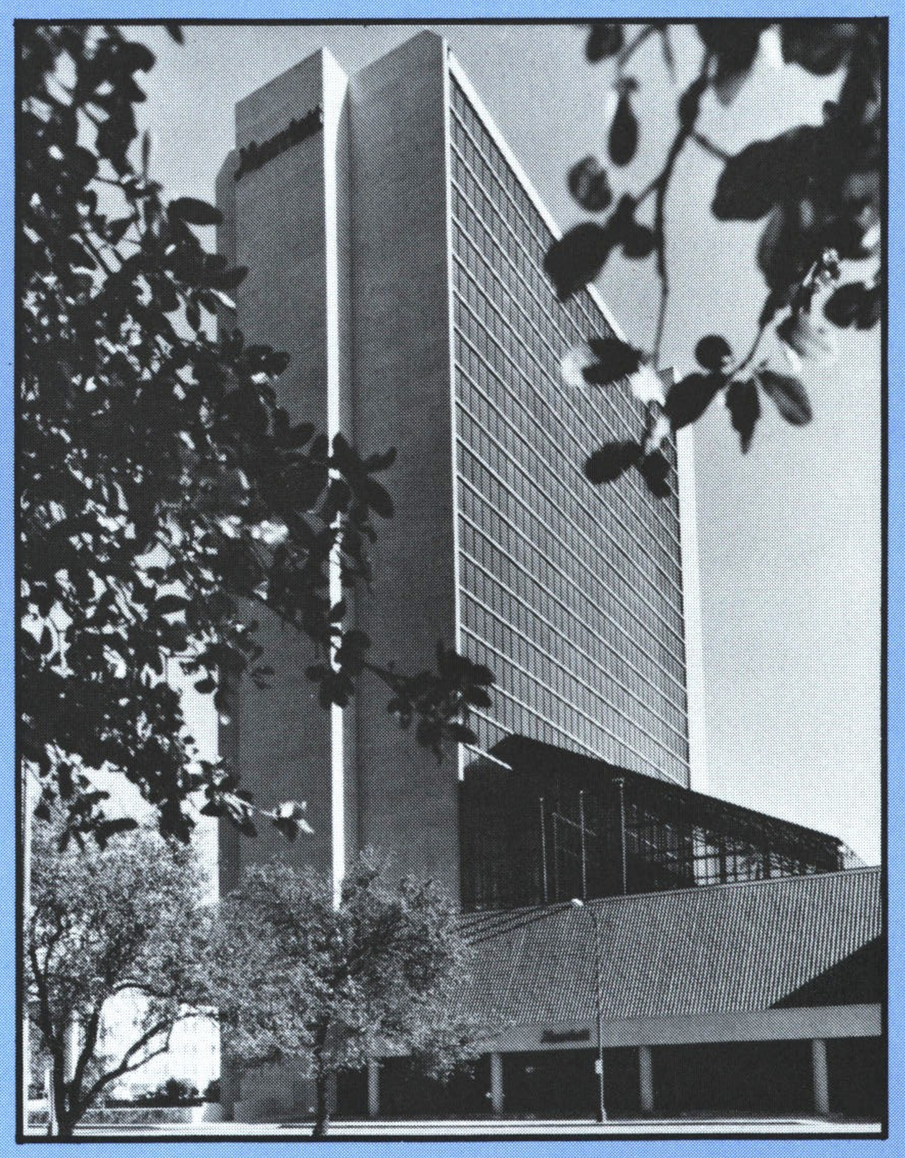
THE AUCTIONEER

The Magazine of the National Auctioneers Association ● November, 1981

SEMINARS,

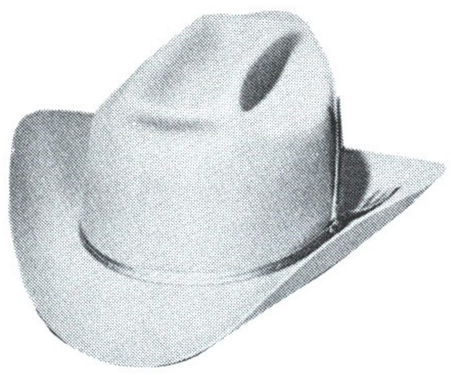


Tampa Holiday Inn-Central
Real Estate at Auction



San Antonio Marriott
Personal Property at Auction

your kind of information.



Stetson "Wisp"



Auctioneer Hat

FALL IS HERE — WINTER IS SURE TO FOLLOW!

Christmas will soon be here and now is the time to outfit yourself or your loved one with our beautiful "Silver Belly Auctioneer" hats. They come in three brim widths (2⅛", 2⅜", and 2⅝"). We have had these hats made to our specifications by the Stetson Hat people since 1964 and have sold thousands to auctioneers since that time. They come with a red satin lining with the NAA emblem embossed in gold in the lining. At this time 75% of our orders are repeats, so our customers must be satisfied. The Wisp hat you see pictured above is commonly known as the "Marlboro" and is a 4X quality Stetson hat with 3" brim and comes in Silver Belly color the same as the "Auctioneer" hat.

These Auctioneer hats come in Milan Straw (light tan), same brim widths as the felt. We also offer the White Panama hat shaped as the "The Auctioneer" (Open Road Block), with a 2½" brim. We are out of the Panama hats at the present, but will have delivery on or about March 1, 1982.

The 14 K gold diamond tie tac has been popular with those who care. We also offer gold plated and sterling silver auctioneer gavel tie tacs — with or without man-made diamonds. Call for prices.

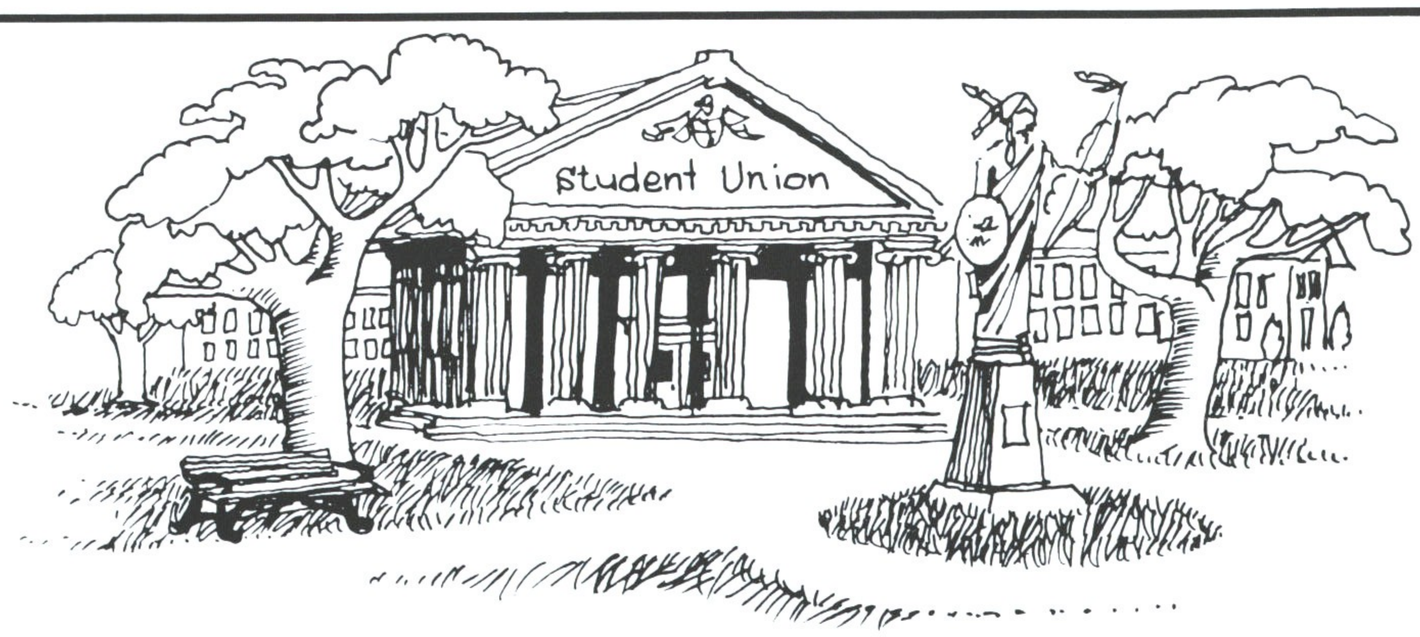
Currently we have in stock most sizes from 38 to 48 in the London Fog type windbreaker jackets. They come with the beautiful 4 color, 4" embroidered NAA emblem sewn on the left breast. Do not forget we also stock deerskin and pigskin gloves.

Felt Silver Belly Auctioneer Hats	**$ 42.00**
White Panama 2½" brim	**24.00**
Milan Straw Auctioneer Hat	**19.95**
London Fog Type Jackets with NAA Emblem	**28.00**
Wisp (Western style) hat, 4X Beaver	**45.00**
NAA Emblem, 4-color embroidered	**3.00**
Sterling Silver Gavel Tie Tac	**50.00**
Gold Plated Gavel Tie Tac	**50.00**
Sterling Silver with man made diamond	**80.00**
Gold Plated with man made diamond	**85.00**
14K Gold Gavel Tie Tac	**320.00**
14K Gold Gavel Tie with .15K diamond	**450.00**
14K Gold Gavel Tie Tac with .20K diamond	**485.00**
14K Gold Gavel Tie Tac with .25K diamond	**550.00**
14K Gold Gavel with larger diamonds	**price on request**
Deer and Pig Skin Gloves By Stetson	**$16.00 and $18.00**

PLUS 4% SALES TAX

Col. W. Craig Lawing, CAI
5521 Belhaven Blvd., Charlotte, NC 28216
Phone: office 704 399-6372, home 704 399-3260

How would you sell a college campus in Mobridge, South Dakota?



The Chicago Tribune Auction Mart. Of course.

Whatever you've got to sell, even a college campus, the Chicago Tribune Auction Mart is the way to go. Why? Because it's the Midwest's largest auction marketplace and it's growing every month.

The Chicago Tribune now carries more than 90% of Chicago's newspaper auction advertising and has carried advertising from 42 states and several foreign countries including Scotland, England, Canada, France and Hong Kong. So whether you want to sell machinery, jewelry, coins, tools, vehicles, art, antiques and even a college campus, Tribune's Auction Mart is the best place to put your advertising dollars.

We've got a new Auction Mart brochure with complete details. For your copy call Sally McKoane at (312) 222-4493 or Charles Shanley at (312) 222-4042, today. Or write them at 435 N. Michigan/ Rm. 915, Chicago, Illinois 60611.

Chicago Tribune
The Complete Newspaper

Letters to
THE AUCTIONEER

Auctioneer/firefighter, how many others?

We recently conducted the Second Annual Charity Auction For Muscular Dystrophy in Darke County, Ohio. I was the county coordinator for this event, and we were able to raise $1280 as this year's contribution to the Jerry Lewis Labor Day Telethon.

I am a firefighter with the federal government at Wright-Patterson A.F.B., Ohio having just completed 20 years' service. I hold the position of fire captain, and I wonder how many more professional auctioneers are also professional fire fighters.

My background includes Reppert School of Auctioneering, Decatur, Indiana, and I was the subject of an article last year in the OHIO PROFESSIONAL FIREFIGHTER magazine.

Emerson W. Arnett, Jr.
NAA member auctioneer
Greenville, Ohio

Send real estate auction sale bills

I would very much appreciate it if NAA members would include us on their sale bill lists for real estate auctions, anywhere in the USA. Send to: Sackett Investment Co., Inc., Registered Real Estate Brokers, 400 Spring Valley Road, Altamonte Springs, Florida 32701.

Thank you for your courtesy.

Thomas E. Sackett
NAA member auctioneer
Altamonte Springs, Florida

Auctioneers needed, contact these prospects

Occasionally the NAA office receives inquiries about specific auction services. Since the NAA office cannot recommend one member over another, the inquiry was directed to the auction section of their local phone book. However, in the future, inquiries about specific auction services will be published in THE AUCTIONEER magazine.

Below is a letter received at the NAA office asking for auctioneers or auction services. The person in the letter has been informed that their letter will appear in THE AUCTIONEER; and that they can expect to be contacted by NAA members.

Earthmoving equipment, parts

Daily-West GMC, Inc. is planning to expand into the used equipment and used equipment parts business, primarily Caterpillar.

Our company would like to be included on the mailing lists of auctioneers who have U.S. auctions involving Caterpillar equipment, Caterpillar parts, other heavy earthmoving equipment, and trucks of all makes and models.

W. Emmerson Daily
Daily-West GMC, Inc.
623 South State Street
Jackson, Mississippi 39205

Nashville Auction School
Nashville, Tennessee

THE NATION'S FINEST SCHOOL

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

☆ FREE CATALOG — LEARN AUCTIONEERING

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

Need License Law Information?

If you need 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.

For a complete update of license law information, consult the "License law update" on page 7 of the April, 1981 AUCTIONEER.

NALLOA
P.O. Box 30042
Lincoln, Nebraska 68503-0042

Advertisement

1981-82 Officers

PRESIDENT

Howard Buckles
Keosauqua, IA 52565
Phone: 319 293-3012

PRESIDENT-ELECT

Rex B. Newcom, CAI
Box 458
Whitewater, KS 67154
Phone: 316 799-2278

VICE PRESIDENT

William L. "Bill" Gaule, CAI
909 West Walnut
Chatham, IL 62629
Phone: 217 483-2913

EXECUTIVE VICE PRESIDENT

Harvey L. McCray
135 Lakewood Drive
Lincoln, NE 68510-2487
Phone: 402 489-9356

TREASURER

Dean W. Fleming, CAI
Atkinson, NE 68713
Phone: 402 925-2802

DIRECTORS

Terms Expiring 1984

Archie D. Moody, CAI
P.O. Box 795
Darlington, SC 29532-0795
Phone: 803 393-0431

Harry A. Anderson, CAI
R.D. 2, Box 50
Georgetown, PA 15043
Phone: 412 573-9533

Louis B. "Benny" Fisher, CAI
437 East Atlantic Blvd.
Pompano Beach, FL 33060
Phone: 305 942-0917

Robert H. "Bob" Glass, CAI
Box 237
Central Village, CT 06332
Phone: 203 564-7318

Walter J. "Wally" Laumeyer, CAI
7306 Cleve Avenue East
Inver Grove Heights, MN 55075
Phone: 612 455-9547

Terms Expiring 1983

Charles E. "Chuck" Cumberlin, CAI
P.O. Box 248
Brush, CO 80723
Phone: 303 842-2822

Richard T. Kiko
2805 Fulton Drive NW
Canton, OH 44718
Phone: 216 453-9187

Hugh B. Miller, CAI
RR 3 Box 457
Evansville, IN 47711
Phone: 812 867-2486

Dean H. Parker
P.O. Box 3266
Logan, UT 84321
Phone: 801 752-7701

Joe E. Small, CAI
8231 Santa Clara Drive
Dallas, TX 75218
Phone: 214 241-1912

Terms Expiring 1982

Harvey C. Lambright, CAI
112 N. Detroit Street
LaGrange, IN 46761
Phone: 219 463-2012

Norman Aldinger
RR 1
Cleveland, ND 58424
Phone: 701 763-6262

Haskel "Hack" Ayers, CAI
Box 1467
LaFollette, TN 37766
Phone: 615 562-4941

Sammy L. Ford, CAI
P.O. Box 445
Mount Vernon, KY 40456
Phone: 606 256-4545

John A. Horton, CAI
111 4th Street
Huntsville, AL 35805
Phone: 205 536-7497

THE AUCTIONEER

NOVEMBER, 1981 **Volume XXXII, Number 10**

FEATURE ARTICLES

Auctioneers needed, contact prospects 3
A big year ahead of us, *NAA president Howard Buckles* 5
Headquarters Relocation Fund Report
"Chairs of States" pledges added to Fund Program, *Martin E. Higgenbotham, CAI* 6
Founders and additional VIP pledges 7
Legal Aspects of Auctions
Vacant land, can the buyer rescind? 9
NAA Seminars — Access to ideas that payoff 12
Future NAA conventions — plan ahead 19
NAA officer/director articles
Four principles for real estate at auction, *Louis B. Fisher, CAI* 22
Handguns, automatic weapons at auction, *Harry A. Anderson, CAI* 24
Successful antiques auction not an accident, *Robert H. Glass, CAI* 26
Like THE AUCTIONEER? Boost the magazine for $10 29
SBA expands program to speed loans 33
Antiques at Auction
Transfer printed china, *George Michael* 35
NAA emblem — proper use important 37
The Future — what will affect your business
The restructuring of America; a look at emerging trends 52
Life in the year 2020 55
One last look 57
Visit World's Fair, before/after NAA convention 58
Final Bid 62

DEPARTMENTS

Auxiliary to the NAA 30
Letters to THE AUCTIONEER 3
State Association Conventions 39
State Association Reports 38
In Memoriam 38
Directory of State Officers 41
Successful Auctioneering 48
Advertiser's Index 62
Advertising Rate Schedule 62

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

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

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

Single copies: $1.00 each. Annual subscription rate $10.00.

Editorial and Executive Offices of the National Auctioneers Association are at 135 Lakewood Drive, Lincoln, Nebraska (NE) 68510-2487. Phone: 402-489-9356.

Harvey L. McCray, Editor and Executive Vice President. Member: American Society of Association Executives, American Advertising Federation, Lincoln Advertising Club, Lincoln Chamber of Commerce, Admen's Gridiron.

Gary Carmichael, Director of Association Services. Member: International Association of Business Communicators, Lincoln Advertising Club.

Mrs. Sandy Chapin, Secretary
Mrs. Sharon Whisenhunt, Secretary
Ms. Marge Houser, Secretary



A big year ahead of us!

By Howard Buckles, President
National Auctioneers Association

The auction business is in full swing again and many auctioneers have reported good activity in the early fall. It has been three months since the 1981 Las Vegas NAA Convention and the convention was, to say the least, exciting, educational, and entertaining. The members of the Nevada State Auctioneers Association deserve special recognition for the attention they paid to the needs of those attending the convention. Over 1,200 auctioneers, their families and business associates attended the 1981 Convention; and the Nevada State auctioneers, with the help of auctioneers of the Arizona and California Auctioneers Associations, served us well as hosts and hostesses for the convention.

Following the 1981 Convention, a meeting was held in Atlanta, Georgia — the site of the 1982 Convention — where I met with Ron Harris, the 1982 convention chairman, and several other Georgia Auctioneers Association members. The purpose of the meeting was to determine those facilities and programs, which will help us conduct the finest convention ever. **Each year our conventions get better and better, and the 1982 Convention will not be an exception.** In fact, with Atlanta in 1982, we will probably have the largest convention ever and may have the most children in attendance with their parents. It will be the responsibility of the NAA Board of Directors and our host association to see that everyone will be served well, and the convention will offer the finest educational and entertaining programs.

Already, the GAA hosts are aware that improvement is needed to provide a better youth activities program, and new ideas will be proposed to the NAA Board of Directors and the Auxiliary to the NAA to see how they can be implemented. The youth of the NAA members attending our convention are important, and it is up to us to offer them an outstanding convention program.

Improvement is needed, I feel, during the Wednesday night entertainment event. With the assistance of the four State Auctioneers Associations; which surround Georgia (North and South Carolina, Florida and Alabama) we are proposing that they become involved in a Wednesday night, Southern Fair-type program — complete with a Dixieland band, some cloggers or other musical entertainment, in addition to some events, which will allow each of us to participate, as in your own county or state fairs.

We intend to keep you busy during the entire Atlanta Convention while at the same time, keep you informed (workshops) on the techniques and methods, which have made auctioneers successful. And this is very important, that the convention will allow the NAA members to determine, during the annual meeting, who will serve as the officers and directors of the Association. Ours is a family convention and the auction profession is a family-oriented business. Both of these important aspects of convention planning has been taken into consideration as the proposals, which were outlined above, are submitted for approval by the NAA Board of Directors at its January, 1982, meeting.

One of the most encouraging items of news, which affects our Association, is the growth we have realized since the conclusion of the 1981 NAA Convention. **Nearly 300 new members were added to our membership roster in the months of August and September, and that growth trend is continued in October.** The reason for the membership growth is the attention being given to our membership program by NAA members, who realize that we need to associate ourselves with qualified auctioneers, in order to promote the auction method of selling real and personal property. We need to promote our profession and the best way to do it is to join together for the common cause of the auction profession.

I ask you to join with me and the many other auctioneers who are members of our "membership task force" and seek out the qualified auctioneers. Ask them to join you in our attempt to promote the auction method to the public. Hall of Fame member B. G. Coats already has signed up nearly 10 qualified auctioneers as NAA members and he has contacted over 200 additional auctioneers. I appreciate his dedication!

My auction business has been good since re-

Continued page 6

turning home from the Las Vegas Convention. Prices have been fairly high, with the exception of the more costly items. I have booked several farm auctions for the winter season and I hope the prices remain at a high level. The prices being paid for antiques at my household sales are high and there doesn't seem to be a money shortage when it comes to purchasing antiques.

My family and I flew to Sikeston, Missouri on October 3 and 4 to attend the Missouri State Auctioneers Association fall convention. The convention was well attended and the education available at the seminars was excellent. The MSAA members did a good job of planning the convention and offering the membership an informative program.

The National Auctioneers Association, under the capable leadership of president-elect Rex Newcom, is preparing now for the two NAA Seminars in January and February. Registrations already have been received in the NAA office, and once again, registrations will be accepted on a first-come, first-served basis. Receipt of the registration fees will qualify you for attendance.

A fine slate of instructors has been chosen for both seminars (January: Real Estate at Auction, Holiday Inn Central in Tampa, Florida, on January 25-26-27. February: Personal Property at Auction, Marriott Hotel in San Antonio, Texas, on February 15-16-17). Don't wait too long to register — your registration will also provide you with the hotel reservation form, which will be sent only to those who have registered for the seminar.

I have been invited to attend several State Auctioneers Association conventions during the 1981-82 year and I hope to be invited to more. I will make an attempt to accept every invitation so that I can fulfill my responsibilities as your NAA president. It is the goal of the NAA Board of Directors to provide one NAA representative (officer or director) for one annual meeting per year of each State Auctioneers Association. When your president or Board of Directors determines which convention you desire or require an NAA representative, let me know or coordinate your request through our executive vice president at the NAA office.

Soon every member will receive a Headquarters Relocation Fund pledge card. Already, as reported in this issue of THE AUCTIONEER magazine and the previous issue, you have heard about the very successful fund raising program, which was conducted during the 1981 Las Vegas Convention. Over $400,000 was pledged by individual members, State Associations and other organizations to help us provide a new headquarters office, being built to better serve the entire membership.

Please respond to the pledge card. And regardless of how you respond, return your completed pledge card to the NAA office so that every member's file — permanent record — will be complete. All contributions will be recognized as the Headquarters Relocation Fund program is a very important aspect of our future.

An architectural firm has designed what we feel will be a very functional and beneficial building. Our Archives Committee has met in the Kansas City area to determine what should be maintained in the NAA Archives and how the interior area for the Archives, provided in the architect's plans, should be designed. The Archives will be for the benefit of the entire NAA membership and the auction industry in general. We hope you will be a part of the future plans.

May you have many successful auctions!

Howard Buckles, NAA President

Headquarters Relocation Fund Report

"Chairs of States" pledges added to Headquarters Fund program; State Associations are involved

By Martin E. Higgenbotham, Chairman
Headquarters Relocation Committee

The response to our fund raising drive has been just tremendous. I want to thank all of you who have sent in a large percentage of your pledges upfront. This is extremely important, as I indicated to you in my report in the October issue of THE AUCTIONEER magazine, inasmuch as the available monies will give us the necessary funds to pay our land off and put us in a position to cover our architect fees, etc., as they come in.

If you have not mailed in your first payment on your pledge yet, I would appreciate it if you could do so.

After having visited with some of the committee members, by telephone conference, we have come up with what I believe is going to be a very unique and interesting way for the State Auctioneers Associations to be involved in the fund raising program, with a specific need and goal in mind.

We are going to call our new program of contributions the " Chairs of States". It simply means that we are asking for a $5,000 donation from each State Auctioneers Association. These donations will be acknowledged by placing a brass, engraved plaque on each of the chairs in the Board of Directors conference room.

Now, if your State Association has already made a pledge, then your Association already is involved, and we will be able to use those pledges in our Chairs of States program. But for the State Associations which have not sent in a pledge, this is your invitation to do so at once, so you can be sure and have your State Association represented among the Board room chairs.

I might add that we will only have 24 chairs, so



STATE ASSOCIATION CHAIRS, (as exemplified by this photo) will surround the Board of Directors table in the new NAA headquarters office. Your State Auctioneers Association can "buy" one of the chairs for a fund raising pledge of $5,000 or more. Only the first 24 pledges will be accepted.

we will be limited to the first 24 State Associations which respond. I want to hear from each State Association just as soon as possible so that we can assign the chairs accordingly.

I should also add that we are in the process of sending out individual pledge cards to each NAA member so that each NAA member can become involved in the Headquarters Relocation Fund program. If you have received your pledge card, please fill it out and return it to the NAA office at once so we can keep our program moving.

Again, I want to say thanks to each and every one of you, as your response thus far in this campaign has just been excellent. If any of you should require or need additional information or questions answered, concerning our fund drive, please do not hesitate to call the NAA office (Harvey McCray) or me directly. I will be more than happy to answer your questions.

Martin E. Higgenbotham

Closeout JEWELRY 55¢ doz.

Catalog — 25¢

Roussel's 107-190 Dow Ave.

Arlington, Massachusetts 02174

Founders and additional VIP pledges to the Headquarters Relocation Fund

The following have made VIP pledges ($5,000 or more) to the Headquarters Relocation Fund since the listing was published in the October, 1981 issue of THE AUCTIONEER magazine: Carlus Gay, Jr., Americus, Georgia.

Pledges in the amount of $2,500 or more (up to $5,000) are to be recognized as Founders. Included in the list of Founders pledges are:

Florida Auctioneers Association, Iowa Auctioneers Association, Kansas Auctioneers Association, South Carolina Auctioneers Association, Colorado Auctioneers Association, Minnesota Auctioneers Association, Missouri State Auctioneers Association, New Jersey State Society of Auctioneers, New York State Auctioneers Association, North Dakota Auctioneers Association, Pennsylvania Auctioneers Association, Virginia Auctioneers Association, Washington State Auctioneers Association and the Wisconsin Auctioneers Association. Several of the above State Associations' pledges are subject to approval by their respective boards of directors.

Additional pledges included: the International Auction School, South Deerfield, Massachusetts; New England Council of Auctioneers (subject to board approval); the Western College of Auctioneering; and the 1982 Class of the Certified Auctioneers Institute (subject to class participation).

Individuals and/or business firms included: Norman Aldinger, Cleveland, North Dakota; Marvin Alexander, Martin, Tennessee; Harry and Kristin Anderson Georgetown, Pennsylvania; Haskel Ayers, LaFollettee, Tennessee; Herbert A. Bambeck, Dover, Ohio; Frank and Billie Bass, Lewistown, Montana; Jimmy Blocker, Walterboro, South Carolina; Howard Buckles, Keosauqua, Iowa; Gaines W. Dickenson, Castlewood, Virginia; Sammy L. Ford, Mount Vernon, Kentucky; W. O. Harris, Wetmore, Kansas; Ralph W. Horst, Marion, Pennsylvania; Robert J. and Joan Humpal, Fort Atkinson, Iowa; Terry Ireland, Olin, North Carolina; Wayne Irving, Kissimmee, Florida; Richard Lang, Silverton, Oregon; W. Craig Lawing, Paw Creek, North Carolina; Forrest Mendenhall, High Point, North Carolina; Hugh B. Miller, Evansville, Indiana; James G. Murphy, Edmonds, Washington.

Rex B. Newcom, Whitewater, Kansas; Harry Olsen, Marysville, California; Robert F. Pangle, Jr., Woodstock, Virginia; Ray Patterson, Frederick, Oklahoma; Noble Ratts, Whitestown, Indiana; Larry Reed, Dubois, Pennsylvania; Gary and Ruth Ryther, Ryther Auction Service, Excelsior Springs, Missouri; Charles E. Shaw, Randolph, New York; R. E. and Brent Voorheis, Harrisburg, Missouri; J. M. "Bill" and Daniel Watson, Las Vegas, Nevada; and V. Paul Wells, Tulsa, Oklahoma.

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

Freedomike Wireless Microphones From Lectrosonics

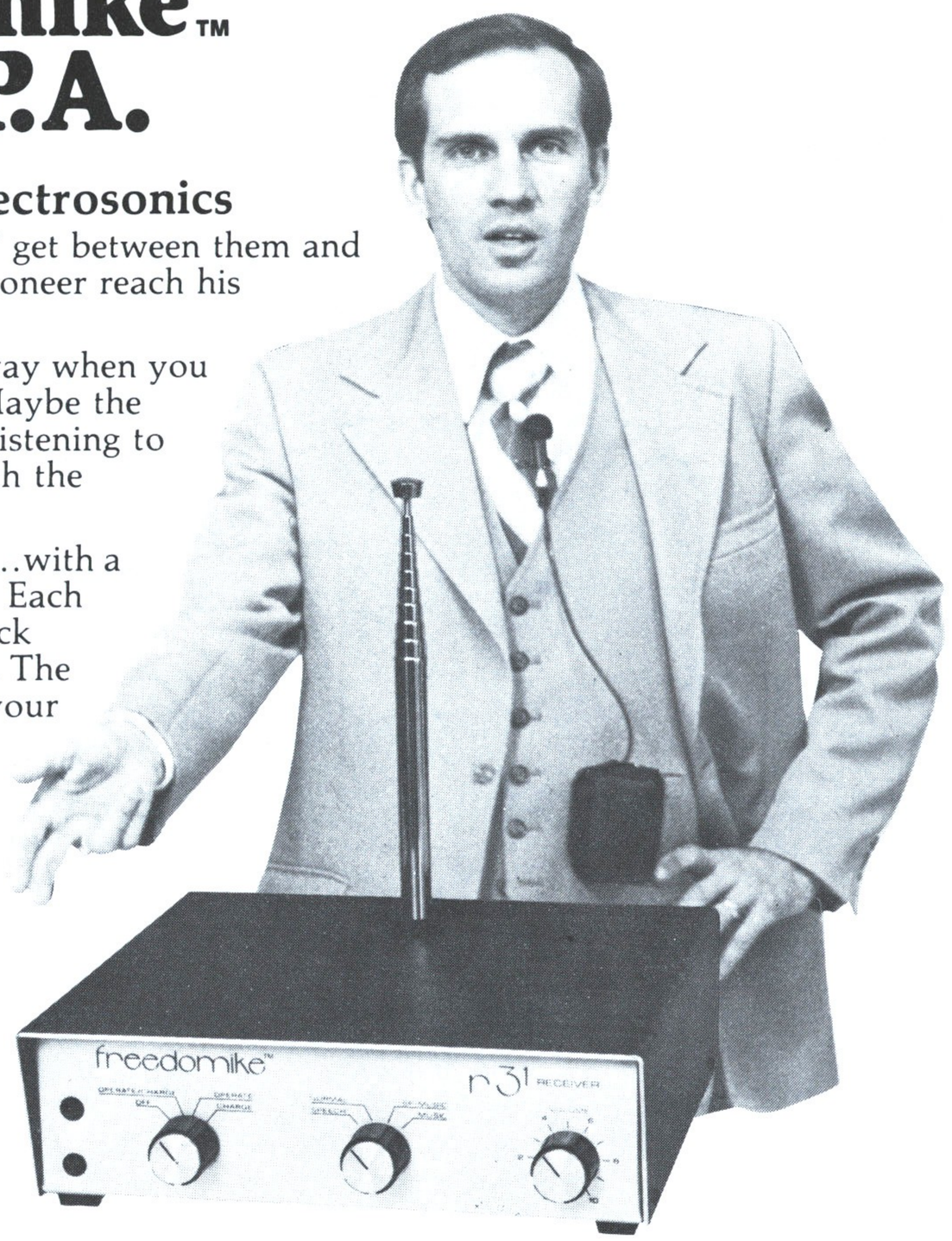
Without even realizing it, many auctioneers let "something" get between them and the bidders. That "something" is supposed to help the auctioneer reach his audience, but it also gets in the way.

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

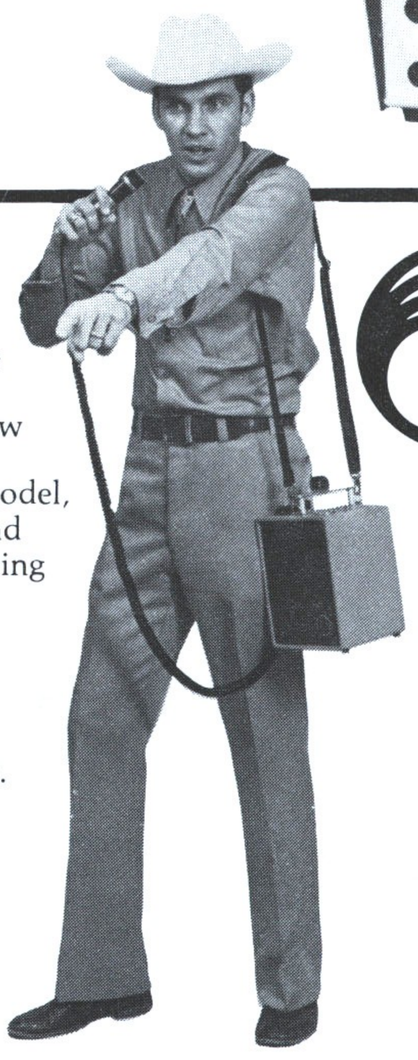
Now you can discover total freedom from your P.A. system...with a Freedomike wireless microphone system from Lectrosonics. Each system consists of a microphone connected to a cigarette-pack size transmitter which sends your voice signal to a receiver. The microphone clips to your tie or shirt. The transmitter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

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

Freedomike System One (with tie tack mike) - $799

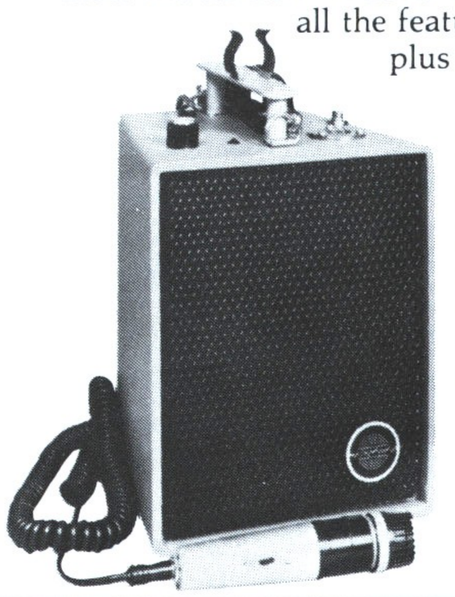


Freedomike System Three - $899
(with both tie tack and hand-held mikes)



Voice Projector 18 Ultra Portable P.A.

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



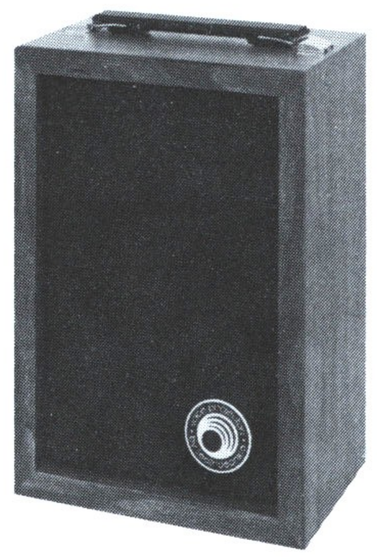
VP18R $348
VP15 $198

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

Plus Power 48R Amplifier/Speaker

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

48R $245



Lectrosonics products for auctioneers are available from:

DUANE GANSZ
Duane E. Gansz Auction & Realty
14 William Street
Lyons, NY 14489
315-946-6241

BILL HAGEN
Western College of Auctioneering
Box 1458
Billings, MT 59103
406-252-2565

FORREST MENDENHALL
Mendenhall School of Auctioneering
U.S. Highway 29 & 70
High Point, NC 27263
919-887-1165

KEN McCORMACK
McCormack Auction Co.
8229 Golden Avenue
Lemon Grove, CA 92045
714-697-1778

COL. GORDON TAYLOR
Reisch World Wide College of Auctioneering
Box 949
Mason City, Iowa 50401
515-423-5242

HUGH MILLER
Curran Miller Auction
13020 N. Street, Highway 57
Evansville, IN 47711
812-867-2486

ROWLAND HUEY
John Huey & Sons
11660 Parkway Drive
North Huntington, PA 15642
412-863-4961

DAVE KESSLER
The Auction Marketing Network
122 West Main
New Paris, Ohio 45347
513-437-0263

The Legal Aspects Of Auctions . . .

Vacant land, can the buyer rescind?

The following is an explanatory note from NAA member Louis Boyleston, Pensacola, Florida, describing his inquiry to the Federal Trade Commission. Auctioneer Boyleston was questioning the buyer's right to rescind after the purchase at auction, of vacant land. Also, below is the reply from the Commission's Bureau of Consumer Protection — "a transaction involving a vacant lot, even though it is the site of a future principal dwelling, would not be rescindable."

In the past, many auctioneers selling land have lost sales because people have rescinded their contracts, based on the three day cooling off period.

I, for one, had doubts as to what property the right to rescind affected. So, I wrote the Federal Trade Commission to get an answer. Their letter certainly states that vacant land is absolutely exempt.

Louis Boyleston
Pensacola, Florida

FEDERAL TRADE COMMISSION
Washington, D.C. 20580

BUREAU OF CONSUMER PROTECTION — SEPTEMBER 16, 1981

Dear Mr. Boyleston:

This in response to your recent letter concerning the right of rescission pursuant to the Truth in Lending Act. Section 226.23 of Regulation Z which implements the Act provides that, with certain exceptions, a consumer has a right to rescind a credit transaction in which the ownership interest in his principal dwelling will be made subject to a security interest. You ask whether a consumer would have the right to rescind a contract involving a parcel of vacant land on which the consumer anticipates building his principal residence.

The Federal Reserve Board has issued a Proposed Official Staff Commentary on Regulation Z. The Commentary states that to be rescindable, a transaction must involve a structure which is the consumer's principal dwelling at the time of the credit transaction. Dwelling is defined broadly to include mobile homes, houseboats, and trailers but it is clear that some sort of structure is required. Thus, a transaction involving a vacant lot, even though it is the site of a future principal dwelling, would not be rescindable.

I hope these comments are helpful. They are informal staff opinion which is advisory in nature and in no way binding on the Commission. If you have any further questions, please contact me.

Justin Dingfelder
Deputy Assistant Director for
Division of Credit Practices

Dues increase in January, new members now $30

Only two months remain to bring in a new NAA member before the dues increase, effective January 1, 1982. Until that date, new members will only have to pay $30.

The Board of Directors of the National Auctioneers Association, at its meeting during the 1981 Las Vegas NAA convention, agreed to raise NAA dues from $30 to $50. The increase will not affect the billing for NAA dues; all NAA members will be billed during their normal billing periods for 1982.

Other than the remaining October, 1981 billing, and members who have been billed in 1981 but not yet paid, dues for 1982 will not be accepted in 1981, for the purpose of avoiding the 1982 dues increase.

Reasons given for the additional dues are the ever increasing costs of operating the NAA office, and publishing THE AUCTIONEER magazine. The 1982 dues increase is in no way connected with the move of the NAA office to the new headquarters building in the Kansas City area. Financing of the office relocation will come from pledges and donations, the largest part of the fund raising amount ($400,000) already pledged at the 1981 Las Vegas convention.

Any questions regarding the NAA dues increase for 1982 should be directed to the NAA office.

FORT SMITH AUCTION SCHOOL

Ft. Smith, Ark. 72903 — (AC) 501-646-1181

QUALITY TRAINING SINCE 1947

VETERAN APPROVED

TERMS FEB. — JULY NOV.

WRITE or CALL

Antiques ● Antiques ● Antiques ● Antiques ● FOR SALE!

CONTAINER BUYERS ANTIQUES BONANZA

Beat Inflation ● Buy Direct From England

Every item shipped is ready for immediate sale upon delivery in U.S.A. **WE DO NOT SHIP UNSALEABLE OR BROKEN ITEMS. Satisfaction Guaranteed.**

SAVE TIME; EXPENSIVE HOTEL BILLS; AIR FARES; PACKING CHARGES. OUR SHIPMENTS ARE EXPERTLY PACKED FREE OF CHARGE, saving at Least $600 per Container Load.

Please select your shipment Requirements from **inventory below.** All these items can be included in your container 20 ft. or 40 ft. containers: Guaranteed: 200 to 250 items per load.

Please check in boxes below the type of merchandise you would like to receive with preference in your Antiques Shipment.

Rolls Royce Vintage Cars available by order

Roll Top Desks	☐	Bowl & Pitchers	☐	Windsor Chairs	☐	Biscuit Barrels	☐
Organs	☐	Whicker Furniture	☐	Draw Leaf Tables	☐	Dressing Tables	☐
Parlour Set	☐	Smokers Stands	☐	Cast Iron Items	☐	Inlaid Furniture	☐
China Cabinets	☐	Carriages	☐	Pianos	☐	Spelter Figures	☐
Gateleg Tables	☐	Bentwood Chairs	☐	Hall Trees	☐	Dinner Wagons	☐
Eterges	☐	Flo Blue	☐	Washstands	☐	Piano Stools	☐
Bamboo Furniture	☐	Minton China	☐	Fire Places	☐	Swords	☐
Towel Racks	☐	Bureau Bookcases	☐	Bureaux	☐	Shefioneers	☐
Marble Clocks	☐	Buffets	☐	Barrometers	☐	Oak Furniture	☐
Hat Racks	☐	Queen Anne Chairs	☐	Pottery	☐	Corner Cabinets	☐
Paintings	☐	Leaded Glass	☐	Wall Clocks	☐	Silver Plate	☐
Royal Doulton	☐	Pine Furniture	☐	Prints	☐	Grandfather Clocks	☐
Fern Stands	☐	Bedroom Suites	☐	Carnival Glass	☐	Primitive Furniture	☐
Mirrors	☐	Coal Scuttles	☐	Candlesticks	☐	Sea Chests	☐
Carriage Clocks	☐	Paintings	☐	Captains Chairs	☐	Tapestries	☐
Curio Cabinet	☐	Sets of Chairs	☐	Bookcases	☐	High Boys	☐
Player Pianos	☐	Brassware	☐	Pub Furniture	☐	Oriental Items	☐
Sideboards	☐	Mantle Clocks	☐	Wardrobes	☐	Music Boxes	☐
Secretarys	☐	Cut Glass	☐	Bronze Figures	☐	Carvings	☐
Rocking Chairs	☐	Wedgewood	☐	Chest of Drawers	☐	Architecture	☐
		Spode	☐	**Card Tables**	☐		



OUR WAREHOUSE

Could you handle a 40 ft. container every 1 Month ☐ 2 Months ☐ 3 Months ☐

What is the population of your area? .....

Do you sell Retail/Wholesale/Auction? .....

★ **Our prices** are quoted for 40 ft. high cube containers
★ **Economy** graded shipment **$9,000: Better economy** grade **$12,000**
★ **Auctioneers Wholesale Graded Shipment** $15,000
★ **Fine Quality Graded Shipment** $20,000

Leslie Swainbank Antiques Inc.

Head Office -
34 Church Rd, Roby, Nr. Liverpool, L36 9TP, Lancashire, England
Telephone 051-489 1142

World Wide Antique Exporters

Lowest Possible Prices?

Oak Items Our Speciality!

Please write for a catalogue or telephone for immediate delivery: 22 days door to door service.

CAI®

CERTIFIED AUCTIONEERS INSTITUTE
1982 Courses

March 28-April 3, 1982

Indiana University
Bloomington, Ind.

For application and information, contact: Certified Auctioneers Education Institute, Indiana Memorial Union, Suite 445, Bloomington, Ind. 47405; (812) 337-0706.



MENDENHALL SCHOOL OF AUCTIONEERING, August class of 54 graduates from 14 states. Instructors and staff seated, from left: instructors Carson Womack, Jewell and Phil Viviano, president Forrest Mendenhall, and secretaries Betty Jo Mendenhall, Earlene Riley, Doris Andrews and Julie Mendenhall. Instructors not pictured: Stony Bolton, Joe Byerly, Lewis Compton, Herman Crawford, Harold Craven, Morris Fannon, Louis Fisher, Jr., Larry Hedrick, Jake Horney, George Jones, Jerry King, Bill Lanier, Archie Moody, and Jim Owen. The next class will be November 2-13.

NAA Seminars —

Access to ideas that payoff

Why will 400 NAA auctioneers attend Seminars this year? One of the primary reasons is *access to ideas* that turnover a profit when they get back home. Many times you'll talk to Seminar registrants who subsequently pay for their Seminar trip just by applying one Seminar idea to their local auction market. Of course, that single Seminar idea keeps on producing.

Year after year, NAA members discover they are returning home with more than just their luggage after attending an NAA Seminar. Your "take home" from Seminar may include notes, tapes, and brochures, but more importantly *business input* that you can really use. However, all the good reasons for going to Tampa or San Antonio will fall by the wayside if you don't register early to assure attendance.

Don't miss out this year, register now

Only the first 200 paid registrations received at the NAA office for each seminar will be allowed to attend. After that 200 limit is reached, a waiting list will be formed to fill in after cancellations.

If you are unable to attend the seminar, refunds will be made for cancelled registrations. However, the NAA office must be notified of the cancellation well in advance of the particular seminar week.

Regarding your hotel lodging at either seminar, **in order to assure hotel rooms and control registration, the special hotel reservation form for each seminar hotel will be sent to the registrant only upon receipt of the completed seminar registration at right.**

For example, the special form that you'll use to make your hotel reservation at Tampa must be at the Tampa Holiday Inn Central by January 11, 1982. The only way you can obtain your Holiday Inn Central hotel reservation form is to mail your completed Tampa Seminar registration to the NAA office as soon as possible. Likewise for San Antonio. Registrations received by the NAA office will be processed in the order of earliest postmarked date, so prompt registration is most important.

To assist in your seminar planning, the following room rates will be in effect for the 1982 NAA Tampa and San Antonio seminars.

Real Estate at Auction Seminar
January 25-27, 1982
Holiday Inn Central, Tampa, Florida

Singles	$42.00
Doubles	$50.00
Three people	$54.00
Four people	$58.00

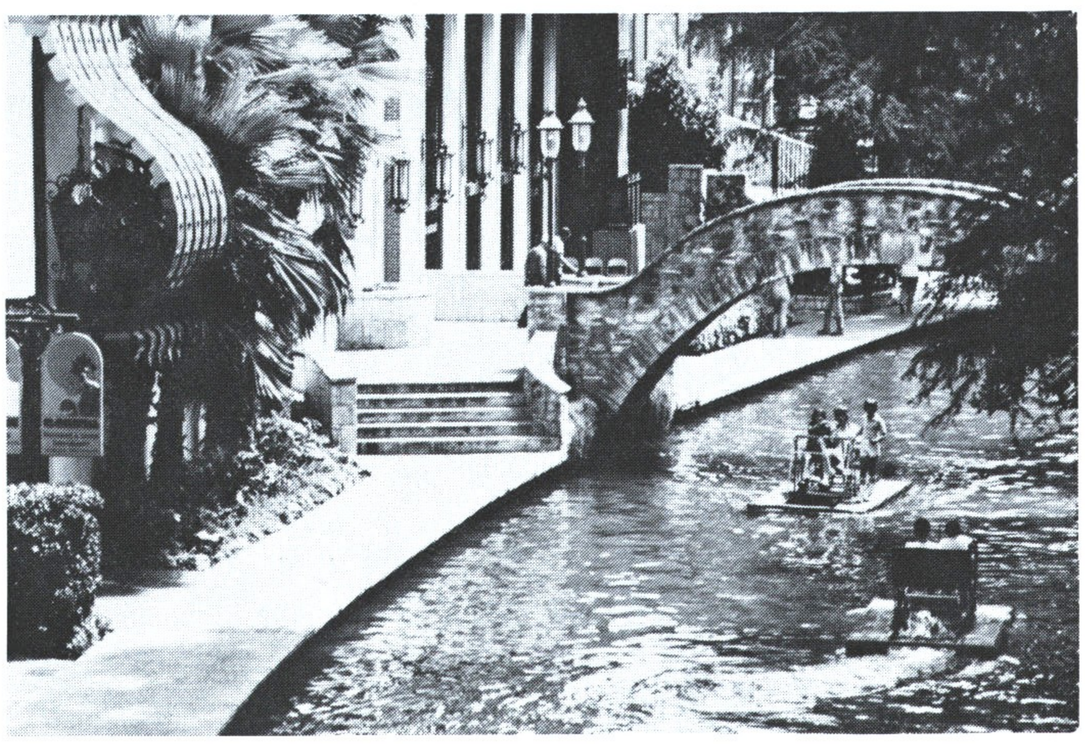
plus 6% tax

Personal Property at Auction Seminar
February 15-17, 1982
San Antonio Marriott, San Antonio, Texas

Singles	$60.00-$80.00
Doubles	$74.00-$94.00

plus 7% tax

The hotel reservation card that you will receive upon payment of your seminar registration will be *the only means of reserving your hotel accommodations* at the 1982 NAA Seminars. And, those reservations must be received by the respective hotels: January 11, 1982 for the Tampa Real Estate Seminar; January 22, 1982 for the San Antonio Personal Property Seminar.



SAN ANTONIO's Downtown River Walk offers Seminar registrants a picturesque shopping and dining spa, amid banana trees and sightseeing river taxis.

Learn Auctioneering AT HOME

Complete cassette home study.
• 5 full hours of chant secrets, training exercises and all phases of auctioneering.

American Academy of Auctioneers
1222 No. Kenwood, Broken Arrow, OK 74012

FREE CATALOG



COMPLETE COURSE $49.95

TAMPA

1982 NAA Seminar Registration

Tampa, Florida, January 25, 26, 27
Holiday Inn Central

SUBJECT: SELLING REAL ESTATE AT AUCTION

(At each 1982 NAA Seminar, the general seminar topic will be covered IN DETAIL by non-auctioneer experts, as well as professional real estate auctioneers.)

HOTEL RESERVATIONS —

Seminar registrants must make their own hotel reservations for each of the two 1982 Seminars. Hotel reservation forms for both the Tampa (January, Real Estate) and San Antonio (February, Personal Property) Seminars will be mailed to the registrant upon receipt of seminar registration. **Hotel reservations for the Tampa Real Estate Seminar must be made by January 11, 1982.**

1982 REGISTRATION FEES INFORMATION

Only three-day registrations will be accepted. One or two day registrations will not be accepted for either 1982 NAA Seminar. Three-day fees are $150 per NAA member; half price ($75) for NAA member's spouse, family member, or guest, attending seminar with NAA member.

I HAVE MARKED THE FOLLOWING TO INDICATE MY 1982 TAMPA SEMINAR REGISTRATION

_____ $150 Three-day Tampa Seminar Registration

_____ $ 75 Spouse's Three-day Tampa Seminar Registration

$ _____ TOTAL TAMPA SEMINAR FEES

Enclosed is my check in the amount of $_____ made payable to the National Auctioneers Association, for my 1982 NAA Tampa Seminar Registration.

NAA Member's Name _____

Spouse's Name or Family Member If Applicable _____

Address _____

City _____ Phone _____

State _____ Zip _____

Send completed form and Seminars registration fees to:

NATIONAL AUCTIONEERS ASSOCIATION
135 Lakewood Drive, Lincoln, NE 68510-2487

SAN ANTONIO

1982 NAA Seminar Registration

San Antonio, Texas, February 15, 16, 17
San Antonio Marriott

SUBJECT: SELLING PERSONAL PROPERTY AT AUCTION

(At each 1982 NAA Seminar, the general seminar topic will be covered IN DETAIL by non-auctioneer experts, as well as professional personal property auctioneers.)

HOTEL RESERVATIONS —

Seminar registrants must make their own hotel reservations for each of the two 1982 Seminars. Hotel reservation forms for both the Tampa (January, Real Estate) and San Antonio (February, Personal Property) Seminars will be mailed to the registrant upon receipt of seminar registration. **Hotel reservations for the San Antonio Personal Property Seminar must be made by January 22, 1982.**

1982 REGISTRATION FEES INFORMATION

Only three-day registrations will be accepted. One or two day registrations will not be accepted for either 1982 NAA Seminar. Three-day fees are $150 per NAA member; half price ($75) for NAA member's spouse, family member, or guest attending seminar with NAA member.

I HAVE MARKED THE FOLLOWING TO INDICATE MY 1982 SAN ANTONIO SEMINAR REGISTRATION

_____ $150 Three-day San Antonio Seminar Registration

_____ $ 75 Spouse's Three-day San Antonio Seminar Registration

$_____ TOTAL SAN ANTONIO SEMINAR FEES

Enclosed is my check in the amount of $_____ made payable to the National Auctioneers Association, for my 1982 NAA San Antonio Seminar Registration.

NAA Member's Name _____

Spouse's Name or Family Member If Applicable _____

Address _____

City _____ Phone _____

State _____ Zip _____

Send completed form and Seminars registration fees to:

NATIONAL AUCTIONEERS ASSOCIATION
135 Lakewood Drive, Lincoln, NE 68510-2487

Tampa covers Real Estate

Instructors and topics have been confirmed for the NAA Real Estate at Auction Seminar in Tampa, Florida, January 25-27.

Monday

9:00-11:45 a.m.— PUBLICITY, PROMOTION AND ADVERTISING REAL ESTATE AT AUCTION. Instructor, William Z. Fox, Baltimore, Maryland

1:30-4:15 p.m. — CONDOMINIUM AUCTION SALES. Instructor, Douglas Clemens, Philadelphia, Pennsylvania

7:30-9:30 p.m. — AUCTIONEERS' TECHNIQUES DEMONSTRATION. Instructor, Rex B. Newcom, Whitewater, Kansas

Tuesday

9:00-11:45 a.m. — INDUSTRIAL REAL ESTATE AT AUCTION. Instructors Ben Hudson and Asa Marshall, Macon, Georgia.

1:30-4:15 p.m. — RESIDENTIAL REAL ESTATE AUCTION SALES. Instructor, Hugh B. Miller, Evansville, Indiana

Continued page 15, column 1

San Antonio to discuss Personal Property

Instructors and topics are confirmed for the NAA Personal Property at Auction Seminar in San Antonio, Texas, February 15-17.

Monday

9:00 a.m. to 12:15 p.m. — FARM MACHINERY AT AUCTION. Instructor, Jim Odle, Brush, Colorado

1:45-4:15 p.m. — SPECIAL LIVESTOCK AUCTION SALES (Purebred/Exotic Cattle/Horses/Pork). Instructor, Dudley Althaus, Fredericksburg, Texas

4:15-5:00 p.m. — UPDATE MONDAY SEMINAR. Instructor, Rex B. Newcom, Seminar Chairman, Whitewater, Kansas

Tuesday

9:00-10:30 a.m. — WHAT THE LIVESTOCK MARKET OWNER WANTS FROM AN AUCTIONEER. Instructor, James D. "J. D." Sartwelle, Sealy, Texas

Continued page 15, column 2

"IMAGE ADVERTISING"

Your Company Name, Logo and Address screen printed in one color, at no set up or art charge, with your camera ready artwork. Colors: Red, Royal, Black, Kelly, Gold, Navy, Brown



ADJUSTABLE CAPS:

#60 Winter Polyester - Lined with shape-retaining, polyfoam

MINIMUM ORDER	PRICE EACH
30 CAPS	$ 2.75



#100 "Down Look" Quilted Jacket, stand up collar, zipper and snap front, quilted pouch pockets, fully glacierized with 6.6 oz. polyester fiberfill.

MINIMUM ORDER	PRICE EACH
10 JACKETS	$25.25

Crum's Farm & Auction

4504 HAMBURG PIKE
JEFFERSONVILLE, INDIANA 47130

812/282-6043

TERMS — Net 10 days, F.O.B. our plant, or send check with order & we pay the freight.



CITY SKYLINE, FLORIDA SUNSHINE in February, part of NAA Tampa Seminar.

Wednesday 9:00-11:45 a.m. — TECHNIQUES OF LISTING REAL ESTATE AT AUCTIONS (bankers, lending agencies, estates, etc.). Instructor, William W. "Bill" Morgan, Hopkinsville, Kentucky

1:30-3:00 p.m. — SELLING FARMS AT AUCTION. Instructor, Richard M. "Dick" Brewer, Mt. Hope, Kansas

William Z. Fox, CAI. Chairman of the Board of Michael Fox Auctioneers, Inc., Baltimore, Maryland, Mr. Fox has been an active auctioneer for 20 years, "growing up in the business". The Fox company auctions a full range of real estate properties, as well as commercial/industrial sales of machinery and equipment. Approximately 20-30% of all Fox commercial auctions include the real estate.

Bill Fox's seminar presentation will emphasize the importance of personal promotion in real estate at auction.

Douglas Clemens. A partner and senior vice president of Louis Traiman Auction Company, Philadelphia, Pennsylvania, Mr. Clemens is a third generation auctioneer, associated with the Traiman firm for 18 years. Recent auction activity managed by Douglas Clemens for Traiman has included the full range of real estate properties — businesses, motels, residential, fine estates, resorts, and more.

Mr. Clemens considers his seminar presentation — Condominium Auction Sales — a "highlight" topic, and will be drawing from his personal experience with a number of condominium projects.

Continued page 17, column 1

10:45 a.m.-12:15 p.m. — AUCTIONEERS' TECHNIQUES DEMONSTRATION. Instructor, Rex B. Newcom, Seminar Chairman, Whitewater, Kansas

1:45-4:15 p.m. — HEAVY EQUIPMENT AUCTION SALES. Instructor, Marvin Henderson, Livingston, Louisiana

4:15-5:00 p.m. — UPDATE TUESDAY SEMINAR. Instructor, Rex B. Newcom, Seminar Chairman, Whitewater, Kansas

Wednesday 9:00 a.m.-12:15 p.m. — BUSINESS LIQUIDATIONS I — RETAIL (Merchandise/Clothing/Lamps/Bulk Transfer Laws). Instructor, Gary Garrison, Muskogee, Oklahoma

1:45-4:15 p.m. — BUSINESS LIQUIDATIONS II — COMMERCIAL (Restaurant Equipment/Hospital/Machinery/Fixtures). Instructor: B. L. "Brad" Wooley, Little Rock, Arkansas

4:15-5:00 p.m. — UPDATE WEDNESDAY SEMINAR. Instructor, Rex B. Newcom, Seminar Chairman, Whitewater, Kansas

Jim Odle. A partner in the firm of Odle Cumberlin Auctioneers, Inc., Brush, Colorado, Jim Odle has an extensive farm and ranching background. He is personally involved with traditional livestock sales, video cattle auctions, residential property auctions, as well as commercial and agribusiness property.

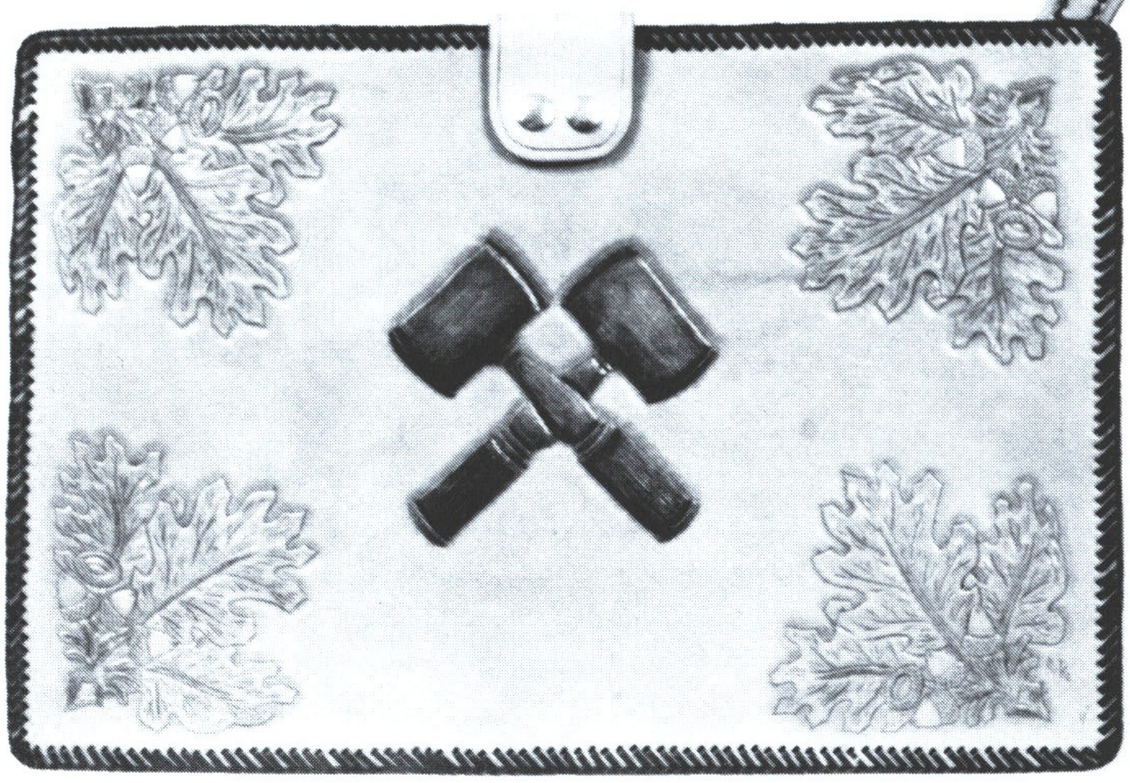
Continued page 17, column 2

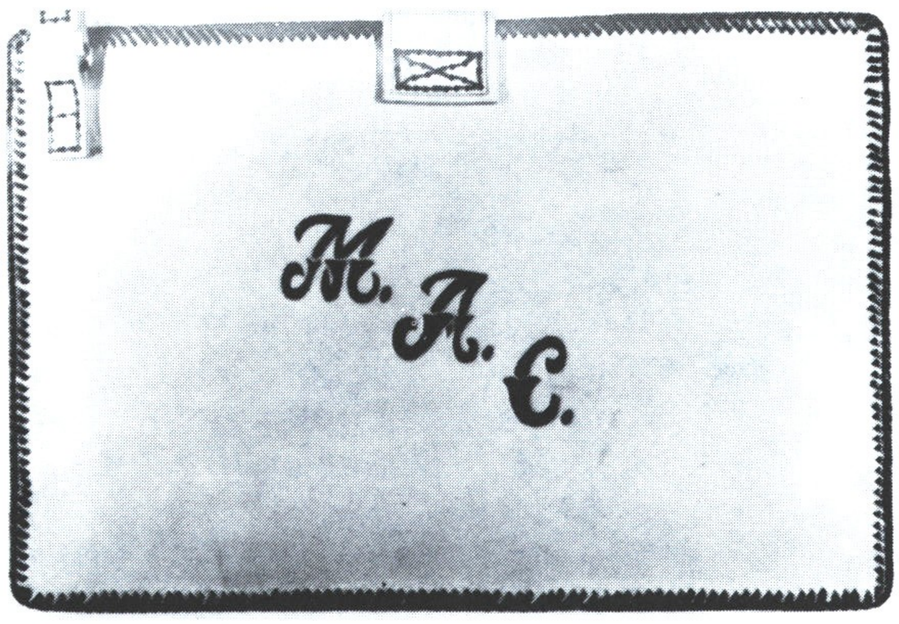
AT LAST . . . A MAN-SIZED BUCKLE & BRIEFCASE FOR AUCTIONEERS

- Genuine leather throughout.
- Completely handmade & hand-tooled.
- Each buckle with your name on back, numbered & artist signed.
- 100% American made.
- Briefcase has gavels on one side, your initials on the other. Comes with leather carry strap.



LEGAL SIZE — ALL LEATHER





Reverse side (Any 3 Initials)

BRIEFCASE $125

Send money order or check with $2.00 shipping to:

MAC ENTERPRISES
P.O. Box 124
Cary, IL 60013

ALLOW 2 WEEKS FOR DELIVERY

DARK BACK→

Size 4" x 5⅛"

BUCKLES
$20.00 or
2 for $35.00



LIGHT BACK→



Hugh Miller, CAI. "Born and raised in the auction business", Mr. Miller has been an active auctioneer for 21 years. He is president of Curran Miller Auction and Realty, Inc., Evansville, Indiana, which recently has conducted a variety of real estate auctions, in all price ranges, including a number of farms. Business liquidation auctions by the Curran Miller firm have included new car dealerships, with some liquidation sales including the real estate.

Hugh Miller's presentation at the Tampa Real Estate Seminar will emphasize giving you the "financing edge" with your real estate auctions. In 90% of all Curran Miller auctions, some kind of real estate financing has already been approved before the sale. Mr. Miller will also discuss advertising and promotion of residential property auctions, plus creative financing advantages.

NAA seminars — who may attend

To clarify exactly who may attend an NAA seminar or 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 or seminar.**

2. Only NAA auctioneers can attend NAA sponsored functions. **If an auctioneer works for an NAA member, that non-member auctioneer employee cannot attend the NAA convention or seminars.** The non-member auctioneer employee must first join the NAA — full membership — in order to attend an NAA convention or seminar.

3. On the other hand, non-auctioneer employees — clerks, cashiers, ringmen, secretaries, etc. — can attend NAA seminars and conventions only when they are accompanied by the NAA member employer. The reduced registration cost for the non-auctioneer employee only applies when **the NAA member accompanies the employee to the NAA function.**

4. **NAA spouses can attend seminars and conventions without the NAA member,** but the spouse must pay the full convention or seminar registration cost. The reduced registration fee only applies to the second, third, fourth, etc., registrations after the NAA member makes a full registration for the event.

Right now is the time to assure your seminar attendance for the 1982 NAA seminars in Tampa and San Antonio. When you send to the NAA office your completed seminar registration, you'll receive by return mail the form to make your seminar hotel reservations.

75% of all U.S. businesses are sole proprietorships, and virtually all of these are small businesses.

Mr. Odle is a 20 year veteran of the auction business, and will emphasize in his seminar presentation the step-by-step building of a farm equipment auction business.

Dudley Althaus, CAI. President of Althaus Acres Realtors and Auctioneers, Inc., Fredericksburg, Texas, Dudley Althaus handles livestock and estate liquidation sales which also include the real estate. Also, Mr. Althaus has conducted an annual exotic game sale for the second year.

An auctioneer for 16 years, Dudley Althaus will emphasize how to promote and conduct purebred livestock auctions, as well as the operation of livestock barns, in his seminar presentation Special Livestock Auctions.

J. D. Sartwelle. Port City Stockyards Company, with its two public markets in Sealy and Brenham, Texas, has been in the livestock marketing business for 50 years. Port City's chairman of the board, NAA seminar instructor James D. "J.D." Sartwelle, has been with the company for 43 years. Mr. Sartwelle oversees the marketing of all types and species of livestock, including purebred and special sales. As a matter of fact, several years ago the company held two hound dog auctions for the Texas Penitentiary System, handling 300 former tracking dogs.

Mr. Sartwelle's seminar presentation will emphasize what the livestock marketer is looking for in an auctioneer.

J.D. Sartwelle is also personally involved in livestock, as the general partner in a 60 year old purebred Brahman breeding ranch.

Gary Garrison, CAI. You may have already known of Gary Garrison, the auctioneer who liquidated the entire H. S. Kress dimestore chain in 1974-75. He and his staff auctioned all 143 stores, in 41 states, requiring Mr. Garrison to hold an auctioneer's license in every state that requires one. Owner of Gary Garrison's Real Estate and Auction Service, Muskogee, Oklahoma, Mr. Garrison's recent auction activity has included a majority of real estate properties in the $200,000 price range.

Gary Garrison will draw from his 14 years' varied experience — which includes selling entire towns, auctioning for the Rockefeller family, auctioning government owned floating docks, and more — to cover his seminar topic, Retail Business Liquidations.

B. L. Wooley. Owner and president of B. L. Wooley, Auctioneer & Associates, Little Rock, Arkansas, Mr. Wooley has been in the auction business since 1950. Recent auctions by the Wooley firm have included commercial liquidations, manufacturing plants, real estate, and some estate liquidations.

Mr. Wooley's seminar presentation will emphasize preparation for, and presentation of, Commercial Business Liquidations.

Future NAA conventions — plan ahead

Every year it becomes more difficult to find large enough hotels which will confirm the preferred dates for NAA conventions. Since the 1975 Louisville NAA convention, members have attended the NAA conventions in large numbers, and the 1980 Nashville convention was attended by over 2,100 persons. **Based on the need to reserve and confirm space well in advance (the NAA Board of Directors approves convention sites five years in advance) it is necessary for the Association to "Plan Ahead".** To help in your advance planning, listed below are the future NAA conventions, seminars, dates and sites.

NAA conventions

1982 — Atlanta, Georgia, July 28-August 1, Atlanta Hilton Hotel
1983 — Houston, Texas, July 27-31, Shamrock Hilton Hotel
1984 — Minneapolis, Minnesota, July 18-22, Hyatt Regency Minneapolis Hotel/Holiday Inn Downtown
1985 — Philadelphia, Pennsylvania, July 24-28, C. P. Franklin Plaza Hotel
1986 — San Francisco, California, July 29-August 2, San Francisco Hilton

NAA seminars

1982 — Real Estate at Auction, January 25-27, Holiday Inn Central, Tampa, Florida
Personal Property at Auction, February 15-17, San Antonio Marriott, San Antonio, Texas
1983 — January, Kansas City, Missouri
February, New Orleans, Louisiana
1984 — January, San Diego, California
February, Memphis, Tennessee

NAA members will always have ample opportunity to reserve hotel accommodations, and register for the convention well in advance. To provide information about the convention scheduling, here is a normal format for NAA convention and seminar agendas.

NAA conventions. Actual "convention" begins on Wednesday night of the listed convention dates and ends on Saturday, midnight. For hotel reservation purposes, checkout day is normally Sunday.

Activities are usually planned for the Tuesday and Wednesday of convention week, and those activities include tours organized by the host association; and the president's golf tournament or other recreational activities. CAI continuing education sessions may be held preceding the NAA convention opening dates; and information on all events will be published as early as possible.

When convention dates are listed, remember that those dates usually show the actual convention days — Wednesday night's first event through Saturday night's President's Banquet. Additional dates may be confirmed after the convention budget and pro-


"The Souths Oldest Auction Company"
(Established 1917)
List Your Property with Us
Reg. U. S. Trademark
J.L. TODD "WE SELL THE WORLD" AUCTION CO.
531 Broad Street
Rome, Ga. (404) 291-7007
LICENSED • BONDED • INSURED
GA. AUCTIONEERS LIC. NO. 137
Atlanta Telephone 577-2634
Invites Participation
By Auctioneers & Real Estate Brokers, Nationwide
REALTOR
We will be pleased to cooperate in turning your listings into immediate cash.
Call Toll-Free Ga. 1-800-282-2662/U.S.A. 1-800-241-7591

gram are approved by the NAA Board of Directors at its mid-winter meeting.

NAA seminars. The three-day auction seminars are held in January and February, on a Monday, Tuesday, and Wednesday. However, to allow yourself time to be in the seminar hotel, plus register and attend the Monday morning session, which begins at 9:00 a.m., hotel reservations should accommodate a Sunday arrival.

Three seminar sessions may be held on Monday and Tuesday each, beginning at 9:00 a.m. and concluding at 10:45 p.m. on the first two days. Only two seminar sessions are conducted on Wednesday, and the NAA Seminars conclude on Wednesday at 4:30 p.m. If air or automobile travel arrangements can be scheduled, registrants may wish to check out of the seminar hotel during the normal 12:00 p.m. checkout time; thereby reserving rooms for the Sunday, Monday and Tuesday nights of the seminar. Others prefer to stay over and depart the seminar city on Thursday.

Remember also, that hotels will hold NAA rooms up to (usually) three weeks before the opening NAA date of the convention or seminar. But, it is imperative that the registrant reserve the room early. Refunds can be made if notification, in writing, is made in advance. Penalties normally are not assessed to the registrant if cancellations (for rooms) are made in accordance with the above procedures. The NAA Board of Directors will not accept hotels, which have policies and procedures not allowing full deposit refunds if the registrants follow the announced refund procedures.

NAA convention refunds. The NAA membership should also be aware of the policies and procedures approved by the NAA Board of Directors in regards to conventions and seminars registration refunds.

Full convention and seminar refunds will be made to the registrants if they provide the NAA office with written cancellations, usually at least 72 hours in advance of the first meal function of the event. The reason: hotels demand that the meal function guarantees be given 48 or more hours in advance of the meal function. After the 48-hour guarantee time period is passed, the NAA cannot reduce the head count, and must pay for all meals served, whether the registrant attends or not. Emergency cancellations will be given full consideration if the written cancellation cannot be adhered to. But, it is hoped that ALL cancellations can be made far enough in advance to eliminate meal guarantee problems.

Lastly, the Board of Directors of the National Auctioneers Association does not plan conventions and seminars to make a profit on either event. If the event is popular and well attended, normally a net gain in income over expenditures results. Consequently, due to the membership acceptance of the programs during conventions and seminars, attendance has been high; and the National Auctioneers Association has been able to keep registration fees lower than those charged by comparable trade associations.

Planning for the '82 Atlanta convention? Don't send anything yet

Of course, it's an excellent idea to make convention plans early to assure lodging and advance registration. But your cooperation is requested as you prepare to attend the 1982 NAA convention in Atlanta, Georgia.

Hotel accommodations. The Atlanta Hilton Hotel, site of the 1982 NAA convention, *will not accept your room reservations at the special NAA room rate, until* you see the room reservation form in THE AUCTIONEER magazine. Arrangements are routinely made with convention hotels so that only after a certain date are the special NAA rates effective, and not before. Please be assured that you will have plenty of time to reserve your convention hotel room before the NAA convention week in Atlanta.

Advance convention registrations. NAA convention registration procedures allow for a discounted rate if you preregister for the Atlanta convention. However, do not send any money for Atlanta convention registrations until the registration kit appears in THE AUCTIONEER magazine. Money received at the NAA office too early to register you for the Atlanta convention will be returned, with the request to resubmit at a later date.

As in past years, all NAA members will have approximately three months in which to register for the Atlanta convention, and make hotel reservations with the Atlanta Hilton. Basically, the thing to remember is: don't send any registration money, or make any room reservations, until the necessary forms appear in your AUCTIONEER magazine, probably the February 1982 issue.

CONTAINER BUYERS

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

OR VISIT OUR WAREHOUSE

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

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

OVERSTOCKED WAREHOUSE TOOL SALE

$3,000,000.00 STOCK TO CHOOSE FROM

5 H.P. Campbell Hausfeld Air Compressor #VT5587 60 Gal. Tank 14.2 SCFM **$539.00**	**40 pc. Socket Set** ¼" 3/8" Drive Metric and SAE **$4.75**	**21 pc. ¼" 3/8" Socket Set** Metric and SAE **$3.95**	**8 pc. 3/8" Universal Joint Socket Set** 3/8" through ¾" **$6.95**	**4 pc. Pipe Wrench Set** 8"-10"-14"-18" **$9.95**
3 pc. Slip Joint Plier Chrome plated Vinyl grip 6"-8"-10" **$3.95**	**Vacuum Bench Vise** Double jaw 2" Opening **$3.95**	**Fiber Glass 16 oz. Claw Hammer** **$2.70**	**16" All Purpose Fluorescent Light** **$8.95**	**3 pc. Wire Brush Set** in Box **$1.95**
Early Warning Smoke Alarm **$5.95**	**2 lb. Rubber Mallet** with Wood Handle **$1.25**	**6 lb. Sledge Hammer** With 24" Wood Handle **$4.95**	**¾"x60' U.L. Approved PVC Electrical Tape** **25¢**	**4000 lb. Arriba Cable Puller** **$9.95**
7 pc. Color Code Hollow Nut Driver Set **$2.50**	**Rosco 2 Fister 7 pc. Screwdriver Set** Model #B7B **$3.25**	**Oil Filter Wrench** **25¢**	**Oil Pouring Spout** **25¢**	**4 pc. Tap & Die Set** **$8.95**
4 pc. 3 jaw Gear Puller Set 3"-4"-6"-8" **$31.95**	**11 pc. Combination Drop Forged Wrench Set** ¼"-7/8" **$6.95**	**5 pc. Warding File** **70¢**	**3 Speed Bench Drill Press** With Motor **$65.00**	**3/8 x 25' Rubber Air Hose** **$4.95**
Foot Pump With Gauge **$4.29**	**7¼ Comb Saw Blades** **$1.29**	**Full Set of Pool Balls** **$12.95**	**Walking Cane Pool Stick** **$4.49**	**14' Tow Rope** **$5.49**
Makita #2414 14" Cut Off Saw **$149.00** **10 or more $139.00**	**Makita 14" Blade** For Cut Off Saw **$4.00**	**6 pc. Stainless Steel Cutlery Set** **$4.95**	**Swan - 5/8x50' Reinforced Vinyl Garden Hose** Reg. Dealer Price 11.01 Our Closeout Price **$5.95**	**5/8 x 50' Vinyl Reinforced Garden Hose** Assortment of 50'-60'-75'-90' 3000' or more **9¢** PER FT.

OMAHA INDUSTRIAL TOOLS

CREDIT POLICY: We ship OPEN ACCOUNT to all well rated accounts. Non rated firms, check with order please. C.O.D. Orders must have 25% deposit.
MINIMUM ORDER: $500.00
FREIGHT POLICY: All merchandise is shipped F.O.B. our warehouse.
PAYMENT: Net 10 days.

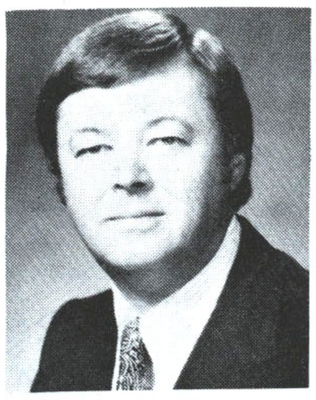
All merchandise guaranteed against manufacturing defects.

CALL TOLL FREE
1-800-228-2765

2 WAREHOUSES AND SHOW FLOORS TO SERVE YOU

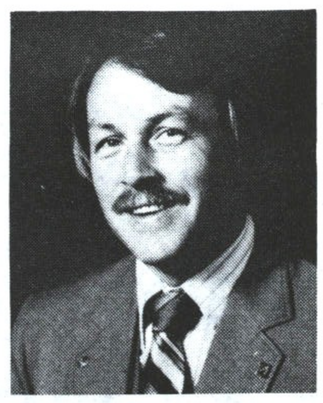
14685 GROVER ST.
OMAHA, NE. 68114

767 Kenrick Dr., Suite 124
Houston, TX. 77060
(713)820-6888



Col. Don Wendel
President

LEARN AUCTIONEERING AT THE MASON CITY COLLEGE OF AUCTIONEERING



William Meeker
Vice president

No other school has the instructors that can give you the world's most advanced methods of auction training. Most of our instructors were trained by Col. Joe Reisch, and all are endorsed by Col. Reisch who has trained over 15,000 auctioneers.

REMEMBER

• Small classes • Personal and individual attention • Comfortable environment along with actual selling assures you the auction training you need — AND YES, it can be accomplished in just one week.

FIVE TERMS EACH YEAR

Write for free catalog and how to get your ten-book, advanced auction library and pre-training free.

MASON CITY COLLEGE OF AUCTIONEERING, INC.

P.O. Box Box 1463 **Mason City, Iowa 50401** **Phone: 515-423-7200**



MASON CITY COLLEGE OF AUCTIONEERING, June class of 38 graduates from nine states and one Canadian province.

NAA officer/director articles . . .

Four principles convincing for real estate at auction

By Louis B. "Benny" Fisher, CAI
NAA Director

At least three times a day, the telephone rings in our office, and callers ask, "WHY are you selling that property Saturday at auction?" "Do you have an APPRAISAL?" "What were they asking when it was LISTED?" "What is the UPSET price?"

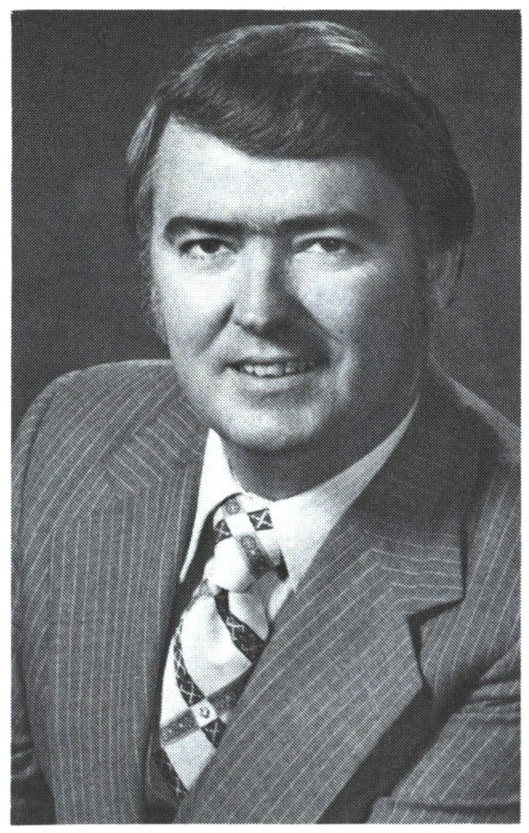
Although such questions frustrate busy auctioneers, they can be profitable. After all, inquiry implies investigation; and investigation offers you an invitation to provide information on the many gains that an auction can afford. It is far easier to grumble criticism than to give beneficial commentary on the services which we can render. *People who probe are prospects.* To survive in South Florida, and I suspect anywhere, you must explain what auctions are.

An auction is not an alternative, but an advantage. It is an advantage that no "appraisal" can accent accurately. An appraisal is only an opinion of value, expert though it may be, based on one person's singular judgement. The ancient adage, "Two heads are better than one", still prevails in the auction arena. It is where the plurality margin proves a plus by providing the forum where multiple offers are received simultaneously; and worth is established by many minds through the process of collective competition.

I would rather have my case adjudicated by a jury than be acquitted by a judge anytime. When the last bidder raises his hand, the consensus of the crowd has formulated "fair market value", relevant to any property, at that particular point in time. It may be above or below, higher or lower, than somebody's estimate. Nevertheless, it is a figure fingerprinted by fact. That is an advantage over any alternative guess that anyone can make.

An auction is not an option, but an opportunity. It is an opportunity that can only be minimized by a "listing" that places a ceiling price on any given property. Have you ever known a potential buyer — any buyer — to submit an offer to purchase, in an amount exceeding the asking price? (I have seen it happen, more than once, in an auction.) Brokers always wind up in the middle, and become bartering agents, at best; or couriers of contracts, at the worst.

A sample scene from the phenomenal production called "Games People Play" casts the following characters in this sequence of events: ACT I — A typical property is advertised as available for $100,000. ACT II — Any prudent prospect knows that there is some leverage in that price. Therefore, the prospect makes the generous offer of $80,000, thus waging the conflict of war. ACT III — The owner adamantly refuses, and to innoculate himself against further bites, agrees to accept $90,000. ACT IV — The possible purchaser cautiously volleys his counter-offer for $85,000. FINALE — By now, the buyer is defanged, the seller is defused, and the broker is delirious. However, "splitting the difference", they have closed a contract for $87,500. Both bargainers feel they have outwitted each other to win another contest, while the beleaguered broker collapses on the court, as the curtain falls on his compromised commission, an inevitable result of his ping pong program.



NAA director Benny Fisher was elected to the Board of Directors this year. He is the sole proprietor of Auctions By Fisher, a firm specializing in the sale of real estate and antiques. The Fisher auction company has two offices in Pompano Beach, Florida, and an office in Hendersonville, North Carolina. Mr. Fisher is also presently serving as a vice president of the Florida Auctioneers Association.

Western
college of auctioneering
1948-1981 — 33 Years

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

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

We Stress Quality — Not Quantity!

Smaller Classes — Large Results!

WRITE: Western
college of auctioneering

Box 1458, Billings, MT 59103 **Phone: 406 252-2565**

Use this analogy to convince your broker colleagues that *you can be an ally, not an adversary*, in their performances. An auction creates the clean cutting edge of competition, which obviates these obstacles, and spells opportunity, not option.

An auction is not a chance, but a choice. It is the choice given a seller to make his decision. One does not have to depend on the caprice of those contenders whom I have just mentioned. A contract is presented, and more often than not, consummated immediately, when an owner is granted only two choices — Confirm or Cancel. Believe me, contracts and checks have a way of changing "minimums" in sellers' minds.

An auction is not a gamble, but a guarantee. It is a guarantee to sell property, not sit on it. When you can promise a client to sell his property, 30 days from today at 11:00 a.m., instead of posting the property with a "For Sale" sign and waiting for the world to find it, that eliminates uncertainty. Signs stand as silent sentinels selling nothing — auctions do the selling!

Recently, I had the privilege to demonstrate again the above four principles. A desperate personal representative of an estate booked an auction with me for a certain property, having problems which seemed insurmountable. Three of the largest brokerage companies in my area, one a well-known national firm, each had an exclusive-right-of-sale for successive periods of time totaling two years. All had failed to effect a sale or even generate more than one offer through the wondrous miracle of the multiple listing service. The marvelous master appraisal was for $62,500, and the single offer for less. The auction was scheduled, the crowd gathered, the preview passed, the property sold, and the buyer and seller alike were both ecstatic. The price? It was $74,000 cash! (Appraisers and brokers love that.) And it's so much fun for us auctioneers.

When "ignorance is bliss", it may be your bonus. The next time you are asked, "why are you selling that property at auction?", answer with the determined confidence of my daughter, *"it's the only way to sell!"*

They beat the competition in Lancaster, Pennsylvania. Five McDonald's restaurants honored their competitors' coupons. The McD's franchises invited all customers to redeem any fast-food restaurant coupons for a McDonald's equivalent. If McDonald's doesn't carry a certain food item, the store will redeem the coupon up to its face value in McDonald's products.

AMERICAN BUSINESS

Gross annual receipts for women-owned businesses were $41.5 billion. This represented 6.6% of all U.S. business receipts, excluding those of large corporations.

Makes Clerking Auctions Easier

PLEASE STATE SIZE OF FILE YOU WISH TO ORDER

100 Slot File
(Slots—3½" deep - 2½" wide)
$59.95

100 Slot File
(Slots—2" deep - 2" wide)
$59.95

50 Slot File
(Slots—3½" deep - 2½" wide)
$39.95

50 Slot File
(Slots—2" deep - 2" wide)
$39.95

You can use any of the above files for several hundred bidders or more.

We have the clerking sheets that come in triplicate, with three sides glued together. There are 21 items per sheet. These are made for the 2" file. We do not make a clerking sheet for the 3½" by 2½" file.

Package of 200 sheets (4,200 Items)
$40.00

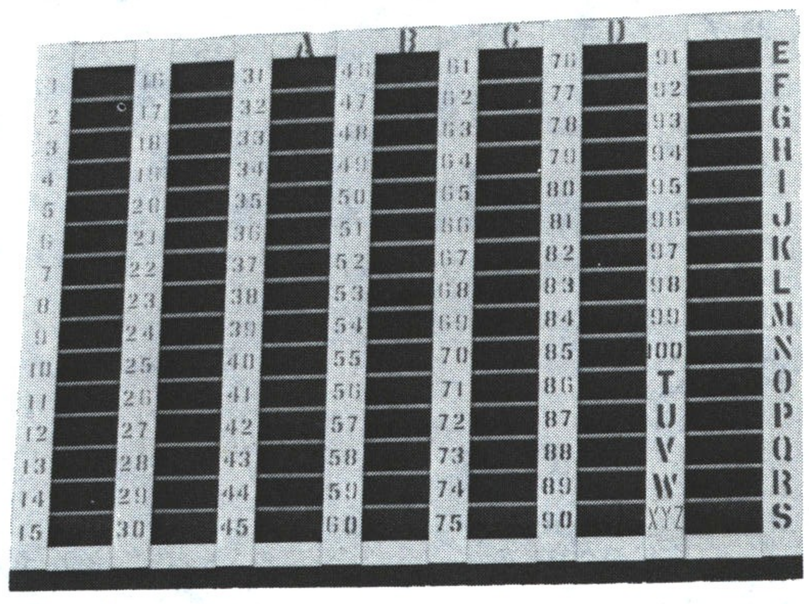
Package of 600 Sheets (12,600 Items)
$115.00

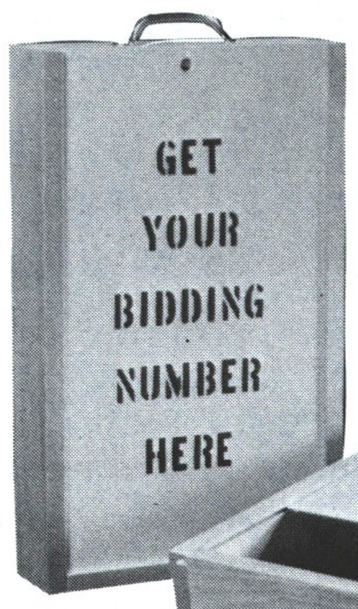
Telephones—Office (308) 995-8614
Home (308) 995-5098

We pay shipping charges on all items

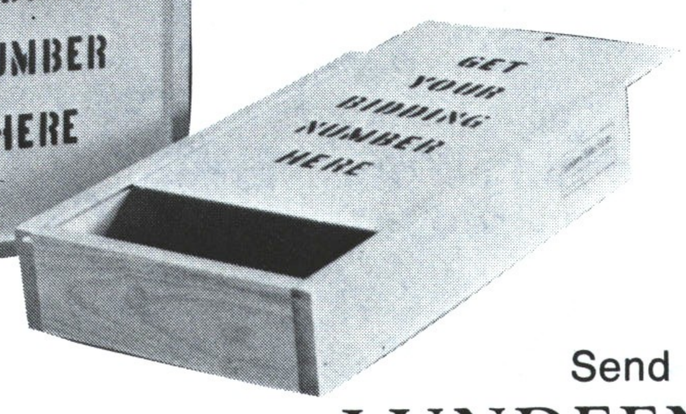
★ **Filing System**
★ **Supplies Carrier**
★ **Sale Forms**

★ **SPECIAL** ★
100 Slot 2" File
Supply Carrier
200 Clerking Sheets
$99.95





Supplies Carrier
11½" x 19" x 3½" includes Clip Board for sales forms.
$19.95



Sales Forms, in triplicate
200 sheets (4200 Items) **$40.00**

Item	No.
Purchaser	
Price	

This is for the 2" file

Send check or C.O.D.

LUNDEEN SALES FORMS
423 East Avenue Holdrege, Nebraska 68949



METALWORKING MACHINERY AUCTIONEERS

NOW YOU CAN REACH OVER 190,000 METALWORKING MACHINERY PLANTS

SELL-ECTIVE mailing lists

IMN's metalworking lists are the most complete, up-to-date, and productive available today. PLUS, IMN has all the options you need on your list.

Looking for a geographic list? We have it. Need a list of large metalworking plants? Small metalworking plants? We have them, too. How about a list specifying equipment in use? . . . Or one by S.I.C. numbers? You name it, we have it.

SELL-ective mailing lists have hundreds of satisfied users—including names such as Dunn & Bradstreet, Thomas Register, McGraw-Hill, the U.S. Government, Norman Levy Co., Wershow-Ash-Lewis, Stephen L. Winternitz, Inc., Ron Timmons & Co., Roland Grenier & Co., etc.

IMN Can Also Handle Your Printing Work From Concept To Finished Product.

Call, Write or Wire For More Information Today!

INDUSTRIAL MACHINERY NEWS CORP.

29516 Southfield Rd. • C.S.#5002 • Southfield, MI 48037
Phone: (313) 557-0100 Telex: 231237

Handguns, automatic weapons at auction

By Harry A. Anderson, CAI
NAA Director

Guns have always interested, intrigued and worried auctioneers whenever the possibility of their sale at auction has arisen. All of us enjoy selling the old Kentucky long rifles or a No. 12 Parker shotgun at auction, but whenever modern weapons or handguns are mentioned, most of us shy away without even thinking of putting them over the block.

For those of us who do the majority of our auctions on the premises, of the businesses or estates, we are selling, it is not feasible to acquire a Federal Firearms License which is good for one location only. **In August of this year, we had the opportunity of liquidating a complete gun shop for the Small Business Administration.** Usually when a business like this comes up for auction, most of the weapons have been sold off; and there are few, if any, left to sell at the auction. This time, when we entered the shop to inventory the contents, there were over 100 handguns, from Derringers to 357 magnums, and several automatic weapons including a 1928 Thompson machine gun, and M-16 rifles. Neither the government representative nor myself had had prior experience with the laws regulating the sale of automatic weapons at auction.

Many telephone calls to the Bureau of Alcohol, Tobacco & Firearms, the FBI and various other agencies made us quickly aware of what was necessary to sell these unique weapons at auction. The first thing we learned was that no one, without a Class 3 firearms license or a special permit, was even allowed to touch the automatic weapons. Since it can take considerable time to acquire a permit, we needed to find a Class 3 firearms dealer. As the ATF is not prone to giving out information on firearms dealers, we had to rely on the phone directory to come up with a qualified person. Once we found a Class 3 dealer, everything was go.

Aside from the restricted handling of these weapons, there are very few persons permitted by the government to own these guns. The Class 3 dealer, of course, may own them, but for an individual to own an automatic weapon, he must first apply to ATF for permission, pay a $200.00 fee, and wait. The waiting period can be upward of six-eight months, and if the applicant is refused, the fee is not refundable. Pennsylvania further restricts ownership to veterans of the armed forces. (It also needs to be noted here that any rifle or shotgun with a barrel under 18" is put into the same classification as an automatic weapon, Class 2, and that ownership on this type of weapon is also severely restricted. This is something to be aware of when going into an estate with a few old shotguns or rifles around. It just may be that Grandpa sawed off the barrel too short, and if you sell it, it is illegal.)

NAA director Harry Anderson was elected to the NAA Board of Directors in 1981. Anderson Auctioneers, Inc., is located in Georgetown, Pennsylvania, where director Anderson is active in the Pennsylvania Auctioneers Association as its 1981 president. Mr. Anderson is also a member of the Ohio and West Virginia State Auctioneers Associations, and a graduate of the CAI Charter Class.



As for handguns, each state has its own rules and regulations. According to the federal government, any gun manufactured prior to 1898 is considered "antique" and regulations are nil. **Any gun manufactured after 1898, even though it is of the same type and model, is considered modern; and all state and federal regulations regarding the sale of these weapons must be adhered to.** As each state does have its own laws regarding guns, it is to your benefit to hire the professional gun dealer who works with these laws on a daily basis and is most knowledgeable of them.

When setting up for this type of auction, we hired a qualified gun dealer to be present at the auction, to handle the automatic weapons in particular, and to take care of any and all registration requirements for the guns sold at the auction. The gun dealer also took the sold weapons to his place of business where the buyers picked up their weapons after the appropriate waiting period. In Pennsylvania this is five business days following the sale.

Since state regulations are so varied, and federal regulations are confusing to anyone not working with them on a daily basis, we feel that it has been to our advantage to hire the professional dealer who works with these laws constantly and is most knowledgeable in the field. Just as you would encourage John Doe to hire the professional auctioneer to conduct an auction rather than try to do it himself. It only makes sense to hire a professional gun dealer to take care of weapons' sales.

THINK POSITIVE. We can go to the NAA Atlanta convention in 1982 with a membership of 12,000, but only if each one of us were to recruit one new NAA member. We need to "wake up" potential NAA members to the Association benefits available only through NAA membership. WE CAN DO IT — 12,000 strong before the Atlanta convention.

B. G. Coats

COMPUTER SYSTEMS FOR AUCTIONEERS

As an owner of a weekly auction house since 1973 with 15 years experience as a senior systems analyst and computer programmer, we have developed programs to computerize your auction business.

- Our programs run equally well on most micro computers — TRS80II, Zenith Z89, Apple II, and many more!
- Typical hardware costs $3500.00 with range of $2495 to $7500 depending on **your** application.
- You can select your computer vendor locally for service or get Zenith at a discount from us.
- Complete accounts payable, general ledger, account receivable, and payroll $500
- Auction balancing with final settlement for multiple consigner and commissions $350
- Magic Wand Word-processing — generates catalogues, appraisals, and general business letters and communications $400
- Spellguard — checks your letters against a 20,000 word dictionary.....$295
- Mailing List Management $125
- Video Terminal on Auction Stand with multiple real time on-line collection and invoicing .....Call

Our Approach: All programs designed for first time computer users.

Will operate on most micro-computers with CP/M with most popular printers complete portability for computer to computer.

Demo Packages — $50

Try our software at your local computer shop before you decide to buy!!

John Jones
MICROSYSTEMS
P.O. BOX 521
HELOTES, TEXAS 78023
Visit us at San Antonio Auction Gallery
5096 Blanco — San Antonio

1-512-342-4755

THE PROFESSIONAL AUCTIONEER AND WHAT HE NEEDS TO KNOW

BY RUSSELL KRUSE

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

CHAPTER HEADINGS

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

Price of book $10.00 (Volume discount available). WRITE: Kruse Office, Auburn, Indiana 46706. ATTENTION — Russell Kruse.

ALSO AUCTIONEER TRAINING AT KRUSE AUCTION INSTITUTE AUBURN, INDIANA

Number #1: Three Week Course starting in February, June and October. Personalized training with actual book study and written tests. Written tests nearly everyday including but not limited to Contracts, Advertising, Sale Brochure, Offer to Purchase and Sale Summary. Last day of course has four hour written test to better prepare you for Business or State Test the following week. (Fee $300).

Number #2: Special Correspondence Course: Home Study Program. Kruse Book and other written material that should be very helpful in state test preparation as well as making you a better auctioneer. This also includes attending the Final Day of Course No. 1 and taking four hour written test if desired. Actually you will receive all of the 3 week course paperwork with instructions for each day for 3 week period. Live Auctioneer voice tape by Mr. Kruse included. Same as if you were in class. This is a natural setup for the person who cannot be away from home for 3 weeks but can be gone for one day review and 4 hour master test at Kruse Office on Saturday just before State Test.

FEE ONLY $75 — ALL BY MAIL IF DESIRED.

Contact Russell Kruse, Kruse Office Building, Auburn, IN 46706. Finance available in all courses.

SALE CLERKING SHEETS
and other Auction forms
Write for Samples and Prices
BURTON PRINTING CO.
P.O. Box 597 Hastings, Nebr. 68901

Successful antiques auction not an accident

By Robert H. "Bob" Glass, CAI
NAA Director

Antiques fall into many categories. Legally, an antique is "any object made prior to 1830," just before the onslaught of the Industrial Revolution on a world-wide basis. That is the generally accepted time when items moved from being handmade to machine-made. The more commonly accepted definition of an antique is "any item 100 years old".

However, we as auctioneers also realize that at certain times, items from the 1940's and 1950's create more interest. Thus, you might be more comfortable with this definition — **"an antique is any object of social history, sought after by collectors and rescued from oblivion."**

It has been my opinion for a number of years that the top buyers of antiques will pay handsomely for choice pieces if a number of items are brought to the "marketplace" on the same day. As the antiques auction becomes a more sophisticated market, it behooves the consignment house to place similar items of the same age or era into the auction together. It is essential to group for the purpose of your brochure or advertising, items that will tell customers you have more than one item in a category. It may be necessary to hold at least one-half dozen similar pieces in order to offer a choice to your customers.

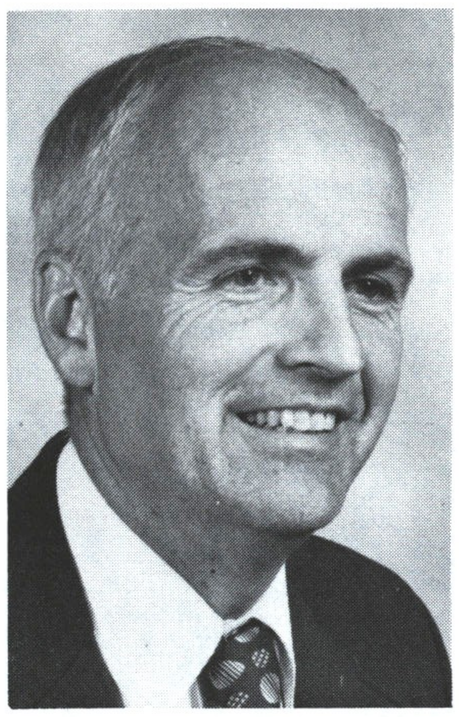
The development of specialty auctions has led to an upsurge of interest in recent years, whether it be in Americana, glass, Orientalia, dolls, paintings, textiles, or art deco.

A recent auction of over 300 clocks drew buyers from our neighboring states, as well as several Eastern Seaboard states. Many bidders mentioned the fact that it was the *volume* as well as the *quality* of clocks offered that brought them to the auction.

An outstanding, successful antiques auction is not an accident, but a careful orchestration of the various marketing components and techniques, that will assure you and your client the top dollar at that moment.

The presentation of your antiques should not produce a haphazard "scrambled eggs" appearance. That is to say, plan out the selection of articles. It doesn't help an antiques auction to mix old and new items. This mixture only benefits the buyer, with no benefit to your client by grouping large lots together. Put choice items out as far as possible.

Articles at your antiques auctions should be attractively displayed and grouped. The careful display and arrangement of antiques helps bring in top dollars. Items can be displayed on velvet covered tables, step-back tiered stands, in lighted showcases,



NAA director Bob Glass was elected to the Board of Directors in 1981. He is the owner of the Robert H. Glass Auction Gallery in Central Village, Connecticut, and is active in the Connecticut, Massachusetts and Rhode Island Auctioneers Associations. The Glass firm specializes in auctioning antiques, and features the added talents of auctioneer and wife Barbara Glass, and six children, all of whom are also practicing auctioneers.

or in a "designer's" setting with furniture, lamps, glass, china, rugs, and paintings grouped together.

Another service for the customer, during the inspection period, is an attended examination area, complete with small tools, desk lights, black lights, padded table, etc.

Also, our customers always appreciate their fine antiques (glass and china) wrapped for them and held in an attended area.

Careful scrutiny of your advertisements will help you alert the collector who is waiting to appear at your auction. And certainly never lose sight of advertising's purpose, which is to inform your customer via "descriptive enough" ads and brochures. Often a little extra time and effort in tracing down a touchmark, an artist, or a craftsman enhances price bid.

The use of photographs, description of size and condition are always greatly appreciated.

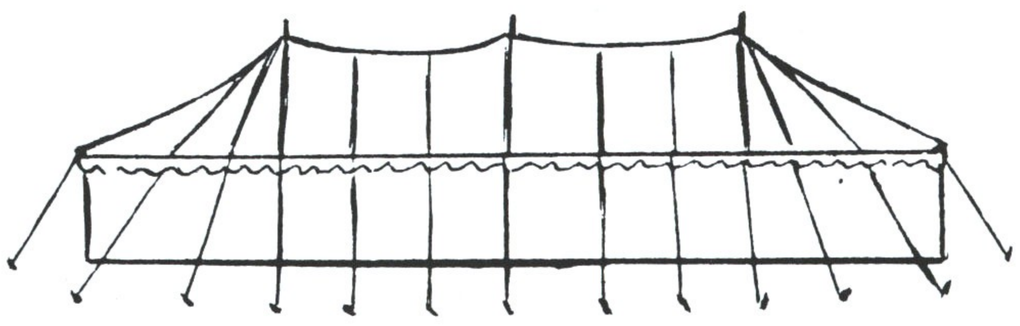
One of your best marketing tools is an up-to-date mailing list. The correct market can be pinpointed, and a list developed for sending to antique dealers and collectors in your area. Among all the possible outlets for your antiques advertising, the following are popular: THE ANTIQUE TRADER (Iowa), THE COLLECTOR'S NEWS (Ohio), ANTIQUES MAGAZINE (New York), THE NEWTOWN BEE and ANTIQUES AND THE ARTS WEEKLY (Connecticut), and THE MAINE ANTIQUES DIGEST.

Also, do not overlook professional men and women in your community as a possible market — accountants, attorneys and doctors.

It is simply a matter of targeting your market repeatedly, for every sales campaign in your auction business. The assurance of top money for you and your fiduciary is obtained when you advertise effectively, display attractively, and treat your customers fairly. **Your antiques auctions should be an arena for sound investments, and not a bargain basement.**

Please feel free to call or write me, with any questions that relate to the marketing techniques of auctioning antiques. I would be pleased to visit you personally if our schedules permit.

Lastly, here are four publications that I consider useful: WOODENWARE, Mary Earle Gould; PRESSED AND SANDWICH GLASS, Ruth Webb Lee; AMERICAN GLASS, George McKearin; FURNITURE TREASURY, Volumes I-III, Wallace Nutting.



VALDOSTA TENT

& AWNING COMPANY

706 N. FORREST ST., VALDOSTA, GA 31601

Office Phone
(912) 247-9843

Mailing Address
P. O. Box 3178

Call, write, or come by and see us
before you buy. (You'll be glad you did!)

GORDON L. SHAW, Owner
Home Phone (912) 247-5209

—Manufacturer of tents for over 25 years—



MOVE MERCHANDISE
IN DALLAS, TEXAS

When you advertise in the Sunday, Dallas Times Herald, you reach more than 693,000 readers in the Dallas area.

When you want to reach auction goers with money to spend, Dallas is the place and the Dallas Times Herald is the newspaper.



Now featuring "The Auctioneer" every Sunday in the Classified section.

Contact Debbie Dent, 1101 Pacific Avenue, Dallas, Texas 75202, 214/741-1515.

Source: Dallas Times Herald Continuing Market Survey, 1979, 4,000 Telephone Interviews.

Dallas Times Herald

The newspaper Dallas can be proud of.

AUCTIONAIRE®

Portable Public Address Systems

FACTORY DIRECT
COMPARE & SAVE WITH **AUCTIONAIRE®**

Designed for Professional Auctioneers

ATTENTION GETTER® Electronically produced wavering type siren at the push of a button (replaces gavel for getting attention).

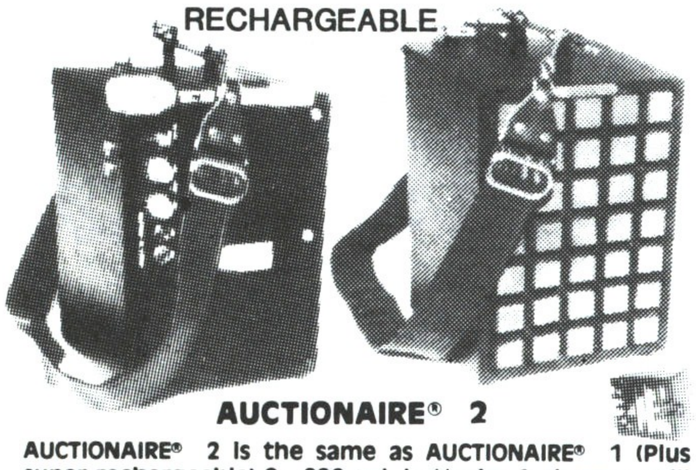
Personalized Brass Name Plate on face of Auctionaire units 1–2–3–4–5. (Indicate the exact way you want your name to appear when ordering.)



AUCTIONAIRE® 1

AUCTIONAIRE® 1: Attractive, sturdy wooden case, specially designed for clear sound, covered with heavy duty, weatherproof, automotive vinyl. **SPEAKER:** 6"x9" Dual-cone acoustical suspension speaker produces a crisp, clear sound. Will handle power amp at full capacity. **AMPLIFIER:** Solid state, all transistor, low consumption. **MICROPHONE:** Condenser type, directional pattern, built-in filter for close talk. Brushed aluminum body. On-off switch, mike holder and Deluxe storage case. **SHOULDER STRAP:** 2" wide adjustable with carrying handle. **INPUTS:** 1 microphone and 1 auxiliary for tape recorder, etc. Separate volume controls. All mounted horizontally to be kept free of moisture and foreign particles. **POWER SOURCE:** 8 D Cell, flashlight batteries, many, many hours operation with alkaline type. **DIMENSIONS:** 10¾" high, 8" wide, 7½" deep. **WEIGHT:** 9 lbs. with batteries (batteries not included) **AUCTIONEER'S COST $197.00**

RECHARGEABLE



AUCTIONAIRE® 2

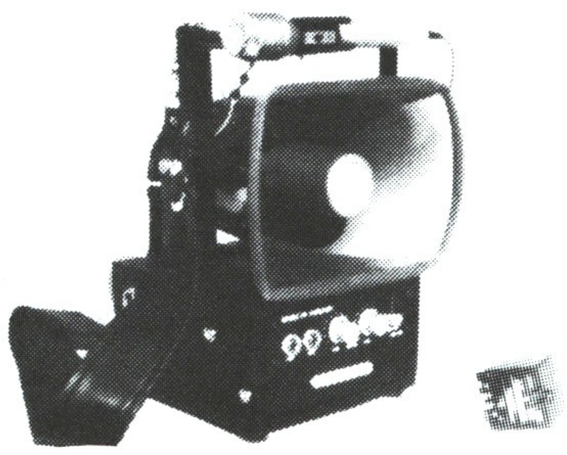
AUCTIONAIRE® 2 is the same as AUCTIONAIRE® 1 (Plus super rechargeable) 2 - 626 gel. batteries & charger. Will last over 12 hours per charge.
AUCTIONEER'S COST $289.00



AUCTIONAIRE® 3

AUCTIONAIRE® 3: Amplifier, microphone, power source, shoulder strap, and inputs same as Auctionaire® 1. **SPEAKER:** All weather indoor/outdoor, full range public address horn. Rubber edge damping ring for crisp, smooth sound. **DIMENSIONS:** 10¾" high, 8¼" wide, 8¼" deep. **WEIGHT:** 8½ lbs. with batteries (batteries not included).
AUCTIONEER'S COST: $187.00

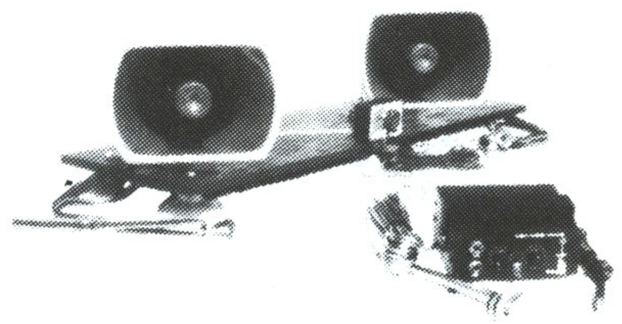
RECHARGEABLE



AUCTIONAIRE® 4

AUCTIONAIRE® 4 is same as AUCTIONAIRE® 3 (Plus super rechargeable) 2 - 626 gel. batteries & charger. Will last over 12 hours per charge. **AUCTIONEER'S COST $279.00.**

DUAL PURPOSE – AC & DC



AUCTIONAIRE® 5

AUCTIONAIRE® 5: Convert your car or truck to a mobile sound unit in seconds. Also works well in auction houses. Powered by our 30 Watt, all transistor amplifier with electronically produced, wavering type siren. Plugs into any 12 volt automotive cigarette lighter socket or regular 120 AC for indoor use. Two all weather, indoor/outdoor, full range Public Address horn speakers with rubber damping rings for a clear smooth sound. Speakers can be rotated up or down in any direction. Anti-feedback microphone with built-in filter for close talking. On-off switch.
AUCTIONEER'S COST $259.00

WIRELESS MICROPHONE SYSTEM

This system takes advantage of the new 49 Mhz band, which permits 100 milliwatt transmitter long range power without an FCC license. Ideal for auctioneers, school auditoriums, bingo parlors, etc. Receiver features an on-off pilot light, signal control meter and plugs into your existing P.A. system. Power source, 9V radio batteries. Imported.
AUCTIONEER'S COST $149.00

YEAR END CLOSEOUT $79.00



BE A PROFESSIONAL AUCTIONEER



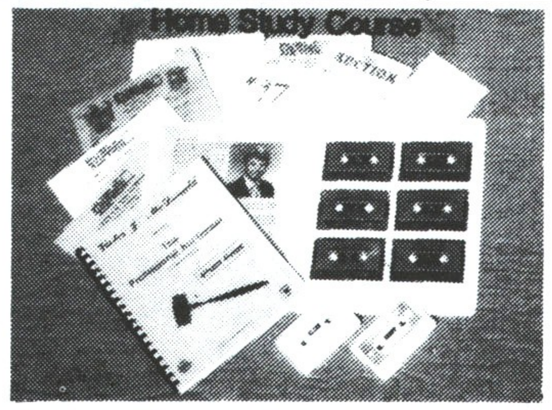
Victor J. McDonald, Master Auctioneer, Real Estate Broker & successful businessman, has conducted many, many auctions. *(Even one that was spotlighted on* **CBS' 60 MINUTES.)**

No need to travel across the country and try to cram the foundation for a lucrative profession into a 1 or 2 week school. Listen, learn and practice at your own pace.

- AUCTIONEERS CHANT
- HISTORY OF AUCTIONS
- NUMBER BRACKETS
- FILLER WORDS
- OPENING CHANTS
- SALESMANSHIP
- BUYING & SELLING
- CONTRACTS
- BANKING
- ETHICS

PRACTICE CASSETTE

Use daily and return for CERTIFICATE OF COMPLETION.



Years of preparation and research have gone into this 8 cassette auctioneering course and study guide textbook. The steps you must follow to reach your goal are set out in an easy and practical plan designed to be followed at your own rate of progress.

Complete Course $99.00

MAIL TO: AUCTIONAIRE® DIVISION, P.O. Box 1968 Victoria, TX 77902

PAYMENT WITH ORDER - WE PAY POSTAGE - C.O.D. YOU PAY POSTAGE - CALL (512) 578-9811

VICTOR McDONALD COMPANY, AUCTIONAIRE® DIVISION

TEXAS RESIDENTS ADD 5% SALES TAX

BE AN NAA BOOSTER CLUB CONTRIBUTOR!

The NAA Booster Club program (Booster Club listings are published four times annually in THE AUCTIONEER magazine) is dependent upon voluntary NAA member contributions — $10 annually from members who wish to help defray expenses of publishing and mailing THE AUCTIONEER magazine. Booster Club contributors will not be billed annually, but if you wish to join those who support your magazine, add $10 to the total amount shown on the enclosed dues billing statement (mark it as a Booster Club contribution). Your name will appear four times in the quarterly listing in THE AUCTIONEER magazine.

You can be a BOOSTER CLUB CONTRIBUTOR, and thank you for your added support of THE AUCTIONEER magazine.

Like THE AUCTIONEER? Boost the magazine for $10

NAA members who have already received their 1981-82 dues statement also received the above invitation to be an AUCTIONEER Booster. Hopefully, you will respond by adding $10 to your $30 NAA dues, and "boosting" THE AUCTIONEER. Your contribution helps defray the ever-increasing expenses of publishing and mailing the NAA's official publication. As an AUCTIONEER Booster, **your name will appear four times annually in the magazine,** along with other Booster Club members across the country.

Also, you can become a Booster Club contributor anytime during the year. Send your $10 contribution to the NAA office, with accompanying instructions to make you an AUCTIONEER Booster Club contributor.

Your additional support for the NAA magazine is very much appreciated, not only by the NAA Board, but also by THE AUCTIONEER's nearly 7,000 readers.



MISSOURI AUCTION SCHOOL, August class of 146 students from 33 states and Canada. Instructors and staff seated front row, beginning fourth from left: secretary Judy Klepac, instructor Paul Dewees, registrar Boyd Michael, president Dick Dewees, secretary Dorothy McGlothlin, and instructors Dale Vaughn, Gary Ryther, and Susan Stuke. Instructors not pictured: Daryl Ball, L. H. "Bing" Carter, Dean Cates, Chuck Cumberlin, Neal Davis, Verlin Green, Robert Purinton, Kevin Sheehan, Joe Small, Stanley Stout, Brent Voorheis, and John Wood. The next school term begins November 30, 1981.

Quilt auction benefits Hospital Auxiliary

It has become an annual event in Cresco, Iowa — the quilt auction by the Howard County Hospital Auxiliary. It all began four years ago with an idea from former Hospital Auxiliary president and past NAA Auxiliary president, **Irene Erickson,** wife of NAA past president **Lyle Erickson.**

This year, the auction was another success, netting $2505, from the sale of three large quilts, seven tied comforters, two baby quilts, and nine baby wraps. The highest selling large quilt brought $310, and the highest baby quilt brought $125. Eleven local auctioneers volunteered to conduct the auction and serve as ringmen, to the 4,000 people who attended the combined auction and Saturday evening's entertainment.

However, the Hospital Auxiliary's quilt auction was only part of a town-wide celebration.

Cresco, Iowa, annually sponsors Ag Fest in August, to recognize agriculture's contribution to the town and surrounding area. This year, Ag Fest's activities began with a farmer's market on the courthouse square, and included games, music, food, the quilt auction, and evening entertainment.

Even though the Hospital Auxiliary holds other fund raising events throughout the year, the quilt auction is the organization's primary contributor. Quoted from a TIMES-PLAIN DEALER article, Irene Erickson describes how the quilt auction has grown.

> "I guess I'm the one responsible for getting the thing going," admitted Irene. "Then I talked my husband Lyle and all the other auctioneers in the area into donating their services in auctioning off the quilts. It has worked out real well.
>
> The quilts are not made by just the Hospital Auxiliary. "I send out letters to churches and organizations, asking them if they will consider making a quilt for the auction. I check back with them a few months later, so we can get an idea of how many quilts we will have," said Mrs. Erickson.
>
> "A lot of the quilts are made during the winter months," noted Irene. "Many women begin working on them in November and December, then finish in February. Some people find it a good way to spend the winter months."

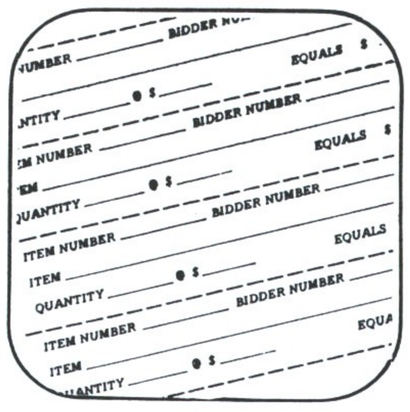
Since its beginning four years ago, the quilt auction has remained a yearly success. Last year, a dozen quilts brought $1495, nearly three times the amount raised the first year when six quilts brought $520. Of course, the purpose of all the fund raising is to support the Howard County Hospital.

This year, the funds raised for the quilt auction will help pay for a Britcher-Cautery machine used in surgery, and contribute to a medical recruitment fund.



Bidder Registration Cards

KWICK KLERK'S personalized Bidder Registration Cards are the perfect way for qualifying your buyers. Each card is printed on heavy, colored card stock. The top of each card is perforated and detaches for filing in your "KABINET" while the bottom detaches with your personalized logo printed on it.....a great business card! Only $22 for the first 1000 cards. $20 for each additional 1000. Give them a try! We know you'll like them!



Clerking Sheets

Our Clerking Sheets have been redesigned by our professional graphics staff. The sheets are available in 3 or 4 part NCR (carbonless) varieties and are precut with a card stock back copy. Our unique sales tabulation section on each sheet helps in eliminating posting errors and gives you a constant report of your auction's progress. Each sheet contains 10 tickets and they're shipped in 100 sheet packages. 3 part sheets are only $18/package. 4 part are $20.

CALL OR WRITE FOR A FREE BROCHURE & SAMPLE KIT

Kwick Klerk©

Box 147 Northfield, Mn. 55057 (507) 645-4407



HOSPITAL HELP FROM QUILT AUCTION. NAA Auxiliary past president Irene Erickson, left, and Howard County Hospital Auxiliary president Sue Chailquist, display some of the quilts auctioned by area auctioneers in Cresco, Iowa. Proceeds from the annual auction benefit the county's hospital.

The Auxiliary to the

National Auctioneers Association

1981-82 Officers

PRESIDENT:

Mrs. Pat Lambright, 112 N. Detroit St., LaGrange, Indiana 46761, phone: 219-463-2012

PRESIDENT-ELECT:

Mrs. Ann Williams, P.O. Box 183, Arlington, Washington 98223, phone: 206-435-3608

VICE PRESIDENT:

Mrs. Naomi Newcom, P.O. Box 458, Whitewater, Kansas 67154, phone: 316-799-2278

SECRETARY-TREASURER:

Mrs. Pat Dunning, P.O. Box 866, Elgin, Illinois 60120, phone: 312-741-3483

HISTORIAN:

Mrs. Myra Garner, 1003 East Hibiscus Drive, Bartow, Florida 33830, phone: 813-533-9130

DIRECTORS

TERMS EXPIRING 1984

Mrs. Glenda McCarter Johnson, P.O. Box 46, Sevierville, Tennessee 37862, phone: 615-453-8417

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

Mrs. Joanne Laumeyer, 7306 Cleve Avenue East, Inver Grove Heights, Minnesota 55075, phone: 612-455-9547

TERMS EXPIRING 1983

Mrs. Virginia Dilgard, 135 Union, Ashland, Ohio 44805, phone: 419-325-2122

Mrs. Lila Moody, P.O. Box 795, Darlington, South Carolina 29532, phone: 803-393-0431

Mrs. Betty Short, 1341 E. Orchard, Phoenix, Arizona 85020, phone: 602-944-5626

Mrs. Irene Dudley, Route 4, Box 3, Hampton, Iowa 50441, phone: 515-456-4318

TERMS EXPIRING 1982

Mrs. Ruby Hartman, 12008 South St. Route 122, Camden, Ohio 45311, phone: 513-787-3211

Mrs. Kay Aldinger, Rt. 1, Box 42, Cleveland, North Dakota 58424, phone: 701-763-6262

Mrs. Eleanor L. Moon, Lewis Rd., Box 575, North Attleboro, Massachusetts 02760, phone: 617-761-8003

Dear Auxiliary members and friends,

Wasn't it a marvelous experience to be a part of the fund raising activities for a new national headquarters? Those of you who could not attend the Las Vegas Convention missed a chance to witness a group of professionals, declaring a love and devotion for an organization they believe in.

I sat with my family and members of our auction team at the convention, watching the enthusiastic fund raising. It seemed to me that everyone participated like a family unit, supporting each other in this endeavor. I am confident that the new headquarters building will be a success, and I am so proud our company could be a small part of the effort. However, there was more to be gained from this fund raising activity than money.

Indeed, there was a valuable lesson to be learned: a definite "need" was recognized, but instead of passing the buck, our Association pitched in and provided. I observed my fellow auction professionals, who had no previous association with each other except a love for the auction profession, join in and share. I felt very close to my family at this time and also felt this same closeness from the entire membership of our organization.

Also I wish to thank each of you who helped me so much with my part in the convention, especially my family, the people who work with us from our auction company, and the NAA staff.

When looking back over this convention, I think of a small proverb I learned years ago.

> "The good Lord gave us two ends, one to sit on, one to think with. Success is determined by which end we use the most. Heads you win, tails you lose."

I am proud to be a part of an organization that's "headed" in the right direction.

I am certainly looking forward to the Atlanta convention, and I know that Lila Moody, chairperson for the Auxiliary, being the dynamic person she is, will continue the pride we have in our Auxiliary convention programs.

Here's to another successful year for each of you.

Betty L. Short, director
Auxiliary to the NAA
Phoenix, Arizona

NOBODY BEATS OUR PRICES!

THE BEST IN AUCTION & FLEA MARKET MERCHANDISE

SHELDON CORD'S $2 MILLION DOLLAR JEWELRY SALE

FOR ORDERS ONLY

CALL TOLL FREE (800) 621-7999

LCD PEN WATCH BOXED $7.90 EA.	MEN'S LCD WATCH w/TWIST BAND—BOXED $6.50 EA.	LADIES' LCD WATCH w/TWIST BAND—BOXED $6.90 EA.	MEN'S LCD WATCH w/ALARM BOXED $9.90 EA.	LADIES' LCD WATCH w/ALARM BOXED $9.90 EA.
LADIES' LCD WATCH PENDANT w/CHAIN $7.90 EA.	MEN'S LCD WATCH w/MUSICAL ALARM $13.90 EA.	LADIES' LCD WATCH W/ MUSICAL ALARM $13.90 EA.	LCD DIAMOND CUT LIGHTER WATCH $16.00 EA.	LCD STICK-ON CLOCK $60.00 DOZ.
LCD ULTRATHIN MEN'S or LADIES' WATCH— DELUXE BAND $11.90 EA.	MEN'S RHINESTONE DIAL WATCH BOXED $7.90 EA.	LADIES RHINESTONE WATCH BOXED $10.90 EA.	MEN'S CALENDAR WATCH w/ EXPA. BAND $6.90 EA.	POKER TABLE JEWELRY BOX $4.00 EA.
21-JEWEL MEN'S WATCH w/EX. BAND BOXED $13.90 EA.	17-JEWEL POCKET WATCH w/HUNT SCENE CASE $18.95 EA.	ASST. RING WATCHES $12.90 EA.	MICKEY MOUSE WATCH $6.90 EA.	WALT DISNEY CHARACTER WATCH $7.90 EA.
DIAMOND CUT CROSS PENDANT $3.50 DZ.	ITALIAN HAND AND HORN PENDANT $5.00 DZ.	ASST. GOLD 48 CHAIN DISPLAY $18.00 DZ.	ASST. NECKLACE/ EARRING SET—BOXED $12.00 DZ.	FROSTED HEART NECKLACE/ EARRING SET $12.00 DZ.
HEART AND ASST. LOCKETS BOXED $24.00 DOZ.	ROSE STICK PIN/NECKLACE EARRING SET $24.00 DOZ.	3 DZ. DIAMOND CUT EARRING DISPLAY $12.00 DISPLAY	3 DZ. INITIAL PENDANT DISPLAY $15.00 DISPLAY	144 PC. INDIAN TURQUOISE-LIKE DISPLAY $59.95 DISPLAY
DIAMOND CUT BUTANE LIGHTERS $24.00 DZ.	SMALL PISTOL BUTANE LIGHTER $3.50 EA.	LG. PISTOL BUTANE LIGHTER w/FLASHLIGHT $7.50 EA.	MUSICAL BUTANE LIGHTER $8.50 EA.	ANGEL MASCOT GOLD DERRINGER LIGHTER $7.90 EA.
BUTANE PEN LIGHTER $40.00 DZ.	WINDPROOF LIGHTER CARDED $5.90 DZ.	COMIC LIGHTER CARDED $6.90 DZ.	DISPOSABLE LIGHTER 2 DZ./CARD $45.00 GROSS	ULTRATHIN PEN w/MATCHING ELECTRONIC LIGHTER $12.50 SET
TRAVEL ALARM CLOCK $4.00 EA.	LUXURY MAKE-UP KIT $3.00 EA.	IMPORTED PEN/PENCIL SET GIFT-BOXED $30.00 DOZ.	E-Z FOLD LADIES' UMBRELLAS ASST. PRINTS $24.00 DOZ.	E-Z FOLD MEN'S UMBRELLAS $24.00 DOZ.

NOBODY BEATS OUR PRICES!

THE BEST IN AUCTION & FLEA MARKET MERCHANDISE

SHELDON CORD'S $2 MILLION DOLLAR TOY SALE

FOR ORDERS ONLY

CALL TOLL FREE (800) 621-7999

HAPPY HOUND REMOTE CONTROL JUMPS, BARKS $5.25 EA.	6-FUNCTION GALAXY GUN BAT. OPERATED $4.90 EA.	FORMULA RACE CAR REMOTE CONTROL BAT. OPERATED $6.90 EA.	CUBE KEY CHAIN $6.90 DZ.	UFO SPINNING TOP—SOUNDS, LIGHTS UP $13.80 DZ.
BANKING LANCIA BATTERY OP. CAR $3.90 EA.	LG. CYRO CUBE ALL PLASTIC SMOOTH TWIST $24.00 DZ.	RUBIK'S CUBE KEY CHAIN $10.80 DZ.	ALL PLUSH MUSICAL SANTA LG. SIZE $4.90 EA.	ALL PLUSH MUS. SNOWMAN LG. SIZE $4.90 EA.
ALL PLUSH MUS. BEAR LARGE SIZE $4.90 EA.	HWY. PATROL CAR w/ALARM SND BATTERY OPERATED $5.50 EA.	FIRE CHIEF CAR w/ALARM SND BATTERY OPERATED $5.50 EA.	LOCOMOTIVE w/ SOUND/LIGHT EFFECTS. BAT. OPERATED 7.50 EA.	TUMBLING CAR— BATTERY OPERATED $24.00 DZ.
SPEEDY SPORTS CARS w/ PULL-O-MATIC MECHANISM $16.80 DZ.	D-J RADIO STATION w/PHONOGRAPH, HEADPHONES MICROPHONE $16.90 EA.	DISCO-VAN PLAYS ALL 33⅓, 45 RPM RECORDS $16.90 EA.	CLOCK-O-GRAPH TEACHING TIME PHONO $16.90 EA.	RADIO CONT. STARMAN 3½ FT. TALL $9.90 EA.
BABY STACY CRYING & LAUGHING DOLL $10.90 EA	AUTO HAULER CAR CARRIER W/ 2 CARS $4.60 EA.	RACING TEAM PICK UP TRUCK w/ TRAILER & RACER $3.15 EA.	BRONCO/ BOAT TRAILER SET $3.50 EA.	ASST. TRUCKS HEAVY GAUGE STEEL $24.00 DZ.
ASST. VAN ALL METAL $5.90 EA.	MINI POODLE GOES FWD, JUMPS WAGS. Assort. Colors $18.00 DOZ.	ASST. STUFFED ANIMALS $40.00 DOZEN	JUNE & JULIE MUSICAL DOLLS w/ROCKING MOTION $12.50 EA.	WIND-UP MOTORCYCLE w/DRIVER $18.00 DOZ.
MOTORCYCLE w/SIDE CAR GYRO POWER $18.00 DZ.	ASST. DOLLS IN NATIONALITY COSTUMES $18.00 DZ.	CUDDLY KOALA BEAR SET $4.50 SET	REMOTE CONTROL PORSCHE $7.50 EA.	2-LANE ROAD RACING SET BAT. OP. $5.90 SET
18" PORCELAIN CLOWN DOLL $6.50 EA.	CHINA DOLL w/PORCELAIN BABY $7.90 SET	SANTA/MAMBO/ TEDDY BEAR ASST. DRUMMERS (Batt. Operated) $6.90 EA.	WIND-UP ZIG-ZAG EXPRESS TRAIN $15.00 DOZ.	AM TRANSISTOR RADIO $2.50 EA.
5 PC. CUE STICK W/MOTHER PEARL & CARRYING CASE $7.50 EA.	28" FASHION DOLL $15.50 EA.	LISA DOLL ON ROLLER SKATES $9.50 EA.	CRICKET DOLL $2.50 EA.	LIL' MISS ELEGANCE FASHION DOLL $8.50 EA.

ORDER DIRECT FROM THESE ADS NOW! MINIMUM ORDER $100. WHOLESALE ONLY FOR RESALE ONLY. SEND FOR FREE CATALOG. WE SHIP IN 24 HOURS. VISIT OUR GIANT NEW SHOWROOMS. BRING YOUR TRUCK OR CAR AND LOAD UP!

SHELDON CORD PRODUCTS

OPEN WEEKDAYS & SATURDAYS 9-6 P.M. OPEN SUNDAY 10-4 P.M.

DEPT. SK-7, 2201 W. DEVON - CHICAGO, IL 60659 PHONES: (312) 973-7070 ° 973-7071

SBA expands program to speed business loans

Washington, D.C. — The U.S. Small Business Administration (SBA) announced in September that it has doubled the number of banks taking part in a special program to simplify and speed loans to small businesses.

At the same time, SBA administrator Michael Cardenas announced Agency plans to inaugurate a second special lending program under which banks will be delegated the loan-making, servicing and liquidation decisions involved in a loan made by the bank and then guaranteed by SBA.

In 1979, SBA started, on a pilot basis with 29 banks, the Certified Lenders Program designed to provide fast and efficient service to small business persons seeking loans. Under this program, participating banks are delegated most preliminary loan decisions normally made by SBA. In turn, the Agency promises to give banks its final loan approval within three working days. By mid-1981, the Certified Lenders Program had grown to include 250 lenders.

Cardenas further announced, "I have doubled the number of banks in the Certified Lenders Program. There are more than 500 participants now."

Through July, 1981, the Certified Lenders Program resulted in approval of 15,912 guaranteed loan requests worth $764.5 million.

In addition to further expansion of the Certified Lenders Program, Cardenas said the Agency plans to inaugurate a Pilot Preferred Lenders Program during the first half of Fiscal 1982, the year beginning October 1.

Under the Pilot Preferred Lenders Program, which was authorized by the Small Business Development Act of 1980, the Agency will delegate in most instances all loan making and servicing decisions on SBA guaranteed loans to participating lenders. Approximately 75 of the lenders who have been participating in the Certified Lenders Program will be recruited for the Preferred Lenders Program.

For additional information, contact your local SBA office or write: U.S. Small Business Administration, Washington, D.C.

Reppert School of Auctioneering, Inc.

Tuition $300 for 3-Week Term — Also Home Study

Founded in 1921

Decatur, Indiana

Box 189 46733 AC 0033

NOBODY BEATS OUR PRICES!

THE BEST IN AUCTION & FLEA MARKET MERCHANDISE

TOOLS–ELECTRONICS–HOUSEWARES–JEWELRY

SHELDON CORD'S

$2 MILLION DOLLAR SALE

FOR ORDERS ONLY

CALL TOLL FREE (800) 621-7999

40 PC. SOCKET SET $4.50 SET	21 PC. SOCKET SET $3.75 SET	25 PC. ½" DR SOCKET SET $12.00 SET	62 PC. SOCKET SET $7.50 SET	17 PC. ¼" DR. SOCKET SET $3.00 SET
7 PC. WOOD HANDLE SCREWDRIVER SET $2.00 SET	10 PC. SCREWDRIVER SET $15.00 DZ. SETS	11 PC. WOOD HANDLE SCREWDRIVER SET $3.50 SET	7 PC. NUT DRIVER SET $3.00 SET	FOOT PUMP $4.00 EA.
4 PC. ADJ. WRENCH SET $7.00 SET	11 PC. BOXED OPEN END WRENCH SET $7.00 SET	4 PC. PIPE WRENCH SET $9.90 SET	5 PC. PLIER SET $8.50 SET	MEN'S JERSEY WORK GLOVES $5.90 DOZ.
40 PC. TAP & DIE SET $9.50 SET	2-TON POWER PULLEY $9.50 EA.	MECHANIC'S TOOL BOX $5.90 EA.	6" MECHANIC'S VISE $30.00 EA.	HEAVY GUAGE 19" TOOL BOX $5.90 EA.
WORLD KNOWN POCKET FISHERMAN $4.90 EA.	MEN'S ALL GLASS MIRROR SUNGLASSES $11.50 DZ.	MEN'S ALL GLASS SMOKE SUNGLASSES $10.50	3" LITTLE DUKE LOCK BLADE KNIFE $12.00 DZ.	2-BLADE AMER. MADE BARLOW KNIFE $18.00 DZ.
5" LOCK BLADE KNIFE/LEATHER SHEATH $36.00 DOZ.	CANNON TOWELS LARGE SIZE $16.90 DOZ.	MEN'S PROMOTIONAL WALLET $10.80 DOZ.	TRUCKER'S SAFETY WALLET $36.00 DOZ.	DISPOSABLE GAS LIGHTER $45.00 GROSS
MEN'S LCD WATCH BANDED & BOXED $6.50 EA.	LADIES' LCD WATCH $6.90 EA.	LCD PEN WATCH $7.90 EA.	STICK-ON LCD CLOCK $4.80 EA.	NECKLACE/ EARRING SET BOXED $12.00 DOZ.
AM/FM IN-DASH 8-TRK. PLAYER $32.95 EA.	AM/FM IN-DASH CASSETTE PLAYER $32.95 EA.	100W CAR BOOSTER/ EQUALIZER $25.00 EA.	ROLLS ROYCE RADIO $5.75 EA.	AM POCKET RADIO — ASST. COLORS $2.50 EA.
3 PC. WOVEN BASKET SET $24.00 DOZ.	8 PC. POOL TABLE COASTER SET ALL WOOD $6.90 EA.	49 MHZ BAND WALKIE TALKIE SET $18.90 SET	HAND-HELD 3-CHANNEL 2 WATT C.B. TRANSCEIVER $75.00 PR.	BEER STEIN $15.00 DOZ.

ORDER DIRECT FROM THESE ADS NOW! MINIMUM ORDER $100.

WHOLESALE ONLY—SEND FOR FREE CATALOG WE SHIP IN 24 HRS.

SHELDON CORD PRODUCTS

DEPT. SK-7, 2201 W. DEVON - CHICAGO, IL 60659

PHONE: (312) 973-7070 - OPEN 7 Days

DO IT YOURSELF AND SAVE!

★ **Specifically For Auction Advertising**

★ **Designed To Pay For Itself The First Time You Use It.**

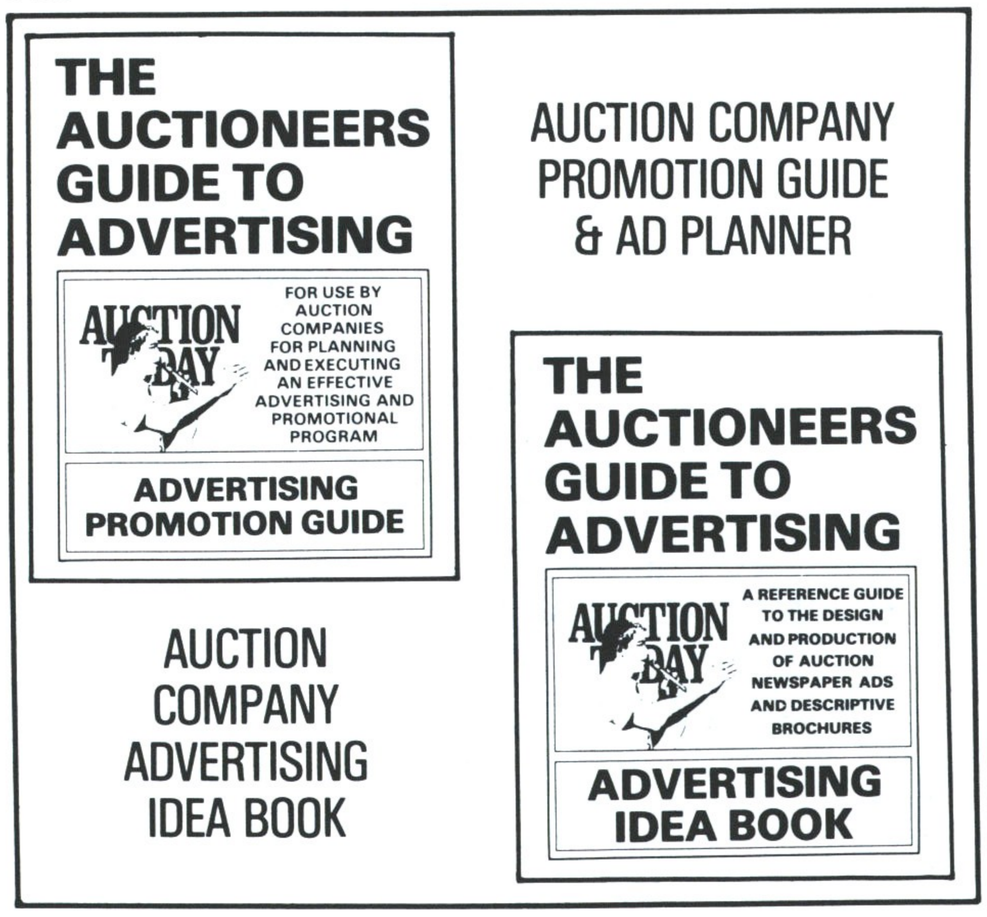
Attention: group purchase discounts available to State Associations, auction colleges and others. Call today for complete details.

For just $29.95, you can have the tools and the system used by one of the nation's largest printers of auction brochures and advertising materials. You'll receive all the forms and items necessary to make your advertising efforts payoff in a big way. And as a special incentive, if you have Industrial Publishing print your next auction brochure, we'll credit your account $29.95. You'll get great brochures and a free advertising kit.

AUCTION COMPANY ADVERTISING & BROCHURE KIT

A New Concept In Auction Advertising

We have developed specific "DIRECT SELL" advertising kits designed to provide a solution to your single most important problem: Getting the most out of your advertising with the least amount of time, energy and dollar cost.



EACH KIT CONTAINS:

(1) **AUCTION COMPANY PROMOTION GUIDE AND AD PLANNER — 16 pages of simple instruction, guidelines and camera-ready form art for the system.**

(1) **AUCTION COMPANY ADVERTISING IDEA BOOK — 32 pages of tips and procedures, layouts and clip art (headings, illustrations, type, formats, etc.), all camera-ready art.**

SEND $29.95 TODAY TO:

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

FOLLOW THE SYSTEM... AND SAVE!!

Antiques at Auction

Antiques & Americana . . .

Transfer printed china

By George Michael
NAA member
Merrimack, New Hampshire

We know that transfer printing as a method of decorating ceramics was done in England in the middle of the 18th century. Until that time, all beautification came from hand painting or glazes in color. However, it was not until the 1770's, when Thomas Turner made his famous Salopian ware in England, that really fine decal printing was done. He is credited with making the first complete dinnerware sets in this fashion.

Turner's secret of clear printing died with him, and after this period the smudged printing in blue, which is so popular today as flow blue, showed how far behind the rest of the ceramics industry was in this technique. It was not until the 1820's that clear printing was done again, during the historical blue period when so many American and English commemorative pieces were made.

The pitcher shown at right above is done with simple black printing on a white body. Decals would be prepared then applied directly to the clay. After drying they would be glazed and fired, giving permanent protection to the picture. Because so many were shipped from the port of Liverpool to this country, they acquired the name of Liverpool transfer pitchers. Many potteries in Staffordshire County did such work, so it is difficult to identify them as to maker unless they are clearly marked.

The height of the period when such pieces were sent to America was between 1820 and 1840. English marking at that time included the name of the potter, plus a pattern name, or nothing at all. After 1842, the pottery mark in the shape of a diamond with letters and numerals in each corner was adopted; and from this marking one can date the piece to exact day, month and year. Few diamond marks will be found on transfer pieces of the type shown, as they were out of favor by then. American historical figures and scenes are the most collectible.

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



PITCHER, printed with transfer method of decorating.

Questions/Answers

From Grand Island, Nebraska — We have a platter about 23-24 inches long, also 10 identical plates. There is a shield bearing the name, "Villeroy & Boch". In a half circle under the shield is the word "Dresden, Made in Germany". Can you give me more information about this set? It was brought to Denver about 1909 by my great-grandmother. She was married in 1857 and we feel the set could have been a wedding gift.

Answer — Villeroy and Boch is still much in business in Germany — the company is the maker of the famous Mettlach steins. Your pieces would be called a game set — some might term it a bird set. In the days of two course meals, the fish set would be used to serve the fish, with platter and 12 plates a normal complement. Then, the meat or game would be served on a set such as yours.

Sorry, but great-grandmother never saw this set. The mark, "Made in Germany," brands it between the two World Wars, between 1920 and 1940. If it had been before World War I it is most likely that only the word "Germany" would have been used. All items for export had to be marked as of 1892, with country of origin.

Recent publications

SMALL FOLK, a Celebration of Childhood in America, by Sandra Brant and Elissa Cullman, $29.95, E. P. Dutton, 2 Park Ave., New York, NY 10016. This fine book was published in tandem with a museum exhibit which opened at the Museum of American Folk Art, and The New York Historical Society. The colorful exhibit presents a definitive view of American childhood over more than 200 years. The color plates are magnificent and the text, revealing and interesting.

An Auctioneer's Computer System Should Be Designed By Auctioneers





MARTIN E. HIGGENBOTHAM CAI
BROKER & AUCTIONEER
OFFICE PHONE (813) 688-6094
HOME PHONE (813) 682-2545
CAR PHONE 299-1181 EXT. 8032

Higgenbotham Realty, Inc.

TO: ALL AUCTIONEERS
FROM: MARTY HIGGENBOTHAM
SUBJECT: "PACS" AUCTIONEERS' COMPUTER

I want to make sure you know that my PACS (Professional Auctioneers' Computer System) system has been one of the greatest things that ever happened to my business.

As we have been on computer for the past three years, I can vouch for the time and money saved, not to mention the extra professionalism.

I have known the PACS management people personally ever since I came to Florida and have closely followed their great success in the computer field.

Because of their high standards and reputation, I chose to work with them on the development of computer equipment and programs tailormade for the auction profession.

As we know in the auction business, anything you buy is only as good as the people and company you buy it from. I can highly recommend the PACS system and the people behind it.

Very truly yours,

Martin E. Higgenbotham, CAI

MEH/
ea

1702 EDGEWOOD DRIVE, LAKELAND, FLA. 33803 PHONE 813-688-6094

Marty Higgenbotham says:

"Every Auctioneer interested in PROFESSIONALISM, ACCURACY, and COST CONTROL needs a **PACS** *computer."*

PACS allows you to process REAL ESTATE or CONSIGNMENT sales faster, more accurately, and with fewer personnel.

Automatically Handles:

- Bid Calculations
- Regroup Calculations
- Real Estate Contract Printing
- Cashier Statements
- Consignment Recap Reports
- Sales Recap Reports
- Inventory

Unique Features:

- Zenith Quality Micro Computer Equipment
- Nationwide Service
- Special On-Site Training Course
- Nationwide Customer Assistance Hot Line
- Ongoing Programming Improvements
- Includes Special Weatherproof Carrying Case

PACS
PROFESSIONAL AUCTIONEER'S COMPUTER SYSTEMS

PHONE 813 238-0870
1702 EDGEWOOD DRIVE
LAKELAND, FLORIDA 33803

NAA emblem — proper use important to clients, fellow auctioneers

The official emblem of the National Auctioneers Association represents professionalism, education, and organization in the auction industry. Therefore, proper use of the NAA emblem is important to both your auction clients and fellow auctioneers. The following guidelines apply whenever the NAA emblem is used.

The By-Laws of the National Auctioneers Association state that membership in the Association is by individual auctioneer only, and the emblem is to be used only by those individuals who belong to the NAA. Therefore, the NAA emblem cannot be used to represent your *auction firm* as an NAA member, only the individual auctioneer(s) who is a member.

It is the job of every member to be concerned how the emblem is displayed, so that the image of the Association is one of dignity and value. NAA members are proud of their association, and to degrade the membership by improper use of the NAA emblem does not promote the auction method of selling.

A reproduction sheet of official NAA emblems is part of a members' materials when he or she is accepted into membership. The member then can use the reproductions — several are included on each sheet, in many different sizes and styles — to promote NAA membership in advertising and brochures.

However, the reproductions should be clear and easily recognizable. And, on all reproductions, the ® should appear at the lower right hand corner, to show that the emblem is registered and accepted by the United States Patent and Trademark Office.

The registration mark also means that the use of the NAA emblem is controlled by the Board of Directors of the National Auctioneers Association. Any violation of the proper use of the NAA emblem should be reported to the NAA office, so that the violator can be contacted and asked to stop the misuse of the emblem.

Many NAA members display the emblem on their companies' informational materials. Even though individual representation is requested by the Board of Directors, firms may display the emblem as long as all the auctioneers representing the firm are NAA members.

The NAA Board of Directors suggests that in all promotional material, the member use the following format to signify membership in the NAA.

Howard Buckles, Member
National Auctioneers Association

OR

Howard Buckles, Member



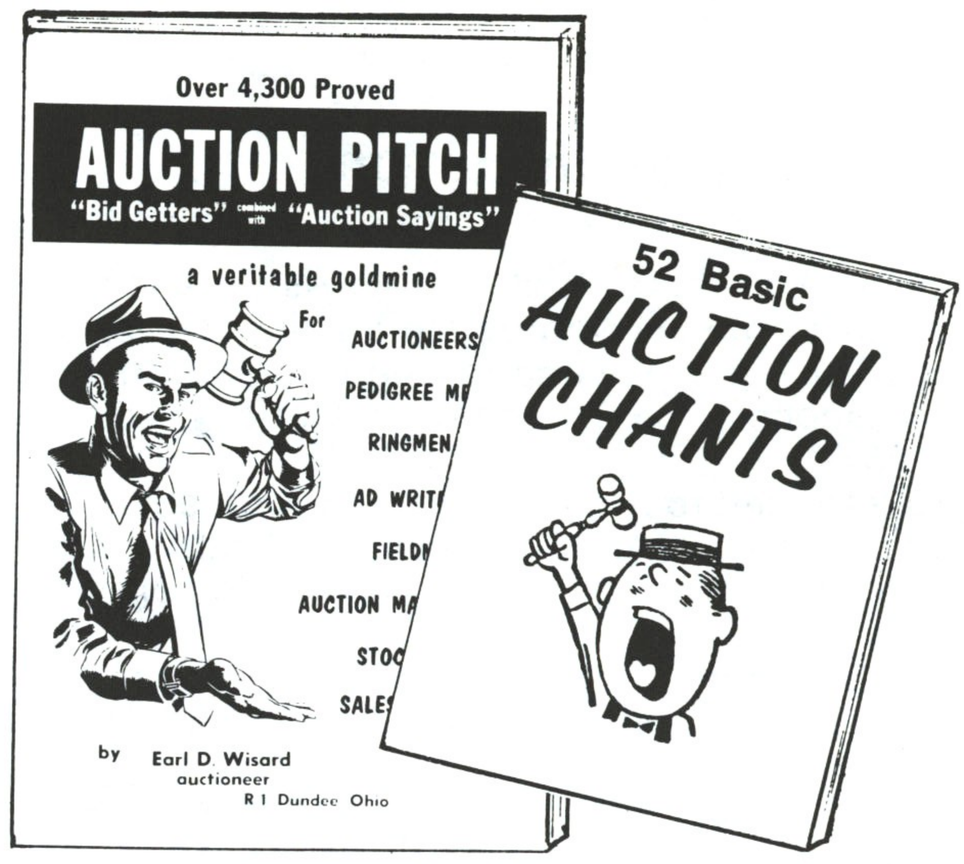
OR

Howard Buckles



Member

A Book For Every AUCTIONEER



AUCTION PITCH and the booklet 52 BASIC AUCTION CHANTS

A 176 page book loaded with auction sayings, quips, laughs, bits, facts, etc., mostly one-liners, gathered from 100's of auctioneers throughout the U.S. and Canada during a 53 year period.

Here is what auction schools and auctioneers say:

"An excellent book, used in our school." — Mendenhall School of Auctioneering, High Point, North Carolina

"Your book is a riot." — E. Grant Luter, Suffolk, Virginia

"I feel no auctioneer should be without AUCTION PITCH." — Edsel Edwards, Sandy Level, Virginia

"Very good." — Executive Secretary, Reppert Auction School, Decatur, Indiana

"Nothing less than a masterpiece." — Whipple Auctioneers, Canton, Ohio

"Priceless." — Edward Esber, Canton, Ohio

"Much of what is in AUCTION PITCH will be used by auctioneers as long as there are auctions and auctioneers." — John Loomis, Bend, Oregon

Only $12.50 for both, postage paid

Earl D. Wisard, Auctioneer
Dundee, Ohio 44624

State association reports

WAA Seminar invitation

The Wisconsin Auctioneers Association would like to invite neighboring state auctioneers to attend a WAA Midwinter Seminar at the Sheraton Inn, Madison, Wisconsin, on Thursday and Friday, December 3-4, 1981.

Instructors and topics have been confirmed.

Hugh Miller, CAI, Evansville, Indiana — Estate household, antiques and collectibles of the Midwest

Lyle Erickson, CAI, Cresco, Iowa — Appraisal of personal property, farm auctions and farm real estate

Ernie Kuffner, Sr., Neosho, Wisconsin — Dairy sales on the farm site, and arena sales

The two-day registration fee is $45.00; one-day registration fee, $30.00. Registration will include luncheon each day. You may register by sending intentions to:

Wisconsin Auctioneers Association
2545 Finger Road
Green Bay, WI 54302

Robert J. Massart, CAI, Secretary
Phone 414-468-1113

Pre-registration is not required, but it is encouraged. Make hotel reservations directly with the Sheraton Inn, 608-251-2300.

In Memoriam . . .

OLIVER G. CHASE

The NAA office was notified of the death of member and retired Army Colonel Oliver "Ollie" Chase, 60, Westfield, Massachusetts. Auctioneer Chase was active in local civic and fraternal groups, and served as past first-vice president and director of the Massachusetts State Auctioneers Association. He was the president and treasurer of Chase Realty Company and was a past president of the Greater Westfield Board of Realtors.

Continued page 39

The Reisch Auctioneer's Speaker

The greatest ever used in the auction profession. Nothing its equal. Either of these speakers will do the job — loud and clear — and can be heard for a half mile or more. The leading auctioneers throughout the U.S.A. and Canada use these speakers. Why not you? We have sold these speakers for the past 25 years. They are American made and of the finest quality.



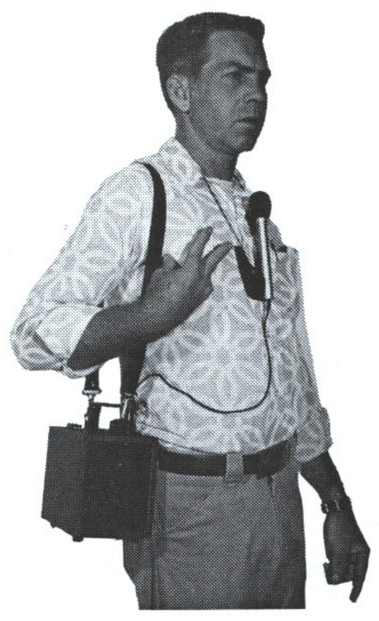
REISCH SPECIAL
"MR. BIG VOICE" — JR-1

THE JR-1 is the most powerful portable speaker made. It is powered by three 6 volt lantern batteries, giving 18 volts of power. Batteries last 60 hours or more. Set weighs 8 lbs. Comes with 12 ft. cord and shoulder strap and mike support holder, which leaves both hands free. Easy to carry at side, or can be placed on truck top, or used on a ladder. If you want the best, this is it.

THE JR-2 "Reisch Special" is a powerful little set. Operates on two 6 volt lantern batteries and has a battery powered mike. Only weighs 6 lbs. Complete with neck support to hold mike, shoulder strap and 15 ft. cord.

Be Modern. Use a Proven Up-To-Date Speaker

It is a voice saver. Select the set that you feel will work best for you.



REISCH SPECIAL
"LITTLE BIG VOICE" — JR-2

THESE SPEAKERS CAN ONLY BE PURCHASED FROM:

Col. Joe Reisch, Reisch Sales Company, Box 850, Mason City, Ia. 50401
Phone: 515 423-1465. Call or write for Special Wholesale Prices.

State Association Conventions — Dates and Locations

Convention Dates	State Association	Hotel or Motel and City	Convention Chairman or State Association Secretary
November 1-2	New York	Marriott Inn, Rochester	R. Thomas Jones
November 8-9	Illinois	Sheraton Inn, Galesburg	Ken Gravlin
November 15	Alabama	Downtown, Montgomery	Pete Horton
November 15-16	Indiana	Marriott Inn, Indianapolis	Harry E. Buckles
November 16-17	Illinois (Seminar)	Ramada Inn, Rockford	Henry Hachmeister
November 21-22	Oklahoma	Sheraton Century Center, Oklahoma City	Ray Patterson
December 3-4	Wisconsin (Seminar)	Sheraton Inn, Madison	Robert Massart
December 6-7	Tennessee	Airport Hilton Inn, Nashville	E. B. Fulkerson
December 12-13	Florida	Lakeland	Billy Wells
January 7-8, 1982	California	Nugget Hotel, Sparks, Nevada	Grant Theodore
January 9-10	Virginia	Holiday Inn, Harrisonburg	Doris S. Jones
January 9-11	Ohio	Marriott Inn North, Columbus	Byron Dilgard
January 10-11	Georgia	Terrace Garden Inn, Atlanta	Lynn Dempsey
January 15-16	Pennsylvania	Host Inn, Harrisburg	Blaine Brown
January 16-17	North Carolina	Hendersonville	
January 16-18	Minnesota	Holiday Inn, St. Cloud	Eileen Reisch
January 19	Minnesota (Seminar)	Holiday Inn, St. Cloud	
February 6	New Jersey	Marriott Hotel, Somerset	JoAnn Fawcett
February 12-14	North Dakota	Kirkwood Motor Inn, Bismarck	Roger Skiftun
March 13-14	Kansas	Holiday Dome, Manhattan	Rex B. Newcom
April	Arkansas		Jayne Lowery
April 17-18	Kentucky	Lure Lodge, Jamestown	Wilma Atherton
May 1-2	Missouri	Holiday Inn, Osage Beach	Doran H. Livingston
May 1-2	Nebraska		Randy Ruhter
May 15-16	South Carolina (Annual)	Sheraton Lake Marion, Santee	Maude Burnett
June 9-10	Wisconsin	Green Bay	Robert Massart
June 11-13	South Dakota	Mitchell	Marti Dunlap
June 24-27	Texas	Houston	Dudley Althaus

Representatives of State Associations have offered the above dates, places and facilities, of State Association conventions and/or annual meetings. All NAA officer or director requests should be coordinated through the NAA office.

If you have any questions about State Association conventions or meetings, contact the State Association, *not* the NAA office. All the meeting information submitted to the NAA office is included above.

SHIRLEY ANN ROBY

NAA member Shirley Roby, Lincoln, Nebraska, was killed in a car-truck collision, October 3. Ms. Roby had sold general household merchandise for the Lincoln company of Kaufman and Dolezal Auctioneers, for one and a half years. She was locally active in fund raising for muscular dystrophy, a disease that claimed the life of her mother over a year ago. Auctioneer Roby, 34, was also credited with saving her 13-year old daughter's life last year, by giving the girl one of her kidneys.

The fatal collision also took the life of another Lincoln woman, and severely injured NAA member Jan Kaufman. As of this writing, Ms. Kaufman is listed in good condition at a Lincoln hospital.

Help auctioneers toward personal and career development by recruiting them as new NAA members. It is estimated by some that there are 40,000 auctioneers in America. Of this number, only 6500 are NAA members. The rest need to know — TODAY — about the benefits of NAA membership. Seek out a potential NAA member and sponsor that auctioneer for membership.

B. G. Coats

Be An Auctioneer
Two week term and home study.
Nationally recognized. G.I. approved.
FREE CATALOG!
Missouri Auction School
1600 GENESEE / KANSAS CITY, MO. 64102



20
Men's
No Cal.



58
Cal.
Twisto
Band



52
Cal. Exp.



54
Cal.
Rolex
Band



90



90
Men's
Rhinestone



560 17J
300 IJ
Nurses



705



550 17J
700 IJ



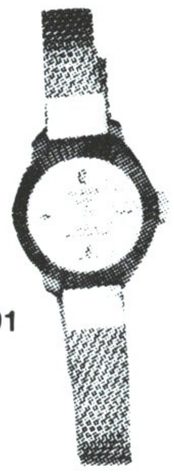
505
17J Cal.
500 17J
No Cal.



100



302
Ladies
Cal.



91



92
Ladies

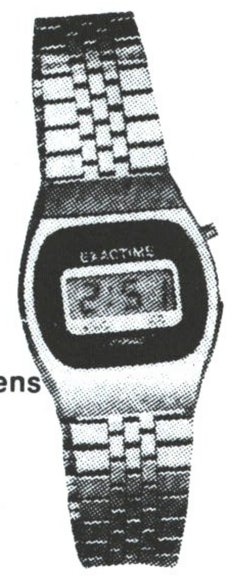


93
Rhinestone

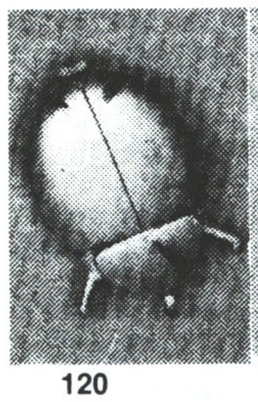


75
World
Timer





Ladies-Mens
LCD

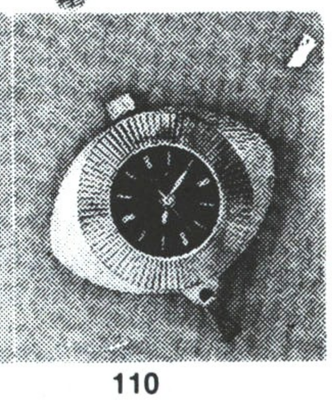


120



210 17J

206 IJ



110



220 17J

230 IJ





Assorted Characters



Wake up to the SOUND OF MUSIC



THE WATCH
THAT HAS
EVERYTHING!

- ★ Hours, minutes, seconds.
- ★ Month, date, day of week.
- ★ Back-up light for nite-time viewing.
- ★ 24 Hour automatic alarm, no resetting necessary with 5 minute snooze.
- ★ Wake up to the sound of a pleasant song.

MENS

LADIES

Check for our
Weekly Close-outs

Try our $4.00 Assortment
Dealers' Inquiries Welcome

WAGNER WATCH CO.

Area 212/ 695-7962

8 West 37th Street, New York City, New York, 10018

Directory of state association presidents and secretaries — November, 1981

Alabama Auctioneers Association — President: J. Craig King, P.O. Box 811, Gadsden 35902. Secretary: John P. "Pete" Horton, 111 4th St., Huntsville 35805, phone 405-536-7497.

Auctioneers Association of Arizona, Inc. — President: R. G. "Ray" Warner, 13611 N. 50th Place, Scottsdale 85254, phone 602-996-4430. Secretary-treasurer: Larry Everhart, 5033 N. 66th Avenue, Glendale 85301.

Arkansas Auctioneers Association — President: Tom Blackmon,
* P.O. Box 7464, Little Rock 72207, phone 501-664-4526. Secretary: Jayne Lowery, P.O. Box 34, Dennard 72629, phone 501-745-4261.

California Auctioneers Association — President: LeRoy C. Blum, 10108 Grant Line Road, Elk Grove 95624. Secretary-treasurer: Grant Theodore, 4037 North Washington Blvd., P.O. Box 196, Livingston 95334.

Colorado Auctioneers Association — President: Eldon Broughton 1647 South Tejon, Colorado Springs 80906, phone 303-
* 635-9400. Secretary-treasurer: Ernest L. Wimmer, 170 Palmer Drive, Fort Collins 80521, phone 303-226-3121.

Connecticut Auctioneers Association — President: Dominick Scavone, 695 High St., Naugatuck 06770; Secretary: Larraine M. Smith, 37 Wallingford Road, Cheshire 06410

Florida Auctioneers Association, Inc. — President: Ben Campen,
* P.O. Drawer 1209, Gainesville 32602. Secretary-treasurer: Billy H. Wells, 121 Aldean Dr., Sanford 32771, phone 305-323-2820.

Georgia Auctioneers Association — President: Pete De Santis,
* Pavo Rd., Thomasville 31792, phone 912-226-8849. Secretary-treasurer: Lynn Dempsey, P.O. Box 1341, Rome 30161, phone 404-291-0746.

Idaho Association of Professional Auctioneers — President: Dean C. Smith, Route 2, Box 304, Idaho Falls 83401, phone 208-522-7136. Secretary: Carol Coffey, Blackfoot 83221.

Illinois Auctioneers Association — President: Bob Wuebbels, New Memphis 62266, phone 618-558-4500. Secretary-treasurer: Ken Gravlin, 211 No. Center, Melvin 60952, phone 217-388-2211.

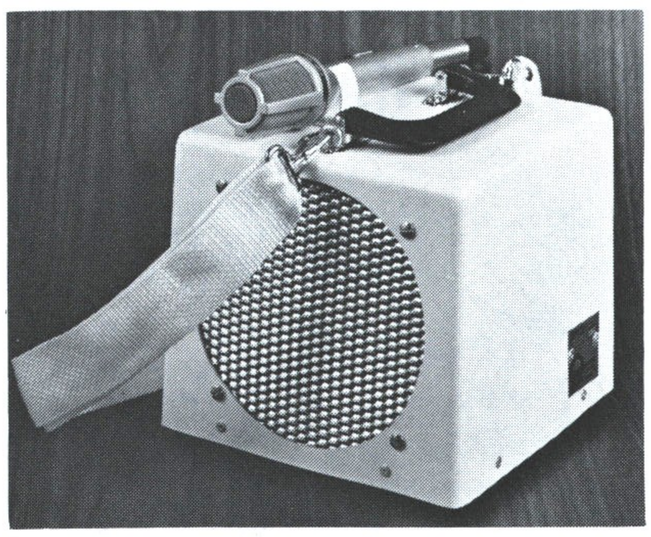
Indiana Auctioneers Association — President: James D. Bayman, P.O. Box 497, S. Whitley, 46787. Secretary: Harry E. Buckles, RR 1 Box 262, Anderson 46011, phone 317-378-7924.

Iowa Auctioneers Association — President: Wayne Stewart, Box
* 265, Audubon 50025, phone 712-563-4288. Secretary-treasurer: Margaret Bloomer, Rt. 3 Box 51, Glenwood 51534, phone 712-527-3615.

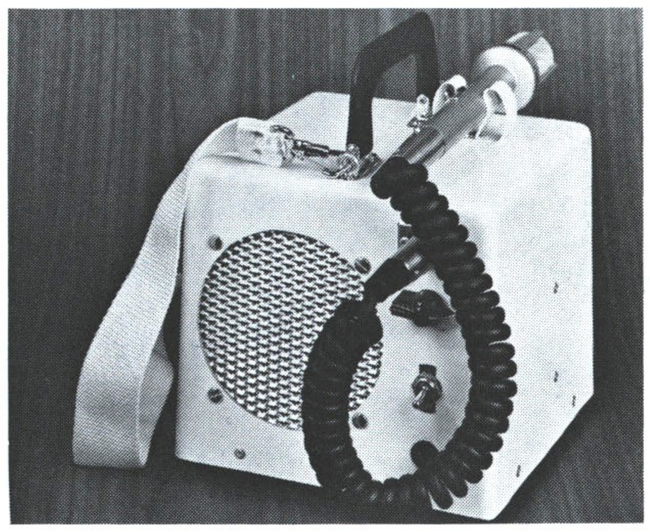
Kansas Auctioneers Association — President: Earl M. Brown,
* P.O. Box 68, Junction City 66441. Secretary: Rex B. Newcom, 215 S. Main, Whitewater 67154, phone 316-799-2278.

Kentucky Auctioneers Association — President: Ray Humfleet,
* London 40741. Executive Director: Wilma Atherton, Box 148, Hodgenville 42748, phone 502-674-5659. Secretary: Edward Maupin, 226 N. 3rd, Bardstown 40004.

Continued page 43



VOX



D-VOX COMPLETE --- $285.00

FIBERGLASS CASE — 25 WATT MODULE — TWIN SPEAKERS

INCLUDES: Rechargeable Ni-Cad Battery Pack— Charger — Carrying Strap — Shure Unidyne Microphone — Complete unit weighs approx. 5 lbs.

* * * SATISFACTION GUARANTEED * * *

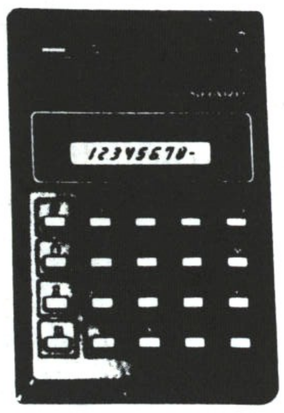
Order by mail: Payment with order — we pay shipping . . . C.O.D. — you pay shipping. Kansas residents add 3½% sales tax.

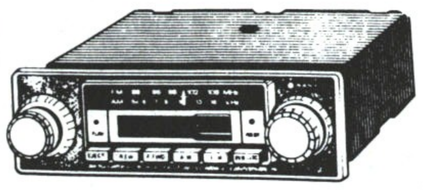
VOX

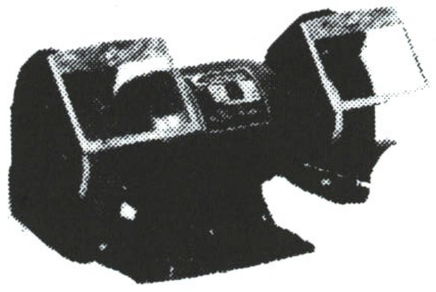
DODGE MANUFACTURING CO.

DWIGHT V. DODGE, Owner

1123 W. 6th Street • P.O. Box 1513 • Topeka, Kansas 66601 • (913)234-6677





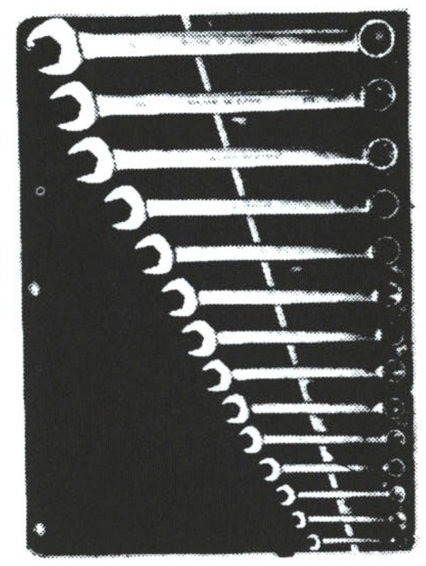




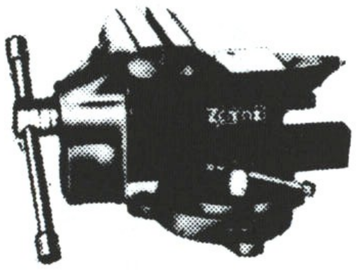
LINES WE CARRY ARE
TOOLS BY CHAMPION

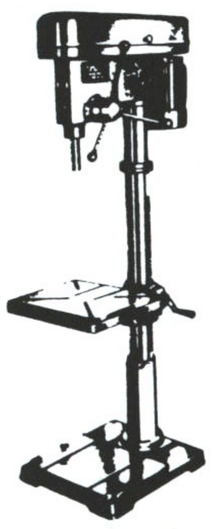
A.P.F. CALCULATORS
CASIO WATCHES & CALCULATORS
PANASONIC ELECTRONICS
SONY ELECTRONICS
KRACO ELECTRONICS
SANYO ELECTRONICS
SANBORN AIR COMPRESSORS
LINCOLN ELECTRIC WELDERS
FUZZBUSTER RADAR DETECTORS
WHISTLER RADAR DETECTORS
YORX ELECTRONICS
VIDEO TAPE RECORDERS
ATARI GAMES
CUTLERY
POOL CUE STICKS
BIBLES
GOLF BALLS
BEER WAGONS
COSTUME JEWELRY
WATCHES
T.D.K. TAPES
MAXELL TAPES
VIDEO TAPES
BETAMAX TAPES
AND 10,000 OTHER ITEMS
PAKISTANI KNIVES

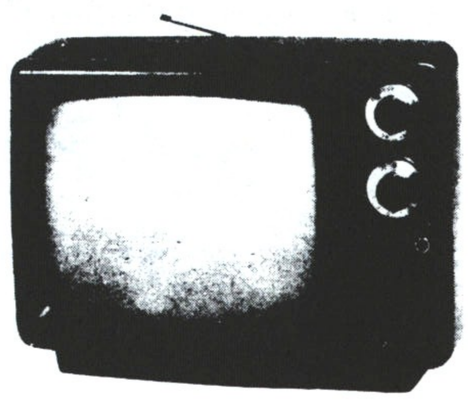
For thirty-one years the auctioneers wholesaler. Call Frieder the Importer for the best deals. By-pass the middleman, buy directly from the Importer and pocket the profits.



Closeout Merchandise Buyers, Suppliers to the Auction Trade of promotional & nationally advertised merchandise. Direct importing enables us to offer the lowest prices possible. Visit our Show Rooms and inspect our Quality Merchandise ready in our 48,000 sq. ft. warehouse for fast pickup or delivery.

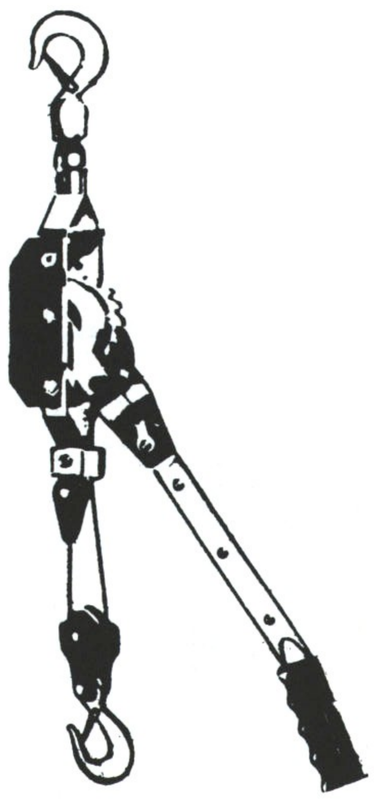








Buy Champion Tools. The largest selling tool line in the Middlewest. A quality fast selling line. Champion Tools — the profit makers. We ship to all 50 states.



Frieder's

2553 Superior Avenue
Cleveland, Ohio 44114

Come in or call 216 781-6477 or 781-6497
Out of state WATS line Call: 800 321-8192

LOW PRICES — HIGH QUALITY — QUICK SERVICE
LARGE INVENTORY — QUICK DELIVERY

Louisiana Auctioneers Association — President: Larry Nobles, 2902 Carol Jack Drive, Baton Rouge 70816, phone 504-292-0576. Secretary: Lamar Little, 16287 Tiger Bend Road, Baton Rouge 70816, phone 504-293-4581

Maine Auctioneers Association — President: Richard Keenan, Rt. 1 Box 405A, Kingfield 04947, phone 207-265-2011. Secretary: George A. Martin, New Road, East Lebanon 04027, phone 207-457-1237.

Auctioneers Association of Maryland, Inc. — President: Larry Makowski, 1100 E. 25th St., Baltimore 21218. Secretary-treasurer: Jonathan Melnick, c/o Jonathan Melnick Auctioneers, 900 E. 25th St., Baltimore 21218.

Massachusetts State Auctioneers Association — President: James Torteson, 10 Hope Avenue, Oxford 01540. Secretary: Phillip O. Davis, 128 North St., Foxboro 02035, phone 617-543-7170.

Michigan State Auctioneers Association — President: Donald C. Diesing, 108 Clarke St., Scottville 49454, Phone 616-757-2578; Secretary: John Schowalter, 6071 East E Avenue, Richland 49083

Minnesota State Auctioneers Association — President: Don Fitzner, 1610 W. Lincoln, Olivia 56277, phone 612-523-1889. Secretary: Eileen Reisch, 838 W. Main, Luverne 56156, phone 507-283-8445.

Mississippi Auctioneers Association — President: J. Drue Lundy, Box 577, Belzoni 39038 Phone: 601 247-3292; Secretary: Karleen R. Lawrence, 324 Iberville Drive, Biloxi 39531 Phone: 601 374-8367

Missouri State Auctioneers Association — President: Brent
* Voorheis, Rt. 1, Harrisburg 65256. Secretary: Doran H. Livingston, Rt. 1 Box 21-A, Willard 65781, phone 417-742-2568.

Montana Auctioneers Association — President: Morris C. Gardner, N.E. 162 Black Lane, Hamilton 59840, phone 406-353-4230. Secretary-treasurer: Craig Mandeville, 1225 Springhill Rd., Boseman 59715, phone 406-587-2522.

Nebraska Auctioneers Association — President: Dean Schow,
* Rt. 1, Paxton 69155. Secretary: Randy Ruhter, P.O. Box 40, Prosser 68868, phone 402-744-4041.

Nevada State Auctioneers Association — President: Jeff Blake,
* P.O. Box 10182, Reno 89510. Secretary: J. M. "Bill" Watson, 734 N. Nellis, Las Vegas 89110, phone 702-452-6699.

New Hampshire Auctioneers Association — President: Emory Sanders, Shaker Road, New London 03257. Secretary: George Michael, P.O. Box 776, Merrimack, 03054, phone 603-424-7400

New Jersey State Society of Auctioneers — President: Victor Sabatino, 35 Ewingville Rd., Trenton 08638. Secretary: JoAnn Fawcett, 33 Davies Ave., Dumont 07628, phone 201-384-5598.

New York State Auctioneers Association — President: Robert W. Matson, 117 Main St., Randolph, 14772, phone 716-358-6752. Secretary-Treasurer: R. Thomas Jones, Water St., P.O. Box 365, West Winfield, 13491, phone 315-822-5243.

Auctioneers Association of North Carolina, Inc. — President: R. A. Sneed, Rt. 1, Box 460, Jonesville 28642. Secretary-treasurer: Johnson B. Gilbert, Route 1 Box 349K, Lincolnton 28092, phone 704-732-0177.

North Dakota Auctioneers Association, Inc. —President: Cliff Orr, Ypsilanti 58497, phone 701-235-2155. Secretary-treasurer: Roger Skiftun, Manfred 58465, phone 701-324-2995.

Ohio Auctioneers Association — President: Terry Logsdon, 33939 C.R. 452 Brinkhaven, 43006, phone 216-674-7640. Secretary: Byron Dilgard, 135 Union, Ashland 44805, phone 419-325-2122.

Continued page 45

FOR AUCTION ADVERTISING THAT GETS RESULTS ADVERTISE IN

THE AUCTION BULLETIN

Now, the nation's only nationally distributed weekly publication listing coming auctions from throughout the country is accepting

DISPLAY ADVERTISING

The Auction Bulletin reaches subscribers who pay to find out where auctions are and travel long distances to attend sales. To improve your auction attendance and to attract this quality and affluent audience advertise in the Auction Bulletin.

For information and ad rates,

PHONE TOLL FREE 800-621-1574
or write THE AUCTION BULLETIN, P.O. Box 5676 - Chicago, Illinois 60680

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

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

BROKERS/AGENTS:

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

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

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

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

GRADUATES WRITE:

Thank you for introducing me to a new Real Estate phenomena... Auctioneering.
My first auction was a tremendous success thanks to your training and support. By using your workbook as a guide, I was able to coordinate the entire auction step by step and everything fell into place.

J. Johnson, Real Estate Broker
Los Angeles, California

My first series of auctions resulted in my selling 3 out of 4 properties offered, for a sales price totalling $310,000. What is even further exciting is that I placed an additional $582,000 into escrow from my regularly listed real estate, as a result of the contacts that I made from the auctions.
Let these results be testimonial to the incredible success of the auction technique and the course you taught me in Las Vegas.

G. Artoux, Realtor Associate
Malibu, California

The most exciting thing to happen to me in the 10 years that I have held a real estate license, was to attend your course on how to auction real estate. The instruction was fast-moving yet complete in every detail.
You have introduced me to an exciting profession, and with all due respect to your excellent teaching, I am now conducting my own successful real estate auctions.
I heartily recommend your course to anycne interested in learning how to auction real estate.

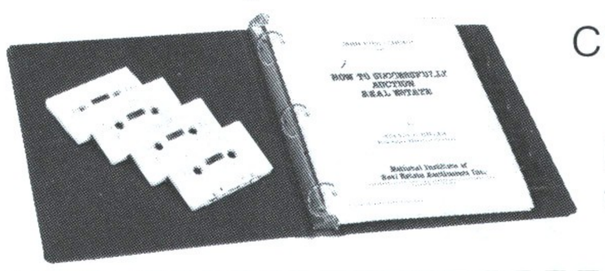
J. Platt, Real Estate Broker
Anchorage, Alaska

Your course has changed my entire career. At my first auction sale, we offered 21 apartment houses and sold 19 of the 21 properties, with total sales in excess of $4,000,000.
I was simply amazed as I watched the auction magic unfold. I followed the contents of your course to the letter, and they became words of gold, now proven again.
As a real estate broker, this marketing method is quite rewarding. Your experience and advice made the difference between mediocrity and the sensational success of our auction. I am deeply indebted to you.

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

COURSE INCLUDES A 76 PAGE INSTRUCTION MANUAL, AND FOUR (4) cassettes covering 24 topics. The topics include: HOW TO ACQUIRE LISTINGS, CLIENT COUNSELING, HOW TO CHARGE FOR YOUR SERVICES, PROMOTING THE AUCTION, CONDUCTING THE SALE, THE SECRETS OF HOW TO CRY THE CHANT OF THE AUCTIONEER (a sound that has thrilled millions of auction goers throughout the generations). A separate section will instruct you on how to auction personal property. The course comes complete with samples of newspaper ads, brochures, and all the forms you will need to be a qualified auctioneer.

It's all here. Read it at home. Listen to it in your car. Practice in your leisure. All for a one time cost of...



COMPLETE COURSE
ONLY
$89.50

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

Name _____

Address _____

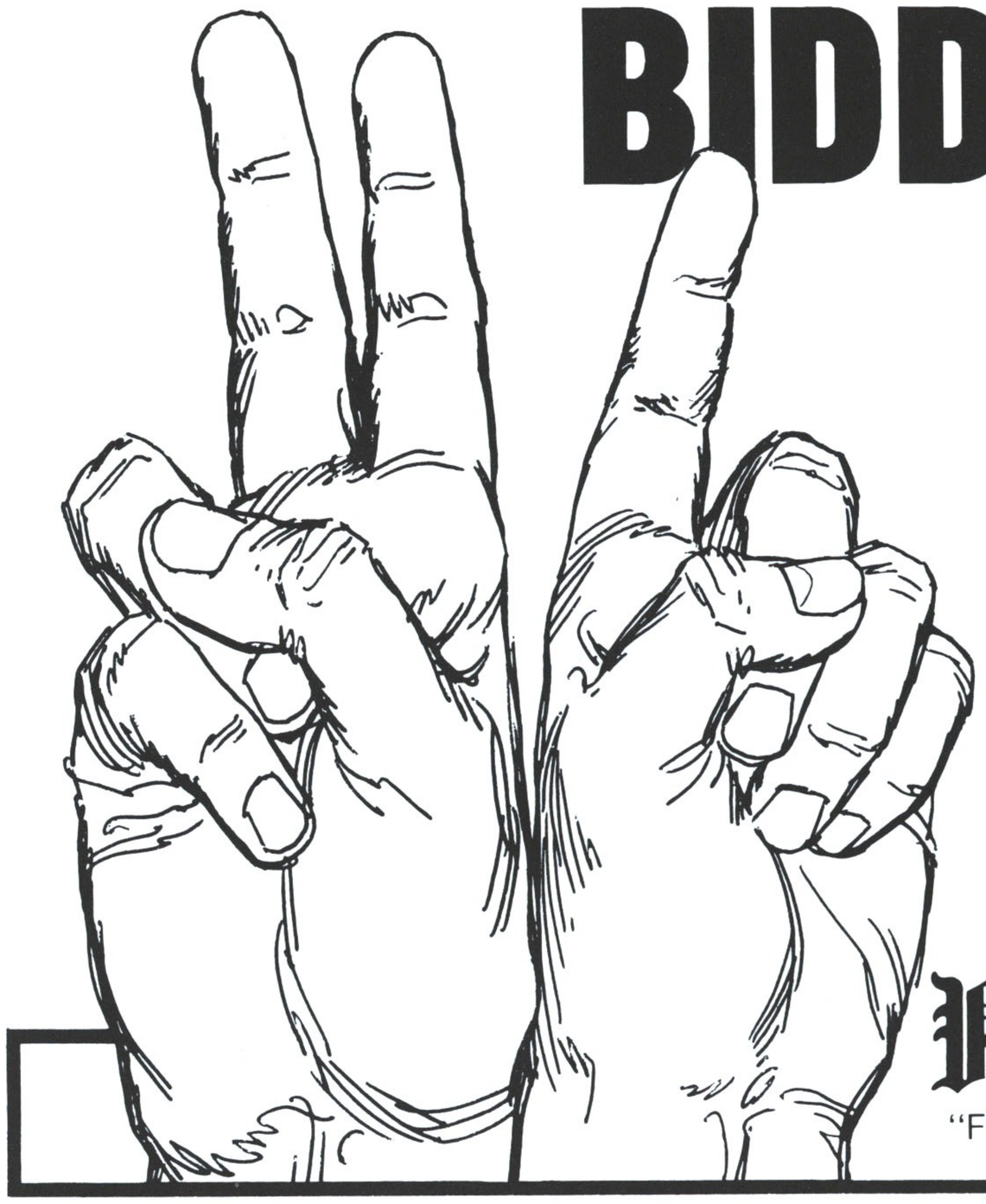
City _____ State _____ Zip _____

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

☐ MasterCard ☐ VISA Card No. _____

Exp. Date _____ Signature _____

Mail to: National Institute of Real Estate Auctioneers Inc.
3400 Irvine Ave., Suite 218, Newport Beach, CA 92660
(714) 957-0045



BIDDERSWEET

Only The Inquirer effectively targets your bidders for auction values in the Philadelphia market. We deliver a proven marketplace: 83% of the auction linage, 82% of the ads.

And the day that most buys are announced for the block is Saturday, when we publish THE AUCTION PAGE in the main news section. Major houses throughout the U.S.A. advertise here, with their messages positioned adjacent to our own in-depth coverage of the auction market.

A proven, cost-efficient buy. Unsurpassed impact. Ideal editorial environment. Biddersweet results for you when you schedule us through:

FRANK RUGGERI (215) 854-2418
24-hour Telecopier Service: (215) 563-8928
Deadline: Thursday, 5 P.M.

The Philadelphia Inquirer
400 N. Broad St.
Phila, Pa. 19101

"First in Auction Advertising in America's Fourth Market"

Oklahoma State Auctioneers Association — President: W. W. Voss, P.O. Box 953, Stillwater 74074. Secretary: Ray Patterson, 113 N. 9th, Frederick 73543, phone 405-335-2320.

Oregon Auctioneers Association — President: Gary Day, 12773 S. Union Hall Rd., Canby 97013. Secretary: Carol Boston, P.O. Box 7645, Salem 97303.

Pennsylvania Auctioneers Association — President: Harry Anderson, R.D. 1, Georgetown 15043. Secretary: Blaine Brown, Box 96, Wycombe 18980. *

Professional Auctioneers Association of Rhode Island — President: David F. Lucas, 2 High Street, Esmond 02917, phone 401-231-0920. Secretary: Louise E. Wordell, P.O. Box 93, Kingston 02881, phone 401-789-0390.

South Carolina Auctioneers Association — President: Larry J. Meares, P.O. Box 57, Pelzer 29669, phone 803-947-9460. Secretary-treasurer: J. Maude Burnett, P.O. Box 155, Greer 29651.

South Dakota Auctioneers Association — President: Vernell Qualm, Platt 57369. Secretary-treasurer: Charles A. Sutton, RR 3, Flandreau 57028. Executive Secretary: Marti Dunlap, Route 3, Box 235, Colman 57017.

Tennessee Auctioneers Association — President: Jerry C. Gregory, P.O. Box D, Springfield 37172, phone 615-384-5557. Secretary-treasurer: Edwin B. Fulkerson, Rt. 14 Box 182, Johnson City 37615, phone 615-282-1236. *

Texas Auctioneers Association — President: Jack Faulks, P.O. Box 5701, Lubbock 79417, phone 806-763-4949. Secretary-treasurer: Dudley Althaus, P.O. Box 312, Fredericksburg 78624, phone 512-997-7606.

Utah Auctioneers Association — President: Glenn Short, 250 E. 6790 S., Midvale 84047. Secretary: Steve Hansen.

Vermont Auctioneers Association — President: Arthur H. Smith, Ferrisburg 05456. Secretary: Thomas Hirchak, Jr., Morrisville 05661, phone 802-888-4662.

Virginia Auctioneers Association — President: Harold P. Entsminger, Rt. 2, Buchanan 24066, phone 703-254-2050. Secretary-treasurer: Mrs. Doris S. Jones, Rt. 1, Box 114, Scottsville 24590, phone 804-286-3817.

Washington State Auctioneers Association — President: Elmer Burnham, 1421 Fern Dr., Moses Lake 98037. Secretary: Marjorie Burnham (same address).

West Virginia Auctioneers Association — President: Roy Clark. Secretary: Bob Mills, P.O. Box 3261, Morgantown 26505, phone 304-292-7286.

Wisconsin Auctioneers Association — President: Wenzel "Bunny" Humpal, Boyceville 54725. Secretary: Robert Massart, 2545 Finger Road, Green Bay 54301, phone 414-468-1113. *

* *Indicates a reciprocal membership agreement between the state association and the National Auctioneers Association.*

One of the biggest businesses around nets $4 million daily, all of it tax-free, according to Insurance Information Institute. That business is burglary. With theft up 14%, legitimate business are the biggest losers, with much of the loss in merchandise.

Copies of a burglarly prevention booklet are free from: Insurance Information Institute, 110 William St., New York, NY 10038.

AMERICAN BUSINESS



Charlie Gay's

Wholesale

DEALER AUCTION

2550 Shorter Avenue (Ga. Hwy 20 West)

ROME, GEORGIA

Every MONDAY 10 A.M.

This is an ABSOLUTE Auction where we sell Tools-Electronics-Watches
Furniture-Carpet-Gift Items-Household Goods and many other items
to the HIGH BIDDER.

ALL NEW MERCHANDISE SOLD — LARGE AND SMALL LOTS

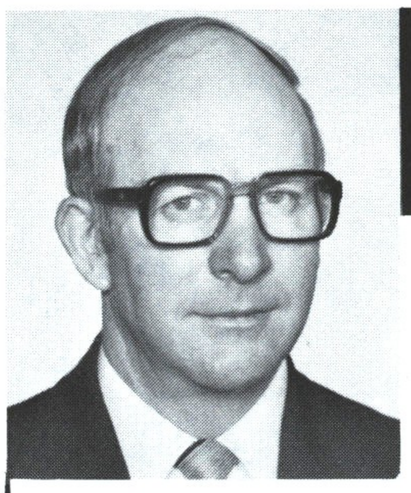
NO JUNK

Terms of Payment: Cash or Certified Check

PHONE (404) 234-5946

GA. AUCTIONEER LICENSE NO. 129

REISCH
WORLD WIDE COLLEGE OF AUCTIONEERING, INC.



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

Since 1933 Largest in the World
Approved for VA

YOU can be an AUCTIONEER!

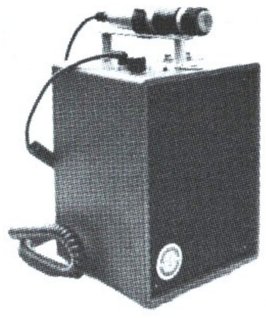
START YOUR NEW CAREER NOW
AND MAKE BIG MONEY

Attend 2 weeks intensive training in all phases of this respected and highly profitable profession, taught by 25 of the nation's leading professional auctioneers.

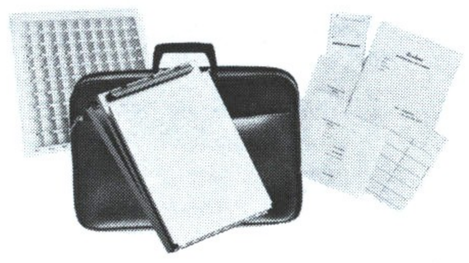


GRADUATES RECEIVE LIFETIME SCHOLARSHIP, DIPLOMA & POST-GRADUATE ASSISTANCE. OUR "ON THE CAMPUS" HOUSING & DINING FACILITIES, CONTRIBUTE GREATLY TO ENHANCE YOUR PROFESSIONAL TRAINING.

Please send me your FREE CATALOG.



FOR THE PROFESSIONAL AUCTIONEER
Clerking Supplies
Sound Systems
WRITE FOR INFORMATION





OBTAIN OUR MODERN AUCTION LIBRARY WITH YOUR CHOICE OF TRAINING RECORD OR CASSETTE TAPE. FREE WHEN YOU ENROLL IN THE TERM OF YOUR CHOICE.

Gordon E. Taylor, Member

MAIL COUPON TODAY!

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

NAME _____

ADDRESS _____

CITY _____

STATE _____ ZIP _____

NA

Standing Room Only.

Is what can happen when you advertise to the 1,500,000 readers of The Sunday Globe. The largest readership in New England. And the most affluent. And no Boston paper has more classifed ads. For more information call: JoAnne McCoy (617) 929-2169 or Arthur Shachat (617) 929-2160.

The Boston Globe

BOSTON, MASSACHUSETTS 02107

Successful auctioneering across the nation

"World famous" amusement park auctioned piece by piece

After 54 years of entertaining millions, September 26th saw the end of a Detroit, Michigan, institution as the oldest midwestern amusement park was sold at auction a little at a time. Conducting the sale was the auction company of NAA member **David A. Norton.**

Gone are the Wild Beast Roller Coaster, The Voyage Ala Lune Fun House, The Party Ship and 20 other rides leaving only generations of fond memories.

According to auctioneer Norton, the crowd on auction day surpassed 1000 with registered buyers from 22 states, composed of carnival and park owners in addition to hundreds of nostalgia seekers.

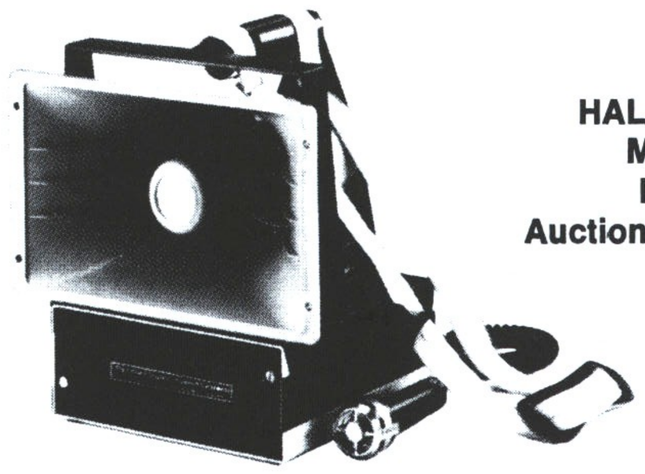
Prices realized were in excess of 30% of what had been forecasted by the Norton firm. Over 500 individual lots were sold in the six hour auction. Highlights of the sale included: the Guess Your Weight scale, $5,250; the Grand Prix ride, $21,000; the Himalaya ride, $23,300; 170 picnic tables grossed $9,000; and the curved "funny mirrors" brought an average of $325 a piece.



Mr. Norton informed THE AUCTIONEER that "a well timed avalanche of press releases netted nine major newspaper features, three radio interviews, trade publication articles, and live TV coverage by both NBC and CBS. Needless to say, it was a most successful auction."

AUCTIONEERS P.A. EQUIPMENT AT WHOLESALE PRICES!

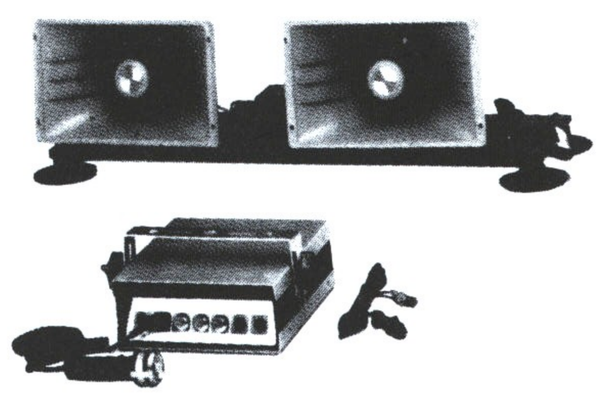
"The Professional Auctioneers' Choice"



HALF-MILE HAILER
MODEL S-610
List: $245.00
Auctioneers Cost: $208.25

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

SOUND CRUISER
MOBILE P.A. MODEL S-310
List: $425.00
Auctioneers Cost: $361.25



SOUND CRUISER MOBILE P.A. MODEL S-310 — Make any car a sound truck in 45 seconds. Ideal for cars, trucks, buses, boats. **AMPLIFIER:** Model S-302: 32 watts: all transistor. **Controls:** On-Off/Tone; Master Volume; Auxiliary Volume. **Inputs:** For microphone: for radio, tuner, recorder, etc. **Outputs:** For 8 or 16 ohm speakers. **Power Source:** 12V dc: plugs into auto cigarette lighter socket. Terminals provided for permanent installation. 120V ac and flashlight battery adapters available. **Size:** 8⅜" wide x 3¼" high x 8¾" deep. **Mounting:** Handle supplied for easy carrying or ready mounting under dash. **SPEAKERS:** Model S-1210: Two weatherproof horn speakers that swivel and lock in any direction, can handle full amplifier output, mounted on car-top carrier ready to clamp to car. **MICROPHONE:** Model S-2080: cardioid probe-type, noise-cancelling hand-held microphone, supplied with 8" coil cord, on-off switch, mounting clip. **WEIGHT:** Complete system. 25 lbs. **Order Model S-310**

Order by mail — payment with order — we pay postage . . . C.O.D., you pay postage.
North Carolina residents add 4% sales tax.

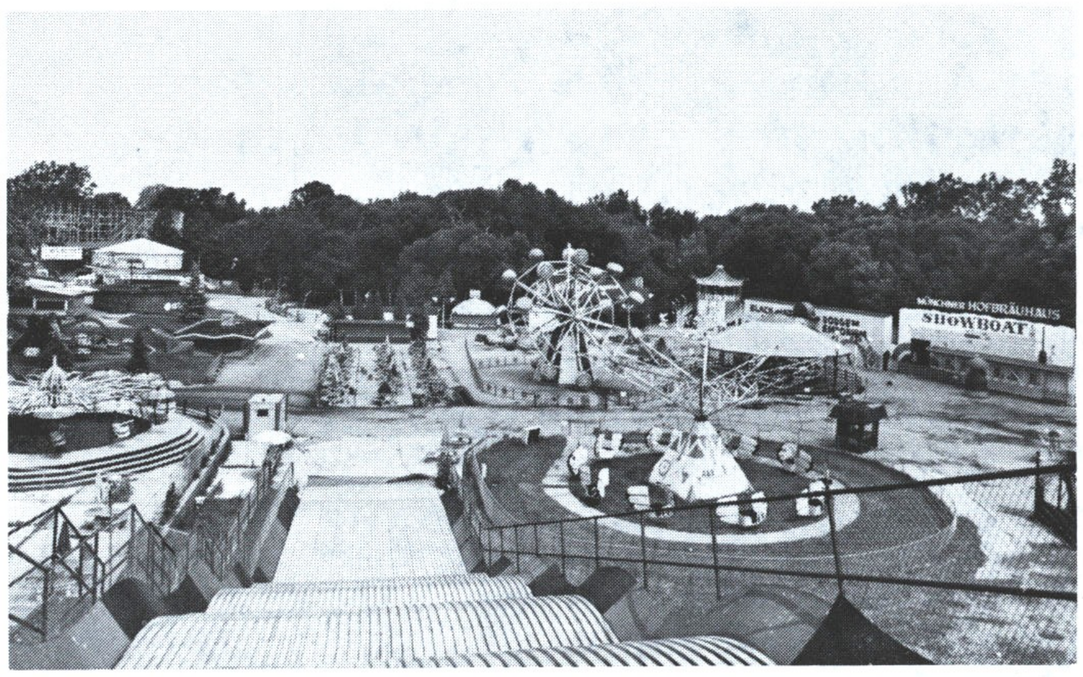
Col. Forrest Mendenhall,
Member

If you need good quality equipment, this is your opportunity.
Write for Equipment Brochure today.

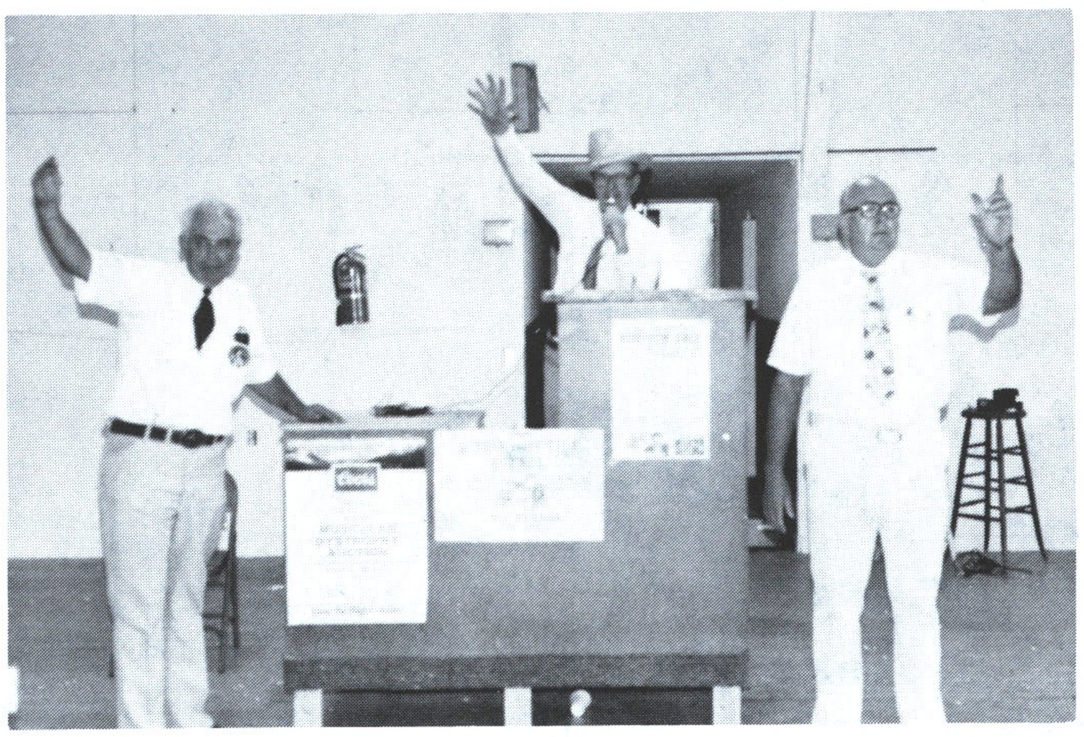
Mendenhall School of Auctioneering

P.O. BOX 7344 — U.S. HWY. 29 & 70 (185) HIGH POINT, NORTH CAROLINA 27263 PHONE (919) 887-1165

AT THE AMUSEMENT PARK auction, left, with NAA member David Norton, center, John Bagley, left, and NAA member Kirk Weakley, right. Below, panoramic view of Edgewater Amusement Park before the sale, to be replaced by a large housing complex.



Auction held for Jerry's kids . . . In Bozeman, Montana, the First Annual Muscular Dystrophy Benefit Auction was held September 29. Conducting the sale were local NAA members **Andy Oldenburger, Ben TeSelle,** and **Don Clark.** About 250 people attended the auction, including the state muscular dystrophy poster children, Max and Carrie Farmer. Their arrival brought spirited bidding, with proceeds amounting to over $6250. The merchandise at auction was donated by local Bozeman and Gallatin County merchants.



BENEFIT AUCTION FOR MUSCULAR DYSTROPHY in Bozeman, Montana, was conducted by local NAA members, from left, Don Clark, Ben TeSelle, and Andy Oldenburger.

Farm population continues to decline. The number of Americans living on farms dwindled again last year, a trend that has been going on for decades. Total farm population in April 1980 was 6,051,000; about 3% fewer than in April 1979, according to the Census Bureau and the USDA.

FARM & DAIRY

AUCTION FORMS

IMPRINTED WITH YOUR NAME & NUMBERED OR NUMBERED ONLY AS LISTED

ALL CLERKING TICKETS - 3 copies 8½" x 11" NCR first and second copies paper, third copy carboard 12 on or 10 on - not numbered - 250 sets $22.50, 500 sets $43.50, 1000 sets $85.00.

CLERKING TICKETS - 10 on or 12 on - Imprinted your name, address and telephone number, 250 sets $50..00, 500 sets $50.00, 1000 sets $125.00.

ALL FORMS LISTED UNDER THIS HEADING are 8½" x 11", sold in pads of 50 sheets each at $1.95 per pad, 10 pads at $1.45 each, 20 or more pads at $1.20 each pad. Not numbered.

CLERKING SHEETS - CASHIER'S STATEMENTS TERMS OF SALE - CONSIGNMENT CHECK-N CONTRACT FORMS - PROMOTION SCHEDULE BUYER'S REGISTRATION - 2 FORMS - 1 with room for 13 names - new form for 20 names.

FORMS LISTED BELOW NUMBERED FROM 1 to 1000 50 sheets each pad, 1000 numbers, 1 pad $4.00; 10 pads at $3.00 each, 20 or more pads at $2.50 each.

CLERKING SHEETS - BUYER'S REGISTRATION

CASHIER'S STATEMENTS - Numbered from 1 to 1000 1000 lots only, $50.00. Imprinted your name, address and telephone number and numbered 1 to 1000, 1000 lots only $65.00.

TAGS Cardboard 2½" x 5½" - 3 part perforated, hole at top, 1000 tags $9.50. 2000 tags $18.00, 5000 tags $40.00.

TAGS - Form No. EATN-26 - Cardboard 2½" x 5½" numbered 1 to 1000; 1" numbers; 3 part perforated; hole at top, 1000 tags $18.50; 2000 tags $36.00; 5000 tags $85.00.

WIRES FOR TAGS - 12" long -
1000 wires ..... $9.00 5000 wires $42.50

TAGS — Sticky Back - Form No. EATSB-35 - 3 part perforated, with room to write numbers. Need no wires. Peel off and stick on, 1000 tags $20.00; 2000 tags $38.00; 5000 tags $90.00.

TAGS - Form No. EATCBN-36 - Sticky Back - 2½" x 5", no wires needed, peel off and stick on; 1" numbers, 1000 tags $30.00; 2000 tags $55.00; 5000 tags $125.00.

BUYER CARDS - Form BS-20 3¼" x 7" - 1000 cards $9.50, 2000 cards $18.50, 5000 cards $44.75.

BUYER CARDS - Form No. BCN-30 Numbered from 1 to 1000 - 1000 cards $20.00, 2000 cards $29.00, 5000 cards $85.00.

BUYER CARDS — No. BCND-50, Numbered 1 to 1000 **1" display numbers; 1000 cards $25.00, 2000 cards $40.00, 5000 cards $85.00. NO NAMES.**

ARROW DIRECTION SIGNS Word AUCTION in beg type & BOLD ARROW colored cardboard 9" x 11", 50 signs $7.50, 100 signs $10.00. ⅓ each direction.

Payment with Order — We Pay Postage
C. O. D. Orders — You Pay Postage
— WRITE FOR FREE SAMPLES TO —

STOCK YARDS PRINTING CO.

1613-A Genesee, Kansas City, Mo. 64102

The Auctioneer's "Auctioneer"

WHEN YOU HAVE AN AUCTION THAT REQUIRES THE FACILITIES THAT ONLY A NATION-WIDE 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 CATAGORY OF REAL OR PERSONAL PROPERTY.

- **COLORFUL TENTS (For Outside Sales)**
- **ALL ASSOCIATED EQUIPMENT (P.A. Systems, Chairs, Organs, Sound Trucks, Cattle Pens, Portable Generators, Etc.)**
- **NATIONWIDE ADVERTISING (In House Agency)**
- **NATIONWIDE MAILING LISTS**
- **FINANCING AVAILABLE (On Most All Properties)**
- **NATIONWIDE TOLL FREE TELEPHONE**

CALL THE AUCTIONEER'S AUCTIONEER",
HUDSON AND MARSHALL, INC. . . .
WE'RE READY TO WORK FOR YOU!!!

BROKER PARTICIPATION INVITED.

Call Toll Free

In Georgia Call
800/342-2666
Elsewhere Call
800/841-9400

HUDSON AND MARSHALL INC.
REALTORS AND AUCTIONEERS
ONE BACONSFIELD PARK • MACON, GEORGIA 31211
TELEPHONE (912) 743-1511

Home Offices
Macon, Georgia
Atlanta Offices
Suite 109
333 Sandy Spr. Cir.
404/256-5450



Col. Jim Graham
CCIM, CRB, AFLB

LEARN AUCTIONEERING
in Beautiful
FLORIDA

NEXT CLASS
JANUARY 25

– Enjoy the Ocean and the Palm Beaches while you learn –

Become a Professional Auctioneer in 1 Week

- Learn the Professional chant
- Every type auction is covered
- Latest video training equipment . . lets you view your progress
- Every student personally trained by Col. Jim Graham
- Highly professional Instructors

JIM GRAHAM training makes you STRONG . . as an Auctioneer; Businessman; Speaker. Men or women.

REAL ESTATE auctions . . our specialty

You'll like our FAST START system

Graduates from other schools are welcome

MONEY BACK GUARANTEE

FREE BROCHURE

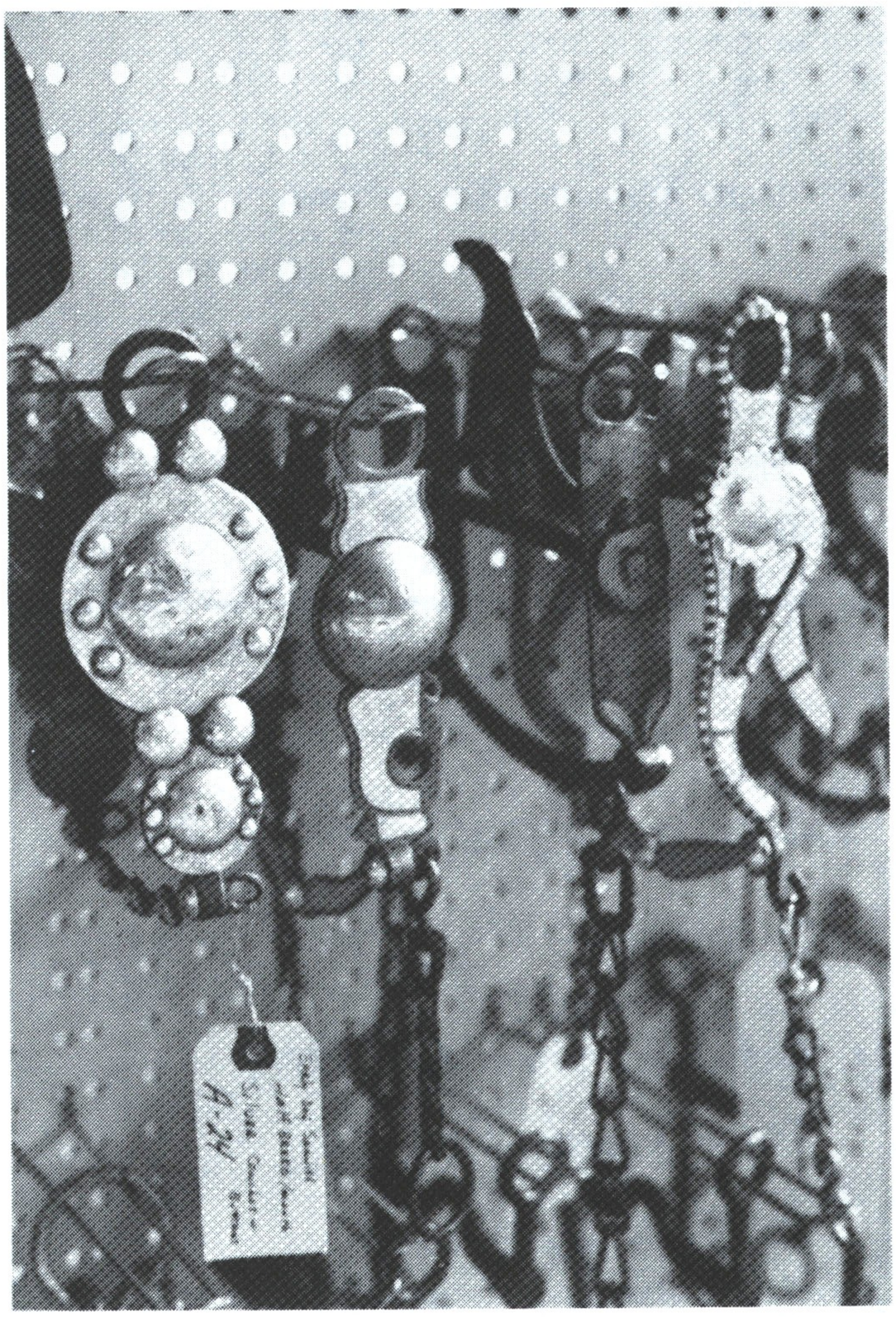
JIM GRAHAM SCHOOL OF AUCTIONEERING

204 U.S. 1, North Palm Beach, FL 33408 (305) 844-1723

Bits, spurs, saddles, even the horse . . . Prineville, Oregon, experienced a unique June auction — approximately 250 antique and new bridle bits, with the majority overlaid/inlaid with silver. Handling the sale was NAA member **Dennis Turmon,** Redmond, Oregon. Also presented were silver spurs, saddles, Angora chaps, plus wagons, buggies, a two horse sleigh, and one horse.

Buyers attended from throughout the West, and the auction was very successful. Top selling items included: an El Goto bit, $470; 23 U.S. Cavalry bits which averaged $130; silver overlaid roping spurs, $250; and a handmade silver headstall with a Mike Moreles silver bit, $500.

The oldest bit in the sale was a Confederate cavalry bit, in good condition, which brought $80.



BITS AND OTHER WESTERN ITEMS sold well at a Prineville, Oregon, auction by Dennis Turmon, Redmond, Oregon. Three of the four bits shown here are Graica made.

The Super Bowl will have TV ad rates to match — $350,000 for a 30-second commercial — the first show ever to charge that high of a figure.

AMERICAN BUSINESS

WORLD'S MOST MODERN AND EFFICIENT AUCTIONEERING SYSTEMS
Registered U.S. Patent Office



Clerkmobile T.M. Patented Clerking System Installed

Auction Tops Fits on Standard ½ or ¾ Ton Truck

Used auction tops and Clerkmobiles for sale.

MAIL COUPON TODAY!

For Free Literature and Additional information —

Auctioneering Systems
Art Feller-Box 267
Cissna Park, Ill. 60924 Ph. 815-457-2202

☐ Yes . . . Send me Free Literature.

☐ Send me examples of clerking tickets and buyers numbers.

Name _____

Address _____

City _____

State _____ Zip _____

joe small
auctioneers, inc.

3114 Garden Brook Drive • Dallas, Texas 75234 • 214/241-1912

ATTENTION
AUCTIONEERS
ANTIQUE SHOPS
WHOLESALE OUTLETS

WE CAN SUPPLY YOU WITH

40 FT. CONTAINERS

OF BEAUTIFUL ANTIQUE FURNITURE, COLLECTABLES, AND BRIC-A-BRAC DIRECT FROM ENGLAND, IRELAND, SCOTLAND AND WALES. WE OPERATE A LARGE, WELL-RESPECTED AUCTION GALLERY AND ARE ONE OF THE LARGEST IMPORTERS IN THE SOUTHWEST.

- Merchandise Carefully Selected For Your Particular Market
- All Levels Of Quality Available
- Excellent "Mix" Of Items
- All Customs, Duties, Fees, and Freight Paid
- Guaranteed Delivery To Your Door

CALL US NOW FOR PRICES AND REFERENCES!
(214) 241-1912

member national auctioneers association and texas auctioneers association
Joe Small, CAI TXE-012-0252

The Future: what affects American life affects your business

"Times change, people change, I'll get by." That may be a common method for dealing with the American business future. but it's hardly a "game plan" for what American business will encounter before the year 2000. To give AUCTIONEER readers a glimpse of what may be down the road, here are two reprinted articles dealing with how America will change in the relatively near future.

The restructuring of America; a look at some emerging trends

(At the National Livestock and Meat Board's Annual Meeting in Minneapolis, Minnesota, August 16-18, directors discussed "New Direction for Greater Demand" in the red meat industry. As part of the opening session, John Naisbitt, a trend researcher, outlined some overall social trends that may prove to have some influence on that demand.

Emphasis added by THE AUCTIONEER.)

Changes taking place in our society are restructuring America. And, like it or not, this restructuring is going to have a powerful effect on the way we run our lives and businesses.

That's the view of John Naisbitt, chairman of the Naisbitt Group and publisher of THE TREND REPORT, a quarterly summary of emerging trends in the United States.

According to Naisbitt, **the dramatic restructuring of America starts in trend-setting states such as California, Florida, Colorado, Washington and Connecticut.** The "megatrends" that start in these states, Naisbitt said, are followed by the other 45 states.

Naisbitt said these trends indicate America is changing in the following ways.

From an industrial society to an information society. "In 1950," Naisbitt said, "65% of us were in industrial occupations. Since 1950, that 65% has dropped down to 27%. That's a dramatic change."

Also in 1950, Naisbitt pointed out, 17% of the population was in information/knowledge occupations. That figure is now over 58%, and may reach 85% by the end of the century.

Further illustrating his point, Naisbitt said"clerk" became the most common occupation in America two years ago, succeeding laborer, which succeeded farmer. ("Farmer, laborer, clerk," Naisbitt said. "That's a brief history of the United States.")

This change, he said, is partially responsible for other trends, such as a decline in labor unions and a trend away from national political parties, which had their heyday during the mass industrial society. In addition, since knowledge and information is the major resource rather than capital, entrepreneurial behavior increases. In 1950, we were creating new companies in the U.S. at a rate of 93,000 a year. Today we are creating new companies at a rate of more than 600,000 a year.

From a national economy to a global economy. Part of this, according to Naisbitt, is the "deindustrialization" of developed countries.

"The United States and all of the other developed countries of this world are in the process of transitioning out of the (manufacturing industries) as these tasks are increasingly taken up by Third World countries," Naisbitt said. "By the year 2000, as much as 30% of the world's manufacturing will be done in the third world."

He concludes that "the only macro-economic model that makes any sense is the global one. There are no self-contained countries anymore."

Naisbitt said this trend involves all industries,

THE SCHOOL OF
THE PROFESSIONALS



Learn to Be A Professional Auctioneer

INTERNATIONAL AUCTION SCHOOL

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

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

including the meat industry. "Your (the meat industry's) truly great growth opportunity, despite the problems, is global," Naisbitt said. "You have a fantastic market if you think of your market as a globe and not just this country."

From a centralized society to a decentralized society. The two great centralizing events in the history of the U.S. were the Great Depression and World War II, combined with the centralizing impact of industralization, said Naisbitt. We're now diversifying and decentralizing.

Part of this is a powerful political shift away from Washington to the states and localities. While the number of votes cast in presidential elections is going down, the votes on local referenda and initiatives are going up. Naisbitt also cites the decline of network television and increase in cable television to show that centralization is on the decline.

From the family to the individual. Only seven percent of the families in America consist of a father as breadwinner with a wife that stays home and takes care of the children and house. In addition, today *one out of four households consists of a single individual, whereas in 1955 one out of ten households were singles.*

Implications for the meat industry in this trend are important. More convenience foods, easier and more practical recipes and modern packaging are necessary to meet today's consumer's needs.

From north to south. Naisbitt claims this trend is irreversible in our lifetimes.

"For the first time last year, there were more people living in the south than living in the north," Naisbitt said. "During the 1970's a dramatic 86% of the population growth in this country occurred in the south. At the same time, such city symbols of northern industrialism as Chicago, Cleveland, Buffalo and Detroit were losing up to 27% of their populations."

According to Naisbitt, the old Chicago/New York financial corridor is being replaced by the Houston/Los Angeles financial corridor.

From forced technology to high tech/high touch. The introduction of high technology in this country has led to the "counterbalancing" of that technology by increasing personal communication. For example, Naisbitt said, the introduction of heart transplants and brain scanners led to a new interest in the family doctor and neighborhood clinics. Word processors led to a revival in handwritten notes and letters. And the introduction of life sustaining equipment in hospitals led to a new concern about the quality of death.

"We won't be using new technology to isolate ourselves," Naisbitt said. "The more technology we put in this society, the more people are going to aggregate," he said. "People want to be with people."

Do these trends actually affect the meat industry? You bet they do. As Naisbitt puts it, "You can't figure out the future of the meat industry by just think-

Continued page 54



For That Antique, Estate or Collector's Auction

Be Sure to Use

The Weekly

TRI-STATE TRADER

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

FOR A CROWD OF AFFLUENT BUYERS WHO FLY AND DRIVE LONG DISTANCES

Circulated primarily in Illinois, Indiana, Kentucky, Michigan, Missouri, Ohio, Tennessee, West Virginia, Wisconsin, Western New York, Western Pennsylvania, Eastern Iowa. ***IN OUR 14TH YEAR.***

The Tri-State Trader has more antique auctions in the Mid-Central states than any other publication in the world! Results guaranteed or no pay! (Inclement weather excepted). *Ask for a show of hands.* Yes, we're that sure!

Call *TOLL FREE* TO RESERVE ADS OR FOR INFO

Outside Indiana (Ill., Ky., Ohio, So. Mich.) **1-800-428-4156**

Indianapolis & NE suburbs 326-2235;

Indiana only 1-800-382-1050; (Iowa, Mo., Wis., Pa., W. Va., Ky., Tenn., NY, call collect to reserve ads or info.)

Other States Phone 317-345-5800 or 317-345-5133

Other States Phone 317-345-5800 or 317-345-5133

TOLL FREE HOURS: 7 am-5 pm Mon. thru Fri. and Sat. 8 am-12 noon. (Evenings after 5 and Sat. pm & Sundays BY CHANCE.)

Delivered every Monday in most states.

Normal Ad Deadline: 9 am every Wednesday. **Ads** taken until 8:30 a.m. Friday, but please call in reservation early. (Small surcharge for late ads.)

Free Samples Sent to Auctioneers on Request

Lowest Prices On Watches & Calculators

UNBEATABLE PRICES ! ! !

- DIGITAL WATCH - METAL CASE – $3.85
- ALARM CHRONOGRAPH *ONLY* – $10.00
- LCD PEN WATCH (PARKER REFILL) – $10.00
- LCD PENDANT WATCH $99.00 RETAIL $9.50
- ANSCO POCKET CAMERA *ONLY* – $5.50
- CALCULATORS – $5.00 AND UP

Plus Much More - Wide Selection To Choose From

- GENUINE DIAMOND EARRINGS ONLY $9.00

**** FLASH !! Just Arrived, Sensational Offer – Quantities Limited – First Come:*

FAMOUS NAME ELECTRONIC WATCHES at the unheard price of only $11.00

We specialize in many super close-outs. Buy direct and save plenty $$$. All merchandise warrantied for one year.

FOR IMMEDIATE DELIVERY AND BEST SELECTIONS

Call 203-575-0884 MON. - FRI.
9:00 to 4:30 E.S.T.

Personalized Watch Co.
87 EAST MAIN STREET
WATERBURY, CT 06702

INSTRUCTION

LEARN TO BE AN AUCTIONEER



AMERICA'S TOP QUALITY AUCTION SCHOOL. WRITE OR CALL FOR FREE CATALOG. APPROVED FOR V. A. TRAINING.
— SINCE 1962 —

MENDENHALL SCHOOL OF AUCTIONEERING
P. O. BOX 7344
HIGH POINT, N. C. 27264
(919) 887-1165

ing about the meat industry. You cannot figure out the 'New Direction for Greater Demand' without looking at the total picture."

We're part of the turbulent times around us. And when we figure out what our consumers, society and market are doing, we'll be more able to deal wth the challenge they pose to us.

America is restructuring

FROM		TO
an industrial society	—	an information society
a centralized society	—	a decentralized society
North	—	South
a national economy	—	part of an integrated global economy
forced technology	—	high tech/high touch
either/or	—	multiple-option
economies of scale	—	appropriate scale
a managerial society	—	an entrepreneurial society
representative democracy	—	participatory democracy
short term	—	long term
printing	—	telecommunications
broadcasting	—	narrowcasting
department/chain stores	—	boutiques
family as basic unit	—	individual as basic unit
party politics	—	issue politics
quantitative information	—	qualitative knowledge
material productivity	—	knowledge productivity
vertical society	—	horizontal society
top-down society	—	bottom-up society

(Reprinted with permission from MEAT BOARD REPORTS.)

How is it in your state — Nebraska farmland has doubled in value the last 10 years. According to a Nebraska Farm Real Estate Market Developments Report, after all the economic variables were considered, Nebraska farmland owners have seen the real value of their assets double in 10 years time. For 1980-81 Nebraska farmland appreciated about 10%, wth neighboring states showing lesser increases: South Dakota, 6%; Iowa, 7.1%; Missouri, 7.1%; Kansas, 3%; Colorado, 8.6%; and Wyoming, 7.1%. The report also documented that less than 2% of Nebraska's farmland changed hands annually.

HIGH PLAINS JOURNAL

Life in the year 2020 foretold by two university economists

(Reprinted with permission from HIGH PLAINS JOURNAL, Dodge City, Kansas.)

Faculty members at Colorado State and New Mexico State Universities have put their heads together, dusted off their collective crystal ball, and looked 40 years into the future of the 10 inland Western states.

What they found is a situation of stark contrasts. They foresee many changes, not uniformly distributed over the region.

For instance, they say that in the year 2020 . . .

- Denver and Salt Lake City are strip cities, running more than half the length of their respective states.
- All but the wealthiest must travel farther and farther to find space in carefully rationed, and expensive, recreation areas.
- Idaho, western Montana, and western Wyoming continue to serve as the recreation, retirement, and resort areas of the region.
- Southern Idaho is on the verge of a long-term expansion, while southwestern Wyoming's economy has entered a period of decline. Overall, the area is at the point of a major economic takeoff, however.
- The eastern Montana, eastern Wyoming, and western Dakotas area is a quiet, declining part of the nation receiving little attention.
- The desert Southwest booms, with California's growth overflow.
- California lies dormant, pending a solution to water allocation problems.
- Phoenix and Tucson are one strip city. The El Paso-Las Cruces-Alomogordo area continues to grow as a strip.

Those projections and many more were made for Los Alamos Scientific Laboratory's Western Regional Studies Project at the request of the federal government to stimulate thinking about future problems, explained Dr. John McKean, CSU economics professor. The project remains in progress.

McKean and Dr. Joel Diemer, agricultural economics professor at New Mexico State University, compiled information from a number of sources, including Los Alamos Scientific Laboratory and experts in various disciplines at their respective universities.

"Predicting the future of a region involves numerous assumptions about the path of technology, human aspirations, and world conditions," McKean noted.

Continued page 56



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.

Michael Fox Auctioneers, inc.

EXECUTIVE OFFICES
SUITE 1915 • CHARLES CENTER SOUTH • 36 S. CHARLES STREET
• BALTIMORE, MARYLAND 21201
(301) 332-1333 Baltimore • (301) 621-1776 Washington • (215) 564-1175 Philadelphia

The economists attempted a holistic approach — using the ideas of political scientists, meteorologists, hydrologists, geologists, and recreation and agricultural specialists.

To McKean and Diemer, the overall situation in the year 2020 looks like this . . .

- The automobile remains the primary mode of personal transportation, powered by alcohol or various types of batteries. **Gasoline and diesel fuels were banned on the new car production in 1987.** Continuing, huge trade deficits and fear of disruption of fossil fuel supplies forced faster development of appropriate technology.
- Long-distance transportation systems are primarily railroads; pipelines are used for gas and liquid. Most solid fuels are converted to electricity, liquid, or gas prior to shipping.
- **The Persian Gulf ran out of economically developable fossil fuels early in the 21st century, speeding up a worldwide trend of migration to warmer climates.**
- Satellite transmission of solar energy via microwave to ground stations began in the mid-1990s and now supplies 50% of the region's electric needs.
- Hydro power output has doubled.
- The use of geothermal and hot rock technology has expanded steadily.
- Electric utilities, beginning in 1980, encouraged and financed individual retrofits and new construction for solar (including photovoltaic), heat pump, insulation, and other projects to increase efficency.
- **Appropriate passive solar design was mandated by the federal government after 1985,** and the technology has been written into the Uniform Building Code.

The use of coal for electric power generation increased rapidly until 2000, then declined as cleaner sources began to dominate electricity generation. Alcohol and methanol production sustain the high demand for coal.

Beginning in the 1980s, the West began to experience recurring, five-year dry periods and the East became unusually cold. Weather patterns are more unstable than they were in the previous 100 years.

Continued pressure on groundwater sources — strip mining, drought, expanded recreational use, contamination from manufacturing and resource extraction, and shifts of water from agriculture to urban use — has resulted in increased desertification of the West.

By the 1990s, "molecular sieve" technology made the mining of sea water economically feasible with fresh water as a by-product. Also, brackish water inland areas is available for domestic and some commercial uses.

Institutional problems associated with surface and subsurface mining of the ocean floor were resolved by 2000. This, along with water mining, has become an increasingly important source of minerals.

Domestic, strategic minerals recovery increased

ATTENTION, ALL AUCTIONEERS!

RECEIVE PRECIOUS GEMSTONES ON CONSIGNMENT

We have been instructed to dispose of a vast quantity of genuine gemstones. **They are available to you to be sold at your auctions regardless of price and without minimum bid.**

We need your help in liquidating these gemstones (emeralds, rubies, sapphires, aquamarines, opals, amethysts, garnets, etc.). They will come to you packaged and ready for sale, with a simple invoice to be returned to us when sold. You will receive a parcel of (20) lots which normally sell for between $800-$1500. **Take your normal commission and remit to us by your check.**

These gemstones will provide interest, color, and variety to your sales. They are guaranteed genuine and have been weighed on a jeweler's scale to 1/100 of a carat accuracy. All are cut and faceted.

We need the assistance of approximately 100 auctioneers who sell general merchandise, household goods or antiques. **You need not have any prior experience in selling jewelry to assist us.**

Please call or write our office as soon as possible.

Thank you very much.

Consolidated Equity Associates

P.O. Box 401216 ● Dallas, Texas 75240
Phone: 214 245-7052; 214 245-8996



One last look . . .

The October issue of THE AUCTIONEER contained numerous pictures of the NAA convention, with little room for any more. However, one picture deserves a parting glance. Amidst the millions of lights that make Las Vegas glow in the dark, one neon sign held a special meaning.

At the street end of the long driveway to the Las Vegas Hilton convention area, the National Auctioneers Association was prominently recognized. The distance from the NAA billboard to the Hilton showroom display in the background is almost two city blocks.

---

rapidly through 2000, then declined as more environmentally acceptable technologies were perfected.

Automation reduced labor requirements and more of the labor force is involved in planning and services.

It is technologically feasible for non-heavy manufacturing and non-mining areas to have clean air — if people are willing to pay for it. Inter-regional enforcement of air quality standards is available.

Massive, national political gains have been made with each successive population census.

Commercial wind power generation facilities have been constructed in wind zones. Privately owned wind parks generate electricity for sale to utilities.

Increased population and more leisure time have resulted in greatly expanded demands upon limited recreational resources, resulting in high prices and rationing of those resources. Recreational use of reservoirs provides additional competition for irrigation water, for example.

Agricultural areas are dominated by huge farms, often with foreign owners. Consequently, political pressures are developing.

Particularly in the southern regions, cities continue to consume land to obtain solar efficiency.

NOW, EVEN GREATER RESULTS IN A FARM AUCTION

Farmweek

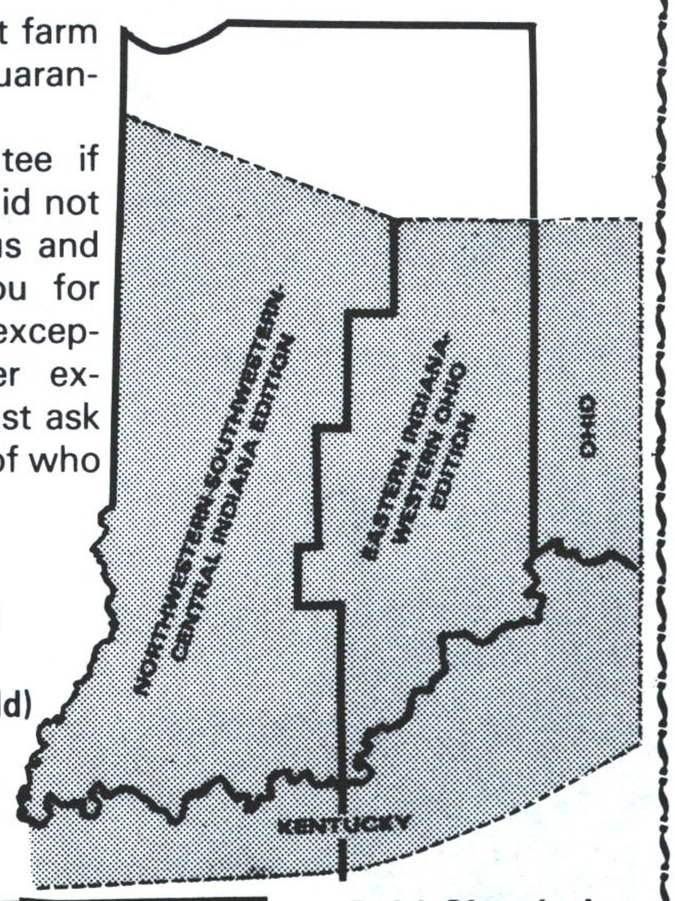
In its 27th year of publication.

(formerly Eastern Indiana Farmer)

Auction deadline noon Tuesday. Late ads until 8:30 a.m. Wednesday CST.

Try it for your next farm auction! Results guaranteed or no pay!

As a trial guarantee if you feel the results did not merit the cost, tell us and we'll not charge you for the advertisement (exceptionally bad weather excepted). But you must ask for a show of hands of who read it in Farmweek!



Farmweek
Phone (317) 345-5133
(or)
Indianapolis (Greenfield)
Phone 326-2235
To Reserve Your Next Auction Or Write

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

Paid Circulation Now Over 20,000 and growing!

Visit World's Fair, before/after NAA convention

Knoxville, Tennessee is the site of the 1982 World's Fair, and will, no doubt, be a destination for many NAA members attending the NAA convention in Atlanta. Dates for the convention are July 28-August 1, 1982, well within the dates of the Fair in Knoxville, May-October, 1982. So that you will be able to make your lodging accommodations as early as possible, the following information was provided by the Knoxville World's Fair offices.

Discover what the world is coming to, and be a part of it

The 1982 World's Fair in Knoxville, Tennessee is the first World's Fair in the United States since 1974. It is the first sanctioned by the Paris-based Bureau of International Expositions, in this decade for the United States. And that's why the world is making plans to visit Knoxville (pop. 450,000) next year, home of the Tennessee Valley Authority, the University of Tennessee, the Oak Ridge National Laboratory (birthplace of the atomic age) and gateway to the Great Smoky Mountains National Park.

In the tradition of great World's Fairs in Montreal, Brussels, Paris, Spokane, Seattle, San Antonio, Chicago, and New York, The 1982 World's Fair will draw 11 million visitors from around the world during its run, May 1 through October 31, next year.

Foreign nations from every continent will be represented, together with dozens of major corporations, states of the union and numerous private and public organizations. With energy as its timely theme, The 1982 World's Fair will be the place to see the world of tomorrow, today.

Two reservation systems ensure reasonably priced accommodations for 1982 World's Fair

The Knoxville Chamber of Commerce and a sister organization, Knoxvisit, have established two central reservation systems, and a strict set of rules and qualifications for those people furnishing lodging, to ensure that everyone is accommodated comfortably — and at reasonable rates. Knoxvisit's exclusive hotel/motel reservation system offers 4,000 rooms per night within a 100-mile radius of the World's Fair. And there are still rooms available in the Knoxville area.

The rates are comparable to those charged in other major cities across the country. Indeed, con-



Gordon E. Taylor
President

St. Paul Union Stockyards

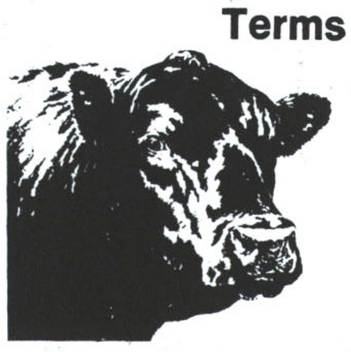


SOUTH ST. PAUL LIVESTOCK AUCTIONEERING SEMINAR
SOUTH ST. PAUL, MINNESOTA
BRANCH OF REISCH WORLD WIDE COLLEGE OF AUCTIONEERING, MASON CITY, IOWA

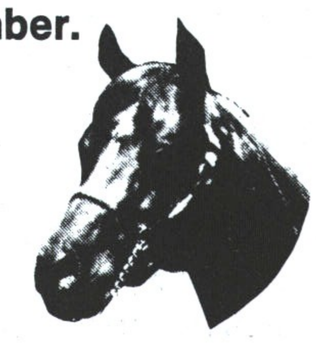
SPECIFICALLY FOR LIVESTOCK AUCTIONEERS AND THOSE WHO WORK AS RINGMEN OR ASSISTANTS

A specialized course in Livestock Auctioneering and Sale pavillion operation and management. You will be selling in the world's largest, near-new, air-conditioned cattle and hog pavillions at the South St. Paul Stockyards.

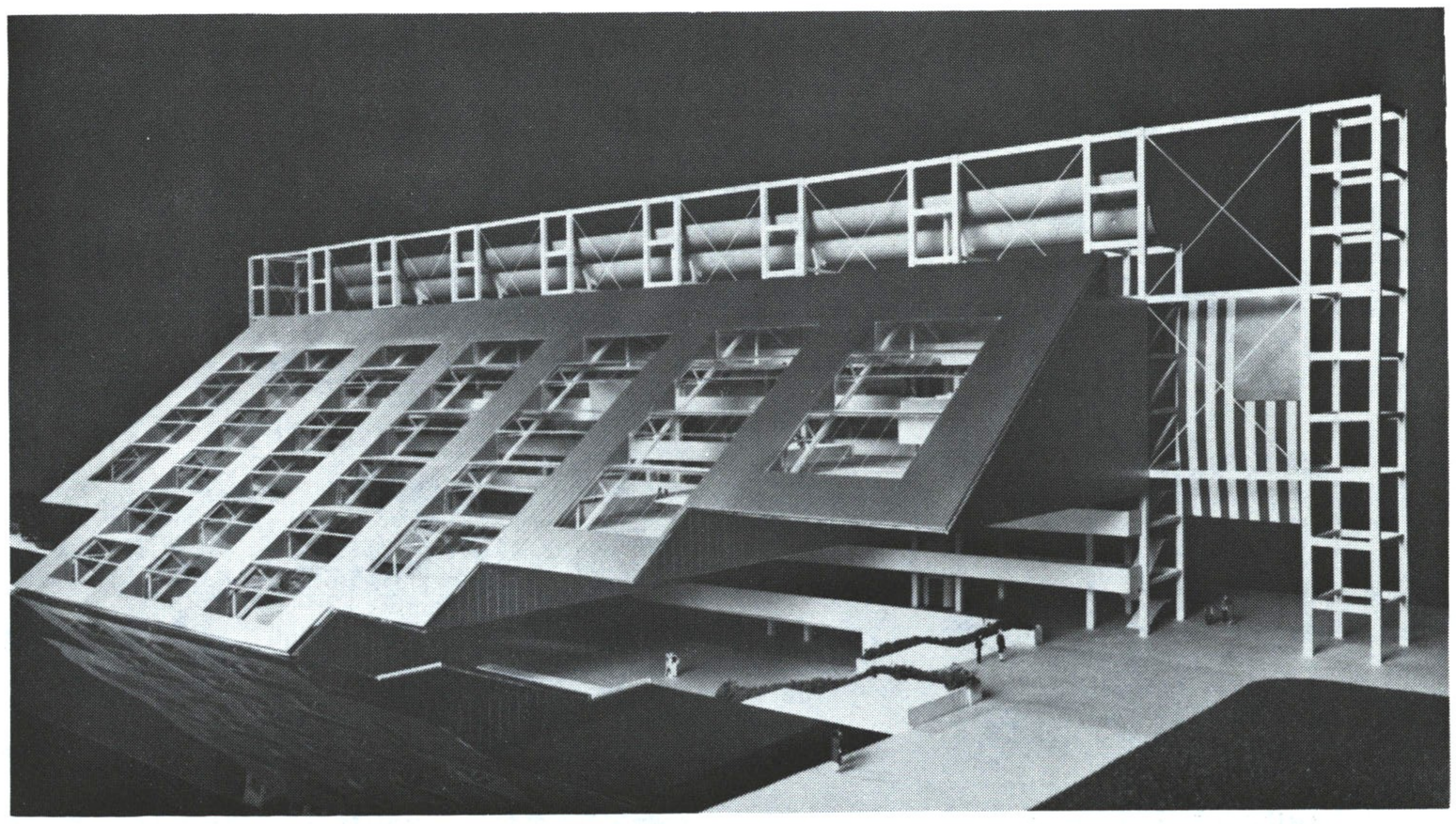
Terms are held twice a year — 1st week in February and 4th week in September.



For catalog and enrollment information Send to:
Col. Gordon E. Taylor
LIVESTOCK AUCTIONEERING SEMINAR
REISCH WORLD WIDE COLLEGE OF AUCTIONEERING, INC.
P.O. Box 949 — Phone 515-423-5242 or 6396
Mason City, Iowa 50401



THE 1982
WORLD'S FAIR™
MAY-OCTOBER, 1982
KNOXVILLE, TENNESSEE



UNITED STATES PAVILION at the Knoxville World's Fair will serve as an "energy showcase" during the 184-day, international event. Sloping dramatically from the southern shore of the World's Fair lake, the permanent pavilion will house technology exhibits, and U.S. energy strategies for future generations. After the World's Fair, the energy-efficient structure will remain on-site as an energy research center.

sidering the attraction — the first international exposition to be held in the United States since 1974 — the rates are very reasonable. Example: Two days and two nights, including a two-day pass to the World's Fair, is $105 per person.

For the best choice of accommodations, it's recommended that as soon as you know the specific dates you will be attending the Fair, you contact Knoxvisit immediately. Do not write. There is no printed information. Simply call 615-971-1000.

You will be requested to mail a check in the full amount as soon after your call as possible. You'll receive confirmation within two weeks of receipt of your check, or you may charge it to your American Express, Mastercard, or Visa.

Both the hotel/motel system and the supplemental housing system have passed rigid criteria to be included in the system. Each is inspected for cleanliness and maintenance. Thus the World's Fair visitor can feel as secure in reserving accommodations in a private home, campsite, or dormitory as in the most luxurious hotel.

There are over 7,000 units of supplemental housing in the Knoxville area within a 50-mile radius of the World's Fair site, and some — for example a college dormitory room — are as low as $18 per night.

For clean, comfortable, maintained lodging at reasonable rates during The 1982 World's Fair, there are only two numbers you need to know.

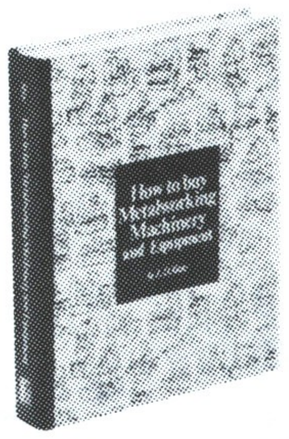
(1) For hotels and motels, call 615-971-1000 for immediate confirmation.

(2) For supplemental housing (apartments, condominium, unoccupied single family dwellings, rooms in private homes, dormitory rooms and campgrounds), call 615-971-4000.

The reason we admire the persons who think before they speak is that they give us a chance to say something.

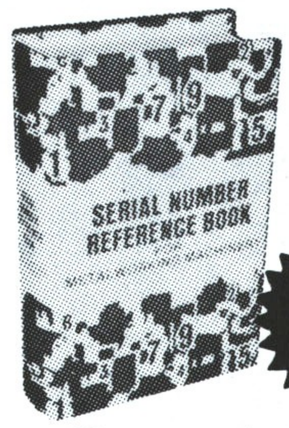
If You Buy, Sell or Appraise Used Metalworking Machinery

THESE TWO BOOKS WILL SAVE YOU TIME & MONEY!



How To Buy Metalworking Machinery and Equipment

- Gives you expert advice on evaluating metalworking machinery & equipment.
- A must for the new buyer— a great refresher for the experienced.
- Easy-to-read, clear & concise language.
- Fully illustrated with detailed drawings.
- Over 500 pages — 30 chapters.



Serial Number Reference Book

- Gives you the actual age of metalworking machinery quickly and reliably.
- Helps take the guesswork out of machinery appraisal and evaluation.

10-DAY FREE TRIAL! ORDER YOUR BOOKS TODAY!

MAIL TO: INDUSTRIAL MACHINERY NEWS BOOK DIV.
C.S. #5002, Southfield, MI 48037

Please rush me ____ copies of How to Buy Metalworking Machinery ($39.95 ea.) and ____ copies of the pocket size Serial Number Reference Book ($24.95 ea.) with a 10-day trial privilege. (Michigan Residents Add 4% Sales Tax)

☐ Payment enclosed (Publisher pays postage & handling charges in U.S.)
☐ Bill me later at cost plus postage & handling charges. Purchase order enclosed.

Name _____
Company _____
Address _____
City _____ State _____ Zip _____



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

THE AUCTIONEER'S LIBRARY & REFERENCE BOOKS

Latest Advanced Methods For the Professional Auctioneer

The Most Comprehensive Information Ever Published on Auctioneering

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

Nothing Is Left Out

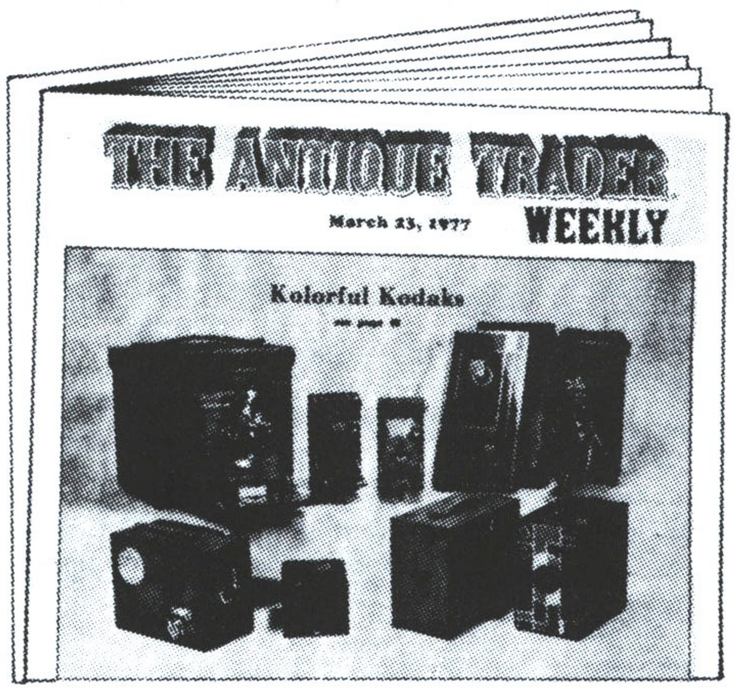


Address All Mail To —

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

10 Books — First edition now off the press

WRITE FOR FREE BROCHURE



MR. AUCTIONEER!

ADVERTISE YOUR ANTIQUES OR COLLECTIBLES AUCTION IN AMERICA'S LARGEST AND WIDEST READ PUBLICATION ON ANTIQUES

THE ANTIQUE TRADER WEEKLY

With our weekly publication and national readership of over 200,000 antiques dealers and collectors, we can bring a good crowd to your antiques auction. Our national readership is in direct proportion to the population of the USA.

We will bring you the wealthy collectors and dealers, who will travel hundreds to thousands of miles to attend any auction in which they are interested, and they will buy your most expensive items. It is very rare when the most expensive items of any antiques are bought by someone locally, it is the people who have come from a distance that buy the best. **THE ANTIQUE TRADER WEEKLY** is the only paper that can bring those people from all across the USA as well as give you good local coverage. Our rates are the lowest per 1,000 readers of any publication in print in the antiques or collectors items field.

If you have not seen our paper, write or call for a free sample copy and a rate card.

THE ANTIQUE TRADER WEEKLY

PO BOX 1050-A **DUBUQUE, IOWA 52001**

Phone (319) 588-2073

You're NAA and professional.

Show clients and associates that you're part of a PROFESSIONAL nationwide organization . . . display the NAA emblem with these quality promotional items.

There are many reasons why NAA auctioneers are chosen over other auctioneers. One reason is the professionalism and ethics represented by, and promoted through, the display of your NAA emblem.

Put your NAA membership to work by displaying the NAA emblem with your name. Let clients, the public, and associates know that you personally belong to a professional team — the National Auctioneers Association!



NAA 4" emblem decal now in stock.

This NAA emblem is a 4 x 3½", three color, pressure sensitive decal for use on the inside of window or windshield. Send your order, 3 for $1.00.

NAA Promotional Items Order Form

NAA Emblem Decals:

8" Pressure-sensitive
@ $1.50 each _____

4" Pressure-sensitive
@ 3 for $1.00 _____
(adheres on top of surface)

4" Pressure-sensitive
@ 3 for $1.00 _____
(shows through glass)

NAA Bumper Signs
@ 2 for $1.00 _____

NAA Embroidered Emblems:
8" @ $7.50 each _____
3" @ $1.50 each _____

NAA Emblem Lapel Button
@ $5.00 each _____

NAA Emblem Reproduction Sheet
@ $1.00 each _____

THE AUCTIONEER Magazine Binder
@ $3.75 each _____

Single Deck Playing Cards
@ 75¢ each _____

NAA Code of Ethics
@ $1.00 each _____

NAA Pad Holders
@ $4.50 each _____

Please send me the following promotional items (indicate quantity ordering on line):

Name _____

Address _____

City _____ State _____ Zip _____

Send no money for postage. Return postage paid by National Auctioneers Association.

Enclosed is a check or money order made payable to The National Auctioners Association, in the amount of $ ....., for the above marked NAA promotional items. (NOTE: NAA Board of Directors policy prohibits any orders shipped on a "charge" basis. Check or money order must accompany all orders for NAA promotion items.)

THE AUCTIONEER Advertiser's Index

	Page
American Academy of Auctioneers	12
The Antique Trader	60
The Auction Bulletin	43
Auctionaire (PA Equip.)	28
Auctioneering Systems	51
Boston Globe	47
Britten Auction Academy	35
Burton Printing	26
CAI	11
Chicago Tribune	2
Consolidated Equity	56
Crum's	14
Dallas Times Herald	27
Dodge Manufacturing	41
Farmweek	57
Fort Smith Auction School	9
Frieder's	42
Charlie Gay	46
Graham, Jim, School of Auctioneering	50
Hudson & Marshall	50
Industrial Machinery News	24, 59
Industrial Publishing	34
International Auction School	52
Joe Small Auctioneers	51
John Jones	25
Kruse, Russell	26
Kwick Klerk	30
Lawing, W. Craig	2
Lectrosonics	8
Livestock Auctioneering Seminar	58
Lundeen Sales Forms	23
Mac Enterprises	16
Mason City College of Auctioneering	21
Mendenhall School of Auctioneering	54
Mendenhall School of Auctioneering (PA Equip.)	48
Michael Fox Auctioneers, Inc.	55
Missouri Auction School	39,63 64
NALLOA	3
Nashville Auction School	3
National Institute of Real Estate Auctioneers	44
Omaha Industrial Tools	20
PACS	36
Personalized Watch Co.	54
Philadelphia Inquirer	45
Reisch, Joe, Library	60
Reisch, Joe Sales	38
Reisch World Wide College of Auctioneering	47
Reppert School of Auctioneering	33
Roussel's	7
Sheldon Cord	32, 33
Stockyards Printing	49
Swainbank, Leslie, Antiques Inc.	10
J. L. Todd	18
Tri-State Trader	53
Valdosta Tent	27
Victor McDonald Co. Auction Course	28
Wagner Watches	40
Walters, Lynn	19
Western College of Auctioneering	22
Wisard, Earl D.	37

Final Bid

The wife of Albert Einstein was once asked whether she understood everything her famous husband wrote.

"I understand the words," she replied, "but not the sentences."

When de Gaulle was the leader of France, a critic once told him: "My friends are dissatisfied with your policies."

"In that case," replied de Gaulle, "change your friends."

A little corner grocery store featured a large display of sugar. There were shelves and shelves of the stuff in many varieties and sizes. "Gee, you must sell a lot of sugar," observed a friend to the grocer.

"Nope, I don't sell much, but the person who sells *me* sugar sells plenty."

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. **PREPARATION CHARGES:** You will be billed for the following charges when the NAA office prepares, or makes changes in your advertising.

Initial composition		Changes	
quarter page	$20.00	copy changes	$15.00
half page	$30.00	artwork changes	$25.00
full page	$45.00		

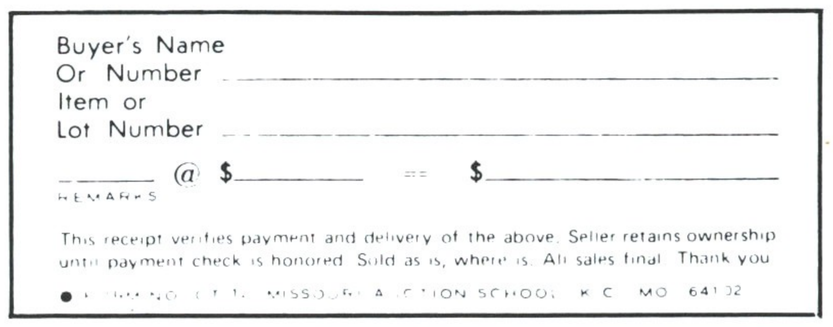
Changes in your advertising are not accepted over the phone, but must be received in writing.

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 10th of the month preceding publication date.

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

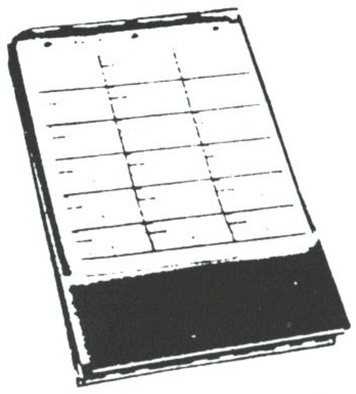
CLERK-SAVER® — World's No. 1 Clerking System

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



THE CLERK SAVER® IS:

- *Fast — check out in minutes.*
- *Accurate — Clerk writes buyer, item & price. Cashier writes nothing.*
- *Less expensive than any known system.*
- *Keeps a running total of the sale.*



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

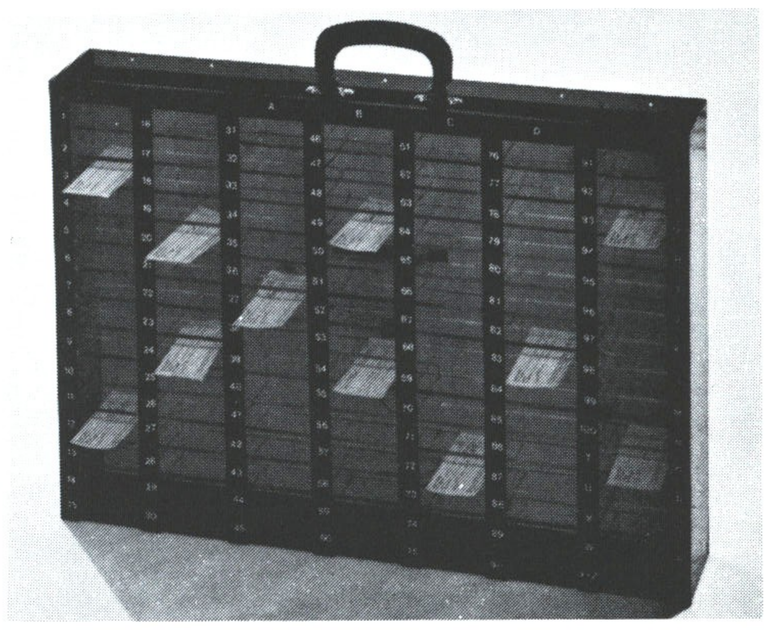
  Original and 2 copies on NCR paper (makes its own carbon copies) 8½ x11" sheets perforated to make 12 tickets 1¾ x4½". This is an extremely fast, easy, and accurate combination clerking and cashiering form. This one form replaces both the standard clerking sheets and cashiers statement. You'll like these.

  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.

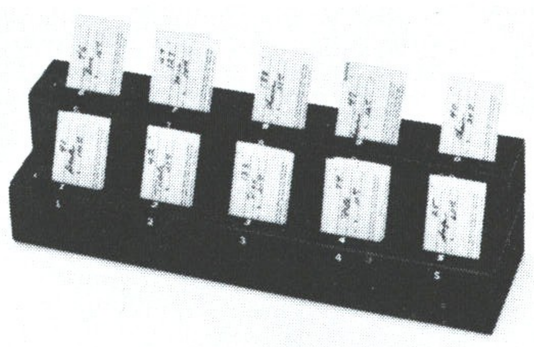
  Aluminum Writing Tray $14.95



- **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



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

  Slots numbered 1-2-3-4-5-6-7-8-9-0. All tickets with buyer number ending in one are filed in the one slot (example: 1-11-21-31-41-51-61-71-81-91-101-111-121, etc.). Likewise all tickets for buyers ending in two go in the two slot; all tickets for three in the three slot, etc. Small, compact, easy to carry. Size: 16" by 4" by 4". Weight 1 lb., 8 oz. Only $22.95

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

  For buyer's number and purchase notes. 3¼ x7½" (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**

  8½ x11", 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:

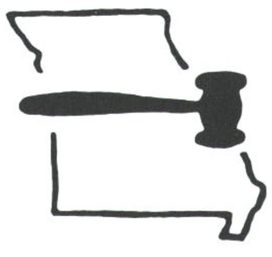
- Aluminum Writing Tray
- 9,000 CT-12 Clerking Tickets
- 1 Pad FS-69 Final Settlement Forms
- 1,000 BC-70 Buyer Cards
- 3 Pads BR-69 Buyer Registration Forms

SAVE $27.00

All of the above plus:

One 10 Slot Clerking Ticket File (a $80.90 Value) Only **$53.50**
One 100 Slot Clerking Ticket File (a $117.90 Value) Only **$89.95**

Payment with Order—We Pay Postage . . . C.O.D. Orders—You Pay Postage
Order by Mail . . . Send Check or Money Order To:



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

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

- Electro-Voice Model 671 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



WE STOCK A COMPLETE LINE OF P.A. EQUIPMENT. WRITE FOR FREE LITERATURE AND PRICES.

Payment with Order — We Pay Postage . . .
C.O.D. Orders — You Pay Postage
Order by Mail . . .
Send Check or Money Order To:



Missouri Auction School

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

PHONE: 816-421-7117

THE AUCTIONEER
NATIONAL AUCTIONEERS ASSOCIATION
135 Lakewood Drive, Lincoln, NE 68510-2487

BULK RATE
U. S. POSTAGE
Paid
Lincoln, Nebraska
Permit No. 9

ADDRESS CORRECTION REQUESTED