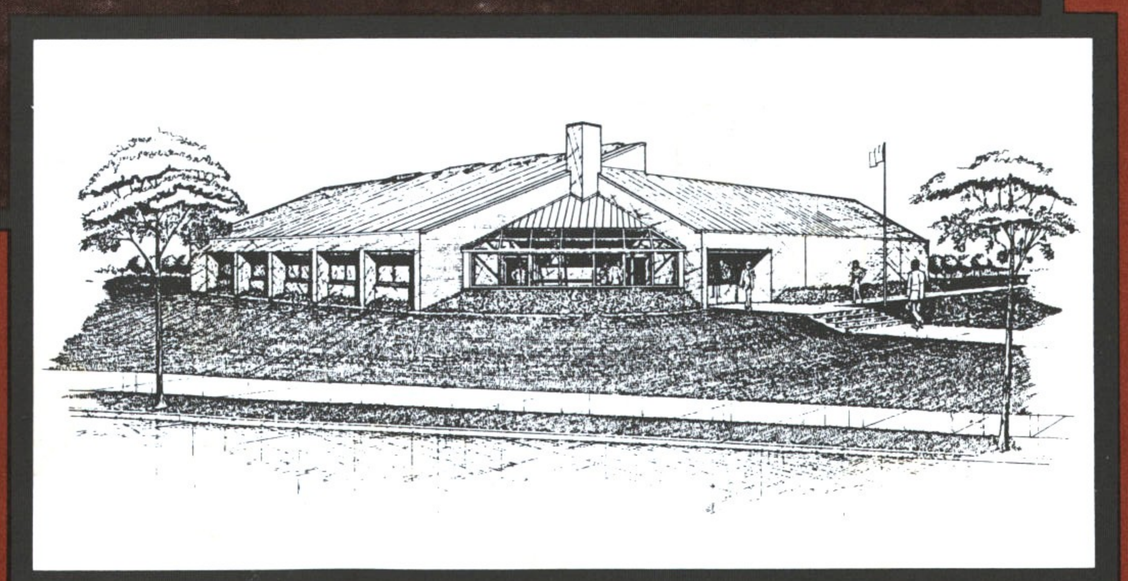
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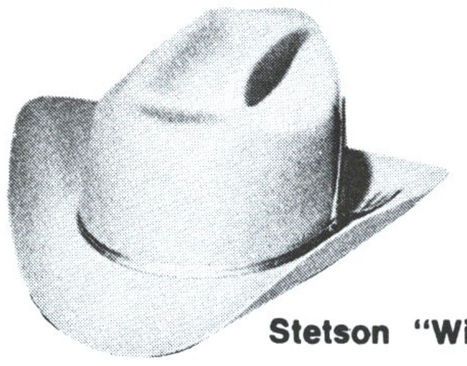


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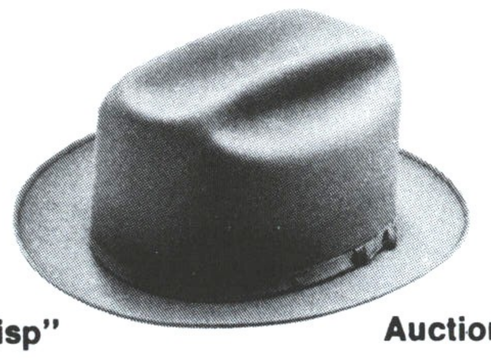


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IT MEANS BUSINESS.

Valuable Time Is Money



by William L. "Bill" Gaule, CAI
NAA President

As I write this article, I realize how quickly this year has passed. I hope that it has been a good year for you and your family.

I hope that you will not let anything keep you from attending the Annual Convention in Minneapolis on July 17-21. Wally Laumeyer and the entire Minnesota Association are waiting to roll out the red carpet for our members. Many hours of hard work have gone into the planning and preparation for this event. If someone would tell you that you could take one week of your life and double your income, would you do it? Many members have told me that their income increased dramatically after attending their first NAA convention. The workshops and ideas that develop and work will be shared by all who attend. Please mark your calendar now and then make every effort to not let anything stand in your way this year. It will be great fun, inspiring, I am sure, and we promise, educational.

Recently I traveled to the University of Illinois with Jerry Veach who teaches time management at the college level. I asked Jerry to prepare something that I could share with our members. His response is as follows:

Perhaps one of the greatest misconceptions in our nation today is this: "Presence equals productivity."

Another way of putting this is that many people believe that by getting up and going to work each morning, they've actually done something. This would be like a farmer going out to the barn to milk and standing around watching the cows for eight hours.

Obviously, you haven't really produced anything until you've caused something of value to happen. That is, until you have brought about a change in the world that either puts you in a position to make some money or you have added value to something so people will pay you a fair profit for it. By milking, the farmer really is selling a service. He raised cows and milked them for somebody. Then, a dairy bottled and delivered it. Nowhere along the line was any value created by the people who just "came to work."

This is so obvious, that it is amazing that we even have to mention it. Yet, untold numbers of people are running around under the delusion that their "time is money." Well, if you can get somebody to pay you for just being here in the world, then maybe it is. But it probably isn't going to be worth as much as the time of the person who knows the true secret of productivity, that "what I do is money." The reason for this is many of us have been trained to believe that an "eight hour day" or a "forty-hour week" is reason enough for a reward from the world. The only real question is what do you have after that eight or forty hour period has passed?

You can be the best trained, best equipped, sharpest, shrewdest, and greatest auctioneer alive. But you're nothing but a farmer watching the cows until you sell an auction. That's true with anything anybody does. So don't get bogged down in worrying about a day, or a week, or a month. Just be sure that you're doing something to add value to the situation. If you sit and think for 39 hours about a sale and

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

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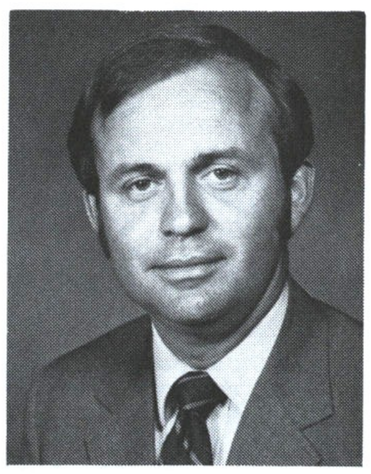
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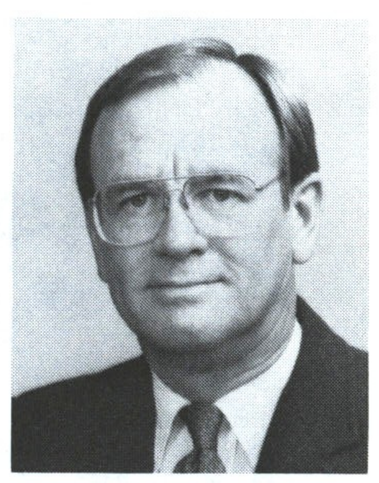
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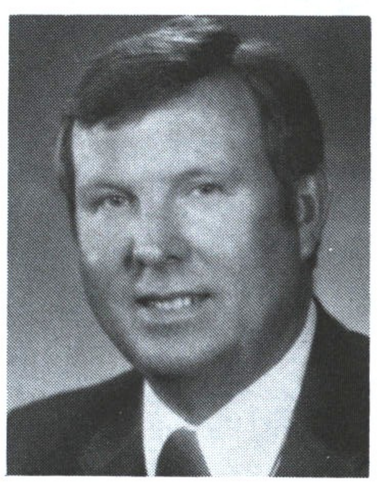
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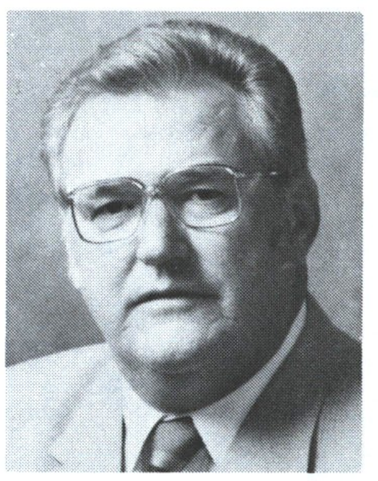
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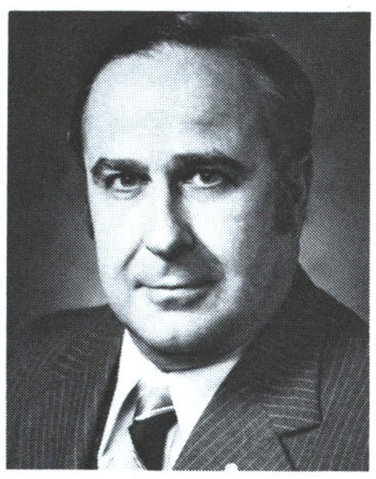
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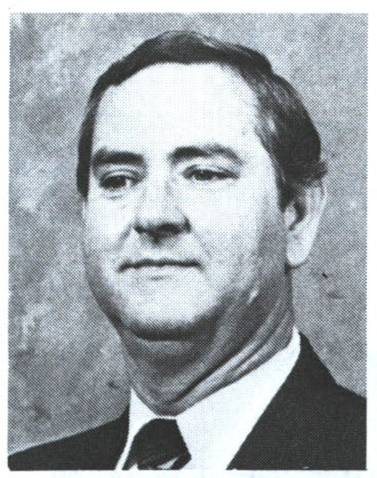
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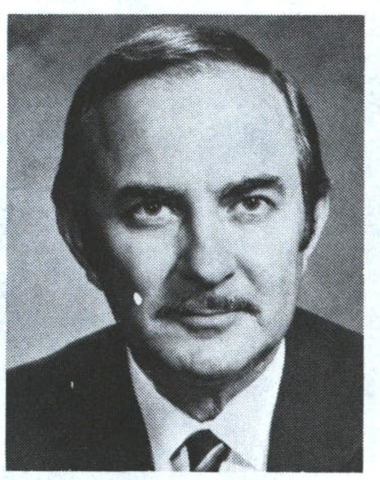
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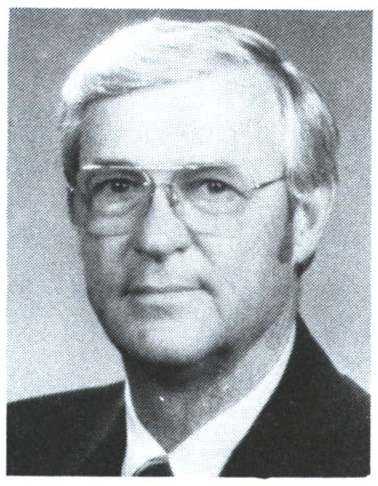


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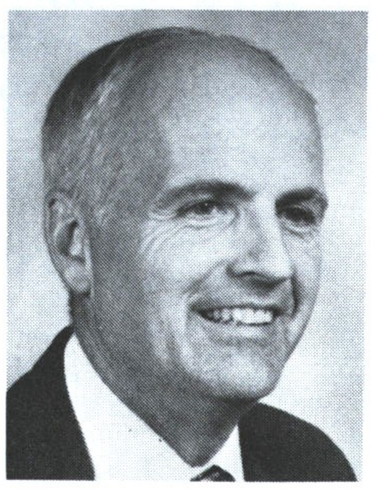
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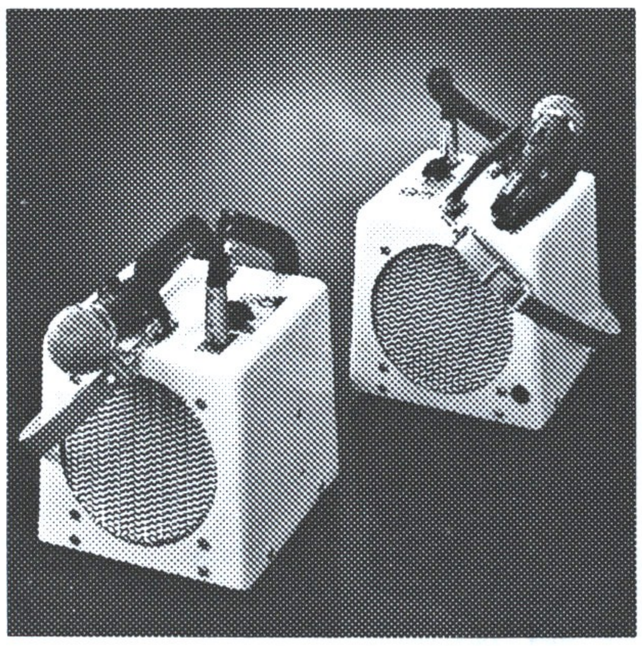
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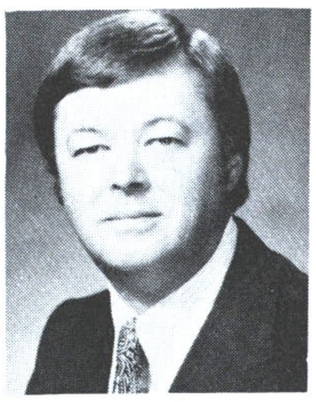
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Who Needs A Seminar?

by William Z. "Bill" Fox, CAI
NAA Director

If you have been flirting with the idea of signing up for an NAA seminar or enrolling in the CAI program, there are a few basic points to consider.

YOU

The first and ultimately the most important question is whether or not you are by temperament suited to schooling. You have to be open-minded, eager to learn, tolerant of other people, and to a degree sociable. If you can't imagine yourself confined to a classroom with an instructor and maybe fifty to a hundred people bent on exchanging ideas about auctioning for a few hours, then you might be better off keeping your peace of mind by staying away. Let me point out, though, that instructors generally put on an interesting presentation, and the hundreds of participants I've met have all been friendly and personable.

YOUR BUSINESS

The next most important aspect to consider is your business. To be a success, you have to have clients and buyers. You have to know how to negotiate a deal, how to put on a sale, and how to complete all the details down to the final accounting process. At the same time you have to be professional, progressive, and always on the lookout for ways to improve and expand your operation.

All of this is not easy, and that's why a seminar makes sense. I know of no other experience available to auctioneers that combines intensive training in the basics with exposure to innovative ideas and developing trends. In a short time and at a small cost you can sharpen your awareness of what other auctioneers are doing and come away with an understanding of how your colleagues are coping with current issues such as computerization, fluctuations in the economy, and the need to provide new services.

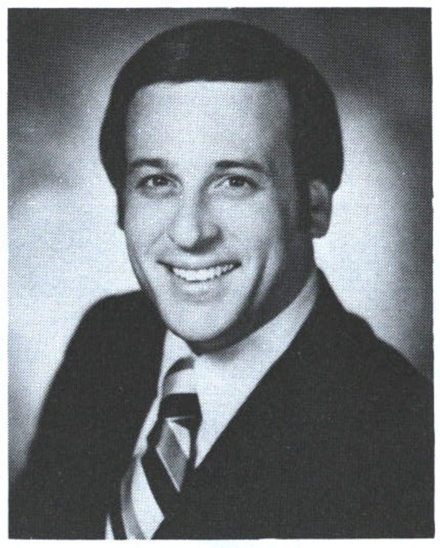
YOUR PARTICIPATION

Once you've decided that you and your business can benefit from a seminar, you need to plan your participation. You should not go into a seminar with the expectation of learning everything. What you get out of it depends in great part on how well you prepare for it. The way to begin is by making two written lists before you leave home. On the first list write down three to five questions you want answered during the seminar you have selected. On the second list write down two or three procedures pertaining to the topic that have worked well for you and which you can share with other auctioneers. If you have samples available, take them along to pass out to anyone interested in your methods. These two lists, and I can't stress too much the need for writing them down, serve to focus your attention on the critical points you want covered and enable you to assist others by contributing to the discussion.

When you arrive at the seminar site, make it your practice to seek out and meet as many registrants and instructors as possible. Informal conversations over lunch or dinner or between sessions can be a very positive and rewarding part of the seminar experience.

Inside the meeting room you'll find an atmosphere that's informal and relaxed. Don't be concerned about the necessity for extensive note taking, since most instructors will provide you with a course outline of the material to be covered. You may want to fill in with a note or two here and there, but the real benefit will come from absorbing the material presented and participating in whatever discussions may take place. The important thing is not to write down every word you hear, but to come away with new ideas, new methods, or different perspectives on what you may already be doing. The climax comes not from re-creating what the instructor says, but in seeing a solution you hadn't thought of before or recognizing an approach that you can apply to achieve productive results.

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NAA Director William Z. "Bill" Fox, CAI *is Chairman of the Board of Michael Fox Auctioneers, Inc. in Baltimore, Maryland. Mr. Fox, an attorney, has served as a lecturer and instructor for many NAA and CAI educational seminars and workshops. He is currently serving on the NAA Board of Directors, has been an auctioneer for over 20 years, and specializes in commercial/industrial and real estate auction sales.*

Mr. Fox is also a member of the Maryland Auctioneers Association in which he has served as secretary/treasurer in 1975, and president in 1977 and 1978.

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Your Best Antiques Auction—It's More Than Just Luck

by H. Layton Laws, Jr.
Past NAA Director

This article has been reprinted from the March 1980 issue of THE AUCTIONEER. It was requested by some of the members in regard to Bill Yonce's Director Article in the March 1984 issue entitled "Let's Review."

Everyone, I'm sure, has had a sale that went particularly well. Teamwork, atmosphere, the crowd, the sale items all contributed to that special auction which left its impression on you and your buyers. My point is, highly successful auctions—in this case antiques auctions—happen because you prepare yourself to make them happen.

Compare that particularly successful antiques auction to the flight of a jetliner. The crew is ready, the plane prepared, and every contingency is planned for in advance. Things go well on the flight because they were planned to go well; and that's where my personal checklist for auction success has helped greatly.

Just like a pilot checking a plane for a successful flight, here are the points to look for as you prepare yourself as an auctioneer; and organize your antiques auction to be successful. Today more than ever, **it's more than just luck.**

Success Checklist for the Antiques Auctioneer

Have the desire to study antiques and become more familiar with the terminology. Use books, resource people, magazines, trade papers, antique shows, shops, auctions, and seminars.

Prepare yourself for the antiques learning process to be continual. There are scores of years, even hundreds of years to be covered in the various types of antiques—furniture, glassware, china, folk art, Oriental rugs, clocks, silver, jewelry, art work, dolls, weapons, etc. Antiques are representative of time and it will take your time to learn about antiques.

Be constantly alert to an opportunity, especially on your day off.

Finish all projects and endeavor to complete them successfully.

Maintain the attitude that at any minute you can come up with that "good idea" to use at your next auction.

Be a problem solver, accept responsibility. Let the buck passing stop with you.

Always possess the three E's of success—Enthusiasm, Enthusiasm, Enthusiasm.

Be a "winner." Always act, dress, look, talk, and think like the winner you can be.

Success Checklist for the Antiques Auction

Organize yourself, your auction staff, and your auction to get the most accomplished with the most productive effort, in the time allowed.

Prepare good, effective advertising, and begin by omitting useless words.

Always show optimism, even when faced with selling a large lot of good antiques to a small or slow crowd. Being optimistic and paying attention to the business at hand can turn what looks like a poor auction into a good auction.

Be an excellent example of the auction profession. Know where you're going, then plan and prepare to get there.

Continually improve your auction ability and your knowledge of the auction method by furthering your auction education through self improvement courses—Certified Auctioneers Institute, NAA Seminars, Public Speaking Courses, etc.

Lastly, show your appreciation to those who help make your auctions successful.

You better believe the above checklist items require effort and attention. If you were to make the above statements into questions—"do you have, do you prepare, are you constantly alert to"—you would have to give yourself an answer.

When that answer would be "yes" every time, and you find that you are getting more auctions, the reason is pretty obvious. You know that your successful auction business is **planned** that way, and **certainly isn't just luck.**

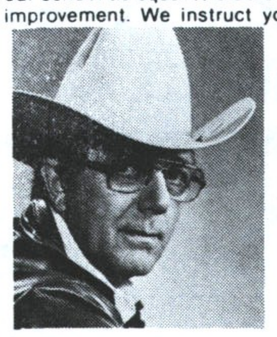
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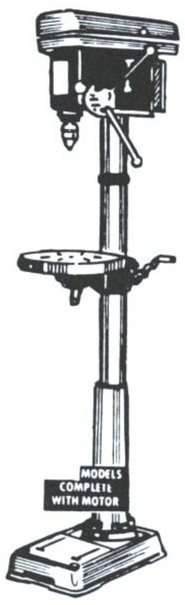
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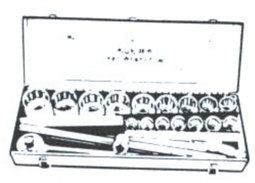


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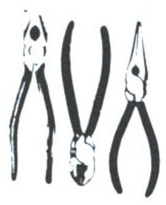
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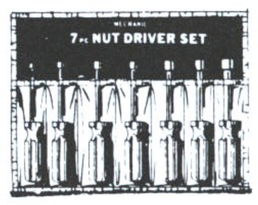




3-piece FLEXIBLE RATCHET SET

¼", 3/8", ½" dr.



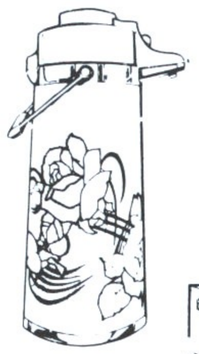


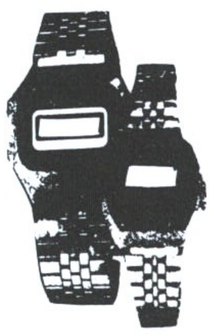


3/4" x 60ft PVC Electrical TAPE



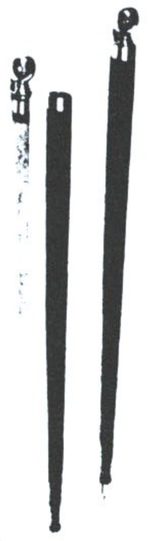
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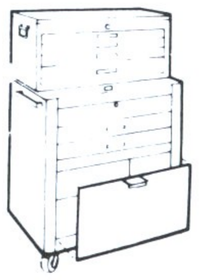




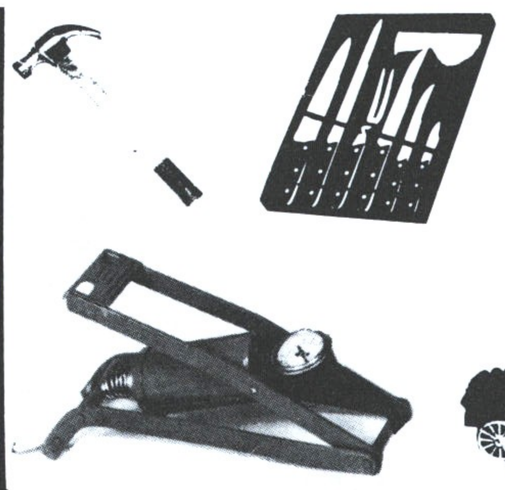


WALKING CANE POOL CUES

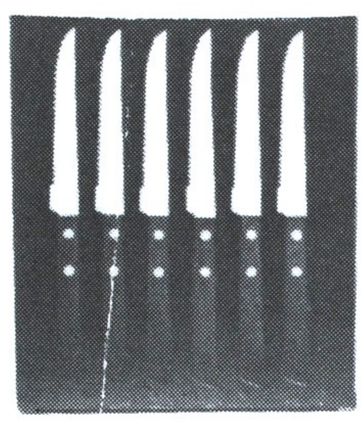












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Convention Procedures . . .

HOTEL RESERVATIONS FOR 1984 CONVENTION ARE TO BE HANDLED THROUGH NAA OFFICE

by Harvey L. McCray
Executive Vice President

For the first time since the NAA has been accepting Advance Registrations for the NAA Conventions (the 1977 Seattle NAA Convention was the first to offer advance registrations through the NAA Office), the NAA also is handling the hotel reservations for the convention. The reason for the change, in 1984, is due to the fact that two hotels will house the registrants to the convention, whereas in the past the NAA needed only one hotel to house its registrants.

There are many reasons why certain hotels are selected over others when organizing an NAA Convention. The primary reason the Hyatt Regency-Minneapolis Hotel in downtown Minneapolis was selected is due to the meeting facilities, which are offered to the NAA membership in one building. An NAA convention registrant can be housed in the same facility in which all of the meetings are being held.

NAA members do not enjoy being bussed from one hotel to another during the conventions, and hotels are selected for the NAA conventions which can offer the NAA the best possible "member" advantages. Many times, however, the room rates are higher in the larger convention hotels, but the advantages of "in-house" facilities have been more acceptable to the majority of the membership. The 1984 NAA Convention will necessitate using two hotels instead of one, due to the number of sleeping rooms which are available in the Hyatt Regency Hotel. Four hundred rooms have been offered to the NAA by the Hyatt Regency, which will not offer the NAA membership enough to accommodate the total number of registrants.

The Downtown Holiday Inn in Minneapolis, which is located across the street from the Hyatt Regency Hotel, has been accepted as the overflow hotel for the 1984 NAA Convention and 150 rooms have been assigned to the NAA by the Holiday Inn. However, to obtain the benefits from the Hyatt Regency (no charges for the meeting rooms, which do not include food or banquet events), the NAA must use the 400-room block offered to the membership by the Hyatt Regency.

When the decision was made to go to Minneapolis in 1984, by the Board of Directors in 1980, the Radisson Hotel in downtown Minneapolis was selected as the convention headquarters hotel. The Radisson had enough sleeping and meeting rooms to accommodate the entire NAA convention registrants, but since then the Radisson has been demolished and the Hyatt Regency Hotel was then selected to replace the Radisson as the headquarters hotel. The Holiday Inn also responded with the extra rooms to accommodate the NAA registrants.

NAA members who have not attended the annual conventions should review the program, which has been approved by the NAA Board of Directors, and which has been outlined and organized by NAA President William L. "Bill" Gaule, CAI, with assistance from 1984 General Convention Chairman Wally Laumeyer, CAI, and Executive Vice President Harvey L. McCray. Review the workshops, which will be conducted either by professional motivators (Dr. Richard Flint) or members of the NAA, who will share their auction expertise with the membership.

The NAA Convention will allow you to demonstrate your auction talents during the annual Fun Auction, which is scheduled for the Thursday night of the convention. Members and representatives of State Auctioneers Associations donate items to sell at the Fun Auction and when the hammer goes down for the last time at the auction, as many as 500 auctioneers have sold their items. The money raised at the Fun Auctions is used to defray the costs of the convention.

Not many Associations can offer a four-day convention to its membership at the low registration cost of $60 per registrant. Registration also includes three banquet meals and entertainment.

Entertainment at the 1984 NAA Convention will include nationally famous entertainer Ronn Lucas, the Castle Family singing group, the Celebrity Strings (strings group was organized by the organizer and founder of the Golden Strings of Minneapolis) and Robert H. Henry, humorist, motivator and entertainer, who is the 1983-84 President of the National Speakers Association. Mr. Henry will be the speaker for the President's Banquet on Saturday night.

The NAA Auxiliary will sponsor educational activities for the wives and guests of the auctioneer members. The Auxiliary provides educational assistance to the spouses and families of NAA members. The Ladies Luncheon is sponsored by the NAA Auxiliary, and all ladies attending the convention are invited, and encouraged, to attend the luncheon. Advance registration to the Ladies Luncheon is requested so that the hotel can prepare accordingly.

The "future auctioneers, clerks and cashiers" have not been forgotten during the NAA Conventions and not only has entertainment been planned for those youth who wish to stay in the hotel while the parents are attending convention sessions, but special NAA Youth Tours have been organized on Thursday, Friday and Saturday. All

Continued on Page 53

Planning for the Minneapolis Convention

The following information will be helpful as you prepare to attend the 1984 NAA Convention in Minneapolis, Minnesota. To register for the convention, complete the forms in the center section of this issue of THE AUCTIONEER, along with the Hotel Reservation Form, and send them to the NAA Headquarters Office at 8880 Ballentine, Overland Park, Kansas 66214. Phone reservations will not be accepted. Don't forget to include your fees check along with your convention registration form, and make sure that it is received at the NAA office by July 1, 1984. After July 1, 1984, the registration fee goes up to $75.00.

The rates for both hotels stated below are reduced rates arranged especially for the 1984 NAA Convention. Take full advantage of the early hotel registration (before June 15, 1984) because reduced rates cannot be guaranteed after that time.

This year two hotels in downtown Minneapolis have been chosen for convention attendees to select from. They are both located on Nicollet Mall, across the street from one another. The Hyatt Regency will be the location for all of the convention activities other than the Auxiliary meetings, which will be held at the Holiday Inn.

Hotel Information

The Hyatt Regency/Downtown

Reservations must be received at the National Auctioneers Association headquarters office, 8880 Ballentine, Overland Park, Kansas 66214 by **June 15, 1984** in order to process the information and send it on to the prospective hotel.

Hyatt Regency, 1300 Nicollet Mall

Room Rates

Accommodation	Rate
Single	$69.00
Double	$84.00

For information on Suites, call the Hyatt Regency at (612) 370-1234. The Hyatt Regency offers twice as many rooms with king size beds, as compared to the number of two double-bed rooms.

Arrival Time—You may check into the hotel beginning at 3:00 p.m.

Children eighteen years of age and younger, may stay with their parents, in the same room, for no charge.

Reserved Rooms will be held until 6:00 p.m. unless a previous guarantee on the room has been made.

Automobile parking—A ramp located directly by the hotel is used for parking in the area. The charge per day for hotel guests is $4.50. This rate is the same no matter how many times the car is taken out of the ramp each day.

Getting from the airport to the hotel.

Minneapolis is served by one airport—The Minneapolis/St. Paul International Airport. The Hyatt offers two forms of transportation between the hotel and the airport. There is a limousine service that picks up and drops off guests in front of the hotel every half hour. The charge (one-way) to the airport is $10.00 per person. There is also an airport limousine service that is $5.50 per person (one-way also). Cabs are available, and the estimated charge is $18.00 to the airport.

Recreation

There is an athletic club located in the hotel which is equipped with a swimming pool, tennis, racquetball and handball courts. The swimming pool can be used by hotel guests at no extra charge. There is a slight fee for the use of the tennis, racquetball and handball courts.

The Holiday Inn Downtown, 1313 Nicollet Mall, across the street from the Hyatt Regency.

Room Rates

Accommodation	Rate
Two double beds	$52.00 single occupancy
Two double beds	$60.00 double occupancy
One king bed	$57.00 single occupancy
One king bed	$65.00 double occupancy

For information on suites call (612) 332-0371. The Holiday Inn has the same percentage of rooms available with either two double beds, or one king-size bed.

Check-in time is 12:00 noon.

Children under eighteen stay free in the same room with their parents.

Reserved Rooms will be held until 6:00 p.m. unless previous guarantees on the room have been made.

Automobile parking—A ramp located directly by the hotel used for parking in the area. The charge per day for hotel guests is $4.00. This rate is the same no matter how many times the car is taken out of the ramp each day. This charge is directly added to the guests folio (when applicable).

Transportation to and from the airport is available through the Minneapolis Suburban Limousine Service whose charge is $5.50 one-way and offers service every half hour.

All major credit cards are accepted, and personal checks may be cashed during regular business hours with proper identification. Members of the Holiday Inn Priority Club may use their points during their stay for the 1984 NAA Convention.

The Hotel has an Indoor swimming pool and two saunas available for hotel guests. The dining room is also open daily from 6:30 a.m. to 10:30 p.m. The Greenway Athletic Club is located close to the Holiday Inn and a special pass price is available to hotel guests. Inquire at check-in desk about current rates and facilities available at the Greenway Athletic Club.

Reservations must be received by **June 15, 1984** at the National Auctioneers Association Headquarters Office, 8880 Ballentine, Overland Park, Kansas 66214 in order to process the information and send it on to the prospective hotel.

Convention Update

Who May Attend

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

1. NAA member auctioneers must register themselves, family, and non-auctioneer business associates for the entire program, no partial registrations.

Under no circumstances will a non-member auctioneer be allowed to register for an NAA convention.

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

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

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

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

Win $50, $150 in NAA Membership Contest

At the Minneapolis convention, July 17-22, 1984, you can be $50, even $150 richer when the NAA Board of Directors announces the winners of its 1983-1984 membership contest. The money awards will be presented to individual NAA members for sponsoring the most new members in a given region, a special auction school category, plus one overall winner for the entire nation.

Now is the time to get started. The form on the right is what you'll use to list the members you've sponsored between October 1, 1983, and June 30, 1984. It is your responsibility to keep track of your own list, and that list will be verified by the records kept at the NAA office.

Only those NAA members who complete and submit the contest form to the NAA office, postmarked on or before June 30, 1984 will be considered for the awards.

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

Below are the awards and regions for the membership contest.

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

Continued on Page 15

Official Entry Form

1983-1984 NAA Membership Contest

NAA member name _____

Street _____

City _____ State _____ Zip _____

Business phone/area code _____

Are you in any way affiliated with an auction school?

Yes _____ No _____

In what capacity? _____

From October 1, 1983 to June 30, 1984, I sponsored the following new NAA members. (Provide name only. Use separate sheet of paper if necessary.)

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

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

Signature _____ Date _____

Your entry must be postmarked on or before June 30, 1984.

Mail to: Membership Contest
National Auctioneers Association
8880 Ballentine
Overland Park, Kansas 66214

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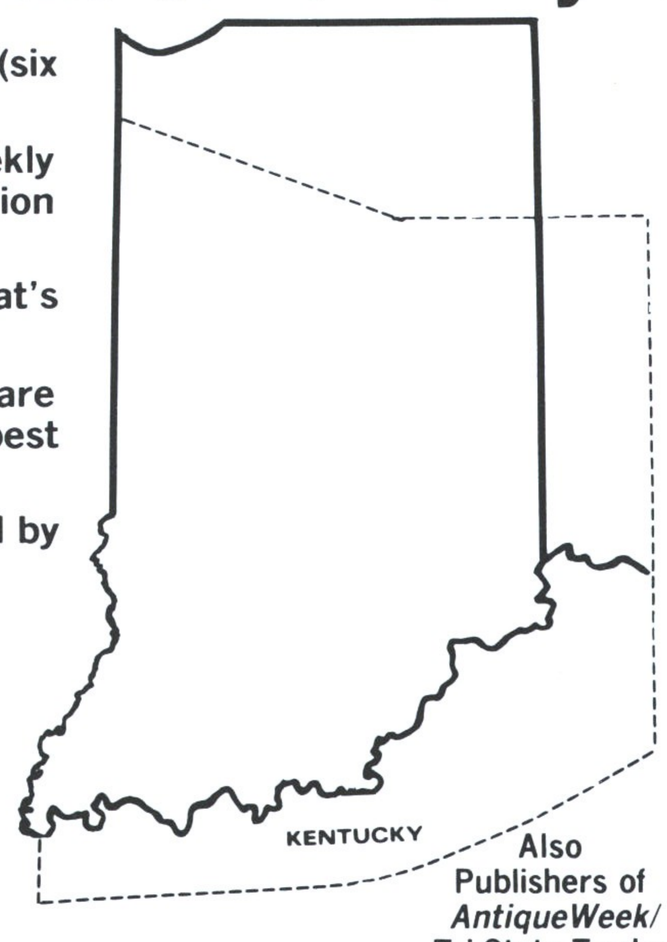
Call *TOLL FREE* TO RESERVE ADS OR FOR INFO.
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Indianapolis & NE suburbs 326-2235
Rest of Indiana 1-800-382-1050
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Normal Ad Deadline: 9 am every Wednesday for next Monday delivery. **Ads** taken until 8:30 am Friday, but please reserve earlier. (Small surcharge for late ads after 9 am Wednesday.) Gelco or other courier or express mail (post office to post office is $5.85 and OK) recommended for late ads. Special delivery is good insurance.

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4. **More classified ads than any other area farm publication. Classified ads are the eyes and ears of subscribers who choose the one with the best response. It proves *Farmweek's* pulling power.**
5. **More farm implement ads than any other area farm publication, proved by the pulling power of used equipment ads.**



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For Advertising Info outside Indiana 1-800-428-4156.
Indiana 1-800-382-1050 or Indianapolis North/East 326-2235
or Phone 317-345-5133

Deadline: Reservations due by Noon Monday for Thursday delivery.
Copy due by 9 am Tuesday.

Farmweek

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

Convention Update *Continued from Page 13*

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

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

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

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

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

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

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

A grand prize of $150 will be awarded to the NAA member who sponsors the most new members between October 1, 1983 and June 1, 1984. The overall winner cannot also be named as a winner in his or her region, and cannot be an instructor or staff member at an auction school.

Begin your contest winning program to recruit the most new NAA members, and win a cash award at the Minneapolis convention. Sponsor eligible, prospective NAA members, and keep a record. You will have to list all members that you have sponsored, from October 1, 1983 to June 30, 1984, on the membership contest form appearing in this issue of THE AUCTIONEER.

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

Any questions? Contact the NAA office directly for additional information regarding the 1983-1984 NAA membership contest and how you can participate.

BRITTEN AUCTION ACADEMY
P.O. Drawer B, Bryan, Tex. 77801
Approved by Texas Education Agency
The School of Distinction

Broadcast media, audio-visual now in advertising contest

NAA members are advertising on radio and television, plus promoting their services with audio-visual presentations. In response to their efforts, the NAA Board of Directors added a Broadcast media/Audio-visual category to the annual convention advertising contest last year. It was a successful contest with many creative, fresh new ideas for auction advertising. This could be your year to win, so start thinking about what you want to submit now.

Rules adapted to "electronic" entries

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

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

Broadcast media

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

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

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

Audio-visual

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

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

Continued on Page 16

Advertising Contest *Continued from Page 15*

with the NAA office before entering.)

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

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

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

More contest information

The rules for the Advertising Contest will be published in each AUCTIONEER between now and July, so that everyone will have time to prepare entries for the 1984 Contest. Awards will be presented at the Awards Festival of the 1984 NAA Convention, Friday, July 20.

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

Advertising Contest Rules

1. Entries must display the NAA emblem or contain the statement that the auctioneer is a member of the NAA.
2. Entries must be submitted to the NAA office—*three copies of each print entry*—by July 1, 1984.
   (An entry into Category H must consist of a set of three items—one piece of your auction business letterhead, one of your auction business envelopes, and one of your auction business cards. The letterhead and the card must both display the NAA emblem, or state that the auctioneer is an NAA member. The envelope is excluded from the rule. To this set of three items attach the entry form. The NAA office must receive 3 full sets of your auction business stationery to complete your entry.)
3. Entries must be on the current year sales (July 1, 1983, through June 30, 1984).
4. Each member entering the contest can select an entry to be represented in any of the particular categories. **Limit is one entry, per member, per category.** Each entry must be labeled, or clearly marked, as to the category for which it is being entered. (NOTE: If the advertising is not labeled as to which category it is being entered, it will not be submitted to the judges, and additional advertising pieces will be maintained in the NAA office for reference only.)
5. Members of the Advertising Committee are not eligible to compete for an advertising contest award.
6. Previous year winners—those who won an award in 1983—are not eligible to compete in the category in which they won in 1983, but they may enter any of the other categories.
7. Of the three samples submitted for each entry, one copy will be maintained in the NAA office; one copy will be maintained for judging; and the third copy will be displayed for viewing by the convention registrants, after the awards are announced.
8. Two first place awards will be presented in each print category; one for one-color ink on paper; the second for two-color ink on paper; and the third for multi-color ink on paper. Two first place awards will be presented in the broadcast/audio-visual category: one for the best broadcast media commercial; one for the best audio-visual presentation.
9. A "Best of Show" award will be presented to the best entry submitted for the contest (and will not be included in the other award categories).
10. The categories are as follows:
    a. Commercial and Industrial
    b. Farm (an operating farm liquidation)
    c. Real Estate
    d. Antiques
    e. "Specialty" (cataloged sale)
    f. Consignment Sales with General Household and Estate Liquidation
    g. Institution (auction firm promotion)
    h. Auction Business Stationery (letterhead, plus envelope, and business card)
    i. Broadcast media/Audio-visual
    j. Newspaper/Magazine

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

It is not too early to select your best auction advertising for the above categories, and submit it to the NAA office by July 1, 1984. Be sure and have a completed entry form attached to the set of three examples for each print entry. Any questions concerning advertising rules or contest procedures should also be directed to the NAA office.



DEE SIGN® OFFERS
QUALITY SIGNS AT FRIENDLY PRICES.
EASY TO USE
NO BOLTS! NO SCREWS!
WRITE OR CALL FOR OUR SPECIAL AUCTIONEER BROCHURE

DEE SIGN CO. 2501 NORWOOD AVE.
CINCINNATI, OHIO 45212 PHONE (513) 631-2222

1984
Advertising Contest
ENTRY FORM

(Broadcast media/Audio-visual only)

National Auctioneers Association
1984 Advertising Contest
NAA Annual Convention
Minneapolis, Minnesota

Please type or print.

CONTEST CATEGORY I. Broadcast media/Audio-visual

SUBMITTED BY _____
(name of NAA auctioneer advertiser)

STATEMENT OF PURPOSE FOR THE ENTRY

_____

_____

CHECK ONE

_____ TELEVISION, 60-SECOND

_____ TELEVISION, 30-SECOND

_____ RADIO, 60-SECOND

_____ RADIO, 30-SECOND

_____ PROMOTIONAL TAPE RECORDING

_____ SLIDE PRESENTATION WITH SOUND

_____ 16mm FILM WITH SOUND

_____ 8mm FILM LOOP CARTRIDGE

LENGTH OF TIME IF AUDIO-VISUAL ENTRY

_____

DEADLINE FOR ENTRIES: July 1, 1984

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

Advertising Contest
National Auctioneers Association
8880 Ballentine
Overland Park, Kansas 66214

1984
Advertising Contest
ENTRY FORM

(Print categories only)

National Auctioneers Association
1984 Advertising Contest
NAA Annual Convention
Minneapolis, Minnesota

Please type or print.

CONTEST CATEGORY _____
(include letter and name of category)

SUBMITTED BY _____
(name of NAA auctioneer advertiser)

NUMBER PREPARED _____

NUMBER DISTRIBUTED _____

HOW DISTRIBUTED _____

BRIEF DESCRIPTION OF AUCTION _____

_____

_____

_____

DEADLINE FOR ENTRIES: July 1, 1984

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

Advertising Contest
National Auctioneers Association
8880 Ballentine
Overland Park, Kansas 66214

Be An Auctioneer

Two week term and home study.
Nationally recognided. G.I. approved.

FREE CATALOG!

1600 GENESEE / KANSAS CITY, MO. 64102
PHONE (816) 421-7117

Missouri Auction School



Are you getting the best media bid for your advertising dollar?

You are if you're advertising your sales in New York's biggest auction marketplace: The New York Times. An ad in The Times brings your auction sale to the attention of the country's richest, busiest concentration of auction buyers: 2.4 million affluent consumers weekdays, 3.3 million Sundays.

And the best media bid of all? The Times carries more than *80 times more auction advertising than the Post and the News combined*...that's the kind of bid you can't afford to overlook.

For more information on Auction Advertising in The New York Times, call JoAnn Scebold at (212) 556-1687.

These times demand The Times.

The New York Times

Source: 1982 Scarborough ALS

1984 Convention Hotel Registration Form

Holiday Inn

1313 NICOLLET MALL
MINNEAPOLIS, MN 55403

☐ $52.00/Single Standard
☐ $60.00/Double Standard
☐ $57.00/Single King
☐ $65.00/Double King
☐ $185.00 - $200.00 Suites
(plus 12% local tax)

CHECK OUT TIME 12 NOON
CHECK IN TIME 12 NOON

The 1984 National Auctioneers Association Convention

Name _____

Firm _____

Address _____

City _____ State _____ Zip _____

Name(s) of other occupants _____

Date of arrival _____ Date of departure _____

Time of arrival _____

To enable us to confirm your request, your RESERVATION MUST BE RECEIVED at the NAA office by Friday, June 15th, 1984. Your room will be held until 6:00 p.m. unless guaranteed. Guaranteed reservations must be cancelled by 4:00 p.m. on the date of arrival or you will be charged for the night.

Please hold room on payment guarantee basis using one of the following: American Express, Diners Club, Master Charge, VISA, Carte Blanche.

_____
(Card name) (Expiration date)

_____
(Signature) (Phone)

Please Return Hotel Reservation Form to the NAA—8880 Ballentine, Overland Park, KS 66214

HYATT REGENCY® MINNEAPOLIS

1300 NICOLLET MALL
MINNEAPOLIS, MN 55403

☐ Single—$69
☐ Double—$84
(Plus 6% State Tax, 3% City Tax, 2% Occupancy Tax per day.) = 11% total tax. (Contact hotel directly for information on suites. The telephone number is: (612) 370-1234.

CHECK OUT TIME 12 NOON
CHECK IN TIME 3 PM

The 1984 National Auctioneers Association Convention

Name _____

Firm _____

Address _____

City _____ State _____ Zip _____

Name(s) of other occupants _____

Date of arrival _____ Date of departure _____

Time of arrival _____

ATTENTION, ALL AUCTIONEERS!

RECEIVE COLORED GEMS ON CONSIGNMENT!

Dear Auctioneer,

We have been instructed to dispose of a vast quantity of genuine gems. They are to be sold in your auction regardless of price and with no minimum or reservation.

They are beautifully hand-cut, polished, and ready for mounting by your customers. Magnificent Ruby, Emerald, Sapphire, Opal, Amethyst, Blue Topaz, Garnet, etc.

Our company has, for many years, specialized in the mining, cutting, polishing and distribution of fine gems.

Recent economic developments have allowed us to acquire great reserves of these fine gems, which we, in turn, now offer to you for auction.

They are easy to sell and produce spirited bidding.

These fine gems are handsomely packaged and come with accompanying documentation. We provide a 30 day "no questions asked" money-back guarantee of satisfaction to your customers.

All you have to do is sell them, take your normal commission, and send us the proceeds.

Each shipment will contain (15) lots with each lot being (1) gem, which normally sell for between $30 and $300 each, depending on size, etc.

Each gem is guaranteed to be genuine and has been weighed on a laboratory jeweler's balance to 1/100 of a carat accuracy.

You do not need prior experience in selling jewelry to assist us. Simply add them into an upcoming sale and sell them.

These fine gems will be sent to you at no cost or obligation. They will arrive by first-class mail, insured. They will be listed on (1) page of easy to read paper with a place to post the selling price. An easy to use postage-free return envelope will be provided for your convenience.

To get a quick answer to any question you may have, before or after the sale, simply call our office collect.

Many auctioneers who have sold these fine gems in their sales tell us that they make enough commission in the 10 minutes it takes to sell them to pay for all of their labor costs for the entire sale!

These fine gems will provide interest, color, and variety to your sales. Plus a good commission to you -- Nothing to buy! No obligation! No Risk!

Please write today or, better yet, CALL COLLECT for full details.

Thank you and good selling!

Bob Rountree

Bob Rountree, General Manager

Consolidated Equity Associates

P.O. DRAWER 801216
DALLAS, TEXAS 75380-1216

CALL COLLECT

(214) 462-1707

1984 Minneapolis Convention Tours Registration Form

Please indicate the number and names of persons in your party for each tour. Unless otherwise noted, when stops are made for meals, the cost of those meals is not included in the cost of the tour.
Tour registrants should pick up special name badges 30 minutes before departure time. Tour desks will be on the Nicollet Promenade East, First Floor, and the buses will depart from this entrance also.

(Continued on next page)

Tuesday, July 17th
Tour A–Betty Crocker Kitchens/Byerly's
Depart 1:15–Return 5:00 p.m.

Your taste buds will appreciate this flavor-filled tour of the General Mills Headquarters. You will see seven unique test kitchens, a gallery of Betty Crocker likeness paintings, and enjoy complimentary coffee, goodies and samples.

From there, on to Byerly's Supermarket. It is 92,000 sq. feet of carpeted elegance, housing millions of dollars of delectables and collectables that you won't want to miss.

_____ **persons @ $9.50 each** **$** _____

Tour A registrant names: _____

_____

Tuesday, July 17th
Tour B–Chanhassen Dinner Theater
Depart 6:30 p.m.–Return approx. 12:00 midnight

The delightful musical "Annie" will be shown at this beautiful theater for your enjoyment. Dinner and refreshments will be served upon arrival. It will be a night to relax, enjoy and be thoroughly entertained.

_____ **persons @ $30.00 each** **$** _____

Tour B registrant names: _____

_____

Wednesday, July 18th
Tour D–Minneapolis Institute of Arts/American Swedish Institute
Depart 12:45 p.m.–Return 5:00 p.m.

You will have the opportunity of seeing publisher Swan J. Thurnblad's mansion featuring many unique exhibits such as Swedish glass and porcelains, oriental rugs, carved Oak and African Mahogany among many other things.

The Minneapolis Institute of Arts is the next treat for the day. Once there, you will be given a tour of the superb collections, and authentic period room settings that are so beautifully displayed.

_____ **persons @ $13.50 each** **$** _____

Tour D registrant names: _____

_____

Wednesday, July 18th
Tour C–Guthrie Theater/Walker Art Center
Depart 9:15 a.m.–Return 3:15 p.m.

You'll tour the beautifuly-conceived Guthrie theater which is widely known for its unique theater-in-the-round concept.

From there, it's on to view the Walker Art Center which is filled with many beautiful contemporary masterpieces.

A scenic bus ride of the sites will wind up at the Calhoun Beach Club, a charming 1920's art deco restored health and dining club with very good food.

The perfect way to end a perfect day is to see the charming atmosphere of the restored St. Anthony on Main area. This quaint little area is full of charming shops, boutiques and restaurants, that you are sure to love.

_____ **persons @ $21.50 each** **$** _____

Tour C registrant names: _____

_____

1984 Tours Registration Form Continued

Special Events Tour

Wednesday, July 18th

St. Paul Union Stockyards
Depart 8:00 a.m.—Return 2:00 p.m.
Transportation provided by Minnesota Auctioneers Association.
Tour registrant names: _____

_____

Special Youth Tours

Friday, July 20th

Tour 2–Valley Fair
Depart 9:00 a.m.–Return 4:00 p.m.

You'll take yourself back to the turn of the century at this very unique theme amusement park. There are rides galore, costumed personnel and many amusing side shows. Lunch will be served at Pioneerland. Kids of all ages will enjoy this fun day!

_____ **persons @ $24.50 each** **$** _____

Tour 2 registrant names: _____

_____

Thursday, July 19th

Tour 1–Minneapolis' Newest Children's Museum/ Omni Theater

Depart 12:30 p.m.–Return 5:00 p.m.

The Children's Museum is packed with 6500 square feet of fascinating, educational exhibits that everyone will enjoy. The excitement will continue on to the William L. McKnight 3M Omni Theater. The world's largest film projector is shown onto a 7,300 sq. feet screen that is sure to provide you with the most vivid movie experience of a lifetime.

_____ **children (under 17) at $13.00**

_____ **adults $15.50** **$** _____

Tour 1 registrant names: _____

_____

Saturday, July 21st

Tour 3–Fort Snelling/Zoological Gardens
Depart 9:00 a.m.–Return 4:00 p.m.

Fort Snelling has been restored to the way that it looked when it was in active use in the 1820's. Its inhabitants go through their daily activities just like they did 150 years ago.

Next, enjoy a fun-filled Pizza lunch that is guaranteed to be fun.

Afterwards, you'll see Minnesota's first Zoo without bars. 500 acres designed to duplicate the world's natural habitats. It's your chance to go on a fun safari in a windowed monorail that brings you very close to the natural habitat of many interesting animals.

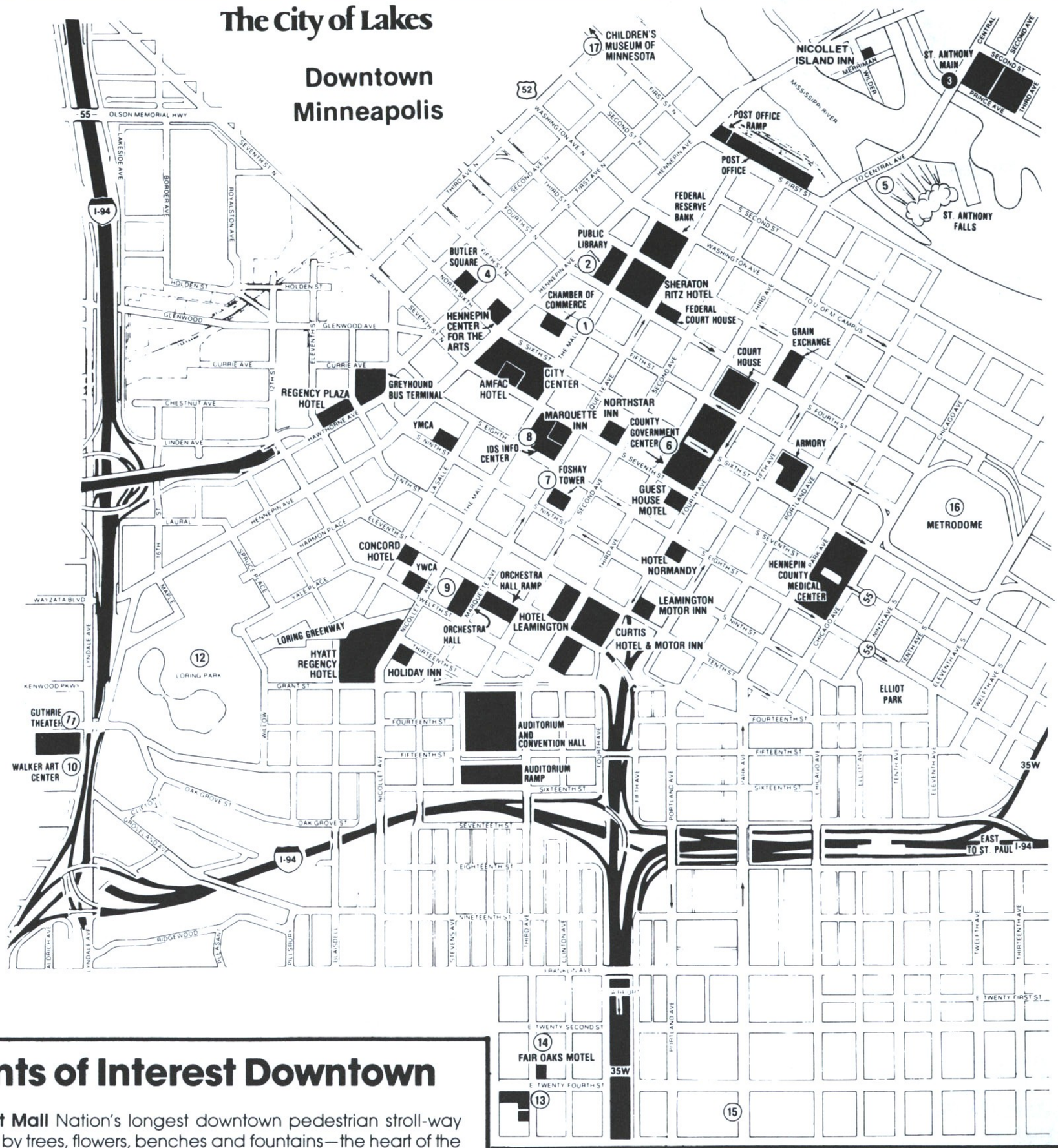
_____ **children (16 & under) @ $16.50 each**

_____ **adults @ $21.00 each** **$** _____

Tour 3 registrant names: _____

_____

WELCOME VISITOR!



Points of Interest Downtown

1. **Nicollet Mall** Nation's longest downtown pedestrian stroll-way flanked by trees, flowers, benches and fountains—the heart of the shopping district. Perfect for leisure walk in summer and a holiday spectacle of lights during the winter months.
2. **Minneapolis Public Library** and Information Center John Rood's sculpture "The Scroll" faces the main entrance on the Mall. Exhibits in the lobby feature topics of interest, changed every six weeks. Also visit the Planetarium in the Library.
3. **St. Anthony Main... on the river,** in the historic heart of Minneapolis. It is a stunning collection of distinctive shops and restaurants.
4. **Butler Square** Old massive warehouse renovated with interesting shops, restaurants and offices.
5. **Upper St. Anthony Lock & Dam** See historic St. Anthony Falls, where Minneapolis was founded and which supplied power for early lumber and flour mills. Tour the Federal Lock & Dam, start of navigation of Mississippi River.
6. **Minneapolis City Hall/Hennepin County Government Center** A dramatic architectural contrast between stately City Hall with a clock larger than "Big Ben" in London and the new modernistic home of County Government.
7. **Foshay Tower** A Minneapolis landmark designed after the Washington Monument.
8. **IDS Center** Fifty-seven story home of Investors Diversified Services with observation deck open seven days a week on 51st floor. Star attraction is the Crystal Court with 120-foot ceiling topped by see-thru pyramids and overhanging restaurants.
9. **Orchestra Hall** Exciting downtown Minneapolis home of the world famous Minnesota Orchestra, ranked among the finest concert orchestras in the nation.
10. **Walker Art Center** One of the finest art galleries offering an extensive collection of contemporary art.
11. **Guthrie Theater** World famous repertory theater built by Sir Tyrone Guthrie.
12. **Loring Park** The lake and park in Downtown Minneapolis ideal for strolling and relaxing amid greenery, water and a host of swans and ducks.
13. **Minneapolis Institute of Arts** A newly expanded museum with paintings and sculptures considered among the finest in the world.
14. **Hennepin County Historical Society** Elegant mansion displaying items from the early settlers of Hennepin County (Minneapolis).
15. **American Swedish Institute** A 33-room castle-like mansion filled with fine exhibits depicting Minnesota's Scandinavian heritage.
16. **Hubert H. Humphrey Metrodome** A dramatic addition to the downtown skyline. The home of the Minnesota Twins and the Minnesota Vikings.
17. **The Children's Museum** Minnesota's Awarehouse educational facility for children 3-12 and their families. Encourages active involvement, exploration and discovery.

Auxiliary to the National Auctioneers Association

The Auxiliary to the National Auctioneers Association

1983-84 OFFICERS

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Mrs. Glenda McCarter Johnson, 415 Kingfisher Ave., Sevierville, Tennessee 37862. Phone: 615 453-8417.

Mrs. JoAnne Laumeyer, 7306 Cleveland Ave., East, Inver Grove Heights, Minnesota 55075. Phone: 612 455-9547. From August 20 — June 1: 162 SW 53 Terrace, Cape Coral, Florida 33904. Phone: 813 549-4955.

Mrs. Fran Smith, Angell Road, Silver Creek, New York 14136. Phone: 716 934-4875.

The NAA Auxiliary — A Wise Investment

The National Auctioneers Association Auxiliary was formed to promote and advance the sale of real and personal property through the auction method. In conjunction with the goals of the National Auctioneers Association in making the general public see the auctioneer as a professional, The Auxiliary offers educational assistance and support to help you help your auctioneer project this image.

The Auxiliary is an assembly of people who are genuinely interested in the activities of the NAA and the auction profession in general. Through educational programs and activities, members of the Auxiliary become more knowledgeable and helpful in the auction profession which is beneficial to everyone concerned. Membership in the Auxiliary enables you to take full advantage of what the National Conventions have to offer, and at the same time take part in many activities that give you a proud feeling of satisfaction and self-worth.

Join now! The $5.00 membership fee is an investment for you and the future of the auction profession as a whole.

I am enclosing my $5.00 annual membership dues for the Auxiliary to the National Auctioneers Association.

Name _____

NAA member sponsor _____
(spouse, parent or child)

Address _____

City _____ State _____ Zip _____

Nashville Auction School

Nashville, Tennessee

THE NATION'S FINEST SCHOOL

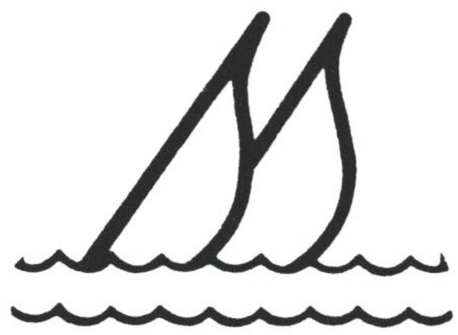
☆ School is held in Music City USA, Nashville, Tennessee . . . home of the Grand Ole Opry

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NASHVILLE AUCTION SCHOOL

Box 190, Department 5
Lawrenceburg, Tennessee 38464

National Auctioneers Association 1984 Spring Convention
Minneapolis, MN July 17-22, 1984



1984 Advance Convention Registration Form

*Return this completed form with convention registration fees to: National Auctioneers Association, 8880 Ballentine, Overland Park, Kansas 66214. Make one check for all convention fees (registration, tours, auxiliary) payable to the National Auctioneers Association. Print all information requested. Advance convention registration deadline is July 1, 1984. Any and all registrations received after July 1, 1984 will be at the regular $75 registration rate.**

Name _____
Last First Middle Initial

Preferred first name or nickname to appear on convention badge _____

_____

Address

_____

City State Zip

- (Spouses Name) _____
- _____
- _____
- _____
- _____

Received CAI designation? _____ Yes _____ No

Is this your first NAA convention? _____ Yes _____ No

Phone/area code (____) _____

All members of family, guests, etc. must be listed if registering for convention activities. Name listed will be shown on name badge. Name badges will serve as official convention identification.

Children 12 years and younger register for $50 each when accompanied by adult registrant.

List full names (other than registrant) of all family members and guests to be included in registration, and give age if 12 years or younger.

Registration fees enclosed for:

_____ *Individuals @ $60 each for advance registration. Includes registration fees for badges and program, Thursday luncheon, Friday night awards festival-dinner, and Saturday night banquet and president's ball.*

_____ *Children twelve and younger @ $50 each for advance registration. Includes registration fees for badges, Youth Activities Program, Thursday luncheon, Friday night awards festival-dinner, Saturday night banquet, and young people's entertainment.*

Total Convention Registration Fees $_____
Tour Registration Fees p. 21 $_____
Ladies Luncheon @ $10.50 $_____
Auxiliary Membership fees @ $5.00 each (attach dues form left). $_____

Make one check payable to the National Auctioneers Association for ALL your convention fees and your chosen tours.

Total Amount Enclosed $_____

*Note: Hotel registration forms due in NAA office by June 15, 1984.

Please Return Convention Reservation Form to the NAA—8880 Ballentine, Overland Park, KS 66214

Teamwork



The execution of the right play creates the winning effort. Teamwork is what makes it all happen and can put dollars in your pocket. You may not always have the knowledge or experience to tackle every sale or lead. Michael Fox Auctioneers can be the part of your team that can make the difference between a touchdown and a field goal. In fact, Michael Fox Auctioneers can handle the entire job for you, at auction, or by outright cash purchase from the seller! We're specialists in the field of commercial and industrial auctions and liquidations and one of the country's largest. Our size, experience, financial strength and liquidation know-how can make Michael Fox Auctioneers and you an unbeatable team. Call us *collect* whenever you have a sale or a lead where teamwork can help.

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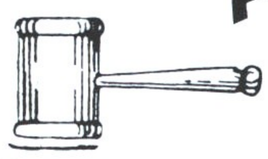
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Mail or call copy to: Box 397 Watertown, MN 55388 612/446-1441 or 955-1587

We offer free auction notices of all auctions in the Auction Digest.

If you haven't received a sample copy, call or write for one.

It is important to send us the auction information at the same time it goes to your printer, a photo copy will do, our staff will compose your auction ad. Our subscribers are looking for antiques, farm machinery, livestock, commercial real estate, manufacturing plants, heavy construction equipment, retail merchandise, business equipment and many other categories.

The Auction Digest is a combination of the former Auction Digest from Fredricksburg, Virginia and the former Auction Bulletin from Chicago, Illinois.

Auction Digest, Box 397
Watertown, MN 55388 — 612/446-1441
HELPING YOU HAVE A SUCCESSFUL SALE

NATIONAL AUCTIONEERS ASSOCIATION PROGRAM

1984 NAA Minneapolis Convention
Hyatt Regency Hotel/Holiday Inn Downtown
July 17 - July 22, 1984

ALL EVENTS HELD IN HYATT REGENCY HOTEL UNLESS OTHERWISE INDICATED

*Indicates Events Which Are Not to be Posted by Hotel or Included in Official NAA Program

Tuesday, July 17

1:15 pm depart, 5:00 pm return: **TOUR A—BETTY CROCKER KITCHENS/BYERLY'S SUPERMARKET.** Registrants assemble at **TOURS DESK,** Nicollet Promenade, First Floor.

*1:30 to 4:00 pm: **CAI BOARD OF GOVERNORS' MEETING.** Regency Room, Second Floor.

6:30 pm depart, 12 midnight return: **TOUR B—CHANHASSEN DINNER THEATER.** Registrants assemble at **TOURS DESK,** Nicollet Promenade, First Floor.

Wednesday, July 18

8:00 am to 2:00 pm: **LIVESTOCK AUCTION TOUR.** St. Paul Union Stockyards, South St. Paul, Minnesota. Registrants assemble at **TOURS DESK,** Nicollet Promenade, First Floor. Transportation provided by the Minnesota Auctioneers Association.

8:30 am to 6:00 pm: **REGISTRATION.** Nicollet Promenade, First Floor. Advance registrants show registration confirmation to clerk and recieve convention packet. Those not registering in advance must complete registration forms at "Regular Registration" desk.

9:00 am to 4:30 pm: **CAI CONTINUING EDUCATION SEMINAR.** Speaker **Dr. Herb True** will present his topic entitled BREAKTHROUGH Setting The Stage For SUPERSUCCESS. Greenway C-D-E Rooms, Second Floor. Seminar open to all NAA Convention registrants.

9:15 am depart, 3:15 pm return: **TOUR C**—Backstage at Guthrie Theatre; Walker Art Center; Lunch at Calhoun Beach Club; Shopping at St. Anthony on Main. Registrants assemble at **TOURS DESK,** Nicollet Promenade, First Floor.

9:00 am to midnight: **DISPLAYS SETUP.** Exhibit Hall, First Floor. Convention displayers who have preregistered with the NAA office, and paid the displayer's fee, can set up their exhibits beginning at 9:00. **ALL DISPLAYS** must be removed prior to 3:00 p.m., Saturday, July 21.

4:30 to 6:00 pm: **NAA AUXILIARY BOARD OF DIRECTORS MEETING.** Greenway B Room, Second Floor.

8:00 pm to midnight: **GO FOR MORE IN '84 REVIEW.** Nicollet Ballroom, First Floor. Music and entertainment by the Castle Family; Comedian Ron Lucas.

Thursday, July 19

7:30 am to 8:30 am: **STATE OFFICERS' BREAKFAST.** Nicollet A-1 Room, First Floor. Presiding: Sammy L. Ford, CAI, President-elect, Mount Vernon, KY. Invitations extended by NAA Board of Directors to Presidents and Secretaries of State Auctioneers' Associations.

8:00 am to 5:00 pm: **REGISTRATION.** Nicollet Promenade, First Floor.

8:30 am to 10:00 am: **STATE OFFICERS' WORKSHOP.** Nicollet A-2 Room, First Floor. Presiding: Sammy L. Ford, CAI, President-elect, Mount Vernon, KY.

8:30 am to 10:15 am: **LADIES HOSPITALITY AND EDUCATION.** Forum, Holiday Inn Downtown.

8:30 am to 5:00 pm: **DISPLAYS.** Exhibit Hall, First Floor.

8:30 am to 5:00 pm: **YOUTH ACTIVITIES.** Grant Room, First Floor.

9:00 am to 10:15 am: **FARM EQUIPMENT SALES WORKSHOP.** Greenway C thru H Rooms, Second Floor. Moderator: Harry Anderson, CAI, Georgetown, PA. Instructors: Larry Martin, CAI, Clinton, IL, and Robert G. Frey, Archbold, OH.

10:30 am to 11:45 am: **NAA AUXILIARY MEETING.** Forum, Holiday Inn Downtown.

Continued from page 27

10:30 am to 11:45 am: **REAL ESTATE AT AUCTION WORKSHOP.** Greenway C thru H Rooms, Second Floor. Moderator: Rex B. Newcom, CAI, Whitewater, KS. Instructor: Wylie Rittenhouse, CAI, President, 1974-75, Uniontown, PA.

12 noon to 2:00 pm: **NAA GO FOR MORE IN '84 LUNCHEON.** Nicollet Grand Ballroom, First Floor. Presiding officer: Sammy L. Ford, CAI, President-elect, Mount Vernon, KY. Speaker: William L. Gaule, CAI, President, Chatham, IL.

1:00 pm to 4:00 pm: **YOUTH TOUR NUMBER ONE—CHILDREN'S MUSEUM/OMNI THEATER.** Youth registered in advance for the Tour to assemble in Grant Room, First Floor, immediately after food service at Luncheon. All Youth Tours administered by DayTours of Minneapolis.

2:30 to 3:30 pm: **THE PROFESSIONAL AND HIS FAMILY WORKSHOP.** Greenway C thru H Rooms, Second Floor. Presiding officer: William L. Gaule, CAI, President, Chatham, IL. Instructor: Dr. Richard Flint, West Palm Beach, FL.

4:00 pm to 6:00 pm: **RECEPTIONS**

GORDON E. TAYLOR, REISCH WORLDWIDE COLLEGE OF AUCTIONEERING RECEPTION—Everyone Welcome. Greenway A. Room, Second Floor. **MENDENHALL SCHOOL OF AUCTIONEERING RECEPTION.** Greenway I Room, Second Floor.

4:00 pm to 7:30 pm: **FUN AUCTION ITEMS' REGISTRATION.** Nicollet Ballroom foyer, First Floor. Fun Auction items to be deposited by convention registrants with Fun Auction Committee; Register to bid at Fun Auction.

7:30 pm to midnight: **1984 NAA FUN AUCTION.** Nicollet Ballroom, First Floor. Chairman: Rex B. Newcom, CAI, Director, Whitewater, KS.

7:30 pm to midnight: **YOUTH ACTIVITIES ROOM.** Grant Room, First Floor.

Friday, July 20

7:30 am to 9:00 am: **CONTINENTAL BREAKFAST** (Missouri Auction School offers continental breakfast to all registrants attending 1984 NAA Convention.) Nicollet A Room, First Floor. Richard "Dick" Dewees, presiding.

7:30 am to 9:00 am: **STATE ASSOCIATIONS' BREAKFASTS**

9:00 am to 11:30 pm: **YOUTH ACTIVITIES ROOM.** Grant Room, First Floor.

9:00 am to 6:00 pm: **DISPLAYS.** Exhibit Hall, First Floor.

9:00 am to 4:00 pm: **YOUTH TOUR—VALLEY FAIR.** Youth registered in advance for Valley Fair Tour to assemble in Youth Activities Room, First Floor. Youth Tour to be conducted by DayTours of Minneapolis.

9:00 am to 11:30 am: **NOMINATING COMMITTEE INTERVIEWS.** Regency Room, Second Floor.

9:00 am to 11:30 am: **NAA COMMITTEE MEETINGS** (Assigned by NAA Executive Vice President): **NALLOA.** Greenway I Room, Second Floor.

NAA Hall of Fame Awards' Recipients. Greenway J Room, Second Floor.

NAA Foundation. Greenway A Room, Second Floor.

CAI Board of Governors. Greenway B Room, Second Floor.

9:00 am to 10:15 am: **ANTIQUES WORKSHOP.** Nicollet Ballroom, First Floor. Moderator: Robert H. Glass, CAI, Director, Central Village, CT. Instructor: George Michael, Merrimack, NH.

10:30 am to 11:45 am: **FAMILY AUCTION OPERATION WORKSHOP.** Nicollet Ballroom, First Floor. Moderator: Archie D. Moody, CAI, Director, Darlington, SC. Instructors: Carol Reinhardt, CAI, and Steve Reinhardt, CAI, Palisade, MN.

12 noon to 3:00 pm: **LADIES LUNCHEON.** Forum, Holiday Inn Downtown. All ladies registered to 1984 NAA Convention invited. Advance registration requested (offered in **THE AUCTIONEER** magazine registration forms.)

1:30 pm to 3:30 pm: **BID CALLING WORKSHOP.** Nicollet B & C Rooms, First Floor. Moderator: Howard Buckles, Director, Keosauqua, IA. Instructors: Ray Sims, Overland Park, KS and Daryl Ball, Bourbon, IN.

3:30 pm to 5:30 pm: **CAI ANNUAL MEETING.** Greenway C thru H Rooms, Second Floor. Presiding: Douglas Bilodeau, CAI, Chairman of the Board of Governors, Certified Auctioneers Institute, South Deerfield, MA.

7:00 pm to 11:00 pm: **NAA AWARDS BANQUET.** Nicollet Ballroom, First Floor. Presiding: Hugh B. Miller, CAI, Vice President, Evansville, IN. Musical entertainment by Cliff Brunzell and Golden Strings; NAA Awards to include Advertising Contest, Membership and Hall of Fame; Designations to CAI Members.

Saturday, July 21

8:00 am to 10:00 am: **NAA AUXILIARY BOARD OF DIRECTORS CONTINENTAL BREAKFAST & MEETING.** Nicollet Foyer 4, First Floor.

9:00 am to 11:59 pm: **YOUTH ACTIVITIES ROOM.** Grant Room, First Floor.

9:00 am to 1:30 pm: **DISPLAYS.** Exhibit Hall, First Floor. **NOTE:** All displays to be dismantled and removed from Exhibit Hall prior to 3:00 p.m.

9:00 am to 4:00 pm: **YOUTH TOUR—FORT SNELLING, ZOO & MONORAIL.** Youth registered in advance to assemble in Grant Room, First Floor. Tour to be conducted by DayTours of Minneapolis.

9:00 am to 10:00 am: **OPEN MEETING OF NAA BOARD OF DIRECTORS—ALL REGISTRANTS TO THE NAA CONVENTION INVITED.** Greenway B thru I Rooms, Second Floor. Presiding: William L. Gaule, CAI, President, Chatham, IL.

10:00 am to 12 noon: **ANNUAL MEETING OF THE NAA.** Greenway B thru I Rooms, Second Floor. Presid-

ing: William L. Gaule, CAI, President, Chatham, IL.

12 noon to 1:30 pm: **NAA AUXILIARY PAST PRESIDENTS BRUNCH.** Nicollet Foyer 4, First Floor.

1:00 pm to 1:30 pm: **VOTER REGISTRATION/BALLOT DISTRIBUTION TO NAA ACTIVE MEMBERS.** Greenway A & J Rooms (also corridor), Second Floor. NAA members to obtain official ballots with which to elect NAA officers and directors.

1:30 pm to 4:00 pm: **ANNUAL MEETING OF THE NAA** continues **(VOTING SESSION).**

4:00 pm to 5:00 pm: **ORGANIZATIONAL MEETING OF THE NEWLY ELECTED AND CONTINUING MEMBERS OF THE NAA BOARD OF DIRECTORS.** Foyer 4 Room, First Floor. Presiding: Sammy L. Ford, CAI, 1984-85 President, Mount Vernon, KY.

6:30 pm to 7:00 pm: **HEAD TABLE ASSEMBLY.** Exhibit Hall, First Floor. **ALL HEAD TABLE DIGNITARIES** are to assemble at 6:30 pm for organization of Grand March to the Head Table. Head Table to Include: newly elected and continuing officers and directors (NAA); newly elected and retiring Presidents of the NAA Auxiliary; 1984 NAA Convention Chairman and 1984 Auxiliary Convention Chair Person; 1984 President's Banquet Speaker; and spouses of everyone listed above.

7:00 pm to 9:30 pm: **1984 PRESIDENT'S BANQUET.** Nicollet Ballroom, First Floor. Presiding: William L. Gaule, CAI, 1983-84 President, Chatham, IL. Honorees: Sammy L. Ford, CAI, 1984-85 President, NAA and Mrs. Ed "Betty" Short, 1984-85 President of the NAA Auxiliary, Phoenix, AZ.

9:30 pm to 11:00 pm: **PRESIDENT'S RECEPTION AND DESSERT.**

July Nominations deadline for NAA candidates

Any NAA member can be nominated for elected office in the National Auctioneers Association. What must be submitted on behalf of the candidate is a resumé of the candidate's qualifications for office, a letter (or letters) of support for the candidate's nomination (a candidate does not necessarily have to be nominated by a state auctioneers association), and a black/white glossy photograph of the candidate. The deadline for nomination is July 1, 1984.

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

The nominations for the offices of directors (four) and officers (treasurer, vice president, president-elect) are open for the 1984 NAA Convention. All letters declaring the candidate's nomination for an NAA elective office should be directed to: Harvey L. McCray, 8880 Ballentine, Overland Park, KS 66214. Nominations will not be accepted after July 1, 1984.

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

NAA Cancellation and refund policy

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

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

1. Convention registration cancellations must be submitted in writing and received at the NAA office on or before July 12, 1984. A refund of the total fees will then be made as soon as possible after the convention week.
2. If an emergency situation arises, and the convention registrant does not have time to give advance written notice, the registrant must call the NAA office immediately. The refund situation will then be reviewed at the next meeting of the Board of Directors' Convention Committee.

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

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

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

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

Now is the time to plan for your state's contribution to the 1984 Fun Auction. The months until Thursday night, July 19th, could be just enough time for enthusiasm to build and an auction item chosen to represent your state. Any questions concerning contributions to the Convention Fun Auction should be directed to the NAA office as soon as possible.

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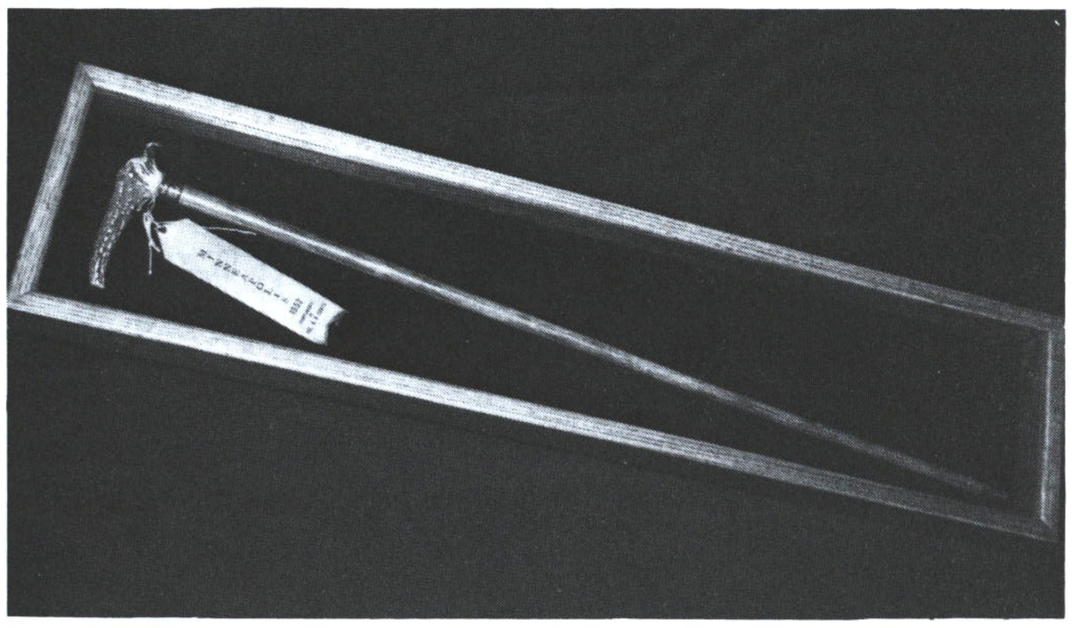
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The Second Time Is A Charm



This beautiful antique cane, once owned by famous radio announcer Major Edwin Bowes, will cross the NAA Fun Auction Block for its second appearance in thirty-eight years. NAA member B.G. Coats donated it for the first time thirty-eight years ago. This year, thanks to the generous donation of Auctioneer Col. Lampi, it will cross the block for the second time in NAA history.

Many items have been donated to the National Auctioneers Association and various State Auctioneers Associations for the 1984 Fun Auction.

All Auctioneers are encouraged to contact their local manufacturers about donations for this years Fun Auction. To date, many generous donations have been made, but there is plenty of time to gather more donations which will make the Fun Auction an even greater success.

One item of unusual interest at this years auction is reappearing at the NAA Fun Auction, thirty-eight years after it first crossed the auction block. A cane, formerly owned by the late Major Edwin Bowes, is the item of interest. Major Bowes conducted an amateur radio hour from 1945 to 1955 featuring people with the ambition of becoming actors and actresses. Many of the guests on the program succeeded and became prominent in their profession.

NAA Past-president B.G. Coats recalls being designated to conduct an auction for Major Bowes to dispose of all of his tangible personal property in his mansion, "River Edge," in Rumson, New Jersey. Among the offerings was this cane which was a mark of identification for the radio announcer since he had previously been bitten by a dog.

NAA member Coats purchased the cane, knowing that it would eventually become a collector's item. He donated the cane to the Fun Auction thirty-eight years ago when it was purchased by Col. Lampi. This year, thanks to the ingenuity of Col. Lampi, the cane will cross the auction block at the annual NAA Fun Auction for the second time, and hopefully carry with it a great deal of spirited bidding.

Displayers reserve convention space now

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

Since there will be a limited number of exhibit spaces available, it is highly recommended that prospective displayers send a type-written request stating their intent to have a display at the 1984 Minneapolis Convention. Send the request to the NAA office, 8880 Ballentine, Overland Park, Kansas 66214. More information will then be sent to you.

Any questions regarding convention exhibitor space should be directed to the NAA office, not the Hyatt Regency/Minneapolis Downtown.

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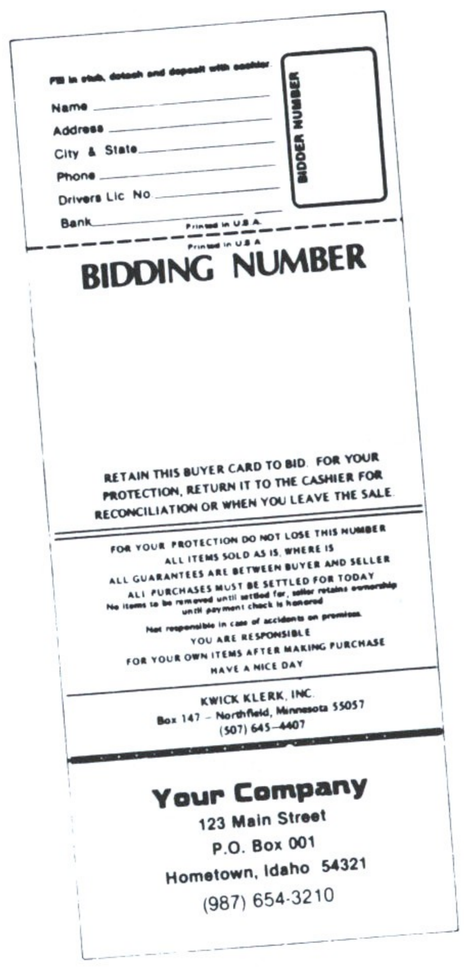
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The Auctioneer's Liability Under Hazardous Materials and Hazardous Waste Laws

Due to the length of this article, it has been broken down into two parts that will run in the May and June issues of THE AUCTIONEER. Next month's portion of the article will deal with what an auctioneer should do before becoming engaged in an auction of a facility suspected of containing hazardous material or hazardous waste.

By: Edward A. Hogan[1]

Each day our nation's newspapers report on yet another abandoned hazardous waste site or spill of hazardous materials. While we are all cognizant of such events, many auctioneers are unknowingly incurring regulatory obligations and exposing themselves to significant liabilities when they sell real or personal property considered "hazardous" or "contaminated" by state or federal statutes or regulations. Did you know:

- The transportation of charcoal, ink and paint is regulated by the Hazardous Materials Transportation Act?
- That an auctioneer could be considered the "generator" of a hazardous waste even though the industrial facility which he is liquidating never generated a hazardous waste?
- That in some states the waste oil from the cleanout of a residential fuel oil tank or the used quenching oil in metal working equipment is considered "hazardous waste" subjecting the auctioneer who cleans and/or sells such equipment to both substantive and paperwork obligations?
- That the accidental spilling of one pint of some common industrial chemicals on the bare ground must be reported within fifteen minutes to the United States Coast Guard's National Response Center even if that spill occurred miles from the nearest stream or lake?
- That under a recent New Jersey statute an auctioneer who sells certain industrial, wholesale or repair businesses at auction could lose his commission simply because the former owner of the shop failed to file a statement with the State that there had been no spills of hazardous materials on the property?

Even if the auctioneer might regard such statutes and regulations as unnecessary or unlikely to be enforced, failure to comply can result in not only lost time, delayed sales, increased anxiety and legal defense costs, but may also expose the auctioneer to both civil and criminal penalties.

This article will not discuss such important areas as the Occupational Safety and Health Act, Right-to-Know statutes, common law liability for dealing with dangerous materials, product liability law, or the Uniform Commercial Code's implied warranties of merchantability and fitness. Rather, it will focus upon several major federal statutes, and the regulations promulgated pursuant to them, as they may affect the auctioneer. It should be stressed that any discussion of such a complex topic is necessarily cursory as there are numerous exceptions and special provisions. As will be discussed further, there has been rapid proliferation of state statutes, almost all of them non-uniform, which impose additional obligations and create numerous avenues of exposure. For these reasons, **every auctioneer is encouraged to engage in a careful and thorough examination of any potential problems and to seek professional legal and engineering assistance before becoming involved with an auction of a facility suspected of containing hazardous materials or hazardous wastes.**

How An Auctioneer Might Become Subject to These Regulatory Obligations and Statutory Liabilities

The most useful way to explore the repercussions of these statutes and regulations for auctioneers is to examine the types of services the auctioneer ordinarily provides.

Rarely does the auctioneer show up simply on the day of the sale. More typically the auctioneer's services include preparation of the sale. That preparation may involve not only the arrangement of lots and segregation of non-saleable items, but also the cleaning of vessels, disassembly of equipment, disposal of non-saleable items and even the transporation of sale items to a central location. Such activities may transform the auctioneer into the person "in charge" of the facility (for purposes of hazardous materials spill reporting), the "generator" of hazardous waste, the "transporter" of hazardous materials or the "operator" of the facility (for purposes of the storage regulations and disposal liability).

Overview of Hazardous Materials and Hazardous Waste Statutes and Regulations

A review of the major regulatory programs governing hazardous materials and hazardous wastes necessarily focuses upon four federal statutes. This focus is not meant to minimize the importance of the various state enactments regulating these materials and wastes. Not only do many states have more stringent programs, many which pre-date the federal enactments, but recently there has been a tenfold increase in **new** state statutes concerning these materials. Obviously, an anaylsis of the relevant enactments in each jurisdiction is beyond the scope of this article.

The four major federal statutes are:

I. **The Hazardous Materials Transportation Act,** 49 U.S.C. §1801 *et seq.*, has as its purpose "to protect the Nation adequately against risks to life and property which are inherent in the transportation of hazardous materials in commerce." Utilizing the Act's broad definition

of a hazardous material, "a substance or material in a quantity and form which may impose an unreasonable risk to health and safety or property when transported in commerce," the Secretary of Commerce has issued regulations which list specific materials considered to be hazardous and specify their naming, classification, packaging, marking, labeling, placarding, shipping papers and conditions for shipment. The regulations apply to a multitude of enterprises, including auctioneers, which transport any commodity considered "hazardous." Among the broad range of materials considered "hazardous" are: many common solvents, pesticides, anti-freeze, batteries, charcoal, fuel oil, ink and paint!

II. **Toxic Substances Control Act,** 15 U.S.C. §2601 *et seq.* specifically regulates polychlorinated biphenyls ("PCBs"). In general, the manufacturing, processing and *sale* of PCBs is prohibited. There are very specific requirements for the marking, storage, servicing and disposal of equipment **containing** PCBs. Although PCBs have not been manufactured in the United States since 1977, they are still found in transformers, capacitors and other electrical equipment, some cooling and hydraulic fluids and in several other applications.

III. **The Comprehensive Environmental Response, Compensation and Liability Act** ("CERCLA"), 42 U.S.C. §9601 *et seq.,* is best known for its establishment of a $1.6 billion fund (the "Superfund") for the cleanup of hazardous substance spills and disposal areas. In addition, CERCLA specifies those liable to reimburse the fund, those who may be ordered to undertake clean-up activities, and hazardous materials spill reporting requirements.

A. **CERCLA's Liability Provisions**

CERCLA provides that anyone who arranges for "disposal" or "treatment" of hazardous substances at another person's waste facility is responsible for any hazard which might result from the other person's waste disposal practices. That is, some or all the **generators** and "**arrangers**" who sent material to the site may be responsible for its cleanup. "Hazardous substances" are defined under CERCLA very broadly and include RCRA hazardous wastes (see below), as well as a host of other substances.

In general the liability under CERCLA is imposed regardless of forseeability, good faith or whether the state-of-the-art practices were used. This liability is subject to very few defenses.

Among the ways an auctioneer may become liable for such long-term liability are:

- "arranging" for the disposal of materials in the course of preparing for an auction.
- directly assuming the liabilities of a facility which generated waste by purchasing that facility outright.
- engaging in activities at a "contaminated" facility sufficient to cause the auctioneer to be considered an "operator."

B. **CERCLA'S Spill Reporting**

CERCLA requires a person in charge of a facility to notify the U.S. Coast Guard's National Response Center as soon as he learns that a reportable quantity of a hazardous substance has been released into the environment. Defined broadly, "release" includes "leaking, pumping, discharging . . . escaping, leaching. . . ." The environment is likewise broadly defined to include "navigable waters . . . and any other surface water, groundwater . . . land surface or sub-surface strata or ambient air within the United States. . . ." As noted earlier, CERCLA's list of hazardous substances includes hundreds of substances. Regulations promulgated pursuant to the Act establish a minimum threshold before the reporting obligation is triggered. For many substances that reportable quantity is one pound (approximately one pint). About the only release or spill material not required to be reported is a spill on an impervious surface of a material which does not volatilize into the atmosphere and which is completely recaptured.

An auctioneer who is involved with the auction of a facility on which chemicals are stored should be aware of the obligations imposed by the statute. The courts have been very strict in construing the immediate notification process and significant civil and criminal penalties may be imposed.

IV. **The Resource Conservation and Recovery Act** ("RCRA"), 42 U.S.C. §6901 *et seq.* establishes a comprehensive "cradle-to-grave" regulatory scheme for the management of hazardous **waste**. Specific obligations are imposed upon waste generators, transporters and those who treat, store or dispose of hazardous waste.

At this point, you, the auctioneer, may be of the opinion that even if you are dealing with **materials** which might be considered "hazardous," these hazardous **waste** regulations simply do not apply. You might be thinking that since you do not dispose of anything but rather sell every last item (even if you have to lot the non-saleables with saleable items in order to be rid of them), and if someone is willing to pay money for an item, it can't possibly be considered "waste." As the following discussion reveals, however, **process vessels, "empty containers," chemical products and even materials which are purchased for recycling can constitute "hazardous waste" and carry the attendant regulatory obligations, whether discarded before the auction or sold at it.**

The regulations promulgated pursuant to RCRA define hazardous wastes as solid wastes that 1) are specifically listed as hazardous or 2) exhibit specified characteristics of hazardousness or 3) are certain discarded chemical products. Thus, in order for waste to be a **hazardous waste** it must first be a **solid waste.** Solid waste is defined as "any garbage, refuse, sludge, or **any other waste material** . . ." 40 C.F.R. §261.2(a) (emphasis added). "'[O]ther waste material' is any solid, liquid, semi-solid or contained gaseous material, resulting from industrial, commercial, mining or agricultural operations or from community activities which: (1) Is discarded or is

Continued on Page 57

Sold on NAA Week, 1984

National Auctioneers Week

APRIL 1-7, 1984

Despite today's recessionary economy, one marketing method reliably converts almost anything into cash. The auction method continues to be "discovered," as businesses explore "alternative," more profitable marketing strategies, according to the National Auctioneers Association (NAA). The increased use of the auction method will be emphasized by member auctioneers, during the NAA-sponsored National Auctioneers Week, April 1-7. If you have something to sell, an auction can produce cash results in a very short time period. Other benefits are equally important. Auctions move great quantities (and varieties) of merchandise in a matter of hours. Plus, the seller names the day and time for the auction sale. Auctions definitely force buyers to make "on the spot" purchasing decisions. Many court administrators, and estate executors prefer the auction method as a truly "public" sale. Because they are immediate, "arm's length" transactions, auctions are the best means of establishing actual market value. "An auction serves both buyer and seller." "Also, millions of dollars are raised every year through benefit auctions, for charities and communities throughout the nation." The National Auctioneers Association has promoted the auction method of selling since 1949. The Association represents 6,800 member auctioneers across the country, Canada and other foreign countries. Only NAA members are eligible for a professional designation, CAI, awarded by the Certified Auctioneers Institute, Bloomington, Indiana.

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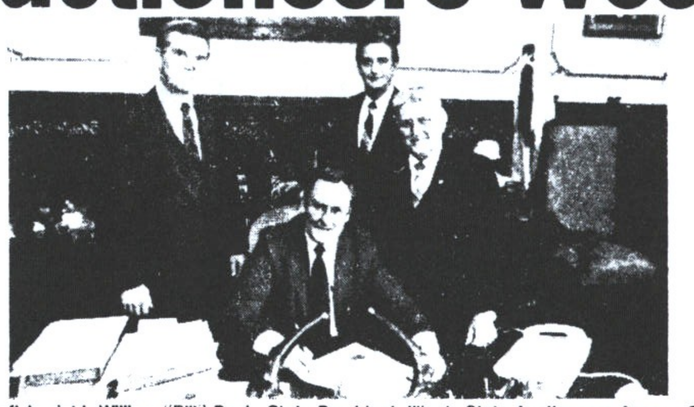
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GOVERNOR Proclaims Auctioneers Week



Pictured left to right: William "Bill" Beck, State President, Illinois State Auctioneers Assoc.; Governor James R. Thompson, Governor, State of Illinois; William "Bill" Gaule, President, National Auctioneers Association, and John A. Davidson, State Senator, 50th District.

STATE OF ILLINOIS
Proclamation

Auctions of real estate and personal property have always been an influential part of marketing in America, and many countries throughout the world.

The National Auctioneers Association, in cooperation with the Illinois State Auctioneers Association, seeks to achieve new heights in professionalism for its members, and excellence of service for the buying public. The continuous efforts of these associations to preserve the American free enterprise system are a vital facet of our economy.

THEREFORE, I, James R. Thompson, Governor of the State of Illinois, proclaim April 1-8, 1984, as AUCTIONEERS WEEK in Illinois, and I urge all citizens to recognize and honor the many noteworthy contributions that auctioneers are making to our society and economy.

IN WITNESS THEREOF, I have hereunto set my hand and caused the Great Seal of the State of Illinois to be affixed.

Done at the Capitol, in the City of Springfield, this twenty-sixth day of March, in the year of Our Lord one thousand nine hundred and eighty-four, and of the State of Illinois the one hundred and sixty-sixth.

/s/ Jim Edgar, Sectretary of State — /s/ James R. Thompson, Governor

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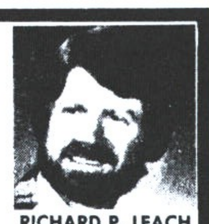
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Above: An example of an NAA Week newspaper advertisement organized by some Illinois Auctioneers to promote the auction method of selling real and personal property.

Michigan

CITY OF MIDLAND, 202 ASHMAN STREET 48640

PROCLAMATION

WHEREAS, the selling of real and personal property by auction is an important part of the American tradition of free enterprise and our nation's heritage; and

WHEREAS, auctioneers serve all segments of society from industry, business, and government to the public at large; and

WHEREAS, the auctioneers of the Midland area have accepted the duty of helping to protect the public against fraud, misrepresentation, and unethical sales practices; now

THEREFORE, we, the Mayor and City Council of the City of Midland, Michigan, hereby proclaim the week of April 1 through April 8, 1984, as

AUCTIONEERS' WEEK

in Midland to recognize the noteworthy contributions they have made to Midland and the American society.

By Council Authorization
Given Monday, March 19, 1984.

Joseph R. Mann
Joseph R. Mann, Mayor

ATTEST:

David W. Wirth
David W. Wirth, City Clerk

"THE CITY OF MODERN EXPLORERS"

NAA member Bob Havers proposed the drafting for this proclamation to the city council of Midland, Michigan on March 19th, 1984 by explaining the vast benefits of the auction method of selling real and personal property. When the mayor put the issue to a vote, it was obvious that NAA member Havers had "sold" the council on the proposal. The council members responded when it was their turn to vote with a "SOLD" rather than a yea or nay. The vote was unanimous. Thus the NAA proclamation was voted on, drafted and presented.

NAA member Havers was pleased with the outcome of the signing. "After three years of hard work and determination, the city of Midland, Michigan will recognize for the first time in its long history, NAA week. It will be with the same professionalism that is required and delivered this year, we will be recognized in the years to come."

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Kentucky



Kentucky Governor Martha Layne Collins made National Auctioneers Week official this year as she is shown signing the official proclamation in front of a proud group of participants. Pictured left to right: Barbara Schoen, Executive Secretary of the Kentucky Board of Auctioneers; Herbert Van Arsdale, Counsel for the Board; Fred Burch, Jr., Commissioner; Aleck Gribbins, Chairman; Danny Ford, Kentucky State Representative and KAA and NAA member; KAA President and NAA member Steve D. Lewis; NAA member John P. O'Connor, Vice-Chairman; and NAA member Rex Proffitt, Commissioner.

Missouri

NAA member Winfred Dale Spain had a busy and very productive National Auctioneers Week this year. During the week of April 1-8, 1984 he promoted the auction profession in every way possible. NAA member Spain was a guest speaker on a thirty minute talk show on KPIA-1480 AM radio station of Ironton, MO. He spoke about hiring and choosing the right auctioneer; stressing the importance of hiring NAA and MSAA auctioneers. He was also interviewed by KFMO-1240 AM radio of Flat River, MO. They broadcast the interview the entire week of April 1-8.

The **Green Sheet** newspaper of Farmington, MO (NAA member Spain's hometown paper) did a really informative feature story on NAA week. NAA member Spain was very enthused with the article because it contained information that explained what an auction was, gave helpful hints of how to prepare for an auction in order to make a wise buying or selling decision, what to

Continued on Page 36

Missouri *Continued from Page 35*

look for in an auctioneer (NAA and MSAA or state auctioneers association membership, CAI designation), and many other basic aspects of auctions that people may not know, and may feel silly asking. It was a wonderful article that helped promote the method of selling real and personal property through the auction method tremendously.

Aside from all of this excellent promotion, three mayors in the area drew up and signed proclamations designating April 1-8, 1984 as National Auctioneers Week. A special thanks to Mayors Leota Reagan, Fredericktown, Jack Rabadues, Desloge, and Jack Mayes of Ironton for recognizing the auction profession and all that it entails.

New York



No Kidding!

To celebrate National Auctioneers Week, Gantz Auction Gallery located at 307 Railroad Avenue, Bedford Hills, New York held their annual children's auction on Saturday, April 7. The event was open to children between the ages of 5-12.

Before the auction began each child received a bidding number and $25.00 in Gantz Gallery play money by registering at the registration desk. This was the only "play" part of the auction. A short but informative lecture was then given by NAA member Ronald Gantz describing the history of auctions, how to bid at an auction, the purpose of auctions, and why it is important to preview at an auction. It was impressed upon the youngsters that whatever they bid on they would own if they were the high bid. No returns would be excepted.

Reminding the children to treat the play money as if it were real money, the auction began. Some of the items auctioned were watch radios, dolls, old comic books, flashlights with sirens, calculators, tea sets and miniature curio cabinets. Bidding was especially brisk, thoughtful and enthusiastic. An ivory dragon pendant came on the block and the audience was told that it was worth $75. A young man purchased it for $18 (Gantz Gallery money) and when asked why he bought it he answered, "It's for my mom."

The highlight of the auction was the auctioneers contest. Six volunteers were chosen and each child was given one item to auction. When the judge's decision was announced, it was unanimous. All six were winners. Billy Cortellessa age 10 of Briarcliff, Jessica Cliff age 5 of Ossining, Michael Tamara age 8 of Stamford, Michelle Hopkins age 10 of Bedford Hills, Jeffrey LaBush age 8 of Yorktown, and Douglas Hopkins age 12 of Bedford Hills each received a watch radio with earphones.

At the conclusion of the auction, the children were asked to line up at the cashier's window to pay for their purchases with their Gantz Gallery money. After they paid, the children presented their paid receipt to a member of the auction staff whereupon they received their purchases.

Donuts and milk were served to the children and their parents who were requested to accompany their children.

The event is held to celebrate National Auctioneers Week and also to teach children how to use good judgement, how to use mathematical skills, how to share with their brothers and sisters, how to listen, and what items are worth in the real world.

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Pd. Adv.

South Carolina



South Carolina Governor, Richard W. Riley, signed this proclamation designating National Auctioneers Week in South Carolina. A proud group of members from the South Carolina Auctioneers Association and the Auctioneers Commission were on hand to witness the historic event. From left to right: Warren Wilson, SCAA Secretary-Treasurer; Ken Hendrix, SCAA Vice-President; Marion Wooten, SCAA member; Bill Yonce, SCAA President and NAA Director; Governor Riley; Archie Moody, SCAA Member and NAA Director; J.L. Pinckney, SCAA member; Virginia Branton, Commission Member; George Pechilis, Executive Director of the Auctioneers Commission; Fred Mullis, SCAA member and Commission member. (Bill Yonce; Archie Moody, Chairman and J.L. Pinckney, Vice Chairman, are also members of the Auctioneers Commission.

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Oklahoma



Oklahoma Governor George Nigh, (seated), is shown signing a proclamation designating National Auctioneers Week, April 1-8, 1984, in Oklahoma. Standing pictured from left to right: Cecil Abernathy; Louis Dakil; Representative Charlie Morgan; Starling Miller, Program Director; Wilford White, State President; Senator Bill Dawson; Representative Jay Blodgett; Lt. Governor Specer Bernard.

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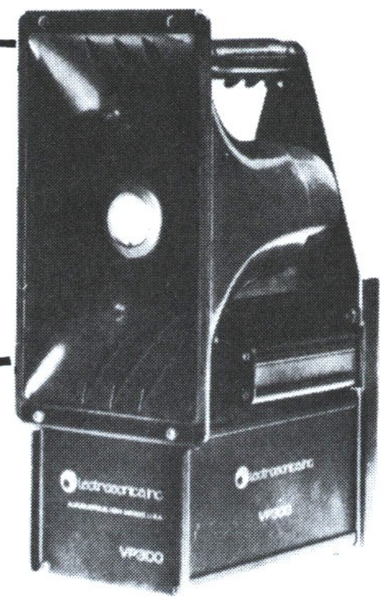
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The Market

by C.O. Emrich

About the author: Mr. C.O. Emrich, a former NAA member and retired auctioneer, is one of the founders of the Livestock Merchandising Institute in Kansas City, Missouri. He is the owner of C.O. Emrich Enterprise, a commercial livestock business, located in Norfolk, Nebraska.

(Reprinted from Marketline, *published by Livestock Marketing Institute.)*

"If the market can't do it, neither can the government."

It's too bad there are many citizens who don't realize this statement is true—or is it that they do recognize its truth, but choose to ignore it? Partially, I suppose, it's because so many politicians have seized the opportunity to offer "government aid" as a crutch to winning elections.

It's as if those who offer aid, and those who accept it, wish to ignore the fact that the monies used for "government aid" do not "grow on trees." They don't accept the fact that this money must come out of some productive industry's profits in the form of taxes.

Unless one analyzes the entire scenario, one might say the process of providing "government aid" has worked in the past. It has bolstered our national economy when needed, and produced a standard of living that is second to none on this planet. However, when you review the entire picture, you are faced with the realization that private industry can no longer generate enough profits to pay the taxes necessary to fund the accelerated amount of "government aid." In fact, there hasn't been enough for the past several years—that's why we have a deficit in our national budget. In addition to this problem, we've now allowed another one to slip up on us: the problem of making enough money to pay the costs of servicing the deficit.

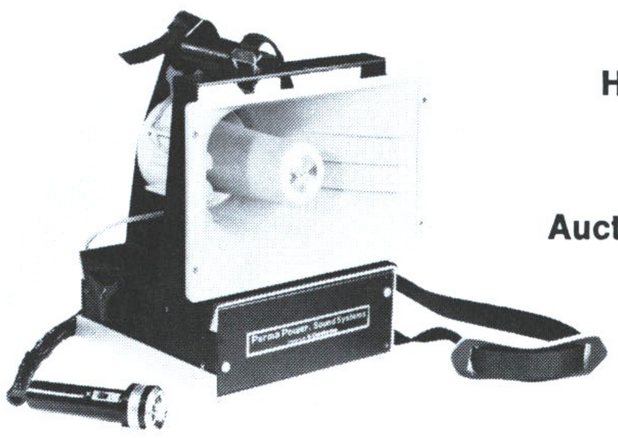
This is where we stand as we face the upcoming 1984 national election. In my opinion, we voters are now faced with making the most important decision of this century—solving the present economic dilemma, or electing those who will. Oh yes, we've been faced with this before, but never at a time when we were so near the precipice of economic disaster.

Each of us involved in business today is faced with the personal decision concerning our own business. Each of us will probably apply ourselves first to that individual problem, with little concern for the problems of our national economy. It's time for each of us to realize that collectively we must apply ourselves to our national economic problems, or there is little need to make decisions about the problems of our individual businesses.

We can start this by voting for those who will adequately represent the productive industries of which we are a part. It is as simple as that.

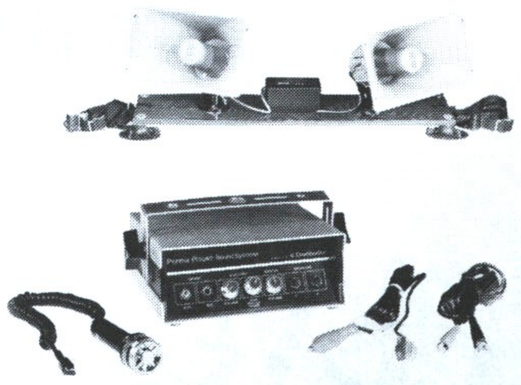
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Tips from the 1983 Booking the Auction Workshop in Houston

This article is a brief summary of the "Booking the Auction" workshop at last year's NAA Convention in Houston. Joe Small, CAI, directed this workshop.

Two skits were prepared for the attendees. A "wrong" way to book an auction, and then a "right" way were both presented. The "wrong" way generated a lot of laughter, but it also sparked some very good comments and observations by the members. NAA Director Small pointed out that different areas of the country have different situations, but the tips that they discussed were more general areas to improve upon rather than specifics. These are simple rules toward better business, that are easily and quickly forgotten.

1. **Always make an appointment.**
   It is a matter of courtesy for your client, and it shows that you are responsible and serious about providing good service to them.
2. **Attire.**
   As a general rule of thumb, you need to look as good as the people that you are conducting business with. This tip depends upon the area, your client and the auction that you are working on.
3. **Be prepared for an appointment!**
   Organization is the key, and you will sell yourself and the auction method in a much more positive manner by being organized.
4. **Listen to what your client is saying.**
   They know their situation better than anyone, so you can learn a tremendous amount of important information about the auction by just listening. Again, you are showing respect for your client by listening to what they have to say.
5. **Put yourself on the same level as your client.**
   By carrying yourself well, speaking politely and acting responsibly, you will put your client at ease as well as yourself.
6. **Salesmanship.**
   Remember that you are there expecting to book the auction, but that your client is expecting service. Phrase your presentation so that it points out what you have to **offer** them.
7. **Do your homework!**
   Joe Small commented during the workshop, "Isn't almost 80% of the deal almost over when the auction starts?" Organized preparation is the key to a successful auction, and also a successful auction career.
8. **Be Positive.**
   Say something favorable or else nothing at all. Never badmouth your competition. By presenting an organized, positive approach you won't have to worry about the competition because you will sell yourself.
9. **Be specific while talking.**
   Give straight answers to questions asked by clients. Generalities confuse the clients and can portray an image of lack of self-confidence.
10. **Brochures, business cards, advertising, etc. are good reminders for clients.**
    They quickly prove that you are an auctioneer, licensed (depending on your state), a member of the NAA, possibly with a CAI designation. All of these credentials can help. Most importantly though, they will have your number and name whenever they are in need of your services, whether it is at the present time or in the future.
11. **Personal space is important.**
    Maintaining your client's "safe area" personal space is important. Different people require different "safe area" spaces, but you will be able to tell how comfortable they are with you, so judge accordingly.
12. **Advertising.**
    Have a general advertising schedule thought out before you even talk to your client. It will give them some idea of what is involved, even though you will have to make it much more specific once you know more details about the sale.
14. **Wearing hats.**
    This is a controversial issue that depends upon your business and your area. You are the best judge as to when you should wear a hat or not. In general, the skit committee checked seven etiquette books and they all said that the act of not removing the hat is a small defiance saying that you don't care whether it is proper or not, that you are going to wear it anyway. If in doubt as to whether or not to wear it, this tip may help you decide.
15. **Take charge.**
    It is important to respect what your client is saying, but you should make it clear that you are in charge of your end of the business transaction and take charge of your part of the presentation. They will respect your initiative and responsibility.
16. **Badges, symbols and signs.**
    Top businessmen in America have been interviewed, and they all state that you can definitely start a business deal off on the wrong foot by badges, symbols and signs. You never know what feeling a sign or badge could provoke in them. Of course,

Continued on Page 53

The Kwick Klerk System

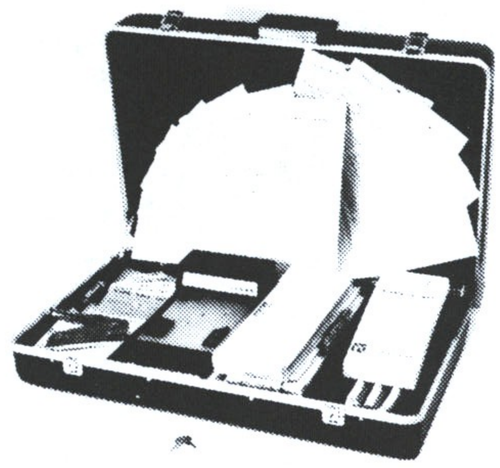
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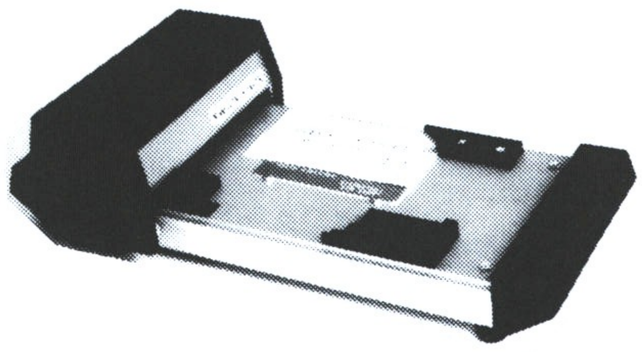
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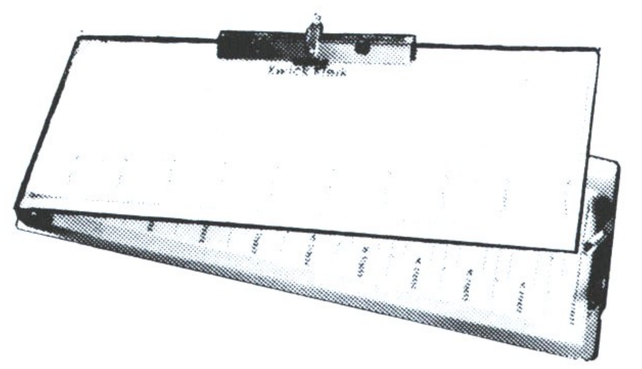
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State Association Report

Iowa

With the spring rain falling, it certainly didn't dampen the spirits of the Iowa Auctioneers, their families and guests, as they gathered at the lovely Airport Hilton Inn in Des Moines, April 8, 1984, for the one-day annual convention with a large attendance.

President and NAA member Elmer Gronewald of Donahue had the day well-planned with a morning Board of Directors meeting, which was open for all to attend.

NAA member Mac Greentree of Decorah gave the Invocation before the noon banquet of Iowa Chops. The guest speaker was Mr. Robert Lounsberry, Iowa Secretary of Agriculture, who spoke on the subject "Accentuate the Positive," bringing forth many fine thoughts.

After a short recess, the General Board meeting was called to order by President Gronewald. Many items were discussed at length and interesting points brought out on each subject: membership SBA sales; the upcoming National Convention in Minneapolis in July; National Auctioneers Week; meeting with Iowa Governor Bransted in February for the signing of the Proclamation; the State Auctioneers Contest at the Iowa State Fair on August 21, 1984; Regional meetings held in February and March; a license law; and how to improve the association. President Gronewald appointed several committees to serve during the 1984 year, hoping to upgrade, organize and improve the association.

While the men attended the meeting, the Iowa Ladies Auxiliary had a fine meeting under the direction of the President, Jeannene Bousselot of Calamus.

The day came to an end with the announcement that the Iowa Auctioneers Fall Convention would be held two days at the Amana Colonies Holiday Inn, November 10 and 11, 1984, with seminars, speakers, a fun auction, good food and much fellowship.

Correct Address Information Is Important

This is a reminder to all NAA members, that it is important to include the new NAA address on any mail that is sent to the headquarters office. The Post Office has been forwarding any mail that has been sent to the Lincoln office, but they have notified us that they will no longer continue to do this. The new correct address is:

The National Auctioneers Association
8880 Ballentine
Overland Park, Kansas 66214
Phone: 913-541-8084

The old address was 135 Lakewood Drive, Lincoln, Nebraska 68510 and anything sent to that address will no longer be forwarded. Be sure to check your records, and inform any other businesses that might prepare any mailings for you.

There are also some older advertisements that have run in past years involving the NAA, CAI, Auxiliary etc. that include the old address. The ads can still be run, yet without too much effort, the new address can be set to replace the old address. Especially when prospective members are involved, it is important for them to have the correct information because they have no way of knowing that the headquarters office has moved.

We at the NAA office thank you for helping us to make this move as smooth as possible, and your prompt attention to this address change would really help us tremendously.

In Fiscal 1982, the Federal Government purchased approximately $159 billion in goods and services from the private sector. Small businesses received $27.1 billion, or 17 percent of the procurement total.



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Education Benefits Auctioneers

by Dean Howard, CAI

Effective July 1, 1983, auctioneers applying for Tennessee Auctioneer Licenses must have thirty hours of auction-related education accredited by the Tennessee Auctioneer Commission in order to qualify for the test. All apprentice-auctioneer applicants must have graduated from an accredited auction college.

The Tennessee Auctioneers Association is sponsoring a class to be held in conjunction with their mid-winter board meeting, the second week in December. The education class will count as thirty hours of classroom time.

Some discussion has been made on whether to give credit for auctioneers attending NAA seminars and CAI courses which would qualify applicants for the educational requirements.

When we start asking questions of the general public, it is very clear that there are more people who have not attended auctions than those who have. This means, we as auctioneers, must educate the public of the power of selling through the auction method which a qualified auctioneer creates. It should also tell us that we will never be without a job, if we will only continue our education of new marketing methods through auctioneering. Each day we realize that the market demands a little bit more than the day before. We would still be riding to work in a horse and buggy if we didn't realize these things.

We can help educate the public as prospective bidders by reducing their fear of bidding and convincing them that they won't have to get stuck with something that they don't need. They also need to be assured that the auctioneers are selling what they say they are selling.

Helping to educate the public about the auction method can be accomplished in many ways, such as: setting up booths in county fairs, home builders trade shows, farm shows, farm equipment shows, spring and fall festivals, county and community get-togethers such as crop festivals, for example. Another type of necessary exposure for the auctioneer is in involvement in the business sector. Auctioneers already have the showmanship, sales ability and friendly answers to the questions of the public on the tips of their tongues. An auctioneer can do these things better than most other business people. A neat, clean attractive booth with brochures of past sales, both large and small, will give the impression that no sale is ever too small.

Pictures of past sales can work well for you in terms of promotion. Be sure to have little advertising giveaways such as: scratch pads, stick-on calendars, calendar cards, pencils, pens, rain bonnets, key chains and other small items that have your company name on them.

We owe it to ourselves as auctioneers to sell our services to the public. The more the public is educated about auctioneering, the easier it is to sell the auction concept of marketing as a whole.

As manager of Dean Howard & Daughters Auction Company, I feel that our company has developed organizational strength and quality growth from the education that has been offered through NAA seminars, CAI programs and state association functions. Also, the development of friendships with other auctioneers is an important part of the educational process that is very valuable for everyone concerned.

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"In Memoriam"

The NAA office has been notified of the deaths of the following members:

H.A. (Al) Martin of Ottumwa, Iowa passed away January 2, 1984 with cancer.

James A. Petty of Wayside, Massachusetts died February, 20, 1984.

Arthur A. Long of Alton, Illinois passed away on February 26, 1984.

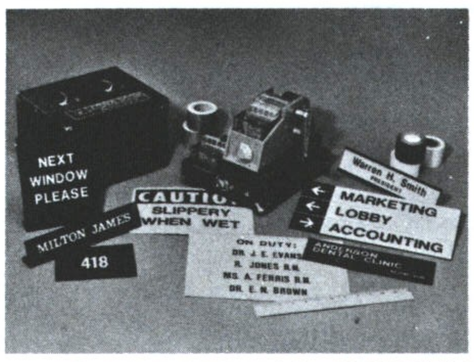
Edwin T. Dettloff of Monroe, Michigan died April 3, 1984.

Joe E. Gingerich of Hutchinson, Kansas passed away recently but no date was given.

Kenneth D. Carson of Fort Scott, Kansas, President of the Auction Division of Wood Realtors of Pittsburg, Kansas, passed away April 25, 1984.

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Are you in need of a full-time auctioneer? I am seeking full-time employment with a reputable auction firm or salebarn. I feel I'm an aggressive, hard-working, experienced and determined auctioneer. I'm experienced in household, antique, consignment, farm and salebarn auctions. I was born and raised on a farm and have a lot of farm and livestock background knowledge. I am young and very ambitious, and enjoy the auction profession very much. I am a member of the State and National Auctioneers Association. I would be willing to relocate. Contact: National Auctioneers Association, 8880 Ballentine, Prospect KJM, Overland Park, Kansas 66214.

Need License Law Information?

For current license law information, consult the "License law update" in the April, 1984 AUCTIONEER magazine.

If you need additional information about states which have auctioneer license laws, write NALLOA. Any and all correspondence with the National Auctioneer License Laws Official Association should be sent to the address below.

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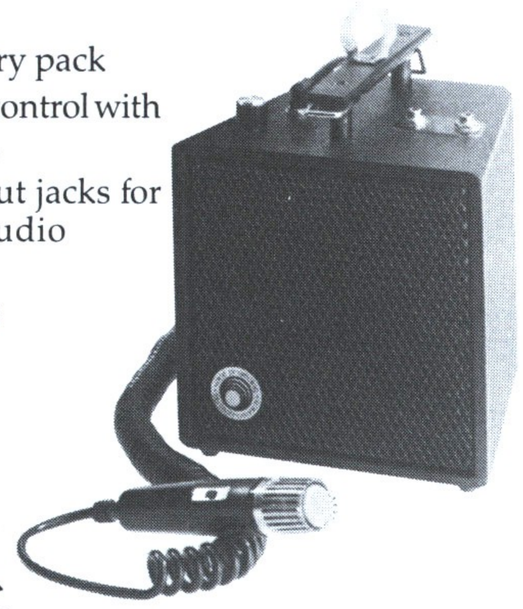
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Spotlight on NAA Members

"Paul's Kids"

This article was reprinted from the Girl Scouts magazine entitled Current. *It was published in the April, 1984 issue.*

You've heard of "Jerry's kids". . .

Well, NAA member Paul Spence, an auctioneer and the newly-elected President of the Oregon Auctioneers Society, feels and shows that Girl Scouts, Boy Scouts, and Cub Scouts are "Paul's kids."

The Sandy, Oregon resident has only been in his vocal occupation since 1978, but he has moved up fast and he is in great demand both locally and regionally. However, whenever "Paul's kids" are in need of an auctioneer, for 'that cake bake,' he somehow works that special event into his busy schedule. Paul says he loves volunteering his expertise for many organizations, but that the Scouts are his specialty.

Auction Talk

NAA Member Jim Thompson of Lawton, Oklahoma does his part in promoting the auction profession through a column in the Cache Times Weekly, *entitled* ***Auction Talk.*** *It is a short column designed to inform the readers about the auction profession, auctioneers and activities related with the profession.*

I have seen in several publications recently a philosophical quote that reads, "The trouble with experience is that it is always teaching us things that we don't want to know."

William L. "Bill" Gaule, CAI, President of the National Auctioneers Association, authored an article for the February issue of THE AUCTIONEER. NAA President Gaule writes that the learning process should never end. He believes that one does not have to be enrolled full time in college to continue training in order to keep on learning.

I agree with Mr. Gaule's theory. For the professional auctioneers continuous educational program there are seminars, conventions, workshops, lectures, magazines, cassettes, and video tapes available at both state and national levels. The secret of successful service to our clientele is this continuous education.

When I meet with the auctioneers of Oklahoma and other states and participate in the exchange of information about the experiences we have had, I come away feeling that I have actually shared in those experiences.

You can bet that all of us attending those gatherings have been taught something. We strive to learn how to better serve you, our clients, in a more efficient manner.

And that's what you deserve from a professional auctioneer.

Auction of Zach Reynolds' Motorcycles

by Marlene M. Burger

This article was reprinted from the Winston-Salem Journal *newspaper, Sunday, April 1, 1984 edition.*

NAA member Keith Pierce, CAI, surveyed the throng of motorcycle enthusiasts and said over a loudspeaker, "I don't think a wink or a nod of the head is going to get it today."

More than 3,800 people paid to bid or watch the auction of twenty-nine motorcycles and about a dozen cars and trucks that had been owned by Zachary Taylor Reynolds, the late grandson of the founder of R.J. Reynolds Tobacco Company.

Veteran auctioneer Keith Pierce asked bidders to speak loudly and make their arm waving extra bold.

Zach Reynolds had boasted that he had the largest private collection of street and dirt motorcycles in the world. Judging by the license plates in the overflowing parking lot, his assortment was well-known.

Cars bearing Virginia, Florida, Alabama, Pennsylvania and Missouri license tags had arrived early and were parked near the front door of Growers Warehouse on University Parkway, where the auction was held.

Pierce said that bidders came from every state east of the Mississippi except Vermont and Maine, and that the auction netted more than $100,000.

Reynolds was killed in 1979 in a plane crash in Stokes County. His widow, Dorothy Sides Reynolds, said that she was selling the bikes because she could no longer keep them in the fashion that her husband demanded in life.

"There was no dust on any of them," Mrs. Reynolds said from her front-row seat at the auction. The thought of children fingering Reynolds' polished treasures "would make him a nervous wreck," she said.

Mrs. Reynolds kept only two bikes: a limited edition BMW that she bought Reynolds as a birthday present the year before he died and a Norton with only 600 miles on its odometer.

Larry K. Tuttle of King, bought the first bike auctioned, a 1964 Harley Davidson XLCH with a 55 cubic-

Continued on Page 59



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Investigation to date has been unsuccessful in determining any suspects; however, the theft has the appearance of the work of a fairly organized group.

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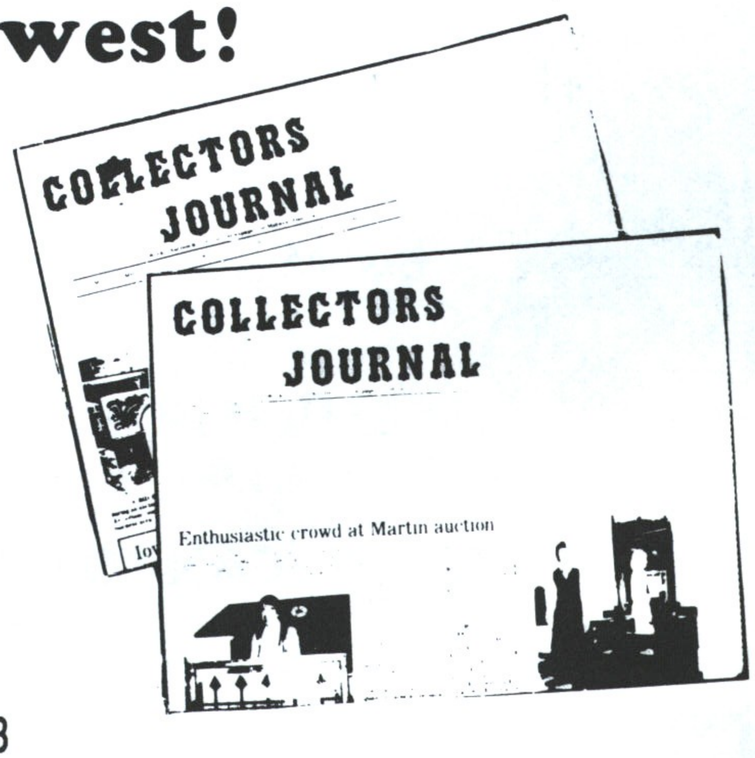
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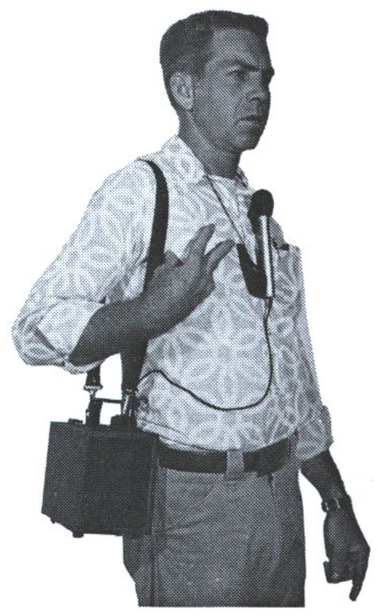
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Valuable Time *Continued from Page 3*

then work one hour to close it, you've put in a full week's work—only after it is closed.

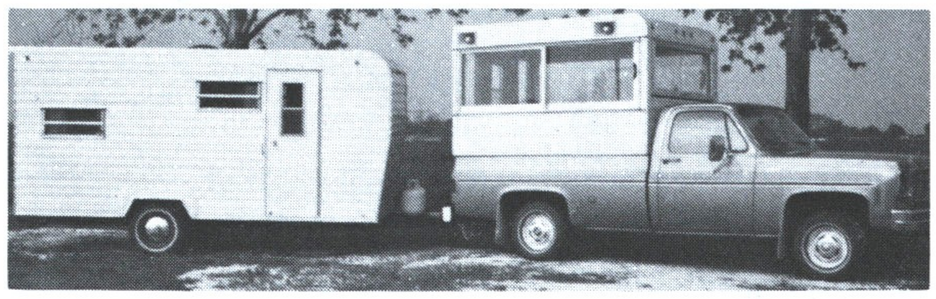
If however, you never work that final hour to bring about the change that added the real value, then your time wasn't money—it was wasted.

The key is to ask "Why am I here today?" and if the answer to that is to drink coffee and chat, then don't be surprised if other people are unwilling to pay for that. But if the answer is "To create a valuable service," then you may have escaped from the mental trap marked "Time is money."

Thanks, Jerry. I could relate to these ideas because I have spent many hours putting a transaction together. If you did not consummate the sale, then the time was spent, not invested. When I played basketball as a young man, my coach was Joe Howard, a former Globetrotter. He would often say to us "Make one play, set up another." I hope you will attend the convention in Minnesota, July 17-21 and make that play set up an even greater career.

by *William L. "Bill" Gaule, CAI*
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NAA Director Article *Continued from Page 7*

YOUR PAYOFF

When the seminar is over, it's time to ask the inevitable question: Was it worth it? I feel confident the answer will be affirmative, but you should resolve it by writing down what you learned, including the answers to the questions you set out with and the specific ideas you want to experiment with when you get home. It's important to complete this evaluation right away while motivation is high and before you get mired in all those matters back home you have to catch up on. Aside from specific methods and ideas, you have to consider other common benefits—things like meeting other auctioneers and having the opportunity of comparing your business with theirs. You have to consider your participation as support for the NAA and the professional standards your association represents.

Seminars may not be suitable for everyone. But if you want to be the best auctioneer, and if you don't mind spending a few days in a classroom combining hard concentration with a bit of fellowship and fun, chances are you'll learn a lot.

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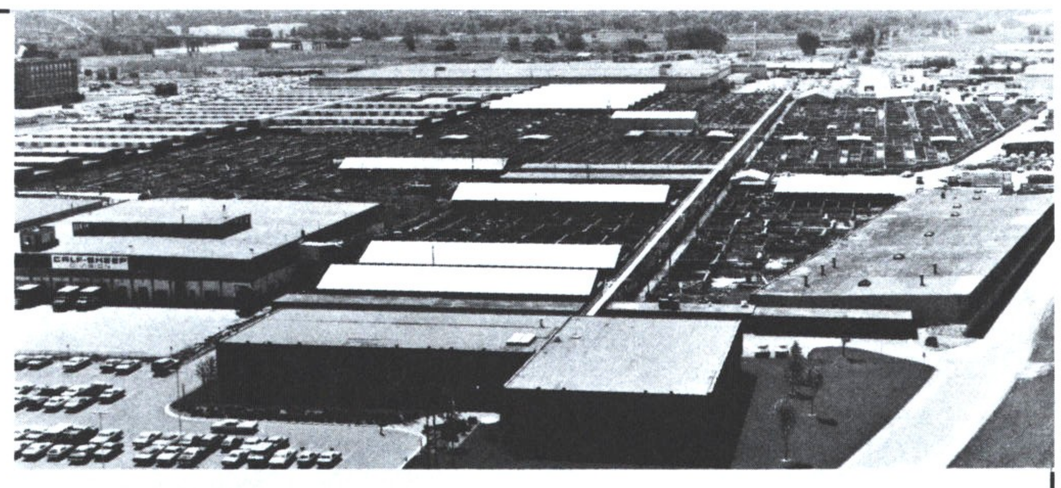
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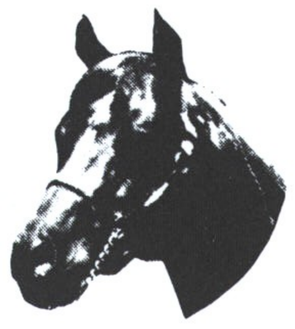
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Convention Procedures *Continued from Page 11*

Youth Tours are chaperoned or supervised by tour specialists, and the activities on the tour have been arranged which will be enjoyable and of benefit to the youth attending the NAA Convention with their families.

Pre-convention activities also have been organized for those who are able to come a day or two early and the Tours will allow the families to see Minneapolis and Minnesota. A special dinner theatre presentation has been arranged and the popular stage production, Annie, will be the theatre feature.

The Certified Auctioneers Institute will conduct a special educational presentation on Wednesday, July 18, and all NAA convention registrants are invited, in 1984, to benefit from the CAI's educational program.

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Your involvement in the NAA and its educational programs is vital in order to continue to advance and update the auction profession. Attend the 1984 convention in Minneapolis and take an active part in the proud progress of the auction profession.

Booking the Auction *Continued from Page 41*

they can have very positive significance also. The best rule of thumb is not to wear them, but to pay close attention to their office. If you notice a Rotary certificate, and you are also a member, it would be a safe commonality to recognize.

17. **Always ask for questions.**
    You and your client will learn from questions, so encourage them to ask as many questions as they may have. It will also help to clear up any points that could cause confusion later.
18. **Sell yourself!**
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Please remember that this list is by no means complete. They are just some tips that were covered at last year's convention, that are important everyday things to remember. Hopefully, they will be helpful for you.

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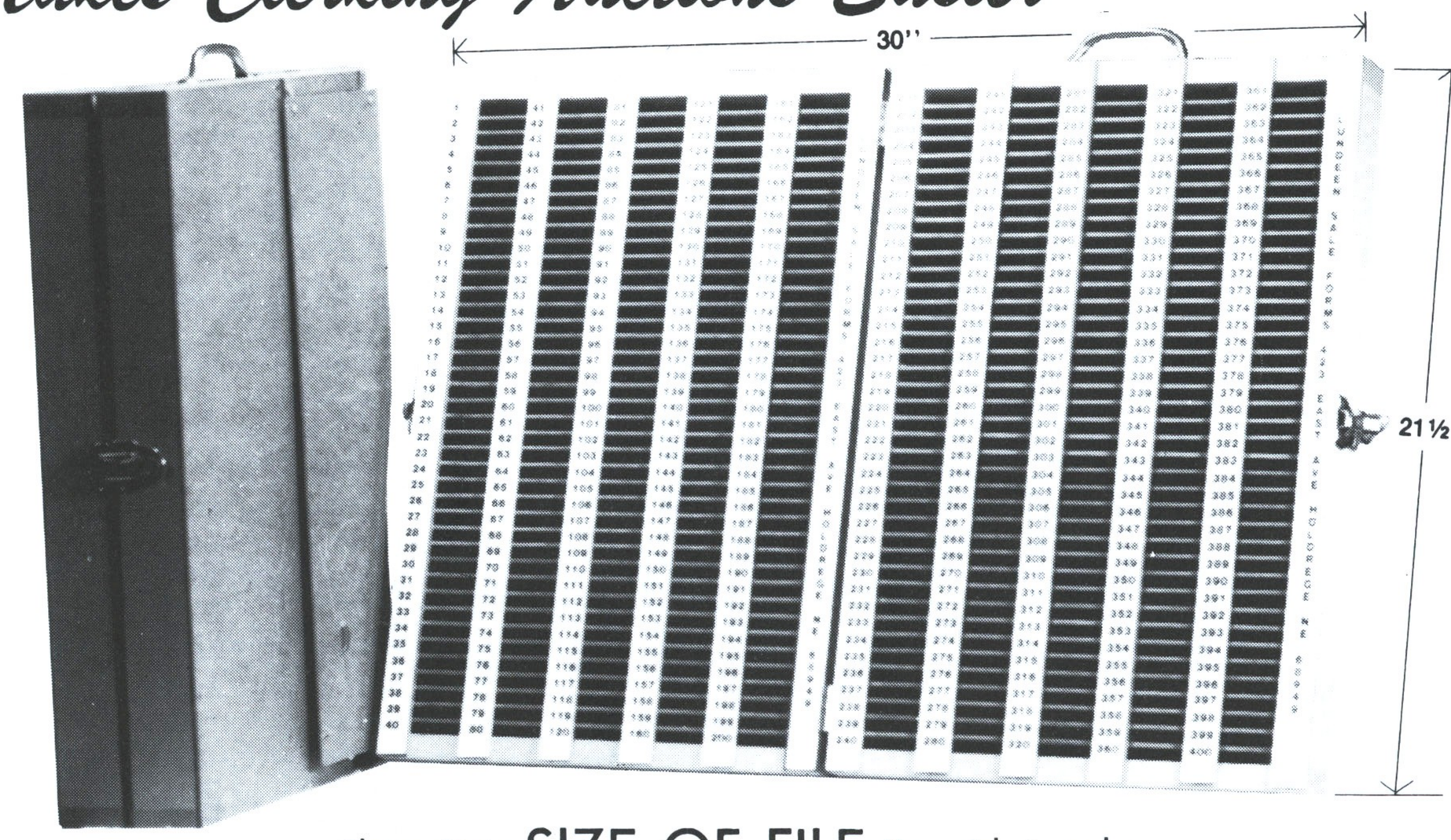
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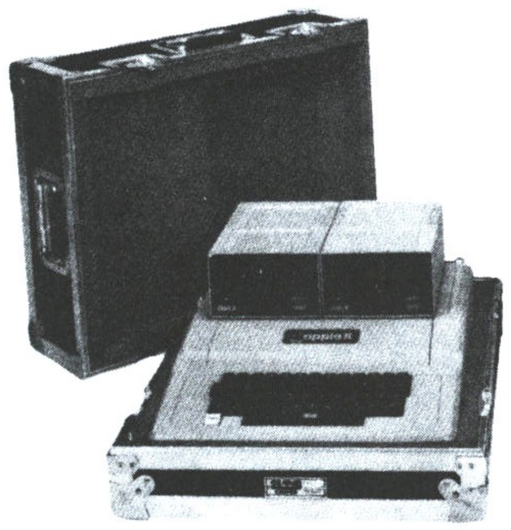
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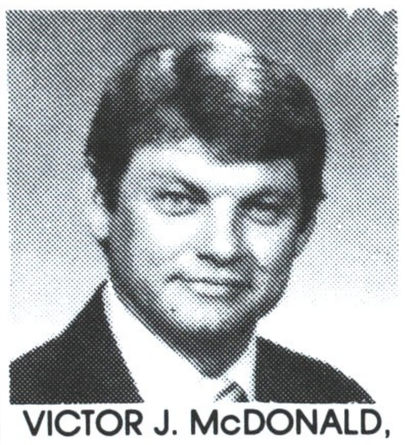
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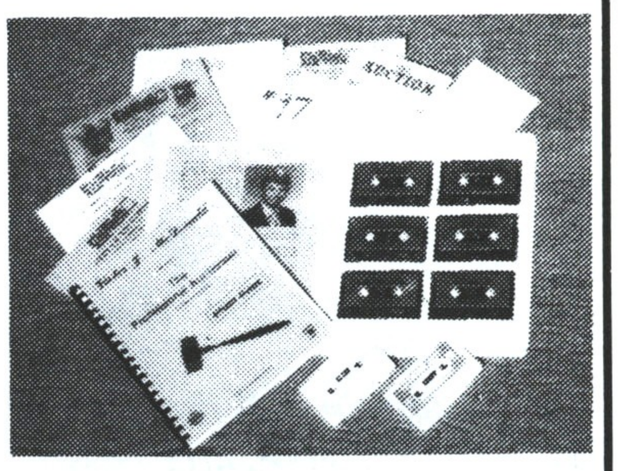
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Liability *Continued from Page 33*

being accumulated, stored or physically, chemically, or biologically treated prior to being discarded; or (2) Has served its original intended use and **sometimes is discarded**; or (3) Is a manufacturing or mining by-product and **sometimes is discarded;**" 40 C.F.R. §261.2(b) (emphasis added). Thus, solid waste includes **not only** the materials which are **in fact** discarded **but** also those which are **sometimes** discarded despite the fact that the auctioneer, through his marketing efforts, has developed a market. This very encompassing definition of solid waste is simply the prerequisite for material being a hazardous waste.

The three alternative ways in which a **solid waste** is considered to be a **hazardous waste** are:

1) The substance is a listed hazardous waste. The lists of hazardous wastes include those from nonspecific and specific sources. The nonspecific source hazardous wastes include many common solvents, certain wastewater treatment sludges from electroplating operations and electroplating solutions and baths. The specific source listed hazardous wastes are certain wastes generated by the wood preserving, inorganic pigments, organic chemicals, pesticides, explosives, petroleum refining, iron and steel, secondary lead, veterinary pharmaceuticals, ink formulation and coking industries.

2) The substance exhibits one of four hazardous waste characteristics: ignitability, corosivity (very low or high pH), reactivity, or EP ("extraction procedure") toxicity. The first three criteria are determined by traditional industrial testing procedures. The EP toxicity test requires that a sample material be separated into solid and liquid phases and an extract be analyzed to determine the presence of certain heavy metals and pesticides.

3) The substance is a discarded chemical product. This extensive listing includes many common chemical products that are **not** regulated hazardous wastes when they are in stock or being used in industrial products, but become hazardous wastes when discarded or intended to be discarded. Such wastes include a residue or inner-liner from a container (unless considered "empty" under the regulations, 40 C.F.R. §261.7(b)(3)), or contaminated soil, water, or other debris from a spill.

---

1. Edward A. Hogan, an attorney admitted to the Bar in New Jersey, Ohio, and the District of Columbia, is associated with the Roseland, New Jersey law firm of Lowenstein, Sandler, Brochin, Kohl, Fisher, Boylan & Meanor. He primarily represents industrial clients in the preventative/compliance environmental law area. He has been a member of the National Auctioneers Association for seven years.



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Zach Reynolds *Continued from Page 47*

inch engine, for $4,100. Shaking his head later, Tuttle said that he was not sure why he wanted that bike so badly.

His more talkative friends said that Tuttle bought it because he had beaten Reynolds three, maybe four years in a row in the annual drag races in the late 1960's at Ocean Drive, SC. Reynolds finally won a race, Tuttle's friends said, but only after spending a small fortune to improve a dirt bike.

A 1967 Harley Davidson ElectraGlide brought the highest price—$6,500—at an auction that began at 11:30 a.m. and lasted until 6:30 p.m.

Among the motorcycles sold were several that were painted with the words "Miss Dorothy." Mrs. Reynolds said that her husband had a friend do the artwork while they were dating. "It did impress me," she recalled.

Other bikes sported the words "Dr. Zach" and "Flying Hog." One had the likeness of packages of Winston and Salem cigarettes, the No. 1 and No. 2 cigarettes made by Reynolds Tobacco.

Fictitious cigarette brands were also painted on gas tanks and fenders, including "Dr. Cancer," which was "Made in Cancertown, USA."

Mrs. Reynolds said that members of the family did not take offense to the cancer references.

"They just said, 'That was Zach.'"

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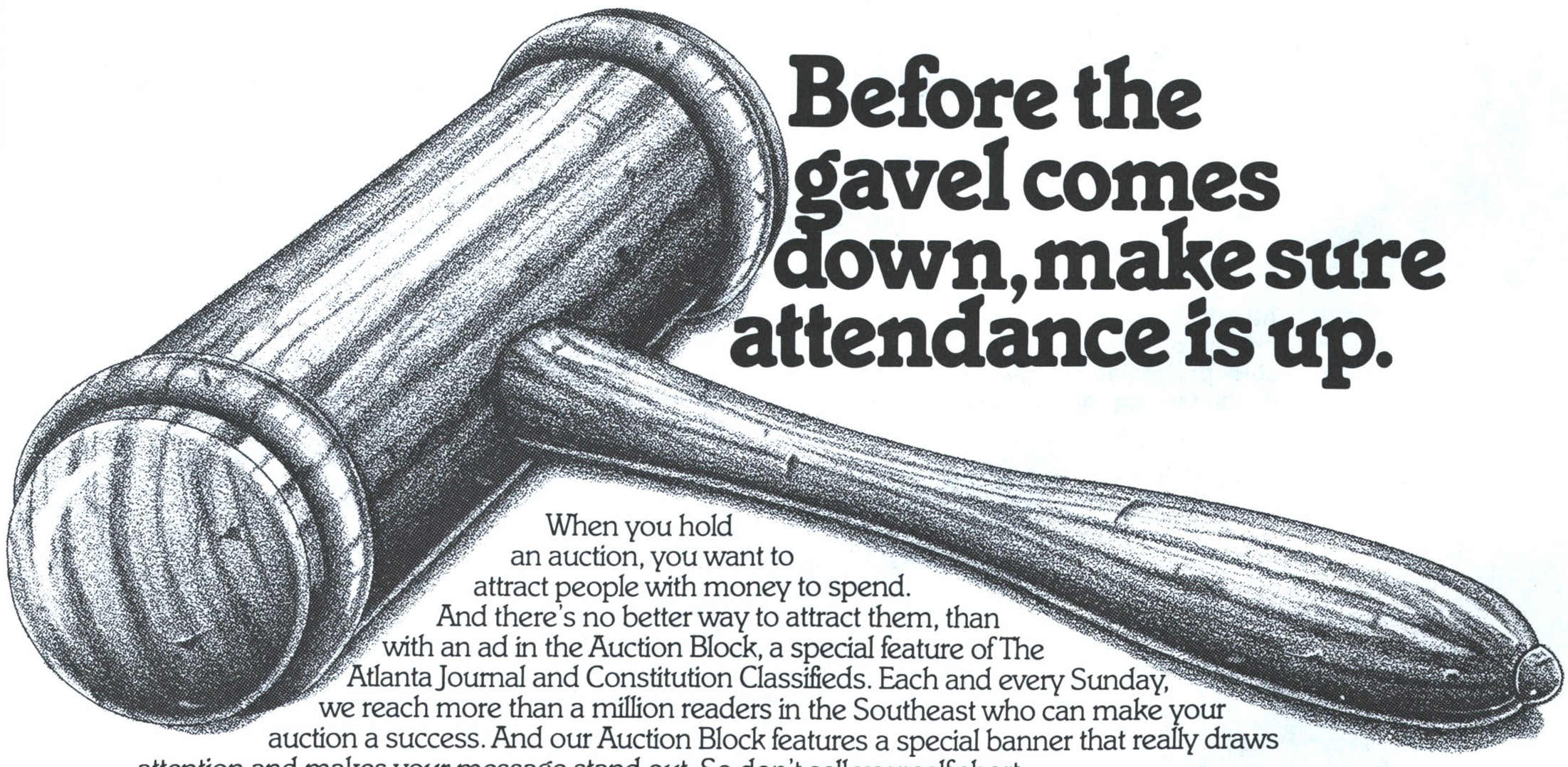


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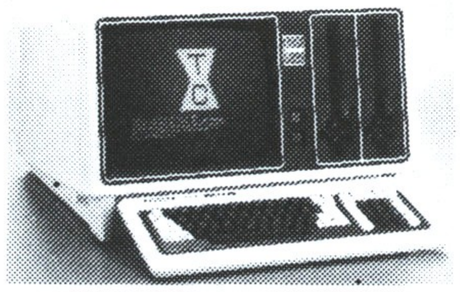
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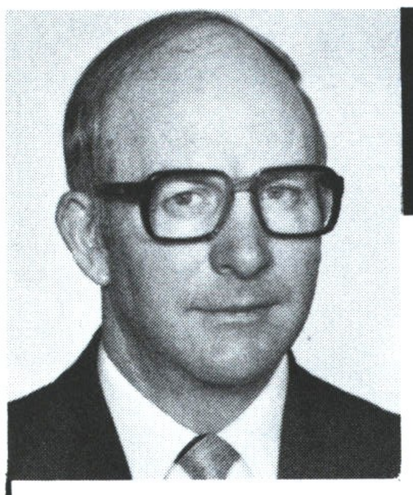
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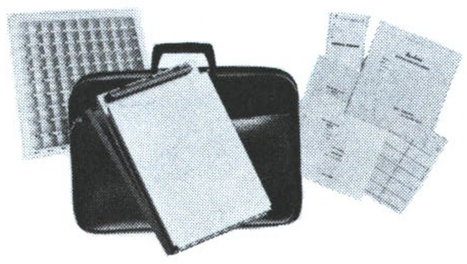


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April 1984 Missouri Auction School Graduates



There were 117 graduates from the Missouri Auction School April 1984 class. Instructors pictured: Sue Stuke, Kansas; Dick Dewees, President, Missouri; L.H. "Bing" Carter, Kansas; Gary Emberson, Missouri; Boyd Michael, Missouri; Gary Ryther, Missouri.

Instructors not pictured: Daryl Ball, Indiana; Dean Cates, Missouri; Chuck Cumberlin, Colorado; Neal Davis, Arkansas; Paul Dewees, Missouri; Verline Green, Kansas; Steve Good, Illinois; Dick Ireland, Missouri; Billy Long, Missouri; Robert Purinton, Kansas.



Pictured above is the April 1984 class of licensed real estate brokers and salespeople. Instructors pictured in front row from left to right: Richard Hall, Kansas; Judy Klepac, Missouri; Boyd Michael, Missouri; Dick Dewees, President, Missouri; L.H. "Bing" Carter, Kansas; Sue Stuke, Kansas; Debbie Kopfman, Missouri; Weslie Bertetto, Missouri; Gary Ryther, Missouri.

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- To begin, read this entire article before completing the order form.
- Photocopy or remove the pamphlet order form.
- Provide the address and service information as requested on the form. Enclose a black and white, head and shoulders photograph of yourself in business attire; and photos of other personnel in your company, if they are to be pictured in the pamphlet.
- Decide what quantity of pamphlets to order, enclose payment, and send directly to the NAA office.

The following guidelines will be helpful in preparing information to appear in your NAA auction customer pamphlet. Please refer to the sample copy for general positioning of information.

Name and address

Your name, business name, business address and phone number will be printed above your picture. In the case of multiple pictures, names will probably appear above, and business address will be located at some other prominent section of the layout. Professional designations will follow your name as requested. Below are a few examples of how nicknames and designations will appear.

John A. Collins, CAI, GRI
John A. "Jack" Collins
John A. "Big Jack" Collins

Jack A. Collins
Jack Collins

All of your business address information will be included, but slogans and other extra items will not be accepted. Also, you may include both your post office box and street address if you wish. Please refer to the following examples.

Business name on the cover

ABC
Auction
Company

We're
The
Professionals

John A.
Collins
Auctioneer

We're
The
Professionals

Business name and address inside

ABC Auction Company
1215 Main Street
Hometown, State Zip
Phone 402-489-9356

Slogans and street directions will not be accepted.

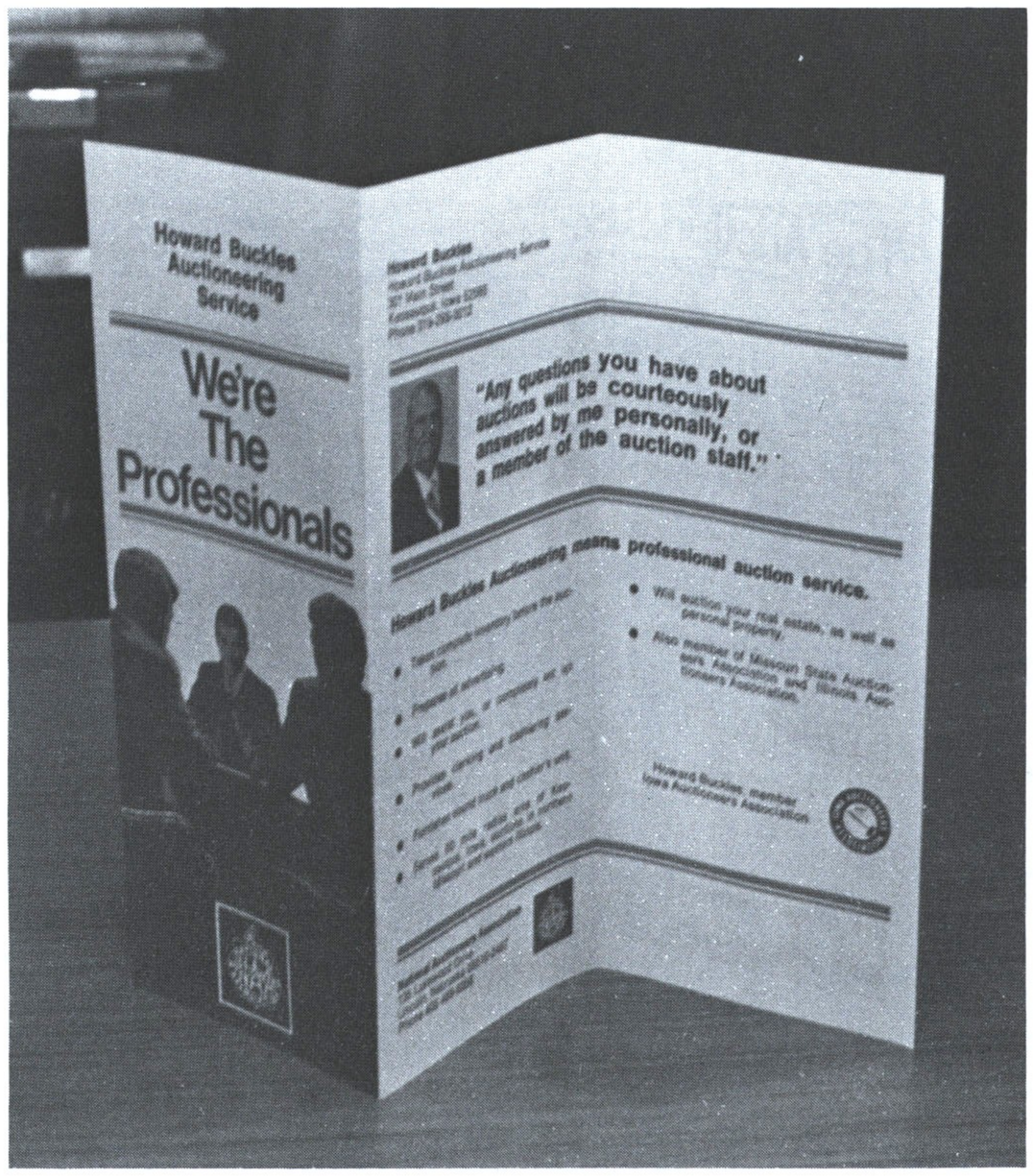
ABC Auction Company
1215 Main St.
"Your best friend for a sale."
"Turn right at the big sign."
Hometown, State Zip

Multiple business phone numbers can also appear below your address.

Phone 402-489-9356 or 9357

Phone 402-489-9356
402-476-9211

If you have more than one office, the additional office information will be included as space allows.



AUCTION CUSTOMER PAMPHLET to promote your business.

National Auctioneers Association

"Auction Customer Pamphlet" Order Form

NOTE PAMPHLET PRICE REVISION—EFFECTIVE MARCH 1, 1984

★ Only NAA members are permitted to order the auction customer pamphlet ★ *Please print clearly or type information.*

1) Names of all company personnel to be pictured in your NAA customer pamphlet. (Include professional designations to follow the name.)

_____ _____

_____ _____

_____

2) Name of auction company, or auction service _____

Street address _____ City _____ State _____ Zip _____

Business phone/area code _____

(If additional office location addresses are to appear in the pamphlet, provide the address information on a separate sheet of paper.) **State Auctioneers Association member? _____Yes _____No**

3) On a separate sheet of paper, compose 7-10 brief statements detailing the auction services you provide.

4) Enclose logos suitable for printing, for each professional affiliation you want featured in your NAA customer pamphlet. Social and fraternal organization logos will not be accepted. (Do not send CAI, GRI and other similar professional *designation* logos. Your professional designation will follow your name, pursuant to logo use regulations of organization awarding the designation.)

5) Enclose a black and white, head and shoulders photograph (in business attire), for each person to be pictured in your customer pamphlet. Color photos will not be accepted.

6) Enclose payment for the following order. Make check payable to National Auctioneers Association. Please note the charge for each additional photograph.

500 pamphlets,	**$185.00**	**1000 pamphlets,**	**$240.00**	**2000 pamphlets,**	**$275.00**
plus shipping,	**$ 4.00**	**plus shipping,**	**$ 6.00**	**plus shipping,**	**$ 7.50**

Add $12.00 for each additional photograph to be included.

Reorder Prices:

500 pamphlets,	**$ 81.25**	**1000 pamphlets,**	**$109.70**	**2000 pamphlets,**	**$172.00**
plus shipping,	**$ 4.00**	**plus shipping,**	**$ 6.00**	**plus shipping,**	**$ 7.50**

Number of pamphlets this order _____ **TOTAL AMOUNT ENCLOSED $** _____

(Allow three weeks for delivery following the date your order is received at the NAA office.)

Name of NAA member placing the order _____

Signature _____ Date your NAA membership expires _____

A rough layout of your pamphlet will be sent to you for approval/correction.

John A. Collins

ABC Auction Company	ABC Auction Company-West
1215 Main Street	852 Oak Street
Hometown, State Zip	Othertown, State Zip
Phone 402-489-9356	Phone 402-476-9211

Auction service information

As shown in your sample pamphlet, space is provided to include your photograph, two headlines, and auction service information. (When multiple photographs of company personnel are featured in one pamphlet, the layout will be adjusted accordingly, to make room for the additional photographs. Therefore, the headline, "Any questions you have . . . " may be replaced by photos of people in your company.)

Keep your business statements brief and to the point. Depending upon length, 7-10 statements about your auction services may be the ideal number to summarize your auction business.

The following guidelines will apply to your auction service information.

- All statements must somehow relate to your auction service. You may be involved in other business operations, but they cannot be promoted in the NAA's auction pamphlet.
- You can promote your membership in state auctioneer associations, and other professional organizations that relate to your auction business. Membership information for social or fraternal organizations will not be accepted.
- Logos may be used in your auction service information, but only logos of your state auctioneers association, or other organizations that directly pertain to your auction business. Again, no fraternal or social organization logos.

Admittedly, the above guidelines for what will or will not appear in your NAA customer pamphlet may seem complicated. **But rest assured that your pamphlet content and layout will be approved by you personally, well before your pamphlet is taken to the printer.** Therefore, all pamphlet orders will be produced according to the following procedure.

- Your pamphlet information, order and payment must all be received together at the NAA office. The information will be typeset according to your request, within the above guidelines and layout of the NAA customer pamphlet.
- A rough layout will be prepared and sent to you for final approval.
- You respond to the NAA office (by phone or letter) approving, or correcting your NAA customer pamphlet.
- Your pamphlet order will be printed, folded, and shipped to you, but allow three weeks for delivery following the date your order is received at the NAA office.

Questions about the preparation of your NAA auction customer pamphlet should be directed to the NAA office before you place your order.

Call the auctioneer's "Auctioneer", Hudson and Marshall, Inc. . .
We're Ready to Work for You!!!

When you have an auction that requires the facilities that only a nationwide organization can offer, Hudson and Marshall, Inc. is ready to work for you. In addition to the services and equipment listed here, a large staff of Hudson and Marshall sales associates is available for consultation in practically every category of real or personal property.

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- NATIONWIDE ADVERTISING (In House Agency)
- NATIONWIDE MAILING LISTS
- FINANCING AVAILABLE (On Most All Properties)
- NATIONWIDE TOLL FREE TELEPHONE

HOME OFFICES
717 North Avenue
Macon, Georgia 31211
(912) 743-1511

ATLANTA OFFICES
Suite 109
333 Sandy Spr. Cir.
(404) 256-5450

CALL TOLL FREE
In Georgia Call
800/342-2666
Elsewhere Call
800/841-9400

ALBANY OFFICES
1217 Dawson Road
Albany, Georgia 31707
(912) 435-1392

FLORIDA OFFICES
Suite # 1
1199 South U. S. Hwy. #1
Rockledge, Florida 32955

BROKER PARTICIPATION INVITED.

HUDSON AND MARSHALL INC.
REALTORS AND AUCTIONEERS
717 NORTH AVENUE • MACON, GEORGIA 31211
TELEPHONE (912) 743-1511

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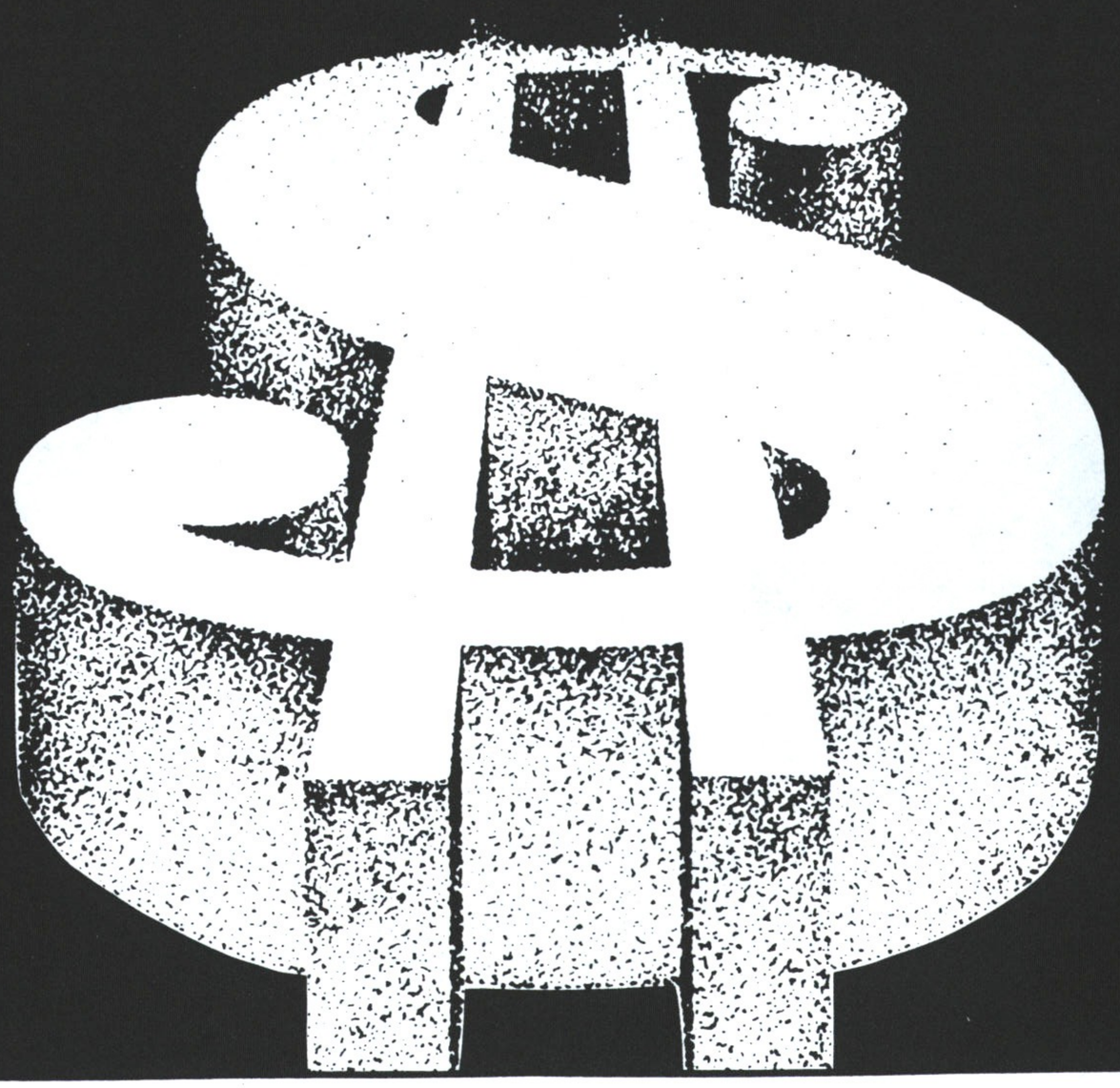
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State Association Conventions— Dates and Locations

Convention Dates	State Associations	Hotel/Motel City	State Association Contact
June 3-4	Georgia	Columbus	Freddi Hagin
June 3	Alabama	Lakeport Resort, Eufala	John Horton
June 6-7	Wisconsin		Robert J. Massart
June 7-8-9	South Dakota		Charles Sutton
June 8-9	Texas	Marriot, 6121 135 N at U.S. 90, Austin	
June 9-10	Florida	Holiday Inn, Sarasota	Billy Welles
June 10-11	Tennessee	Holiday Inn Pigeon Forge	Danny McDonald
June 17	Arizona		Bob Boone
June 17-18	West Virginia	Blackwater Falls, Davis	Anthony Felosa
January 10-12	Pennsylvania	Hershey Conv. Ctr. Hershey	Kerry Pae
January 11-12	Michigan	Midway Motor Lodge	David A. Norton
January 11-13	Virginia	Martha Washington Inn, Abingdon	Gaines Dickenson
October 27-28	Idaho	Red Lion, Riverside, Boise	Floyd Proffitt

Advertising Rate Schedule — THE AUCTIONEER MAGAZINE

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

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

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

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

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

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

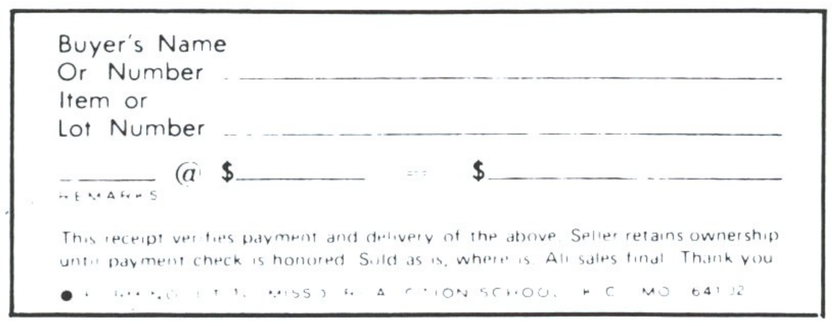
NEW ADVERTISERS: All new advertisers are required to submit credit account information, an insertion order, and payment in advance (with copy), before advertising will be accepted. If applicable to the new advertiser, advance payment for the first three months is required. Submission deadline for new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

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

Submit all advertising to: The National Auctioneers Association, 8880 Ballentine, Overland Park, KS 66214. Phone: 913 541-8084.

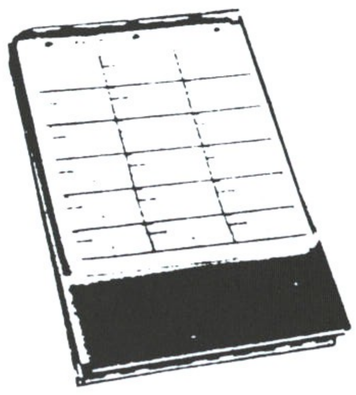
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More Professional Auctioneers Use the Clerk-Saver® System Than Any Other Method.



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- *Keeps a running total of the sale.*



- **"CLERK-SAVER" CLERKING TICKETS—Form No. CT-12**

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

  9,000 Tickets (1-3 White, Canary & Card) $27.50
  18,000 Tickets (1-3 White, Canary & Card) 52.50
  36,000 Tickets (1-3 White, Canary & Card) 98.50

- **ALUMINUM WRITING TRAY**

  The aluminum writing tray is a lightweight, spring-loaded tray which is designed to hold ample forms for continuous operation throughout the sale. A storage compartment, a special feature of the tray, holds additional forms and completed auction item sheets.

  Aluminum Writing Tray $14.95

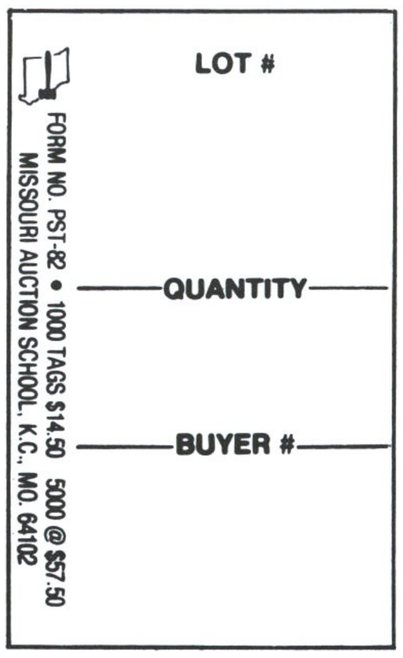


- **100 SLOT SMOKED PLEXI-GLASS CLERKING TICKET FILE**

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

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

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



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

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

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

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

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

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

SPECIAL CLERK SAVER STARTER KIT

THE SPECIAL KIT INCLUDES:

- Aluminum Writing Tray
- 9,000 CT-12 Clerking Tickets
- 1 Pad FS-69 Final Settlement Forms
- 1,000 BC-70 Buyer Cards
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Missouri Auction School
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PHONE: 816-421-7117

Now. . . COLONEL® . . . The Sound That Sells"

The all new COLONEL Series of Portable Heavy Duty P.A. Systems Designed Exclusively for Auctioneers



COLONEL® 1

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

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

COLONEL® 2

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

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

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





COLONEL® 3

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

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

List Price: $595.00

Auctioneers Cost: $357.00

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Top Floor Livestock Exchange Building
1600 GENESEE / KANSAS CITY, MO. 64102

PHONE: 816-421-7117

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