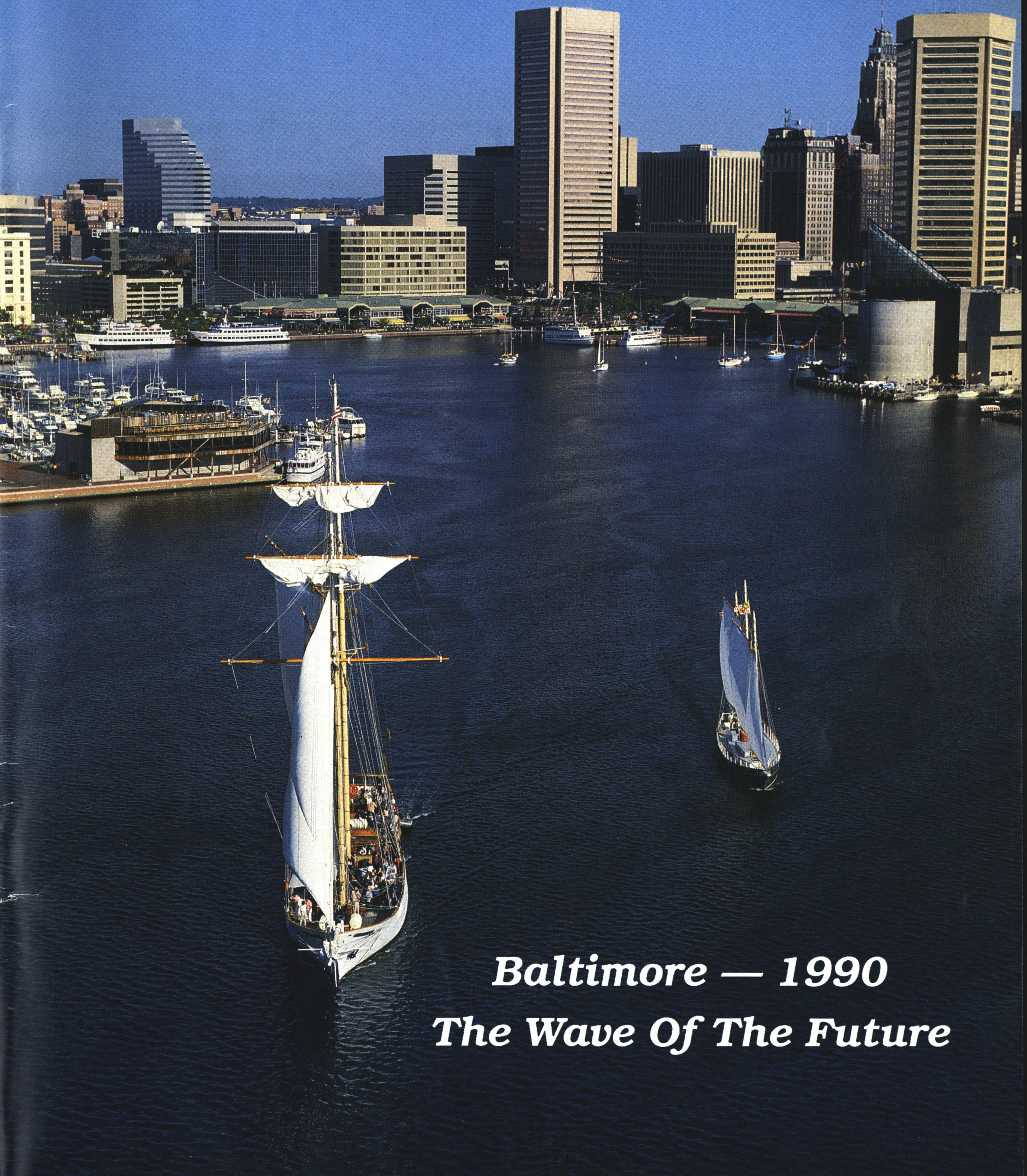
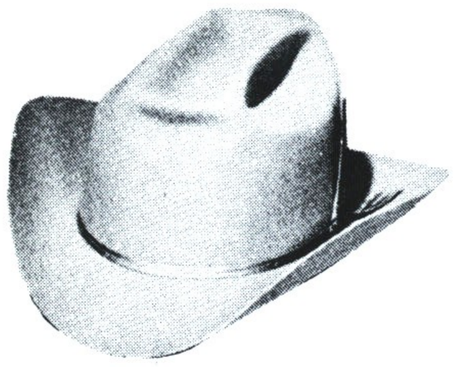
THE AUCTIONEER

The Magazine of the National Auctioneers Association • June 1990



Baltimore — 1990
The Wave Of The Future

ATTENTION ALL NEW AND OLD MEMBERS OF NAA



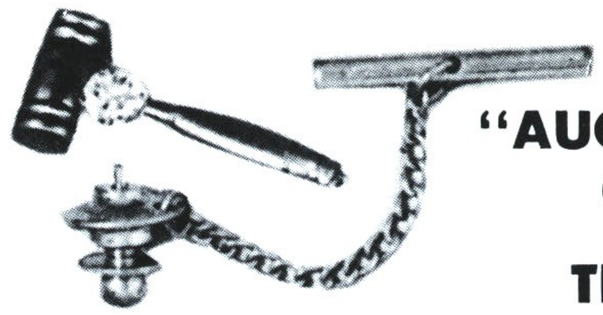
Stetson "Wisp"

Auctioneer Hat

We have been privileged in the past to supply a few items that have been beneficial to the well being of many old as well as new auctioneers throughout the country. Back in the 60's we contracted with a major hat manufacturing concern to make the "Auctioneer" hat which comes in both "Felt" and "Straw" and in three different brim widths (2 1/8", 2 3/8" and 2 5/8"), the felt in silver belly (light grey) color and the straw, rice color. Down through the years we have sold thousands of these hats to auctioneers in every state. Eighty percent of our business is "repeat" in that those who wear them like them. Several years later we added the Stetson 4X silver belly "Wisp" hat—this is the hat you see advertised and worn by the "Marlboro Man". The two pictures above depict both the "Auctioneer" and the ever popular "Wisp".

We had so many calls for the white Panama hat that we added that to the line in a 2 1/2" brim width. Nothing is better for summer wear that a white Panama Stetson hat.

I have heard, "What do you give an auctioneer who has everything", many times and the best answer I know is an auctioneer's Gavel Tie Tac. They are an attention getter and will provide many a conversation. I have booked several sales because of the one I wear—I never go anywhere without mine and would feel naked without it. Sterling Silver or Gold Plated tac with or without man-made diamond start at $50.00. Solid 14k Gold Tacs start at $320.00. To add a diamond additional prices are $120.00 up according to the size diamond you wish mounted thereon. Call for prices. They make great Christmas, anniversary, birthday or just because you love 'em presents.



"AUCTIONEER'S GAVEL" TIE TACK

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Milan Straw Hat (2 1/8", 2 3/8" and 2 5/8" brim)	$30.00
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Call for prices.	

(All items plus 5% sales tax)

Please note a slight price increase that has been brought about due mostly to over a 500% increase in advertising costs since we first started this mail order service.

We have not given the best service in the past year because we have had difficulty getting delivery on our hats — now that has been remedied and by spring we will have a complete selection of felt hats. Get your orders in now for spring delivery. Animal protection groups have caused the acquisition cost of Beaver Pelts to skyrocket some 400% within the past 12 months and the demand for high quality hats has gone up some 300% and that is the reason for the price increase on the felt hats.

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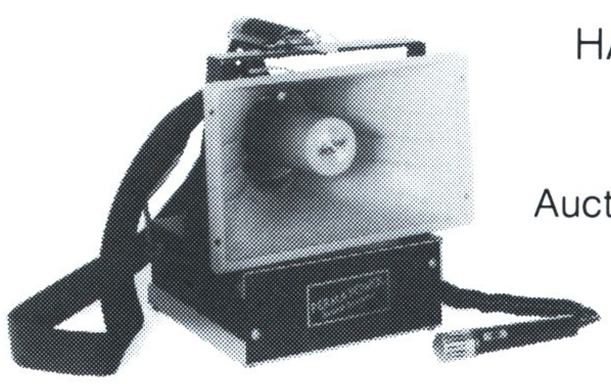
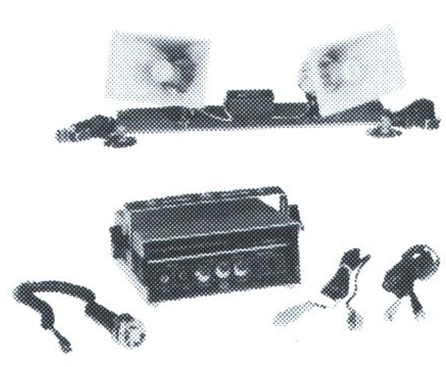


HALF-MILE HAILER
MODEL S-610
List: **$349.00**
Auctioneers Cost: **$279.50**

SOUND CRUISER
MOBILE P.A. MODEL S-310
List: **$599.00**
Auctioneers Cost: **$479.50**



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

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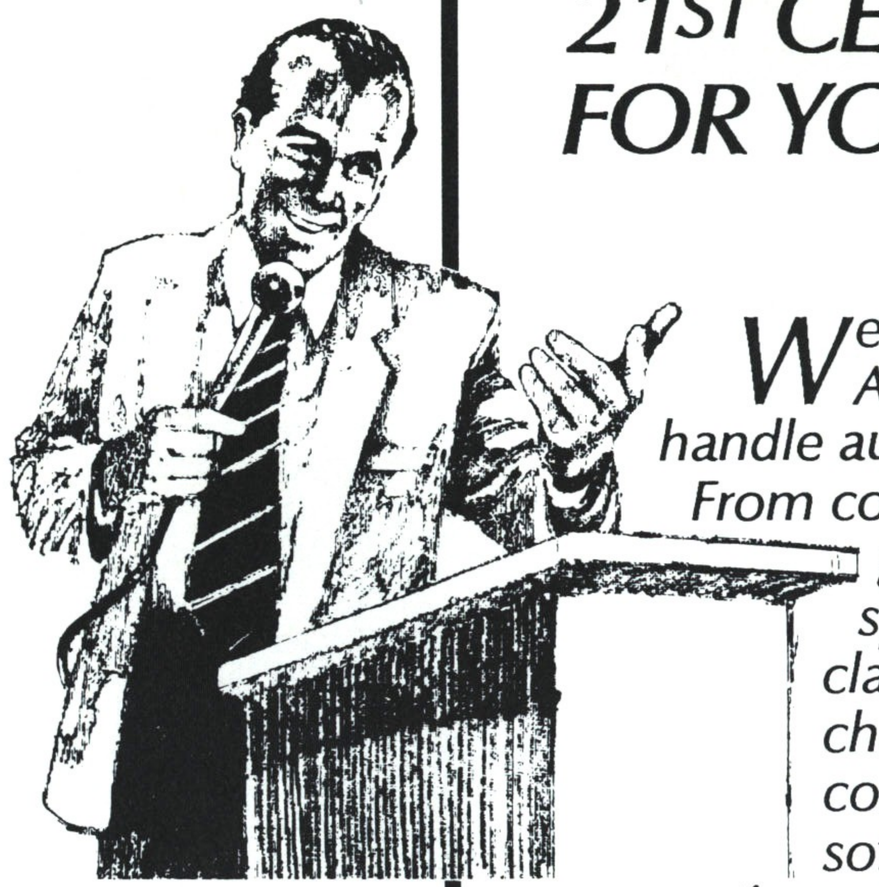

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THE AUCTIONEER

June 1990 Volume XXXI, Number 6

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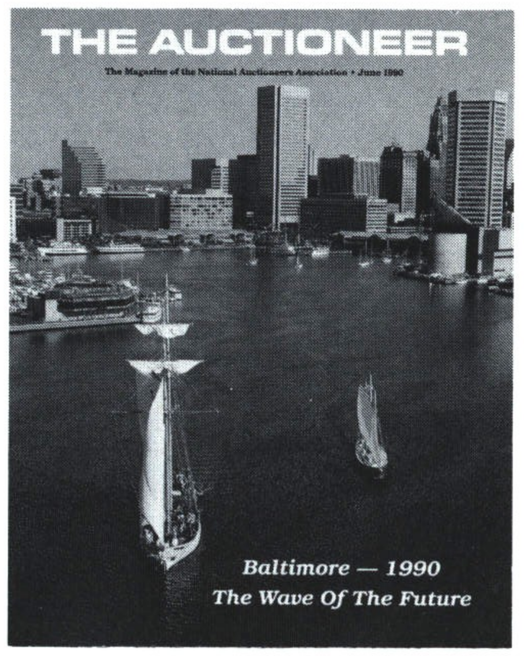

This photo shows the full splendor of Baltimore's Inner Harbor area — site of the 1990 NAA Convention. The host hotel for the convention, the Inner Harbor Hyatt Regency, can be seen in the upper left hand corner of the photo. The Hyatt is the hotel with the reflecting glass.

THE AUCTIONEER magazine is the official publication of the National Auctioneers Association, 8880 Ballentine, Overland Park, KS 66214-1985. Phone (913) 541-8084, FAX (913) 894-5281. Submit all advertising to the above address. 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 marketing.

Editorial and Advertising must be received at the NAA Headquarters on or before the first day of the month preceding date of issue. Additional advertising information on facing page to back cover.

President's Message

Executive Vice President Named

Dear Fellow NAA Members,

I am proud to announce the promotion of Joseph Keefhaver as our new executive vice president. Joe has the qualifications necessary for the job. The selection committee searched through more than 400 resumes and interviewed over 25 applicants without finding someone we felt could do as well as Joe. What Joe lacks in experience, he compensates for with enthusiasm.

Joe has many ideas for improving membership services, and the Board looks forward to his leadership and dedication.

Thanks For Allowing Me To Serve

I want to thank you all for allowing me to serve as NAA president. It has been a very exciting year, filled with lots of great memories, seeing many old friends, making many new friends, and trying to do what was best for all NAA members.

It was, and still is, my desire to serve you in a way that would make you proud and satisfied with the many things that have transpired this year. Many thanks for giving me excellent members on the Board of Directors. It has been a wonderful experience working side-by-side with these great individuals.

I do not want to forget the new NAA staff. They have, with Joe Keefhaver's leadership, done an excellent job. It was not easy for them, coming into an office where several employees had walked out, leaving no operating procedures, leaving correspondence unanswered for weeks and the office in general a mess.

I know it was difficult, but they weathered the storm, have produced operating procedures and have the office in excellent condition.

Last but not least, to my wife, Lucy, who has shouldered the extra work load that I have neglected in our family business, I give my thanks and love. Without her dedication and diligent efforts, this year would have been a disaster. She has been my inspiration for the last 35 years and is responsible for what success we have enjoyed.

Mark Your Calendar — July 9 Through July 14
*** Baltimore ***

With Warmest Personal Regards,

Ronald W. Faison

Ronald W. Faison, CAI
NAA President

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Real Estate Auctions Under Attack

A city in California has effectively banned the use of The Auction Method of Marketing to dispose of certain types of real estate.

Rancho Mirage, Calif., has passed an ordinance that makes it very difficult to conduct real estate auctions that involve more than one piece of property.

A spokeman for the city claimed the ordinance was passed for public safety considerations, but language spread throughout the ordinance had auctioneers questioning that reasoning.

The first paragraph of the ordinance reads: "... the connotation of a real estate auction is demeaning to the image of the City of Rancho Mirage and projects a false image and perception of real estate value within the city, economic market conditions and the aesthetic quality of Rancho Mirage."

Vance Vantassell, a Sacramento, Calif., auctioneer and lawyer, was outraged when he first heard of the ordinance. Vantassall is a former NAA director.

"This is war," Vantassell said.

The ordinance should be tested in court as soon as possible, Vantassell said. He cited several areas of the ordinance that he felt would not stand up under close scrutiny in court.

The ordinance says "we essentially are going to keep you from having an auction sale," Vantassell said.

Rancho Mirage City Attorney Jean Harris said there was no intention to discriminate against real estate auctions.

The ordinance was passed to protect public safety, Harris said. He cited a proposed auction at a private community which would have created a safety hazard because of potentially large crowd.

Traffic circulation problems, security problems and the invasion of the privacy of the inhabitants of the community were the main concerns of the city council, Harris said.

Traffic concerns are addressed in the ordinance. The ordinance forbids on-site auctions, regulating them to hotels. Pre-auction viewing of the property is also strictly regulated. No more than 12 people per residential until may be allowed at the property site at one time.

In addition, a multi-passenger vehicle must be available to take potential buyers to the property site.

Auctioneers cannot escape the ordinance by moving the actual auction outside of the city limits. A permit is required to conduct auctions of property inside of Rancho Mirage even if the actual auction is taking place somewhere else.

However, safety concerns do not explain the fact that the ordinance is speckled with anti-auction statements.

Harris admitted that some of the city council's members were not driven by safety concerns when the ordinance was passed.

"Maybe some council members felt, truly, real estate auctions are demeaning to the community and in their minds it may be the No. 1 reason," Harris said.

The auctioneer who first brought the matter to the attention of NAA Headquarters, **Mel Giller**, was forced to cancel a planned auction when this ordinance was passed.

Apparently the catalyst for the passing of the ordinance was a dispute over whether Giller had applied for the necessary permits that were required even before the ordinance was passed.

Giller is very angry over the turn of events in Rancho Mirage and plans legal action.

There was nothing out of the ordinary about this particular auction, Giller said. The problem with permits arose because the city's personnel were not aware of California state law, which mandates what kind of license auctioneers need to conduct real estate auctions.

"I did all the things I was supposed to do," Giller said.

"Some of the good old boys sitting up there on the city council felt in their infinite wisdom that a real estate auction within the confines of the extremely affluent community of Rancho Mirage would actually hurt, put a blight on prices in the area, which is nonsense."

The negative remarks in the ordinance especially anger Giller. "To have somebody on the city council make those kind of inflammatory remarks about my profession that I've worked so hard to maintain — you talk about getting hot."

Giller contends that the city could have passed an ordinance that addressed legitimate safety concerns without passing such a restrictive ordinance.

"Forget about all the smoke that they're blowing about traffic, it's just that they took a very negative attitude about a real estate auction being conducted in Rancho Mirage," Giller said.

A recent article in a local newspaper said that all the mayors of the nearby communities — including Palm Springs, Calif., — would not be opposed to auctions being held in their communities.

Prospective buyers are termed in the ordinance as "springing upon these private, walled residential areas."

The ordinance was originally passed under emergency provisions to stop Giller's planned auction.

Under the Urgency Clause, the ordinance read: "Unregulated real estate auctions will cause immediate, substantiated detrimental impacts upon the health, safety and general welfare of the City of Ranch Mirage."

"That's a devastating statement to make, devastating," Giller said.

Vantassell agreed with Giller that the underlying cause of the ordinance might very well be a case of snobbery.

"What they want to say is you can't use the Auction Method of Marketing to sell real estate," Vantassell said. "It comes awful close.

"It's hard to explain the acts of irrational people."

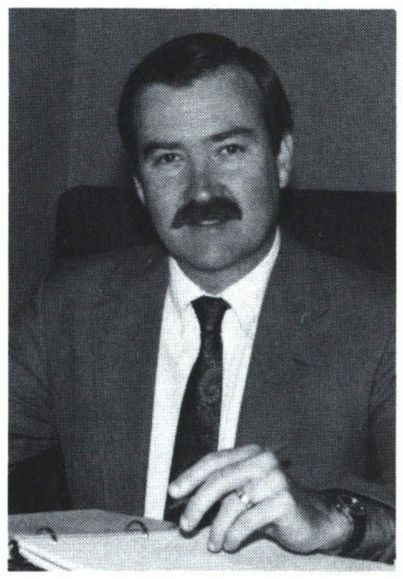
Keefhaver Selected Executive Vice President

Joseph G. (Joe) Keefhaver was appointed executive vice president of the National Auctioneers Association (NAA) at the April 29-30 meeting of the Board of Directors.

Keefhaver, 40, was first employed by NAA in September 1988 as director of publications. He later became assistant to the executive vice president. He worked at the 1989 convention in Cincinnati, as well as this year's Las Vegas and Orlando seminars.

Prior to joining the NAA staff, Keefhaver was involved in the community newspaper field. He established a mimeographed weekly newspaper in Platte County, Mo., in 1962 at age 12 and continued it through high school and college. It was converted to web offset printing in 1966 and eventually became the county's largest paid-circulation weekly. Keefhaver was a speaker at the 1967 convention of the Missouri Press Association, which recognized him as the state's youngest publisher of a conventional newspaper.

Keefhaver and his wife operated the Platte County newspaper from 1971 through April 1983. Following the sale of that business, he was employed by the Smith Newspaper Group of Fort Payne, Ala. His first assignment was as a reporter for the daily in Chillicothe, Mo. Later, he published the group's two newspapers in Ironton, Mo. After leaving Smith, he edited the weekly newspaper in Louisburg, Kan.



Keefhaver; his wife, Glenna; and their two daughters, Grace, 6, and Anne, 3, continue to reside in Louisburg.

The executive vice president is a member of the Kansas City Society of Association Executives. In the past, he has been active in Lions Club work and served as a city council member in his hometown.

"I am gratified by the confidence the Board of Directors has shown in me," Keefhaver said. "This job will be a tremendous challenge, but I am approaching it with enthusiasm. I have appreciated the assistance and support I have received from the NAA membership in the past, and I am looking forward to serving you in the months and years to come."

In other action, the board elevated John Walter to the position of director of publications. Walter came to the NAA in November 1989.

RTC Plans Huge Real Estate Auction

In a major policy shift, the Resolution Trust Corporation has opened the door to wide-spread use of the Auction Method of Marketing to dispose of property acquired from failed savings and loans.

A major auction of these properties has been scheduled for late summer. The exact time and date of the auction was not known at the time of the RTC's announcement.

The auction will offer commercial real estate properties, each with an appraised value of at least $1 million. The total value of all properties auctioned is expected to be $200 million to $300 million during this one auction. The RTC had not yet determined the properties to be put on the block.

RTC representatives cited the high cost of carrying properties as the reason for the new strategy. The government bailout of failed savings and loans had been moving at a slower than expected pace, increasing the cost to taxpayers. It is hoped that the Auction Method of Marketing will reduce the cost of the bailout.

As part of the overall policy shift, the RTC will allow properties to sell for less than it originally planned. The first set of RTC guidelines set strict restrictions in many states on how much below appraised value properties could be sold for. The new policy will allow the RTC to "mark down" properties after they have been on the market for varying lengths of times.

Properties sold at auction can be purchased at 30 percent less than appraised value. RTC had been insisting that most property must sell at 95 percent of appraised value.

The policy change was met with approval in many quarters, even among those who had opposed the Auction Method of Marketing initially because of fears that property would be dumped on the market, lowering real estate prices in general. A growing sentiment is that the properties have not been selling because they have been appraised at too high a value.

Auction Company of America was selected by the RTC to handle this first crucial auction. In the near future, the RTC is expected to begin the process of selecting additional firms to hold more auctions later this year and early next year.

Items Sought For Fun Auction

Those of you planning to attend the 1990 NAA Convention in Baltimore are encouraged to bring along an item for the Fun Auction. The auction, which will be held Thursday night, July 12, in the Hyatt Regency's Constellation Ballroom, helps defray convention costs and is expected to draw a capacity crowd.

Among the items already donated for the auction is a 20x20-foot tent. It is being provided by Eureka Tent Co. and **Cliff Shuler** Auctioneers of Titusville, Fla.

Items may be checked in from 5 to 7 p.m. the day of the auction. Selling will begin at 7.

Dean Howard, CAI, is chairman of this year's event. **James G. Murphy** is co-chairman.

Little Things Mean A Lot

by William B. Kurtz, CAI
CAI Governor
Owensboro, Ky.

The above may be an old song title that has to do with boy-girl relationships. However, it also can have a lot to do with auctioneers and their clients or customer relationships.

The decision to auction property is serious. Which auctioneer to select is likewise a big decision. Have you ever asked, "why did you select our firm to conduct your auction?" Were you surprised at the answer? Many times, this big decision is made on the basis of some small, seemingly insignificant reason.

Think of those from whom you have made major purchases. We would like to believe that we go through a very rational reasoning process and choose one product or service over another based on pure logic — the Ben Franklin process every time. It's not that way. No, most of the time it is the small thing, either positive or negative, that drives us toward or away from a purchase.

How do you and your firm stack up in the "little things" department?

Do you have a ready smile and a friendly "hello" for all?

Do you open your auctions in a friendly, courteous and business-like manner?

Do you offer a sincere "thank you" to each customer as they purchase an item at an auction? A "thank you" costs nothing, yet it pays big dividends.

Do you keep your clients informed? Do you tell them what you are going to do as their auctioneer and when you'll do it?

Do you meet and shake hands with all your customers and call them by name? The sweetest music to people is when they hear their own name called.

Is each call to your office greeted with a friendly and courteous voice?

Do you clean up after the auction? Your clean up job will make a positive statement with neighbors concerning you as an auctioneer.

These are by no means all of the little things. There are many more. But being a good auctioneer and a good business person does not involve any complicated plan or personality. It does involve doing many little things well. It involves doing the little things that unsuccessful auctioneers are not willing to do.

So, that extra charity auction. Agree to serve on the committee at the chamber of commerce. Take the chairmanship of the Salvation Army campaign of the family Y drive. Those little positive efforts in the community speak well for you and the entire auction profession.

Remember, "word of mouth" advertising is the most effective of all. Cause those mouths to talk in your favor. A disgruntled customer, many times over a small issue, will repeat his/her displeasure with you 11 times. Those who hear it will repeat it many times.

Bad news travels far and fast. A satisfied customer will repeat his pleasure with you two to three times. It's an uphill fight.

Sow those little positive seeds. Do those little things right, then make them a personal habit or a company policy.

They will pay dividends in the form of a long, happy and rewarding auction career.

Bylaws Change To Be Considered In July

Notice is hereby given that the Board of Directors will consider the following amendment to the Bylaws of the National Auctioneers Association when it meets at 12:00 p.m. Friday, July 13, 1990, at the Hyatt Regency Hotel in Baltimore, Md.

The proposed addition to Article III, Section 2, is underlined below:

Article III — Directors

2. Number of Directors, Election and Term of Office: The Board of Directors shall consist of the President, President-elect, Vice President, Treasurer and Chairman of the Board of Directors, who will be the immediate past president; twelve (12) elected members of the Association, four (4) of whom shall be elected annually; and two (2) appointed members, who shall be the president and president-elect of the Certified Auctioneers Education Institute, Inc. The President, President-elect, Vice President and Treasurer shall hold office as Directors so long as they hold their respective positions as elected officers of the corporation. The term of office of the elected Director shall be for three (3) years. In addition, the Executive Vice President of the Association shall be a member of the Board of Directors, but shall not be entitled to vote.

According to the Bylaws, the "Board of Directors shall have power to make, alter, amend and repeal the Bylaws of the corporation by affirmative vote of two-thirds (2/3rds) of the members of the Board of Directors present at a meeting at which a quorum is present, provided, however, that notice has been given to the Board of Directors of the proposed action at least thirty (30) days prior to the meeting at which such action is taken."

Comments to the Board of Directors are encouraged.

Residential Properties Not Immune From Environmental Concerns

by Dr. Terry Evans
Columbia, Tenn.

We are becoming more and more aware of how the growing environmental problems affect the quality of life. Citizens who express concern about the quality of the air and the water in the community are no longer thought of as radicals. Concerns about the environment are coming from every age group and every economic group in our society.

In the 1990's, environmental issues will affect the value of residential real estate properties. Just as rising home energy costs become a factor in home sales in the mid 1970's, environmental related issues will be considered by potential home buyers. It will not be uncommon during this decade for home buyers to arm themselves with checklists so they can ask questions not only about energy costs, but also about any potential environmental problems that might be located on the property or external to the property.

Employers will have to learn how to deal with employees that might refuse a job transfer because of poor environmental conditions at the new proposed destination.

Families in the 1990's will be more concerned about the air their children breathe and the water their children drink than they will be about their careers.

Also, important factors will be locations of landfills, airports, and high voltage transmission lines. All of these potential hazards could affect the health and well being of the family.

The new concerns about the environment and health will bring a new industry to life devoted to measuring and monitoring environmental issues for home buyers. In this decade, homes will be equipped with sensors and gauges attached to a home computer that will measure and monitor the quality of the environment in the home interior and exterior.

Families will be able to determine the type and quality of pollution particles in the air. Equipment attached to the water systems will monitor the quality of the water and filter out pollutants. Heating and cooling systems will be modified to maintain a higher quality of indoor atmosphere. New systems will measure radiation in the house and turn on proper vents to eliminate potential collection of gases. Technology for homes will move faster than it did for VCR's and compact discs.

Outside the home there are many changes taking place in the residential neighborhoods. The issue of where to dispose of our garbage and trash is a hot issue in most parts of the county. Americans generate 3 1/2 pounds of trash per person each day. In the next three to five years, over 50 percent of the nation's landfills will be full. The pressure on politicians "not to put the trash in my backyard" may force some cities to make costly decisions and succumb to political pressure.

The bottom line is consumers are going to have to create less trash and force businesses and manufacturers to use less packaging. Pressures from consumers will also drive businesses to provide more goods made from recyclable material and also to recycle their waste.

Another issue with respect to residential properties is the view. Our view is becoming less and less transparent. Our visibility is declining at an alarming rate. Seventy to eighty percent of the haze in this country is man made. Man is spewing large amounts of sulphur dioxide into the air and SO2 attaches to water particles and forms the rusty haze that we see over much of the landscape. As people become more aware of the harms of the polluted air, we will see it make a difference in where Americans choose to live.

Auctioneers must be aware these issues exist. When we prepare to market homes using the auction method in the future, we have to be able to measure that environment in and around the homes we are selling in order to limit liability and provide a prudent service. There are some major questions about residential properties that we should be asking today before we sign a contract to sell a home. Some of these questions are as follows:

1. Is the property in the 100-year flood plain?

YES _____ NO _____

DISCUSSION: In most areas of the country, the 100 year flood plane is changing rapidly. When we develop commercial, industrial and residential sites, we diminish the natural drainage. There is no more rainfall in most areas of the country, but the water all gets to the same drainage area at the same time, causing flash flooding. Flood planes around a home can be affected by the washing of contaminated materials and sewage into the residential areas.

2. Has the home been tested for radon?

YES _____ NO _____

DISCUSSION: There is more and more evidence being made public that radon gas contributes to cancer in humans especially those that are over 50 years old. There are areas in the country that are more likely to have radon in residential homes. A suggestion would be to check with your local health department to find out if there is a high rate of radon gas detected in your area. If there is, you might consider having homes tested for radon prior to sale. Homes with basements are more susceptible to collection of radon gases than homes without basements.

3. Has the dwelling ever been insulated with Urea Formaldehyde

(Continued on page 10)

Speaker For Banquet Is Selected

An outstanding speaker has been lined up for the President's Banquet on Saturday, July 14, at 7 p.m. for the Baltimore Convention.

Grady Jim Robinson is renowned for his inspirational, fun-filled messages. He speaks before groups over 100 times a year, tailoring his famous "One Leg At A Time" speech to each audience. His presentation has been called an artistic blend of inspiration and humor, a rare combination of downhome fun and uptown inspiration.

"My goal, and my job, as a professional speaker is to have a profound, life-changing impact on every audience," Robinson said. "I want every person in the audience to sit back, relax, and laugh openly and deeply at my stories of growing up in Arkansas; and while they are laughing I place upon their minds and hearts a tremendous challenge.

"The challenge is a simple but profound one that I have carefully intertwined within the stories and anecdotes of my speech. It is the invitation to look deep within your own life experiences, your own uniqueness, your own best stuff, and create your own future."

Robinson began his career as a youth minister. After 10 years as a minister, he had earned a reputation as an entertaining speaker. Searching a wider audience, Robinson became a full-time writer and speaker.

Environment

from page 9

Foam Insulation?
YES _____ NO _____

DISCUSSION: In the 1970's, many older homes were insulated with Urea Formaldehyde Foam Insulation. The insulation was considered to be a breakthrough because holes could be drilled in the wall plates and the foam could be blown in to existing walls to provide insulation. It was later determined the insulation gave off an invisible gas that was harmful to the health of occupants. Lenders are hesitant to consider loaning money on houses that have UFF insulation.

4. Is there any evidence of soil contamination?
YES _____ NO _____

DISCUSSION: A past history of owners of the property would be helpful in determining any activities that took place on the property that might have caused soil contamination. Dumping motor oil in ditches or disposing of chemicals used in various household and lawn activities could provide the source of soil contamination.

5. Is the sewage system in the area adequate?
YES _____ NO _____

DISCUSSION: In many cities, the sewer systems are inadequate. The run-off from rainfall enters the system and cases raw sewage to gush out of man-holes and many times raw sewage is dumped into streams or drainage areas located near residential properties. A visual inspection should determine if there are any man-holes located near the property and if there are any low lying drainage areas that appear to have had sewage run-off.

6. If there is a well on the property, has it been tested in recent months?
YES _____ NO _____

DISCUSSION: Water tables can become contaminated by the injection of waste in the deep wells or the seeping of waste from landfills, waste dumps, lagoons, waste ponds or settling basins located nearby. In past years, EPA has allowed some waste to be intentionally injected into deep wells drilled on manufacturing sites. Some of this waste may have seeped up into the water table.

7.Is the property located near a high voltage, overhead power line ?
YES _____ NO _____

DISCUSSION: There is mounting evidence that high voltage power lines can cause health problems, especially in children under 15 years of age. These "high lines" create a magnetic field that can do harm to humans. The research on this issue is still in its early stages, but the evidence is sufficient enough for parents of young children to be concerned.

8. Are there any manufacturing companies, farm operations or other enterprises located near the property that would contaminate or pollute the air around the dwelling?
YES _____ NO _____

DISCUSSION: We know there is pollution everywhere. In some cases, there can be more air pollution in a particular area due to the high volume of polluted particles emitted into the air. Local health authorities and state agencies should be able to provide any data that you might need.

It is impossible to cover all of the possible situations that might occur with respect to residential properties. The questions we have raised are just some of the issues that could be discussed. The real question is who is responsible for inspecting the properties and making the observations. In many cases that have been decided with respect to environmental issues, any one that had knowledge environmental problems were present, could be liable for the cost to remedy the situation. Present laws seem to provide some protection if an attempt is made by the parties involved in the transaction to determine if there are any environmental problems and if so, to determine the extent of the problem.

Auctioneers should consider using an environmental checklist to inspect properties prior to sale. This environmental checklist could be attached to the contract. The new purchaser could also use a checklist to review the property at the time of sale and his review sheet could be attached to the contract. Any steps that you take as a selling agent to inquire about environmental issues may earn you some protection from future environmental liabilities.

Charity Auctions Need Professional Touch

by James Murphy
NAA Director
Edmonds, Wash.

You may not be charging for charity auctions today, but you might change your mind after reading this article.

First, let us change the word "charity" to "fund-raising" auctions. Most of these events are for charity, but many are for private schools, political parties, and social affairs.

When I first started in the business, I was ambitious enough to do fund-raising auctions without charge, and probably would have even paid them to do their auction if asked, since this was an excellent way to gain experience and have your name before the public — or, as I did on many occasions, for the sheer love of auctioneering.

As time goes on, however, you may find yourself committed to more weekends than you would like. It seems like there is never enough time for family and friends.

You work all week, then spend Friday or Saturday nights at these events — and "bingo," it's Monday again. Sound familiar?

In some areas of the country, there are only a few auctions of this type annually, and it probably should be the responsibility of the local auctioneers to participate as a community service.

In the metropolitan areas we have our favorite fund-raisers, and we donate our services and gifts to several, but just how much are we expected to do?

Frankly, if I do a long Saturday night auction, I'm really tired for a couple of days, and all of a sudden Monday is just around the corner. It is encouraging, however, to offer items at an auction that bring full retail value and lots of action by the guests. However, you return to reality very quickly the following week when facing a hard-nosed professional buyer at your regular sales.

As commercial auctions become more technologically advanced, so too is the demand surfacing for fund-raising auctions to be better equipped, more organized, and offering something new to their guests. We're seeing specially designed computer programs, designer bidding cards, catalogs, and bidding forms. Many have included silent auction and "bid-o-gram" systems along with the live auctions. Some have gone to two- and three-day events, and lately there have been some successful luncheon affairs.

The various types of fund-raising auctions are also changing from the old "box lunch socials" to offering guests the opportunity to bid on dinner for twelve at the Plaza Hotel in New York for $12,000, or fly to Disney World for the weekend. Specialty-type auctions, like the "most eligible bachelor" or "your favorite celebrity waiter," are also becoming popular.

The demand for fund-raising auctioneers has increased substantially. Some auctioneers are specializing in this type of business and are offering consulting services in addition to serving as the auctioneer.

Most chairpersons of a fund-raising event are active leaders in their community and their time is limited. They are looking for as much advice and assistance as possible and are not adverse to paying for this service, especially if it will reduce their work load and increase the monetary return. The consultant can assist in the selection of items, the selling order, the choice of sites and services, indoctrination of the volunteers in their work as cashiers and spotters, choose the right entree (game squab is out — it messes up the catalog and interferes with hand-shaking), and compliment the chairman on what a great job he or she is doing.

The amount of money raised annually at fund-raising auctions must be enormous! In our area alone last year, there were at least 400 fund-raising auctions, all within driving distance of Seattle. One auction (in one night) raised over $1,100,000 net! The request for this type of consulting and auctioneering service has been so strong that we have formed a division solely to serve this demand.

It would be interesting to have some statistics about fund raising auctions throughout the country. If you would take the time to write me about your area, I will consolidate the information and report back to you, either at the Convention in Baltimore or in a future issue of *The Auctioneer*. It would be very interesting to get some idea of just how many dollars are raised throughout the country through these fund-raising auctions.

Whether you decide to charge or to donate your services, do it in style — and always with the best interest of your profession.

James G. Murphy *was elected to the NAA Board of Directors at the 1988 Kansas City, Mo., Convention. He is a former president of the Washington Auctioneers Association. Murphy is active in charitable and civic organizations in Washington. He has conducted a workshop on "Advertising Auctions" for the NAA. Murphy established the James G. Murphy Co. 20 years ago.*

Convention Workshop Presenters Plan Exciting Convention

Agri-Business At Auction

Keith Sheridan of Cedarville, Ohio, and **Blaine Rentzel** of Emigsville, Pa., will be presenters at the "Agri-Business At Auction" workshop at the Baltimore Convention. The workshop will be held from 1 p.m. to 5 p.m., Thursday, July 12. (*Note: This is a schedule change.)*

The workshop will be split into two parts. Sheridan will give a presentation on "Agricultural Real Estate At Auction." Rentzel will discuss "Farm Machinery At Auction: Listing Through Closing." Following each speaker a distinguished list of auctioneers will lead round-table discussion on topics raised in the presentations.

After Sheridan's presentation the following auctioneers will organize discussion groups:

NAA Director **James Murphy**, "Advertising Agricultural Real Estate"; **Virgil Butts, CAI**, "Closing Agricultural Real Estate"; Sheridan, "Contracts"; **C. Sherman Allen**, "Bid Calling"; and Rentzel, "Terms And Conditions."

After Rentzel's presentation, the following auctioneers will organize discussion groups:

Murphy, "Preparing Equipment For The Auction"; Butts, "Set-up Of Equipment"; Sheridan, "Advertising An Equipment Auction"; Allen, "Closing An Equipment Auction"; and Rentzel, "Listing A Machinery Auction."

Sheridan operates a full-service auction company known as Keith Sheridan & Associates. He is also a real estate broker and appraiser, licensed in both Ohio and Kentucky. He is past president and director of the Ohio Auctioneers Association and has spoken to many civic and professional groups concerning the auction and real estate professions.

Sheridan attended Ohio State University and has been a licensed auctioneer for 16 years. Besides his memberships in the NAA and the OAA, Sheridan is a member of the Xenia Rotary Club, serves as an elder at the Clifton Presbyterian Church, is a former school board member and presently serves as public relations director for the Green County, Ohio, Fair. He was chosen as Cedarville area "Man of the Year" in 1981.

Keith Sheridan

Real Estate At Auction

In what organizers think will be a "best-ever" effort, the "Real Estate At Auction" workshops at the Baltimore Convention promise to offer something for everyone.

Two real estate workshops will be held. The first one will be at 1:30 p.m. to 5 p.m., Friday, July 13, followed by the second session at 9 a.m. to 12 noon, Saturday, July 14.

The format for both workshops will be the same. NAA Director **Jim Gall, CAI**, will act as moderator of the workshop both days and **Martin Higgenbotham, CAI**, will give an opening address at the start of both sessions.

After Higgenbotham's address, auctioneers will dissolve into several round-table discussions, which will be led by some of America's top real estate marketing specialists. The roster for these discussion leaders was not complete at press time for *The Auctioneer.*

The final item on the agenda for both sessions will be a "Great Ideas" session with each table presenting a new and exciting auction strategy to the group as a whole.

The moderator, Gall, is well-known as one of the foremost spokesman for real estate at auction in the United States. His Auction Company of America in Miami is one of the largest real estate auction firms in the nation.

Higgenbotham is both a former president of the NAA and is a member of the NAA Hall of Fame.

He recently celebrated his 30th anniversary in the auction business.

Convention Presenters Continued On Next Three Pages

Personal Property At Auction

Two speakers extremely knowledgeable about antiques are set to make presentations at the "Personal Property At Auction" workshop at the Baltimore Convention.

Richard W. Opfer Jr., CAI, of Timonium, Md., will speak at 1:30 p.m., Friday, July 13, on the subject of "Antique And Collectible Toys: What To Look For." The presentation will cover the market place, advertising, relating to buyers, determining values, determining decisions your company must make, segregating buyers and segregating merchandise.

Opfer will include a slide presentation with his talk.

An auctioneer and appraiser for 20 years, Opfer conducts over 50 auctions a year at his own auction gallery. He specializes in collections, antiques and estates.

Some auctions Opfer has overseen include the legendary George Haney Antique Advertising and Country Store auction, the Peter Sidlow collection (antique advertising), the Toy Museum of Atlanta auction (parts 1, 2, 3 and 4), Automobila at Auction (the collection of William Gottschalk) and Opfer holds six or more catalogued auctions a year including annual Christmas and semi-annual toys and collectibles auctions.

Opfer also has experience with real estate auctions and auctions thoroughbred horses.

Harry L. Rinker of Zionsville, Pa., will take over the podium at 3 p.m. and discuss "Keys To Spotting Reproductions And Fakes In The Antiques And Collectibles Field."

Rinker estimates that 30 percent of the material in the antiques and collectibles field are fakes or reproductions. This workshop will teach you how to use your physical senses, common sense, and a sixth sense to spot the fakes and reproductions. This seminar will not only save you money, but give you the piece of mind few people dealing in antiques and collectibles have.

Rinker serves as consulting editor to Wallace-Homestead/Chilton Book Co., one of America's leading publishers of books about antiques and collectibles. Rinker has edited and written several books for Wallace-Homestead.

Rinker is a principal in Rinker Enterprises, a firm specializing in providing appraisal consulting, editorial, educational, photographic, research and writing services in the antiques and collectibles field.

"Rinker On Collectibles," a weekly column, and "Investing In Antiques And Collectibles," a monthly column, are two syndicated columns that appear regularly in trade and daily newspapers from coast to coast. Rinker's articles and special features have appeared in many magazines, also.

An avid collector, Rinker has acquired material in over 250 categories. He graduated from Lehigh University and did additional graduate work at Washington University in St. Louis and at the University of Delaware. His distinguished 15-year career as a museum professional began as director of archival research and culminated as executive director of several major historical societies.

As a special bonus, Rinker will hold an informal, hands-on session on fakes and reproductions the morning of the workshop. Rinker will be available from 10 a.m. to 12 noon for this session.

Richard W. Opfer Jr., CAI

Harry L. Rinker

Innovative Workshop To Be Presented

A special workshop will kick off the educational program of the Baltimore Convention. "Sex Roles And Body Language In Sales" will be presented by Lisa Merrill at 10 a.m. to 12 noon, Thursday, July 12.

The workshop is designed to help auctioneers properly interpret even the most subtle body gestures from associates, customers and clients. Just as importantly, you will learn how to project your own body language to obtain the desired responses from potential customers.

This workshop came to the attention of the NAA after it was presented at the Virginia Auctioneers Association state convention earlier this year and left listeners spellbound.

Merrill has been active in real estate for 13 years and has a long-established reputation for real estate instruction in Virginia, Missouri,

(Continued on page 14)

Industrial/Heavy Equipment At Auction

The "Industrial/Heavy Equipment At Auction" workshop will feature as speakers **Daniel J. Kruse, CAI**, of San Antonio, Texas, and **Daniel Duckwall** of Tulsa, Okla.

Daniel Kruse, CAI

The workshop will be held from 1:30 p.m. to 5 p.m., Thursday, July 12.

Duckwall's will speak first and will cover "Industrial Plant And Machine Shop Auctions."

Kruse's topic will be "Heavy Equipment At Auction: Oilfield, Construction, Trucks, etc."

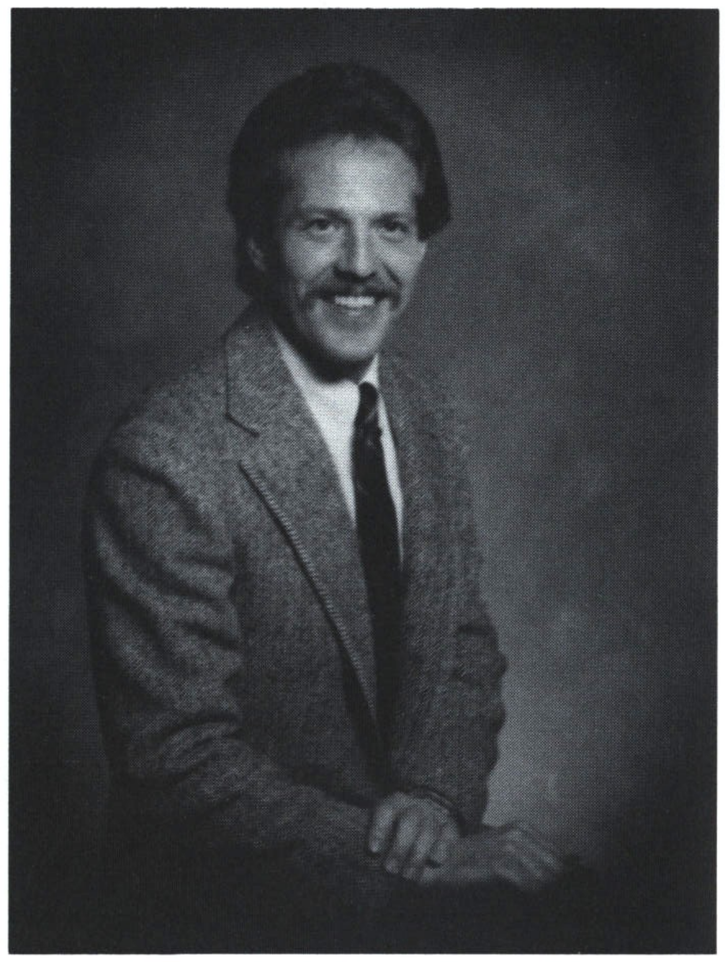
Duckwall is president of Duckwall & Co. with a staff of nine full-time employees and two branch offices. Duckwall's company conducts liquidations and appraisals throughout the United States with a specialization in large industrial plants, machine tools and construction and oilfield equipment.

A graduate of Walter Britten Auction Academy and a 1976 graduate from the University of Missouri, Duckwall has been in the auction/appraisal/liquidation business for 14 years.

Recently, he won the title of All 'Round World Champion Auctioneer at the Auctioneers Association of Canada's 1990 Convention. He was named Oklahoma State Champion Auctioneer in 1989 and was a finalist in the 1988 International Auctioneers Championship.

Duckwall is a member of several state auctioneer associations, the Machinery Dealers National Association, the American Machinery and Equipment Association and the International Society of Appraisers. He is a candidate for the American Society of Appraisers and is the first U.S. representative on the Board of Directors for the Auctioneers Association of Canada.

Kruse is chairman of the board of Superior Auctioneers and Marketing. Born in Indiana and raised as part of the Kruse auctioneering



Daniel Duckwall

family, he has been an auctioneer for 22 of his 40 years. He has a degree from Indiana University, and an honorable discharge from the United States Air Force.

He has performed auctions for Kruse Antique & Collector Car Auctions, real estate sales, business sales, estate and farm sales, Yoder and Frey Auctioneers, Can-Am in Canada and Swift Auctions.

As an auctioneer, Kruse has sold well over $1 billion at auction.

Sex Roles

from page 13

Kansas and Texas. Certified in both Virginia and Texas to teach real estate, Merrill brings over 3,000 hours of real estate education to the podium.

In addition to a degree from the University of Texas, her experience extends into many facets of sales, marketing and mortgage banking.

Before moving to Virginia, Merrill was the president of an investment firm in Kansas City, Mo., and served as a housing specialist and consultant to that city.

She was also a member of the Board of Zoning Adjustments in Kansas City

Merrill's honors include receiving the "Feature Performance Award" from *Professional Builder Magazine* to a congratulatory proclamation from the governor of Missouri on behalf of her home restoration and community leadership efforts.

Over the last two years, Merrill has been in wide demand as a speaker from various groups. She has written an appraisal textbook approved for use by the Real Estate Board of Virginia.

Lisa Merrill

Support Services

Gaylyn Maxson, Jr. of Cedar Park, Texas, and **Jean-Pierre Dorais** of Montreal, Canada, will be the speakers for the Support Services workshop at the Baltimore Convention. The workshop will be held from 9 a.m. to 12 noon, Saturday, July 14. *(Note: This is a change in scheduling)*

Dorais will speak on "Booking Surplus Material Auctions." Maxson will discuss "Basic Computers." Maxson is scheduled first with Dorais to follow.

Maxson's presentation is intended as an overview of the benefits a personal computer could have for an auctioneer. The subjects of discussion will include what applications computers can serve for auctioneers, what kind of computer systems best serve the auction industry and how to use a computer system in your business.

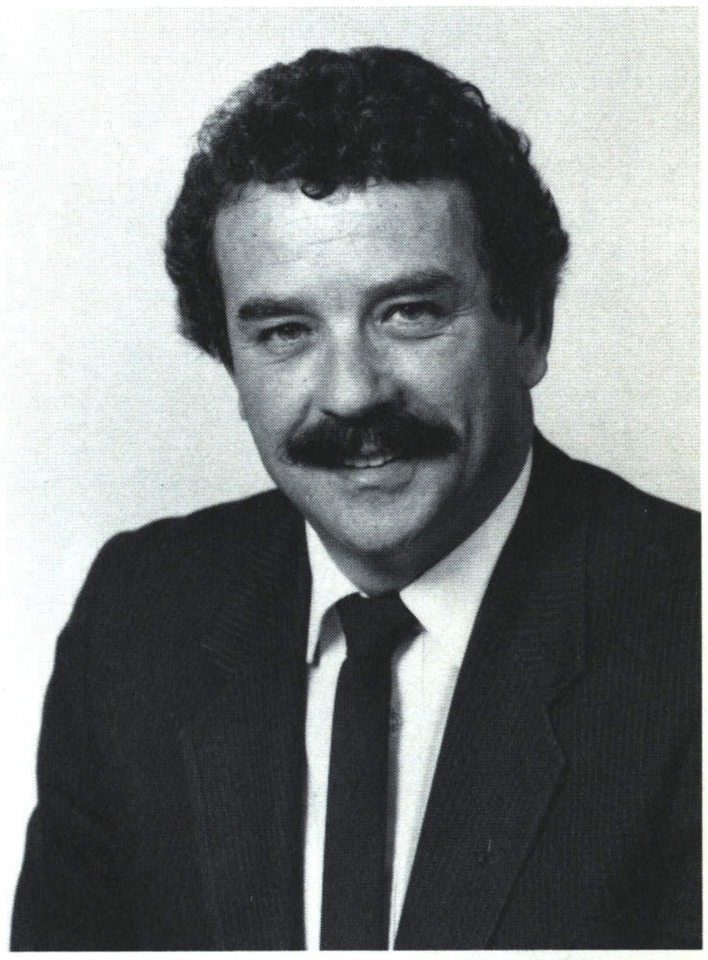
Maxson is co-developer of the Auction Clerking Software System offered by GAM Systems. Maxson and his father developed the system in 1984 and started marketing it to auctioneers in 1986.

Maxson's interest in the auction business began while he and his father operated an antique shop and spent many hours buying at auction. He has been an exhibitor at the last three NAA conventions as well as some state conventions.

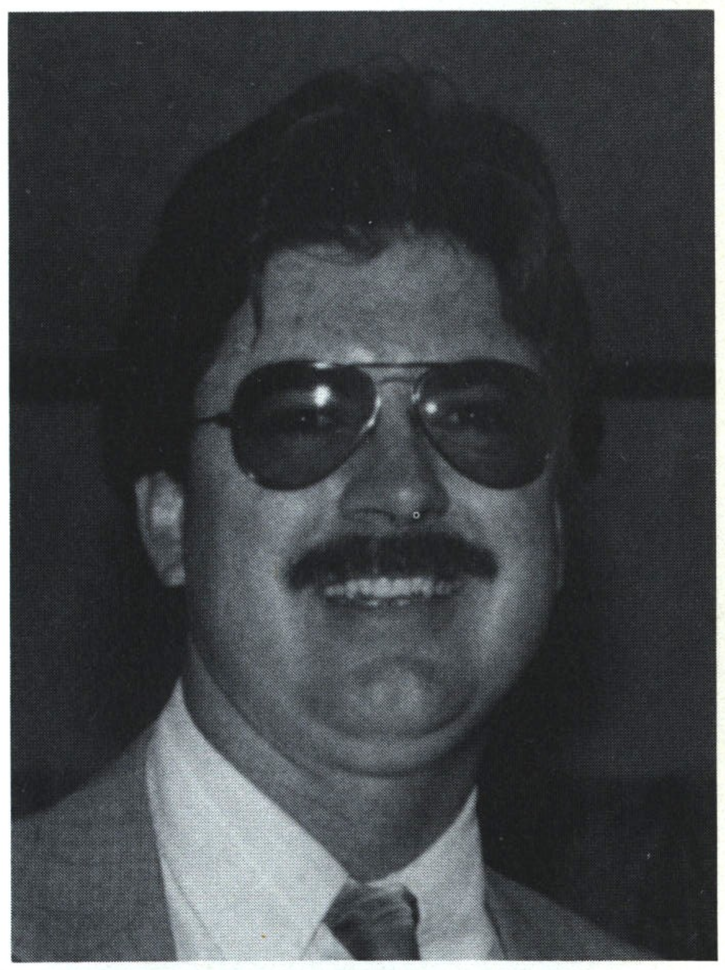
Convincing major companies to employ the Auction Method of Marketing is not always easy. Dorais's presentation will explain why major companies need auctions and how to convince those companies of that need.

Dorais has worked for Bell Canada for 24 years, moving from the installation of phones to the investment division. Currently, Dorais is a section manager in the inventory control and management division. He also works as a consultant for other companies that seek to dispose of surplus assets.

He received a bachelor's degree in administration from the University of Montreal.



Jean-Pierre Dorais



Gaylyn Maxson Jr.

CAI Seminar Plans Set

Speaking at the CAI seminar on Tuesday, July 10, will be Lamar C. Kelly Jr., director of asset and real estate management for the Resolution Trust Corporation, and Micah Leslie, asset marketing specialist for the RTC.

They will discuss how auctioneers can work with the RTC.

Because of limited time available for these two speakers, no questions will be taken from the floor. Questions may be submitted in writing at the time of registration.

Also on the morning program will be Paul Johnson of Fleishman-Hillard.

The afternoon session will be "Service — The Excellence Challenge" by T.P. Hall.

Lunch is included in the registration fee. Registration is $75 prior to June 15 and $100 after the June 15 deadline. Space is limited and registrations will not be accepted after June 29.

There is a place to sign up for the CAI seminar on the NAA Convention Registration Form.

Newsletter/Magazine Editors

David A. Plummer will be the speaker for the "State Newsletter/ Magazine Editors" workshop at the Baltimore Convention.

The workshop will be held from 1:30 p.m. to 3 p.m., Saturday, July 14.

Plummer will discuss newsletter design trends, making a layout, editing responsibilities, production decisions, issue planning, design choices and will critique selected publications.

He has been recognized as one of the nation's leading consultants and practitioners on layout and design.

Plummer's design techniques have earned his seminar students publication awards from the Public Relations Society of America, the Columbia University Press Association, the *Washington Post* and *Quill and Scroll* just to list a few.

Plummer's role as a consultant with IBM was instrumental in developing what is known today as desktop publishing.

He is also an adjunct member of the journalism faculty at the University of Maryland at College Park.

Auction

At The Fun Auction During The Baltimore National Convention

New Classic — 1985 California-style, hand-made, Tiffany Classic. List price of over $72,000 in 1985. Only 9,000 miles. One of the most beautiful and stylish automobiles in America. Miss South Carolina Kimilee K. Bryant, a runner-up for Miss USA in 1989, chose this exotic car for the Lancaster, S.C., Christmas parade. I have owned this garage-kept machine about 10 months and have received about $15,000 worth of promotional value from the car.

AUCTIONEERS NOTE — To all auctioneers of the U.S. and Canada, my name is Fred Mullis, CAI. I have been an NAA member for 28 years and have attended 28 consecutive national conventions — the first one in Kentucky with the late Col. C.E. Cunningham. I have asked over 100 auctioneers, including our great friend Col. Martin Higgenbotham, CAI, if you ever attend a NAA Convention, you will never want to miss another one.

Please note our NAA President Col. Ronald Faison, CAI, and our Fun Auction Chairman Col. Dean Howard, CAI, have recently approved this car to be auctioned to the highest bidder at the Fun Auction. We have sold 98 percent of out auctions for 30 years. We plan to sell this car and give the association 2 percent of the selling price.

Sincerely,

Fred Mullis

Fred Mullis, CAI
Lancaster, S.C.

Sign Up For Excitement! Sign Up For

Baltimore

Inner Harbor

This skyline view of Baltimore's Inner Harbor area shows the proximity of the harbor to the bustling downtown area.

U.S.F. Constellation

Docked in the Inner Harbor, the Constellation was the first commissioned ship of the U.S. Navy and is the oldest American warship continuously afloat.

Look For Convention Registration Forms On Pages 45-49

Plus . . .

Don't Forget These Other Important Forms :

International Auctioneer Championship Bid Calling Contest Entry Form — Page 51
1990 NAA Advertising Contest Entry Form — Page 55
1990 NAA Golf Tournament Entry Form — Page 35
Maps Of Baltimore — Page 41

Save Your Magazine!

Photocopy These Forms And Mail The Copies To NAA Headquarters.

Additional copies of these forms can be obtained from NAA Headquarters if needed.

Many Skills Needed For Success, But Everything Starts With

Bid Calling

Second In A Series

Paul C. Behr, CAI, was the winner of the first International Auctioneer Championship Bid Calling Contest held in Kansas City, Mo., in 1988. He was also named 1989 World Champion Livestock Auctioneer.

With those credentials, Behr's opening remarks at the Bid Calling Workshop at the 1989 Cincinnati Convention may seem a bit unusual.

"A good auctioneer needs a lot of other qualities besides the chant," the St. Paul, Minn., resident said. "The auction chant is probably the fifth and least important skill needed to be a good auctioneer."

Behr's statements were not meant to undermine the importance of the auction chant. He realizes a winning auction chant is necessary for an auctioneer to succeed—a point Behr illustrated well during his presentation at the workshop.

Just so there wouldn't be any question, Behr reviewed the five basic skills needed by an auctioneer.

"I've always said *integrity* is absolutely the first ingredient to being a good auctioneer," Behr said, explaining how a crowd can sense honesty and fairness in an auctioneer. "It's not only important to have integrity, but to project it as well."

Product knowledge, salesmanship and appearance round out the top skills needed to be an auctioneer, according to Behr. Appearance was an area Behr pointed out where auctioneers could use subtle methods to promote themselves.

"Dress like the people you're going to do business with. When I'm selling cattle, I go in a pair of jeans, a cotton shirt and a hat. When I'm selling cars, I go in a sports coat, a pair of slacks and a tie."

Sometimes Behr will see someone at an auto auction that he usually sees at a cattle auction or vice versa and they will be startled at his change in appearance.

As with any other skill, Behr believes that practice makes perfect when an auctioneer is trying to perfect the chant. Auctioneers who enter into fields such as cattle and wholesale auto auctions have an advantage over other auctioneers.

"I think we're fortunate because we get the chance to sell in volume every day, day in, day out," Behr said. "But if you can't get behind the mike that often, practice in the shower and practice while driving down the road."

Nothing replaces the experience of standing in front of a crowd and soliciting bids, Behr said.

It takes time to develop a technique and most auctioneers begin by borrowing bits and pieces from other auctioneers.

"Everything I do, I picked up from someone else, either at auction school or since then," Behr said. "It's nice that we can borrow things from other auctioneers."

Behr's chant technique starts when he "sets" his voice. "I like to get my voice set to where it feels comfortable, at a volume I can maintain without overusing it. I try to get where it's easy for me to project my voice, where it's easy for me to use and easy for people to listen to."

An auctioneer who chants too vigorously runs the risk of wearing out his audience by the end of the day, Behr contends.

After getting his voice set, Behr concentrates on his rhythm.

"I like to get a rhythm set so people know what to expect," he said.

"The more people that like to listen to your chant, the more who will stick around. If people do not have to endure the auctioneer, they'll enjoy being there whether they are buying or not. If people are not interested in buying anything I still like to have them around."

Behr added a reminder that the speed of an auctioneers' chant is not an important ingredient in the presentation.

Behr is not a big believer in filler words.

"I don't use filler words very often," Behr said. "When you talk about filler words, the most important filler words are the numbers."

By staying with numbers as filler words, Behr is trying to drill in the price of the item being auctioned. Behr said he was questioned once on this philosophy by a person that said the lack of filler words might work at a cattle auction because the bids come fast and furious, but the same method may not work at a real estate auction where the bids come in slower.

Emphasizing the numbers will work at other types of auctions as well, Behr said.

"The more you hit people with the numbers, the more they are think-

(Continued on page 19)

Bid Calling

from page 18

ing about bidding," Behr said. A bidder may eventually bid to get the auctioneer to move to another number, he added.

An important key to reaching a target price is to keep the bidding increments at a level that will be conducive to getting the bids up to the value of the item, Behr said. By keeping the bids at regular intervals the bidders know what to expect next, which, Behr says, keeps the bids coming in faster and at a constant pace.

reason they participated was because I started the bidding at a level where they could participate. That bidder will be ready to come to your next auction because they feel they will be able to participate again."

Behr endorses some standard mechanical techniques.

"I like to keep my lungs filled with air. I like to sell from my diaphragm. I know that is what they teach in auction schools, and I agree with the philosophy.

"I've heard of another technique

timate the intelligence of their bidders. According to Behr, most people really know how much a particular item is worth so you could damage your credibility by attempting to get more than an item is worth.

Bid calling, appearance, salesmanship, knowledge and integrity all work together in Behr's approach to auctioneering. And even though bid calling is rated at the bottom of these skills, it is apparent that a great deal of work and effort has gone into his bid calling preparations, pretty good for the fifth of five skills.

Series To Conclude In July

Paul C. Behr, CAI, was the second of three presentors at the Bid-calling Workshop at the Cincinnati Convention. The series will conclude in July with a report on the presentation of the third speaker, **Jeff Stokes** of Port Orchard, Wash. A report on **Gail Pickworth's** presentation ran in the May issue of The Auctioneer.

One auctioneer Behr knows jumps all over the place with bid increments to keep the bidders guessing, a tactic Behr does not believe in.

"The first two or three increments are the most important," Behr said. "That's where you get up to value. I'm not as concerned as to where I start as to where I'm at."

Starting a high-priced item out a price much lower than its value can stimulate interest but can backfire if the auctioneer does not keeps bid increments high enough. Behr recalled an auction he attended where a young auctioneer started the bidding for a print at a low price and then asked for a $10 increment. The auctioneer got over 15 bids for the print, but it ended up selling for way below its value because the auctioneer didn't use the first couple of bids to get to the print's value.

However, it is also important to keep the bidders involved in the auction, Behr said.

"Many times people have come up to me after auctions and say that although they didn't buy a certain item, they did bid on it a couple of times. They were participating. The

that works. Don't breathe when you need to breathe. Breathe **before** you need to breathe. With this method, you'll be full and ready to go when you need the air."

Many auctioneers do not spend enough time working on their body movements, one of the more important aspects of an auction, Behr said.

"At the start of an auction, I'll consciously move towards the crowd until I'm among them. I really think it makes a difference as far as whether people feel you're participating in the auction — whether or not they feel you are one of them.

Once a person has bid on an item, Behr will keep returning to that bidder until the bidder shakes him off

"I don't like to embarrass them, but they've got to make a commitment with me," Behr said.

The clarity of the auctioneer is very important to a good auction, Behr said. "Buyers only want to know three things. They want to know what you're selling, they want to know what the bid is, and they want to know the bid that you want from them."

Auctioneers should not underes-

Convention Exhibitors

As of May 9, the following companies and organizations had registered as exhibitors for the 1990 NAA Convention in Baltimore:

- Alliance Computer Group, Lebanon, Pa., *computer software and hardware.*
- Auctioneers Association of Maryland.
- Auction X-Press, Minneapolis, Minn., *printing.*
- Certified Auctioneers Institute.
- C-U-S Business Systems, Fort Lauderdale, Fla., *auction software.*
- Dee Sign Co., Cincinnati, Ohio, *yard signs.*
- Dewey Carter Sign Systems, *sign-making equipment.*
- GAM Systems Inc., Cedar Park, Texas, *auction software.*
- Industrial Publishing Inc., Eugene, Ore., *auction brochure printing.*
- International Society of Appraisers, Freehold, N.J., *professional organization for personal property appraisers/educational courses.*
- Kiefer Companies, Fergus Falls, Minn., *Kiefer Auction Supply Co., Auction World, American Brochure Co.*
- Lectrosonics Inc., Rio Rancho, N.M., *sound equipment.*
- National Auctioneers Association Foundation.
- Cliff Shuler Auctioneer, Titusville, Fla., *tents.*
- Sun Foundry, Burbank, Calif., *bronze sculptures.*
- Thorne Auction Systems, Lisbon, Ohio, *computer software.*
- USA Today, Arlington, Va., *newspaper advertising.*

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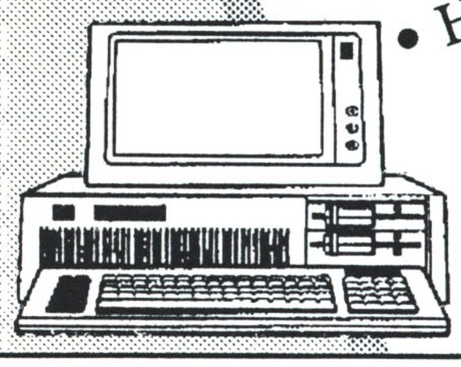

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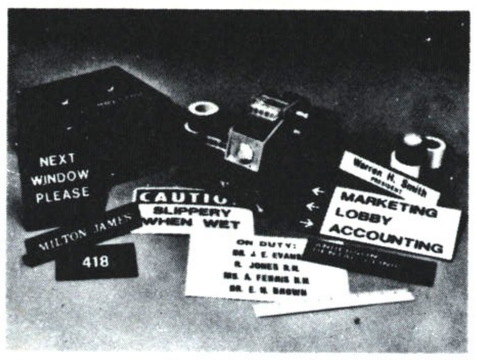

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Great Ideas

In this installment of "Great Ideas" the Lust and Helm ideas were presented at the Cincinnati Convention. Sayler sent his idea to NAA Headquarters recently. Remember, keep sending in those "Great Ideas."

Richard Lust, CAI
Verona, Wis.

We always put the names on bid cards during registration. When bidders register, right on the very top of the bid card we write their name. We find out what name a person prefers to be called and that name is written big in felt pen.

All through the sale I can say, "okay, Dick, will you give me another bid," and when you can call people by their first name, and you've never seen them before in their life, they'll just light up like a light bulb. It just works.

A lot of these people wonder how I know them since they have not been to one of my auctions before, and they'll just get so excited.

We sell a lot of small items out of shallow cardboard boxes. We used to have a lot of problems keeping track of items in those boxes because of people picking things up and moving them around.

To solve the problem we got this big cellophane wrap, it comes in big rolls. After wrapping the boxes in this stuff, you can pull, twist and literally two bulldozers cannot break it. You've got to cut it. Sometimes we will place the boxes on a table and then wrap the entire table. Customers can't get at the merchandise, but they can see it. It can rain all day and rain won't affect it.

After the item is sold, we just take a razor blade or a little pocket knife, slice a bit and reach in there and pull that box out, and the people haven't been able to get at it and rummage through it.

Another little touch I've added is taking pictures at my auctions. I always carry a little 35mm camera in my pocket. If someone buys a real big item I take their picture. I take pictures while I'm selling. I'll send the picture to the buyer later showing them as they bought whatever major item it was.

When my assistant is selling, I'll go out and take pictures in the crowd. Sometimes I'm able to get pictures back before the auction is over. Your buyers light up when they think you're going to take a picture and then you send it to them.

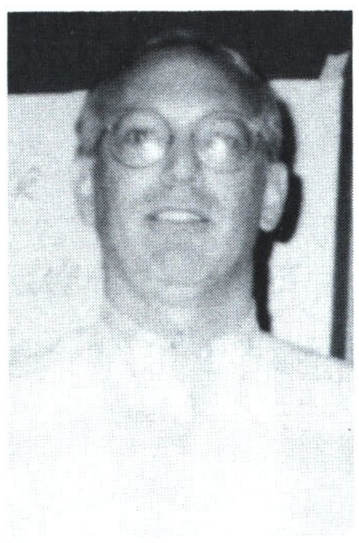
Many auctioneers miss a major part of the market by refusing to take credit cards. I've been campaigning for auctioneers to accept credit cards for five years. Auctioneers who are not accepting Mastercard, Visa, Discover and American Express card, are missing a major, major market.

When people are away from home they rely on credit cards. By not accepting them, you've hurt your seller, but more importantly, you've hurt yourself.

Certainly, you need to get authorization, but with cellular phones you can carry in your back pocket; there's no problem getting that done.

Harold Helm, CAI
Louisville, Ky.

This year we worked hard to develop an electronic bid display board and message center. Essentially, it's a regular message center that you see in many airports and fast food restaurants and that kind of thing, but we adapted it to be able to display the bid during the auction.



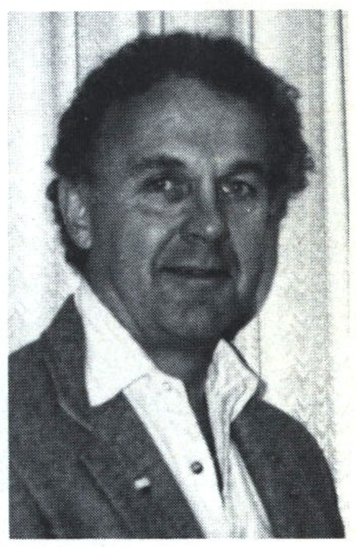
The message board becomes a silent salesman before the auction, giving the terms and conditions of the auction, and then during the auction we can flash up the bids that we have. We think it improves communications a great deal and at the end of the auction we can mention upcoming sales, encourage people to talk to our salesmen, just a silent salesman for the staff.

It's not an expensive system to work with. It does take a computer to run the updates. If you want to just run messages, you don't have to have the computer with the message board during the auction.

It cost about $3,750, and you can see it from 300 feet.

John Sayler, CAI
Crawfordsville, Ind.

Sayler is owner of The "New" Town Crier Auction facility in Crawfordsville, Ind. He has worked out a promotional item with one of the local hotels to give his auction buyers a special auction rate while attending his auctions.



Days Inn in Crawfordsville has supplied Sayler with cards to enclose with his sale bill mailing list or to have on display at the auctions. The brochure tells what the *Days Inn* in Crawfordsville has to offer complete with a map giving directions to Sayler's Auction Facility. In return, the *Days Inn* makes available sale bills advertising Sayler's auctions to its overnight guests.

Now auctioneers, this is an idea you might want to think about. It is great way to promote yourself, your auctions and your community to outsiders.

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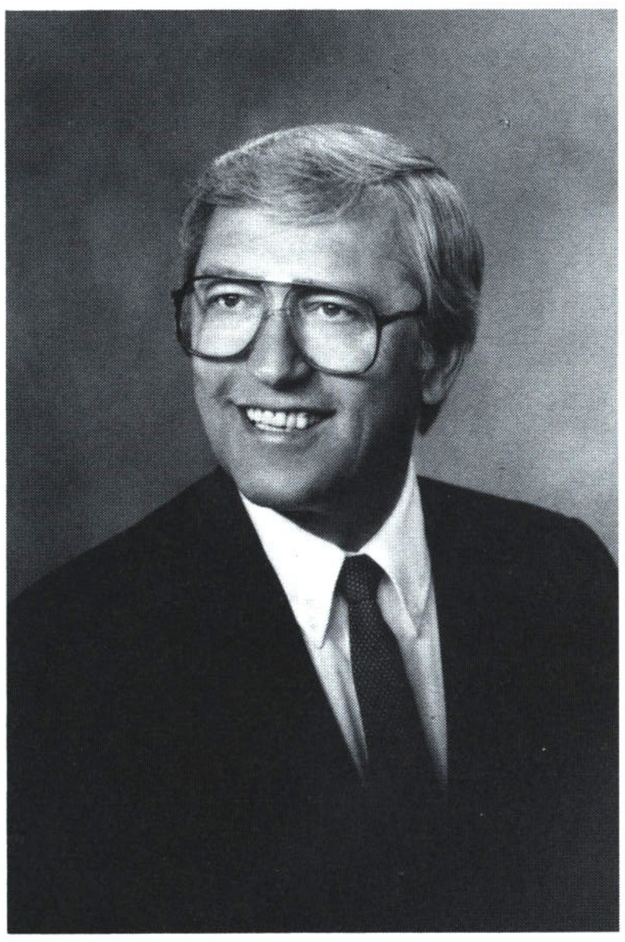
Candidates For Elected Office - 1990

Election of 1990-91 Directors and Officers will be at 9 a.m., Friday, July 13, at the National Convention in Baltimore, Md.

Officers

President-Elect

Robert Steffes, CAI, Arthur, S.D.



Robert Steffes, CAI, of Arthur, N.D., currently vice president of the National Auctioneers Association, is a candidate for president-elect.

Steffes, an auctioneer since 1960, is president of Steffes Auctioneers Inc., a family business located in Fargo, N.D., and owned by himself, his wife, Jean, and son, Scott. They conduct farm sales, real estate auctions and business liquidations as well as general auctions in and around the region. Steffes also sold livestock throughout his career as a market and purebred livestock auctioneer. He was trained as an auctioneer at the Reisch Auction School in Mason City, Iowa.

The candidate was the 1966 North Dakota Champion Auctioneer, the 1972 Champion of Champions Auctioneer and in 1972 was named World Champion Livestock Auctioneer.

Steffes has been an NAA member since 1963, attending most conventions throughout the years. He is a 1983 graduate of the Certified Auctioneers Institute as well as a member of the North Dakota and Minnesota auctioneers associations. He has gone through all the posts in the NDAA, and in 1986, was elected to the Board of Directors of the NAA. He is also a member of the NAA Speakers' Bureau and has conducted seminars at several state conventions as well as locally for service clubs and trade organizations.

Bob and Jean, married 32 years, have six children and five grandchildren.

(Continued on page 24)

NAA Candidate Qualifications

The bylaws of the National Auctioneers Association allow for the election of the following officers and directors at the annual meeting, which is held during the annual convention:

President-elect — Elected annually by a majority vote of the membership.

Vice President — Elected annually by a majority vote of the membership.

Treasurer — Elected annually by a majority vote of the membership.

Directors — Four elected for three year terms by majority vote of the membership. The fifth director's position will be filled by the retiring president.

Responsibilities and Functions of an Officer/Director

(1) Serves as a member of the Board of Directors of the National Auctioneers Association.

(2) Attends all regular of special meetings of the Board of Directors as provided in the Bylaws. Board members will be reimbursed for travel and sleeping room expenses for the October and April meetings and for any additional meetings as approved by vote of the Board of Directors.

(3) Serves as the representative of the National Auctioneers Association at the invitation of a state association, the request of the president of the National Auctioneers Association or at the request of the executive vice president.

(4) Coordinates any and all convention assignments with the executive vice president so that reimbursement for any state association meeting assignment can be coordinated — in advance — with the executive vice president.

(5) Serves on committees as appointed by the president; attends committee meetings as called by the committee chairman and during the regularly scheduled committee meetings which precede the meetings of the Board of Directors; attends other special committee meetings and performs regular or special committee assignments as called by the committee chairman or as approved by the Board of Directors.

(6) Maintains his membership in the National Auctioneers Association in accordance with the Bylaws of the National Auctioneers Association.

(7) Conducts his or her business in accordance with the Code of Ethics of the National Auctioneers Association.

Vice President

Jim Gall, CAI, Miami, Fla.

Jim Gall, CAI, of Miami is a candidate for the office of NAA vice president. Gall is completing a three-year term on the NAA Board of Directors. He is endorsed by the Florida Auctioneers Association.

Originally from Pittsburgh, Gall is founder and chairman of Auction Company of America. He settled in the Miami area after graduating from the University of Miami at Coral Gables, Fla. He was trained as an auctioneer at the Missouri Auction School in Kansas City, Mo., and is a graduate of the Certified Auctioneers Institute.

Gall is a past president and life member of the Florida Auctioneers Association, serves as chairman of the board of the Florida Board of Auctioneers, and has been named Florida State Champion Auctioneer three times.

Gall has served as an instructor for the NAA at conventions and seminars, served as an instructor for CAI and has represented the NAA at several state association conventions while serving on the board of directors.

For the Banking Law Institute of New York, Gall has served as speaker on auction marketing on several occasions. The candidate has attended every NAA Convention since his graduation from auction school and has contributed to both the NAA Building Fund and the NAMCO lobbying effort.

The candidate has been just as active in civic affairs. He is past president of the Kiwanis Club of Biscayne Bay, Fla., past president of the Y.M.C.A. of Greater Miami, and past president of the Haven School for the Mentally Retarded. He is a member of the Goodwill Industries Board of Directors, member of Greater Miami Chamber of Commerce, and he conducts about 25 charity auctions a year.

Gall received an honorable discharge after serving in the United States Air Force Reserves. He is active in his church, serving as a deacon, Sunday school director and past chairman of the missions committee.

T. Eddie Haynes, CAI, Oklahoma, City, Okla.

Eddie Haynes, CAI, is a candidate for the office of NAA vice president. Haynes is completing a three-year term on the NAA Board of Directors. He is endorsed by the Oklahoma State Auctioneers Association.

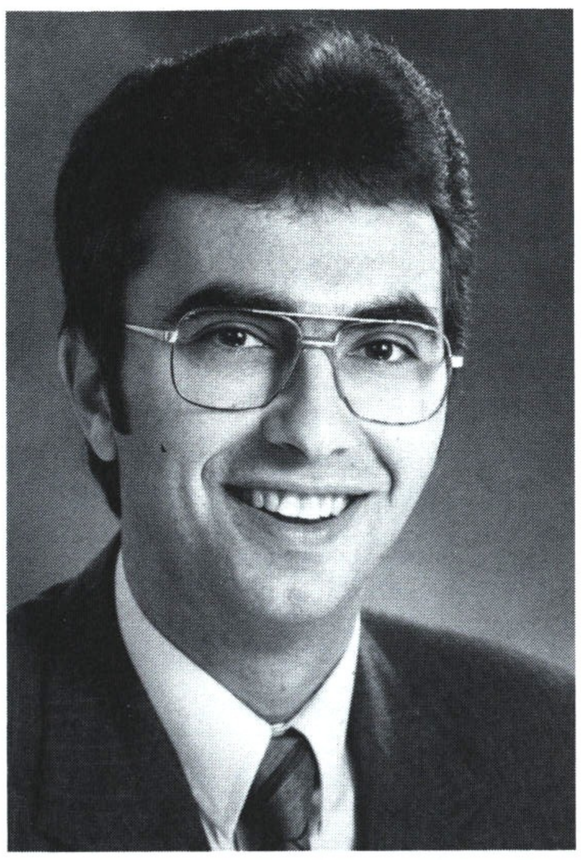
The candidate graduated high school in Leedey, Okla., and is owner of Eddie Haynes Auction and Realty Inc. of Oklahoma City, Okla. He graduated from Southwestern State College in Weatherford, Okla., and has done graduate work there and at two other universities. He was trained as an auctioneer at the Fort Smith Auction School in Fort Smith, Ark., and is a graduate of the Certified Auctioneers Institute.

The candidate has several other educational credentials including several appraisal courses, a federal taxation of real estate course, a marketing course, and has brokerage licenses in several states.

Haynes is past president of the Oklahoma State Auctioneers Association and was voted "Outstanding Oklahoma Auctioneer" in 1987. The candidate has served as an NAA representative at several state association conventions while serving on the board of directors.

The candidate was president of the Realtors Land Institute of the Oklahoma Association of Realtors and has earned the Master Farm and Land Appraiser designation. He is a member of the International Organization of Real Estate Appraisers, a senior member of International Certified Farm Appraisers, a member of the National Association of Master Appraisers, a member of the Stockyard City Chamber of Commerce, a member of the Stockyard Kiwanis Club, a member of the Southwestern Stock Show Board of Directors, and a director of the Jane Brooks School for The Deaf of Chickasha, Okla.

Directors



Bernard J. Brzostek, CAI, Phoenix, N.Y.

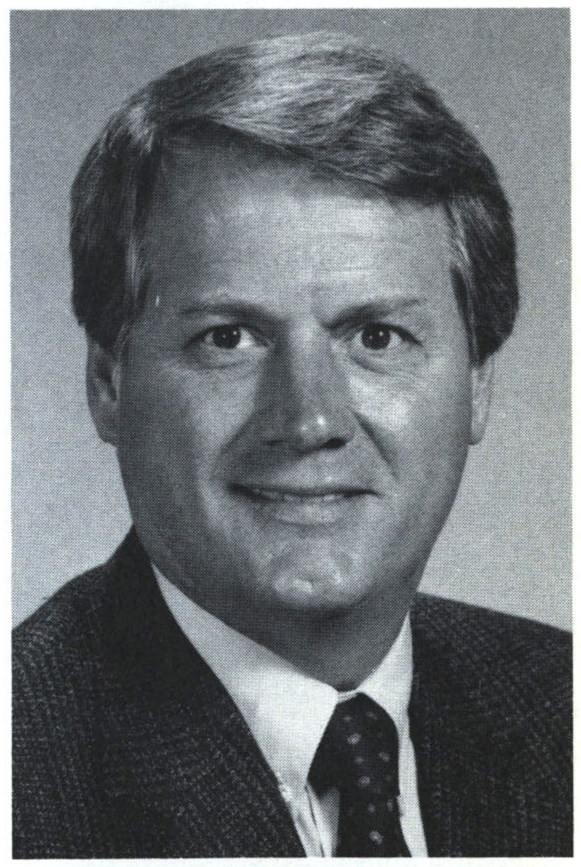
Bernard J. Brzostek, CAI, of Phoenix, N.Y., is a candidate for the National Auctioneers Association Board of Directors. The candidate is vice president and part owner of Brzostek's Auction Service and Brzostek's Real Estate Auction Co.

Brzostek has been in the business of selling antiques and collectibles since 1967. He started his career as part owner and operator of the 2nd Time Around Shoppe in Phoenix, N.Y. He and his partner moved into auctioneering in 1978.

The candidate is a 1973 graduate of the Reisch World Wide College of Auctioneering. He graduated the Certified Auctioneers Institute in 1988 and possesses an associates degree from Onondaga Community College. A licensed real estate broker, the candidate is a member of the New England Appraisers Association.

Brzostek served as an instructor at the 1990 NAA "Real Estate At Auction" seminar in Las Vegas. He was a first prize winner in the 1988 NAA Advertising Contest for effective advertising in a magazine, newspaper and color brochure.

Thomas R. Hunt, CAI, Bowling Green, Ky.



Thomas R. Hunt, CAI, of Bowling Green, Ky., is a candidate for the National Auctioneers Association Board of Directors. The candidate is owner of Hunt Auction and Realty, which has eight full-time auctioneers employed. He is owner/broker of Coldwell Banker Hunt Real Estate Services with 14 full-time sales representatives.

The candidate has a degree from Western Kentucky University, has earned a GRI designation and was part of the charter graduating class of the Certified Auctioneers Institute.

An 18-year member of the NAA, Hunt graduated from the Nashville Auction School in 1971. He is a past president of both the Kentucky Auctioneers Association and the Southern Kentucky Auctioneers Association and a member of the Bowling Green Board of Realtors. A former farmer, Hunt was manager of a livestock yard for five years.

Hunt served as an instructor at the 1990 "Real Estate At Auction" seminar in Las Vegas and has spoken at state association seminars. He has won six NAA Advertising Contest Awards. In his 20-year auction career, the candidate had conducted over 1,000 real estate auctions.

The candidate and his wife, Judy, are the parents of two grown children, Janice Ray and Sondra Lynn.

John D. Koelbel, Towson, Md.

John D. Koelbel of Towson, Md., is a candidate for the National Auctioneers Association Board of Directors. He is chief executive officer of the ASI Group, which has divisions specializing in real estate at auction and also corporate asset liquidation. Akzo America, General Diagnostics and Johnson and Johnson are listed among its clients.

Born in Baltimore, Koelbel attended the University of Maryland before serving with the U.S. Army Special Forces during the Vietnam War, having graduated in 1969 at the top of his class.

Prior to entering the auction profession, the candidate was employed as a contract flight instructor with the U.S. Naval Academy, an airline pilot and as a real estate agent. Having been a follower of personal property auctions for years, he became an advocate of the Auction Method of Marketing real estate in the early 1980's.

Koelbel is a real estate broker and is licensed as an auctioneer in five states. Koelbel is a graduate of the Mason City College of Auctioneering.

The candidate is an active member of the Auctioneers Association of Maryland, a 32 Scottish Rite Mason and a member of Boumi Temple AAONMS. He and his wife, Carol, reside in Towson, Md.

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Persistence Will Lead To Success

by Nettie May Welton
Auxiliary Director
Wray, Colo.

You probably heard the riddle in elementary school. What takes a licking and sticks to it until its job is done? The answer has been the postage stamp. But maybe not for long. You see, the U.S. Postal Service is experimenting with a self-adhesive postage stamp — one you will peel and stick and not have to lick.

Over the years people have complained about the taste of the glue on postage stamps. The Postal Service has tried to make it pleasant, so licking stamps is less distasteful.

Last November the U.S. Postal Service tested self-adhesive stamps. There are advantages along with problems with these stamps, even though they have been the most thoroughly tested stamps in U.S. stamp history. Even though these new stamps won't have to take a licking, they will have to stick in place until their task is done. You've already guessed what I'm going to say next, haven't you?

For our NAA Auxiliary to grow and to be a vital link in the auction profession, of which we are all extremely proud, we must STICK TO IT, each one working hard to obtain new members, and to encourage friends that we have known for years.

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As we know, everyone will not become a member all at once. They will be reached one at a time. Let's stick to it until we get the job done. See you in Baltimore.

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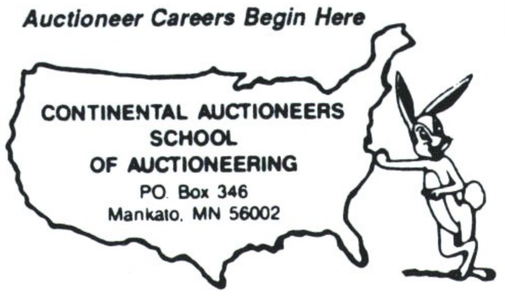

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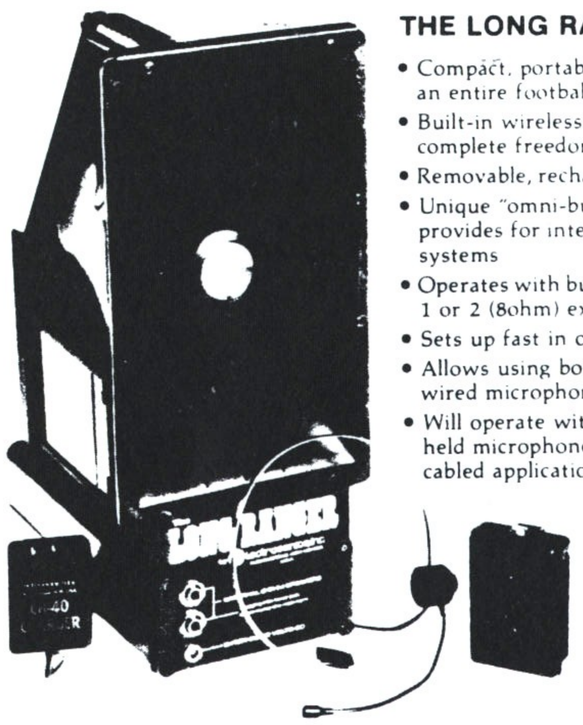

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Auction Success Stories

Golf's History Auctions Well For Oliver

Oliver's Auction Gallery in Kennebunk, Maine, held its Third Annual Golf Auction April 28. **Richard W. Oliver** was the auctioneer. This unique auction featured a wide range of golf memorabilia, including paintings, photographs, autographs, ceramics, classic golf clubs, trophies and many others.

After the addition of a 10 percent buyers' premium, the auction grossed $240,075. Almost 600 lots were auctioned.

A few of the highlights of the auction were:

- oil painting by Anton Otto Fischer entitled, "Bad Lie," $5,000.
- painting by Henry Ives Cobb entitled, "The Drive," $1,600.
- painting by Henry Ives Cobb entitled, "Sand Trap," $1,450.
- framed photo of Frances Quimet; original score card from *The Country Club,* site of 38th U.S. Amateur Golf Championship. Card autographed by several golf greats circa 1938, $1,000.
- 1953 letter from Dwight D. Eisenhower to A.G. Spaulding Brothers, thanking the firm for golfing equipment, $1,050.
- Copeland late spode porcelain pitcher with white raised golfing scene, $1,000.
- Copeland late spode porcelain planter with white raised golfing scene, $1,150.
- Lenox handled jug with silver overlay design and bronze metal, medal prize in 1906, $1,900.
- blue Lenox stein with sterling silver top, $1,800.
- Lenox three-handled cup signed by W. Clayton with golf scene and ornate silver rim, $7,250.
- Doulton Burslem blue and white mug with handle, $4,550.
- Royal Bonn stein with golf scene and pewer top, $10,000.
- B.G.I. and Co., C.S. Sprague patent, ball and socket putter, $2,000.
- Cochrane Ltd. mammoth niblick (golf club) with bowline note symbol, $2,600.
- multipiece, adjustable golf club with case and balls, made in Scotland, $1,000
- Anderson crescent head patent iron, circa 1892, $4,600.
- Willie Park track iron, $1,200.
- Lockwood *Gassiat Style* putter, $2,500.
- A.D. Lowe long nose play club, circa pre-1890, $1,800.
- set of five miniature hickory shaft clubs, circa 1900, $2,500.
- Spalding one-piece wood with leather insert, $1,500.
- Wright and Ditson rake, $15,250.
- W&G Ashford scared head putter, circa 1890-1895, $2,800.
- F.H. Ayres illegal mallet putter, $3,350.
- box of four Trimount golf balls, $1,200.
- box of nine Dunlop red golf balls, $1,000.
- *Trophy Golf* table-top arcade game, circa 1920, $1,700.
- Mills slot machine, $1,300.
- bronze golfing sundial by E.E. Codman, $3,000.
- lot of 65 golf ball molds, several companies, $1,150.

Thirteen Dolls Auction For Over $1,000

An enthusiastic crowd of bidders anxiously awaited the outstanding "Forget-Me-Not" display of dolls offered at McMasters' April doll auction in Pittsburgh.

Several rare treasures were being offered to eager collectors for the first time by **J.E. McMasters** of Cambridge, Ohio. McMasters specializes in doll auctions.

The top price of the was garnered by a Circle Dot Bru, which auctioned for $17,500. The doll had been rescued from a newspaper-filled box where she had stored for several years by her original owner.

Some of the other dolls sold were:

- 26" Bru Jne R, $8,000.
- 25" Jumeau, $4,600.
- 15" French Fashion, $3,400.
- 30" S&H 939, $3,300.
- 14 1/2" French Fashion, $2,100.
- 16 1/2" Steiner, $2,500.
- 16" F.G. Fashion, $1,800.
- 40" S&H K*R Girl, $2,800.
- 25" K*R Simon & Halbig, $1,200.
- 28" Kestner Toddler, $1,200.
- 24" S&H 1489 Erika, $3,200.
- 14" closed mouth Kestner, $1,100.

Charity Auctions Considered Rewarding

Over 250 people attended a David Gould Auctioneers charity auction April 21, which raised $16,500 on behalf of the Broward County Cystic Fibrosis Foundation.

David Gould, who calls Coral Gables, Fla., home base, conducts at least three charity auctions each year.

"We believe that conducting charity auctions are both vitally important and extremely rewarding—food for the soul," Gould said.

Eleven items, ranging from a puppy to a six-day, all-expense paid trip to Australia for two, were sold at the auction. The auction raised $6,000 more than had been anticipated.

Estate Auction A Hit In St. Louis

The Woody Auction Co. of Douglass, Kan., was met by a crowd in St. Louis in February at the estate auction of a renowned collector.

The collector was well known as a man with exceptional taste and a talent for finding rare and unusual

(Continued on page 30)

Dolls Earn Dividends

McMasters' Forget-Me-Not Auction realized top prices. In the left photo, the doll on the left auctioned for $17,500. The one on the right auctioned for $8,000. The collection featured in the photo on the right realized over $6,500.

Auction Success Stories

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pieces. The auction featured an impressive collection of primitives and stoneware, plus a large collection of superb carnival glass.

Some of the many items auctioned by **John** and LaVeta **Woody** were:

- wooden hay fork, $125
- copper kettle, $115.
- wooden rocking horse, $100.
- five miniature sadirons, $260.
- cast iron squirrel-shaped door stop, $160
- Lunkenheimer stem whistle, $225.
- two covered pantry jars, $320.
- six-piece blue and white wash set in rose decal, $550.
- spittoon with peacock, $325.
- Wild Flower pitcher, $230.
- two Wild Flower mugs, $220.
- blue and white spongeware pitcher, $265.
- four basketweave spice jars with lids, $200-$250 each.
- Sleepy Eye stein, $325.
- Sleepy Eye sugar bowl, $275.
- Sleepy Eye nine-inch pitcher, $255.
- Sleepy Eye five-inch pitcher, $250.
- six Sleepy Eye mugs, $600.
- Poppy Show carnival glass vase, $3,100.
- four-piece carnival glass tableset, $3,100.
- Northwood tree trunk vase, $1,600.
- Northwood grape and cable punch bowl, $1,000.
- stippled three fruits bowl, $1,050.
- Northwood ice cream bowl, $1,200.
- Northwood ice cream bowl, $2,500.
- Northwood bowl, $950.
- Rose Show plate, $775.
- Rose Show plate, $600.
- six-inch Sailboat plate, $400.

Over $1 Million Grossed At Auction

Jewelry from three estates was brought together by Dunnings' Auction Service of Elgin, Ill., on April 1 for an auction that attracted dealers from across the nation. Over 500 lots of quality jewelry were sold including Victorian, Edwardian, Art Deco, Retro-Modern and jewelry made in the last 30 years.

Prices in the five-figure range were common, but the topper of the auction was an 11 ct. cushion-shaped sapphire ring that auctioned for $152,000, double pre-auction estimates.

Proceeds from one of the estates went to the Illinois Citizens Animal Welfare Fund.

Some of the items sold were:

- gentlemen's green jade cuff links, $59,400.
- Edwardian diamond and platinum bow brooch, $23,100.
- Edwardian sapphire and diamond necklace, $20,900.
- Edwardian diamond and emerald brooch, $30,000.
- Lange and Sohne pocket watch, $11,550.
- oval-shaped pink diamond, $24,200.
- Cartier diamond, platinum and black enameled cuff bracelet, $22,000.
- Tiffany art-deco diamond and platinum bracelet, $15,400.
- gentlemen's cat's eye chrysoberyl ring set, $27,500.
- 19th-Century French leaf design ruby and diamond brooch, $9,350.
- 19-Century French diamond brooch with a pair of earrings, $13,200.

Sportsmen Gather For Auction

The Nebraska Bass Federation, a chapter of the Bass Anglers Sportsmen Society (BASS) of America, conducted its annual fund-raising banquet and auction in Omaha February 10.

The auction was conducted by **Ed Hall** of Hickman, Neb., and **Dennis Wieting** of Roca, Neb.

This was the ninth year in a row that Hall and Wieting had conducted the BASS auction. Items sold at the auction included fishing tackle, wildlife prints and other sporting goods.

The highlight of the auction was a custom-made fishing rod that went for $135. The auction grossed $4,450.

Proceeds from the auction are used to improve fishery habitat and stock bass in Nebraska ponds and lakes.

Kiwanis Benefit From Brandly Auction

Mike Brandly of Columbus, Ohio, conducted the ninth bi-annual charity auction for The Kiwanis Club of Columbus on April 20. The auction was held before over 160 in attendance from throughout central Ohio at the Confluence Restaurant in downtown Columbus.

The entire event, including live as well as silent auction items, raised in excess of $20,000.

The auction included rounds of golf (including The Muirfield Golf Club, site of the Pro Golfers' Memorial Golf Tournament), authentic signed boxing gloves donated by Heavyweight Champion James "Buster" Douglas, Ohio State vs. Michigan tickets, fine china and jewelry as well as a Caribbean cruise.

Key Parcel Auctioned In Florida

In slightly less than 30 minutes, Higgenbotham Realty of Lakeland, Fla., auctioned off the last major parcel of land along Boca Raton's intercostal waterway April 11.

In a ballroom, charged with excitement and intrigue, at the Boca Marriott Hotel, representatives of investors and developers from round the world indulged in champagne and hors d'oeuvers as the time of the auction drew near.

While the orchestra filled the air with riffs of the "big band" sounds, last-minute calls were being made to headquarters in places like London, Toronto, and Hong Kong. Not unlike an NFL draft, all parties wanted to be certain of any last minute instructions before the bidding began.

And bidding was not for just anyone. All bidders were required to submit cashier's checks in the amount of $250,000 before they could participate in the auction.

Higgenbotham Realty had advertised the sale worldwide and received approximately 300 inquires from around the globe. As it turned out, the last and highest bidder was a South Florida individual from Pompano Beach.

Auctioneer **Marty Higgenbotham, CAI,** began the sale and, after a brief moment of silence, the first bid in the amount of $2 million was made. In rapid succession, the active bidders began leap-frogging each other's bids in their quest to buy the property.

During a brief recess, bidders were, again, on their international phone lines relaying their progress and obtaining maximum bid figures for the 8.01-acre tract of land.

Shortly after Higgenbotham reconvened the auction, the last and highest bid in the amount of $6.95

(Continued on page 31)

Auction Success Stories

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million dollars was made. The seller expressed his complete satisfaction with the outcome of the sale as an observer commented: "The seller's happy, the buyer's happy, and the auctioneer's happy. What a night."

MDA Event A Huge Success

Usually, when the auctioneer's hammer comes down, the high bidder will pay at the cashier's desk and then take possession of valuable property. But it doesn't always work that way.

At a recent auction in Wichita, Kan., a high bidder refused to take possession of a craft item upon which he had bid $500. In some instances this can be the beginning of a huge headache for an auctioneer. However, in this case, the bidder happily paid the $500 — even after announcing that he was not going to take the craft item.

This event occurred as **Rick Loveall, CAI**, and **Mark Schroeder**, two Wichita, Kan., area auctioneers, were conducting their six annual Muscular Dystrophy Association auction May 5.

The craft that had sold for $500 was a model car made out of Legos. It was made by the Wichita area MDA poster child. After paying the cashier, the high bidder told the child to keep his car.

This year's auction was the highest grossing yet, increasing $6,000 from last year's total of $19,000 to nearly $25,000.

A crowd of 400 people participated in spirited bidding, vying for trips, entertainment packages, jewelry, furniture — even a rare bird.

Loveall said it was the best MDA auction he and Schroeder had orchestrated.

Norton Auctions Another Park

After 39 years of entertaining the citizens of Alexandria, La., the City Park Funland Amusement Park was sold at auction by Norton Auctioneers of Michigan.

The sales total for the auction exceeded by 28 percent the sales anticipated by **David Norton**, owner of the auction company.

Some of the items sold were:

- 1940's Allen Herschell Carousel, $27,000.
- Allen Herschell train, $17,000.
- ground mount Chance Kiddie Pix-E-Mix, $4,750.
- Mangels kiddie whip, $7,500.
- Chambers turtle ride, $4,500.
- Allen Herschell wet boats ride, $4,750.
- Allen Herschell skyfighter, $7,500.
- Hampton umbrella ride, $10,000.
- Bulgy the Whale, $7,500.
- Soli chair swing, $10,000.
- Allen Herschell helicopter, $5,750.
- Other rides, from $2,500 to $8,250.

RTC Lauds Efforts Of Houston Firm

The Resolution Trust Corporation in calling on auctioneers to auction more than real estate. The Joe Presswood Co. of Houston was recently commended for its auction of furniture formerly owned by a bankrupt savings and loan.

Joe Presswood, CAI, said he anticipates quite a few auctions of this type will be conducted by the RTC —especially since the auction received such a favorable review from RTC officials.

"We appreciate the extra effort that you and your accomplished staff put into this enormous task on such brief notice," said RTC Asset Specialist Robert Moreman in a letter to Presswood following the auction. "The professionalism in which you handled this turnkey auction made it a prosperous venture for all concerned and will not go unnoticed by the RTC."

The reason Moreman was so pleased with the auction was that it grossed almost double what the RTC had anticipated. The furniture had been appraised at $80,000. Presswood, and his brother, **Forrest,** auctioned the furniture for $160,000.

The key to the successful auction was in the manner it was marketed and the location where it was held, according to Presswood.

Initially, the RTC wanted to move the furniture from the Village Savings and Loan building to a warehouse facility and hold the auction at the warehouse. Presswood managed to talk the officials out of moving the furniture.

Since the savings and loan building was located in an area where a lot of professionals worked, Presswood hoped to get a lot of lawyers and other professionals from nearby offices interested in stopping by for the auction. His strategy worked.

Since many off the bidders were going to be the end users of the furniture, the prices were much higher than if they had been purchased by a wholesaler, Presswood said.

Also, a story in the local newspaper, which was initiated by a Presswood news release, brought in at least an extra 100 bidders, Presswood said.

Ohio Auctioneers Aid Girl In Need

Ronald Rhodeback, CAI, and his wife, Jeanne, have been an integral part of a fund-raising effort on behalf of a seven-year-old girl with a rare disease.

Jessica Speelman needs a special bone marrow transplant to ensure her survival from a rare and deadly anemia.

Rhodeback, president-elect of the Ohio Auctioneers Association, has worked with an United Auto Workers local and others to gather goods for auction. Partly as a result of his effort, $38,000 of the $100,000 needed for Jessica's operation has been raised.

Working with Rhodeback have been **Mike** and Beth **Kennedy** and Kenny and Jane Cashdollar.

Jeanne Rhodeback is working with a committee as Publicity Chairperson in the continuing fund-raising effort.

Record Prices Set In Washington

Outstanding prices were obtained by Macon Brothers Auctioneers at a recent estate sale. Over 515 bidders and another 700 spectators were part of the action in Dayton, Wash., as 1,765 items were auctioned.

"The prices were some of the highest we've ever obtained anywhere, said **Doug Macon, CAI**, owner of Macon Brothers Auctioneers in Washington and Oregon.

(Continued on page 32)

Auction Success Stories

from page 31

Some of the items sold were:

•1985 GMC S15 Jimmy, 4-by-4, $14,025.

•oak library table, $1,100.

•oak roll top desk, $2,475.

•set of eight oak dining chairs, $4,180.

•square oak dining table with six leaves, $1,870.

•curved glass oak china cabinet, $2,970.

•oak secretary-china cabinet, $2,200.

Doctor's Estate Brings Crowd

The rural town of Sailor Springs, Ill., saw its population more than double March 17 when the Boyd Auction Service of Newton, Ill., came to town to conduct the auction. The small town is usually home to only about 150 residents, but several hundred people from Illinois and eight other states to participate in an estate auction.

The auctioned highlighted items from the beginning of the 20th Century, when Sailor Springs was still a thriving community.

Rondel L. Boyd and Robert D. Ridgeway acted as auctioneers for the six-hour auction.

Some of the items auctioned were:

•toy pumper fire engine made of cast iron being drawn by three horses, $600.

•toy carriage with driver, $300.

•toy World Globe Bank, $130.

•building blocks, $45 and $125 in sets.

•toy iron, $50.

•24" stuffed horse, $60.

•14" stuffed monkey, $110.

•china doll, $190.

•doctors' bags, $45 and $80.

•four brown medicine bottles, $30.

•notary seal, $110.

•harvest table, $180.

•kitchen mantle clock, $210.

•wooden washing machine, $70.

•headboard oak bed, $520.

•camelback trunk, $260.

•wicker rocker, $150.

•jelly cupboard, $240.

•small bookcase/secretary, $590.

•Ideal kitchen cupboard, $575.

•electrified brass hanging lamp, $180.

•Dazey glass church, $75.

•oak Kellogg telephone, circa 1901, $345.

•box of Christmas and Valentine cards, $245.

•hand-sewn quilts, from $150 to $350.

Alabama Firm Succeeds With First Doll Auction

Exclusive Sales Co. of Huntsville, Ala., created a big hit with its recent two-day auction of over 600 modern dolls. Even though the auction company was not well-known to doll collectors, buyers came from five states for an opportunity to bid.

The bidders were given a pleasant surprise when the auction began. As the first doll went on the block, the auction company had prepared an elevated, double-sided revolving turn table, which, as each dolls was sold, revolved to reveal the next doll to be auctioned.

The new procedure enabled the auction staff to wrap up the first day's business several minutes ahead of schedule even though over 300 dolls were sold.

Over 200 dolls were sold on the second day of the auction. The two-day doll auction grossed well over $20,000.

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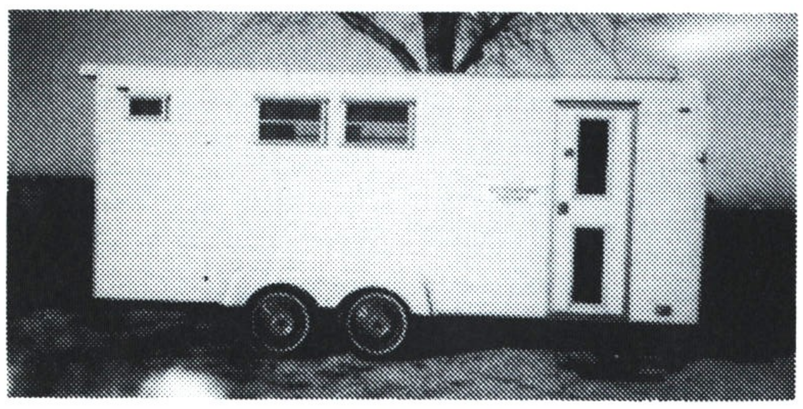

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Members on the Move

Top Honors For Crain

***J. Randall Bush, CAI**, (far left) was named 1990-1991 Kentucky Grand Champion Auctioneer after competing with 12 other contestants at the Kentucky Auctioneers Association Convention on April 21-22. Ed Holthouser (far right) came away with the reserve championship and **Kenny Lewis** (center) won the reserve championship in the junior division. All three work for the Crain Co. of Elizabethtown, Ky., which won three major advertising awards at the convention — best stationery, best company brochure and best black and white auction brochure.*

Renton Auction Barn Closes

A landmark in Renton, Wash., for over 45 years, the Renton Auction Barn closed its doors forever on May 19. Owner **Bob Losey** recently sold the property to make room for a new hotel.

The Saturday auctions featuring furnishings, antiques and collectibles had drawn a large following of regular customers over the years and many customers are now second and third generation family members.

The barn, itself a historical building, was built in 1880 and at one time was the largest structure between Seattle and Tacoma. The Renton Auction has been featured in numerous articles in area newspapers as well as on the television programs *Today* and *Real People*.

The final auction May 19 featured all the antiques and collectibles that had been accumulating since the business was started. Everything from old telephones, to over 100 rifles, helmets, antique cow bells and even "Homer" the moose will be auctioned.

Losey, 75, a Hall of Fame member of the National Auctioneers Association, has no immediate plans following the last auction, but has indicated that he has not had a vacation in many, many years.

Higgenbothams Celebrate 30 Years Of Auctions

On April 1, 1990, the Higgenbotham Ranch, home of **Martin, CAI**, and Brenda **Higgenbotham**, in Lakeland, Fla., was the scene of a fun-filled old-fashioned celebration. NAA President **Ron Faison, CAI,** joined approximately 1,000 friends and governmental dignitaries in celebrating the 30th anniversary of the Higgenbothams in the auction industry.

Horse-drawn hay wagons transported guests on a tour of the 140-acre ranch. Riffs of music, both Dixieland and Blue Grass, emanated from the two bands which played the entire afternoon. Old timers reminisced of an earlier, simpler era as they walked through the antique tractor exhibit.

The celebration began with a barbecue luncheon held under Higgenbotham's 60' x 150' tent. Marty noted that this day was his way of thanking all the many people who had been supportive of him and Brenda over the years. He noted his meager beginnings in the auction business and recognized several guests who worked with him or for him in the early days.

He also recognized some former employees and associates whom he credited with making his thirty years in the industry possible. Marty then introduced some of the auctioneers, bankers, brokers, attorneys, and politicians who had become dear and close friends over the years.

After recognizing each member of his present staff, Marty said that his deepest gratitude was to all of those who had attended and supported his sales over the past thirty years.

In a sudden turn of events which, obviously, surprised Marty and Brenda, one community leader after another commemorated their efforts in the auction industry and their tireless efforts on behalf of their city, county, state and nation.

Congressman Andy Ireland noted that many contributions of Marty were in the Congressional Record.

State officials praised Marty's contributions in the area of economic development while local officials recognized his charitable fund-raising activities, which exceed $1 million a year. Civic leaders noted his community involvement and concern.

Responding to these accolades, Marty noted that he and Brenda had spent their lives doing what they love most — going to auctions. In doing so, they have been blessed with many friends and that these friends and supporters were what made it all worthwhile!

Higgenbothams Honored

*At left, **Marty, CAI,** and Brenda Higgenbotham speak to guests. Above, children head toward a hot air balloon in the hope of obtaining a ride.*

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Gimme Five Gimme Five Gimme Five
Four-Fifty nobody gimme Five
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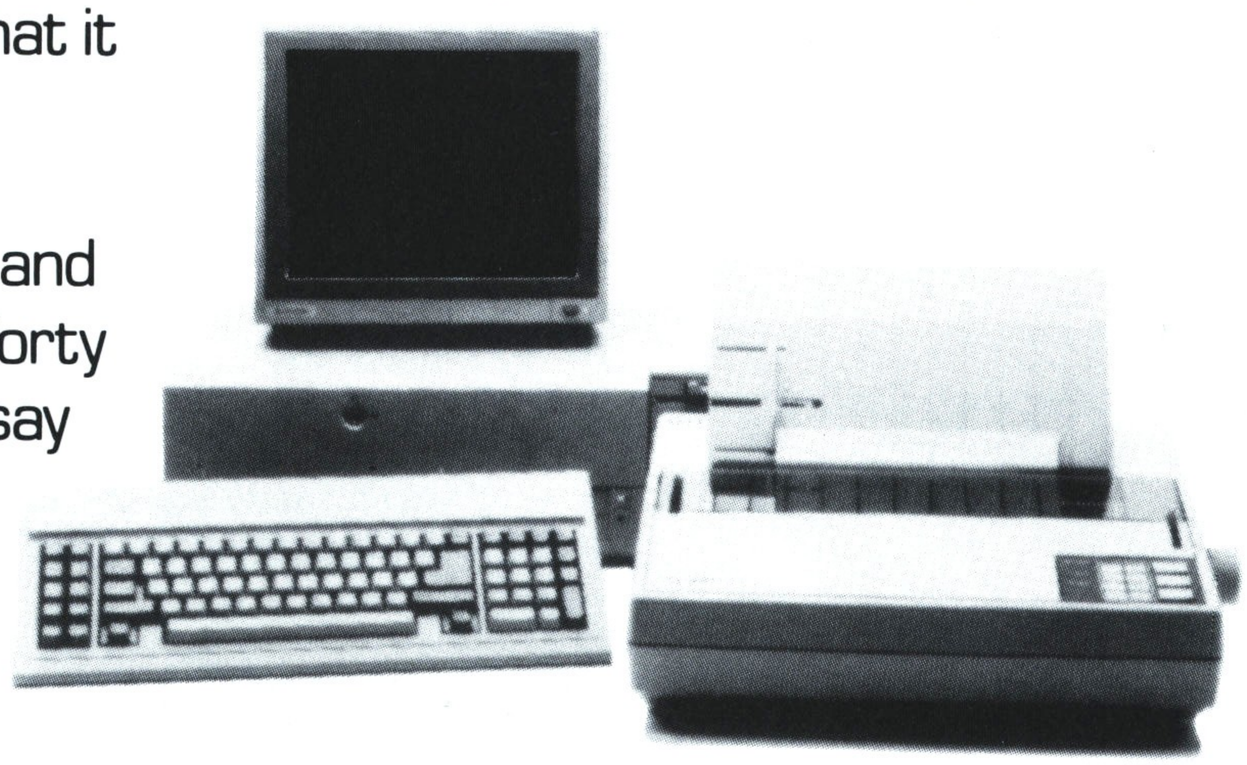

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Hall of History

Auctioneer Confronted With Jem Of A Dog

by Anita K. Faddis
Curator
NAA Foundation

In an issue of THE NATIONAL AUCTIONEER, dated 3/1/02, I found one of the funniest auctioneering stories I have ever come across. Half myth, half truth, who knows, we can never be sure. It was, however, fun to read. Judge for yourself, "The tale from Texas — Diamond in a Dog."

"A good story comes from Houston, Texas, where Samuel Martin was selling a line of fine jewelry and in the course of the sale put up a fine $300 diamond ring.

A frisky and excitable dog was so carried away with the sight of the jewel and Martin's words that he stood on his hind legs, frisked about barking joyously. Suddenly Martin let the ring slip from his fingers, and the dog at the same instant leaped upward with a joyous bark. The ring and the dog met in the middle, and in some way the ring flopped right into the dog's mouth. The bark was cut in two in the middle and the dog was almost strangled. When he recovered, the ring was in the dog's anatomy.

The crowd stood paralyzed over the seeming loss of the ring. All except the auctioneer and he said: 'Ladies and gentlemen, we have here probably the most valuable slices of dog meat to be found anywhere. He is also a combination dog — if you don't want him to catch rats or use him as a lap dog, you can convert him into a jewelry casket which I will guarantee is burglar proof. No safecracker can work the combination on this dog. Now, ladies and gentlemen, how much am I offered for this burglar-proof, combination jewelry casket and house dog?"

It is said the dog's owner purchased him for the full value of the diamond. Martin, however, says the story is a joke of the worst sort."

Well even if it did not happen, and I am not saying it didn't, wasn't it fun to read? I bet that you have some stories just like this one. Don't keep them to yourself, share them with us.

In our next and final installment in this series we are going to take a look at the "Auctioneer Who Got Mad."

Annual Golf Tournament Plans Set

The LPGA used to hold a tour event there every year. In 1989, one of the much-publicized Skins games was held there, and the PGA Seniors Tour has made a stop. But hold on. On Monday, July 9, an even more important event will be held at the Pine Ridge Golf Course. That is the day when NAA members will tee it up on the par-72 course that has attracted a reputation for excellence outside the Baltimore area.

The 1990 NAA Convention does not start until Tuesday, July 10, leaving just enough time for NAA members dedicated to the links to get in a round of competitive golf at Pine Ridge. Although the golf is just for the fun of it, prizes will be awarded in several categories, including longest drive, closest to the pin and to the top three finishers in each of the three flights.

Your entry fee of $50 will cover all expenses — transportation, food (before and during the round), refreshments, green fees and electric cart. A bus will transport all the golfers to the course at 9:30 a.m. and return you to the hotel after the last birdie has been sunk.

Space is limited. Slots for only 60 golfers have been arranged. The lucky 60 will be divided into three flights, divided according to the following handicaps:

Flight 1: 10 and under
Flight 2: 11-20
Flight 3: over 20

So, fill out the accompaning form and return it to NAA Headquarters on or before June 15 and reserve your tee time.

Note: Bring your own golf clubs.

1990 NAA Golf Tournament Registration Form

Name: _____

Address: _____

City, State, Zip: _____

Phone: _____

Handicap: _____

This form can be copied and the copy sent to NAA Headquarters as the registration form. Send the form and a check for $50 made out to the NAA to:

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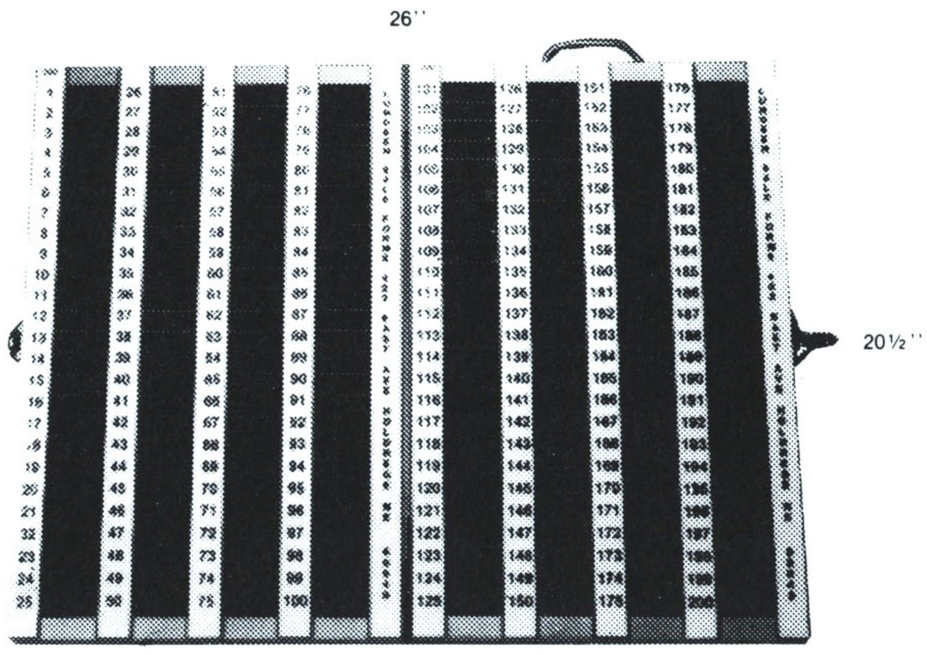

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License Law Committee Formed In Nebraska

A committee has been commissioned by the Nebraska State Legislature to determine if auctioneers should be licensed in that state.

The committee will study license laws in effect in other states as part of the study. How other states deal with reciprocity is one of the areas the committee plans to study.

A license law has already been drawn up by the Nebraska State Legislature, but it was determined that the question needed further study before action was taken.

Montana Convention Called Best Ever

"Best ever" were the words used to describe the 1990 Montana Auctioneers Association convention held in late February.

Montana weather can either balmy or arctic in February, and there is never in guarantee it will be "easy" or even possible to arrive at a convention site.

However, despite snow and high winds in some parts of the state, all who planned to attend the convention did, indeed, arrive — from all corners of the sprawling state.

All of the workshops were valuable and offered "hands-on" learning. A representative of the state's Brand Inspector's Office updated auctioneers on "Livestock Codes and the Selling of Livestock at Auction."

The second workshop featured Montana Attorney General Marc Raciot, who reviewed laws pertaining to auctions and answered questions about auction law.

However, the highlight of the convention was the workshop presented by NAA Director **Eddie Haynes, CAI.** The "Real Estate at Auction" workshop presented by Haynes had many asking for an extension of the program.

Leading the MAA into the 1990's is an auctioneer who is no stranger to the MAA presidency. **Morris Gardner** of Hamilton, Mont., has twice before been elected to the position and served consecutive terms in the early 1980's. Gardner has also served as a director of the MAA and has taken top honors in the Merchandise Auctioneers contest.

Joining Gardner as officers for 1990 are Jason Shobe of Lewistown, Mont., vice president; Marilyn Burns of Manhattan, Mont., secretary/treasurer; **Ray Hawk** of Florence, Mont., director; Gary Mason of Corvallis, Mont., director; and Randy Kearns of Missoula, Mont., director.

Winning first place in the bid calling contest was **Kevin Gardner** of Missoula, Mont., while Randy Kearns, also of Missoula, Mont., took second place. Dean Folkvord of Three Forks, Mont., finished third.

If the convention was the best ever, so was the turnout. Between 40 and 50 members of the MAA attended, many with their spouses and children.

That number represents over 50 percent of the membership in the MAA and is the best percentage attendance at a convention Montana has seen in many years.

Much Learned At Illinois Convention

Sunshine and warm spring winds welcomed Illinois State Auctioneer Association conventioneers to the Keller Convention Center, Sunday, April 8th, 1990. ISAA members, wives and guests enjoyed the Southern Illinois hospitality of the convention center and convention committee.

President-elect **Keith Reid, Stu Grant** and **Nelson Aumann, CAI,** put together another memorable one-day convention for the 74 registrants.

Round-table discussion workshops were successful, with the following topics and instructors: "Antique Tractors and Equipment," led by Kurt Aumann. It was evident early on that Kurt knew his topic and was willing to share his knowledge with others. Kurt is publisher and editor of the *Belt Pulley,* which is published six times a year, featuring antique tractors & engines. Kurt is also active in his father's auction and real estate business in and around Nokomis, Ill.

Nelson Aumann, a past president of the ISAA, led the "Real Estate At Auction" table. This table drew quite a crowd. Nelson has been very successful in selling real estate at auction throughout Southwest Illinois and surrounding areas. Much interest was aroused when the topic of E.P.A. reporting forms were mentioned. Nelson reminded his listeners that doing your homework before the auction is the key to a successful auction business

Maurice Meyer of Witt, Ill., headed up the discussion on "Country Primitives." Meyer, a buyer and collector for many years, amused his guests with his knowledge and understanding of just what is a primitive and what is not. Being able to detect reproductions was a concern of many at the table.

Lloyd Sitter and Wayne Voss, both ISAA board members, led a discussion on the business of auctions. Many auctioneers had very important questions answered, and enjoyed the opportunity to openly discuss items relative to the times.

The ISAA Auxiliary planned and presented the next segment, an inspirational and motivating presentation which lifted the spirits of the record-breaking spring convention audience.

Woodie Valentine of Springfield, Ill., a former professional athletic official, delivered his message with excitement and conviction.

After lunch, the Mini-fun Auction raised over $600 which helped to defray the convention expense. Most all districts donated one or two items to be sold and were auctioned by old and young auctioneers throughout the state.

The afternoon activities started with a slide presentation by **Murray Wise** of Champaign, Ill., with the topic being "The Key to Gaining Market Presence."

Wise's professional presentation gave insights to many ways to gain market presence and be professional in the field of real estate at auction.

The convention wrap-up speaker was Illinois District 107 Representative Chuck Hartke, addressing pertinent legislative items and discussing the legislative process.

He stated that in his opinion it would be difficult to have an auctioneer license law passed in the very near future, due to cost of staffing, testing, and implementing.

Presently Illinois has 35 or 36 licensing organizations.

(Continued on page 38)

State News

from page 37

Iowa Members Gather In Des Moines

The Iowa Auctioneers Association held its spring convention in Des Moines, Iowa, April 7 and 8 at the Howard Johnson Hotel under the direction of IAA President **Howard Buckles** of Keosauqua, Iowa.

Prior to the convention the association on Friday, April 6, sponsored a six-hour Real Estate Continuing Education Seminar, which was very informative.

The convention began on Saturday with seminars presented by **Billy Long, CAI,** of Springfield, Mo., on "Building a Great Auction Company" and "Residential Property at Auction." NAA President **Ron Faison, CAI,** of Zebulon, N.C., gave his presentation on "Negotiations and Business Liquidations." All felt it was a true learning experience, taking home fine ideas to use in their profession.

Sunday morning, the Iowa Auxiliary held a Continental Breakfast for all. A most informative seminar followed on "Iowa Public Records Search." A Round-table discussion was conducted, followed by a general business meeting. Plans were made for the State Fair Championship Contest in August.

President Faison gave the after dinner speech and brought greetings from the NAA. The Iowa MDA poster child and his parents were present and spoke on the upcoming MDA Telethons.

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Who You Know Can Make A Difference In Career

by Buddy Updike
King George, Va.

It seems that at every convention, seminar or auction that I do or attend, the same question is always asked by young auctioneers or even more experienced auctioneers looking to become a full time auctioneer. That question is "How do I get a job selling cars, salvage or antiques three or four days a week?" The question comes from the realization that most full-time auctioneers sell cars, salvage, etc. several days a week to have a consistent income in addition to his/her personal property or real estate auction business.

As I think about the question, my own experiences, and many of the auctioneers that I know, I believe the answer to the question is "It's not what you know, it's who you know" that counts.

Most of the car or salvage auctioneers get their jobs by knowing other auto auctioneers or auction managers that recommend them for open positions. It's just the way it is. You may be a "super" bid caller, but until you get a friend inside the auction you'll probably stay on the outside.

There are several ways to increase your chances of getting the contact you need. First of all, you need to associate with auctioneers already in a sale. You could work for them on real estate or personal property sales to prove your ability.

You should frequent the auto auctions and volunteer to work as a hood man or a relief man for no compensation in order to get the inside contact and to get a chance to sell, gain knowledge, and auto auction experience.

Being active in the professional organizations — NAA, state associations, and CAI — can gain you valuable friends and contacts that could get you on the inside track. Attend the National and your state associa-

(Continued on page 41)

Antiques and Americana

by George Michael
Merrimack, N.H.

Lalique Glass

Rene Lalique was born in 1860 at Ay in the Champagne district of France. After serving as an apprentice to a silversmith in Paris, he studied at a London art college only to return to Paris as a freelance designer of jewels for Louis Aucoc and others.

In 1900, he was on his own making scent bottles for the famed Francois Coty, a type of work still done by the firm today for Nina Ricci. By 1910, he was best known for his glass creations. By the 1920's he was hailed as one of the world's greatest workmen in glass and won awards continually. The Lalique Co. made all sort of items from perfume bottles, decorative glass panels, vases and

functional pieces for the home to automobile radiator ornaments.

During the 1920's, when nude figures were the rage in all forms of decorative arts, he became the leader in expressing them in glass. The figure we picture is of Susan au Bain, a Parisian dancer who appeared most often in the buff, shocking the tradionalists, but gaining the plaudits of the incoming free spirits of the new deco generation. It has a satin finish which is most often attained by putting glass in hydrofluoric acid to remove the shine.

One finds examples of Lalique glass in unusual places. At the museum in Brighton, England, one will see a dining table made completely from glass, along with large urns and figures, usually not seen in this country. If you study Lalique, this is the best place to start. An excellent reference is *"The Glass of Lalique,"* by Christopher Van Percy (Scribners).

Trade Figures

The papier mache pig we illustrate sat in a window of a butcher shop on the North Shore in Massachusetts for many years. It is typical of the many trade figures employed by merchants, dating back to the 17th century. One can imagine that this porker attracted children as well as adults who are fascinated by animals. When the market closed, he found his way into the home and heart of a collector.

We are all familiar with the cigar store Indian, most carved of wood, standing outside tobacconist's shops. As a boy, I can remember them being left outside all night with no thought of anyone stealing them. Today, with some selling in the five figures, one has to go to museums to see them, where they are guarded day and night.

Figures of this type appeared in England in front of chandlery shops on the docks, most often in the form of a sea captain decked out in full regalia. Figureheads on shops have been around since the time of Cleopatra, but the British immortalized naval and national heros elevating this art form. Figures representing the trade of various stores soon became common the 18th century, as many could not read, so they relied on the trade figures to guide them to those with whom they wished to do business.

The carved wood figure is most desired, but other materials such as papier mache, plaster and even ceramics were utilized. I recall one blacksmith shop in Vermont that had a team with two horses standing out front, lifesize. Trade figures are not common today. The old ones are not easy to find — good luck.

QUESTIONS:

From Litchfield, N.H. — I have found several pieces of furniture made by the Larkin Soap Manufactory Co. in my home. None of my antique books seem to have them listed. Can you give me the name of some books?

ANS — Check the library for *"The Book of Buffalo Pottery"* by Seymour and Violet Altman (Crown Publishers). The Larkin Soap Co. started the factory to give the furniture away as premiums. The Buffalo Pottery was owned by Larkin, as well, to make premiums for giveaway. The Altmans tell the story of Larkin fully in this volume. It was published in 1969, so I do not think it is still in print.

From Chicago, IL — We were given four dining chairs with no seats in them. There are holes all around the seat that suggest they should be caned. From the picture, can you tell me if it is worth having them done?

ANS. — These are Eastlake period, the burl panels on the crest rail mark them between 1870 and 1890. Most have 70 holes — at about .50 per hole, this is $35 per chair. I would think it would be worth it as these chairs are period and will look quite nice.

From Bakersfield, CA —I currently own a Holy Bible, copyrighted in 1873 by Thomas Kelly and received first prize at the 1876 Centennial Exposition in Philadelphia. Will you suggest a service of appraisal for these items in California and who would purchase it?

ANS - Contact the trust department of your bank or your lawyer — They use appraisers for estate work and perhaps can recommend one. I would not get too excited about its value — the Bible is the most printed book in the world and the supply far exceeds the demand. Yours may have some value to a Centennial collector. The early hand-illuminated Bibles are the ones with value.

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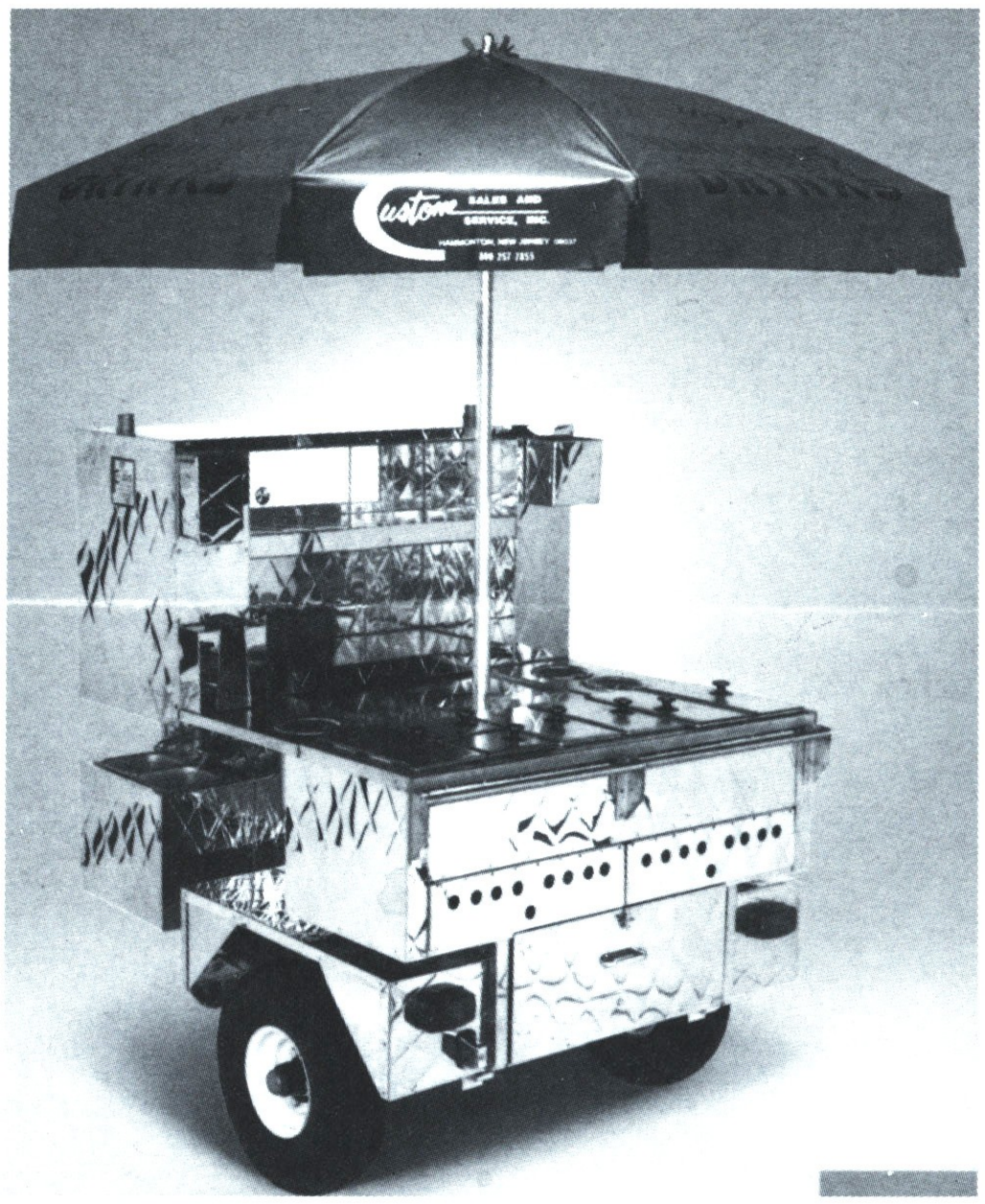

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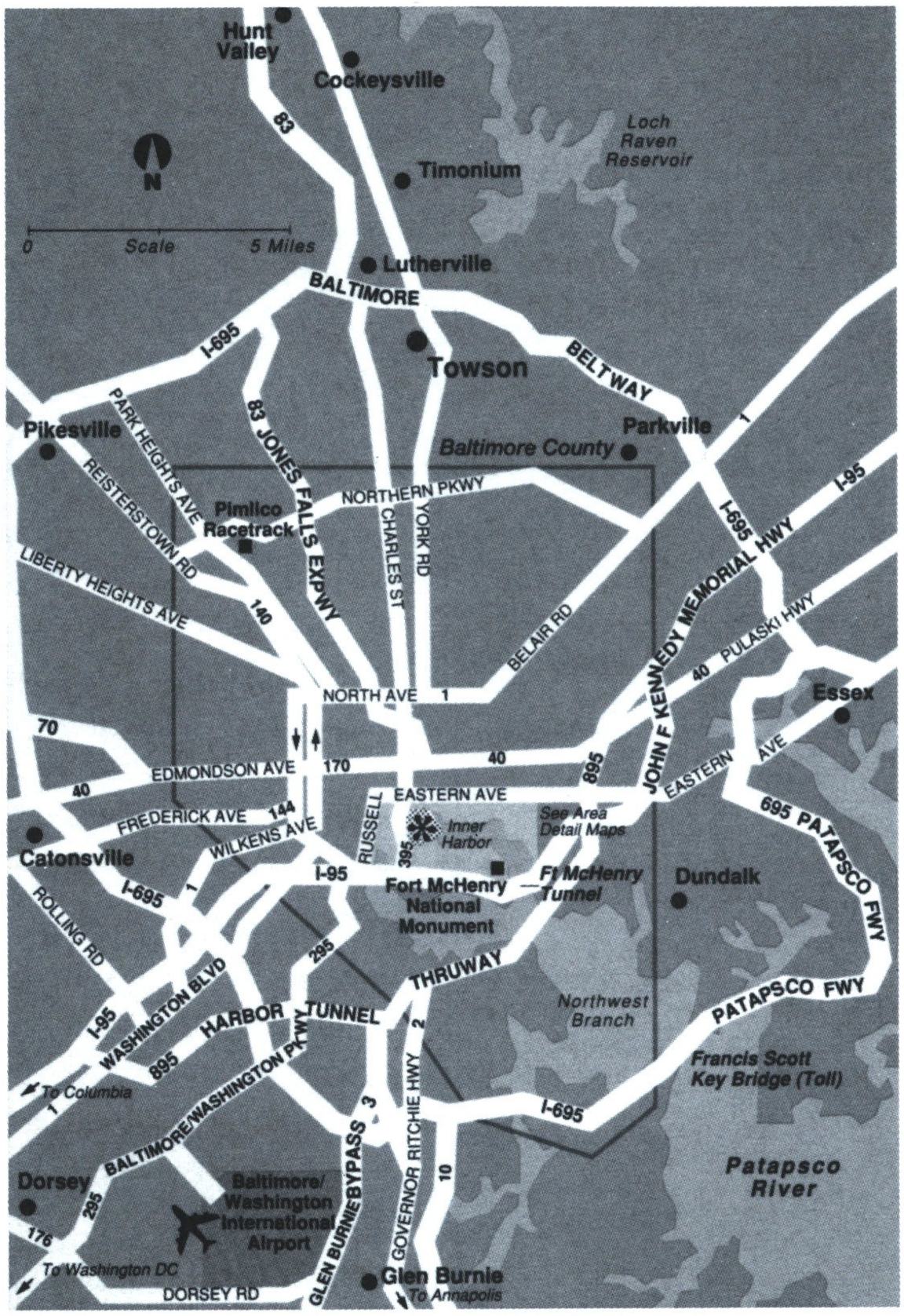
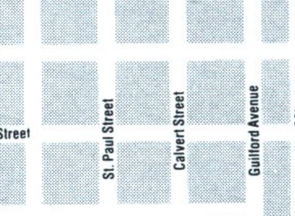
Maps Of Baltimore

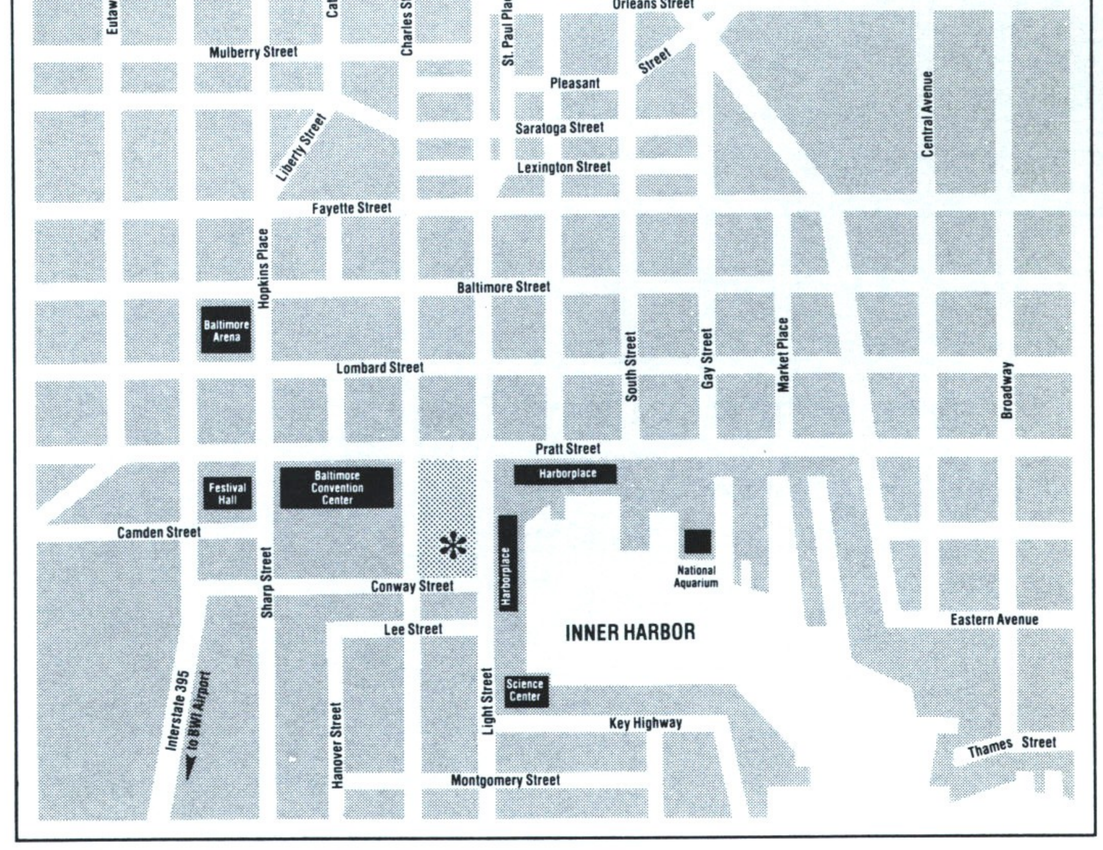
Metro Baltimore Area



The location of the Hyatt Regency Hotel marked by a * on both maps.



Baltimore Inner Harbor Area



Updike

from page 38

tion conventions. There are lots of opportunities to meet influential contacts at these conventions and a wealth of knowledge to be obtained. Be active in your association!

The Virginia Auctioneers Association Auctioneers Contest made my contact for me. One of the judges heard me there and just happened to need a car auctioneer three days a week. He called and offered me a tryout, and I got the position.

Be as active in the profession as you can, meet lots of auctioneers, practice, work hard, study and observe successful auctioneers and learn from them, and you'll get your chance.

Just remember, "It's who you know" that often counts.

Make our profession a helping one. It will pay off for all of us.

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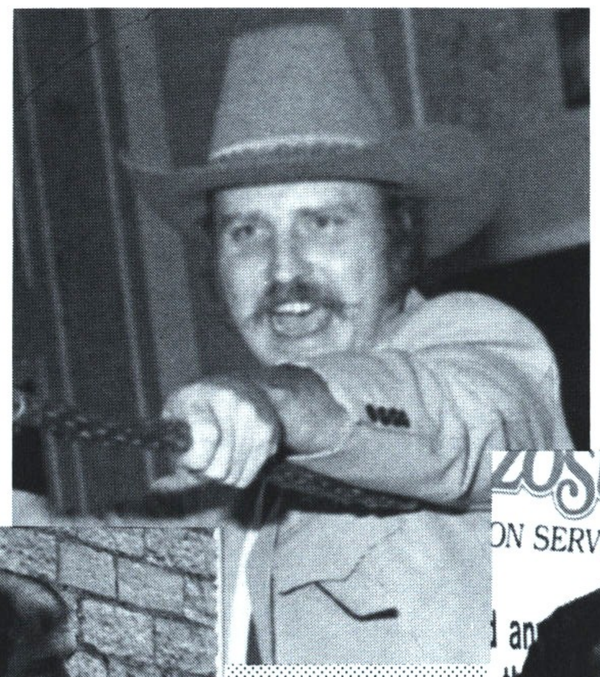
SOLD II® USERS GALLERY

If you've been following **SOLD II Users** of the **Month** you know that these auctioneers have auction software that is a profitable investment, not an expense. Many other auctioneers have also found that **SOLD II** actually helps you make money, not just spend it.



May '90

"SOLD II is the very best on the market!"
Bobby Campbell
CAI
Annapolis, MD

December, '89

One of our newest users said it best: *"SOLD II has made us the envy of every auctioneer in our area. I only wish we had bought it sooner."*

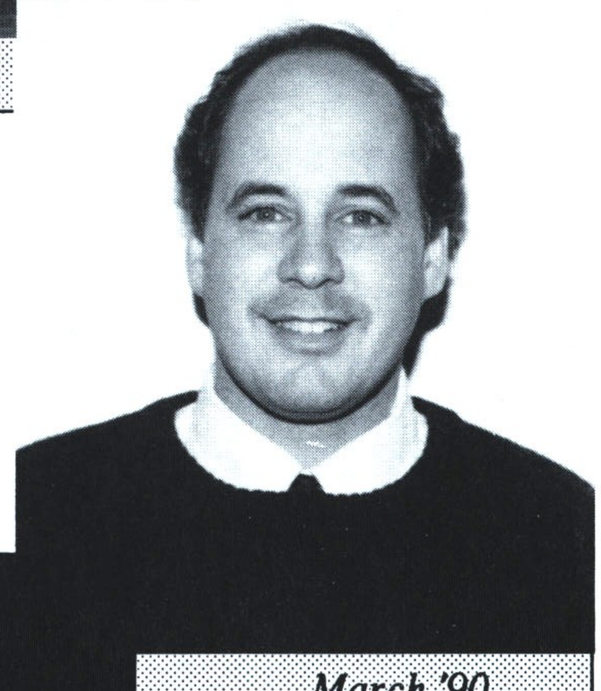
April '90

November '89

"I would recommend SOLD II to any auctioneer."
-Gary Peterson, CAI
Montreal, Quebec

January '90

"SOLD II is powerful and easy to use. The increase in efficiency and the marketing capability from **SOLD II returned our investment in a very short time.**"
-Bernie Brzostek, CAI, Phoenix, NY



March '90

"**SOLD II** and its support are excellent. The SOLD II System has performed at a level that has met all of my expectations, and more."
-Barry Gordon, CAI
Kingston, Ont.

"**SOLD II** gave me a competitive edge I needed to win a large auction ... (over $1 million) ... against 5 other auctioneers, (many of whom offered lower commissions)."
-Bob Reimold
Transfer,PA

February '90

"If I were to go back through the selection process all over again, I would still select **SOLD II.**"
-Larry Garner, CAI
Carrollton, OH

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for

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of the

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- President of Eddie Haynes, Inc. Auction & Realty, Oklahoma City, Oklahoma
- Presently serves as NAA Director
- Serves as NAA's Representative on CAI Board of Governors
- Served on NAA's Long Range Planning Committee
- Member of Speaker's Bureau for NAA
- Past President of the Oklahoma State Auctioneers Association
- Past President of the Realtor's Land Institute of Oklahoma
- Voted "Outstanding Oklahoma Auctioneer" for 1987 by the Oklahoma State Auctioneers Assoc. Members
- Graduate of CAI Institute in 1986
- Has been active in the Auction Profession for 13 years
- Farmer and Rancher
- Former College Professor
- Former Banker

Eddie Haynes . . . *"the Grass Roots VOICE and CHOICE"*

THANK YOU FOR YOUR SUPPORT ! ! !

VOTE
BALTIMORE
CONVENTION
JULY, 1990

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1990 NAA Convention July 10-14

The following 4 pages contain all the material you will need to join in on the excitement this summer in Baltimore. Look for:

- Hotel Reservation Form
- Convention Registration Form
- Baltimore Tours Registration Form
- Tentative Convention Program
- Airline Fare Discount Information

REMEMBER! The hotel reservation form is sent to the HOTEL, and the convention registration form is sent to NAA Headquarters.

On The Waterfront

The beautiful Hyatt Regency Baltimore, located on the shimmering Inner Harbor, will be the site of the 1990 NAA Convention. Opened in October 1981, the Hyatt boasts an indoor pool, jogging track, tennis courts, health club — and most importantly — a working air conditioning system. You can view the Baltimore skyline as you dine and dance in Berry and Elliot's, a romantic rooftop restaurant and lounge. If something more down-to-earth is preferred, Cascades has a full-service menu from dawn to evening's last glimmer.

Auction Marketing — The Wave Of The Future

Theme Of The
1990 NAA Convention
July 10-14

There's so much to see and do in Baltimore! The Fort McHenry National Monument, Baltimore Zoo, National Aquarium, Maryland Science Center, B & O Railroad Museum, Antique Row (the Antique Capital of the East Coast), the World Trade Center, Babe Ruth Museum, fine eateries, exciting nightlife, shopping opportunities galore — the list goes on and on!

Our headquarters hotel will be the Hyatt Regency Baltimore. Connected by over-the-street walkways to the Baltimore Convention Center and fabulous Harborplace, a European-style marketplace of distinctive shops and restaurants, the Hyatt Regency features a spectacular lobby atrium and panoramic view of the Inner Harbor and Baltimore dramatic skyline. Enjoy dining and dancing in Berry and Elliott's, a romantic rooftop restaurant and lounge, or try the full-service menu in Cascades. For revving up or winding down, there are an indoor pool, jogging track, tennis courts and full-service health club. Water enthusiasts will even find sailing, boating and salt-water fishing nearby.

RESERVATION REQUEST

HYATT REGENCY® BALTIMORE

National Auctioneers Association
National Convention

July 10-14, 1990

Reservations received after June 8 or after the room block has been filled are subject to availability and prevailing rates.

The Hyatt Regency Baltimore will not hold your reservation after 6 p.m. on the day of arrival without guaranteeing the reservation with one of the following:

a. An enclosed check or money order covering the first night's stay to include 12% occupancy tax.

or

b. Major credit card with an expiration date and an authorized signature.

Deposits will be refunded only if cancellation notification is received at least 24 hours prior to arrival

Check in Time: 3:00 - 5:00 p.m. Check Out Time: 12:00 Noon

300 Light Street • Baltimore, Maryland 21202 • (301) 528-1234 • Telex 87577 • FAX (301) 685 3362

No extra charge for children under 18 in same room with parent

Type of Room	# of rooms	Convention rates	Regency Club Rates
Single (1 person)		$95	$183
Double (2 persons)		$105	$203
Triple (3 persons)		$125	
Quad (4 persons)		$145	
One Bedroom Suite		$250-$450	
Two Bedroom Suite		$350-$550	
Rollaway/Crib Rental		$20	

Please print clearly when writing information

NAUA

Reservation code: _____

Arrival date: _____

Departure date: _____

Regency Club accommodations include a continental breakfast in addition to special guest room services and amenities on a privately keyed-off floor.

Name _____
Share With: _____
Gold Passport #: _____
Address _____

Daytime Telephone # _____

Credit Card Holder's Name: _____
Credit Card # _____
Expiration Date _____
□American Express□Master Card□Visa
□Discover□Carte Blanche□Diners Club
Special request _____
□ Check or Money Order Enclosed Amount _____
Signature _____

Advance Convention Registration Form

Instructions: Return this completed form with all convention registration fees to: National Auctioneers Association, 8880 Ballentine, Overland Park, KS 66214. Make one check payable for all convention fees (registration, tours, CAI seminar, Auxiliary luncheon, Auxiliary dues) to the NAA. PLEASE print all information. Early convention registration deadline is June 15, 1990. Any and all registrations received postmarked after that date will be charged the regular rates. Remember to fill out the hotel reservation form (on opposite page) and send it directly to the HOTEL!

Register Yourself Here:

Name _____

Nickname For Badge _____

Address _____

City, State/Province _____

ZIP/Postal Code _____

Have you received CAI designation? __Yes __No

Is this your first NAA convention? __Yes __No

Register Your Spouse/Children/Guests Here:

Name: _____ Relationship _____

Name: _____ Relationship _____

Name: _____ Relationship _____

Name: _____ Relationship _____

Phone: _____

PART ONE—REGISTRATION FEES

Registrations postmarked on or before June 15, 1990:

Early Adult Convention Registration Fees

_____ persons @ $100 = $ _____ (1)

Early Child (12 & under) Registration Fees

_____ persons @ $75 = $ _____ (2)

Registrations postmarked after June 15, 1990:

Late Adult Convention Registration Fees

_____ persons @ $125 = $ _____ (3)

Late Child (12 & under) Registration Fees

_____ persons @ $100 = $ _____ (4)

Total Registration Fees
(Total of lines 1 & 2 or 3 & 4) = $ _____ (5)

FIRST-TIME DISCOUNT:
Deduct 50% from line 5 if NAA member is attending the National Convention for the first time.

less 50% = = $ _____ (6)

NET REGISTRATION FEES FOR PART ONE $ _____ (7)

PART TWO-TOUR FEES

Enter Total Part Two Tour Fees:
(see reverse side) $ _____ (8)

Meal Functions

Please write in the number of registrants from your family who will be attending the following:

_____ Thursday Commencement Breakfast
_____ Friday NAA Awards Banquet
_____ Saturday President's Banquet

This information is needed to provide a rough head count to hotel officials. It is not a reservation, nor does it restrict your abilty to attend if your plans change.

PART THREE: OTHER OPTIONAL EVENTS

CAI Seminar (Lunch Included)
No registrations accepted after June 29, 1990 – limited space.
CAI/NAA Members/Guests
_____ persons @ $75 = $ _____ (9)
Registrations postmarked after June 15, 1990
_____ persons @ $100 = $ _____ (10)

Auxiliary Luncheon
____ persons @ $15 = $ _____ (11)

Auxiliary Annual Membership
____ persons @ $5 = $ _____ (12)

Note: PRINT full names of Auxiliary membership applicants:

_____
First Name Last Name

_____
First Name Last Name

PART THREE—TOTAL OPTIONAL EVENTS FEES
(Total of lines 9, 10, 11 and 12) $ _____ (13)

SUMMARY

Total Amount Enclosed

Add totals from Part One (line 7); Part Two (line 8); and Part Three (line 13) $ _____

Make one check payable to the NAA for ALL your convention fees (registration, tours, CAI Seminar, Auxiliary luncheon, Auxiliary dues).

DO NOT include your hotel reservation form and hotel deposit with this convention registration form. Mail hotel reservations **DIRECTLY TO THE HOTEL.**

Return this completed form with your payment to:
National Auctioneers Association
8880 Ballentine
Overland Park, KS 66214
Don't Forget Tour Registrations On The Reverse Side!

Part Two — 1990 Tours Registration Form

Family Tours

Tour A—Washington Whirl-A-Round
Tuesday, July 10, 8:30 a.m.-4:30 p.m.

Enjoy a continental breakfast as we journey to Washington, D.C., the beautiful city on the Potomac River. View such historic landmarks as the Washington Monument, the Library of Congress, the Jefferson Memorial and the White House. We will first tour the Capital, whose history and architecture make it a "must see" on every visitor's list. We'll also visit the Air and Space Museum, the Smithsonian's largest and most popular museum, which houses the nation's aerodynamic treasures, and the Vietnam Memorial. Time will be allowed for browsing and lunch on your own at Union Station. Sodas and snacks will be served en route back to Baltimore. Admissions, transportation, breakfast and snacks on return included but not lunch.

_____ persons
@$40 each
= Tour A fees $ _____

Names of Registrants for Tour A

_____

_____

_____

Tour B — Harbor Highlights
Tuesday, July 10, 6:30 p.m.-10:30 p.m.

This evening's festivities begin as we board "The Bay Lady," our city's best in entertainment afloat. As we cruise into Chesapeake Bay, past Fort McHenry, which inspired the "Star Spangled Banner," we will dine and enjoy a full musical revue in the comfort of a climate-controlled dining room. One full deck has been reserved solely for the members of our group.

Please note: Although the dress for this event is casual, blue jeans and tennis shoes are not permitted. Fee includes food and transportation.

_____ persons
@ $40 each
= Tour A fees $ _____

Names of Registrants for Tour B

_____

_____

_____

Tour C — Seafood Feast
Tuesday, July 10, 7 p.m.-9 p.m.

Two converted fishing boats at Harrison's Pier 5 Restaurant serve as host for the Seafood Feast. Only 125 NAA members will be allowed to sign up for this delicious meal, which will include spiced shrimp, fried clams, hard shell crabs and Chesapeake House crab cake, along with roast beef for the non-seafood lovers. And this is only an abbreviated list of the menu for the evening. Fee includes food. Offered as an alternative to the Harbor Highlights Tour.

_____ persons
@ $26 each
= Tour C fees $ _____

Names of Registrants for Tour C

_____

_____

_____

Tour D—Best of Baltimore
Wednesday, July 11, 10 a.m.-4 p.m.

Take in the dazzling sights of the city as we first ride to historic Federal Hill, once used as a lookout during the Civil War. Ride through Otterbein, the largest $1 homesteading project in the U.S., as we continue on to Fort McHenry, the world-famous landmark that inspired Francis Scott Key to write the "Star Spangled Banner." Upon our arrival, we will view a short film, and then have an opportunity to tour the fort. Lunch will be enjoyed at one of the city's most delicious restaurants, located in a beautifully restored 1861 townhouse. Our last stop will be the Maryland Historical Society for a private docent-led tour of this impressive museum. Fee includes admission, lunch and transportation.

_____ persons
@ $38
= Tour D fees $ _____

Names of Registrants for Tour D

_____

_____

_____

Tour E—Capital Treat
Wednesday, July 11, 9:15 a.m.-4:30 p.m.

Join us on a tour to historic Annapolis, Maryland's state capital. Our guide, dressed in Colonial garb, will conduct a walking tour that includes stops at St. Johns College, Francis Scott Key's alma mater, and the State House where George Washington resigned his commission. At the United States Naval Academy, we'll have an opportunity to view the Chapel, the crypt of John Paul Jones and Bancroft Hall, the home of midshipmen at the Academy. A delicious luncheon will follow at one of the areas most popular restaurants. Fee includes transportation, lunch and admission.

_____ persons
@ $50 each
= Tour D fees $ _____

Names of Registrants for Tour E

_____

_____

_____

Tour F — Wonderful Wilmington
Thursday, July 12, 9 a.m.-5 p.m.

One cannot think of Wilmington without immediately thinking also of the du Pont dynasty. Today's tour takes us to Winterthur, the original house of the du Pont family. Names like Paul Revere, Duncan Phyfe and George Hepplewhite leap to life in this awesome collection gathered by Henry Francis du Pont. We will be divided into small groups of six to ensure a truly special tour of this amazing home. A box lunch will be served en route to the Brandywine River Museum, home of the largest collection of Wyeth paintings in the country. Fee includes transportation, lunch and admissions.

_____ persons
@ $50 each
= Tour F fees $ _____

Names of Registrants for Tour F

_____

_____

_____

Youth Tours

Youth Tour 1 — Baltimore by Land and Sea
Thursday, July 12, 9:30 a.m.-3:30 p.m.

Day begins with a narrated walking tour of downtown. The first stop will be the National Aquarium to see and experience its display of ocean and aquatic creatures. Lunch will be enjoyed at the Chart House, a renovated waterfront building. After lunch a tour boat will take you on cruise to Fort McHenry, birthplace of the "Star Spangled Banner." At the fort, you will watch a historical film before heading back. $28 fee, based on a minimum of 30. Includes guide, lunch and admissions.

_____ persons
@ $28 each
= Tour 1 fees $ _____

Names of Registrants for Youth Tour 1

_____

_____

_____

Youth Tour 2—Baltimore's Sights and Delights
Friday, July 13, 9 a.m.-4 p.m.

The day begins with a narrated walk to the Maryland Science Center. Then the tour makes a stop at the B&O Railroad Museum, where an extensive collection of railroad memorabilia, locomotives and cars are on display. You will also see the unique model train garden. The tour's final stop will be the Baltimore Zoo. The new Children's Zoo is a highlight that can be experienced along with the spectacular colony of African blackfooted penguins and over 1,200 exotic birds, mammals and reptiles. Fee of $29 includes guide, lunch, transportation and admissions, based on a minimum of 30.

_____ persons
@ $29 each
= Tour 2 fees $ _____

Names of Registrants for Youth Tour 2

_____

_____

_____

Youth Tour 3—Baltimore: The All American City
Saturday, July 14, 9:30 a.m.-2:30 p.m.

Walk the cobblestones of Otterbein, a harbor neighborhood that is being resettled by "homesteaders". The next stop on the tour is the Maryland Science Center, where there are scores of fascinating displays, films and learning experiences, focusing on everything from earth to outer space. See I-Max, the most incredible visual presentation system in Baltimore. You can choose from many different eateries in the glass pavilions of Harborplace for lunch (not included). The Public Works Museum and Streetscape is the last stop on the tour. This museum features exhibits, media presentations and an old art gallery depicting engineering history and what goes on underneath the city streets. Fee of $13 includes transportation and admissions but not lunch, based on minimum of 30.

_____ persons
@ $13 each
= Tour 3 fees $ _____

Names of Registrants for Youth Tour 3

_____

_____

_____

Convention Program At-A-Glance

Monday, July 9

8 a.m.-5 p.m.	NAA Convention Office
8 a.m.-5 p.m.	Host Association Room
9:30 a.m.	Golf Tournament
9 a.m.-6 p.m.	CAI Board Meeting

Tuesday, July 10

8 a.m.-5 p.m.	NAA Convention Office
8 a.m.-5 p.m.	Host Association Room
8:30 a.m.-4:30 p.m.	Tour A — Washington-Whirl-A-Round
9 a.m.-5 p.m.	CAI Nominating Committee
9 a.m.-5 p.m.	CAI Seminar
11:30 a.m.-2:30 p.m.	CAI Luncheon
1 p.m.-6 p.m.	NAA Registration
5 p.m.-6 p.m.	CAI Reception
6 p.m.-10 p.m.	NAA Exhibitors Setup
6:30 p.m.-10:30 p.m.	Tour B — Harbor Highlights
7 p.m.-9 p.m.	Tour C — Seafood Feast

Wednesday, July 11

8 a.m.-5 p.m.	NAA Convention Office
8 a.m.-5 p.m.	Host Association Room
8 a.m.-6 p.m.	Vendors' Exhibits Open
8 a.m.-6 p.m.	NAA Registration
8 a.m.-6 p.m.	NAA Nominating Committee
8:30 a.m.-12 noon	CAI Annual Meeting
9 a.m.-3:30 p.m.	Vendors' Mini-workshops
9 a.m.-6 p.m.	1990 Int'l Auctioneer Championship Preliminaries
9:15 a.m.-4:30 p.m.	Tour E — Maryland Capital Treat
10 a.m.-4 p.m.	Tour D — Best of Baltimore
2 p.m.-3:30 p.m.	CAI Board Meeting
4 p.m.-5:30 p.m.	NAA Auxiliary Board Meeting
7 p.m.-11 p.m.	International Auctioneers Championship Final and Entertainment

Thursday, July 12

7:30 a.m.-5 p.m.	NAA Convention Office
7:30 a.m.-5 p.m.	Host Association Room
7:30 a.m.	Parade of Flags
7:30 a.m.-9:15 a.m.	Commencement Breakfast
8 a.m.-5 p.m.	Youth Activities Room Open
9 a.m.- 11 a.m.	NALLOA Meeting
9 a.m.-5 p.m.	Tour F — Wonderful Wilmington
9:30 a.m.-11:30 a.m.	NAA Foundation Annual Meeting
9:30 a.m.-3:30 p.m.	Youth Tour 1 — Baltimore by Land and Sea
9:30 a.m.-6 p.m.	Vendors' Exhibits Open
9:45 a.m.-12 noon	NAA Auxiliary Annual Meeting and Workshop
9:45 a.m.-12 noon	NAA Hall of Fame Committee Meeting
10 a.m.-12 noon	Sex Roles and Body Language Seminar
12 noon-1 p.m.	NAA Past Presidents' Luncheon
1 p.m.-6 p.m.	Vendors' Mini-workshops
1 p.m.-5 p.m.	Agri-Business Workshop
1:30 p.m.-5 p.m.	Indust./Heavy Equipment Workshop
5 p.m.-7 p.m.	Fun Auction Registration
7 p.m.-Midnight	1990 Fun Auction

Friday, July 13

7 a.m.-8:30 a.m.	Election Committee Breakfast
8 a.m.-5 p.m.	NAA Convention Office
8 a.m.-5 p.m.	Host Association Room
8 a.m.-5 p.m.	Youth Activities Room Open
8 a.m.-6 p.m.	Vendors' Exhibits Open
8:30 a.m.-12 noon	NAA Annual Meeting
9 a.m.	Election of NAA Officers/ Directors
9 a.m.-11 a.m.	Vendors' Mini-workshops
9 a.m.-12 noon	NALLOA Meeting
9 a.m.-4 p.m.	Youth Tour 2 — Baltimore's Sights & Delights
12 noon-1:30 p.m.	NAA Board of Directors Luncheon
12 noon-3 p.m.	NAA Auxiliary Luncheon
1:30 p.m.-5 p.m.	Real Estate Workshop
1:30 p.m.-5 p.m.	Personal Prop. Workshop
2 p.m.-5 p.m.	Vendors' Mini-workshops
3:30 p.m.-5 p.m.	NAA Auxiliary Board Meeting
7 p.m.-11 p.m.	NAA Awards Banquet

Saturday, July 14

8 a.m.-5 p.m.	NAA Convention Office
8 a.m.-5 p.m.	Host Association Room
8 a.m.-5 p.m.	Youth Activities Room Open
8 a.m.-1 p.m.	Vendors' Exhibits Open
9 a.m.-12 noon	Real Estate Workshop
9 a.m.-12 noon	Support Services Workshop
9 a.m.-1 p.m.	Vendors' Mini-workshops
9:30 a.m.-2:30 p.m.	Youth Tour 3 — Baltimore: The All-American City
12 noon-1:30 p.m.	NAA Auxiliary Past Presidents Luncheon
1:30 p.m.-3 p.m.	State Newsletter Editors Workshop
1:30 p.m.-3 p.m.	State Association Officers Meeting
1:30 p.m.-3 p.m.	NAA Council Meetings
7 p.m.-11 p.m.	President's Banquet
8 p.m.-11 p.m.	Youth Platter Party

Convention Airline

DELTA

Delta Air Lines Inc., in cooperation with the National Auctioneers Association, is offering special rates which afford a 5 percent bonus off Delta's published round-trip fares within the United States and San Juan, providing all rules and conditions of the airfare are met.

If special fares do not coincide with travel dates, a 40 percent discount off Delta's unrestricted round-trip coach rates will be offered. (Travel solely on Delta Connection Carriers, and travel from Delta's Canadian cities will apply at a 35 percent discount). Seven days advance reservations and ticketing will be required.

To take advantage of either discount, follow these simple steps:

1. Call Delta, or have your travel agent call, at 1-800-241-6760 for reservations 8 a.m.-8 p.m., Eastern time, daily.
2. Refer to file number: NO164
3. Certain restrictions may apply and seats are limited.
4. These discounts are available only through Delta's toll-free number, so call today!

1990

International Auctioneer Championship

Bid Calling Contest

Marvin E. Alexander, CAI
1989 Champion

Sponsored and Conducted by the National Auctioneers Association

Wednesday, July 11, 1990

Hyatt Regency, Baltimore, Md.

• Purpose of the Contest

To promote the auction method of marketing real and personal property and to emphasize the importance of the auctioneer as an effective marketing specialist.

• Qualifications, Rules & Procedures

Each contestant must be at least 18 years of age and a member of the National Auctioneers Association. The entry fee is $150 (U.S. funds), and payment must accompany this completed form.

Each contestant will be interviewed in a private session on Wednesday morning, July 11, by a panel of judges selected by the International Auctioneer Championship Contest Committee. An auction of items supplied by the Contest Committee will be conducted — to a public buying crowd — Wednesday afternoon.

Five specialization categories have been identified by the Contest Committee, which will assist the judges when interviewing and judging the contestants. It is suggested that each contestant indicate in which category he or she prefers being identified:

(1) Agribusiness (farm equipment, livestock and agriculture-related auctions)
(2) Real Estate (commercial, residential and industrial real estate auctions)
(3) Personal Property (antiques, fine arts, collectibles, household and estate auctions)
(4) Industrial, Commercial and Vehicular (heavy, commercial and construction equipment; auto and truck auctions)
(5) General Business Liquidation auctions

Contestants will be scored on these points:

(1) He/she takes good initial command
(2) Delivery, poise, eye contact, surveys crowd, appearance
(3) Reaches final bid in proper time. Delays?
(4) Would the judge have the auctioneer work for him/her?

• Contest Entry Deadline — July 1, 1990

To ensure that each contestant is scheduled for an interview, can conduct the preliminary auction on Wednesday, July 11, and receives pre-contest publicity, this entry form is to be completed and sent to the NAA Headquarters. Entries postmarked later than July 1, 1990, will not be accepted.

The contestants will not be responsible for providing the items to sell at the preliminary presentation auction or the contest. The judges will select the items (personal property) which the contestant will sell at the preliminary auction. After the interviews have been conducted, the judges will select 15 finalists who will compete for the title of 1990 International Auctioneer Champion.

The decision of the judges is final in regard to the selection of the 15 contestants who will compete for the 1990 title at 7 p.m. Wednesday, July 11, in the Constellation Ballroom of the Hyatt Regency Baltimore. The 15 finalists will draw for the auction items — all personal property — they will sell at the final contest.

Forty-five total items will be sold by the 15 finalists, and each contestant will sell three items — regardless of his or her area of specialization. The National Auctioneers Association Foundation is contributing personal property items for the final competition, and all proceeds from the auction will benefit the Foundation and support the Auctioneers Hall of History. The winners will be announced Wednesday night, July 11, immediately following the entertainment.

All auction items will be provided to the contestants by the Committee, but it is recommended that each contestant provide an item to be sold at the 1990 Fun Auction Thursday night, July 12.

• The Awards

Each contestant will receive a Certificate of Recognition for entering the competition, and each of the 15 finalists will be presented a plaque. The 1990 International Auctioneer Champion will be awarded a 14-karat yellow gold charm (tie tack or necklace charm) with .25 carat diamond and an engraved silver trophy. First and second runners-up champions will receive trophies.

International Auctioneer Championship

• Contestant Information

Name:_____ Date: _____

Home Address: _____ Home Ph. _____

City, State/Province, ZIP/Postal Code: _____

Business Address: _____ Bus. Ph. _____

City, State/Province, ZIP/Postal Code: _____

Specialization Category: _____

• Media Information

List complete names and addresses of newspapers, radio and TV stations you wish to receive publicity concerning your participation in the 1990 International Auctioneer Championship.

Name: _____

Address: _____

City, State/Prov., ZIP/Postal Code: _____

Name: _____

Address: _____

City, State/Prov., ZIP/Postal Code: _____

Name: _____

Address: _____

City, State/Prov., ZIP/Postal Code: _____

Name: _____

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City, State/Prov., ZIP/Postal Code: _____

Return Completed Form, Along With Entry Fee, To:

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c/o National Auctioneers Association
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Summary Of Minutes

National Auctioneers Association Board Of Directors Meeting
April 29-30, 1990

The National Auctioneers Association Board of Directors met at the NAA Headquarters in Overland Park, Kan., April 29-30. The major actions taken by the Board are summarized in this article.

During the meeting:

• Joseph G. Keefhaver was appointed executive vice president.

• The Board reaffirmed that the 1991 convention will be held at the Holiday Inn Central in Omaha, Neb.

• A new procedure was adopted for selecting the Hall of Fame award recipients. Effective with the 1991 awards, the NAA Board will choose the three award winners, giving strong consideration to a slate of six nominees recommended each year by the prior recipients.

• Approval was given to the joint statement on cooperation signed Feb. 25 by the NAA and CAI executive committees.

• The Westin Hotel in Indianapolis, Ind., was selected as the site of the 1994 convention, subject to negotiations with the hotel management.

• The Board accepted the Education Committee's recommendation that a new fee structure be adopted for upcoming seminars. The registration fees will be $200 for an NAA member; $100 for a member's spouse or non-auctioneer guest; and $250 for non-NAA members.

• Approval was given for holding a real estate seminar in conjunction with the CAI seminar this November and a personal property seminar in San Antonio, Texas, in January 1990.*

• Directors voted to allow vendors to purchase exhibit space at upcoming seminars and to ensure that a social function be held on the evening before the start of seminars.

• They also agreed to promote mini seminars around the country. Board members will serve as instructors for these seminars, which will be held apart from the state conventions. States will be asked to cover the expenses of the instructors, and any registration fees will go to the sponsoring states.

• John Walter was promoted to director of publications.

• A proposal to cooperate with the Certified Auctioneers Institute on sponsorship of an auction market research study won approval.

• Non-resident, multi-state and preempt language was added to the model auctioneers license law file maintained at the NAA Headquarters. (See article, this issue.)

• President Faison named Dean Howard, CAI, as chairman of this year's Fun Auction. James G. Murphy was appointed co-chairman.

• The Board voted to hold its fall meeting and a governmental relations seminar in Washington, D.C.*

**As a result of new information becoming available following the Board meeting, the decisions to conduct a real estate seminar in November 1990 and to hold the fall meeting and seminar in Washington, D.C., may be reconsidered by the Board of Directors in Baltimore.*

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1990 Ad Contest Underway

The deadline for the 1990 NAA Advertising Contest isn't until June 15, but now is the time to begin assembling your entries. Winners will be honored at the Awards Banquet during the 1990 NAA Convention in Baltimore.

Contest Rules

(1) All entries must be received at the NAA Headquarters in Overland Park, Kan., before the close of business Friday, June 15, 1990.

(2) Entries must be in promotion of auctions occurring between June 1, 1989, and June 1, 1990.

(3) All entries must display the NAA emblem or contain the statement that the auctioneer is a member of the National Auctioneers Association.

(4) Each advertisement for a specific auction must include information regarding:

a. whether the auction was actually held,
b. whether the auction had a reserve,
c. whether the property was sold, and
d. whether the sale price met the expectations of seller and auctioneer.

(5) Each member entering the contest is limited to one entry per Category in the Broadcast/Audio-Visual Section and one entry per Division per Category in the Print Section. Each entry must be accompanied by an official entry form and clearly labeled as to which Section and Category (and Division, if for the Print Section) it is to be entered.

(6) All NAA members are eligible to participate, except that 1989 Advertising Contest winners are ineligible to compete in the Print Division or the Broadcast/Audio-Visual Category in which they won in 1989.

(7) In the Print Section, each Newspaper and Magazine Category entry must include one complete copy of the publication in which the advertisement appeared and two tearsheets containing the ad. Only one copy of each television or radio commercial, audio-visual or audio presentation is required.

(8) Three copies of each printed piece must be submitted for every entry in the Print Section. One copy will remain in the NAA office, one will be used for judging and the third will be displayed at the convention.

(9) Each television commercial must be submitted on VHS cassette. Each radio commercial and audio entry must be submitted on regular one-eighth-inch audio cassette. Mini and micro cassettes are not acceptable. Each audio-visual entry must be submitted as a VHS recording, a 35mm slide presentation with accompanying one-eighth-inch audio cassette (do NOT submit slide presentation with script) or an 8mm or 16mm film loop cartidge.All tapes must be rewound and ready to play.

(10) In the Print Section, 44 first-place awards will be presented — one for each of the Seven Divisions in Categories A through F, plus one each for Categories G and H. In the Broadcast/Audio-Visual Section, first-place awards will be presented for each of the five Categories.

(11) A "Best of Show" award will be presented to the best entry submitted in the Advertising Contest. The winning entry will be removed from competition with the other entries in the Division or Category in which it was entered.

(12) Failure to comply with any of the rules will cause the entry to be judged ineligible for the Advertising Contest.

Print Section
Categories:

A. Newspaper
B. Magazine
C. Multiple-Page Catalog (regardless of the number of colors of ink)
D. One-Color Piece (one color of ink)
E. Two-Color Piece (two colors of ink)
F. Multi-Color Piece (three or more colors of ink)
G. Auction Business Stationery (submit three copies of your letterhead, envelope and personal business card)
H. Auction Newsletter (must be published at least quarterly)

Broadcast/Audio-Visual Section
Categories:

I. 30-Second Television Commercial
J. 60-Second Television Commercial
K. Radio Commercial
L. Audio-Visual Promotional Presentation
M. Audio-Only Presentation

Divisions
(Categories A-F Only)

(1) Commercial and Industrial — Entries in promotion of the sale of commercial and industrial equipment and/or facilities.

(2) Farm or Farm-Related — Entries in promotion of the sale of farm equipment, livestock, farm-related items and farmland in conjunction with farm-related items. (Advertisements promoting solely farmland should be entered in the Real Estate Division.)

(3) Real Estate — Entries in promotion of the sale of real estate or real estate and incidental personal property.

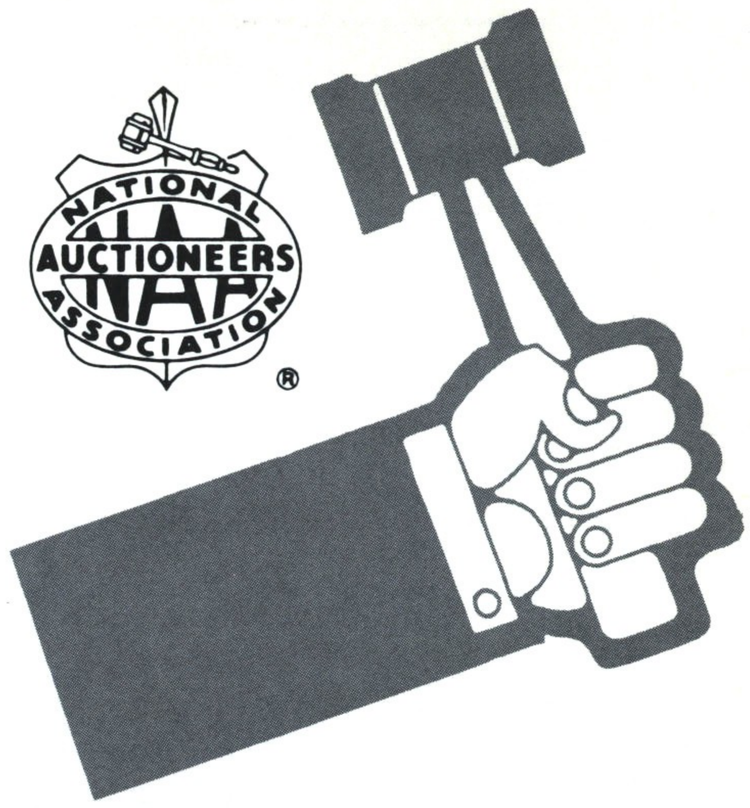
(4) Antiques and Collectibles — Entries in promotion of auctions focusing on antiques and/or collectible items.

(5) Specialty — Entries in promotion of the sale of a specific type of item not otherwise categorized, such as a gun auction, art auction or other auction based on a theme.

(6) General Household and Estate Liquidation — Entries in promotion of auctions of the contents of a household and/or estate.

(7) Institutional — Entries in promotion of an individual auction business to potential clients.

1990 NAA Advertising Contest Entry Form



Include One -- And Only One
Completed Form Per Entry

Entry Deadline Is June 15, 1990

Print Section

Category:

(Check One)

___ A. Newspaper
___ B. Magazine
___ C. Multiple-Page Catalog
___ D. One-Color
___ E. Two-Color
___ F. Multi-Color
___ G. Auction Business Stationery
___ H. Auction Business Newsletter

Division:

(Check one unless entry is in Category G or H

___ 1. Commercial and Industrial
___ 2. Farm or Farm-Related
___ 3. Real Estate
___ 4. Antiques and Collectibles
___ 5. Specialty
___ 6. General Household & Estate Liquidation
___ 7. Institutional

Broadcast/Audio-Visual Section

Category:

(Check one)

___ I. 30-Second Television Commercial
___ J. 60-Second Television Commercial
___ K. Radio Commercial
___ L. Audio-Visual Presentation
___ M.Audio-Only Presentation

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(See Contest Rule 4)

(a) _____
(b) _____
(c) _____
(d) _____

Describe how the advertising was used: _____

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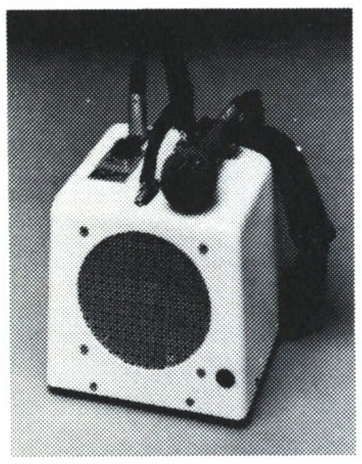

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License Law Changes Approved By Board

The National Auctioneers Association Board of Directors approved changes in the Model License Law at its April board meeting.

The changes were recommended to the board by **Richard Dewees,** owner of Missouri Auction School in Kansas City, Mo.

Changes were made in the area of non-residents and multi-state licensing. Wording was added that would prohibit duplicate regulation of auctioneers.

The new non-resident regulations would allow auctioneers from one state to obtain a license in a second state as long as the following conditions were met:

1. The states' requirements for licensed auctioneers were roughly equivalent.
2. Both states grant reciprocity to the other.
3. The payment of the resident auctioneer fee.

Multi-state licensing would allow states to enter into agreements with other states that would allow auctioneers licensed in one state to work in another without obtaining a license from that state.

The new wording, called a preemptive clause, would forbid any other state agency or municipal government within a state to regulate auctioneers, tax them or impose special fees.

Copies of the NAA Model License Law are routinely provided to state legislatures and interested auctioneers when the subject of licensing auctioneers comes up in any particular state. A copy of the Model License Law can be obtained by contacting NAA Headquarters.

More License Plates Sent In

A few months back we ran some pictures of NAA members with personalized license plates. Well, here are some more examples that we have received recently.

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"Cash" Cunningham
Williamsville, N.Y.

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Contest Can Be Fun, Educational

by Robert Steffes, CAI
NAA Vice President
Arthur, N.D.

With the NAA Convention coming up July 9-14 in Baltimore, time is running out to enter the 1990 International Auctioneering Contest. This is the third annual contest sponsored by the NAA and it's growing each year. The strictly enforced deadline for entering the contest is July 1.

Contests serve some very useful purposes for auctioneers at all levels of this exciting profession. One of the main objectives is to promote the auction method of marketing. A contest is AN EVENT! There is abundant media coverage and people involvement. The winning auctioneer has a day of glory and a lasting reward of self-improvement.

Bid calling can be done by anyone with very little training but it takes years and years of practice to perfect smoothness, rhythm and a pleasing voice. Hearing the auction chant at a long auction should be an enjoyable experience for those attending the sale. Contests help develop this expertise and give you the incentive to work on improving your profession. Competition promotes fellowship, exchange of ideas and lasting benefits.

Some tips I've assembled from judges, contestants and former winners which may be helpful to future contestants are listed below:

1. From **Ray Sims,** prominent livestock auctioneer from Pleasant Hill, Mo. Be properly dressed, a suit is never out of place. Sims points out that an auctioneer does not know form one day to the next who he may be doing business with.

2. **Daryl Ball**, Bourbon, Ind., auction school instructor with long time experience in the auction business. Suggests that candidates really work at relaxing. Work at being "natural." Ball says that contestants who put on "airs" are spotted immediately and are judged accordingly.

3. **Richard Kiko, CAI,** North Canton, Ohio. Suggests each contestant have a short resume listing years of experience and what fields of auctioneering in which he has the most expertise.

4. **Harvey Lambright, CAI**, of LaGrange, Ind., former NAA Presi-

(Continued on page 59)

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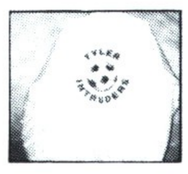

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Education Reform Needed

by T. Eddie Haynes, CAI
NAA Director
Oklahoma City, Okla.

According to Webster's Dictionary, one description of a professional is "having much experience and great skill in a specified role." We, as members of the NAA, are responsible for our image.

The word "professional" is being used more and more by auctioneers, many of whom might find it difficult to show either much experience or great skill in our chosen profession. Try as I might, I can't think of any one thing which will add professionalism to a person's business as quickly as education. Specifically, education in the auction profession.

(Continued on page 61)

Steffes

from page 58

dent with a long career in the auction business. Outlines four areas that are important....clarity, smoothness, posture while selling and dress. Lambright lists four NO's....No profanity, No off-color stories, No smoking while selling and No skylarking.

5. **Paul Behr, CAI,** of South St. Paul, Minn., winner of the 1988 International Auctioneering Contest, and 1989 World Champion Livestock Contest. Agrees with the other judges on many of the points already listed but suggests that contestants practice interviews. He points out that interviews were hard for him as a contestant but important to him as a judge. Behr also expressed that the contestant should realize that the outcome of any contest is the OPINION of the judges at that time and place and is not a reflection of an auctioneer's overall ability. In other words Behr says, "Don't take it too seriously."

If you have thought about this before and haven't acted on it, why don't you consider entering the 1990 International Auctioneering Contest in Baltimore. The experience and benefit is well worth the effort.

The entry form for this year's contest is on page 51.

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President's Advisory Council

*The following persons have agreed to serve as advisors to **Ronald W. Faison, CAI,** 1989-90 NAA president. They will assist in keeping him informed regarding the needs and opinions of the membership.*

Charles E. Cumberlin, CAI
P.O. Box 248
Brush, CO 80723
(303) 842-2822

Joan M. Dance, CAI
611 Bosley Ave.
Towson, MD 21204
(301) 823-3993

Byron E. Dilgard, CAI
135 Union St.
Ashland, OH 44805
(419) 281-2122

Lyle Erickson, CAI
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Bella Vista, AR 72714

Morris F. Fannon
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Pennington Gap, VA 24277
(703) 546-2510

G. Paul Gardner
114 Commissioners Road
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Canada N6C 2T1
(519) 685-2929

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3400 N. Powell Ave.
Franklin Park, IL 60131
(312) 451-2100

Kurt Kiefer
417 W. Stanton Ave.
Fergus Falls, MN 56537
(218) 739-4408

Ken McCormack, CAI
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El Cajon, CA 92020
(619) 447-1697

Archie D. Moody, CAI
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Darlington, SC 29532
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Dean H. Parker
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Ralph F. Passonno, CAI
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Carol Reinhardt, CAI
Route 2, Box 1790
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Wylie Rittenhouse, CAI
Route 1, Box 127
Vanderbilt, PA 15486
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Stephen H. Schofield, CAI
Route 1, Box 178
Colcord Hill Road
South Effingham, NH 03882
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Member National Auctioneers Association

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Haynes

from page 59

When we look at our education and where we get it, one of the things that always jumps out at me is the lack of uniformity in our "auction schools." Some of this may be due to a lack of written materials covering the field of auctioneering or a body of knowledge to be drawn from.

To achieve professionalism through education, this "body of knowledge" needs to be put together in some meaningful order and decisions made on how much weight to give the various topics.

Another thing about education is the necessity of qualified teachers. Now I don't mean to infer that a teacher has to have degrees from all the various universities, but the lack of formal education would require a lot more experience.

Some of the best instruction I ever received was from an old man who had seen the inside of a school room very few times, but what he was able to impart to me was from a lifetime of experience and it was more valuable than any instructions out of a book.

However, I am finding that some of our instructors at certain schools are people who are either unable to conduct an auction due to lack of education, experience, ability or confidence.

Whatever the reason, I believe we are cheating our future auctioneers if they go to a school and are not given the correct tools with which to go out into the world and do an adequate job.

All the above is to bring up a subject that is very controversial, BUT NEEDS TO BE ADDRESSED. A form of certification of auction schools.

There are currently a number of very good to excellent schools, but every day someone opens another — and qualified or not — another future auctioneer begins. But what has he learned: basic skills of bid calling; advertising and promotion; setting up; law; duties; ethics; etc.? We don't know and I think it behooves us as responsible members of our profession to help set up some guidelines to better guide all institutions that are turning out our future auctioneers.

It is well known fact that you and I can not go out and start a school, give diplomas and graduate lawyers, doctors and dentists without meeting certain criteria.

Should it be any less with auctioneers? — PROFESSIONAL MEN AND WOMEN THAT MANY TIMES HOLD THE ENTIRE FUTURE OF FAMILIES (THEIR LIFE ACCUMULATIONS, ET AL) AND OR COMPANIES IN THEIR HANDS?

We need to standardize our criteria of education, because if we don't, we'll be like the electricians, plumbers and others that have had it done for them.

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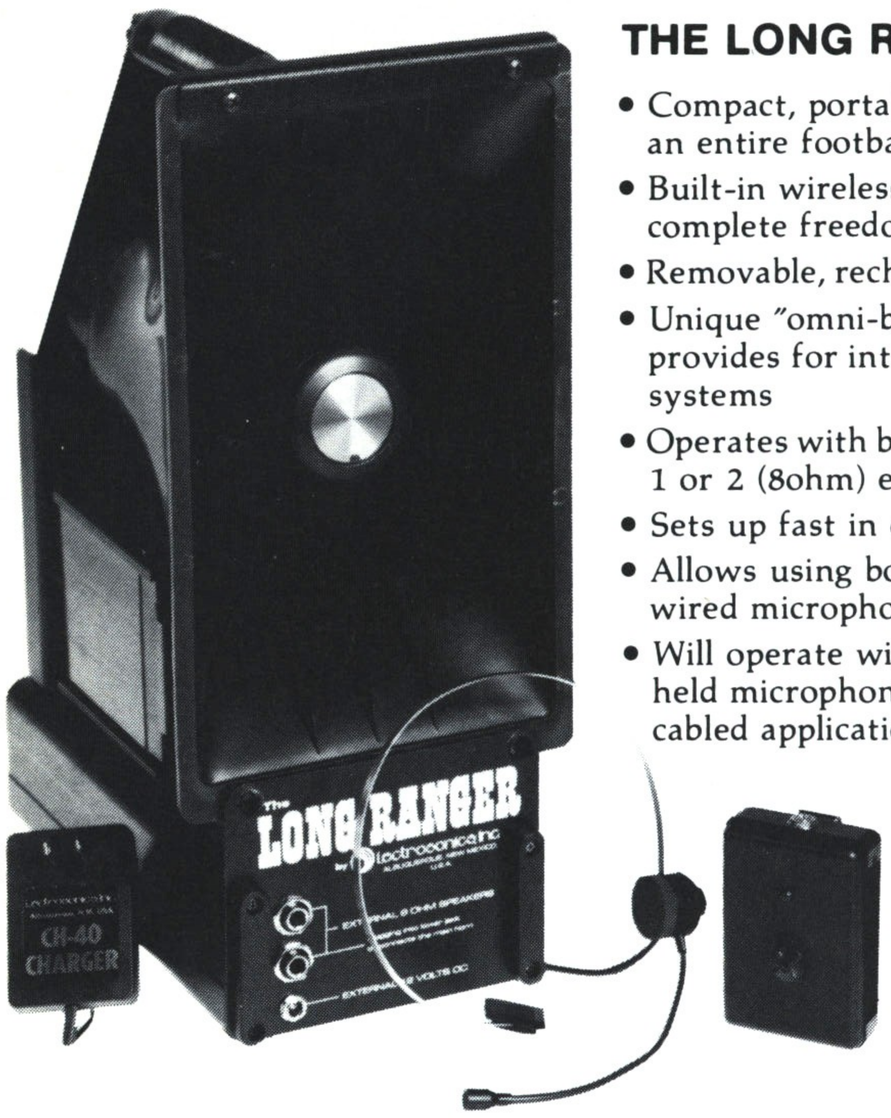

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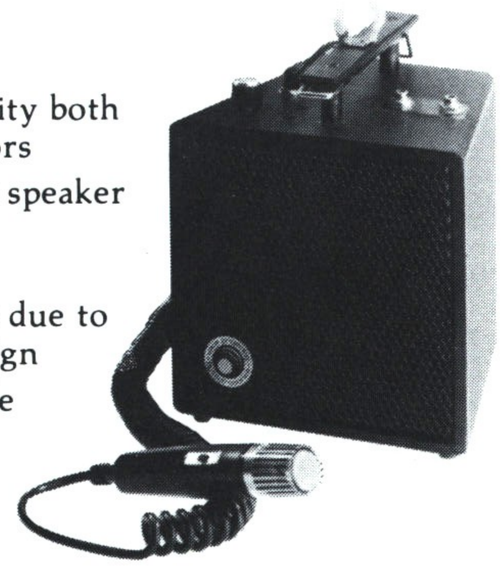

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These proud students graduated in March from the Florida Auctioneer Academy in Orlando, Fla. Instructors pictured in the photo are Gary Smith, Lonnie Duke and Jim Skeen.

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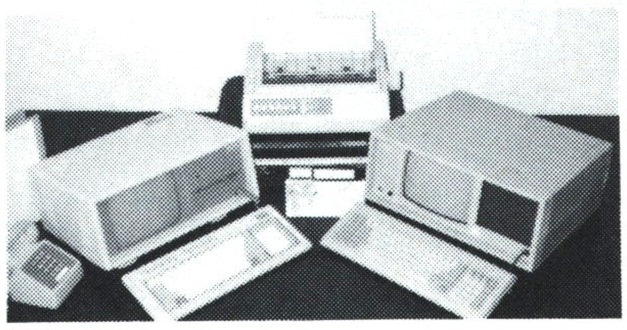

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Forum Letter

Seminar A Success

I had the great fortune to attend a seminar in Orlando during the latter part of March.

Hats off to the people who engineered and carried it off. The presenters were of the highest caliber and more important, interesting and easy to follow. **Wayne Stewart, CAI,** ran the show like a drill sergeant and everything was on schedule.

All participants were invited to the ranch of **Martin Higginbotham, CAI,** on Monday for a barbecue. The Higginbotham ranch is Florida's second most popular attraction and serves the warmest welcome. My wife and I attended an auction at Cocoa, Fla., a few days later at the invitation of the Kool family, who operate the most tastefully decorated and cleanest auction gallery in the land. Our thanks to the Higginbotham and Kool families for their kind hospitality.

Hugh K. Cameron
Taymouth, New Brunswick

NAA Leaders Meet

Officers and Directors of the National Auctioneers Association are hard at work during the April 29-30 Board of Directors Meeting. The meeting took place at NAA Headquarters in Overland Park, Kan.

Reports About National Auctioneers Week Continue

National Auctioneers Week appears to have been a hit throughout much of the country as word of special observances continues to flow into NAA Headquarters.

Joining several other governors, Nebraska Governor Kay Orr, Florida Governor Bob Martinez and New York Governor Mario Cuomo signed proclamations recognizing National Auctioneers week. The mayor of Albany, N.Y., also signed a National Auctioneers Week proclamation.

The spring edition of *The Virginia Auctioneer* and the April editions of *The Indiana Auctioneer* and *The Bid Caller*, the South Carolina Auctioneers Association's magazine, had several pages of material promoting National Auctioneers Week.

George Hawley, owner of Hawley's Auction Gallery in Greenville, N.C., ran one of the National Auctioneers Week promotional ads provided by NAA as part of a half-page auction advertisement.

Commitee Formed By REALTORS

The National Association of REALTORS has formed a National Real Estate Auction Committee. Among the 20 members of this committee are 12 National Auctioneers Association members. The chairman of the committee is **Sheldon Good** of Chicago.

Other NAA members on the committee are **Robert C. Burkheimer** of North East, Md.; **Eddie Case, CAI**, of Mauldin, S.C.; **Richard W. Dewees** of Kansas City, Mo.; **Sammy L. Ford, CAI**, of Mt. Vernon, Ky.; **Owen V. Hall** of Celina, Ohio; **Martin E. Higgenbotham, CAI**, of Lakeland, Fla.; **Terry "Neal" Hilgenberg** of Shawano, Wis.; **J. Craig King, CAI,** of Gadsden, Ala.; **Wayne Stewart, CAI,** of Audubon, Iowa; **Ronald I. Tull, CAI**, of Annandale, Va.; and **Joseph M. Zidek** of Augusta, N.J.

Stewart is NAA president-elect.

Hotel Features New Restaurant

The Hyatt Regency Baltimore has announced that a new restaurant, Bistro 300, will be opening just prior to the NAA Convention. Situated on the third floor, the restaurant will be the hotel's largest and will feature an international menu.

We do want to correct one error that has appeared in the convention publicity. The Hyatt Regency offers an outdoor pool, but not an indoor pool as has been mentioned previously in the magazine.

Rhode Island Assoc. Reports Massive Theft Of Valuables

The Rhode Island Auctioneers Association reported that the following items were stolen recently from the home of Jay Dooley. The Dooley residence was in Quinebaug, Conn., just across the state line from Rhode Island. If you see any of the items in the following list, contact the Rhode Island Auctioneers Association.

The Rhode Island Association requests auctioneers keep an eye out for the following items:

- tall Grandfather's Clock, with wooden works of Connecticut origin, circa 1810, original grain painted decoration, original painted wood dial with open work pewter hands.
- early American round about or corner chair with unique "spindle comb" back, wooden seat which replaced its original splint or rush seat. Old mahoganized finish, circa 1750-1770.
- cherry wood one-drawer table with tapered Hepplewhite legs, refinished, circa 1790.
- quantity of "pillow back" Hitchcock-style side chairs. Original gold decoration on black background, circa 1830.
- lift-top, two-drawer pine blanket chest. Original dark stain, circa 1790.
- cherry wood drop-leaf dining table with turned legs and draws at ends, circa 1820.

(Continued on page 65)

Heavy Equipment Class

Frederick R. Vilsmeier, CAI, *vice president and assistant administrative officer of Vilsmeier Auction Co. of Montgomeryville, Pa., stresses a point to some 75 members of the auction industry attending the 1990 Certified Auctioneers Institute at the University of Indiana. The special course on heavy equipment auction sales was sponsored by CAI in cooperation with the NAA and the University. Vilsmeier Auction Co. has conducted 1,000 auctions in 42 states since its founding in 1972.*

Treasurer Reports On Finances

By Richard Keenan, CAI
NAA Treasurer
Kingfield, Maine

The six-month audited balance sheet from our CPA firm, Purinton, Nicholson & Co. is printed below. The report shows a positive advance in our net worth. The gain was accomplished by a moderate increase in membership income complemented by conservative spending, resulting in a net gain for six months of $31,572. The Finance Committee had budgeted a balanced budget for the year and is very pleased with our six-month report.

NATIONAL AUCTIONEERS' ASSOCIATION
Overland Park, Kansas
STATEMENTS OF ASSETS, LIABILITIES AND FUND BALANCES

February 28, 1990 and 1989

	February 28, 1990	February 28, 1989
Assets		
Current assets:		
Cash and investments	$297,935	$234,944
Cash - NAMCO	9,634	-0-
Employee travel advances	-0-	600
Receivable from Certified Auctioneers' Institute	850	-0-
Miscellaneous receivable	-0-	191
Receivable from NAA Foundation	-0-	713
Loan receivable-NAA Foundation	14,000	14,000
Total current assets	322,419	250,448
Property and equipment:		
Property and equipment, at cost, less accumulated depreciation	646,171	685,983
Total assets	$968,590	$936,431
Liabilities and Fund Balances		
Current liabilities:		
Payroll taxes payable	$ 222	$ -0-
Miscellaneous payable	-0-	300
Payable to NAA Foundation	1,004	-0-
Payable to NAA Auxiliary	100	-0-
Payable to Certified Auctioneers Institute	-0-	2,264
State dues payable	1,825	-0-
Total current liabilities	3,151	2,564
Fund balances	965,439	933,867
Total liabilities and fund balances	$968,590	$936,431

Theft

from page 64

•large oil painting. Landscape with house partially hidden by trees, entitled "Hudson River School." In original gold frame of the period, circa 1860-1870.

•American Colonial slant lid desk. Four drawers. Fine "Ogie" bracket feet. Original Chippendale brass drawer pulls. Inside the lid, tall pigeon holes beside tall central drawer above row of narrow drawers, width 36-40 inches, circa 1760-1780.

•six-board blanket chest, raised above floor. Original Ocre off-beat color finish, circa 1780-1810.

•cherry wood oval tip-top table, candle stand on turned pedestal base with three shaped legs carved toe ends. Original brass catch on back of top.

•massive European angular arm chair, carved back splat, black finish.

•oak side board with backboard, two drawers, two doors below drawers, small holes in right drawer.

•three thumb-back kitchen chairs. One with crack in seat.

•curved oak glass china cupboard.

•brass bed warmer with long wooden handle.

•piano stool, round, adjustable seat with spindle back.

Boosters

ALABAMA
C. A. Cole—Tuscaloosa
John A. Horton, CAI—Huntsville
John P. Horton, CAI—Huntsville
J. C. King, CAI—Gadsden

ALASKA
Harry D. Reinsch—Homer

ARKANSAS
Aubrey J. Appling, Sr.—West Memphis
Kenneth G. Grady, Sr.—Newport
W. K. Murdoch, CAI—Mountainburg
Glynn A. Prejean—Horseshoe Bend
Brad H. Wooley, CAI—Little Rock
Brad L. Wooley—Little Rock

ARIZONA
Robert R. Boone, CAI—Glendale
John A. Cadzow—Goodyear
Richard Coleman, CAI—Tucson
Charles E. Finch—Scottsdale
W.K. Murdoch—Mountainburg

CALIFORNIA
Frank Bolton—Lake Ridge
Edward A. Cannell—Oakland
John Cardoza—Tracy
Joseph Dorfman—Cotati
Mel Giller—Newport Beach
Douglas J. Homberg—Rosamond
Don Johnson—Arcata
James K. McCormick, CAI—El Cajon
John S. Manocchia—Burbank
Jace L. Menezes—Modesto
Travis Owsley—Stockton
Richard B. Reel—Bonita
Bob Sass—Van Nuys
Tom Sydes—Santa Cruz

COLORADO
Duane Plucknett—Denver
Grant D. Steidley—Elizabeth

CONNECTICUT
R. J. Cameron—South Windsor
Robert A. Leone—Lebanon
Seymour Manheimer—New London
Robert J. McGrath—North Haven
Joseph Pari—Hamden
Wesley A. Sager—Trumbull
David J. Schafer—Madison

DELAWARE
Chester L. Carroll—Felton
David L. Wilson—Lincoln

DISTRICT OF COLUMBIA
W. Ronald Evans, CAI—Washington

FLORIDA
Herman S. Beebe—West Palm Beach
R. K. Beebe—West Palm Beach
Louis Boyleston, CAI—Pensacola
Robert E. Boyleston—Pensacola
Joseph A. Cappella—Lantana
Lewis C. Dell—Sanford
W.P. 'Bud' Drake—Port Charlotte
Al Fichtner—Daytona Beach
Alexander A. Forbes—Palm Harbor
Jim Gall, CAI—Miami
Martin Higgenbotham, CAI—Lakeland
Fred J. Hullett—Miami
A. R. McGowen—Eustis
Richard L. Myers—Winter Haven
Kyle R. Nash—Gibsonton
Bill R. Newman—Spring Hill
James D. Poe—Inverness
Donald L. Shearer—Kissimmee
Cliff Shuler—Titusville
Leonard Stampler—Miami
Richard H. Thomas—Miami
Robert L. Vagi, CAI—Davie

GEORGIA
Hershel P. Ansley—Thomasville
Anthony D. Brady—Gray
Charles F. Gay—Rome
Bruce R. Harris, CAI—Fairburn
Ronald C. Harris, CAI—Fairburn
Thomas W. Rowell, CAI—Moultrie
Quinton E. Smith—Albany
John S. Strickland, CAI—Moultrie
T. J. Tarpley, CAI—Rome
J. L. Todd—Rome
D. B. Weeks—Norman Park

HAWAII
Frank J. Adolfi, Jr.—Kailua

IDAHO
Jim Messersmith—Jerome

ILLINOIS
Nelson E. Aumann, CAI—Nokomis
Thomas D. Bauermeister, CAI—Ft. Wayne
Gail Cowser—Glasford
Gene E. Darfler—Naperville
Arthur Feller—Cissna Park
Larry E. Gaither—Decatur
William L. Gaule, CAI—Chatham
Sheldon F. Good—Chicago
Don Hall—Rochelle
Henry Hachmeister, CAI—Pecatonica
Earl Johnson, CAI—Chicago Heights
David M. Kaufman—Chicago
Doyne Lenhart, CAI—Georgetown
Thomas Panouses—Lincolnwood
Italo Petrongelli—Chicago Heights
Keith Reid—Albion
Tom Sapp—Springfield
Charles Vaughn—Kankakee

INDIANA
Dan E. Baker—Lafayette
Kirby L. Bollinger, CAI—Howe
Jack L. Christy—Greenwood
Charles W. Chaudion—Cicero
Jack T. Earlywine—Kokomo
Jack Fife—Indianapolis
Dennis Jackson, CAI—Anderson
Dean V. Kruse—Auburn
Harvey C. Lambright, CAI—LaGrange
Greg M. Michael—Camden
Hugh B. Miller, CAI—Evansville
Richard L. Miller—Decatur
John Sayler—Crawfordsville
Romayne Sherman—Goshen
David Taylor, CAI - Indianapolis
Loren Winger, CAI—Converse
John E. Yager, Jr. CAI—Lynnville

IOWA
Russell D. Altes—Des Moines
William W. Hamilton—Charlotte
Keith Knaak—Vinton
Robert D. McWhirter—Baxter
Bruce A. Polly, CAI—Des Moines
Wayne Stewart, CAI—Audubon
Rich Vander Werff, CAI—Sanborn

KANSAS
C. W. 'Bill' Crites
Don Legere—Hays
Larry Marshall—Fredonia
Marlin L. Zimbelman—Goodland

KENTUCKY
Adrian Atherton—Hodgenville
Bruce B. Blair—Lexington
Frank Crain—Elizabethtown

(Continued on page 67)

Boosters

from page 66

Luther D. Dunn—Salyersville
Richard D. Fries—Butler
Harlan H. Veal, Sr.—Nicholasville
Bill W. Willard—Simpsonville

LOUISIANA

Robert Danzy, Jr.—Alexandria
David E. Gilmore—Kenner
Joseph A. St. Marie—Monroe

MAINE

Peter C. Callioras—Scarborough
G. Henry Gagnon—Portland
George R. Morrill—Gray

MARYLAND

Austin Bohn—Union Bridge
Michael A. Conover—Westminster
Gene A. Franklin—Jefferson
Thomas R. O'Farrell—Westminster
Neal N. Owings—Hamstead
Jan Quiggans—Sparks
Jack Reedy—Hampstead
H. Benjamin Rigdon—Darlington
Raymond Smallwood—Potomac
Michael Whitson—Westminster
Arthur J. Young—Hyattsville

MASSACHUSETTS

Daniel Burns—Comstock Park
Harvey A. Jacobson—Worcester
John J. Nolan—Hanover
Leroy N. Valyou, Jr.—West Newbury

MICHIGAN

Herbert Albrecht, CAI—Vassar
Lloyd R. Braun, CAI—Ann Arbor
Daniel Burns—Comstock Park
Gwyn Butler—Seginau
Norman J. DuMouchelle—Detroit
John M. Glassman—Eau Claire
Steve Halchishak, CAI—Clinton
Jerry L. Helmer, CAI—Saline
D. A. Horst—Traverse City
Sid Miedema, Jr.—Byron Center
David A. Norton—Coldwater
Ron Tosch—Capac

MINNESOTA

Quinten I. Burt CAI—Long Prairie
Norman J. DuMouchelle—Detroit
Frank B. Imholte—St. Cloud
Gerald H. Kaufhold—Roseville
Wally Laumeyer, CAI—Inver Grove
Leslie Oberman, CAI—Cold Spring

MISSISSIPPI

Ronald Hawksley—Ocean Springs
Alton G. Land, Jr.—Meridian
Kline Ozborn, Jr.—Canton
William T. Sellers—Hattiesburg

MISSOURI

Lenzie Beck—Sikeston
Gary A. Brown—Brookline
Jerry Burson—Hallsville
Hugh Campbell—Chillicothe
Phillip Farrell—St. Joseph
Ken Fischer—St. Louis
Robert F. Hamilton—Kimberling City
Keith Looney—Republic
Harry Owen Ogg—Kansas City
Eddie Pickett—Stewartsville
Mickey K. Reichel—Boonville
Bob Turnage
Gary Vancey—Sedalia
Brent Voorheis, CAI—Harrisburg
R. E. Voorheis—Harrisburg
Gary Yancey—Sedalia

MONTANA

R. J. Thomas—Billings

NEBRASKA

Harry Eiler—McCook
Robert E. Haag—Mead
Wendell Konken—Niobrara
Robin Marshall—Elm Creek
Melvin Meyer—Grand Island
Jay D. Nitz, CAI—Fremont
Earl Stander—Weeping Water
Dale E. Standley, CAI—Omaha
Frank R. Thimm—Beatrice

NEVADA

George H. Chadwick—Las Vegas
Daniel C. Watson—Las Vegas
Ola M. Watson—Las Vegas

NEW HAMPSHIRE

Leon J. Cote—Manchester
George S. Foster, III, CAI—Epsom
Walter H. Liff—New Castle
Paul McInnis, CAI—Hampton Falls
James R. St. Jean—Manchester

NEW JERSEY

John S. Burdey—Medford
Margaret H. Combs, CAI—White House Station
David W. Dubin—Newfield
Donn Fagans—Marlton
Arthur Hanna, Jr.—Bloomsbury

NEW YORK

Dennis Alestra—Brooklyn
Charles R. Bryce, CAI—Greene
Bernard J. Brzostek, CAI—Phoenix
Richard W. Bronstein—Amherst
Art J. Castellano—New Hyde Park
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Kenneth R. French, CAI—Armonk
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Glenn H. Munson—Groton
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Hannelore Passonno-Albany
Ralph Passonno—Albany
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Thomas R. Burch—Roanoke Rapids
Donald W. Byers, CAI—Jacksonville
Ronald W. Faison—Zebulon
William R. Forbes, Jr., CAI—Creswell
Curtis Gray, CAI—Durham
George T. Hawley—Greenville
William T. Ireland—Olin
Jerry E. King, CAI—Fletcher
William B. Langley, CAI—Greensboro
Bob Lilly, CAI—Charlotte
Lee Long—Candler
John E. Loy—Greensboro
C. D. Maxwell—Fayetteville
Jack W. Miller—Tabor City
Tony R. Stone, CAI—Bailey

NORTH DAKOTA

Todd Goheen—Carrington
Clifford Orr—Ypsilanti
Bert Penfield—Bowman
Bob Penfield—Bowman
Robert Steffes, CAI—Arthur

OHIO

Roger K. Allen—Minford

(Continued on page 68)

Boosters

from page 67

Don Bates—Cincinnati
Fred A. Barck—Vermilion
Maggie Beckmeyer—North Bend
Winfred L. Begley—Hamilton
Herman J. Brodzenski—Canton
Byron E. Dilgard, CAI—Ashland
Dennis C. Eberhart, CAI—Kent
Robert L. Fetters—Lima
Elias H. Frey—Archbold
Ford Good—Wadsworth
Larry Gorrell, CAI—Paulding
Dale Gress—W. Lafayette
Eugene F. Kiko, CAI—Magnolia
H. John Kramer, CAI—Eaton
Mark Mallette—Cincinnati
J. E. McMasters—Cambridge
Keith Sheridan—Cedarville
Nolan G. Shisler—Oakwood
Gene Simpkins—Cincinnati
Thomas D. Swickard—Toronto
Harold Vaughn—Hamilton
Don R. Wallick—Dover
John Wistner—Haviland

OKLAHOMA

Terry H. Brink, CAI—Frederick
T. Eddie Haynes, CAI—Oklahoma City
Greg M. Highsmith—Vinita
Newell C. Marsh—Tecumseh
Starling Miller, CAI—Perry
Ben D. Steen, CAI—Ada
Ed Vierheller, CAI—Catoosa
W. W. Wilkinson—Tulsa
Norman Wilmeth—Guymon

OREGON

Bill Free—Florence
C. A. Morrison, CAI—Grants Pass
Dennis A. Turmon—Redmond
Steve Van Gordon, CAI—Grants Pass
Leonard Zakula—Gresham

PENNSYLVANIA

Sanford L. Alderfer, CAI, —Harleysville
Sherman Allen—Conneaut Lake
George Blum—Pottsville
Dale E. Cunningham—Ellwood City
Robert Diefenderfer—Trevose
Michael R. Fortna, CAI—Annville
Wil Hahn—Bath
Ralph W. Horst—Marion
Sherman Hostetter, Jr., CAI—Darlington
Clarence F. Kern—Whitehall
Robert P. Kist—Bath
Sanford G. Leaman, CAI—Lancaster
Dale L. Longacre—Selinsgrove
Donald E. Miller—Greenlane
Maurice Vermeulen—Philadelphia
Ralph Zettlemoyer—Fogelsville

SOUTH CAROLINA

Allen L. Ashley, CAI—Honea Path
Joe Beaver—Sumter
Grover Daryl Dodgen—Greenwood
Hilton L. Dodgen—Greenwood
Calixto A. Hernandez—Pelzer
Rodney H. Lee, CAI—Columbia
Fred Mullis,, CAI—Lancaster
Richard L. Patterson, CAI—Lancaster
Bill Yonce, CAI—Florence

SOUTH DAKOTA

Earl S. Penfield—Lemmon

TENNESSEE

Haskel Ayers, CAI—LaFollette
William D. Everett—Maryville
John C. Kimbel—Kingston
George C. Orr, CAI—Tullahoma
Tom Shepard—Brentwood
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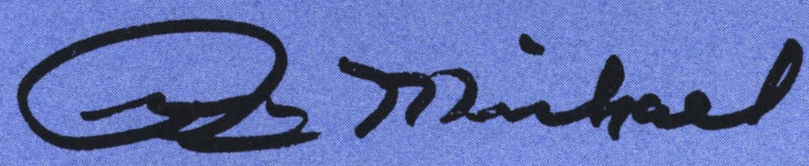
At this time each year, we plan the operating budget for the NAA Foundation and also make plans for raising funds. This year, as in the past, we have been assigned the challenge to provide the items that will be sold during the 1990 International Auctioneer Championship Bid Calling Contest. Forty-five quality items must be donated to raise the funds necessary to assist in the support of the Foundation.

We have no general chairman this year — in past years **Martin E. Higgenbotham, CAI,** has been most generous with his time and efforts on our behalf — we thank him for this, and feel he has done more than his share to assist us.

As president of the NAAF, on behalf of the board, I ask your support with items for this auction. NAA Director Wil Hahn has arranged for items to be sent to **Gene Franklin,** c/0 S.B. Thomas, 7110 English Muffin Way, Frederick, MD 21701. Franklin has volunteered to receive, store and transport items to be sold in the finals of the bid calling contest. His home phone number is 301-473-7839; work phone is 301-694-8100.

Your support is welcome to help guarantee the financial future of the NAA Foundation. Thank you.



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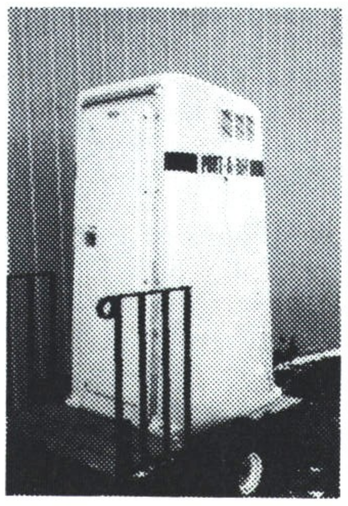

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Are you a member of a State Association? Yes _____ No _____

Which One(s)? _____

List offices held in State Association. _____

Please provide the following information for three character references in support of your application.

Name	Mailing Address	Business or occupation	Phone during the day
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Membership Survey

(Page 1)

For the past several months, NAA Headquarters has been including a membership survey with dues renewal statements. The response to this survey has exceeded our expectations so it was decided to run a modified version of the survey in *The Auctioneer*. This is an anonymous survey so you don't need to include your name unless you want to. The results of the survey will be published in the magazine at a later date. Members who have already sent in a membership survey are encouraged to complete and mail this version as well. Help give direction to the future of NAA. Complete and mail this survey to NAA Headquarters, 8880 Ballentine, Overland Park, KS 66214.

Members are encouraged to make a copy of the survey and mail in the copy so as to preserve their magazines.

(1) I believe the most important benefits of NAA membership are (check one or more):

_____ *The Auctioneer* Magazine
_____ Educational Seminars
_____ Insurance Programs
_____ Beginning Auctioneer Advisors
_____ Other _____

_____ Annual Convention
_____ Bonding Program
_____ Washington, D.C., Lobbyist
_____ Auction Support Network
_____ Access to CAI Program

(2) I think NAA should abandon the following programs: _____

_____

(3) NAA should add or give greater emphasis to the following programs: _____

_____

(4) Name three cities where you would like to see conventions held (outside of your geographic area): _____

_____

(5) Name three cities where you would like to see seminars held (outside of your geographic area): _____

_____

(6) In deciding whether to go to an NAA Convention, the most important thing to me is:

_____ The convention program

_____ The attractions offered by the host city

_____ The cost

_____ A combination of all three

Copy these two pages,
fill out the survey
and mail to:
National Auctioneers Association
8880 Ballentine
Overland Park, KS 66214

Membership Survey
(Page 2)

(7) In deciding whether to go to an NAA Seminar, the most important thing to me is:

_____ The seminar program

_____ The attraction offered by the host city

_____ The cost

_____ A combination of all three

(8) Subjects I would like to see covered at NAA Seminars or convention workshops include: _____

_____

(9) Subjects I would like to see covered in "The Auctioneer" include: _____

_____

(10) The magazine should have more: _____

The magazine should have less: _____

(11) Would you agree to a dues increase to pay for a lobbyist in Washington, D.C.?

_____ Yes If yes, by what amount? _____

_____ No

(13) Would you be willing to <u>contribute</u> annually to a fund to pay for a lobbyist?

_____ Yes If yes, by what amount? _____

_____ No

(14) Other comments: _____

_____

_____

_____

(15) I am a _____ full-time auctioneer part-time _____ auctioneer

(16) I have been an auctioneer for _____ years

Addendum To The 1990 Membership Directory

Active Members

Alabama

Hancock, Greg, 11 Red Fox Drive, Pelham, AL 35124, (205) 663-7611.

Arizona

Amble, Leon J., 1804 Pony Soldier Road, Pusratt, AZ 86303, (602) 776-1100.

Mooneyham, Jimmy S., P.O. Box 1457, Benton, AZ 72015, (501) 776-0830.

California

Macon, Dan, 16451 Creekside Drive, Sonora, CA 95370, (209) 532-0112.

Paulsen, Hans P., 10995 Mira River Court, Ranch Cordova, CA 95670, (916) 973-7920.

Sarlak, Khosrow, 8139 Star Pine Road, Orange, CA 92669, (714) 526-2850.

Canada

Beer, R.M., P.O. Box 352, Ayr, Ontario, CN NOB IEO, (519) 742-4395.

Pope, Marty E., P.O. Box 143, Nisku Prov. ALTA, Canada TOC 2GO, (403) 955-2486.

Wild, John, Ritchie Bros. Auctioneers, P.O. Box 143, Nisku Prov. ALTA, Canada TOC 2GO, (403) 955-2486.

Colorado

Gibbs, Warren, P.O. Box 1508, Montrose, CO 81402.

Rundell, E.W., 1521 E. Hwy 50, Salida, CO 81201, (801) 484-9193.

Spainhower, Burl E., 6867 County Road 44, Cheyenne Wells, CO 80810.

Connecticut

Gagen, William E., 42 Anthony Street, Sewett City, CT 06351, (203) 376-0671.

Josko, William J., 407 Meadowbrook Road, Fairfield, CT 06430, (203) 255-1441.

Florida

Burns, Kevin J., Southern Estate Buyers, 4830 W. Kennedy Blvd., Tampa, FL 33609, (813) 286-4466.

Dawkins, Maurice D., Larry Latham and Associates, 3005 SW Second Place, Cape Coral, FL 33914.

Doyle, Leigh D., 4562 South Kirkman Road, Orlando,FL 32811, (407) 299-3000.

Foster, William, Foster and Co. Auctioneers, P.O. Box 220, Canal Point, FL 33438, (407) 924-7200.

Hayes, Charles D., 801 Cedar Knoll Drive S., Lakeland, FL 33809-2321.

Kuhn Jr., Paul D., CAI, 14502 N. Dale Mabry Hwy., #200, Tampa, FL 33618-2072, (813) 933-2388.

Rockwell, Robert W., Rockwell Financial Corporation, 7380 Sand Lake Road, Ste. 500, Orlando, FL 32819, (407) 352-1722.

Woska, Chris, Miami Recovery Corporation, 2175 NW 22 Avenue, Miami, FL 33142, (305) 326-1100.

Idaho

Harding, Gale, P.O. Box 761, Resburg, ID 83440, (208) 356-3700.

Illinois

Lebonick, George, R.R.1, Box 145, Freeburg, IL 62243.

McEdwards, LeeAnn E., Westchester Group, Inc., P.O. Box 1846, Champaign, IL 61820, (217) 352-6000.

Reynolds, Joe, P.O. Box 8241, Springfield, IL 62791-8241, (217) 342-5123.

Indiana

Chitwood, Fred, Chitwood Auctions, 2775 W. 1505, Lebanon, IN 46052, (317) 482-3528.

Craig, Roger, Craig Auction Service, R.R.1, Petersburg, IN 47567, (812) 354-6045.

Sayre, Fred, 1908 Old Oak Drive, Valparaiso, IN 46383.

Weatherman, William E., 7450 Royal Court, Terre Haute, IN 47802, (812) 299-4850.

Iowa

Ballanger, Clarence, R.R.2, Moravia, IA 52571.

Burke, Donald, 114 North Elm, Cresco, IA 52136.

Crawford, George D., R.R.3, Box 29, Clarinda, IA 51632.

Harris, Eugene, P.O. Box 476, Marshalltown, IA 50158.

Harris, Tom, P.O. Box 476, Marshalltown, IA 50158.

Lamm, Tom, 501 W. Race, Mt. Pleasant, IA 52641.

Putney, Kevin, 1614 88th Avenue, R.R.2, Indianola, IA 50125.

Kansas

Fisher, Darin, F & F Auction Service, 204 West 7th, Kiowa, KS 67070, (316) 825-4936.

Freeman, Loren, Freeman Auction Service, 2317 Anderson Road, Lawrence, KS 66046, (913) 843-4082.

Hunt, Myron B., 1002-B East 23rd Street, Hutchinson, KS 67502-5652, (316) 663-7428.

Kentucky

Durnil, Edward, Crain Company, 1815 North Dixie Avenue, Elizabethtown, KY 42701, (502) 769-1655.

Freeman, S. Dell, 110 Hospital Street, Cadiz, KY 42211, (502) 522-3101.

Hunt, Gary A., 631 Bypass, Bowling Green, KY 42101, (502) 782-2200.

Lake, Robert, Kentucky Realty & Auction Company, 115 North Main, Cynthiana, KY 41031, (606) 234-6714.

McGowan, J.R., Russell Springs, KY 42642.

Louisiana

Gilbert, Johnny, Johnny Gilbert & Associates, 125 Mt. Vernon Church Road, West Monroe, LA 71292, (318) 387-3043.

Maryland

Bell, Thomas H., 8522 Old Harford Road, Baltimore, MD 21234, (301) 668-6600.

Groat, John S., 1647 Homewood Road, Annapolis, MD 21401, (301) 757-2680.

Massachussetts

Caddigan, Jeremy J., 389 River Street, Box 497, Norwell, MA 02061, (617) 826-6965.

Sanborn, Russell E., Res Auction Company, P.O. Box 424, Dennisport, MA 02639, (508) 398-6522.

Santos, Michael, Bristol Auctioneers, 76 Oak Street, Westwood, MA 02090, (617) 551-0073.

White, R.L., 1001 Marina Drive, Ste. 301, Marina Bay, MA 02171, (508) 626-2244.

White, Randolf L., 48 Gilmore Road, Southboro, MA 01772, (508) 626-2244.

Michigan

Beyer, Sherryl L., 7704 St. Huberts, Hesperia, MI 49421, (616) 854-5435.

Bullock, Maynard, Bullock's Auction House and Service, G 5302 Richfield Road, Flint, MI 48506, (313) 736-7670.

Gallimore, Douglas T., 5106 Renee, Lansing, MI 48910, (517) 349-3553.

Mandeville, Lloyd, 1001 Woodland Drive, Bozeman, MI 59715, (406) 587-9566.

Stebbins, L.J., Denzie Auction Service, 13766 Cinder Road, Beulah, MI 49617, (616) 882-5878.

Minnesota

Grafe, Judd, Grafe Auction Company, 111 North Main, Stewartville, MN 55976, (507) 533-4791.

Hawkinson, Gayle L., CAI, Little Hawk Auction Co., 4600-165th Street

(Continued on page 79)

Addendum

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NE, Atwater, MN 56209, (313) 525-6891.
Henslin, LaDon, Box 344, Bird Island, MN 55310, (612) 365-4120.
Riesenberg, Gary, 2714 East 42nd Street, Minneapolis, MN 55406, (612) 721-7058.

Mississippi

Lex, Joseph R., Joe Lex Auction Service, 701 Tantallon Drive, Olean Springs, MS 39564, (601) 875-0664.
Sanders, James N., 7607 U.S. Hwy 49, Hattiesburg, MS 39402.
Sells, Gary N., Southern Auction Company, 301 South 11th Avenue, Hattiesburg, MS 39401, (601) 268-7550.

Missouri

Baize, David, 7400 Sundow Ct., Columbia, MO 65201, (314) 474-0991.
Ralston, Roger, Rt.2, Box 366, Smithville, MO 64089, (816) 873-3414.
Tharp, Murlan, Tharp Auction Service, 400 Main, Nelson, MO 65347, (816) 859-2470.

Montana

Selle, Dan, Rt.1, Box 2292, Miles City, MT, 59301, (406) 232-1965.

Nebraska

Cummins, Bob, 10702 S. 144th Street, Omaha, NE 68138-3848, (402) 334-1643.
Landenberger, Don, Rt.#3, Seward, NE 68434, (402) 535-2880.
Maly, John L., Maly Auction Service, 1636 N. Garfield Street, Fremont, NE 68025, (402) 359-2131.

Nevada

Nelson, Aleda, 4550 West Oakey #111, Las Vegas, NV 89102, (702) 877-0878.

New Hampshire

Lago, Robert W., Hammond & Lago, Inc., 212 Pemborke Road, Concord, NH 03301, (603) 224-1542.
Reblin, Howard, Phoenix Auction Service, P.O.Box 136, Newton Junction, NH 03859, (603) 382-8122.

New Jersey

Fridkis, Randy, Randy Fridkis Auctions Inc., P.O. Box 1012, Springfield, NJ 07081, (201) 912-9485.
Norris, Ronald L., 183 Chestnut Street, Bridgewater, NJ 08807.

New Mexico

Cramer, Ronald C., Cramer & Cramer - World Wide, P.O. Box 2021, Clovis, NM 88101, (505) 769-6006.

New York

Cuddeback, Chester J., 31 East Main Street, Waterloo, NY 13165-1430.
Pszonak, William, 7817 Old Jennings Road, Eden, NY 14057.
Walker, Andrew S., CAI, Walker Auction Barn, 134 Elaine Drive, Binghamlon, NY 13905.

North Carolina

Brannon, Robert O., P.O. Box 407, Waynesville, NC 28786, (704) 456-9967.

North Dakota

Haugen, Dale B., R.R.1, Box 74, Lisbon, ND 58054, (701) 683-4637.
Lyle, Larry, Missouri River Auction, R.R.1 Box 15, Washburn, ND, (701) 462-8210.

Ohio

Browning, Harold, Browning's Auction Service, 1108 Church Street, Logan, OH 43138, (614) 385-8511.
Dickerson, J.W., Box 133, Troy, OH 45373, (513) 339-1066.
Keller, Perry E., CAI, Keller Sales/Auctions, 401-409 West Water Street, Sandusky, OH 44870, (614) 626-8655.
Marino, James T., CAI, Wipple Auctioneer Association, 1219 Ardmore, S.W., Canton, OH 44710.

Oklahoma

Cochran, J.E., R.R. 3, Box 307, Medord, OK 73759, (316) 845-2155.
Highsmith, Greg M., P.O. Box 454, Vinta, OK 74301.
Huff, Keith, 648 Batson, Ft. Sill, OK 73503.

Pennsylvania

Chesley, Douglas, Chesley Auctioneering, 9530 Route 89, North East, PA 16428, (814) 725-8238.
Harriger, Emery, Harriger Auctioneer's, 419 North 4th Street, Reynoldsville, PA 15851, (814) 371-4350.
Hommel, Wayne A., R.R. 1, Box 9H, Dalmatia, PA 17017, (717) 758-1591.
Koser, Paris E., Rd. #2, Box 492, Everett, PA 15537, (814) 735-3300.
Reist, Alfred G., 1848 Anne Avenue, Lancaster, PA 17601, (717) 560-9902.
Yearsley, David W., P.O. Box 137, Kemblesville, PA 19347, (302) 453-8370.

South Carolina

Ashley, Allen L., CAI, Double A Auction & Real Estate, P.O. Box 143, Honea Path, SC 29654, (803) 226-1193.
Bryant, Gwen, 2784 West Ridgecrest Circle, Florence, SC 29501, (803) 662-1944.

Tennessee

Caffey, Dan E., 1615 Haynes Drive, Murfreesboro, TN 37129, (615) 896-1500.
Evans, James, Nashville Auction School, P.O. Box 2026, Columbia, TN 38402, (615) 388-4411.

Texas

Henson, Roy P., Alpha International Marketing Services, Inc., Rt. 3, Box 3786, Chandler, TX 75758, (214) 534-1177.

Utah

Olson, Robert A., CAI, 3535 South 1300 East, Salt Lake City, UT 84106, (801) 466-3034.

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Goodman, James E., CAI, Goodman Realty & Auction Co., 106 Forest Hill Lane, Rocky Mount, VA 24151.
Green, Donnie G., Green Auction & Realty, Rt. 1, Box 636, South Boston, VA 24592.
Martin, Ross D., 3734 Carvins Cove Rd., Salem, VA 24153, (703) 384-8035.

Washington

Yarbro, Charles E., 3501 Hiawatha Road NE, Moses Lake, WA 98837, (509) 765-6869.

West Virginia

Morris, Andrew Jr., P.O. Box 4038, Star City, WV 26505, (304) 599-6276.

Wyoming

Hamilton, Thomas W., 10813 Powderhouse Road, Cheyenne, WY 82009, (307) 638-2297.

Affiliate Members

Reiberg, Pamela, Industrial Liquidating Co., dba Fort Knox Auctioneers, P.O. Box 5736, Greensville, SC 29606.
Wilson, Art, Auction X-Press, 3301 Como Avenue SE, Minneapolis, MN 55414.

Associate Members

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Hammond, R. J., 131 Shore Line Dr. NW, Rome GA 30161, (404) 291-7007.
Hammond, Roby, 618 Trove Drive NW, Rome, GA 30161, (404) 291-7007.
Judge, Michael A., 5053 Gardenia Circle, Marietta, GA 30068, (404) 973-7072.
Tarpley, Chris, J.L. Todd Auction Co., 531 Broad Street, Rome, GA 30161, (800) 241-7591.
Thompson, Dennis, J.L. Todd Auction Co., 531 Broad Street, Rome, GA 30161, (800) 241-7591.

Headquarters Report

Don't delay any longer in making your arrangements for the 1990 NAA Convention in Baltimore. Forms for convention registration, hotel reservations, the golf tournament, advertising contest and International Auctioneer Championship may be found in this magazine.

The hotel reservation form should be sent directly to the Hyatt Regency Baltimore. After June 8, hotel reservations are subject to availability and prevailing rates.

The advance convention registration form should be sent to NAA Headquarters. In order to be eligible for the lowest registration fees, please postmark your form on or before June 15.

We also want to remind members that the deadlines for several convention-related events are fast approaching. NAA Golf Tournament — Fill out the registration form and return it to NAA Headquarters by June 15. NAA Advertising Contest — Entries must be received by June 15. International Auctioneer Championship — Entries must be postmarked on or before July 1. No entries will be accepted at the convention.

One of the best-attended events at the convention is Thursday night's Fun Auction, and all members are being encouraged by Chairman **Dean Howard, CAI**, and Co-Chairman **James G. Murphy** to donate items. They may be checked in from 5 to 7 p.m. the day of the auction, and selling will begin at 7 in the hotel's Constellation Ballroom.

*****

A confidential membership questionnaire may also be found in this issue of *The Auctioneer*. Your comments are of great assistance to the Board of Directors, so please complete and mail the questionnaire today.

*****

It was a pleasure for my family and me to attend the Nebraska Auctioneers Association's 42nd annual convention. The meeting, which was presided over by **Bill Rut,** was held May 5-6 in Kearney.

We are looking forward to working with the Nebraska association as we prepare for the 1991 NAA Convention in Omaha. With the very reasonable room rates we have been able to secure and the Midwestern hospitality for which Nebraskans are famous, it should be a great convention.

Joe Keefhaver,
Executive Vice President

Director's Son Dies

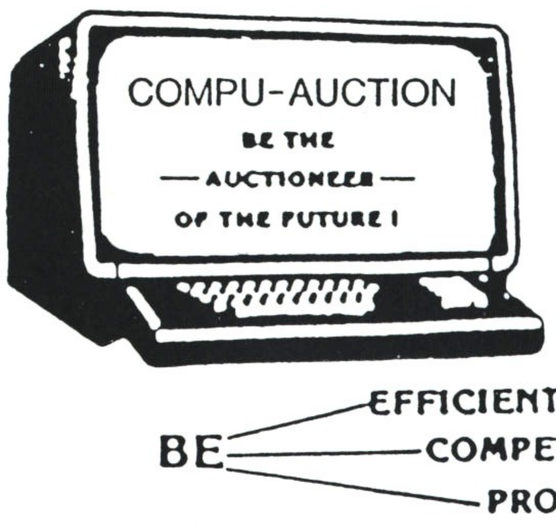
NAA Director **Herbert Albrecht, CAI**, lost his son, Michael, to cystic fybrosis March 31. Michael had struggled with the disease for several years. He died on his 16th birthday.

Michael was buried in his hometown of Millington, Mich.

Oberman Dies

NAA Headquarters received word just before press time that **Leslie L. Oberman, CAI**, died May 12.

Oberman was a resident of Cold Spring, Minn.



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July 1990

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8	9	10	11	12	13	14
15	16	17	18	19	20	21
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29	30	31				

1990 NAA Convention — Baltimore

Convention and Seminar Dates

1990

June 7: West Virginia Auctioneers Association Seminar, South Charleston, WV. Contact: Carlyle Millard, (304) 842-2946.

June 8-10: South Dakota Auctioneers Association, Sioux Falls, SD. Contact: Jeff Goeman, (605) 647-2898.

June 10-11: Tennessee Auctioneers Association Convention, River Terrace, Gatlinburg, TN. Contact: Bobby Colson, (615) 292-6619.

June 10-11: Ohio Auctioneers Association. Summer convention. College Corner, OH. Contact: Marty Nelson, (614) 221-1900.

June 12-14: Wisconsin Auctioneers Association 40th Anniversary Convention, Heidle House, Green Lake, WI. Contact: Robert J. Massart, CAI, (414) 468-1113. (NAA Representative: Robert Frey.)

June 17-18: Alabama Auctioneers Association, Quality Inn Beachside, Gulf Shores, Ala. Contact: Judy Holland, (205) 729-8544. (NAA Representative: Paul McInnis, CAI).

June 21-23: Texas Auctioneers Association, Sofitel Hotel, Houston, TX. Contact: Charles Connour, (817) 545-9845. (NAA Representative: Barry Gordon, CAI).

July 10-14: NAA Convention, Hyatt Regency Hotel, Baltimore, MD.

Oct. 27-28: Vermont Auctioneers Association. Contact: Richard Woodard, (802) 244-8879.

Oct. 27-28: Iowa Auctioneers Association Fall Convention, Amana Holiday Inn, Amana Colonies, IA. Contact: Howard Buckles, (319) 293-3305.

Nov. 3-4: Indiana Auctioneers Association, Radisson Inn, Evansville, IN. Contact: Greg Michael, CAI, (219) 686-2615. (NAA Representative: Paul McInnis, CAI).

Nov. 3-5: Washington Auctioneers Association, Ramada Inn, Bothell, WA. Contact: Ken Maurer, (509) 547-5538.

Nov. 10-12: New York State Auctioneers Association Convention. Executive Park Hotel, Suffern, N.Y. Contact: Robert A. Doyle, CAI, (914) 896-9492

Nov. 11-12: Illinois State Auctioneers Association, East Holiday Inn, Peoria, Ill. Contact: Keith Reid, (618) 455-2233. (NAA Representative: Wayne Stewart, CAI).

Nov. 29-Dec. 1: California Auctioneers Association Convention. Nugget Hotel, Sparks, NV. Contact: Milton Costa, (800) 238-1060 or (800) 552-0220.

Dec. 2-3: Tennessee Auctioneers Association Winter Meeting, Nashville, TN. Contact: Bobby Colson, (615) 292-6619.

1991

Jan. 10-12: Pennsylvania Auctioneers Association, Marriott Hotel, Harrisburg, PA. Contact: Jeanie M. Staley, (717) 921-2800.

Jan. 11-13: Virginia Auctioneers Association, Old Town Alexandria Holiday Inn, Alexandria, VA. Contact: Chris Rasmus, CAI, (703) 370-2338. (NAA Representative: Wayne Stewart, CAI.)

Jan. 12-14: Ohio Auctioneers Association. Annual meeting. Columbus, OH. Contact: Marty Nelson, (614) 221-1900.

Jan. 24-26: Minnesota State Auctioneers Association Convention. Minneapolis. Contact: Lowell Gilbertson, (507) 282-8466.

Feb. 1-3: North Dakota Auctioneers Association. Bismark, ND. Contact: Kay Aldinger, (701) 763-6262.

Feb. 15-17: Kansas Auctioneers Association, Holiday Inn Holidome, Hutchinson, KS. Contact: Sherri Theurer, (316) 326-7315.

July 16-20: NAA Convention, Holiday Inn Central, Omaha, NE.

1992

July 28-Aug. 1: NAA Convention, Hyatt Regency Hotel & Radisson Plaza Hotel, Lexington, KY.

1993

July 20-25: NAA Convention, Radisson Hotel, Denver, CO.

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The Auctioneer
Advertising Information

Terms & Conditions

The Auctioneer is published monthly except August (11 issues each year) by the National Auctioneers Association as an informational service to its members and to promote the auction method of marketing.

All advertisers are required to submit credit account information, an advertising agreement, and payment in advance (for first three months) before advertising will be accepted. Advertising must be camera-ready.

Deadline for September Issue: August 1, 1990

Size:	Width X Height	1 - 5 Times	6 - 10 Times	11 Or More Times
Full Page	7-7/16 X 10	270.00	260.00	250.00
2/3 Vert.	4-7/8 X 10	190.00	180.00	170.00
1/2 Vert.	4-7/8 X 7-3/8	140.00	135.00	130.00
1/2 Hor.	7-7/16 X 4-7/8	140.00	135.00	130.00
1/3 Vert.	2-5/16 X 10	100.00	95.00	90.00
1/3 Hor.	4-7/8 X 4-7/8	100.00	95.00	90.00
1/4 Vert.	3-9/16 X 4-7/8	75.00	70.00	65.00
1/6 Vert.	2-5/16 X 4-7/8	50.00	47.50	45.00
1/6 Hor.	4-7/8 X 2-5/16	50.00	47.50	45.00
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1/12	2-5/16 X 2-5/16	29.00	28.00	27.00
1/18	3-9/16 X 1	22.00	21.50	21.00

ACCEPTANCE

Publisher will publish advertiser's copy in the authorized issue. All advertisements are accepted and published by the publisher upon the representation that the agency and/or advertiser is authorized to publish the entire contents and subject matter thereof. In consideration of the publisher's acceptance of such advertisement for publication, the agency and/or advertiser will indemnify and save the publisher harmless from and against any loss or expense resulting from claims or suits based upon the contents or subject matter of such advertisements, including, without limitation, claims or suits for libel, violation of right of privacy, plagiarism and copyright infringement. The publisher reserves the right to refuse any advertising. Ads which do not meet material requirements as described in these terms and conditions are subject to additional production charges. The publisher is not responsible for errors in key numbers or other type set by the publisher. Not withstanding anything contained herein to the contrary, it is expressly agreed between the parties hereto that the advertiser's damages in the event of any error in publication by the publisher shall be limited to the cost charged for by the publisher for said advertisement. Agencies must add the amount of commission to rates stated above and collect from advertiser. The advertiser will pay each invoice within 30 days of the date of each invoice and will enter all claims for price adjustments, missing or inadequate work within 10 days of receipt of invoice. The advertiser is also responsible for all legal fees involved in collecting overdue balances.

MATERIAL REQUIREMENTS:

Black and White: Camera-ready keyline, positive print, right-reading, emulsion-side-down negatives. Halftones: 133 line screen.

PRODUCTION CHARGES:

If materials do not meet requirements above, additional preparation will be billed at $25.00 minimum.

CANCELLATIONS:

Cancellations must be received by the space reservation deadline. Failure to send materials does not constitute cancellation; previous advertisement of advertiser will be inserted if new materials are not received by closing date. If new materials are scheduled and are not received, the previous advertisement of the advertiser will be inserted. No cancellation of premium positions accepted. Cancellation of a contract space forfeits advertiser's rights to benefit of frequency discounts.

DISCLAIMER:

Products or services advertised in THE AUCTIONEER are in no way endorsed by the National Auctioneers Association. Problems encountered with an advertiser should first be brought to the attention of the advertiser for satisfaction. If the problem persists, then the NAA office should be notified.

Submit all advertising and other correspondence to: THE AUCTIONEER, c/o the National Auctioneers Association, 8880 Ballentine, Overland Park, KS 66214-1985. Phone: (913) 541-8084. FAX: (913) 894-5281.

NAA Headquarters Staff

Joseph G. Keefhaver	Executive Vice President
John F. Walter	Director of Publications
David J. Konecny	Bookkeeper
Barbara S. Kjergaard	Secretary

TRY 'EM... You'll like 'em

CT-12...America's #1 Selling Clerking System

NOW...Business Card Back CT-12

Your complete business card on the back of every buyers receipt ticket.

SAME DAY SERVICE

TAKE YOUR CHOICE!

The Original Blank Back CT-12™

5

Buyer's Name
Or Number _____
Item or
Lot Number _____

_____ @ $_____ = $_____

REMARKS

This receipt verifies payment and delivery of the above. Seller retains ownership until payment check is honored. Sold as is, where is. All sales final. Thank you.

● FORM NO. CT-12, MISSOURI AUCTION SCHOOL, K.C., MO 64102

Blank Back CT-12™
All copies have blank back — no printing.

Original and 2 copies of NCR paper. 8½x11" sheets perforated to make 12 tickets 1¼x4½". This is an extremely fast, easy and accurate combination clerking and cashiering form. This one form replaces both the CLS-2 and the CAS-1.

9,000 (1-3 White, Canary, Card)	$ 33.50
18,000 (1-3 White, Canary, Card)	65.00
36,000 (1-3 White, Canary, Card)	119.50

FREE FREIGHT
When Payment With Order

or NEW Business Card Back CT-12™

Buyer's Name
Or Number _____
Item or
Lot Number _____

_____ @ $_____

REMARKS

This receipt verifies payment and delivery of the above. Seller retains ownership until payment check is honored. Sold as is, where is. All sales final. Thank you.

● FORM NO. CT-12, MISSOURI AUCTION SCHOOL, K.C., MO 64102

JOE E. BECK, JR
AUCTIONEER-BROKER
471.7214

JOE E. BECK
AUCTIONEER-BROKER
471.4532

BECK & BECK

AUCTION REALTY

WE SELL THE EARTH AND EVERYTHING ON IT!

RT. 2, P.O. BOX 297
SIKESTON, MO 63801

OFFICE PHONE
(314) 471-3394

Your Business Card printed in black ink on the back of each buyers copy (That's the card stock third copy).

9,000 (1-3 White, Canary, Card)	$ 53.50
18,000 (1-3 White, Canary, Card)	85.00
36,000 (1-3 White, Canary, Card)	139.50

FREE FREIGHT
When Payment With Order

FREE INTRODUCTORY OFFER

FREE CLERKING TICKETS

We'll send you enough Business Card Back CT-12™ to Clerk 480 items absolutely

FREE!

And we'll even pay the freight.

This costs you absolutely nothing. Just send us 12 of your business cards.

That's how sure we are that you'll like our New Business Card Back CT-12™

Order By Mail And Save Send Check Or Money Order To:

Missouri Auction School

Top Floor Livestock Exchange Building
1600 Genesee / Kansas City, MO 64102
PHONE 816-421-7117 • FAX 1-816-421-4444

☐ YES, I'll take a FREE order of the New Business Card Back CT-12™ (I've enclosed 12 of my business cards)

☐ YES, I'll take a FREE order of the new Business Card Back CT-12™ (I've enclosed 12 of my business cards) and I'd also like to order the below additional items.

☐ I don't need CT-12's. Below is my order for other supplies and or P.A. equipment.

Send to: Phone No. (_____)_____ Date:_____

Company Name_____

Owners Name_____

Street Address_____

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

Quantity	Description	Amount

Payment with Order — We Pay postage in the U.S. **Missouri Residents Add 6.225% Sales Tax** _____

C.O.D. Orders—You Pay Postage **FREE FREIGHT** Amount Enclosed $ _____
WHEN PAYMENT WITH ORDER

Order by Mail . . . Send Check or Money Order — Prices subject to change without notice

NOTE: No single form or set of forms can fit all situations. Your attorney should advise you in situations not covered by these forms as we can assume no liability for errors, omissions, or local requirements.

The *Wireless Sound* That Sells...

COLONEL 500

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Neckband Microphone
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Colonel 32VCM
Professional Headset Microphone

Complete Colonel® 500 System

This system includes the Colonel 500 receiver, amplifier, horn speaker, belt pack transmitter, charger, carrying strap, heavy duty custom carrying case, 3 year warranty, and your choice of the Colonel 32VCM headband microphone or the Colonel 17VCM neckband microphone.

Specify whether you desire the 32VMC headset or the 17VCM neckband microphone. Complete system with 3 year warranty and free heavy duty carrying case.

List Price **$1495.00**

Auctioneers' introductory price $985.00.
(Price will be $1,085.00 effective July 31, 1990)

Missouri Auction School

Top Floor Livestock Exchange Building
1600 Genessee / Kansas City, MO 64102

PHONE 816-421-7117 • FAX 1-816-421-4444

THE AUCTIONEER
NATIONAL AUCTIONEERS ASSOCIATION
8880 Ballentine, Overland Park, KS 66214-1985

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Louisville, KY

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