Hotel)

NAA seminars

1984 — San Diego, California, January 23-24-25 (Hilton Hotel)
Memphis, Tennessee, February 13-14-15 (Peabody)
1985 — Kansas City, Missouri, January 20-21-22 (Hilton Plaza Inn)
Williamsburg, Virginia, February 11-12-13 (Motor House/Cascades Conference Ctr.)

YOU CAN LEARN TO AUCTION REAL ESTATE SUCCESSFULLY...AND BECOME A QUALIFIED AUCTIONEER

THE FIRST COMPLETE HOME STUDY COURSE
EVER DEVELOPED ON HOW TO SUCCESSFULLY AUCTION REAL ESTATE

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▪ Offer this additional successful marketing technique to your clients. ▪ There are many advantages to a public sale (Auction). ▪ Learn what they are and offer this alternative to your clients. ▪ Give yourself and your company this important edge. ▪ Auctions can produce sales where all other marketing techniques fail.

For many of you this could mean the beginning of a whole new career in real estate; for others it will mean many extra dollars in income. This detailed course, authored by one of America's foremost real estate auctioneers, will teach you all you need to know...There is no other course offered anywhere quite like this one.

A comprehensive marketing education by an instructor who combines his knowledge as a highly successful practicing auctioneer, together with the teaching techniques from his seminars that have been so widely acclaimed by graduate students.

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

GRADUATES WRITE:

Thank you for introducing me to a new Real Estate phenomena...Auctioneering.

My first auction was a tremendous success thanks to your training and support. By using your workbook as a guide, I was able to coordinate the entire auction step by step and everything fell into place.

J. Johnson, Real Estate Broker, Los Angeles, California

The most exciting thing to happen to me in the 10 years that I have held a real estate license, was to attend your course on how to auction real estate. The instruction was fast-moving yet complete in every detail.

You have introduced me to an exciting profession, and with all due respect to your excellent teaching, I am now conducting my own successful real estate auctions.

I heartily recommend your course to anyone interested in learning how to auction real estate.

J. Platt, Real Estate Broker, Anchorage, Alaska

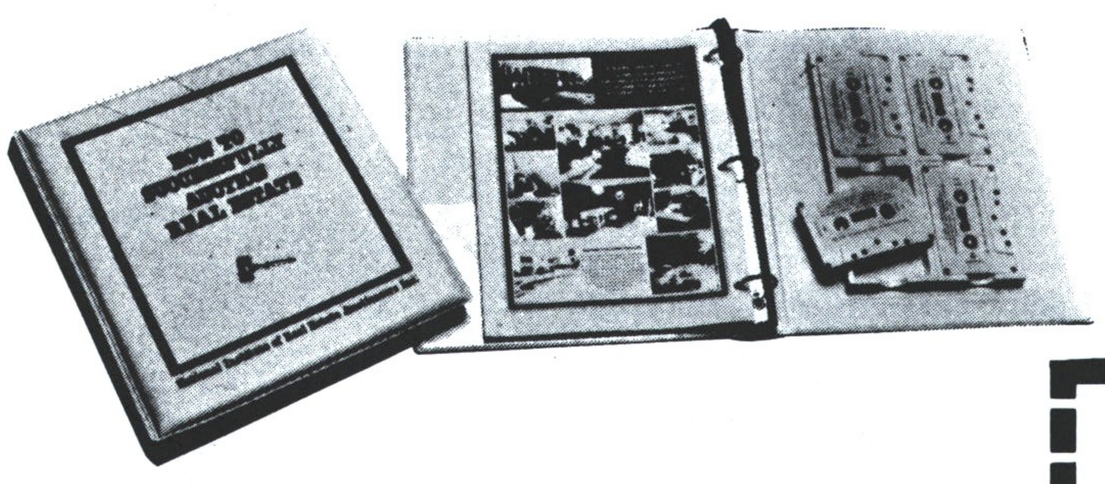
Your course has changed my entire career. At my first auction sale, we offered 21 apartment houses and sold 19 of the 21 properties, with total sales in excess of $4,000,000.

I was simply amazed as I watched the auction magic unfold. I followed the contents of your course to the letter, and they became words of gold, now proven again.

As a real estate broker, this marketing method is quite rewarding. Your experience and advice made the difference between mediocrity and the sensational success of our auction. I am deeply indebted to you.

C. Ormbrek, Real Estate Broker, Santa Fe, New Mexico

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Send me my course on HOW TO BECOME A SUCCESSFUL REAL ESTATE AUCTIONEER. (Please Print) (California Residents add 6% sales tax.)

Name_____

Address_____

City_____ **State**_____ **Zip**_____

☐ **Check enclosed. Make payable to Natl. Inst. of Real Estate Auctioneers Inc.**

☐ **Master Card** ☐ **VISA** **Card No.**_____

Exp. Date_____ **Signature**_____

Mail to: National Institute of Real Estate Auctioneers, Inc., 3961 MacArthur Blvd., Suites 210 & 212, Newport Beach, CA 92660 • (714) 752-2298

Now, Even Greater Results In A Farm Auction

Farmweek

In 1955, the *Eastern Indiana Farmer* began to make thousands of farm auctions a success throughout Eastern Indiana. Since 1976, many counties in Western Indiana and Western Ohio have been added under a new title, *Farmweek*.

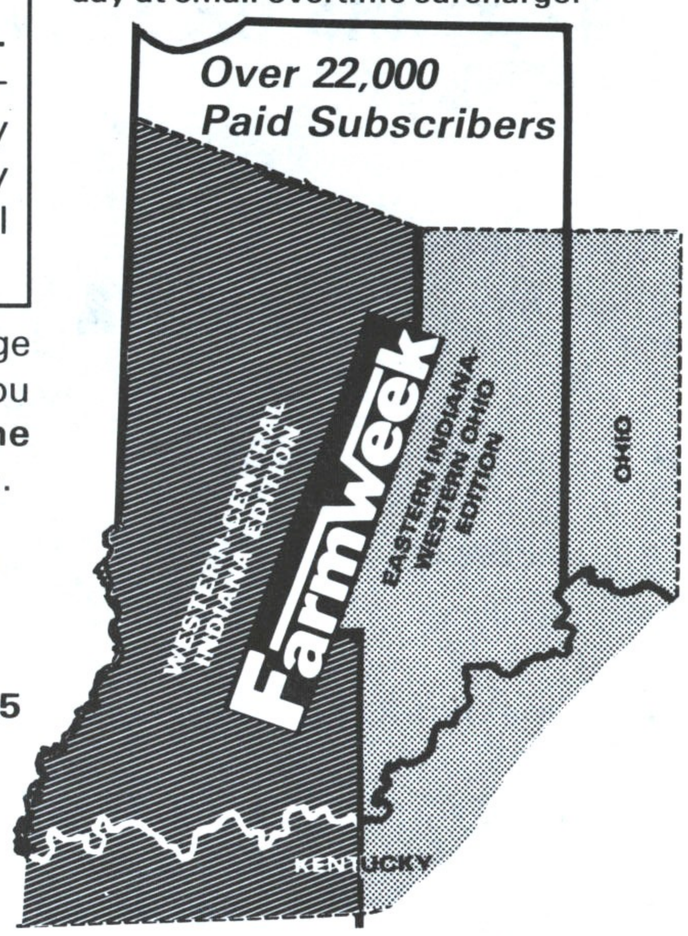
We offer two zoned editions for auctions and ads, but for only a little more cost, more benefit comes from auction ads in the entire issue.

Try it for your next farm auction! Results guaranteed or no pay! As a trial guarantee if you feel the results did not merit the cost, tell us and we'll not charge you one dime for the advertisement *(exceptionally bad weather excepted)*. But you must ask for a show of hands of who read it in *Farmweek!* **In 26 years, only one auctioneer has ever** claimed the response was poor and that was in a fringe area.

1 Edition or Both Editions

Full coverage or 1 edition only. Auction ads may go in both editions or for one zone edition only -(slightly less cost) - The best buy on an auction, however is full coverage.

Deadline: Monday at 3:00 pm for Thursday delivery. Ads accepted to 8:30 am Wednesday at small overtime surcharge.



AUCTIONEER SUBSCRIPTION SPECIAL

Auctioneers are entitled to ½ price OFF on regular mail subscription price of *Farmweek*.

Write or call toll free and mention you are an auctioneer for ½ price subscription offer or **free sample copy.**

Nice commissions to auctioneers for selling subscriptions directly.

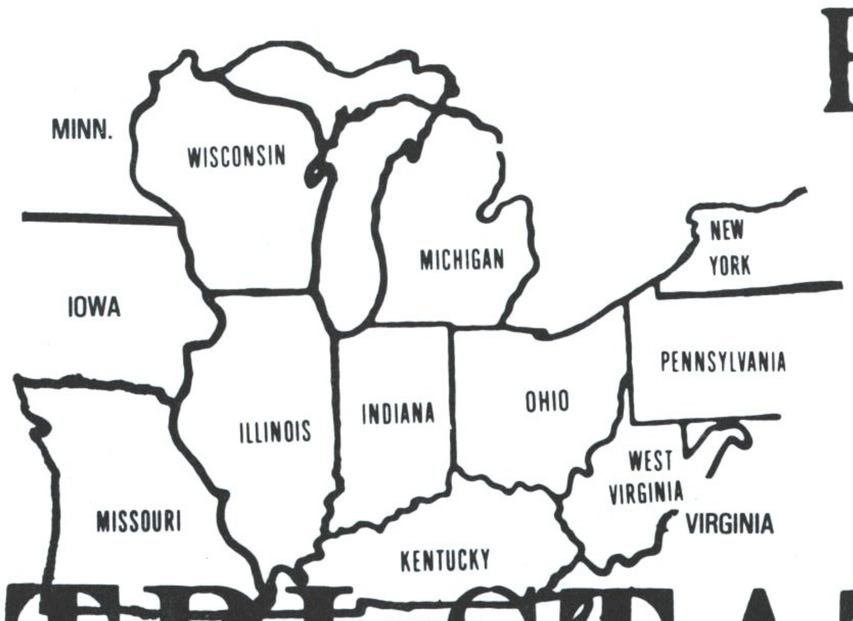
PHONE TOLL-FREE
To Reserve Your Next Auction
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outside Indiana 1-800-428-4156
Indiana 1-800-382-1050 or
Indianapolis North/East 326-2235
or Phone 345-5133

Free sample copies to auctioneers

Farmweek

P.O. Box 90, Knightstown, Ind. 46148

Publishers of Tri-State Trader



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The Weekly

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NC NY OH PA SC TN VA WV WI DC 1-800-428-4156
Indianapolis & NE suburbs 326-2235
Rest of Indiana 1-800-382-1050
Other States (not toll-free). Phone 317-345-5800 or 317-345-5133
TOLL FREE HOURS: 7 am-5 pm Mon. thru Fri. and Sat. 8 am-12 noon.
(Evenings after 5 and Sat. pm & Sundays BY CHANCE).

Delivered every Monday in most states.

Normal Ad Deadline: 9 am every Wednesday. **Ads** taken until 8:30 am Friday, but please call in reservation early. (Small surcharge for late ads after 9 am Wednesday.) Gelco or other Courier service recommended for late ads. Special delivery is good insurance.

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TRAVELING ROAD SHOW SCHEDULE: SPRING, 1983

SPECIAL SALES VALUES ARE OFFERED TO DEALERS ATTENDING ANY SHOW

Houston, TX	Quality Inn—University	3815 Gulf Freeway	January 9, 10, 11
New Orleans, LA	Holiday Inn—East Highrise	6324 Chef Menteur Hwy.	January 16, 17, 18
Tampa, FL	Holiday Inn—Downtown	111 W. Fortune St.	January 24, 25, 26
Miami, FL	Ramada Inn—North	16805 N.W. 12th Ave.	January 30, 31, February 1
Atlanta, GA	Holiday Inn—South	6288 Old Dixie Hwy.	February 6, 7, 8
Charleston, SC	Holiday Inn—Airport	I-26 & W. Aviation Ave.	February 13, 14, 15
Roanoke, VA	Best Western Coachman Inn	Exit 44, I-81 U.S. 220 North	February 20, 21, 22
Wash./Balt.	Holiday Inn—Laurel	Exit Wash./Balt. Pkwy. @ 198 West	February 27, 28, March 1
Hartford, CT	Ramada Inn—Wethersfield	1330 Silas Deane Hwy.	March 6, 7, 8
Boston, MA	Holiday Inn—Waltham	455 Totten Pond Rd.	March 28, 29, 30
Syracuse, NY	Syracuse Airport Inn	Hancock International Airport	April 3, 4, 5
Pittsburgh, PA	Holiday Inn—Parkway West	Rt. 22 & 30 Montour Church Rd.	April 10, 11, 12
Cleveland, OH	Holiday Inn—Airport	16501 Brookpark	April 16, 17, 18
Detroit, MI	Ramada Inn—Metro Airport	8270 Wickham Rd.	April 24, 25, 26
Columbus, OH	Howard Johnson—North	999 E. Granville Rd.	May 1, 2, 3
Des Moines, IA	Holiday Inn—North	3501 E. 14th St.	May 22, 23, 24
Minneapolis, MN	Airport Inn	7800 34th Ave. South	May 29, 30, 31
Denver, CO	Holiday Inn—East	13800 Colfax	June 5, 6, 7
Milwaukee, WI	Ramada Inn—Downtown	633 W. Michigan	June 12, 13, 14
Kansas City, MO	Ramada Inn—Independence	4141 S. Noland	June 20, 21, 22

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NAA Job Market

All requests to THE AUCTIONEER Job Market are published in the next available issue after receipt at the NAA office.

AUCTIONEER/SALES MANAGER seeks position with progressive Auction Company located outside of Florida. Specialist in Real Estate, Consignment and Estate Sales. Degree in Marketing. Contact: **J. D. Sacks,** 9255 S.W. 63rd Street, Miami, FL 33173. Call 305-274-6614. Bus. 305-596-2283.

You can place an ad in the Job Market

To assist NAA members in both locating employment and recruiting, THE AUCTIONEER magazine offers this "classified" advertising section.

For $8.75 per column inch, per insertion, and a one-time typesetting fee of $10, an NAA member can provide job experience and address information as space allows. The member auctioneer's name will appear in boldface type, and the following examples will be useful in determining copy for an approximately one-inch classified ad. Specify which words to be all caps.

Auctioneer/sale manager seeks position with progressive auction company in Arizona or southern California. Real estate and estate sale specialist; business degree and seven years experience. Second year CAI. CONTACT: **John Smith,** 1010 Oak St., Anytown, USA. Call 111-222-3434.

On the other hand, an NAA member can use the Job Market to recruit another NAA member auctioneer. The costs are the same, and the name of the NAA member or the member's auction company will appear in boldface.

Construction equipment auction company hiring two auctioneers in the near future. Require five years' heavy equipment, client contact, and general business experience. Salary negotiable, benefit and insurance package. Resume and introductory letter to: **Big Auction Company,** 545 Avenue St., Big City, USA. No calls.

Whether you are hiring an auctioneer or seeking auction employment, you have the option of not including your name or company name in the advertisement. Make sure, of course, that you provide the NAA office with your name and address. Compose your reply address accordingly.

" . . . Reply to: **Truck Auctioneer,** NAA Office, 135 Lakewood Dr., Lincoln, NE 68510-2487."
" . . . Send resume to: **Real estate sales position,** NAA Office, . . . "

All responses to your advertisement will be promptly mailed to you upon receipt at the NAA office. Though the NAA office will handle mail replies to your ad, the office cannot take phone call replies.

Only auctioneers who are NAA members will be allowed to advertise in the NAA Job Market. Your membership must be current to submit either a "for hire" ad or a recruitment ad. Whichever you place, the ad copy must be accompanied by full payment of $8.75 per inch, per insertion, plus the $10 typesetting fee. Copy received by the first of the month will appear in the next month's AUCTIONEER; received after the first, your ad will appear in the next month's issue.

THE AUCTIONEER staff reserves the right to edit or refuse placement of any classified advertisement. Any questions about this new NAA program should be directed to the NAA office before submitting your advertisement.

ASSOCIATED AUCTION SCHOOL
Since 1970
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Planning for the Houston NAA Convention

The following information will be helpful as you prepare to attend the 1983 NAA Convention in Houston, Texas. To register for the convention, complete the forms in the center section of this AUCTIONEER, but send your hotel reservation directly to the Shamrock Hilton. Send your convention registration and fees check to the NAA office.

Hotel information

Reservations must be received by July 5, 1983. Accommodations after that date will be confirmed on a space availability basis at regular room rates.

Special room rates apply only to NAA convention registrants. Lodging must be arranged on the reservation form in THE AUCTIONEER, and phone reservations for NAA rates will not be accepted. Availability of rooms at a given rate are shown below.

Accommodation	Rate	Percentage of the NAA room block
Single	$51	25%
Single	$59	50%
Single	$66	25%
Doubles/Twins	$63	25%
Doubles/Twins	$71	50%
Doubles/Twins	$78	25%

The higher the room charge, the better quality the room, and probably higher in the building. If your room is not available at the rate requested, your reservation will be confirmed at the next available rate.

Arrival time stated on your reservation form is the time you can check in and be shown to your room. If your room is not ready, your luggage will be stored until your room is prepared.

Children staying with their parents in the same room stay free. Rollaway beds for children and cribs are free of charge and available upon request.

A deposit is not required to hold your room, but your reservation will be held until 6:00 pm unless a later time is confirmed.

Automobile parking is free for registered guests of the hotel. Regular parking fee is $3.00.

All official convention activities will take place in the Shamrock Hilton. Therefore, you will be inside during July weather in Texas. Plan for temperatures in the 90's during the day accompanied by high humidity. Evening temperatures may stay in the 80's also with high humidity.

Hilton credit and check cashing policy

Credit information — billing to major credit card — will be requested at time of check in. Personal checks must also be accompanied by major credit card. If you do not have some form of credit, you will be asked to pay for your room in advance with cash. Traveler's checks are accepted with proper identification.

Getting from the airport to the hotel

Houston is served by two airports — Willim P. Hobby and Houston Intercontinental. Hobby Airport features smaller, local airlines as well as Southwest, Hughes, and Republic. The other major airlines fly into Houston Intercontinental.

To get from the airport to the Shamrock Hilton you can choose a taxi, or a bus shuttle. The taxi fare from Hobby Airport to the Hilton is $15-20; from Houston Intercontinental, $25-30. For around $5, you can ride a Continental Trailways shuttle which stops at "terminals", including near the Shamrock Hilton. Once you arrive at the bus' Main South Terminal, you can take the Hilton's van to the hotel free of charge.

Limousine service is also available at the airport, but prices may vary. Of course, all prices are subject to change without notice.

Private plane airport, flying services information

If you fly your private plane to the NAA Houston Convention, contact: Hobby Airport Flight Service, 713-644-8361.

Your complete registration packet for the convention is in the center section of this magazine.

CONTAINER BUYERS

Pay low prices at Europe's largest wholesale source of antiques. Buy F.O.B. England or Antwerp, Belgium with similar services available from other countries, or we will select, ship, and pay all charges and finance to your door. Supplying 20 and 40 foot containers, and bales of Oriental rugs, to U.S. and Canadian wholesalers and auctioneers. **Annual volume over $1,000,000. Write or call collect 503-654-3000.**

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At Clackamas, Oregon and choose a truck or trailer load of merchandise from various countries. Open 10 to 5 daily (except Sundays and Holidays).

LYNN WALTERS
P.O. Box 116, Clackamas, OR 97015
Phone 503-654-3000

Camping and RV parking

Because of recent parking lot renovations at the hotel, recreational vehicle (camper) parking is not permitted at the Shamrock Hilton. If you were to park near the hotel, you would be parking on a public street behind the hotel.

To accommodate NAA members and families attending the convention in recreational vehicles, the following camping facilities in the area of the Shamrock Hilton are suggested.

Old South Travel
Trailer park
8803 South Main
Houston, TX 77025
Phone 713-665-9344

South Main Trailer
Village
10100 South Main
Houston, TX 77025
Phone 713-667-0120

Pine Shadows Travel
Trailer Park
8080 South Main
Houston, TX 77025
Phone 713-664-4371

Recreation

Facilities on the hotel grounds are a "Texas size" swimming pool, plus tennis courts. In addition: the Hermann Park municipal golf course is a few miles away; a jogging track runs along a bayou near the hotel; and a theatre complex and bowling alley are within reasonable distance from the Shamrock Hilton.

NAA cancellation and refund policy

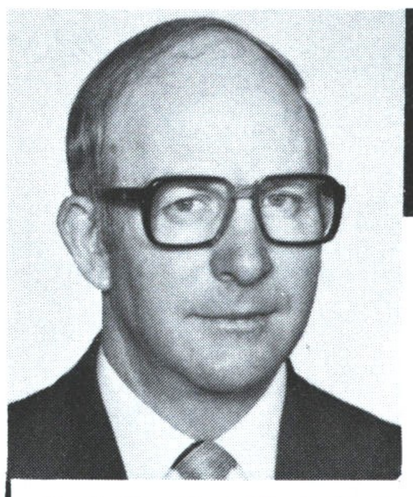
When an NAA member and family register for the annual convention, all meeting space, activity rooms, and food functions are planned months in advance for that member and family registration. Consequently, when cancellations must be made, advance notice of the cancellation becomes very important. At its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

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

1. Convention registration cancellations must be submitted in writing and received at the NAA office on or before July 22, 1983. A refund of the total fees will then be made as soon as possible after the convention week.

2. If an emergency situation arises, and the convention registrant does not have time to give advance written notice, the registrant must call the NAA office immediately. The refund situation will then be reviewed at the next meeting of the Board of Directors' Convention Committee.

Continued page 31



Col. Gordon E. Taylor
Owner and President
Full-time Auctioneer

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Gordon E. Taylor, Member

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Please send me your FREE CATALOG.

Col. Gordon E. Taylor
Reisch World Wide College of Auctioneering, Inc.
P.O. Box 949
Mason City, Iowa 50401 **Ph. (515) 423-5242 or 6396**

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ADDRESS _____

CITY _____

STATE _____ ZIP _____

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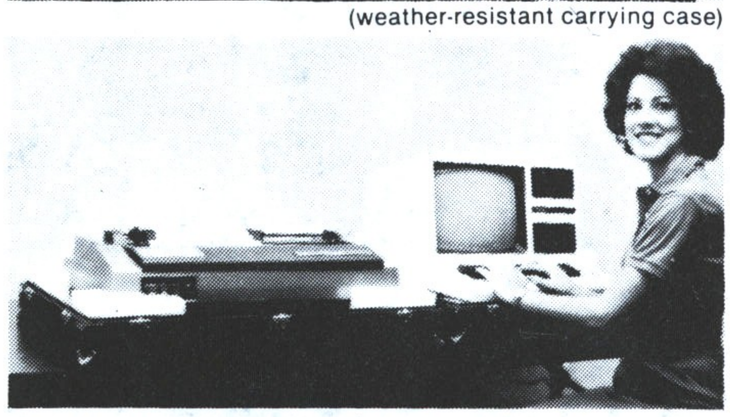


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522 South Florida Ave., Lakeland, FL 33801
TOLL FREE 800-237-7669 (FLA. 813-688-1882)

Please send me information on the PACS™ computer

NAME _____
COMPANY _____
STREET _____
CITY _____ ST _____ ZIP _____
PHONE _____

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

Win $50, $150 with contest entry form

At the Houston convention July 27-30, you can be $50, even $150 richer when the NAA Board of Directors announces the winners of its 1982-83 membership contest. The money awards will be presented to individual NAA members for sponsoring the most new members in a given region, a special auction school category, plus one overall winner for the entire nation.

In this issue of THE AUCTIONEER is the official contest form to list the new members you will have sponsored between October 1, 1982, and June 30, 1983. As a doublecheck, the NAA office will keep records of all sponsors during that time. After the deadline, all entry forms and the office list will be compared to verify the seven membership award winners.

Only those NAA members who complete and submit the contest form to the NAA office, postmarked on or before June 30, 1983, will be considered for the awards.

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

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

Continued page 38

Exhibitors reserve convention space now

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

Since there will be a limited number of exhibit spaces available, it is highly recommended that exhibitor advance payments be received at the NAA office as soon as possible.

Any questions regarding convention exhibitor space should be directed to the NAA office, not the Shamrock Hilton Hotel.

Official Entry Form

1982-83 NAA Membership Contest

NAA member name _____

Street _____

City _____ State _____ Zip ____

Business phone/area code _____

Are you in any way affiliated with an auction school? Yes _____ No _____

In what capacity?

From October 1, 1982 to June 30, 1983, I sponsored the following new NAA members. (Provide name only. Use separate sheet of paper if necessary.)

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____
13. _____
14. _____
15. _____
16. _____
17. _____
18. _____
19. _____
20. _____

I confirm that the above information is correct to the best of my knowledge.

Signature _____ Date _____

Your entry must be postmarked on or before June 30, 1983.

Mail to: **Membership Contest**
National Auctioneers Association
135 Lakewood Drive
Lincoln, NE 68510-2487

Print, radio, TV, film, all in NAA advertising contest

Whatever advertising media you use, the 1983 NAA Advertising Contest has a category for your entry. This year's contest will debut the Broadcast media/Audia-visual for radio and television commercials, plus film and sound presentations. That's in addition to eight other categories for your auction print advertising and business stationery.

Entries are now being accepted at the NAA office for this year's advertising contest. You are invited to consider entering any category you choose, but your selection is greater this year.

Rules adapted to "electronic" entries

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

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

Broadcast media

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

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

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

Audio-visual

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

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

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

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

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

More contest information

The rules for the Advertising Contest will be published in each AUCTIONEER between now and July, so that everyone will have time to prepare entries for the 1983 Contest. Awards will be presented at the Awards Festival of the 1983 NAA Convention, Friday, July 29.

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

Advertising Contest Rules

1. Entries must display the NAA emblem or contain the statement that the auctioneer is a member of the NAA.
2. Entries must be submitted to the NAA office — *three copies of each print entry* — by July 1, 1983.

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

3. Entries must be on the current year sales (July 1, 1982, through June 30, 1983).
4. Each member entering the contest can select an entry to be represented in any of the particular categories. **Limit is one entry, per member, per category.** Each entry must be labeled, or clearly marked, as to the category for which it is being entered. (NOTE: If the advertising is not labeled as to which category it is being entered, it will not be submitted to the judges, and additional advertising pieces will be maintained in the NAA office for reference only.)
5. Members of the Advertising Committee are not eligible to compete for an advertising contest award.
6. Previous year winners — those who won an award in 1982 — are not eligible to compete in

the category in which they won in 1982, but they may enter any of the other categories.

7. Of the three samples submitted for each entry, one copy will be maintained in the NAA office; one copy will be maintained for judging; and the third copy will be displayed for viewing by the convention registrants, after the awards are announced.
8. Two, first place awards will be presented in each print category; one for one-color ink on paper; and the second for multi-color ink on paper. Two first place awards will be presented in the broadcast/audio-visual category: one for the best broadcast media commercial; one for the best audio-visual presentation.
9. A "Best of Show" award will be presented to the best entry submitted for the contest (and will not be included in the other award categories).
10. The categories are as follows.
    a. Commercial and Industrial

Continued page 35

ENTRY FORM

(Print categories only)

National Auctioneers Association
1983 Advertising Contest
NAA Annual Convention
Houston, Texas

Please type or print.

CONTEST CATEGORY _____
(include letter and name of category)

SUBMITTED BY _____
(name of NAA auctioneer advertiser)

NUMBER PREPARED _____

NUMBER DISTRIBUTED _____

HOW DISTRIBUTED _____

BRIEF DESCRIPTION OF AUCTION _____

_____

_____

_____

DEADLINE FOR ENTRIES: July 1, 1983

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

Advertising Contest
National Auctioneers Association
135 Lakewood Drive
Lincoln, Nebraska 68510-2487

ENTRY FORM

(Broadcast media/audio-visual only)

National Auctioneers Association
1983 Advertising Contest
NAA Annual Convention
Houston, Texas

Please type or print.

CONTEST CATEGORY I. Broadcast media/Audio-visual _____

SUBMITTED BY _____
(name of NAA auctioneer advertiser)

STATEMENT OF PURPOSE FOR THE ENTRY

_____

_____

CHECK ONE

_____TELEVISION, 60-SECOND
_____TELEVISION, 30-SECOND
_____RADIO, 60-SECOND
_____RADIO, 30-SECOND
_____PROMOTIONAL TAPE RECORDING
_____SLIDE PRESENTATION WITH SOUND
_____16mm FILM WITH SOUND
_____8mm FILM LOOP CARTRIDGE

LENGTH OF TIME IF AUDIO-VISUAL ENTRY

_____

DEADLINE FOR ENTRIES: July 1, 1983

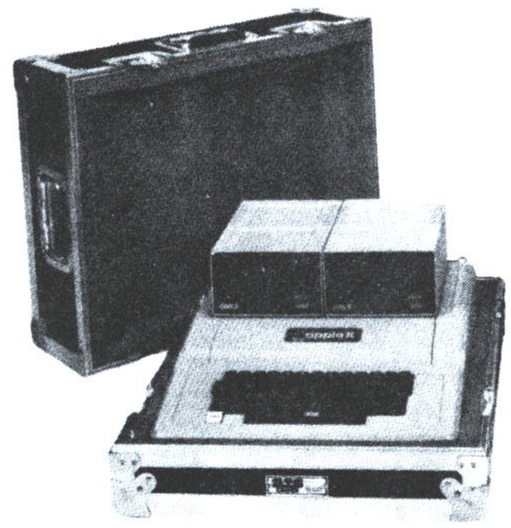
Photocopy or retype this form. Include one completed form for each entry. Send all entries to:

Advertising Contest
National Auctioneers Association
135 Lakewood Drive
Lincoln, Nebraska 68510-2487

ABCS

AUCTIONEERS BUSINESS COMPUTER SYSTEM*





The running of your auctions will be as

"SIMPLE AS ABCs"

With a proven, fast and easy to use computer system — designed for you the auctioneer and developed in the field by people who understand your needs.

- Numerical Catalog of Lots
- Buyer Registration Throughout Sale
- Sales Entry
- Automatic Calculation
- Sale Tally and Summaries
- Consignors Summaries
- Mailing Labels

Designed to run on the **Apple II Plus**** completely portable computer

Heavy Duty Carrying Cases with Wheels for Air Shipping and for Local Travel.

Software available for Payroll, General Ledger, Mailing Lists, Etc.

*Copyright

**Trademark Apple Computer Co., Inc.

WE ALSO HAVE A VERSION OF THE AUCTIONEERS BUSINESS COMPUTER SYSTEM FOR THE

OTRONA "ATTACHE"

COMPUTER ASSISTED BUSINESS SERVICES

225 Worcester Road

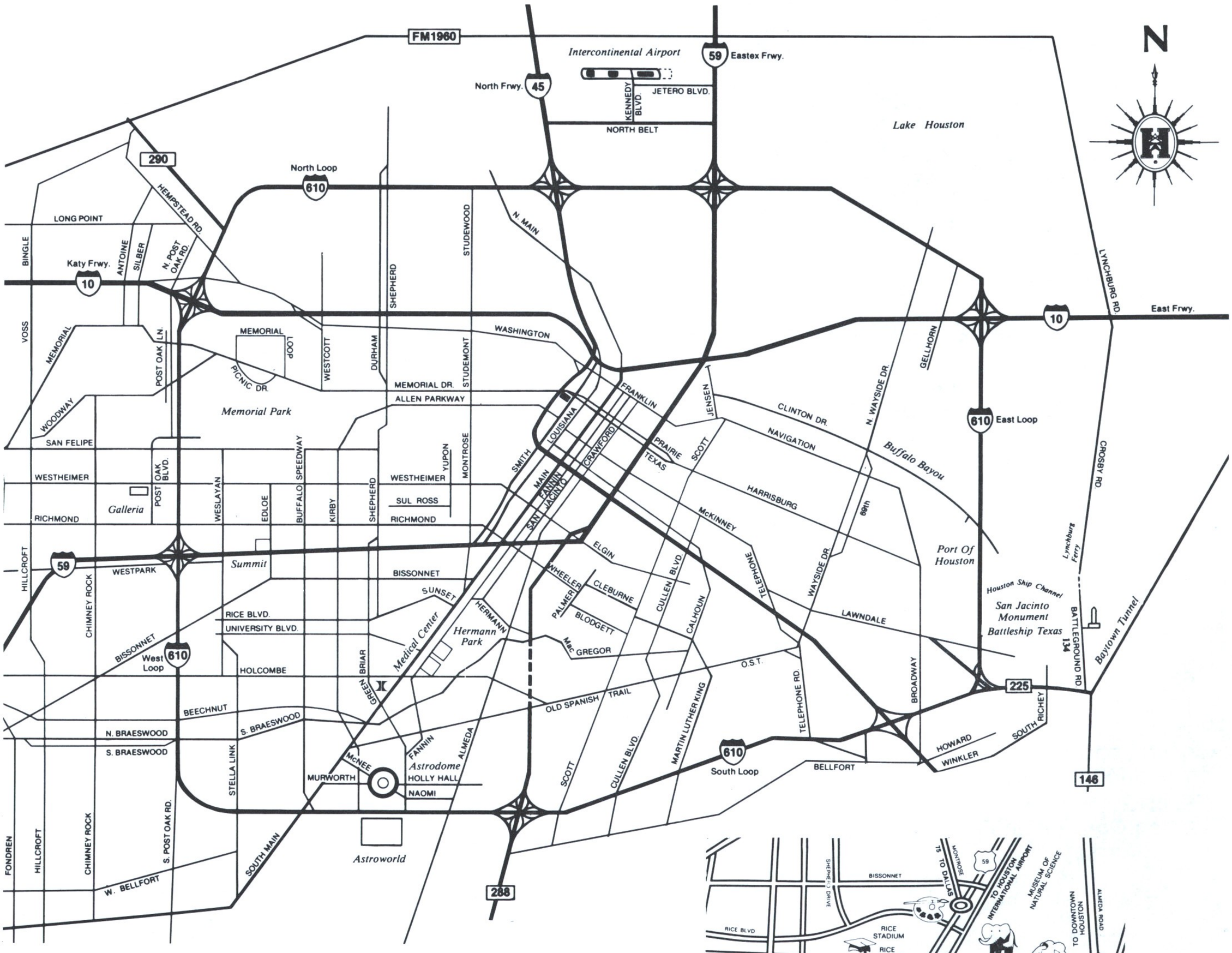
Framingham, MA 01701

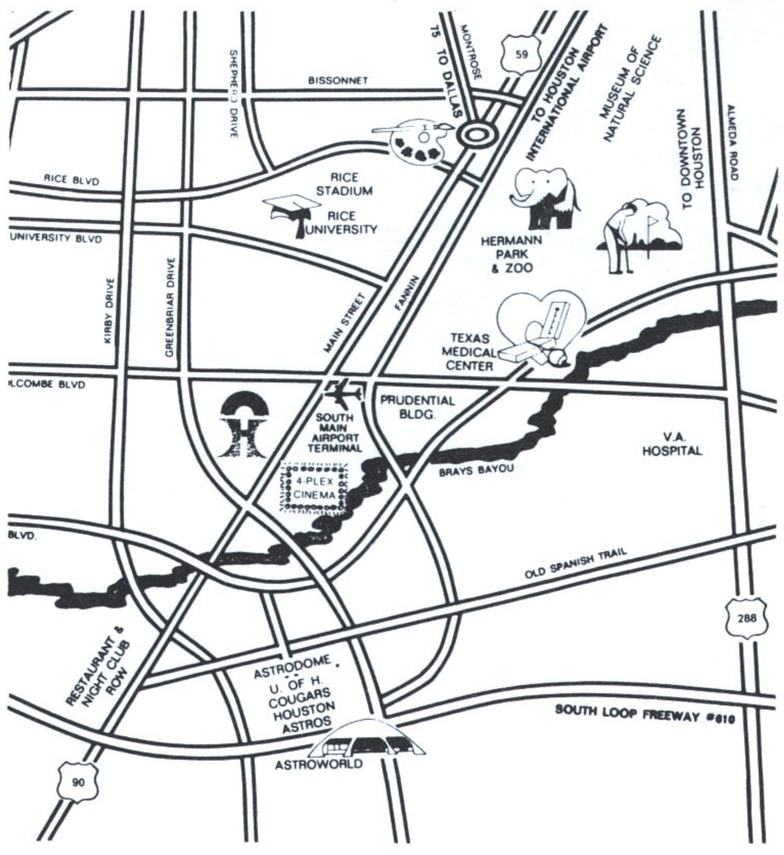
(617) 527-5563 **(617) 875-1305**

b. Farm (an operating farm liquidation)
c. Real Estate
d. Antiques
e. "Specialty" (cataloged sale)
f. Consignment Sales with General Household and Estate Liquidation
g. Institution (auction firm promotion)
h. Auction Business Stationery (letterhead, plus envelope, and business card)
i. Broadcast media/Audio-visual

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

It is not too early to select your best auction advertising for the above categories, and submit it to the NAA office by July 1, 1983. Be sure and have a completed entry form attached to the set of three examples for each print entry. Any questions concerning advertising rules or contest procedures should also be directed to the NAA office.





WHERE THE HOTEL IS AND HOW TO GET THERE. Near the center of the map above is the Hilton "H". Headquarters for the NAA Houston Convention, the Shamrock Hilton is near the medical center at 6900 Main Street, the intersection of Main and Holcombe Boulevard. Smaller inset map shows detail of area. Across the street from the hotel is the airport shuttle bus terminal.

Program-at-a-glance

The following NAA convention program is a very abbreviated version of the full convention schedule you will receive in Houston. Only the major events have been included to help you plan your convention attendance.

Tuesday, July 26, 1983

ALL DAY
Tours sponsored by the Texas Auctioneers Association
CAI Continuing Studies Workshop

Wednesday, July 27

ALL DAY
NAA headquarters office
Tours sponsored by the Texas Auctioneers Association
Convention registration desk
AFTERNOON
Convention exhibits open
EVENING
Poolside reception for all convention registrants

Thursday, July 28

ALL DAY
NAA headquarters office
Host association headquarters
Convention registration desk
Exhibits
Youth activities room
MORNING
State association officers' breakfast and workshop
Ladies hospitality hour and workshop
NAA workshops
Nominating Committee meeting
"Deep in the Heart of Texas" Luncheon
AFTERNOON
NAA workshops
Auction school receptions
Fun Auction preparation
EVENING
Houston Convention Fun Auction

Friday, July 29

ALL DAY
NAA headquarters office
Host association headquarters
Exhibits
Youth activities room
MORNING
State association breakfasts
Nominating Committee meeting
NAA workshops
NALLOA Open Meeting
Auxiliary luncheon and program
AFTERNOON
NAA workshop
NAA Board of Directors Open Meeting
EVENING
Awards Festival and entertainment

Saturday, July 30

ALL DAY
NAA headquarters office
Host association headquarters
Exhibits
Youth activities room
MORNING
CAI continental breakfast and meeting
Auxiliary continental breakfast
NAA workshop
NAA Annual Meeting
Auxiliary Past Presidents' Brunch
AFTERNOON
Officer/director election ballot distribution
NAA Annual Meeting continued
EVENING
President's Banquet
Youth party
President's Ball
(12 midnight 1983 NAA Convention ends)

Sunday, August 1

Members, their families and guests return home, begin vacations etc. No official events occur on Sunday.

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

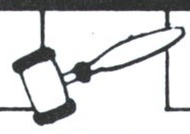
The NAA convention Fun Auction is a grand annual event — hundreds of auctioneers from across the country selling a great variety of items. Many of the auction's contributions are from State Auctioneers Associations and represent the state or region. A beautiful quilt from Tennessee, a handsome gun from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

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

Now is the time to plan for your state's contribution to the 1983 Fun Auction. The months until Thursday night, July 28, could be just enough time for enthusiasm to build and an auction item chosen to represent your state. Any questions concerning contributions to the covention Fun Auction should be directed to the NAA office as soon as possible.

– FIDLER AUCTION SCHOOL –

One week class
Eves. + Sat./Sun.



Sm. personal class
Graduate A Colonel

Enjoy Disney World & Epcot While Learning

8335 Purcell, Orlando, Fla. 32817 (282-2463)

July nominations deadline for NAA candidates

Any NAA member can be nominated for elected office in the National Auctioneers Association. What must be submitted on behalf of the candidate is a resume of the candidate's qualifications for office, a letter (or letters) of support for the candidate's nomination (a candidate does not necessarily have to be nominated by a state auctioneers association), and a black/white glossy photograph of the candidate. The deadline for nomination is July 1, 1983.

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

The nominations for the offices of directors (four) and officers (treasurer, vice president, president-elect) are open for the 1983 NAA Convention. **All letters declaring the candidate's nomination for an NAA elective office should be directed to: Harvey L. McCray,** Executive Vice President, National Auctioneers Association, 135 Lakewood Drive, Lincoln, NE 68510-2487. **Nominations will not be accepted after July 1, 1983.**

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

BOOKS BY MAIL
SEND FOR

100 AUCTION and AUCTION RELATED BOOKS

For Auctioneers - Collectors - Auction Goers -Antique Buffs.
Thousands already sold. Popular Titles. Beautifully illustrated.
Free Catalog - Today!
For prompt return send SASE
WATTS BOOK SALES
P.O. Box 80034, Indianapolis, IN 46280, Phone: 317/875-7063

BANNERS $29.50



LARGE 3 X 5 foot banner really stands out. Bright red ink on white canvas. Five foot tie lines are double sewn in. A great way to get people to your sale or in the right door.

LABELS

Quality self stick labels keep things movin' on auction day. Printed on yellow gloss stock with a flame red ink.

The labels come in a big 1½ X 3½ and are packed in a easy to use dispenser. Sorry, you cannot mix styles in less than 1000 lots.

LOT NO.	BUYER NO.
Do not move auction items without auction personnel present. Sold As Is, Where Is. All Sales Final. Thank You.	

EITHER STYLE

1,000..... $14.25
2,000..... $27.50
5,000..... $65.50

LOT NO.
BUYER NO.
QUANTITY
All Sales Final. Sold As Is, Where Is.
THANK YOU.

SPECIAL

25 SETS OF EACH
In 2 Part NCR
$10.25
Order KAS 08N

5 PAD SET
1 of each
$7.75
Order KAS 07S

FORMS

All the forms you need to handle a sale. Offered in pads of 50. You will be professional and efficient with our quality forms.

KAS 70...Consignment Contract
KAS 71...Final Settlement
KAS 72...Buyer Registration
KAS 73...Contract
KAS 74...Clerk Recap

1 Pad..... $ 2.00
5 Pads..... $ 8.75
10 Pads..... $16.25
20 Pads..... $30.00

AUCT-ION TODAY

PENNANTS

Made of long lasting Plasti-Cloth. Each Pennant is 12 X 18 inches with 12 Pennants per 30 foot string. Pennants are yellow with Fireball Red ink.

$16.50

AUCT-ION TODAY

FLAGS



$21.50

2½ X 3½ foot triangular cotton flag. Red ink on a yellow background. Reinforced with strong nylon thread which adds to the life of the flag. Strong grommet headings. Poles not included, but easily obtained from your local lumber dealer.

ADD $2.50 PER ORDER SHIPPING & HANDLING

KIEFER AUCTION SUPPLY CO.
P.O. Box 2141
Fort Lauderdale, Florida 33303

KASCO

Continued from page 31

Below are the awards and regions for the membership contest.

$50 each to winners in five regions

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

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

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

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

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

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

$50 to winner in auction school staff category

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

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

$150 to overall winner

A grand prize of $150 will be awarded to the NAA member who sponsors the most new members between October 1, 1982 and June 30, 1983. The overall winner cannot also be named as a winner in his or her region, and cannot be an instructor or staff member at an auction school.

You can start right now

Your contest winning program to recruit the most new NAA members begins with the contest entry form in this AUCTIONEER magazine. Sponsor eligible, prospective NAA members, until June 30, and enter all your new members since October 1, 1982.

Any questions? Contact the NAA office directly for additional information regarding the 1982-83 NAA membership contest and how you can participate.

1988 NAA Convention to be held in Southwest

In accordance with the rotation of regions for future NAA convention sites, the following states in the Southwest Region may submit indication of interest proposals for the 1988 NAA convention.

Southwest Region — Arkansas, Arizona, Colorado, Kansas, Louisiana, Missouri, New Mexico, Oklahoma, Texas — 9 states, 9 state associations, 8 potential convention cities, and approximately 1200 members.

All proposals must be received at the NAA office by June 1, 1983, to allow for site inspection.

The procedure for having a site selected begins with a letter to the NAA office, *from the state auc-*

Continued page 41

THE SCHOOL OF
THE PROFESSIONALS



Learn to Be A Professional Auctioneer

INTERNATIONAL AUCTION SCHOOL

Route 5 - South Deerfield, Massachusetts
413-665-2877

Make plans now for
New England's only Auction School.
Call for information on next term.

IS THE AUCTION FRANCHISE FOR YOU?

READ WHAT SOME UNITED AUCTIONEER FRANCHISE OWNERS ARE SAYING...

"Response to our franchise has been overwhelming. We think UNITED AUCTIONEERS is one of the best things that has happened to our business."

Randy Garner Auctioneer CAI
North Fairfield, Ohio

"I can hardly contain the enthusiasm you and your people have helped us generate ... I wasn't aware of the many ideas and improvements available to us from UNITED AUCTIONEERS until now."

William G. Ellison
Ellison Auction Co. of Iowa
Solon, Iowa

"Impressing me isn't easy. But I've been overwhelmed with the possibilities offered by this venture.

Leo Jesion CAI
Jesion Auction Serv.
McKeesport, Pa.
Author of Common Sense in the Auction Business

UNITED AUCTIONEERS

- CORPORATE OFFICES -
8990 W. DODGE RD. SUITE 315
OMAHA, NE 68114
402-397-9959

Let the UNITED system work for you.
Call 402-397-9959 or 1-800-228-2544

or Write United Auctioneers
8990 W. Dodge Rd., Suite 315, Omaha, NE 68114

And You'll Pocket More Profit



Col. JOE REISCH
Author & Publisher
(Photo taken Nov. 1978)

THE AUCTIONEER'S LIBRARY & REFERENCE BOOKS

Latest Advanced Methods For the Professional Auctioneer

The Most Comprehensive Information Ever Published on Auctioneering

TELLS YOU HOW TO KEEP THE BUSINESS YOU HAVE AND HOW TO GET THE SALES YOU HAVE NOT BEEN GETTING.

Nothing Is Left Out



Address All Mail To —

Col. Joe Reisch's Auction Library
Box 850, Dept. NA
Mason City, Iowa 50401

10 Books — First edition now off the press

WRITE FOR FREE BROCHURE

In every industry there is a market leader.

The leader is usually the innovator or the creator of a product, or service, that uniquely sets a trend or pattern for the market it serves—a trend that provides solutions to needs.

The leader may not always be the first to enter the market; however, the leader **is the first** to establish its position in the minds of its customers, and to establish its unique position as a specialist in the field.

A MARKET LEADER

THE I.P. FACTOR

INDUSTRIAL PUBLISHING
P.O. BOX 2328
EUGENE, OR 97402
(503) 689-2711

The leader is not always the largest company in its market in terms of size, but it is the foremost in terms of buyer consideration due to its commitment to focus its expertise.

Xerox, IBM and Western Union are all leaders in their respective fields.

Industrial Publishing is a market leader in the publishing of high impact auction literature.

IP is your **auction brochure alternative.**

tioneers association board of directors, indicating interest in hosting the 1988 convention.

Upon receipt of that letter, NAA executive vice president Harvey McCray then certifies a site as being a potential location for an NAA convention.

Once sites have been certified, the Board of Directors of the National Auctioneers Association makes the decision to hold the convention at one of the certified locations.

Houston convention, who may attend

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

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

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

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

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

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

BRITTEN AUCTION ACADEMY

P.O. Drawer B, Bryan, Tex. 77801

Approved by Texas Education Agency

The School of Distinction

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

Clerking Sheets
A Kwick Klerk Exclusive!!
Individual, snap-out slips
The fastest system going
Some say the time saved pays for them

Kwick Klerk

Box 147 Northfield, Mn. 55057

National Auctioneers Week proclamation signings

South Carolina



PROCLAMATION SIGNING IN SOUTH CAROLINA, for National Auctioneers Week April 3-9. Standing from left, around Governor Richard W. Riley, Bobby Weatherly, Pat Miller, Larry Meares, Charlie Wolfe, Ken Hendrix, NAA directors Archie Moody and Bill Yonce, Virginia Branton, and George Pechilis. The signing ceremony took place at the governor's office in the Columbia, South Carolina, state capitol building.

Arizona



GOVERNOR BRUCE BABBITT, signed a proclamation for National Auctioneers Week as Auctioneers Association of Arizona members looked on. Standing from left, AAA directors Don Parker and Ed Short, and Association president David Yoke.

NAA officer/director articles . . .

Why absolute auction? It's the right thing to do

By Richard T. Kiko
NAA Director

The winds of time are changing. You cannot allow yourself to stand still and not move with the changing times. The auctioneers of the future, more and more if they want to grow, are going to have to conduct absolute auctions.

People are getting disgusted and disturbed to be invited to a sale, show interest that have the last or second to last bid on a parcel of real estate or anything else, only to find out that they have wasted their time. They are informed the seller won't accept the bid price, yet the bidders were led to believe it was to be an auction.

Anytime a seller and auctioneer think that they are smarter than a crowd of people they are only kidding themselves. If you don't mean to sell to the high bidder, then list the item or real estate privately and do not try to operate under the *guise* of an auction sale.

Putting a property up with a reserve is an easy out for the auctioneers. They don't have to do their homework, they are not under pressure, and they get their names in the newspapers, versus the auctioneers who list properties to sell to the high bidder at absolute auction. The latter are going to do their homework, going to properly advertise, promote and do personal contact work, and know in advance that they are going to have buyers. The property is going to bring its full market value on a given day under competitive bidding. They will have earned their commissions, the sellers will be satisfied and so will the purchasers.

The absolute method works. It establishes confidence in your bidders; you are always assured of buyers if you do your part. It separates the "men from the boys".

To those who say it won't work in their areas, it won't work because you won't let it work. You had better have confidence in yourself that you can get the job done — or work with someone who can get it done for you — or get out of the business and not muddy up the water. Sooner than you think, you may be out of the auction business.

An absolute auction is the right thing to do.

(1) It produces buyers the day you want it sold.

(2) People love to bid against someone else's judgement. They are not only matching dollars but also judgement.

(3) Absolute auction attracts a class of people with "potatoes in the cellar" so to speak. If they don't have ready cash, they can walk into a bank or lending institution and get it.



NAA director Dick Kiko was elected to the Board of Directors in 1980. He is the president of Richard T. Kiko Agency, Inc., Canton, Ohio, and is active in the Ohio Auctioneers Association. An auctioneer for over 23 years, Mr. Kiko and his firm conduct real estate, antiques, farm, and equipment auctions. He is also a private pilot and farmer.

(4) People with money want to be bidding against people with money. Financing of VA, GI and FHA does not necessarily fit into the auction program.

The auction business will be as good to you as you are to it. There are no short cuts.

Everyone should belong to a class organization. I consider it a privilege and an honor to have served the National Auctioneers Association on the National Board of Directors the past three years. I have also served my state auctioneers association as a director and president, and am serving my second term on the Ohio Auction License Commission. *Every person of every professional association owes that association some of his or her talent, time, and money.*

For those of you who do not agree with my thoughts I offer no apologies. My father was a good teacher. Our organization has had a solid, constant growth for the past 37 years and is still growing. People like absolute auctions! Try it, you might like it, too.

Nashville Auction School
Nashville, Tennessee

THE NATION'S FINEST SCHOOL

☆ School is held in Music City USA, Nashville, Tennessee . . . home of the Grand Ole Opry

☆ FREE CATALOG — LEARN AUCTIONEERING

Full and partial scholarships available.

NASHVILLE AUCTION SCHOOL
Box 190, Department 5
Lawrenceburg, Tennessee 38464

Congratulations, Auctioneers Association of Canada

By Dean H. Parker
NAA Director

On February 18 and 19, 1983 NAA directors Dean H. Parker and Charles E. "Chuck" Cumberlin, CAI, attended the combined conventions of the Alberta Auctioneers Association and the Auctioneers Association of Canada (AAC)) held in Red Deer, Alberta. During the meetings of the Auctioneers Association of Canada, its first elections were held, the first president and executive committee were selected and the first Board of Directors were elected. Parker and Cumberlin attended the convention on behalf of the NAA, for the purpose of offering assistance to the AAC. The following article is from the speech given by Dean Parker at the combined general membership meeting of the two associations on the afternoon of February 19th. The Alberta Auctioneers Association is one of the oldest auctioneer associations in existence, first organized in 1939.

My hearty congratulations to you Canadians on the great move you have taken here at this convention; not only to have a very successful meeting of the Alberta Auctioneers Association, but to take the initial steps in organizing the first nationwide auctioneers association in the great nation of Canada. The actions taken today to further auctioneering as a recognized professional occupation will long be remembered by generations of auctioneers to come. Those of you who have seen fit to participate in this great event today will long be remembered as the founding fathers of the auctioneering profession in Canada. My hat comes off, and I salute those auctioneers who in 1939, had the foresight and the ambition to organize the Alberta Auctioneers Association which I am sure is one of the oldest professional auctioneers association in existence today. We have with us in this meeting one of those men who is one of the initial founders of that association. I would like to salute Mr. Arthur Cload who is still with us today, still active in the auction profession, still here willing to serve in a growing association, and fifty-three years in an active auction and going strong.

My Canadian friends, I want you to know that I am highly impressed. First, I am impressed with the quality of the meetings that I have attended, the quality of the people that I have met, the quality of the auctioneering profession that I see in Canada. As many of you know, I have been doing business in Canada for many years. I have had the opportunity of meeting many of you at various auction sales around the country, mostly in Alberta and British Columbia. So I am not entirely new to Canada or to the auctioneering profession here. But I am new to the activities of your association and I am new to most of your membership here. To say the very least, I am highly impressed with the quality and character of the people I have met. With these kinds of people, portraying the image of the professional auctioneer nationwide, in Canada or the United States, you can well rest assured that the world will have a high opinion of the professional auctioneer.

Let me tell you another thing that really impressed me, and that is the bid calling contest held here last night, the Tyro Contest. (This is a bid calling contest for auctioneers that has been in the business for two years or less.) I can honestly say that in all the years that I have been involved in the auction profession, I have never seen 22 as highly qualified, and capable auctioneers that have only been in the business for less than two years, as I saw at that contest last night. You have got a youth movement going here in Canada that is second to none. I have seen some extremely highly qualified young

Continued page 44

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





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people who are going to do this great profession proud. I felt it a real privilege for me to serve as one of the judges.

Again, ladies and gentlemen, my congratulations to all of you. I am extremely impressed with what I see of the auctioneering profession in Canada. I see people who are very professional in their business approach, highly qualified to fulfill their responsibilities, who I am sure will carry the banner of the professional auctioneer in such a manner that the whole world will soon recognize that a professional auctioneer is in every respect a highly qualified, business person.

I want you to know that I consider everyone of you in this room a friend of mine; many of you, very close personal friends. I value your friendship very highly. I value my association with you very highly, and I want it to continue. I would like to be associated closely with you both in the United States and Canada. In as much as I am here today representing the National Auctioneers Association, let me make clear to you our position, especially now that you have organized your own Association under the title of the Auctioneers Association of Canada. We want you to know that as far as we are concerned, the fact that you have now organized does not in any way change, or relieve, or alter the responsibility that the National Auctioneers Association has to you as auctioneers.

Our position is that the National Auctioneers Association is vitally interested in the auctioneering profession wherever there are professional auctioneers, whether it be in the United States, or Canada, or anyplace else in the world. The National Auctioneers Association is interested in promoting auctioneering as a highly qualified profession, with people in it who are fully capable of the performance that is required of a good professional auctioneer. Even though you now have your own association, we want you to know that you all are still invited to be members of the National Auctioneers Association. Our Association is vitally concerned with the relationship that exists between Canadian and U.S. auctioneers. We want that relationship to be one of close cooperation between, the same as we are concerned about the cooperation between auctioneers of any state within the U.S. The fact there is a border between us, makes no difference. After all, as far as we are concerned, that border is an imaginary line drawn by politicians who said, "those of you on this side of the line are Canadians, and those on the other side of the line are Yankees".

If we allow that political line to separate us, to draw a line between us, and let that in anyway indicate that there is some reason why we can't work together and cooperate, and help each other in the furtherance of this great business, then we are making a sad mistake. We speak the same language, we conduct the same kind of business, we sell the same kind of merchandise, we work for the same kinds of people. I want you to be able to work for those people regardless of which side of that line they live on. I don't care whether you are American or Canadian, if someone wants your services as an auctioneer, I want you to be able to give them that service. I don't want any politician telling you that you can't give them that service just because you live on the wrong side of the line. By the same token, if I have a friend in Canada who wants my service, then, by golly, I want to be able to go there and give him that service. I don't want any poitician telling me I can't go just because I live on the wrong side of the line.

In my desire for this kind of a feeling to pervade the auction profession and for this kind of cooperation between us to really work, there is something that concerns me. I heard in a meeting at this convention, when the minutes of a previous meeting were read, that you voted on — and from what I heard — you passed a resolution stating that a "foreign" auctioneer should not be permitted to come into your province to sell a sale unless there were no auctioneers within the province qualified to sell that particular sale. I didn't question that motion at the time I heard it read because it was not my place to do so. But I sincerely hope that this is really not how you feel, and there are several reasons for it.

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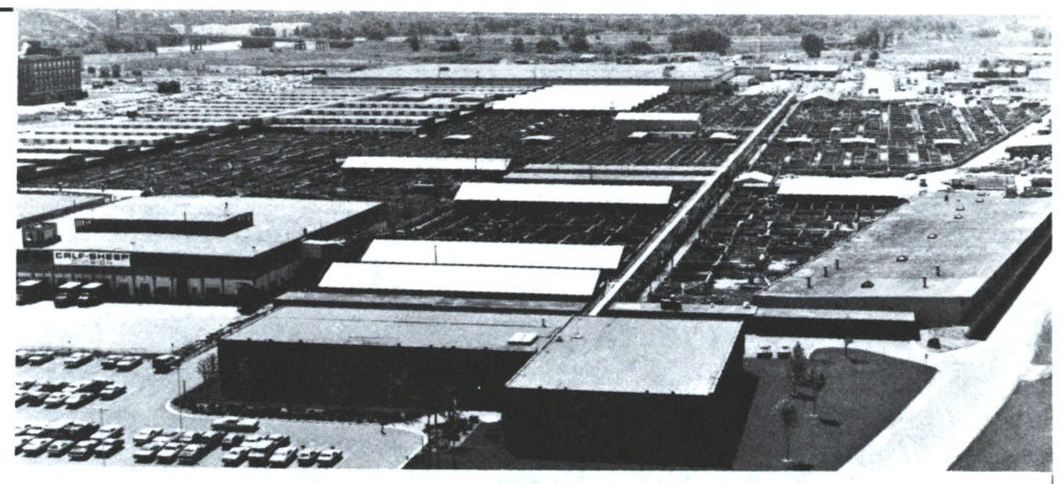
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is not a qualified auctioneer here that can sell that sale, then I can see right now that I will never be back to Canada. Because I don't think there will ever come a time when there are not several auctioneers qualified to sell any kind of a sale that you want to hold in Canada. The qualifications that have been exhibited here by all of you in just about every aspect of the auction profession has convinced me that the time will never come when Canada will not have an ample supply of qualified auctioneers. So if I have to wait until there aren't any, I am through in Canada.

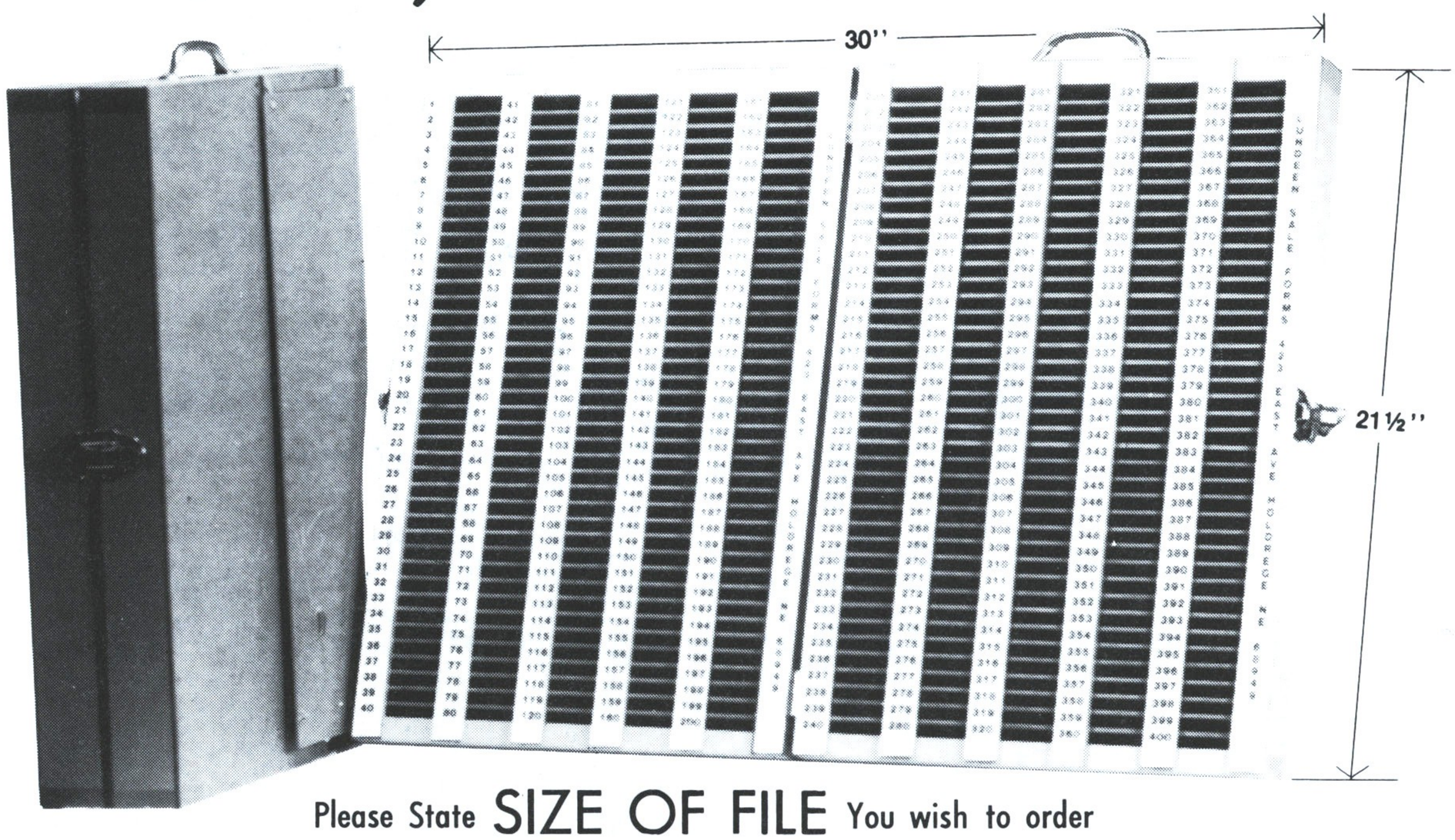
By the same token, if you feel that way about Yankee auctioneers coming to Canada, then you must expect the same treatment to Canadian auctioneers coming down to the U.S. I will tell you right now, we don't feel that way. We don't want to feel that way and have no intention of ever feeling that way. If someone down in the U.S. wants to hire an auctioneer who lives in Canada, that is fine as far as we are concerned. Come on down, we welcome you. If there is any way that we can help you, we are more than happy to do so. We just hope you have a successful sale, and that you will treat our people the way you would want us to treat your people. I personally think it would be downright childish for us to squabble about business just because there is a border between us. You know, I have always found that Canadians are really not any different than Yankees. I would like it a whole lot better if there wasn't any border between us. After all, when it really comes down to basics, whether we are Americans, or Canadians, or Australians, the final fact remains that we are all members of the same family, aren't we? In the original analysis, we all have the same common parentage. We all have the same Father in Heaven and we are all here on this earth trying to accomplish the same thing. We hope to have earned the privilege of going back and living again with our Heavenly Father. So, since we all belong to the same family and we are all trying to accomplish the same thing, it would seem to me kinda childish to feel that just because you were born North of the line and I was born South of the line that we can't get along together, work with each other, and cooperate in every possible way.

By the same token, I think it is possible for Canadians to get along with other Canadians, work together and cooperate. We have often been accused, and as a matter of fact accused ourselves of having a very jealous profession. I suppose to a certain extent that is true. I know one thing, it is a competitive profession, and I suppose since we are all human there are times when a certain amount of jealousy creeps in because of competition. But it is my honest feeling that our real competition is not the other auctioneer who is competing for a sale, our real competition is the owner who sells at private treaty. You see, if we could eliminate private treaty sales and have everything sell at auction, we would have so many auction sales there wouldn't be auctioneers enough to go around. We would all be working 24 hours a day. Rather than getting jealous, or letting hard feelings exist because another auctioneer got a sale that we would like to have, let's forget about jealousy and compete with our real competitor. Let's go out and create another auction sale that otherwise would have been a private treaty sale. If we are going to be jealous of anybody, let's not be jealous of our auctioneer friend, let's be jealous of the man who is selling merchandise at private treaty. Let's go take the business from him.

Now, I am not naive enough to indicate that we are going to eliminate competition. Even if we could, I don't think that we want to. Competition is one of the healthiest things there is about our business. This is what keeps us sharp, makes us stay on the ball, makes us really go out after the business. Competition is good for us. But there is no reason in the world why we have to be mad at, or jealous of, that auctioneer who we are competing against.

Continued page 47

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I am sure we have all found out that we can learn something by watching our competition and by taking a lesson from them. You see, I sincerely believe it is possible to compete and yet at the same time cooperate. So I don't want to eliminate competition. I just want to eliminate the jealousy that for some reason seems to go along with competition, and replace the jealousy with cooperation. This is the way we feel down in the States, and when I say we want that border to be wide open, and to have a completely free movement back and forth in the conduct of our business, don't misunderstand what I am saying. We are still going to compete with you, and you have demonstrated to me that you are tough competition. At the same time, we're not going to be jealous of you. We're not going to try to stop you from doing business. We're not going to legislate against you. We're not going to try to keep you out of our country. We are going to cooperate with you. If there is any way that we can help you make your business better, we are going to do it. Because if your business is better, ours will be better also.

We are firmly convinced that the greatest thing there is in the world to create more auction business is more, high quality auctioneers. You can do a top notch job of putting on an auction sale and getting the job done right. When that happens, and it doesn't matter who conducts the auction sale, the auction profession itself benefits. When the whole profession benefits, that is just good business for all of us.

I have been told of some instances where a Canadian auctioneer tried to do some business in the U.S. and ran into some problems with our immigration service. I have even been told that in a couple of cases, they hand-cuffed the auctioneers and delivered them back to Canada. I have been told of a few cases where a U.S. auctioneer came to Canada and met with the same circumstances. But I have never been told of any case where an auctioneer went through the correct procedure of legally getting clearance through U.S. Immigrations or Canadian Manpower Office, got cleared, came into the country legally, and then had any problem. In other words, what I am saying, is it doesn't matter whether you are coming down to the U.S. or whether we are coming up here. There is a way to do it right.

We find in the United States that as we go between states, we have to be concerned about state requirements of license laws and bonding. As long as we adhere to the laws and conduct our business within the law, we will have no problem. But if we don't, we are apt to run into some problems right within our country; and it doesn't make any difference what state you are from or what state you are going to. You have to conduct your business according to the law. It is an identical situation when you come from Canada to the United States. There are legal qualifications you have to adhere to, the same as we have to when we come from the United States up here. They are not insurmountable, as a matter of fact they are quite easy. All you have to do is understand them and then go ahead and comply. I realize that we are probably not going to be able to eliminate those things, but those legal requirements right now are not our real problem. Our real problem is just a lack of communication and understanding. Everyone of you that I have talked to individually has told me that your attitude is, "open the border, free trade, free movement back and forth across the border". Let's work together and cooperate with each other and we can get this done.

In the U.S. I have never yet talked to an auctioneer who is desirous in any way of restricting any Canadian who wants to come to the United States to sell a sale. We well realize that an "open border policy" is the best thing for all of us, and we want you to know that we feel that way. We all found out a long time ago that the more auctioneers there are circulating around the country, drumming up business, the more auction business there will be. If the number of auctioneers available dropped off, so would the number of sales to be sold. So what I am really saying is, in order for my business to get better, I need everyone of you out there promoting the auction business. I even need some of you as competitors, who will compete with me and at the same time cooperate with me, because together we will make more business and make it better.

If I am the only auctioneer involved in the kind of sales that I sell, there aren't going to be many sales of that kind. First, because I just can't conduct enough sales myself; and second, because there just won't be enough activity going on. So I need you and you need me. Let's try as much as we possibly can to ignore that imaginary political line that exists between us. See that it becomes nothing more than a political line and certainly not a professional barrier that we can't overcome. I can best sum this up with the words of a song.

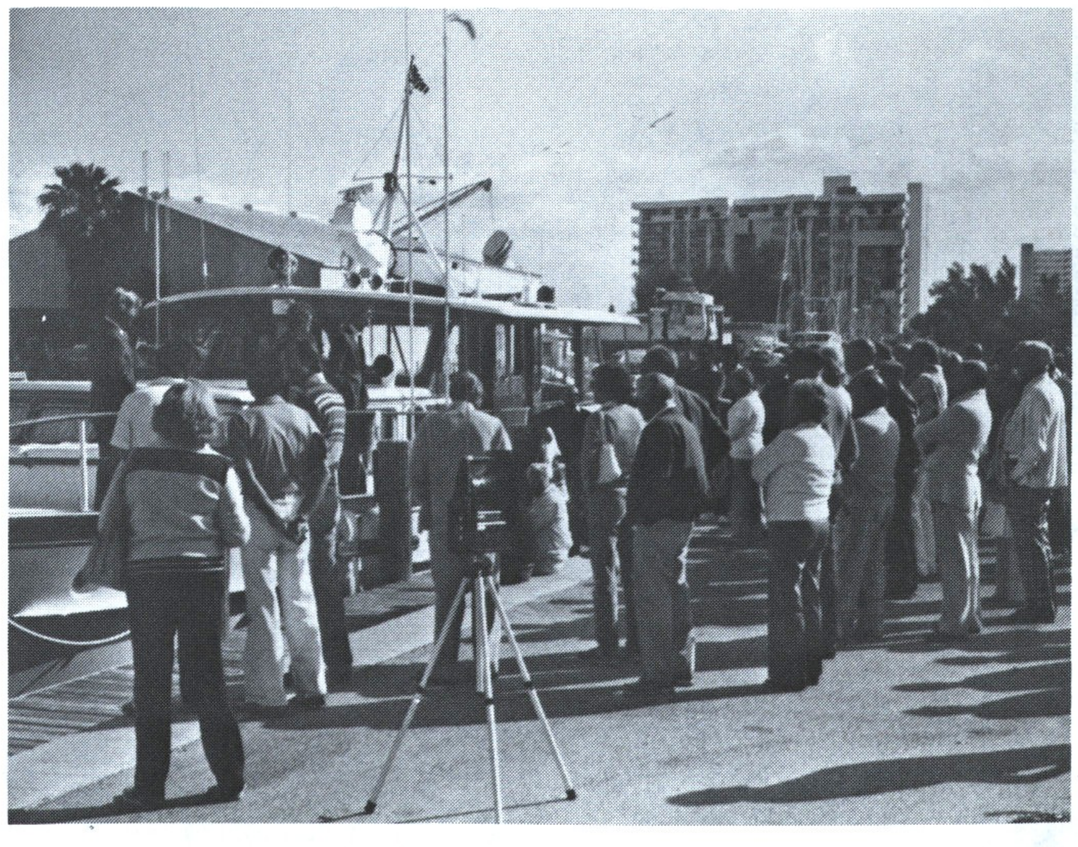
"No man is an island. No man stands alone. Each man's joy is joy to me. Each man's grief is my own. We need one another, so I will defend each man as my brother, each man as my friend."

Ladies and gentlemen, that is the way that I feel, that is the way we Yankees down in the United States feel, and I came here to join with you in your convention to bring this message. All of our auctioneers from the United States and the National Auctioneers Association wish you well. We offer you our help in any way that we may be able, and more especially, we offer you our friendship and our love. Thank you very much.

Director Fisher selling for the city

In the February issue of THE AUCTIONEER, NAA director Benny Fisher, CAI, wrote his director's article on the difficulties in doing auction business with city and state officials. He may not have secured the auction of surplus public lands mentioned in his article, but he did auction city-owned boats last month.

The Fisher auction firm does auctions for the city of Pompano Beach, Florida, selling all of the city's confiscated drug vehicles and vessels. Pictured on the deck of a 1958, 65' yacht which was seized with 8000 lbs. of marijuana on board, is auctioneer Fisher getting $130,000 for the boat. The price at auction exceeded the appraisal value by $ 60,000.



YACHT SOLD AT AUCTION — On deck at far left is NAA director Benny Fisher auctioning yacht for the city of Pompano Beach, Florida.

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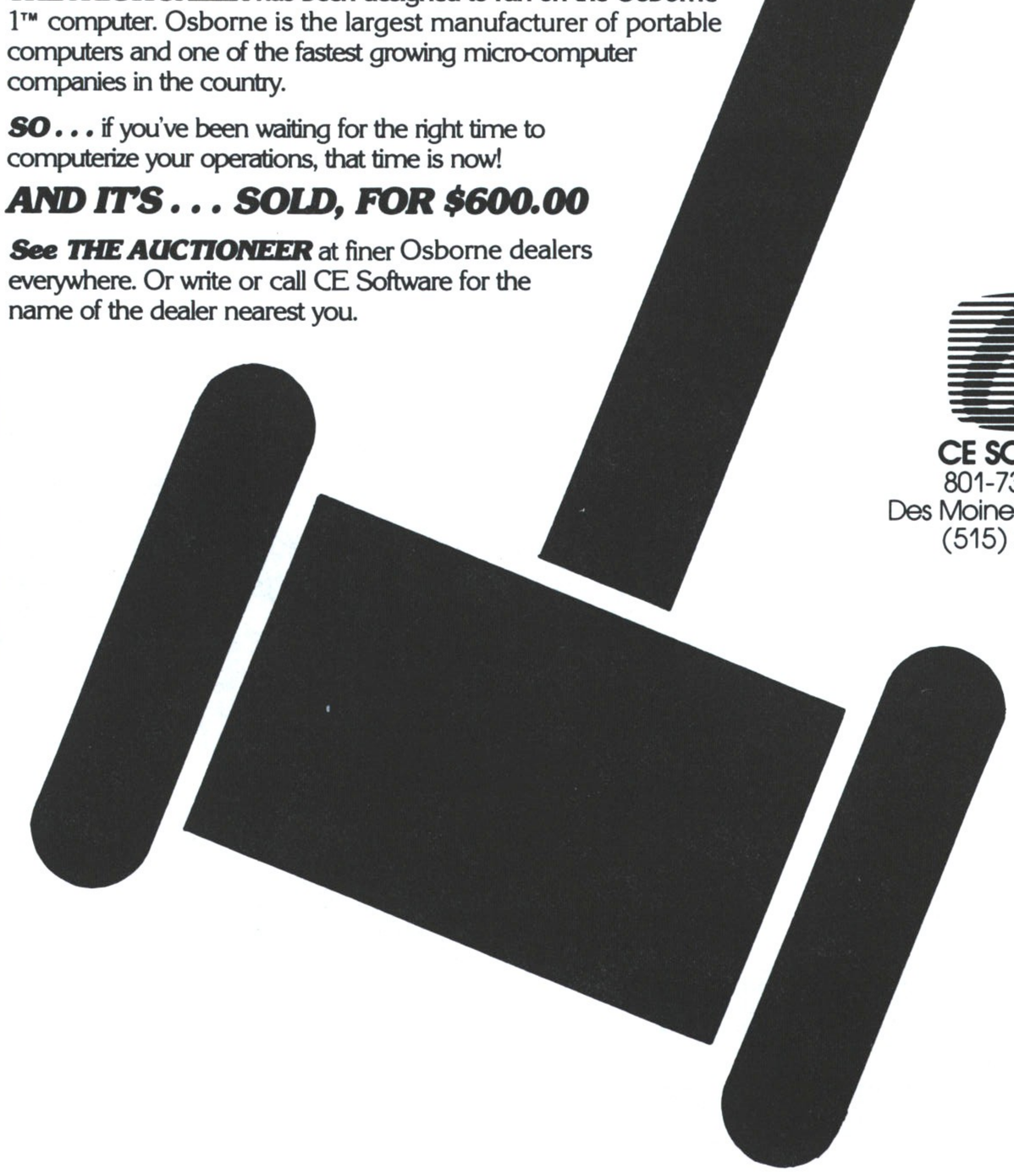
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"Tuit-it better"

By Dean W. Fleming, CAI
NAA Treasurer

A large percentage of today's auctioneers including this writer began their careers selling personal property auction sales. Be not dismayed if you happen to be assigned one of those obviously " beginner's role" auctions by your boss, partner, or associates. You just may not be as qualified for the task as you think.

It takes a top hand to lead off selling the box and contents portion of the consignment sale, or the garden tools, the miscellaneous items off the wagon, or the butcher cattle, or the hogs ahead of the featured carlot stocker and feeder sale.

"In the beginning" it's very important for the lead off person to establish crowd confidence. You must demonstrate you are the alpha and the omega. Do not take your task lightly. You may have been chosen because you can "relate well to the opportunity or the challenge of the day".

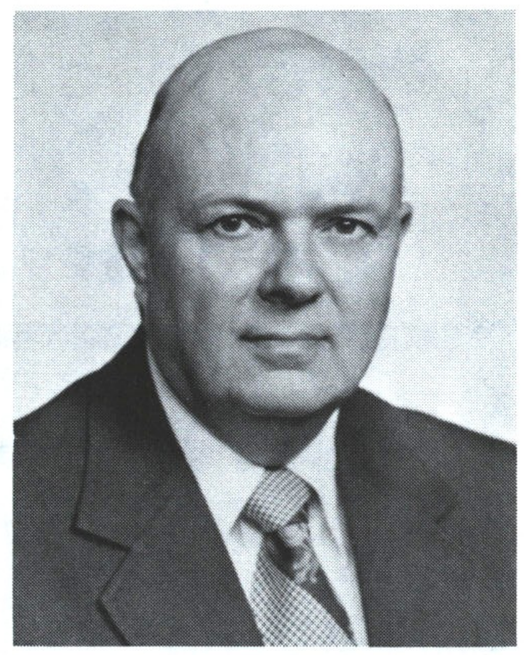
I was reviewing a Jones Auction School Class picture for the year of 1915. The most noticeable characteristic about those in attendance, all 85 of them, was they wore a suit, white shirt and tie. They were dressed for the occasion. From the early masters of our profession we have examples of strict adherence to dress codes. How well have we followed those early fine examples? Do you have a tie on right now?

Because we have become a society with less oratorical expertise, we find some auctioneers attempting to replace their lack of speaking skills with a cheap brand of showmanship copied from the entertainment sector of society. Only a few can make that substitution of talents acceptable. If you're not a real "ham" or have that story telling gift, you had better *practice a lot.*

Be appreciative of the help you receive at every auction. Take time to express it, and do it with a touch of class. Thank the buyer, remember those who took second, remember the honorable mention, even those who just occupy a space out there.

Our society has a lot of people out of step, and we even have some auctioneers out of step. We have some who haven't heard the music.

NAA treasurer Dean Fleming is the president of Fleming Realty & Insurance Inc., Atkinson, Nebraska, and is a veteran real estate and livestock auctioneer. Mr. Fleming has served both the NAA and the Nebraska Auctioneers Associations as president. He was inducted into the NAA Hall of Fame in 1975.



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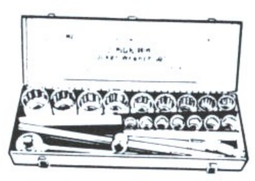


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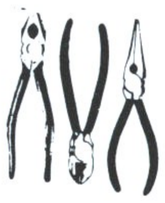
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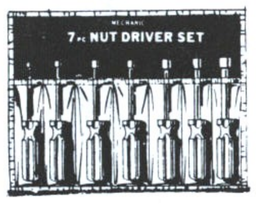




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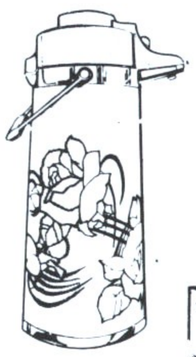


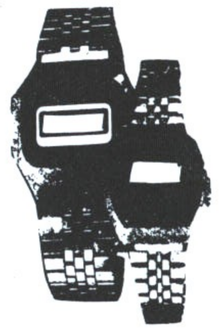


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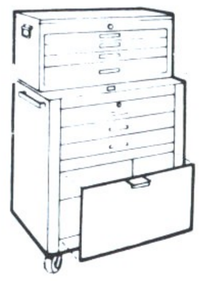






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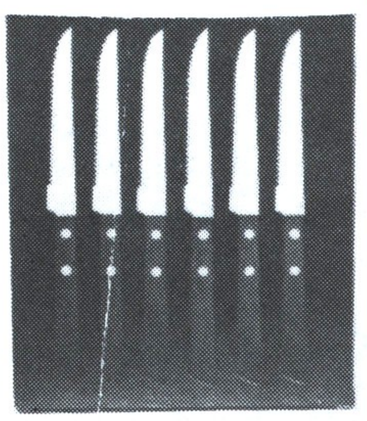












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Auxiliary to the National Auctioneers Association

Dear Auxiliary members,

I know many of you Auxiliary members are active in the "front lines" of your auction business. Capably filling the roles of cashier and clerk, to name a few, is no easy task. My hat is off to those of you who are able to perform these jobs. But I'd like to address this letter to those of us who prefer to remain out of the limelight.

Don't be fooled into thinking our "behind the scenes" role is any less important. Always be seen with your best foot forward. Remember, every time you leave your home you are meeting the auction public. You may not know them, but they know you, and they consider themselves friends. With this in mind, greet everyone you see with a friendly smile. Always be neat and clean and dress in a manner which reflects well on your spouse's profession. You're married to a professional, so present the appropriate image.

I wonder how many auctions have been lost because we may have handled a situation carelessly. Take the simple task of answering the telephone. On a Saturday morning, when the phone rings for what seems to be the 100th time with "do you have an auction today?", you naturally want to answer "DON'T YOU READ THE PAPER?" As far as the caller is concerned, this is your only interruption of the day, and the most important one. Our ideal would be that when people need an auctioneer, they will remember our kindness on the phone and call our spouse. The reality is that if we are rude, potential clients and customers will not only remember it, but will tell everyone they meet about the incident.

We are a part of our spouse's personal and professional life. In this business they are usually interwoven. Be an asset to both of them.

Carol Bambeck, director
Auxiliary to the NAA
Dover, Ohio

Leona Drake celebrated Diamond Jubilee

A senior member of the NAA Auxiliary from 1956, Leona Drake, Baring, Missouri, celebrated her Diamond Jubilee in 1982, reaching 75 years old December 23. Her husband was C. B. Drake who served as NAA president in 1955-56, and at one time Leona operated an automobile auction in Indianapolis. According to Mrs. Drake, she is "feeling okay and mending satisfactorily" after cancer surgery last May and Mayo Clinic check-ups last winter.

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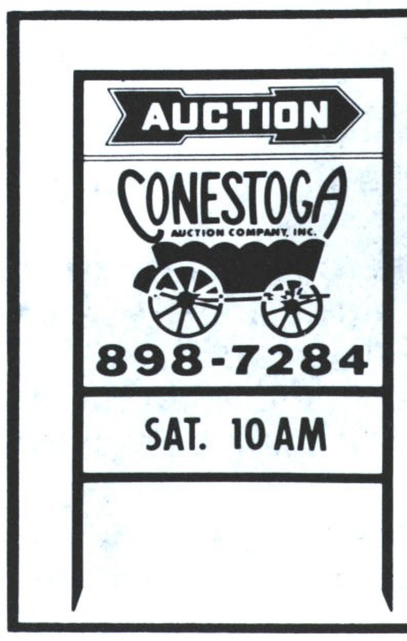
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Livestock at Auction

Special invitation to NAA livestock auctioneers

Dickson, Tennesse — When livestock auctioneers from across North America gather here June 18 to battle for the 1983 World Championship, they'll discover that the contest has been developed with them in mind.

For the first time in the Championship's 20-year history, a limit of 125 entrants has been announced. And auctioneers will be glad to hear the reasons why.

"The popularity of the World Championship has been growing over the years," said 1983 contest chairman Duard Sullivan, whose market here will host the event. "And although that fact makes all of us connected with the contest very happy, at the same time we haven't forgotten the purpose of the event — to find and spotlight the livestock industry's top auctioneers."

"To do that," Sullivan continued, "you must give each auctioneer who enters a fair chance to show his talent. With the ceiling on contestants, we'll do just that."

Sullivan also noted that a contest innovation which began last year — preliminary competition leading to a round featuring 15 finalists — will again be used.

"Narrowing down the numerous contestants to 15 finalists is another way to insure that the best auctioneers receive ample opportunity to show the judges what they can do," he said.

The judges will be a panel of livestock marketing businessmen, who will rate each contestant on several qualities. These include bid-catching ability, voice clarity and quality, and perhaps the ultimate question "would you hire this auctioneer?"

Each contestant in the preliminary round will sell three to four drafts of cattle. The finalists will sell a minimum of four drafts each. Preliminaries get underway at 8:30 a.m., with the finals beginning at 4 p.m.

A variety of trophies and merchandise prizes await the World Champion, as well as the Reserve and Runner-Up Champions, Sullivan said. The other finalists will receive a special award, and all contestants will be formally recognized for their participation, he said.

The awards ceremony will be held the evening of the 18th during a special ceremony at the Radisson Plaza in Nashville.

The current reigning World Champion, is Dan Williams, Boone, North Carolina. He won the title last June in Regina, Saskatchewan.

Under contest rules, former World Champions are no longer eligible to compete for the title. The annual championship is sponsored and conducted by Livestock Marketing Association, Kansas City, Missouri, the national trade association for the marketing sector.

Contestants must be at least 18 years old and must be sponsored by a livestock market. The entry fee is $250, and entries will be limited to the first 125 qualified entries received by LMA.

Additional information and entry forms are available by contacting LMA, 301 East Armour Boulevard, Kansas City, MO 64111. All entrants will be assisted in obtaining pre-contest publicity if they enter by May 13.

"I want to extend a special invitation to members of the National Auctioneers Association to join us in Dickson this June," Sullivan said. "If you think you're the world's best livestock auctioneer, here's your chance to find out."

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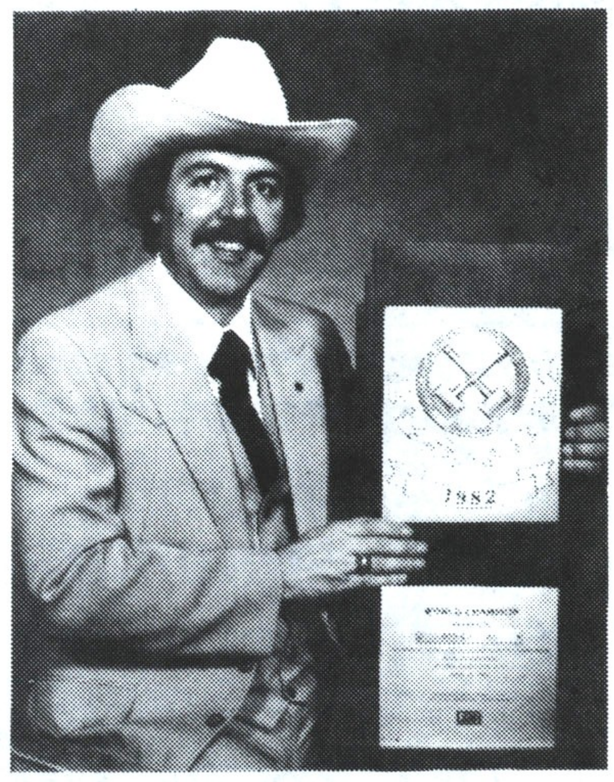
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★ *School is run by Truman (T.P.) Kongslie who has been an auctioneer and Rodeo Announcer for 22 years, named Rodeo Announcer of the Year for 7 years, State Champion Auctioneer 3 times, and has been an instructor in an auction college for 6 years.*

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1982 World Champion
Dan Williams
Boone, N.C.



Saturday, June 18, beginning at 9:00 a.m. at the Dickson Livestock Center, Inc., Dickson, Tenn.

ENTRY FORM

Each contestant must be a livestock auctioneer, sponsored by a livestock marketing business and at least 18 years of age. The entry fee is $250 and MUST accompany this entry form. Entries are *limited to the first qualified 125 entry forms* received by Livestock Marketing Association. All entries must be received by May 13, 1983, to be included in program and pre-contest publicity. Include head and shoulders photo with entry form. (Avoid Polaroid photographs.)

CONTESTANT INFORMATION

Name _____ Date _____
Home Address _____ City _____ State _____ Zip _____
Home Telephone _____ Business Telephone _____
Age _____ (Contestants must be at least 18 years of age.)

If employed by a livestock marketing business(es) please complete:
Company _____
Address _____ City _____ State _____ Zip _____

Company _____
Address _____ City _____ State _____ Zip _____

SPONSOR INFORMATION

(must be a livestock marketing business)

Please complete all information. Use additional sheet if necessary.

Company _____
Address _____ City _____ State _____ Zip _____

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MEDIA INFORMATION

List complete names and addresses of newspapers, radio and television stations you want to receive publicity about your participation in this year's contest. Use additional sheet if necessary.

Name _____
Address _____ City _____ State _____ Zip _____

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Address _____ City _____ State _____ Zip _____

On separate sheet, write out sponsor information for your program listing, exactly as you wish it to appear: marketing business name, city, state, owner/manager (up to two names per sponsor). If more than one sponsor, they will appear in the order given.

RETURN THIS ENTRY FORM, WITH ENTRY FEE AND PHOTO TO: — World Livestock Auctioneer Championship, Livestock Marketing Association, 301 East Armour Boulevard, Kansas City, Missouri 64111 (816) 531-2235

Antiques at Auction

"Great" seminar in New Orleans

Registrants at the NAA Antiques at Auction Seminar in New Orleans, February 21-23, shared a common appreciation of both the instructor staff and program, according to critique sheet responses. Auctioneers, spouses, and guests enjoyed seminar instruction at the Hyatt Regency, plus a trip to a New Orleans auction gallery, Morton's Auction Exchange.

So that NAA members who could not attend may benefit from the gathering of antiques experts, the following pages of THE AUCTIONEER are interviews with the New Orleans seminar instructors. Topics include: antiques trends within a year; attracting new buyers and sellers; discovering a valuable sale item; and who are the buyers this year.

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"What antiques and collectibles are presently underpriced, and will be a trend within a year?"

Sophie Gunsalus, antiques dolls: As far as collectibles, the good reproductions and limited editions of plates, for example, I see them going up every year. On the other hand, so much of glassware has gone down in price instead of up; you have to be cautious of that.

Kenneth Gunsalus, American glassware: Dolls, particularly the ones perfectly together are a good value. Also, we look for old pictures, prints and items from the 1890's.

Robert H. "Bob" Glass, CAI, period furniture: Probably, most likely, furniture. The one area in furniture that absolutely has to go up — but I am not too positive about within one year because I think that is a fluctuating thing — is the outstanding pieces of the Empire period, 1830-1850. This is the early empire, basically mahogany crotch, grain veneer over a pine or poplar base.

We tend to see at what we call an "elephant scrool" leg. It is usually very bulky, very big. But there are other pieces also classified as Empire which have stayed in the $40-60 range. They will absolutely head up in price.

I am thinking specifically of a dressing table which has either straight legs or reeded legs, possibly indicating an earlier period, but still classified in this classical Empire period. The item still has the mahogany and will have two drawers, but the drawer faces are like a light birch or a birdseye maple, so you have a contrast there. It is appealing, artistically correct, still in the empire, and still terribly underpriced.

That kind of a piece made in 1830 with wide dove tailings would now bring $95-100 that in a year should be double that or maybe a little more.

For collectibles we have seen a trend in New England, had a couple of people request a strange thing called "green handle kitchenware". We didn't think anything about it until an estate we did not too long ago had egg beaters, potato mashes, wooden ware, little bowls, all with green handles. These things that, of course, are no longer made. But these small collectibles make an interesting display for the people who are coming into the auction field for the first time. They remember grandmother or mother having this kitchenware. It's still available in large quantities at $2-3, and yet you see it priced at shows astronomically.

So not everything will increase in big money. But for a nice little collection for someone to start, I would probably say any kitchenware, kitchen imple-



KENNETH AND SOPHIE GUNSALUS, seminar instructors, American glass and dolls respectively. Below, slide presentations by the Putnam, Connecticut, couple were well appreciated by the seminar registrants.



ments that have a green handle indicative of the 1930's will increase in value.

Morton Goldberg, owner, Morton's Auction Exchange in New Orleans: I think that the American furniture circa 1810-1830 is a category getting ready to move forward in price. It is underpriced, and it is starting to bring strong prices.

Dana J. Blackwell, antique clocks: In the clock and watch field, I think it is a matter of what is available. Old types of clocks and watches are getting more scarce than what they were, because there has been growing interest in this type of thing.

But lately, while prices have been lower than they were two years ago when they pretty well peaked, I think that there is evidence now that we may have a new inflationary cycle which will push prices up. Therefore, probably most types of clocks, except very rare or unusual ones that command tremendous prices anyway, will be reasonable investments.

Larry Swafford, identifying antiques: Within a year I'm saying art pottery made in the United States. It happens to be the finest that was ever made world wide, and it will be a trend for the next six years. The art pottery trend will be the one that produces the most amount of money as far as percentage increases when it goes up.

"How can auctioneers best attract new buyers and sellers to the advantages of the auction method?"

The Gunsalus', antique dolls and American glassware: We think that too many people who go to auctions feel that they have to buy when they go. Maybe the best way to encourage new buyers is to suggest that people bring guests just to observe. They would end up being customers eventually, I am sure.

We know many times the auctioneers do not encourage anybody who is just going to sit there and watch. They may never have been to an auction, they don't want to buy anything and not go in the future.

Glass, period furntiure: This is certainly an age old question. I remember about two years ago we started a program to insure that this would not happen to us. However, I was brought up real short when I went down to deliver some cards and letters to the post office one day, and the post office was totally empty. The post mistress in our small town (Central Village, Connecticut) looked around very sheepishly and said in a low voice, "can anybody come to your auctions?" This lady was no further away than 200 yards from my gallery, and I have seen her everyday for 10 years. That was shocking to me. Even though auctioneers advertise "public auction" we all need to educate our immediate community.

We started a program that has been very successful called an "auction training session", with just an ad in the paper. Something like "Ever been to an auction? Wondering what it is all about? Join us two hours before our regular scheduled auction. In a schoolroom situation we will explore the possibilities and the details of the auction." In conjunction with that we have a little booklet called "Auction, Buying and Bidding" that explains: items sold choice, items sold so much each time, increment of bids, and advancement of bids. What we are really talking about is an educational program to alert those buyers, and let new people come. By getting new buyers to come, it is going to bring up the level of what we are going to get for prices.

The other thing I've done is what we call a "Heritage Day", based upon what Phillips, Christie's and

Continued page 56

other major galleries do. We have three or four people of expertise — from a local historical society or gallery — for sellers to bring in one or two items for a verbal opinion. If we do not know what the item is, we'll take a picture and send it to someone who does know.

What that does for the auction business is "scare up" a few things that people think do not have any value. While we had these owners in our auction facility, we had things on view to be sold. The comments were something like "all this is going to be at the auction? My grandmother had one like that. Maybe I'll attend." Of course, in addition to the Heritage Night we also offer the auction training session.

I feel that these kinds of promotions are a good way to get new people into your auctions. We have found that if the same people come all the time, your attendance drops; and more importantly your prices drop because of constantly the same buyers. You have got to get "new blood" in your auction crowd.

Consider varying the time of your auction. We haven't had a regular weekly auction for the past 8-10 years, but when we did, we found that mostly men would always attend because it was held at night. Women and couples would not attend because of the threat of night. So we switched to Sunday for a much wider audience.

We have had a 12 hour auction from 6pm to 6am that was very successful. We started out with 70 people, but at 1:30am we had 250. People actually called at midnight to reserve seats because they were just getting off of their work shift, and were not able to attend during the regular auction time. Therefore scheduling of an auction at a different time will allow new buyers to attend.

Golberg, Morton's Auction Exchange: You have to have a successful mailing list, because it is just a matter of time to get people to come into your auctions.

Make sure that you run an auction that is interesting and that people can buy items that do not have a reserve. People don't want to go to an auction when they know everything has a reserve on it. To get people to sell, you might initially have to get them guarantees. Say, "look, we will guarantee that it won't make less than a certain price, "or even give them a cash guarantee which we have done. A lot of people want cash when they sell their stuff. Still they don't want to turn it loose, they say "why?" I had a similar deal recently, I told the guy, "I'll sell it for straight commission, 10%. I will put you $50,000 in front, but I'll charge you 20%." So that way he has his cake and can eat it too.

Blackwell, antique clocks: Well, I think the answer is by maintaining high standards and high ethical values. One of the problems has been that there are some rather unscrupulous auctioneers who have tended to, not necessarily and deliberatly de-

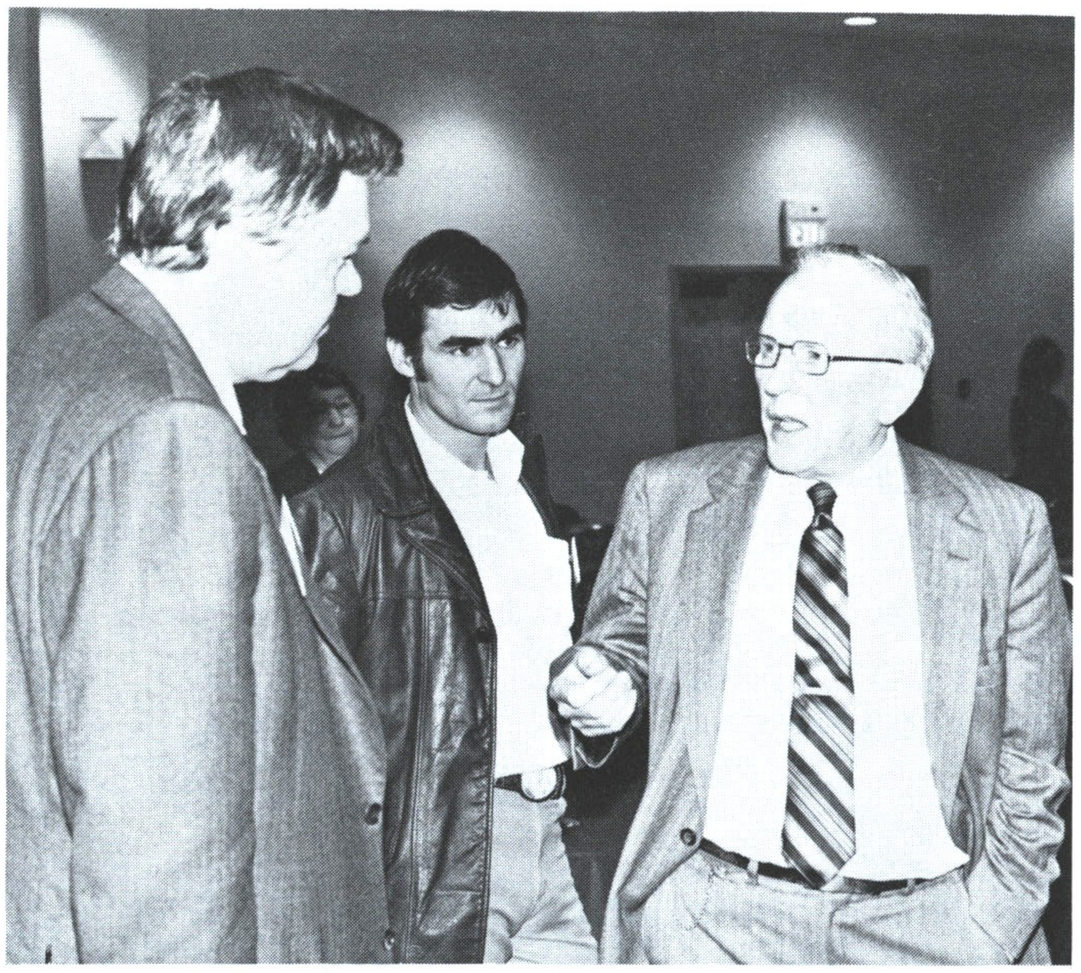


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DANA BLACKWELL, far right, seminar instructor, antique clocks.



BOB GLASS, seminar instructor, period furniture.

ceive, but have used ignorance as an excuse for giving information that was not particularly sound.

I think the great merit of the NAA is that it endeavors to instill high ethical standards which are tremendously helpful in improving the image of auctioneering. Many buyers and sellers are concerned about some of the practices of certain auctioneers who they know have restored to rather unpleasant and undesirable practices.

Swafford, identifying antiques: I would say one means would be more exposure; not only as an Association, but as individual members, educating people. The general public is afraid of auctions. They do not know what it takes to bid, they don't understand that process.

There are things that surround the auction business that have frightened people simply because there have been what I call "illegitimate" auctioneers in the industry. I think auctioneers need to stress the fact that they are NAA member in good standing, and that means that they are — as an Association — striving to be professional, trustworthy, and truthful business people.

"If an auctioneer discovers what may be a very valuable item, how can the auctioneer best serve the seller?"

The Gunsalus', antique dolls and American glassware: We think if the auctioneer knows about it way ahead of time, then he or she can certainly advertise the item. But many times they don't realize it until the day of the auction, then it is a little bit too late. The auctioneer doesn't have the right people there to buy that item so it might go very cheaply.

The best thing would be is to get some expertise ahead of time. Unfortunately, we have been to auctions when auctioneers have asked, "by the way, what is this?" This is certainly a mistake as far as we are concerned.

Glass, period furniture: Sometimes the market is simply not in your own area. Therefore, research the catalogues of major auction houses, and you'll find so many specific departments to contact. Sotheby's in New York has about 15 major departments, I think. What you can do is take a picture of the item and send it for a verbal opinion. If you were thinking $300-400 or $3000-4000, and the opinion comes back $8000-10,000, then you know you have something.

But it is important that when you send a photograph, make sure it is of just one item, with a clear background, and in black and white. Do the measurements, the school it's attributed to, or the home if it is from some famous person. We have found this referral procedure to be very successful, whether it be jewelry, paintings, American silver, etc., because in the small gallery that I run, it would be impossible to get $43,000 for a bracelet because I wouldn't have any other backup material. That may be the only really major piece I might have for six months. I use the services of larger auction area galleries to assure my client of the best possible price.

I also make the judgement that if we cannot get the best price, I will take it to the major gallery *myself,* for a verbal opinion, a range of what it will sell for. If I have documentation, I am going to do considerably better, or close to the opinion, than if I

Continued page 58



MORTON GOLDBERG, long-time NAA member welcomed seminar registrants to Morton's Auction Exchange, for instructional session and reception.



simply kept it at my own gallery. We did that recently with some jewelry.

Goldberg, Morton's Auction Exchange: Of course, your job is trying to get the client a good price, and make sure that the item gets exposed to the right potential buyers.

If auctioneers don't have the expertise, and are not in the area to sell, they might be better working with somebody in a regional auction house who is willing to give a finder's fee, split the commission or something like that.

An example, is a table that Butterfield sold for $1200. We are going to get $15,000 for it. Even though they're a regional auction house, they don't have the expertise in Victoriana. Although it was a major auction house, it wasn't the right place to sell the table.



AFTERNOON AT MORTON'S AUCTION EXCHANGE included session with antiques experts and browsing the gallery, below. The building is a renovated cotton warehouse.

Blackwell, antique clocks: First of all, being able to alert the seller to the fact that a particular item is a very valuable piece can only come from thorough understanding of what the item is. This understanding is based upon auctioneers' study and serious approach to the types of items they handle.

I think it is simply a matter of education, and endeavoring to also educate the seller as effectively as possible, about the items to be auctioned.

Swafford, identifying antiques: In my estimation depending on what the item is, auctioneers can take two courses. If I were the auctioneer, and I knew that I had a market within my area for that particular item, I would advertise it a little more than I normally would. If I knew that I did not have a market — and this, I think, is a real plus for your Association — I would find out who in the NAA did have the best market. I would have the item put into the best market, rather than sell it in my own market.



"Who are the people buying antiques — age group, income range, etc?"



CAI CHAIRMAN OF THE BOARD, Lanny Thomas, spoke to the seminar about the upcoming CAI courses at Indiana University, Bloomington.

Sophie Gunsalus, antique dolls: I think that unfortunately, too often people who are buying are the ones who can't afford it. You don't mind the sacrifice if there is something that you want badly enough.

Kenneth Gunsalus, American glassware: I think it depends on the area. I have been to some of Bob Glass' auctions when some wealthy people will come in and will run the bids right over the top of the mountains. Nobody else has a chance because that discourages buying by moderate income bidders.

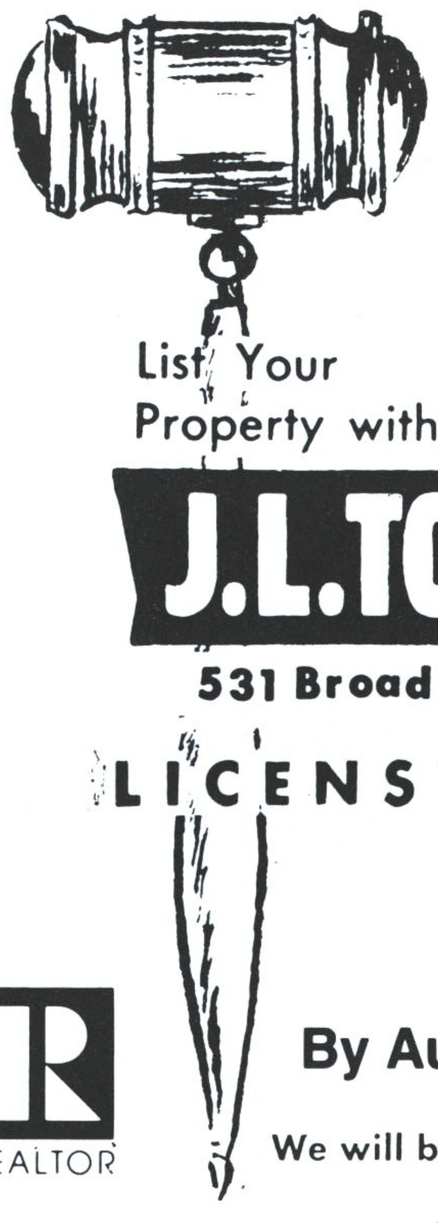
Glass, period furniture: This question is very important to a growing company as well as somebody who has been in the business for a long time; but it goes right back to the kind of "new blood" you have to get into your market.

In our rural situation, we have found that by becoming specialists, which we never thought we were, attracts a whole new clientele. Fox example, if you hold an auction of jewelry and silver at midday, you will have a different set of buyers. Those people will attend because you will have notices and "engraved" invitations to attorneys, doctors, surgeons, and the doctors' lounges because that is a place where people who have money are taking a break.

We just learned the other day of a place to attract new buyers and that's a hairdresser's waiting room. We got three auctions that we know came from a brochure at a hairdresser.

Announcements and auction notices sent to young couples may not only get the young couple to attend, but also mother and dad who will want to buy them a gift. For example, a bedroom set for their new home. We have seen many new couples attending our auctions because of "sticker shock". They walk into a department store and see a $1700 bed-

Continued page 60



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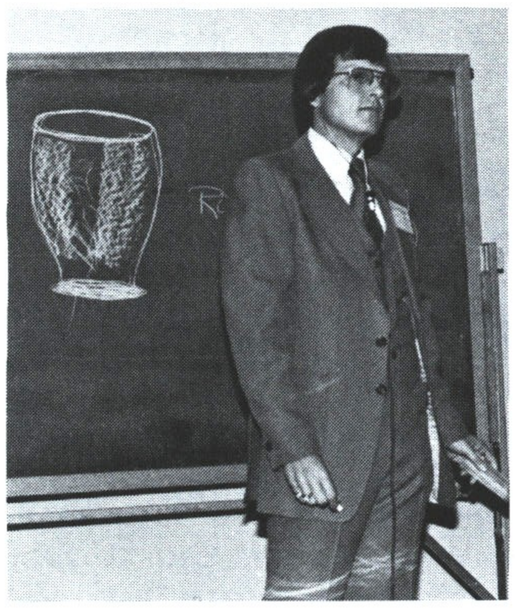
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LARRY SWAFFORD, seminar instructor, identifying antiques.

room set and can't buy it. They come to a good auction and get clean mahognany furniture for about half the price.

So you really may have four "classes" of buyers. The dealers attend almost as scalpers because they want to buy and then resell. Secondly, the young couples buy what they feel is a super bargain for their new home. Third, older buyers may want an investment purchase. Fourth, there is the advanced collector who has to have that one piece. However, your average customers are probably in their thirties and usually attend as a couple.

Goldberg, Morton's Auction Exchange: You are talking about the consumers rather than dealers? I would say you are talking about people in their thirties. I think they are your best potential buyers. I should qualify that, maybe 35-45. These are the people who seem to have the money, the wherewithal, and the desire.

Blackwell, antique clocks: There is such a wide range of products that have come onto the market from very cheap clocks to extremely fine ones. Therefore, the range is rather broad, from people who just have an interest in collecting something mechanical to very sophisticated collectors who buy fine pieces largely for investment because they don't quite trust our present monetary system.

I think that most buyers are probably now in the middle age bracket, because prices have risen to such an extent that even what was formerly considered rather cheap and mediocre material now commands prices that the young collector can simply not afford. I feel for people who are young and really have a sincere interest in time keeping devices, because they can't afford most of the things that are available.

So, the market pretty well eliminates the younger collector. That leaves the people who have reached middleage who have at least some money available to afford these things. Of course, the very wealthy who want to diversify their holdings and are a little scared of the stockmarket and all, buy some pieces, too.

Swafford, identifying antiques: I must clarify my terminology. What I consider as collectibles some people sell as antiques, but they are truly collectibles not antiques. They are a lower price range of old items. Those are mostly selling to people in an age group of 22-28 years old.

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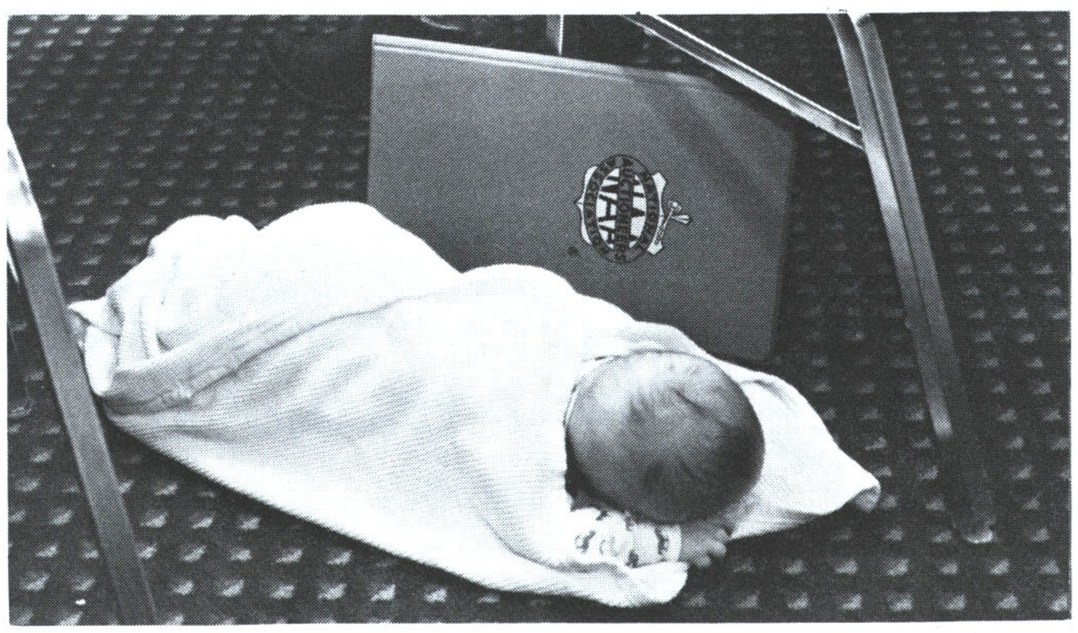
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SEMINAR FAMILY AFFAIR. The three day session in New Orleans was not without a "family" participation. These two infants were often in attendance.



All of a sudden when you get into the 29-37 year old group, many of those people are becoming affluent and have more money to spend. Those are the people who are investing in current items such as art pottery that they feel is going to escalate in value. value.

If you get past that age group into a 38-50 group, you are still looking at buyers of pattern glass because they had grownup to know that type of antique. They are going to buy many of your high dollar furniture items simply because they have finally acquired money.

"In conclusion . . ."

Glass, period furniture: If this is your parttime or fulltime business, and you are making a living auctioning in your community, you owe it to yourself and your clients to attend NAA seminars.

Not only will you run into the best people in the business on a national level, but I have found a willingness to share what auctioneers have found successful, and it's available just for coming to the seminars. If you have an inquisitive mind there is no reason for anybody to go away from a seminar feeling that there wasn't anything at the seminar for them.

We don't have to reinvent the wheel in auctioneering. There are many auctioneers who have contributed hours, and they are willing to share that with you.

Goldberg, Morton's Auction Exchange: See you in Houston for the NAA Convention.

Blackwell, antique clocks: If they are going to handle things like clocks and watches, as well as any other type of item in the furniture or art field, you can be most effective the better grounded you are. Therefore, auctioneers should make every effort to educate themselves effectively, by reading the best literature available, by attending lectures and seminars.

There are evidences of some auctioneers who

Continued page 69



Seminars Chairman Gaule active participant

The success of the 1983 NAA seminars program is certainly due in part to the "job well done" by the seminar chairman, NAA president-elect William L. "Bill" Gaule, CAI, Chatham, Illinois. He assisted in the planning and selection of instructors, kept the daily program on schedule, organized and moderated panel discussions, yet found time to take notes and learn along with his fellow seminar registrants.

These accompanying pictures are representative of two busy weeks for Bill Gaule, in Louisville, Kentucky, and New Orleans, Louisiana.



PANEL MODERATOR Gaule takes a seat at the back of the podium while real estate at auction panel member speaks in Louisville.



LEARNING IN NEW ORLEANS — Along with his wife, Marge, at his immediate right, Bill Gaule took notes and learned from the antiques experts.

CERTIFICATES OF APPRECIATION were presented to all instructors. Bill is presenting to Sophie Gunsalus as husband Ken looks on.

Booster Club

The NAA members and friends whose names appear within their respective states have each contributed $10 to have their names appear four times annually (January, April, July and October) in support of THE AUCTIONEER magazine.

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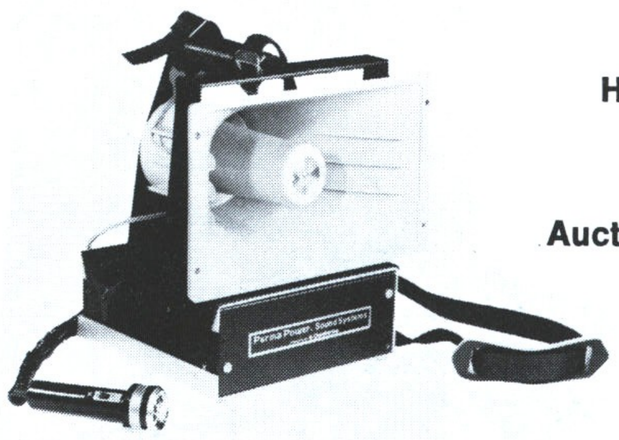
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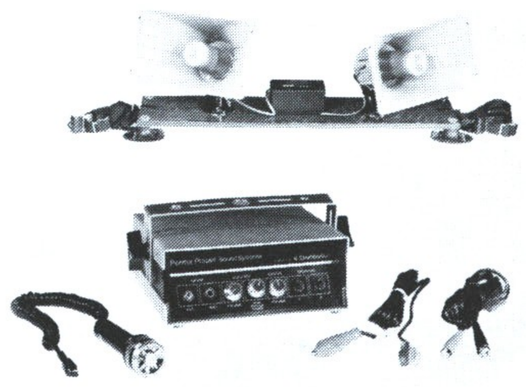
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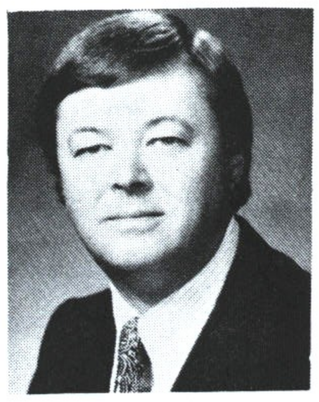


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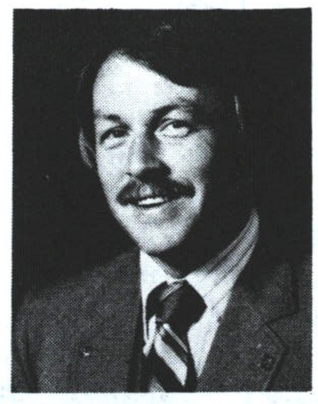
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State Association Conventions — Dates and Locations

Convention Dates	State association	Hotel/motel and city	Convention chairman or state association secretary
April 10	Iowa	Airport Hilton Inn, Des Moines	Margaret Bloomer
April 10	New Hampshire	Merrimack Hilton, Merrimack	Rally Denns
April 17-18	Kentucky	Holiday Dome, Bowling Green	Wilma Atherton
April 30-May 1	Nebraska	Ramada Inn, Kearney	Miles Marshall
April 30-May 1	Washington	Everett Pacific Hotel, Everett	Ken Maurer
May 7-8	Missouri	Osage Beach	Doran Livingston
May 14-15	Oklahoma	Ramada Inn, Oklahoma City	Ray Patterson
May 21-22	South Carolina	Hyatt Regency, Greenville	Warren Wilson
June 5	Alabama	Montgomery	Pete Horton
June 5-6	Georgia	Hilton Hotel, Macon	Freddi S. Hagin
June 8-9	Wisconsin	Voyager Hills Inn, Reedsburg	Robert Massart
June 10-11	Texas	Lubbock	Dudley Althaus
June 10-12	South Dakota	Sheraton, Aberdeen	Kenneth R. Jark
June 11-12	North Carolina	Hickory	Johnston B. Gilbert
June 12-13	Tennessee	Holiday Inn, Briley Parkway, Nashville	E. B. Fulkerson
July 27-30	**NAA Convention**	**Shamrock Hilton, Houston, Texas**	
November 12-13	Iowa	Red Fox Inn, Waverly	Margaret Bloomer

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

However, all requests for an NAA officer or director to speak at a state association convention should be coordinated through the NAA office.

State association reports

NJSSA "college without walls" for members

By B. G. Coats
NAA member auctioneer
Rumson, New Jersey

The New Jersey State Society of Auctioneers is making a big issue out of its February 5 state convention, and rightfully so. Every seat in the meeting room was occupied, and additional chairs had to be provided to accommodate late arrivals. All chairs remained occupied throughout the convention.

After listening to NAA director Bob Glass, and Dave Kessler of Ohio, all were convinced that success in auctioneering and organization is achieved only though consistency and innovation. Their messages brought to us a pursuit of wisdom, a search for general understanding of values and reality by speculative rather than observational means, and fundamental attitudes of the individual auctioneer concerning calmness of temper and judgement.

The New Jersey State Society of Auctioneers is truly a college without walls, members inspired by a common purpose. Members throughout the state of New Jersey and many out-of-state auctioneers were brought together to work as one, carefully guided by those of experience and ability.

We are at a loss for words to adequately express our feelings to NJSSA members Art Williams and Joan Liebowitz, for their time and efforts in putting together a constructive convention that is a milestone in the history of the New Jersey State Society of Auctioneers.

Michgan auctioneers meet at annual convention

The Michigan State Auctioneers Association recently held its annual two day convention at Long's Convention Center, Lansing, Michigan. Approximately 80 members were present.

Convention activities included a glassware seminar by antique shop owner, Don Johnson; panel discussions on the duties of a ringman; presentation of advanced methods of real estate finance; plus an interesting display and operation of new, computerized auction clerking and cashiering.

NAA president Rex Newcom, presented news and items of interest from the National Auctioneers Association. Retired auctioneer and author, Stan Perkins, gave an interesting presentation on the "Layman's Psychology of Auctioneers". MSAA member, David Norton, spoke on his firm's involvement with amusement park and tourist attraction auctions.

Newly elected 1983 officers are: president Wendell Buehrer, Cement City; first vice president John Schowalter, Richland; second vice president David

Continued page 70

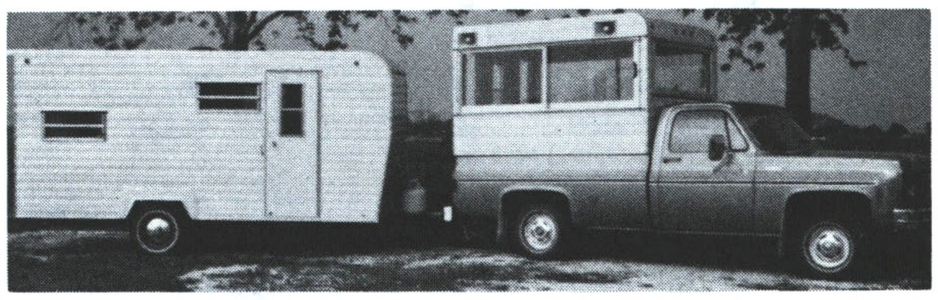
Continued from page 61

have no concept at all of what they are handling. This doesn't really do anybody a service. Naturally, the more you know about your auction items the more effective you can be, and the better you can serve the people who want to use auctions as a disposition.

Swafford, identifying antiques: The best thing auctioneers can do for themselves is to educate themselves as much as possible, or get knowledgeable people to assist them. You will find that knowledgeable people pay for themselves many times over.

Also, education and knowledge are the two things that can bring respect that I would like to see auctioneers achieve for their profession.

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A. Norton, Coldwater; and secretary-treasurer Bob Howe, Leslie. Board of Directors includes Lloyd Braun, Don Brink, Don Diesing, Doyle Dingman, Art Good, Woody Horst, Bob Howe, Dale Wertz, and Garth Wilbur.

The next MSAA quarterly meeting will be held on April 12th in the Battle Creek area.

In Memoriam . . .

DALE E. KELLER

The NAA office was notified by Elmer Gronewold, first vice president of the Iowa Auctioneers Association, that member Dale Keller, 64, Fairfield, Iowa, died March 7, 1983. His death followed several months of illness after selling Keller Realty and Auction Service because of ill health.

A native of Jefferson County and formerly a farmer, he graduated from auction school in 1970 and began business as a real estate broker and auctioneer. Dale Keller was a member of the Iowa Auctioneers Association, having served on the IAA Board of Directors, a member of the Southeast Iowa Board of Realtors®, past president of the Junior Ag Board, and a member of many other local civic and fraternal organizations.



STATE OF NEBRASKA

Proclamation

WHEREAS THE AUCTION METHOD OF SELLING REAL AND PERSONAL PROPERTY IS GROWING RAPIDLY TODAY IN THE UNITED STATES AND IN MANY COUNTRIES THROUGHOUT THE WORLD; AND

WHEREAS THE AUCTION PROFESSION HAS BECOME A VALUABLE SERVICE TO THE PUBLIC, THE BUYER AS WELL AS THE SELLER; AND

WHEREAS THE NATIONAL AUCTIONEERS ASSOCIATION AND THE NEBRASKA AUCTIONEERS ASSOCIATION ARE WORKING TO IMPROVE THE SERVICES OFFERED BY AUCTIONEERS THROUGH EDUCATIONAL PROGRAMS; AND

WHEREAS THE NATIONAL AUCTIONEERS ASSOCIATION AND THE NEBRASKA AUCTIONEERS ASSOCIATION ARE STRIVING TO GIVE BETTER SERVICE TO THEIR CLIENTS THROUGH A MUTUAL EXCHANGE OF IDEAS;

NOW, THEREFORE, I, ROBERT KERREY, GOVERNOR OF THE STATE OF NEBRASKA, DO HEREBY PROCLAIM THE WEEK OF APRIL 3RD THROUGH THE 9TH, 1983, AS:

AUCTIONEERS WEEK

IN NEBRASKA AND URGE ALL CITIZENS TO RECOGNIZE THE MANY CONTRIBUTIONS AUCTIONEERS ARE MAKING TO OUR ECONOMY.

IN WITNESS WHEREOF, I have hereunto set my hand and caused the Great Seal of the State of Nebraska to be affixed this 25th day of February in the year of our Lord nineteen hundred and eighty-three

Allen J. Beermann Secretary of State

Robert Kerrey Governor

PROCLAMATION FOR THE WEEK signed by Nebraska Governor Kerrey.

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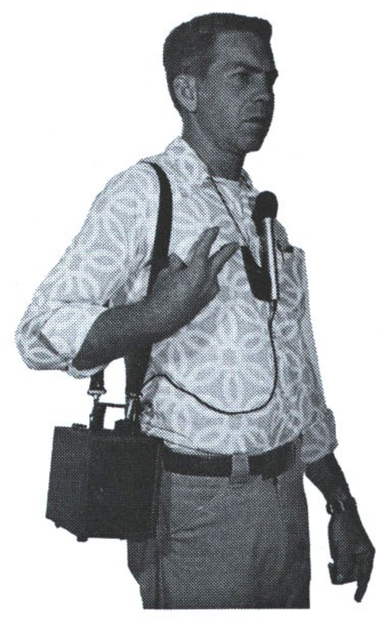
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Nebraska



AUCTIONEERS AND SPOUSES with Nebraska Governor Bob Kerrey proclaimed National Auctioneers Week. Seated from left, Nebraska Auctioneers Association executive secretary Larry Hammer, NAA executive vice president Harvey McCray, Nebraska first vice president Marvin Caspers, Governor Kerrey, Association president Eugene Marshall, and second vice president Randy Ruhter.

Montana convention honors contest winners

During the Montana Auctioneers Association convention, February 11, two auctioneer contests were held, livestock and merchandise. NAA member **Del Strommen,** Vandalia, placed second in the Livestock Auctioneer contest, and a unique finish occurred in the Merchandise Auctioneer contest, A father and his two sons took three top honors: **Kevin Gardner,** Missoula, second place **Davar Gardner,** Kalispell, and third place was shared by father **Morris Gardner,** Hamilton, and **Jack Bowser,** Molt. Awards were belt buckles, plaques and cash.

In addition to the MAA contests, workshops were held during the three-day meeting Salesmanship, The Farmers' Plight, Farm Auctions, and Legal Responsibilities. Immediate past NAA president **Howard Buckles** attended the convention, and judged in the contests, conducted a farm seminar and was the featured speaker at the MAA awards banquet.

The 1983 MAA president is **Robert McDowell, III,** Cardwell; **Rick Stahl,** Opheim, vice president, and **Carol Gordon,** Colstrip, secretary-treasurer.



FATHER, SONS TAKE HONORS. Winners in the MAA Merchandise Auctioneer contest included a father and his two sons. From left, Kevin Gardner, Morris Gardner, Davar Gardner, and NAA past president Howard Buckles.

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Successful auctioneering across the nation

Auction nets FmHA nearly 90% of value

By Dave Overby
CHARLES CITY PRESS
Charles City, Iowa

Over 100 people jammed into the back room of a real estate office, Saturday, January 29, to sometimes bid, but mostly watch, the auction of 14 homes the Farmers Home Administration were unloading.

The homes have been on the market, some for a matter of months, and none had sold at the prices FmHA was asking. This mass auction of "excess inventory" was about the third time FmHA had tried this technique in Iowa, and one of the few times the auction route has been taken anywhere in the nation.

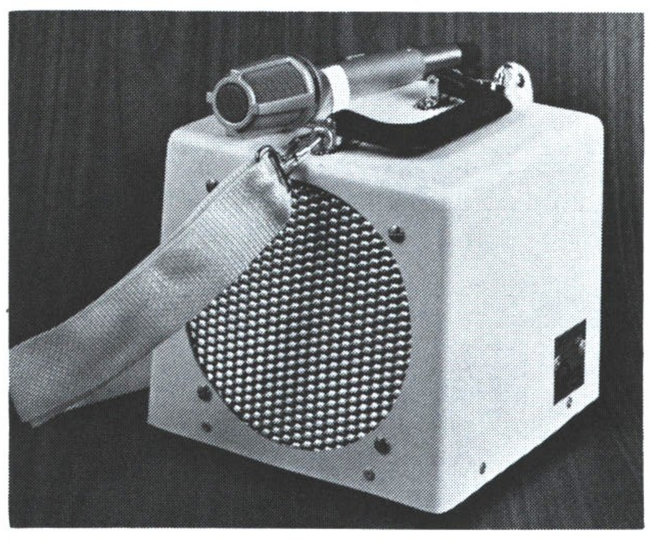
Charles City was a good place to experiment, with unemployment at 15% or higher, housing not selling at all and rental rates actually dropping. The auctioneer, **Wayne Stewart, CAI,** Audubon, was generally pleased with the sales, which according to one calculation, brought 87.6 percent of the orginial list price asked by FmHA.

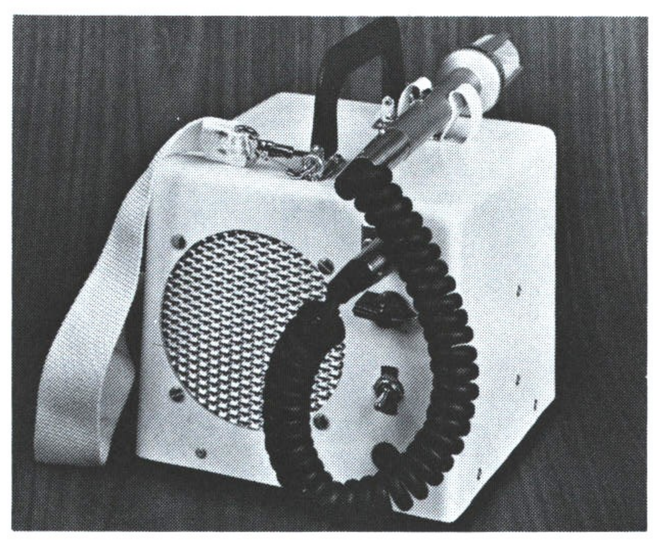
Stewart opened the auction with an explanation of the tax and financing arrangement, which included 12.5% financing for qualified buyers.

(Article reprinted with permission of the CHARLES CITY PRESS.)



PACKED HOUSE FOR FmHA AUCTION. At the front of the room is NAA member Wayne Stewart auctioning FmHA homes. Over 100 people attended.





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Called fellow NAA members, auctioned 21 Woolco's

How valuable is NAA membership? How can an individual member make the annual convention, NAA seminars, and CAI courses *really* payoff? Ask **Dick Keenan,** Kingfield, Maine. When a New Cork company presented him with 21 Woolco stores to liquidate in a matter of weeks, Dick relied on his NAA and CAI directories to locate auctioneers he'd met at NAA conventions, seminars, and CAI courses. THE AUCTIONEER visited one of the Keenan auctions in Omaha, Nebraska, February 11, but the story began much further east.

In December, 1982, a company in New York contacted Keenan with five Woolco stores to consider for liquidation of the interior fixtures. Once the seller realized how well the Keenan staff handled the auctions, the company offered 16 more stores to be liquidated throughout the nation. One of Dick's first phone calls was to NAA member **Gary Garrison,** Muskogee, Oklahoma, who in 1974-75 liquidated 143 H. S. Kress stores. Between the two of them, they purchased the store fixtures of the 16 Woolco's, then sold the contents at auction for themselves. However, the immediate challenge was to auction 12 of the stores by January 31. *That was 12 stores in one week's time, with the stores located in Maine, Iowa, and Wyoming.*

Keenan and Garrison used the NAA and CAI directories to contact, and contract with, local auctioneers who arranged the auctions, then helped with the sales on location. Four Woolco stores were auctioned in one day with the remaining eight sold by the January 31 eviction deadline. Keenan explained it very clearly for THE AUCTIONEER, "If it wasn't for the NAA, I would have never been able to put this thing together."



RING FULL OF NAA AUCTIONEERS. First of all, NAA member Jim Hunter, Council Bluffs, Iowa, is the gentleman in the white cowboy hat. In the foreground, from left, auctioneers Ed Keenan, Kingfield, Maine, and Bruce Polly, Atlantic, Iowa, Jim's son Mike Hunter, and auctioneer Gary Garrison, Muskogee, Oklahoma.





MAINE BROTHERS AND NAA MEMBERS, from left, Edward Keenan and older brother Richard before the Woolco auction in Omaha, Nebraska; NAA member Mark Hunter, Council Bluffs, Iowa, and Dick Keenan. The Hunter auction team exemplifies the local NAA/CAI members Keenan recruited to liquidate 21 Woolco stores in a matter of weeks.



CLERKING AND CASHIERING was done by computer. At the console is Mrs. Linda Garrison, helping the two customers is her mother, Oklah Branson.

The rest of the stores were sold two and three a week in Nebraska, Missouri, Kansas, and New Mexico. At each auction, Dick Keenan or his brother, NAA member **Edward Keenan** was present, along with Garrison and four of his auction staff members. The rest of the auction crew was made up of the local NAA auctioneer and company. Therefore, at any one of the Woolco auctions, advertising representing three auction companies was displayed. Very few problems were encountered, and surprisingly enough, not one bad check was received.

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W. Craig Lawing	2

Needless to say, Dick Keenan's NAA and CAI memberships have generated a profit via 21 out of business Woolco stores. His encouragement to other NAA members?

"When I started in the auction business 10 years ago, I was thirsty for knowledge so I joined the National Auctioneers Association. Then I started attending the NAA seminars, and from the seminars I went on to CAI. Through my connections with other NAA auctioneers throughout the country is how I have the knowledge and contacts to put this whole Woolco package together. Through meeting auctioneers at NAA events and CAI, and knowing the credentials of these people, we were able to put this nationwide package together from my office in the state of Maine. The NAA has done a tremendous job in building my business through its educational programs."

Advertising Rate Schedule — THE AUCTIONEER MAGAZINE

1. **THE AUCTIONEER Magazine** is the official publication of the National Auctioneers Association and is published monthly with the exception that an August issue is not published. Eleven issues are published annually. THE AUCTIONEER magazine is published as a means of exchanging ideas that will serve to promote the auctioneer and the auction method of selling.
2. **ADVERTISING RATES:**

	One (1) time	Six (6) times	Eleven (11) times
Full page	$160.00	$155.00	$150.00
Half page	80.00	77.50	75.00
Quarter page	40.00	38.75	37.50

Column inch: $8.75 per column inch — column is 21 picas wide (3½ inches).

   (a) Color Rates: Two colors (black and issue color) are available only upon consultation with editor. Cover pages also available only after consultation with editor if and when cover (outside back and inside front and back) pages are available. Add 25% to above rates if second color authorized by editor.

   (b) Short Rate and Rebate: Rates are based on the number of insertions in a 11-month period. Short rates will be charged if a contract is terminated prematurely.

   (c) Rate Change: The editor reserves the right to revise all rates quoted herein upon sixty (60) days written notice to holders of contracts. If a rate revision is made and not accepted by the advertiser, the advertiser may cancel his contract.

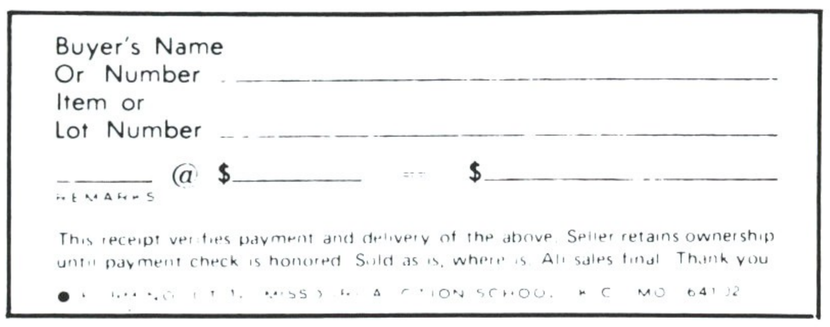
NEW ADVERTISERS: All new advertisers are required to submit credit account information, an insertion order, and payment in advance (with copy), before advertising will be accepted. If applicable to the new advertiser, advance payment for the first three months is required. Submission deadline for new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

3. **AGENCY COMMISSION:** Agencies must add amount of commission to stated rates above and collect from advertiser.
4. **COPY AND CONTRACT REGULATIONS:** The editor reserves the right to reject any advertisement. No cancellations accepted after closing date (see item 7). If advertising is discontinued before completion of contract, short rates for space will apply.
5. **MECHANICAL REQUIREMENTS:** Printed offset. Trim size: 8½ by 11 inches. Number of columns: two (21 picas wide columns). Binding method saddle stitched. Colors available: black on white and upon consulation with editor, second, or issue color.
   Dimensions for ad space: Full page — 7¼ by 9½ inches: Half page — 7¼ by 4⅝ inches; Quarter page — 3½ by 4⅝ inches or 7¼ by 2¼ inches.
6. **CAMERA READY ART ONLY.** All advertising submitted to the NAA office for publication in THE AUCTIONEER must be fully composed, "camera ready" artwork. The NAA office will not prepare or make changes in your advertising. Changes received as camera ready art will be prompty incorporated in your advertising in the next available issue. Any questions about this NAA publication policy should be directed to the NAA office before submitting your advertising.
7. **ISSUE AND CLOSING DATES:** Published monthly (11 times annually) with the exception that an August issue is not published. Issued on the first of the publication month. Deadline for ad copy is the first of the month preceding publication date.
8. **SUBSCRIPTION AND SINGLE COPY:** One year's subscription to THE AUCTIONEER is $18, and only open to non-auctioneers. Single AUCTIONEER copy is $1.75. Subscriptions and issues available only from the NAA office.
9. **ADVERTISING DISCLAIMER:** Products or services advertised in THE AUCTIONEER are in now no way endorsed by the National Auctioneers Association. Simply because a product or service appears in the NAA's official publication, that appearance does not imply an NAA recommendation of the product or service over any other. Problems encountered with an AUCTIONEER advertiser should first be directed to the advertiser for satisfaction. If the problem remains, then the NAA office should be notified.

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

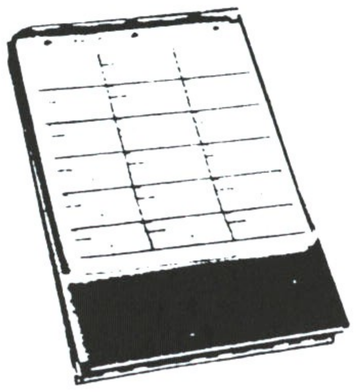
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  Original and 2 copies on NCR paper (makes its own carbon copies) 8½x11" sheets perforated to make 12 tickets 1¾x4½". This is an extremely fast, easy, and accurate combination clerking and cashiering form. This one form replaces both the standard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

  9,000 Tickets (1-3 White, Canary & Card) $27.50
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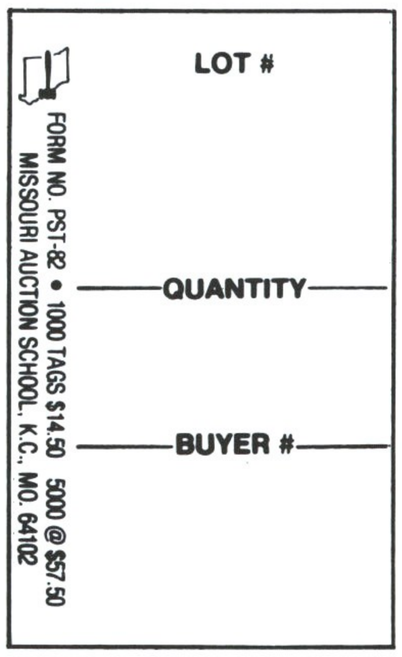
- **100 SLOT SMOKED PLEXI-GLASS CLERKING TICKET FILE**

  Overall size 23"x16"x4". Slots are 2⅜" x ⅞" x 3½". Handle for easy carrying or nail to a wall for permanent installation.

  Slots numbered 1 to 100 plus A to Z ..... ONLY $59.95



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



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

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

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

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

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

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

SPECIAL CLERK SAVER STARTER KIT

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COLONEL® 1



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

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

COLONEL® 2

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

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

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





COLONEL® 3

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

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

List Price: $595.00

Auctioneers Cost: $357.00

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