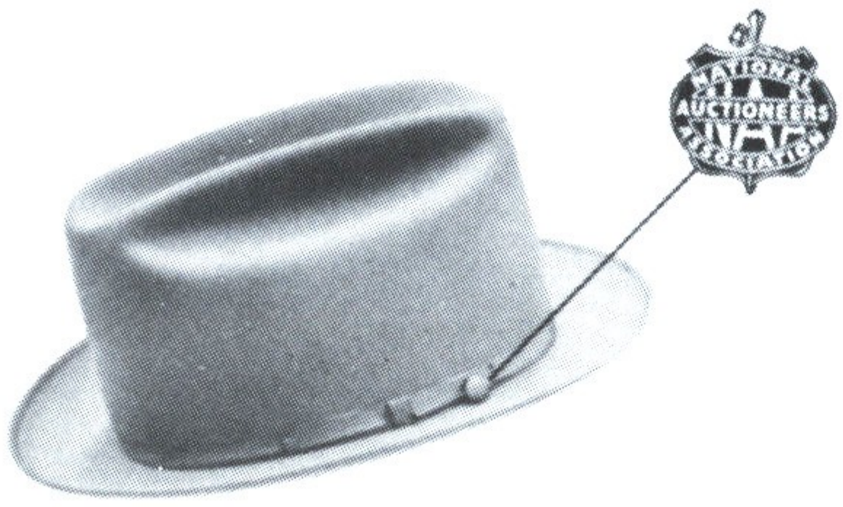
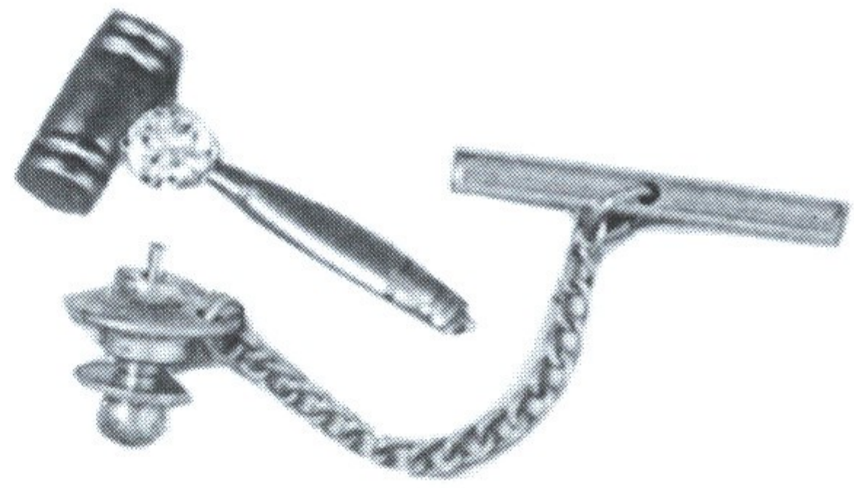
VOL. XXVI NO. 7 JULY, 1975

THE auctioneer



National Convention, Louisville, Kentucky, July 31-August 1-2





"AUCTIONEER HAT"

"AUCTIONEER'S GAVEL" TIE TACK

"Good Guys" wear white hats. "Good Auctioneers" do too. We have them in stock. Made by Stetson in genuine Panama. They come with the Satin NAA emblem in gold letters in the top and with a 2½" brim. They have the open road black as does the felt. We have shipped quite a few already and the fellows really seem to enjoy them.

We also have the regular cream colored Milan Straw hats with 2-1/8" and 2-3/8" and 2-5/8" brims. The Silver Belly felts with the red satin lining also come in the brim widths shown above. Get your order in now while we have all sizes in stock.

Our London Fog type jackets made by Stetson are just right for this time of year. They come in Burgundy, Orange, Canary and Natural in Medium, Large and Extra Large. The embroidered three colored NAA emblem can be washed.

If you like, just order the emblem and attach it to your own blazer or sport coat.

The solid gold tie tac makes a good gift for someone you are especially fond of. Order them all today.

The gavel itself is 14 K "Solid gold"
with a .15 high quality sparkling diamond $159.95
with a .25 high quality sparkling diamond $219.95
Felt (Silver Belly) ..... $14.95 Straws (light tan) $12.95
Panama (White) are $14.95
Jackets w/3 color emblem ..... 19.95 (large, medium and extra large)
3-color Auctioneer Emblems ..... 3.00 Plus 4% sales tax

COLONEL W. CRAIG LAWING

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THE auctioneer

IS THE OFFICIAL PUBLICATION OF
NATIONAL AUCTIONEERS ASSOCIATION
135 LAKEWOOD DR. LINCOLN, NEBR. 68510

EDITOR
Bernard Hart, Lincoln, Nebraska
Jan Merritt, Assistant to the Editor

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The Editor reserves the right to accept or reject any material submitted for publication.

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IN UNITY THERE IS STRENGTH

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EXECUTIVE OFFICES
135 Lakewood Dr.
Lincoln, Nebr. 68510
Phone: (402) 489-9356

Bernie Hart Resigns as Secretary, A Post Held for Twenty-one Years

By JAN MERRITT

Twenty-one years ago this summer, Bernie Hart accepted the responsibilities of the office of Secretary of the National Auctioneers Association. There was no beautiful home office building with luxurious furnishings, there was no office, period. There was no membership of 4,000 strong, not even 1,000.

No, where the NAA stands tall and strong today could have only been a twinkle in Bernie's eye. The challenge of uniting the auctioneers across the country must have represented a tremendous undertaking. And in my own experience in working with auctioneers and seeing the little green head of jealousy which is so prevalent in the auction profession, I wonder how he ever got it accomplished.

It wasn't built in a day. It was done through the day to day contact with not only the successful auctioneers but the encouragement of the new auctioneers. The helping and understanding he lent the aspiring auctioneer to attend Auction School has helped both the schools and the profession. Even today one of the most asked questions in this office is, "Why should I go to Auction School?"

TO ALL MEMBERS
NATIONAL AUCTIONEERS ASSOCIATION

You are hereby informed that this notice constitutes my resignation as Secretary of the National Auctioneers Association, said resignation to be effective when my replacement has been selected and is ready to assume the duties and responsibilities of the office.

This was not an easy decision to make and is the result of long hours of careful thought and study. However, all things eventually come to an end and in all the years I have held this office there has never been a more convenient time to make the change.

The NAA has come a long way from the 777 members and the blank bank balance of 21 years ago when I assumed this position, not for the pay that was offered but for the challenge that was presented. Little did I imagine I would be occupying the same post 21 years later. However, the conquering of each challenge has created more and greater challenges.

As mentioned in "Across the Country" in the June issue of THE AUCTIONEER, never has the NAA been in the position it holds today. We are on the eve of what promises to be our greatest convention. We have a solid membership of some 4,000 auctioneers, our financial position is sound and we are recognized favorably by every segment of business.

Looking back, no one knows better than I the sacrifices that have been made by auctioneers no longer among the living that have been responsible for the position we occupy today. I am thinking of men like Herman Sigrist, Ernie Sherlock, C. B. Smith, Charlie Corkle, and others. It was rewarding to have had the opportunity to work with them.

Having held this position for so many years, I feel fortunate that I can turn it over to my successor in such an enviable condition. Best of all, I am pleased that I was not forced to leave because of health or incapabilities. Every time I see my longtime friend, Tim Anspach, I think of all the great years that are ahead of me and the many opportunities that are awaiting me.

To all my fellow members, my thanks for your many deeds over the years that aided me in this task and best wishes for the continued growth of the NAA as well as your own individual success.

Bernard Hart



The constant struggle to carry on activities which benefit all phases of the auction profession and all auctioneers is a trying task. An easy way out would have been to please those who spoke the loudest or cried the most. This was not Bernie's way. I found that out in the seven years I have worked for him. If it was not to the benefit of the association it did not get Bernie's approval. Sometimes he won, sometimes he lost, sometimes he stepped on toes along the way but he steadfastly charged onward with the common goals of all auctioneers uniting to become one of the soundest trade organizations possible.

Like I said, the above things are what I learned after working for Mr. Hart for seven years. The day I started to work for Bernie and the NAA, December 26, 1967, the only thought I had was what a terrible place to work, a single room in the rear of a building. I was only slightly acquainted with the NAA through THE AUCTIONEER as I was employed by one of the largest commercial printers in Lincoln at that time and we were printing THE AUCTIONEER.

Since I only intended to work for Mr. Hart until I could find a better job, the association did not interest me to any extent. I had never attended an auction in my life and had no desire to attend one. My family was not fond of auctions and even today my mother swears she would not buy anything at auction although she is living in my home, furnished entirely in "early auction".

In spite of myself, the efforts on Mr. Hart's part did not go unnoticed. The building of the new headquarters was the foremost project in his mind when I first started working for him. Purchase of the land was probably more time consuming and nerve wracking than the actual building itself, (which Bernie watched over like a mother duck). The neighborhood and neighbors were utmost in his mind as he worked with the Building and Site Committees. Being more familiar with Lincoln than the committee, he spent many hours in checking available sites.

At last the land was purchased, subject to zoning. Zoning was another problem as residents of this swank area thought we were building an auction house. In the meantime, the seller of the building site was offered substantially more money and tried to break the purchase contract. So down to the lawyer's office went Bernie and finally on three readings by the Planning and Zoning Commission and the same by the City Council and personal contact with the neighbors, even to furnishing them with copies of THE AUCTIONEER to show what we were doing, we gained approval. We had our land.

Now for the completion of the fund raising and the actual building. With inflation adding to the cost each year we waited, Mr. Hart had everything ready for the approval of the Board at the Milwaukee convention, even the actual costs of construction and a letter from one of the banks stating they would loan any money needed if donations did not come through. This approval did not come easy, ask those who were on the Board at the time.

Our building fund was on the rise. It occupied a part of three national conventions but this was only a portion of the effort. For two years it seemed Mr. Hart would be leaving most every weekend for some state convention or gathering of auctioneers to make his "pitch" for building donations. Many personal contacts were made with auctioneer friends throughout the country. Every weekend was spent promoting the NAA, every waking hour he was thinking of places he could raise more money.

He was not alone in his task. Many of his friends were either campaigning for money or furnishing him with lists of prospective donors. I could not believe all this was taking place and I found myself growing ever more fond of my job and of the NAA. Somewhere along the line, this job I had taken only to feed my kids also became a challenge to me. To see this one man do so much for a profession for which he must have a deep love, jolted me into thinking auctioneering is an honorable profession.

To this day, because of my former opinion of auctions, I think educating the public to the benefits of the auction method is just as necessary as educating the auctioneer. I say this because I once stood on the other side of the fence. Perhaps this is why I can see the progress that has been made in the seven years I have worked here.

The building was not built without adversity. There were those who thought it couldn't be done and those who thought it wasn't necessary and some of these were on the Board of Directors. But this did not stop Bernie. Everything that went into this building was inspected, not only by the architect but also by Bernie. He selected the carpeting, the paneling, the drapes, the interior colors, the brick and the roof, personally. It truly is "the house that Bernie built." And with the completion of the building I first heard him mention his resignation in order to spend more time with another related organization, the National Auto Auction Association.

But about that time Terry Dunning began the promotion of some plans for the advancement of the profession and Bernie felt he should stay on and help get these plans into action. This included the Seminar Program, which he felt was so badly needed, but a program, if not handled correctly, that would fail before it had actually gotten started.

For many years the organization had discussed a promotional motion picture which sounds great on the surface but when given careful thought is quite a delicate matter as well as expensive. It was just a little more than a year ago that a representative of Nebraska ETV broached a plan for the production of this motion picture. Bernie "sold" the

plan to the Board of Directors at Medora and production began a few weeks later. Completion date is only days away and it is going to be a great production for the auction profession.

The many achievements that I have witnessed would have been a gruelling task for a man half Mr. Hart's age but was not a full time job for him. Since 1958 he has been Executive Secretary of the National Auto Auction Association. Growth and success of this organization parallels that of the NAA. In 1971, its members sold over a million automobiles making it a billion dollar industry. Although its membership is only 100, this organization stands tall in the automotive industry. The character of its members and with Bernie as its executive director has brought dignity, respect and professionalism to their marketing segment of the automotive field.

My seven years in working with Mr. Hart has not only opened doors for me, it has shown me doors where I once thought only solid walls existed. The challenges in the ever-changing field of automotive marketing will keep us occupied, and who knows, we may have time to conduct some auctions. With the completion of the building, the Seminar Program in full swing and the movie ready to be released, we can truly say, "A job well done." I know the membership wishes him many successes in the challenges ahead.

Connecticut Has Newest State Organization

Years of hard work on the part of many dedicated auctioneers of the State of Connecticut have resulted in the formation of the Connecticut Auctioneers Association, effective May 1, 1975. Our thanks go to many who have guided us, prayed for us and even those "crepe hangers" who said we'll never get one organized in this state.

We did it and as I reflect on advice you gave me, the encouragement of men like Lou Stambler, Bob Losey, the late Phil Goldstein, Noble Ratts and many more, I can only say we are glad we kept chipping away. One man, Don Castner, President of the New Jersey State Society of Auctioneers, after learning of a meeting we had scheduled, wrote and volunteered to come up and tell his beliefs regarding the organizing of auctioneers. He did a fantastic job of helping us over the hump. His own personal conviction and testimonial was just great. He spoke from the heart and fielded the questions like a pro.

Officers elected for the next two years are: William J. Josko, Southport, President; Fred Clark, Scotland; Milton R. Crosby, Sharon; and Richard Mather, Granby, Vice Presidents; Laraine M. Smith, Secretary; Robert H. Glass, Central Village, Treasurer; Joseph Adzima, Fairfield; Thomas Barrows, Portland; Francis Collette, Stafford Springs; Thomas LeClair, Wethersfield; Paul Sage, Chester; Dominick Scavone, Naugatuck; and William C. Shine, Kensington, Directors.

*****

On June 9, Merle D. Straw drove down from New Hampshire to attend the first formal meeting of the Connecitcut Auctioneers Association and extend the greetings of the National Auctioneers Association. He did a masterful job and the NAA can be proud of his dedication and the manner in which he represented it. His participation in our discussions was most helpful and many of those present who have never known the value of belonging to a professional organization were greatly impressed. It is with this sort of representation by the National that we can be sure of furthering our profession.

WILLIAM J. JOSKO

OUR COVER

Between Memorial Day and Labor Day, the Belle of Louisville slips away from her restored wharf at the foot of 4th St., for afternoon and evening excursions. The first 800 people who register at the NAA Convention will be given free tickets for an excursion Wednesday evening, July 23.

RESPECTABLE

The more things a man is ashamed of, the more respectable he is. — George Bernard Shaw.

NATIONAL AUCTIONEERS ASSOCIATION CONVENTION

GALT HOUSE, LOUISVILLE, KENTUCKY

JULY 31 — AUG. 1-2, 1975

Convention Chairman — John O'Connor

PROGRAM

Tuesday, July 29, 1975

10:00 A.M. - Second Annual NAA Golf Tournament. This will be a handicap Flag Tournament. ONLY the first nine holes will count toward the many prizes. There will also be a Ladies Division.

Buses leave for a drive to Louisville Downs and an evening at the Track. A special event will be a NAA Handicap Race and the NAA members will present a trophy to the winning owner. This will cost each member $6.75 and reservations should be made ahead of time.

Wednesday, July 30, 1975

8:30 A.M. - Registration - Third Floor Foyer.

9:00 A.M. - Tour #1 - Leaves on a 90 mile tour through the Kentucky Bluegrass Country to Lexington and the World Famous Calumet Farms, also seeing Secretariat, Triple Crown winner and Horse of the Year, Riva Ridge. The cost of this tour is $6.00 per person, and tickets should be purchased ahead of time.

9:00 A.M. - Tour #2 - Leaves for Bardstown, Ky., (Site of "My Old Kentucky Home" and the coach stop called Talbot Tavern) takes you to a Kentucky Wonder, famous Mammoth Cave National Park. This tour is also $6.00 and tickets should be purchased in advance.

Thursday, July 31, 1975

8:00 A.M. - Registration - Third Floor Foyer.

8:00 A.M. - Board of Directors Meeting - Mayor's Room.

12:00 NOON - Kentucky Handicap Luncheon - Archibald Cochran Ballroom.

Pledge Allegiance to the Flag
God Bless America - Group Singing - Entire membership.
Invocation - C. Roger Lewis, Morehead. Ky.
Welcome to Louisville - Hon. Todd Hollenbeck, Mayor
Welcome to Kentucky - Hon. Julian Carroll, Governor
Introduction of John O'Connor, Convention Chairman and
President of the Kentucky Auctioneers Association

RECESS

2:30 P.M. - Reconvene in Archibald Cochran Ballroom

President's Message - Wylie S. Rittenhouse, Uniontown, Pa.
"You Can't Do Business With an Empty Wagon", Charles Willey, Moline, Ill.
"Kentucky's Great Product, Burley not Bourbon" with Wayne Kessler, Campbellsville, Ky., and John Cummins, Cynthiana, Ky.
Dedication to the Auction Profession - Harris Wilcox, Bergen, N.Y.
RECESS

5:00 P.M. - Singles Mixer - J. Wayne Taylor, Miami, Florida - Dell Quay Room 2nd Floor.

7:00 P.M. - Entertainment - Jerry Clowers, M.C.A. Recording Artist - Cochran Ballroom.
8:00 P.M. - Fun Auction - Sammy Ford, Mt. Vernon, Ky., Chrm., Cochran Ballroom
11:00 P.M. - Entertainment by Auctioneers -- Sing-a-long - E. Howard Hunt, Louisville, Ky., - Court Room.

Friday, August 1, 1975

8:00 A.M. - Continued Registration - Third Floor Foyer.

8:00 A.M. - Coffee and Rolls - Everyone Welcome - Y'all Come - Missouri Auction School - Main Hallway 3rd Floor.

9:25 A.M. - Call to Order - Cochran Ballroom.

9:30 A.M. - "Success, How do you Measure It" -- L. M. Garland, United Nations Delegate to Africa (Swaziland).

9:55 A.M. - RECESS

10:00 A.M. - Session B - Moderator Earl Wilson, President Mammoth Cave Production Credit Association - Water Poet Room.

Livestock - Commercial, Charles Cumberlin, Brush, Colo.
Dairy Cattle - Rex Proffitt, Tompkinsville, Ky.
Beef Cattle - George Kurtz, Sturgis, Ky.
"It's Fun to Sell the Good Ones", Morris Fannon, Pennington Gap, Va.

SEMINAR A - Real Estate

10:00 A.M. - Real Estate - Cochran Ballroom.
Commercial and Investment Real Estate, Al Traiman, Philadelphia
Farm Real Estate, Dick Kiko, Canton, Ohio.
Pre-Sale Activities, Jim Stevens, Nashville, Tenn.
Conducting the Auction, Clive Anderson Jr., Nashville, Tenn.
Real Estate Under $20,000.00, Rex Schrader, Columbia City, Ind.

Friday, August 1, 1975

12:00 NOON - Ladies Luncheon - (See Auxiliary Program) Court Room, 2nd Floor

12:00 NOON - Men's Buffet - Compliments of Tennessee and Indiana Auctioneers Associations, Cochran Ballroom.
Speaker - Mr. Joe Martin, Louisville, Kentucky, Mohammed Ali's First Trainer.

1:45 P.M. - Session C - E. Howard Hunt, moderator. Water Poet Room.

"The Auction House", panel discussion by Aleck Gribbons, Louisville, Ky., Bob Losey, Renton, Wash., Curran Miller, Evansville, Indiana.

3:00 P.M. - Industrial Auctions, Ed Bilbruck, Chicago, Ill., Sammy Ford, Mt. Vernon, Ky., moderator.

3:45 P.M. - Automobile Auctions, Don Rogers, President, National Auto Auction Association, owner of Montpelier Auto Auction, Montpelier, Ohio, Bill Morgan, Hopkinsville, Ky., moderator.

SEMINAR B -- ANTIQUES - Cochran Ballroom

1:45 P.M. - Advertising Your Auction, Arthur Cass, Antique Trader, Dubuque, Ia.

Importing, Terry Dunning, Elgin, Illinois.

Identifying, C. B. Arnett, Murfreesboro, Tenn.

Selling Antiques, Bill and John Josko, Southport, Conn.

3:30 P.M. - Soliciting Estate Auctions, Clive Anderson Sr., Nashville, Tenn.

4:15 P.M. - Open Board Meeting - Water Poet Room - 3rd Floor.

5:00 P.M. - Western College of Auctioneering Alumni Reception - Water Poet Room.

5:15 P.M. - ADJOURN

6:15 P.M. - Dinner, address by Grady Nutt. Mr. Nutt is a professional entertainer by occupation, a minister by ordination, writer by avocation, and finder/enjoyer of all things funny. In 1967 he appeared as a frequent guest on "The Mike Douglas Show".

8:00 P.M. - Lincoln Jamboree, Joel Ray - Archibald Cochran Ballroom.

10:45 P.M. - Sing-A-Long, Auctioneers - Court Room, 2nd Floor.

Travelogue on India - Cynthia Fannon Kinser, Liverpool Room, 2nd Floor.

Saturday, August 2, 1975

8:00 A.M. - Continued Registration - Third Floor Foyer.

8:00 A.M. - Continental Breakfast for all - Courtesy of Ohio Auctioneers Association, Hallway 3rd Floor.

8:00 A.M. - Breakfast of National Officers and Directors with State Presidents and Secretaries as guests. 1st Vice President, Terry Dunning, presiding, Water Poet Room.

9:00 A.M. - Call to order - Cochran Ballroom
Address by Dr. Tim Stivers.

9:30 A.M. - Bid Calling Seminar, moderated by Ray Godby, Science Hill, Ky., Archie Moody, Darlington, S.C., 1969 World's Champion Livestock Market Auctioneer.

10:45 A.M. - Auctions, New England Style - Wayne Kessler, Moderator - Merle Straw Jr., Seabrook, N.H.

11:15 A.M. - Advertising the Auction - J. O. Briggs, moderator, Stanton, Ky., speaker, J. L. Todd, of the J. L. Todd Co., Rome, Ga.

RECESS

1:30 P.M. - General Business Meeting - Cochran Ballroom

Memorial Service for Deceased Members, Ladies NAA
Secretary's Report
Treasurer's Report
Auditing Committee Report
Grievance Committee Report
Resolutions Committee Report
Awards Committee Report
Membership, Promotion, Education Committee Reports
Advertising Committee Report
Convention Site Committee Report
NAA Week, Committee Report
Old and New Business
Election of Officers and Directors

4:15 P.M. - Board of Directors Meeting - Mayor's Room.

6:15 P.M. - GRAND BANQUET AND AWARDS - Archibald Cochran Ballroom
Invocation by Col. C. W. Borden, Bowling Green, Ky.

Acceptance Address- Presidents of the NAA and Ladies Auxiliary

Address by Paul Harvey, radio and TV personality.

Dancing to the Music of Pete Gerhart Experience.

LADIES AUXILIARY CONVENTION PROGRAM

Galt House — Louisville, Kentucky

July 30 — August 2, 1975

Auxiliary Chairman — Mrs. John (Clara) Cummins, Cynthiana, Ky.

Co-Chairman — Mrs. John (Pat) O'Connor, Owensboro, Ky.

Tuesday, July 29, 1975

10:00 A.M. - Ladies Division, Second Annual NAA Golf Tournament.

Evening - Buses leave for drive to Louisville Downs and an evening at the track.

Wednesday, July 30, 1975

9:00 A.M. - Tour #1 leaves for 90 mile tour through the Kentucky Bluegrass country.
Tour #2 leaves for Bardstown, Ky. and Mammoth Cave National Park.

Thursday, July 31, 1975

9:00 A.M. - Directors Meeting - Abbey Room.

12:00 NOON - Opening Luncheon with the men - Archibald Cochran Ballroom.

7:00 P.M. - Entertainment - Jerry Clowers - Cochran Ballroom.

8:00 P.M. - Fun Auction - Cochran Ballroom.

11:00 P.M. - Sing-A-Long, Auctioneers, Court Room.

Friday, August 1, 1975

10:00 A.M. - Quilt Display, Dorset Room.

12:00 NOON - Ladies Luncheon, business meeting - Court and Dell Quay Rooms.

3:00 P.M. - Baker's Square Tour

6:15 P.M. - Dinner and address by Grady Nutt. Mr. Nutt is a professional entertainer by occupation, a minister by ordination, writer by avocation, and finder/enjoyer of all things funny. In 1967 he appeared as a frequent guest on "The Mike Douglas Show".

8:00 P.M. - Lincoln Jamboree - Joel Ray - Archibald Cochran Ballroom.

Saturday, August 2, 1975

8:00 A.M. - Breakfast for New Officers and Directors

9:00 A.M. - Directors meeting - Abbey Room.

10:00 A.M. - Oxmoor Shopping Center

6:15 P.M. - Grand Banquet and Awards. Address by Radio and TV personality, Paul Harvey. Archibald Cochran Ballroom.

8:00 P.M. - Dancing

Kentucky Handicraft Display - Corn Island Room

Movies for the Children, Thursday and Friday 1:00-3:00 P.M. Dorset Room
Saturday, 10:00-12:00 NOON

Game Room - Anchor Room

Friday noon - Hot dogs at poolside for the children.

Friday and Saturday night - Teenage dancing by the pool.

NOMINATING COMMITTEE

Chairman, Mrs. Dean (Jean) Fleming, Atkinson, Nebr.
Mrs. Dick (Virginia) Brewer, Mt. Hope, Kansas
Mrs. Al (Virginia) Rankin, Alger, Ohio

AUDITING COMMITTEE

Chairman, Mrs. G. T. (Nan) Gilbert, Lincolnton, N.C.
Mrs. Lyle (Irene) Erickson, Cresco, Iowa
Mrs. Wayne (Dorothy) Kessler, Campbellsville, Kentucky

Last Call for Advertisers

Have you entered the National Auctioneers Association advertising contest? If not then do so today! Winning the contest is not the primary reason for sending in entries although a trophy is awarded and your name is inscribed on the plaque at national headquarters.

The most important objective is to help everyone throughout the country to improve their advertising by sharing of ideas.

All brochures, sale bills, etc., are divided into four categories, real estate; commercial and industrial; farm; and antiques and household and further divided into color and black and white. The top entries in each category are prominently displayed with the balance arranged on tables for all to sort through. From past contests almost every auctioneer spends some time at these tables trying to gain one new idea.

It is through the sharing of ideas and experiences that both the individual auctioneer and the association will continue to grow and our image will be meaningful in every section of the country.

WE NEED YOU! Send in one brochure from each of your auctions to national headquarters TODAY.

Convention Registrations

1965 Through 1974

As convention time approaches each year the question that arises in the minds of many is the number of registrants and how it compares with past years. With this in mind we have prepared a tabulation of registration by states for the past ten years along with the name of the city in which the meeting was held.

STATES	1965 (Spokane)	1966 (Philadelphia)	1967 (Chicago)	1968 (Okla. City)	1969 (Roanoke)	1970 (Milwaukee)	1971 (Lincoln)	1972 (Dallas)	1973 (St. Petersburg)	1974 (Medora)
Alabama	0	0	0	0	5	0	2	11	11	4
Arizona	0	0	0	2	0	0	0	0	0	0
Arkansas	3	3	18	25	7	11	15	9	6	8
California	6	0	4	10	3	3	5	7	4	0
Colorado	8	3	7	11	10	10	13	11	8	23
Connecticut	0	5	0	1	1	0	2	1	7	7
Delaware	1	2	1	1	1	2	1	1	1	1
Florida	0	2	4	4	9	9	25	15	65	9
Georgia	2	0	1	0	3	0	0	5	6	2
Hawaii	3	3	2	3	2	6	7	3	0	1
Idaho	22	0	1	2	2	4	2	2	1	6
Illinois	12	23	91	43	23	44	38	44	34	28
Indiana	41	17	46	24	25	32	30	29	44	18
Iowa	22	19	42	29	22	40	49	18	22	39
Kansas	15	5	9	37	18	14	39	19	12	20
Kentucky	6	8	11	22	23	29	47	38	61	43
Louisiana	0	0	0	9	5	0	0	7	12	22
Maryland	0	10	3	5	13	2	2	9	12	4
Massachusetts	1	19	4	1	7	4	8	8	9	0
Michigan	6	15	17	1	21	14	21	10	22	13
Minnesota	0	0	0	0	4	8	12	4	7	25
Mississippi	0	2	0	2	5	3	8	7	2	5
Missouri	8	10	20	26	11	14	21	20	22	43
Montana	33	2	2	4	2	7	13	8	2	53
Nebraska	19	7	29	38	29	45	151	44	43	61
Nevada	0	0	0	0	0	0	0	0	1	2
New Hampshire	0	0	0	0	1	0	0	2	2	2
New Jersey	4	19	7	4	10	0	9	4	7	0
New Mexico	2	2	2	9	2	2	2	4	2	2
New York	7	26	18	9	27	26	25	18	31	26
North Carolina	4	14	17	12	36	8	8	10	30	10
North Dakota	19	2	8	22	14	15	18	10	11	150
Ohio	17	43	44	18	62	50	45	25	77	68
Oklahoma	10	4	3	77	9	10	20	27	13	16
Oregon	12	0	1	0	0	1	0	0	0	6
Pennsylvania	20	122	36	23	37	26	26	14	34	37
Rhode Island	0	0	0	0	0	0	0	0	0	0
South Carolina	1	6	6	3	6	5	4	3	11	3
South Dakota	6	3	6	7	15	7	10	9	4	52
Tennessee	4	12	9	9	42	34	30	54	75	40
Texas	14	5	7	29	11	4	19	53	10	7
Utah	0	0	0	0	0	0	0	0	0	0
Vermont	0	0	0	0	2	2	2	2	3	5

Virginia	1	13	11	10	82	16	24	13	26	12
Washington	47	4	8	7	8	14	13	9	7	18
West Virginia	0	5	3	4	11	6	4	0	6	1
Wisconsin	20	23	49	41	58	141	46	29	31	73
Wyoming	2	0	0	2	0	0	0	3	0	5
Canada	8	2	1	1	5	4	6	5	6	0
South Africa	0	0	0	0	0	0	0	0	0	1
Totals	406	460	548	587	689	672	822	624	800	971

John O'Connor Heads Kentucky Association

John O'Connor, Owensboro, was elected to the office of President of the Kentucky Auctioneers Association at the group's annual meeting and convention, April 13-14. He succeeds Henry L. Jones, Winchester in that office.



"I wonder where the funny went." John O'Connor, President of the Kentucky Auctioneers Association and 1975 National Convention Chairman, appears to be pondering the weight of the responsibilites facing him.

NOTICE OF ANNUAL MEETING

The annual Membership Meeting of the National Auctioneers Association will be held Saturday, August 2, 1975, at Louisville, Kentucky, at the Galt House.

Meeting will be to elect the following Officers:

President

1st Vice President

2nd Vice President

and four Directors for a term of three years.

Also, any other business as may be presented by the Board of Directors.

Samuel Ray Godby, Science Hill, was elected to the office of 1st Vice President and Sammy Ford, Mt. Vernon, was elected 2nd Vice President. Elected to three year terms on the Board of Directors were: Bill Lillard, Falmouth; Richard Berini, Winchester; and Lonnie Napier, Lancaster. Bill Morgan, Hopkinsville, was named to fill the unexpired term on the Board of Sammy Ford.

Wilma Atherton, Hodgenville, continues as Secretary-Treasurer. The 1976 Convention will be held at the Galt House, Louisville, April 11-12.

In addition to those pictured on pages 18-19 of the June issue, other program participants included Dave Kessler, New Paris, Ohio; Perry Poe, Brooksville, Ky.; Steve Anderson, Nashville, Tenn.; and Rex Proffitt, Tompkinsville, Ky. Much of the convention business was devoted to hosting the 1975 National Convention.

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The Ladies Auxiliary

Evelyn Roberts

An ardent booster of her husband's ministry, Evelyn Roberts has worked by his side throughout the past 27 years of his world wide ministry of deliverance.

Today, she works at the Oral Roberts Association helping her husband answer his mail and occasionally counsels by telephone. She also appears on the Oral Roberts weekly telecasts, the quarterly hour-long CONTACT Specials and has been a regular on the Oral Roberts radio programs since they began in 1947. In addition to this, she appears weekly on a panel with her husband in a two-hour class (The Holy Spirit in the Now) at Oral Roberts University.

As wife of a university president, Evelyn also participates in numerous civic, social and religious functions.

In recent years she has gained prominence as a public speaker and is in almost constant demand. She loves to share her Christian witness at all times. Yet, because of her deep involvement in her husband's ministry, keeps her speaking engagements to a minimum.

With all her involvement, Evelyn's home, husband and family has always come first. She has raised four lovely children, Rebecca, Ronald, Richard and Roberta all of whom are married now and have families of their own. The Roberts have eight grandchildren.

If you wonder how Evelyn continues to look so young — she might tell you about the aerobics program at ORU — a highly innovative physical fitness program wherein physical fitness can be **measured** for any age level. Evelyn is fanatical about physical fitness. And the aerobics program has something for everybody. On most any day, anywhere from 7:00 a.m. to 5:00 p.m., according to the schedule of her day, you can see Evelyn faithfully doing her mile and a half around the unique indoor track in the Aerobics building on the ORU campus. We think Evelyn Roberts is a good example of ORU's wholeman concept.

Evelyn says, "My life as a minister's wife, obviously is not typical but exciting and something new almost everyday. So I have to keep fit to keep up with Oral."

RICE PILAFF

1 envelope Lipton's Chicken Noodle soup
1 cup raw rice (long grain) do not wash
2 cups water
Lump of margarine or butter (approx. 2 tablespoons)

Take the fat from the envelope of soup and add to the water in sauce pan — bring to boil.

Melt a lump of butter in small skillet and pour dry noodles in. Saute until golden brown. Add rice and mix thoroughly with noodles just long enough to absorb butter.

Mix soup and noodles together in casserole. Stir.

Bake with lid on for 45 minutes to 1 hour at 350 degrees.

Serve with any kind of meat in place of potatoes. Especially good with shish-ke-bab.

Evelyn Roberts

Dear Ladies,

Greetings from Iowa! If you are always unsatisfied with the weather, move to Iowa where every day is a big surprise. This cold snap in the middle of June is just right for those allergic to the heat.

I hope all of you ladies have your plans made for attending our National Convention in Louisville. If your still uncertain, give friend husband a little push and don't book an auction for those days. You will never regret it! The Ladies & children's programs are always such fun — so make it a family affair.

All of the recipes the girls have been sending in are really great. I'd like to add one of our family favorites — just right for for the busy Auctioneer's wife.

ORIENTAL FRIED CHICKEN

Place a 3 lb. chicken, cut up, in a

shallow pan. Combine and pour over the chicken:
1 cup fine apple sauce
2 Tbsp melted butter
2 Tbsp soy sauce
1/8 tsp ginger
Speck of pepper

Bake at 350 degree 1-1½ hours or until tender, baste with juices. Allow more time is frozen chicken is used. Delicious hot or cold.

Sincerely,
Irene Dudley
Hampton, Iowa

Dear Friends:

All the recipes listed in the May issue sounded so great, it made me want to share a favorite with you.

CARROT SALAD

6 cups sliced carrots cooked and drained, while hot, add 1 large onion sliced and 1 large green pepper chopped. Mix well. Mix this dressing ahead of time and add to above vegetables.
1-10 oz. can of tomato soup
1 cup sugar
1½ cups vinegar
¾ cup salad oil
1 t salt-1 t dry mustard, pepper. Mix all again well and marinate over night.

Keeps well in the refrigerator for at least a week.

We have sent for reservations in Louisville. Sounds like a great convention.

Mrs. Sherry Olin
Sparta, Michigan

$10,000 Reward

A reward of $10,000 is being offered for information leading to the recovery of a group of Tiffany items stolen from Jolyn's Antique Gallery, Montclair, N.J. The theft occured between Thursday evening, April 24, and Saturday morning, April 26.

For description and pictures of items stolen, contact Linda Stevens at Jolyn's Antique Gallery, 494 Bloomfield Ave., Montclair, N.J. Phone, area code 201 and the following numbers: 783-9501, or 376-4022 or 227-3474.

All replies will be held strictly confidential.

NOTICE OF BOARD MEETING
of
LADIES AUXILIARY TO THE NAA

There will be a board meeting, Thursday, July 31, 1975, at 9:00 A.M. to be held in the Abbey Room of The Galt House, Louisville, Ky. This meeting will be for all Officers and Directors of the Ladies Auxiliary.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASS'N. OFFICERS 1974-1975

PRESIDENT:
Mrs. Morris (Velda) Fannon
Pennington Gap, Virginia

1ST VICE PRESIDENT:
Mrs. Don (Eileen) Standen
N. Ridgeville, Ohio

2ND VICE PRESIDENT:
Mrs. Marty (Brenda) Higgenbotham, Lakeland, Florida

SECRETARY-TREASURER:
Mrs. Albert (Carolyn) Christensen
Pawnee City, Nebraska

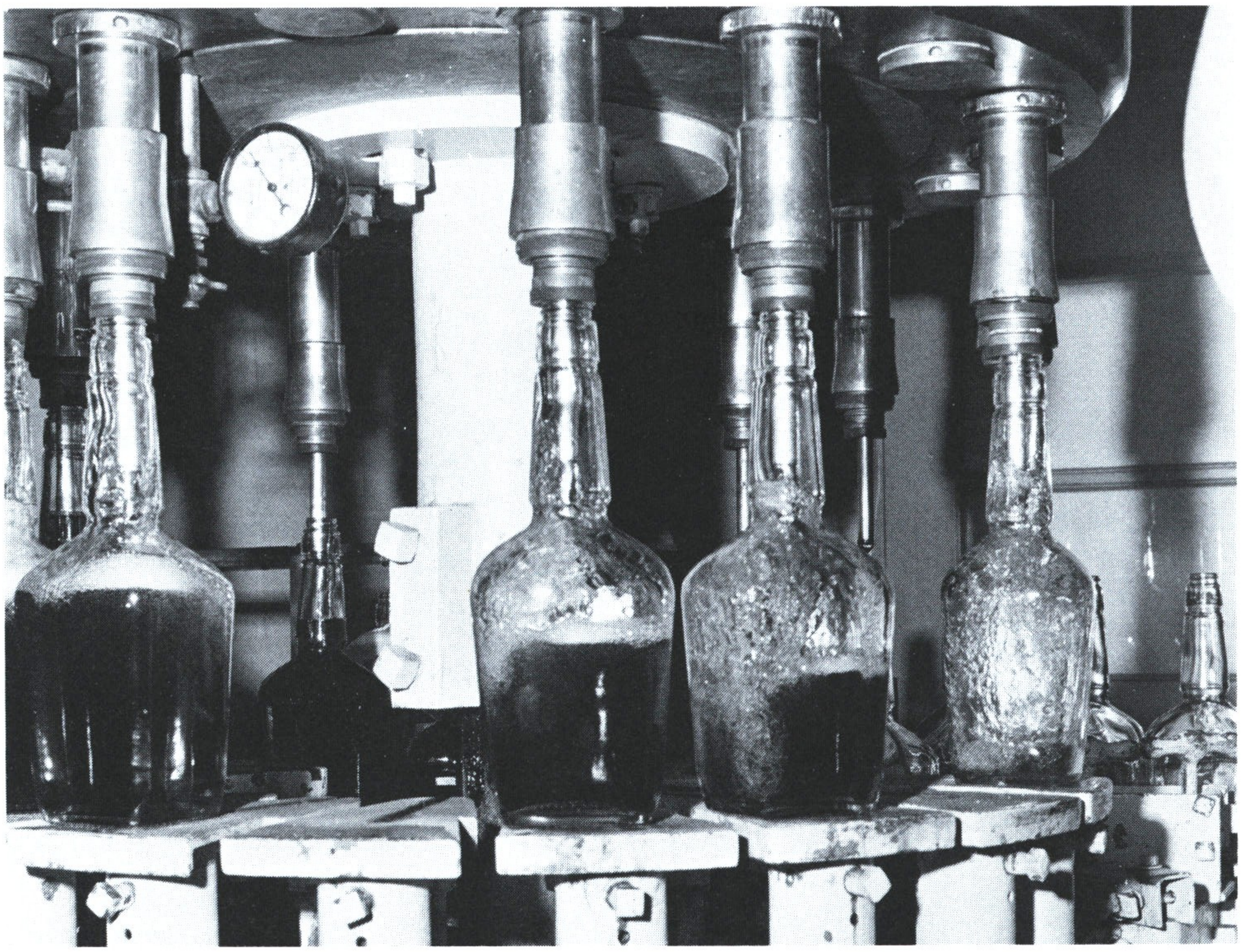
HISTORIAN:
Mrs. William (Mona) Bodell
Hazel Green, Wisconsin

DIRECTORS:

(TERMS EXPIRING 1977)
Mrs. Dean (Jean) Fleming
Atkinson, Nebr.
Mrs. Frank (Billie) Bass
Lewistown, Mont.
Mrs. Leland (Irene) Dudley
Hampton, Iowa
Mrs. Harold (Erna) Ellingson
Edgeley, N.D.

(TERMS EXPIRING 1976)
Mrs. G. T. (Nan) Gilbert
Lincolnton, N.C.
Mrs. Charles (Glenda) Johnson
Sevierville, Tenn.
Mrs. Howard (Jeanne) Roland
Grand Junction, Colo.
Mrs. Harold (Jane) Vaughn
Hamilton, Ohio

(TERMS EXPIRING 1975)
Mrs. Grover (Willie) Howell
Conroe, Tex.
Mrs. Wylie (Joan) Rittenhouse
Uniontown, Pa.
Mrs. John (Clara) Cummins
Cynthiana, Ky.



Distilleries are among the wide variety of firms that welcome visitors. Tourists may view the production of such diverse items as farm machinery, pottery, chemicals, Braille materials, and, of course the products for which Louisville is famous — cigarettes, baseball bats and whiskey.

State Membership Makes 64% Increase in W. Va.

During the first year of the new license law, several auction schools were conducted in West Virginia by the Knotts Auction School of Gallipolis, Ohio.

From the work of Col. Ronald Knotts, the West Virginia Auctioneers Association has accepted fifty new members into membership during the convention held at Cedar Lakes on June 14-15, 1975.

Col. Wylie Rittenhouse, President of the National Auctioneers Association spoke at the 14th convention and was present for the acceptance of the unprecendented number of new memberships.

Wilson E. Woods
Secretary-Tresaurer

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MATCHED RACE

The opening race at Louisville Downs the evening of Tuesday, July 29, will be a Matched Race. Auctioneers will be the drivers.

John O'Connor, Convention Chairman, has issued a challenge to all members. Bob Penfield and Marty Higgenbotham are almost certain bets to challenge John. While they may not be able to stay on the back of a bucking bronco (Medora, 1974) they should be able to stay in the sulky.

A total of eight contestants is needed to fill this once in a lifetime race. Send your entries immediately to:

JOHN O'CONNOR, 2916 Chippewa Drive, Owensboro, KY 42301

NATIONAL AUCTIONEERS ASSOCIATION STANDING COMMITTEES 1974-75

ADVERTISING CONTEST
Charles Cumberlin
Robert Losey
Ray Wallace
Grover Howell

FILM COMMITTEE
Terry Dunning
Merle Straw
Ford Good
Harvey Lambright

AWARDS & PLAQUES
Morris Fannon
Harold E. Ellingson
Joe Donahoe
Howard Buckles

NATIONAL AUCTIONEERS WEEK
Clive Anderson
Dale McPherson
Robert Losey

GRIEVANCE
Archie Moody
Ray Wallace
Harvey Lambright

MEMBERSHIP
Terry Dunning
Archie Moody
Dean Fleming

AUDIT-BUDGET
Jim Wilson
Chuck Cumberlin
Dick Kane
Ray Wallace

RESOLUTION
Merle D. Straw, Jr.
Joseph W. Donahoe
Howard Buckles

EDUCATION
Lyle Erickson
Merle Straw
Dean Fleming
Morris Fannon

CONVENTION SITE COMMITTEE
Harvey Lambright
Jim Wilson
Joe Donahoe

NOMINATING COMMITTEE

A new procedure in selecting the NAA Nominating Committee has been approved by the Board of Directors. This calls for the immediate three past presidents and two other members to be appointed by the President to serve as the Nominating Committee. The 1975 committee consists of:

Joseph W. Donahoe, Chm., Darlington, Wis.
Morris Fannon, Pennington Gap, Va.
Grover Howell, Conroe, Tex.
Paul Calkins, Peru, N.Y.
Dean Fleming, Atkinson, Neb.

This committee will hold open hearings during the convention to hear recommendations from members. Time and place of these meetings will be posted.

From the President . . . .

Convention time is approaching very fast now and each one of our members who can possibly arrange their schedule to attend should do so. This year has prospects of providing one of the greatest educational conventions we have had the pleasure of attending. Every member owes it to his sellers to be the best informed Auctioneer they can employ. By taking time to participate in this National Convention, each person will learn and profit. Remember time is **money** — especially when time is spent at the National Auctioneers Convention in Kentucky — Those Kentucky Auctioneers are going all out for you at the Galt House.

My travels to the state conventions which I have had the pleasure to attend have been most inspirational to me. The desire of the Auctioneers' for information and continuing education to better serve the public is uppermost in the minds of the young and old. Associations are growing, as the Auction Business is good today. More people are aware of the benefits of Auctions. We must provide the best possible service to all.



Learn more, profit more, enjoy more by attending the National Convention in July.

$1,455 Per Acre For Sac County Iowa Farm

A 240 acre farm near Schaller, Iowa, sold for $1,455 per acre, a total of $349,200, June 3. The farm was owned by the W. C. and Ethelyn Edson estates and the auction was conducted by the McGuire Auction Co., Holstein, Iowa.

John Wesley Graham of Ida Grove, Iowa, was the purchaser. The farm was first offered in 80 acre parcels and high bids of $1,460, $1,410, and $1,250 were received. However, the unit bid was higher. Graham owns a farm management business and is a former state legislator.

According to the auctioneers, this was the top price paid for a farm of that size in Sac County. The firm had previously sold a 55 acre tract for $1,430 per acre.

The same day as the land sale, McGuire Auction Co., sold the Edson residential property for $36,200.

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Wisconsin Museum Sold At Auction, June 7-8

Whispering Pines Park, located on the Chain-O-Lakes, near Waupaca, Wis., was the site of an auction of many unusual and valuable items, June 7-8. The contents of the Whispering Pines Museum was a 46 year accumulation of the late Christ and Emma Hyldgaard.

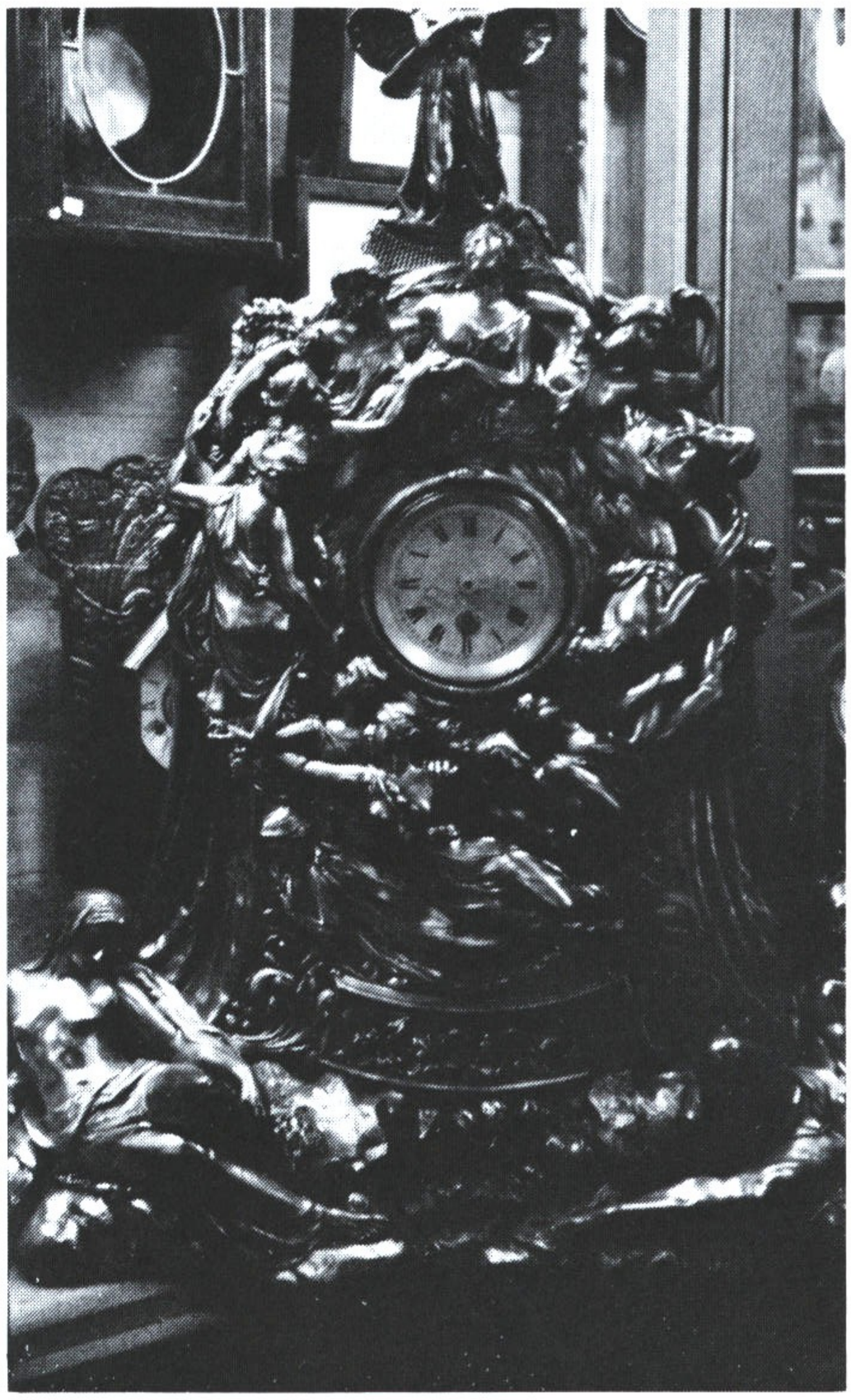
The Hyldgaards had shared their 30 acre estate with anyone who cared to picnic and tour the museum at no charge. The property, valued at $275,000, has been donated to the Department of Natural Resources.

According to auctioneer, Jack A. Barnett, Wisconsin Rapids, 363 buyers from eight states registered for the auction. Clerk Dorothy Moll recorded 1,070 lots in the two day auction.

A sample of prices paid included bracket lamps, without reflector, $22.50 to $45; bracket lamps complete, $45 to $85; GWTW lamp with elk scene, $400; Cranberry Glass insert for Brides Basket $80; cast iron dog bank $27.50; 1878 Apple Peeler $65; Bust of Abraham Lincoln Meerchaum pipe $120; Hobo Art Box $35; 1888 Peerless Music Box $700; 1880 Music Box $600; Card of assorted pins, buttons and medals Military $160; 1883 perpetual motion clock, as is, $90; Ad. Clock Parry Buggy Co., Indianapolis, Ind. $325; key wind pocket watch w/hand painted porcelain back, not working, $160.

Hobo art picture frame $60; 40 inch tall fish plates set of 5, $60; Broad axe $40; cards of arrowheads $85 and $190; 1880 Seth Thomas wall clock $200, Pr. brass railroad coach lamps $200; iron hitching post horse head $60; collectors guns, including 45-70 Springfield $145; Oct. barrel w/brass inlay $155; double barrel octagon over and under rifle shotgun $350; 4 barrel Derringer $160; RCA Victor phonograph w/horn, not working $175; Carved teak wood stand $175; double wheel counter coffee mill $170; 3 wheel baby buggy $160; beaded gloves $70.

Kitchen gingerbread clocks sold for $85 to $260; 1912 Crockery Foot warmer $45; 24 mold candle forms $90; wood wall phones Western & Kellogg brought from $75 to $110; Ca. 1857 table model Stereoscopic view $120; regulator clock as is, $180; Banjo clock $200; Eclipse calendar clock $350; Waterbury wall clock $250; coffee mill $250; double Spinning wheel $175; double dial clock $500; buckboards $150 and $175; cutter $190; double sleigh $200; time keeper's clock $400; 1822 Rosemaled Trunk $180; Art Neavou clock $140; calendar clock $625; brass hanging oil lamp $250.



This bronze clock sold for $1,175 in the auction of the Whispering Pines Museum pieces.



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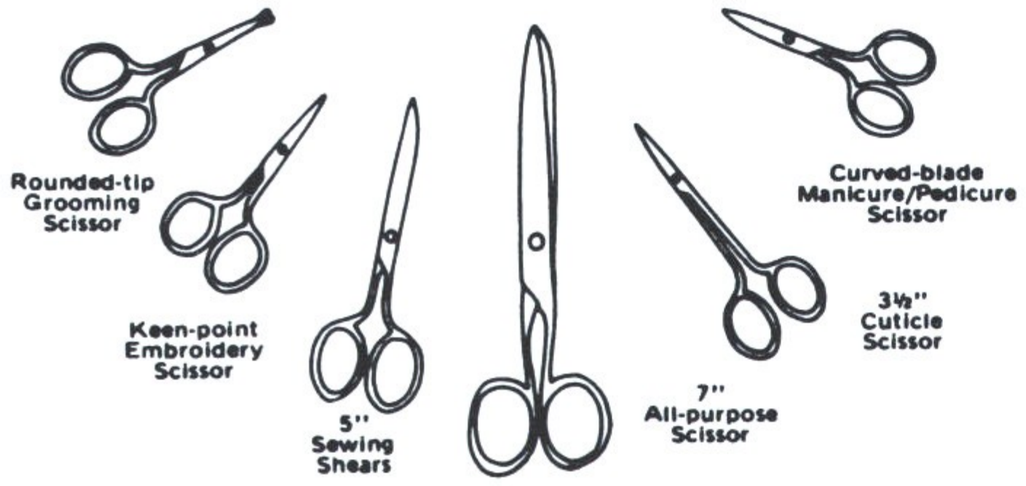
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1975 ADVERTISING CONTEST UPDATE

Entries will be divided by geographical regions rather than types of merchandise as in the past. Regions will be: Far West, North Central, Southwest, Northeast and Southeast. A Winner will be selected from each region.

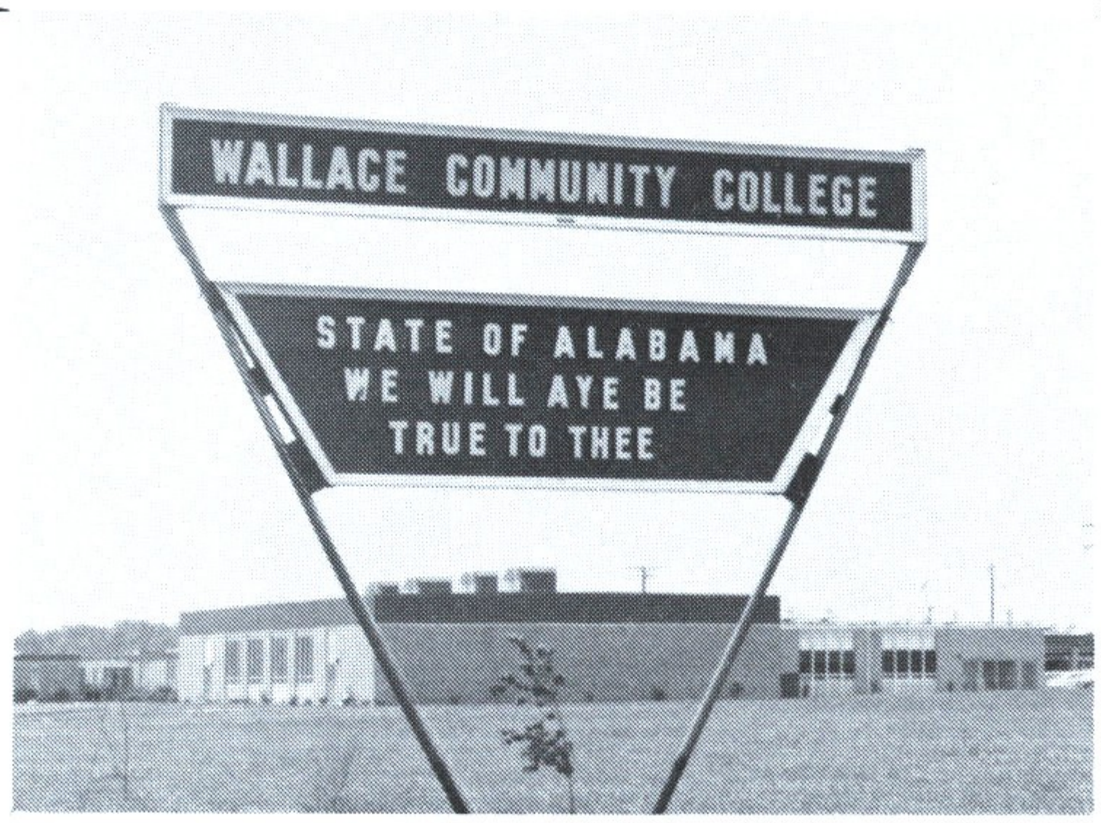
In addition to the regional winners there will also be a Champion and a Reserve Champion over all.

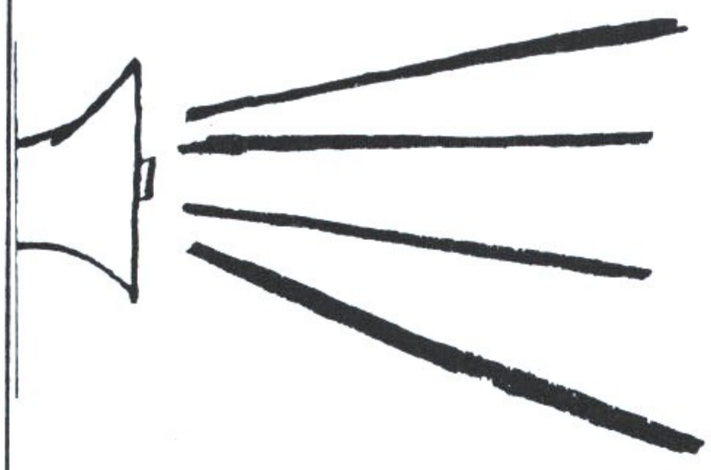
There is only one rule governing entries — they must carry the NAA emblem or the words, "Member of National Auctioneers Association." Entries must be submitted to National Auctioneers Association, 135 Lakewood Drive, Lincoln, Nebr. 68510, and received no later than July 19, 1975.

Sincerely yours
Chuck Cumberlin
Brush, Colo.



Governor Michael Dukakis signs proclamation designating National Auctioneers Week in Massachusetts. Witnessing the signing were the following representatives of the Massachusetts State Auctioners Association, from the left: Leonard Sheinfeld (past president); Louis Cook (past president); Abe Goldstein, President; Murdock McDonald, Director; Albert A. Burke, Secretary; Robert E. Chaffee, 2nd Vice President; Melvin Mont, member and U.S. Government Auctioneer.





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South Dakota's Annual Convention, June 13-15

While there was some disappointment in the number of auctioneers who turned out for the 13th Annual Convention it could be said that South Dakota's "best" auctioneers and their wives reported at Sioux Falls, June 13-14. Those who failed to attend missed a very profitable two days of fellowship and learning as President Earl Weiman had arranged a very good program.

Friday evening was spent in the renewal of acquaintances and visiting. Saturday's program was opened with the Invocation by veteran auctioneer, Fred Hallberg, Clark. A representative from the Mayor's office welcomed the group to Sioux Falls, followed by a roll call of members.

Jack Burchill, Secretary of the South Dakota Real Estate Commssion, spoke briefly on the new restricted license being issued to auctioneers to permit them to sell real estate at auction and answered question on the subject. A business meeting followed.

Bernard Hart, Secretary of the National Auctioneers Association, reminded the group of the progress they had made and brought them up to date on projects of the NAA including the film production to be released in July.

Following luncheon, officers for the coming year were elected. Warren Bessman, was elected to succeed Mr. Weiman as President. Cleo Penfield, Lemon, was elected to the office of Vice President. Larry Burlage, is the new Secretary-Treasurer, and Fred McFarland, Sturgis, was named to the unexpired term on the Board of Directors of Cleo Penfield. Vernell Qulam Academy, and Tony Kuhle, Flandreau, were elected to three year terms on the Board. Edith Schwenn, Gettysburg, continues as Executive Secretary.

Madison was the city selected to host the 1976 convention which will be held the second weekend in June.

Lyle Erickson, Cresco, Ia., 2nd Vice President of the National Auctioneers Association, was the afternoon's guest speaker. He used the subject, "Education and Professionalism," and elaborated on the NAA Seminar Program.

Following the evening banquet, Bob Karolevitz, Mission Hill, S.D., addressed the group, using the subject, "Let Me Tell You Some of My Problems," a very humorous presentation. A Fun Auction followed and the Danny Kealey Combo furnished dancing music until a late hour.

A Sunday Morning Brunch, accompanied by best wishes and farewells, completed an enjoyable event.

McCarter Family Makes Front Page in Chicago

C. B. McCarter and his family from Sevier County, Tennessee, were featured in a "Column 1" article, written by Anne Keegan, on the front page of the June 4 issue of the CHICAGO TRIBUNE. The article told of how the family was raised on the land and Bible and their keeping of old values up to date.

In regard to his career as an auctioneer, C. B. told the writer he had auctioned off everything from Aunt Nelly's jelly to half million dollars worth of real estate at one time. And he impressed he only sold by auction. "You can waste 80% of your time trying to sell land privately, and I don't have the time," says C. B. McCarter.

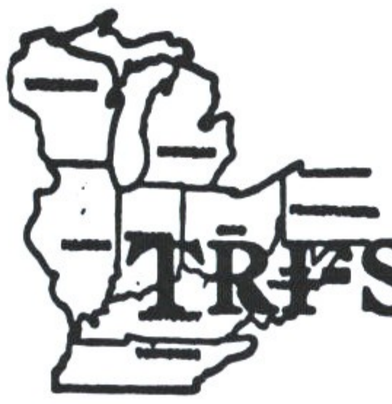
It was the McCarter family who received the first "Family of the Year" award by the National Auctioneers Association in 1972.

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All Officers Re-elected At Arkansas Meeting

The Arkansas Auctioneers Association held their semi-annual convention at the Holiday Inn Motel in Conway, Arkansas, on the 12th and 13th of April.

The same officers were re-elected for the coming year. They are:

President, Col Fred Hiett, Rogers, Ark.; Vice President, Col. Paul Kelly, Batesville, Ark.; Sect.-Treas., Col. Alford W. Lowery, Dennard, Ark.; Asst. Sec.-Treas., Mrs. Jayne Lowery, Dennard, Ark. Board of Directors: Col. Keith J. Taff, North Little Rock, Ark.; Col. Sonny James, Batesville, Ark.; Col. Wm. H. Knight, Manila, Ark.; Col. Joe Wilson, Hot Springs, Ark.; Col. Larry Ruffin, Dewitt, Ark.; Col. T. J. Offutt, Everton, Ark.

The meeting was opened by President Col. Fred Hiett with a discussion of an Auction Law the auctioneers are trying to get the state to pass for the protection of the general public.

Col. Hiett then introducted the feature speaker of the day, U.S. Treasury Agent Richard Campbell, who gave an outstanding talk on the Federal Gun Law and its provisions pertaining to sellers and auctioneers. His talk and discussion was enjoyed by everyone and Mr. Campbell was made an honorary auctioneer.

In the evening the banquet was opened by toastmaster, Col. Alford W. Lowery, with everyone enjoying a very nice meal. Afer the banquet the entertainment was furnished by Sandy and the Ozark's Hill-stompers of Dennard, Arkansas, who put on an outstanding musical program. Col. Rudy Ketcherside of Topeka, Kansas, and Col. James Smith of Conway, Ark., sang and played several songs apiece both being very able performers. The Saturday meeting was concluded with a very lively fun auction with everyone participating and conducted by Col. Sonny James of Batesville, Ark.

Sunday, Col. Hiett introduced the feature speaker, Col. L. R. (Rudy) Ketcherside, a Realtor of Topeka, Kansas. Col. Ketcherside used as his subject, "Enthusiasm". It was a talk that everyone should hear to re-evaluate themselves.

Our next convention will be held October 18th and 19th and we are hoping all auctioneers in the state will strive to make preparations to attend this convention.

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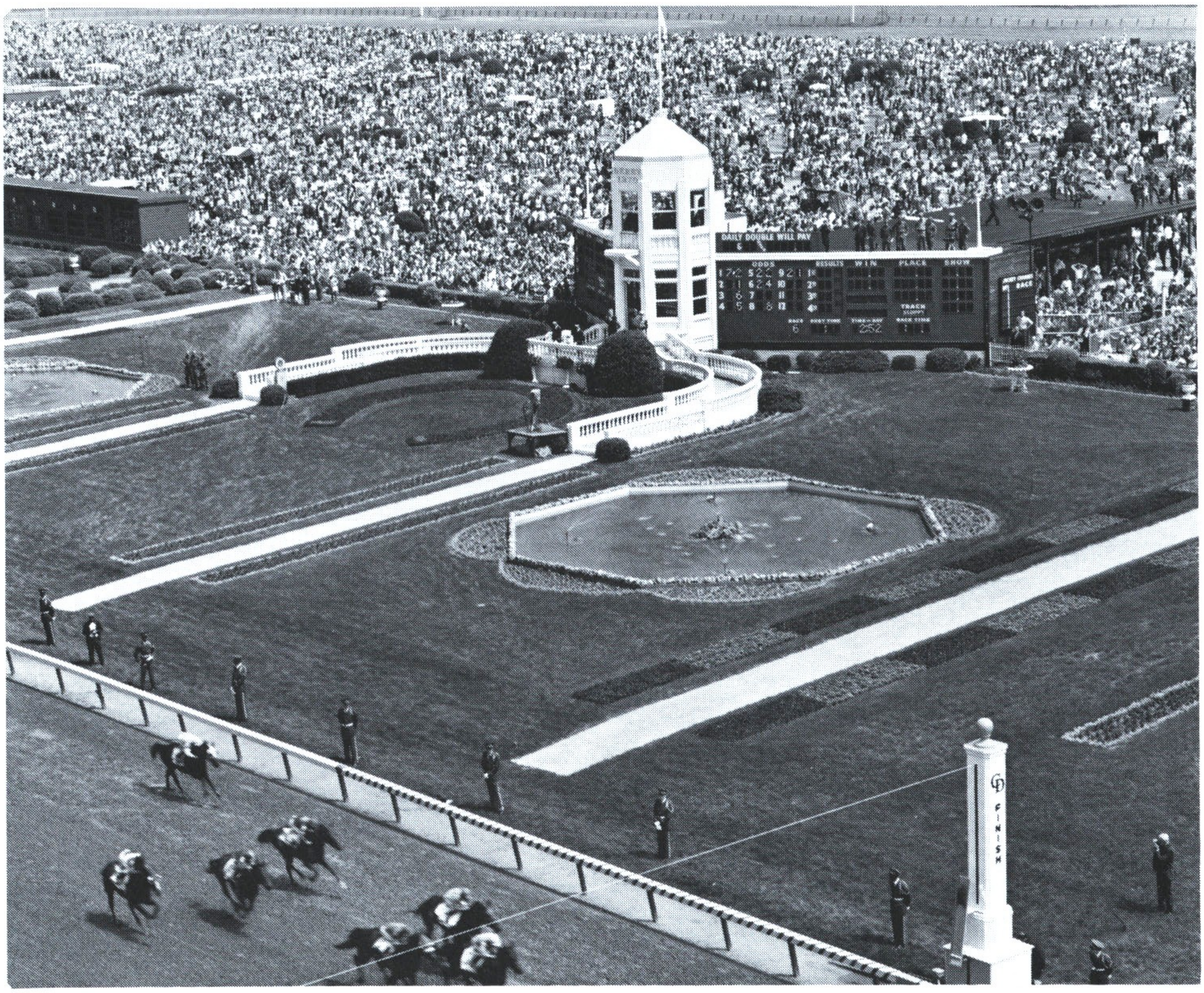
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SQHA Names Auctioneer An Honorary Member

Col. John R. Fishdick was made an honorary member of the Standard Quarter Horse Association of Denver, Colo., and the SQHA Affiliate Club of Carlsbad after conducting a "fun" auction for the organization's benefit prior to a recent play day.

SQHA of Carlsbad President Joye Richmond, who presented Col. Fishdick with the memberships in appreciation of his voluntary service, said proceeds from the auction will go toward purchase of a new public address system.

She reported that the auction raised "a substantial portion of the funds needed" to buy the P.A. system. Besides doing the auctioneering, Col. Fishdick donated a mug personally autographed by John Wayne and western prints from the Farnham Co. for auction. Club members donated other items.

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CONVENTION NOTES

Registration fee at the 1975 NAA Convention will be $30.00 per person with children under twelve free, if accompanied by their parents. This fee covers all convention sessions and events beginning with the Thursday noon Luncheon. It will cover three complete meals, selected from the top of the menu but not the Ladies Auxiliary Luncheon which is a project of the Auxiliary.

Room reservations should be made directly with the GALT HOUSE. We urge you to make reservations even though your plans may be uncertain. It is easier to cancel reservations than to get rooms at a late date. But don't forget to cancel if you decide not to attend.

Reservations for the visit to Louisville Downs and the bus tours must be made in advance. Check the Program for schedules and prices. Send your remittance directly to: NAA CONVENTION CENTRAL, 3026 Taylor Blvd., Louisville, KY 40208.

The Wednesday night ride on the Belle of Louisville is included in your registration fee. Capacity of the boat is 800. If more than 800 tickets are out prior to time of departure, the first 800 will go on the cruise. Remainder of those holding tickets may take the cruise later in the week.

While reservations for special events must be made in advance, there is no advance registration. Check program schedule for hours of registration and register early.

NOTE: Paul Harvey, who will speak following the Banquet on Saturday evening, comes to us at no cost. Entire fee will be paid by the Kentucky Auctioneers Commission.

CONVENTION RESERVATIONS

When making Hotel reservations for our National Convention, if you do not use the form included in THE AUCTIONEER be sure to specify you are attending our convention. All rooms are being held for the National Auctioneers Association, Wednesday, July 30 through August 2. No rooms are available at the GALT HOUSE for the night of July 29. We advise you to find other facilities in the area for one night if you plan to arrive July 29. Do not ask for room reservations through NAA Convention Central. Requests must go directly to the Galt House.

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NAA Member Named To Top Hospital Position

BEVERLY HILLS, CALIF. — Marsh Dozar, president of Marsh Dozar Real Estate Auctioneers and a member of the National Auctioneers Association, has been elected president of Gateways Hospital and Community Health Center, Los Angeles.



MARSH DOZAR

A longtime supporter of the psychiatric hospital, Dozar has been a member of its Board of Directors since 1967 and has held numerous positions of leadership in various Gateways' activities. During 1974 he was president of Gateways Men's Club.

Among his other community activities, Dozar is past president of the Pinerock Ranch Foundation for emotionally disturbed children, a member of the Board of Directors of The Guardians, and of the advisory board of the Jewish Home for the Aged.

Born and educated in Winnipeg (Man.), Canada, Dozar came to California in 1943. In 1959 he established what is today one of the nation's largest auctioneering firms dealing exclusively in real estate. The firm has offices in Beverly Hills, San Francisco and New York.

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Connecticut Auctioneer Killed in Auto Crash

Col. Ron Gachinsky of the Stafford Auction Co., Stafford Springs, Conn., was killed in an automobile accident, early in May. He was a Charter Member of the newly formed Connecticut Auctioneers Association.

Col. Fred Clark, Scotland, Conn., a Vice President of the CAA has started a Memorial Fund for the benefit of his widow and two daughters, 16 and nine years old. Within 48 hours of the tragedy over $3,500 was raised. Col. Clark has been designated as chairman of a committee to organize a benefit auction in which all members of the CAA are expected to participate.

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In the above photograph, left to right — Col. Clive Anderson, former Chairman of the Tennessee Auctioneer Commission; Col. Buford Evans, President of Nashville Auction School; and Col. George Burns, also a former Chairman and present member of the Tennessee Auctioneer Commission.
Col. Anderson remarked, "That is the doggonedest thing I have ever seen in my life — it sure will show your mistakes and give you an opportunity to improve them on the spot."
Col. George Burns stated, "The advantage and opportunity for the student auctioneer to see himself as others are going to see him and make corrections then and there."
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Contents of Victorian Mansion at Auction

Dealers and collectors of antiques and objects of art from many states attended the sale at auction of the contents of a Victorian mansion at Chester, Pa., on May 22 and 23.

Interest was high in the collection of the late Mr. and Mrs. Jonathan Edwards Woodbridge, who for decades traveled the world in the manner of the very rich of the era from 1880 to 1915.

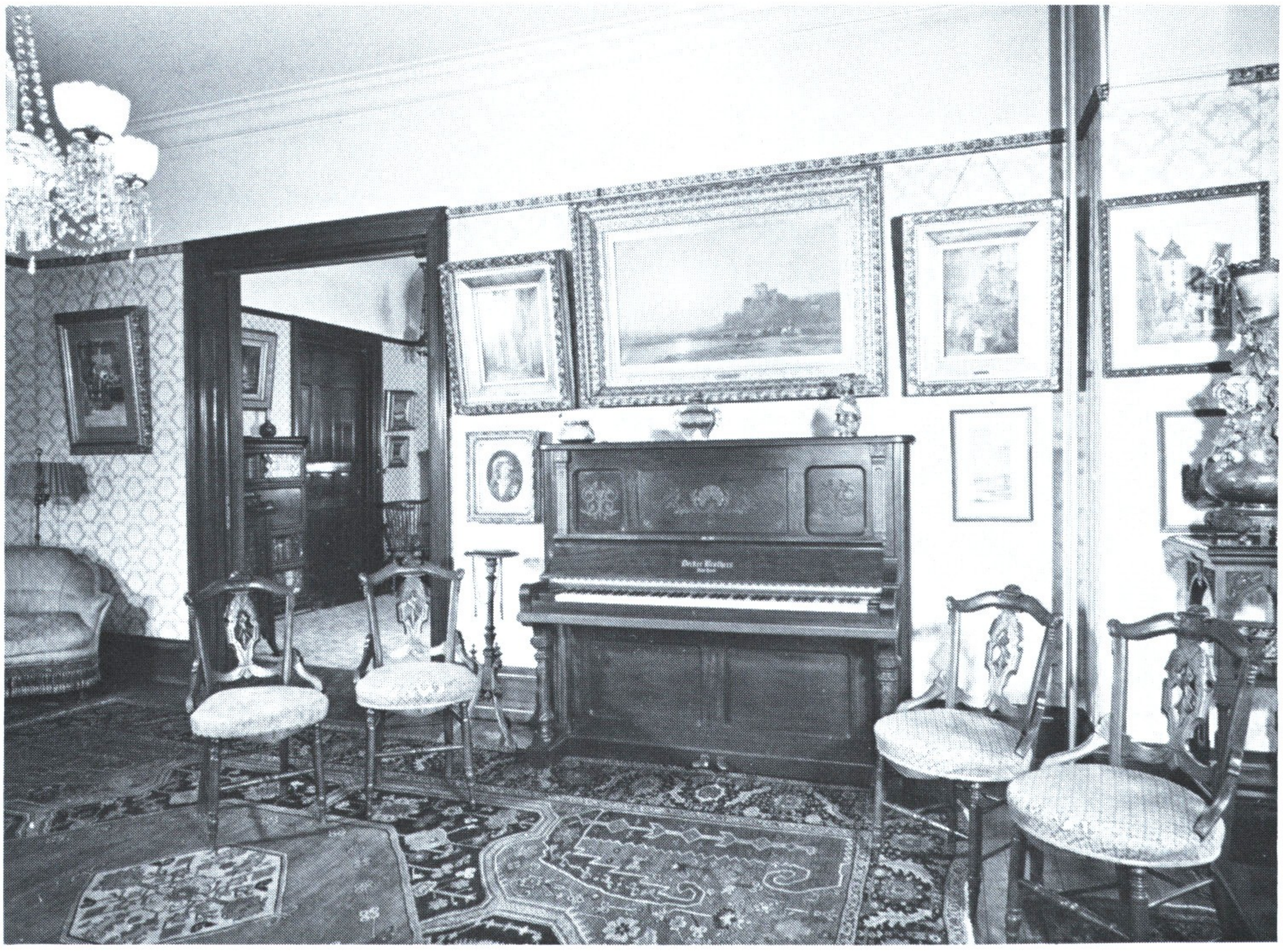
The collection was frozen in time for nearly half a century, since the death of the Woodbridges, because they bequeathed the classic Victorian red brick house and its contents to the Crozer-Chester Medical Center. The trustees used the house as a residence for retired ladies until recently. Proceeds of the sale will go to the development of a comprehensive geriatric program at the hospital.

Louis Traiman Auction Company of Philadelphia handled the sale of more than 600 items. More than 200 persons overflowed the sales tent on the grounds of the mansion.

The collection of so many items of a by-gone era, many showing the signs of age, proved fascinating. Press and television coverage told of the mansion that showed how the wealthy lived generations ago.

The local Historical Society made hundreds of slides of the interior with furnishings in place, before the objects were dismantled for display in the auction tent.

The Traiman staff catalogued some 350 principal items including 40 oil paintings by minor and unknown American, European and Turkish artists and 16 bronze pieces, numerous procelains, oriental rugs and lamps. Chinese and Japanese procelains were included.



Living room furnishings were a part of the Woodbridge auction. The rug brought $2,000; a pair of tall Majolica vases, $1,400; six-light chandelier, $550; Becker Brothers piano, $300; Chinese Cloisonne vase, $550; and 40 oil paintings brought from $25 to $1,400.

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Denver, Colorado — Radisson Denver Hotel

Monday, Jan. 12 — Real Estate
Tuesday, Jan. 13 — Business Liquidations
Wednesday, Jan. 14 — Antiques

Atlanta, Georgia — Atlanta American Motor Inn

Monday, Feb. 16 — Real Estate
Tuesday, Feb. 17 — Livestock, beef, dairy and commercial
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Montana — Roll of silver dollars

Pennsylvania — Authentic handmade quilt, schoolhouse pattern, handmade by Lancaster County Amish woman.

Kentucky — Old Kentucky country ham

South Dakota — Black Hills gold

We will be giving a trophy to the individual auctioneer who sells the highest priced item, the auctioneer who travels the greatest distance and sells an item, and to the state with the highest selling item.

THIS YEAR'S CHAIRMAN IS SAMMY L. FORD



Jerry Clower, MCA Recording Artist, will keep conventioneers well entertained at the Louisville Convention on Thursday evening. His talent and humor have given him top billing on many important programs.

Big Land Auction

BURLINGTON, Colo. — Eleven thousand acres of Cheyenne County, Colo., ranchland from the Curtis C. James Estate sold at public auction for nearly a million dollars. The $90 per acre average represented the purchases of eight purchasers. The land was sold in 11 tracts ranging in size from 326 to 2,092 acres. Legere Auction of Hays, Kan., handled the deals.

South African Auction

Over 100 yearlings passed under the auctioneer's hammer at the fifth annual sale of the Thoroughbred Breeders Association of the Republic of South Africa.

Best price for a colt was R.$9,200 and for a filly, R.$5,200. The auction was held in a large indoor ring at Salisbury.

HUMAN HOPES

No place affords a more striking conviction of the vanity of human hopes than a library. — Samuel Johnson.



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Alabama's Rooster Bridge

Did you know — Alabama has a Rooster Bridge- No, not for roosters to cross the stream but built from the proceeds of a benefit aucton — and the items sold were roosters.

The following clipping from THE BIRMINGHAM NEWS was furnished us by Jim Casey, Birmingham auctioneer:

DEMOPOLIS — History buffs can relax for awhile, the famed "Rooster Bridge" over the Tombigbee River near Demopolis will be around for a few more years, although contractors have submitted bids for its replacement.

Financed through what probably was the world's first and last chicken auction, the bridge is far too narrow for today's highway traffic.

Back in 1919, horse-drawn wagons mired up in mud as they made their way to the Moscow ferry landings on the Tombigbee. There was an urgent need for a bridge over the river as a part of the proposed Dixie Overland Highway, which eventually became Highway 80 stretching from ocean to ocean.

The state was unable to come up with funds to build a bridge, so Frank Derby came up with an idea that was so ridiculus that it worked. He decided funds could be raised by auctioning off game roosters.

Deciding the best place to start was at the top, he went to President Woodrow Wilson seeking a donation of a rooster. The president liked the idea and donated four gamecocks to be named for the heads of the governments of the victorious allies — Lloyd George of Great Britain, Clemenceau of France, Orlando of Italy and Wilson.

The idea swept the country, and on the day of the auction, crowds estimated as high at 40,000 jammed the area. Wilson's rooster brought $58,000. Helen Keller's entry brought $15,000. Among other famous persons donating roosters were Vice President T. P. Marshall, Sgt. Alvin York, Sen. Tom Heflin, Gen. John J. Pershing, Mary Pickford, Fatty Arbuckle and Gov. Thomas E. Kilby.

The auction brought approximately $158,000, about one third of the cost of constructing the bridge. It opened in 1925.

Construction on the new bridge is expected to start in mid-July, with three years required for completion. The low bid for replacement was $5.8 million, but the name of the low bidder will not be announced until after the bids are submitted to the Federal Highway Department for concurrence.

The new bridge actually will be two separate bridges, one for eastbound traffic and one for westbound. Bids submitted last month were only for one bridge that is to handle eastbound traffic. When it is completed, traffic in both directions will use it until the second bridge is built.

Although eventually, the famed Rooster Bridge will be dismantled, its name will live on. The Alabama Legislature, in 1971, passed a resolution honoring Derby, and officially naming whatever bridge or bridges hereafter spanning the Tombigbee at that point shall bear the name "Rooster Bridge."

Archeologist: Someone whose career lies in ruins.

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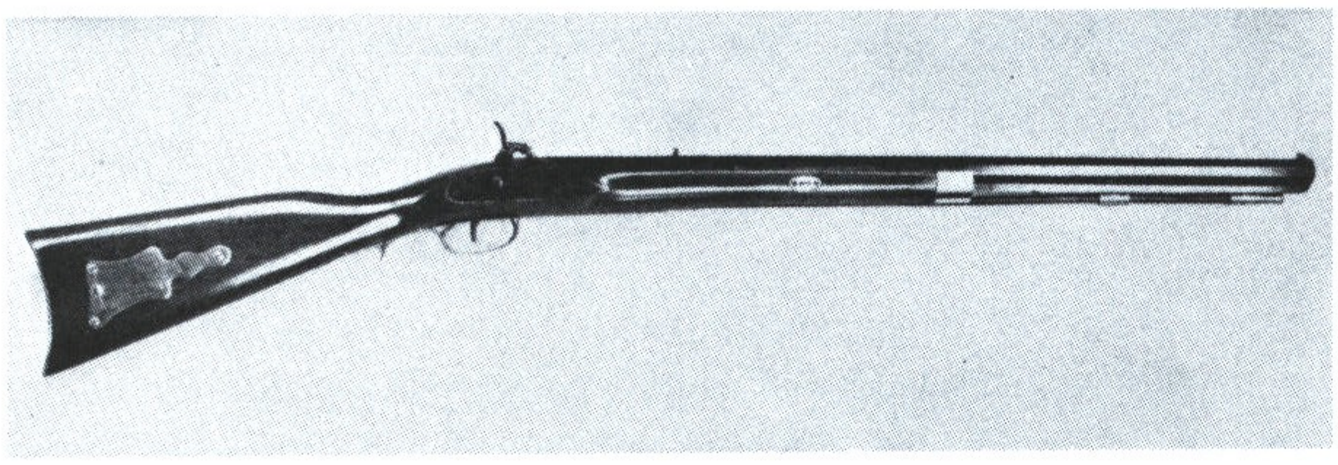
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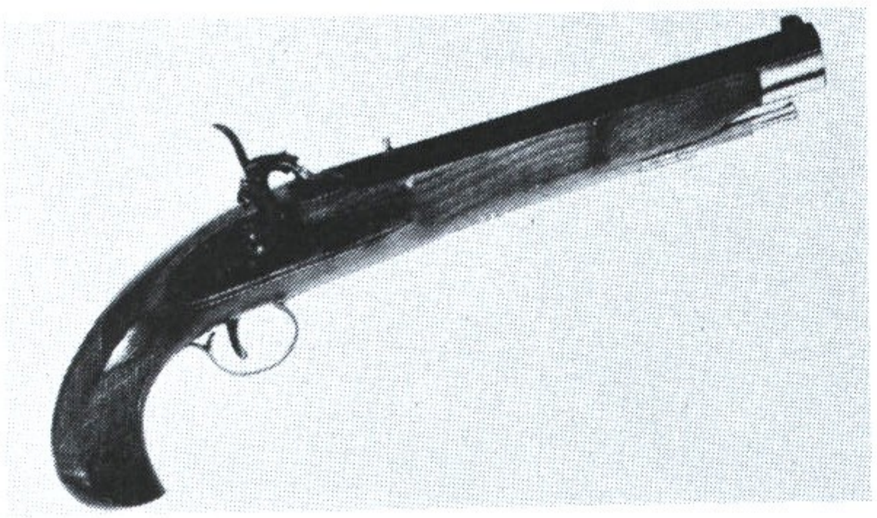
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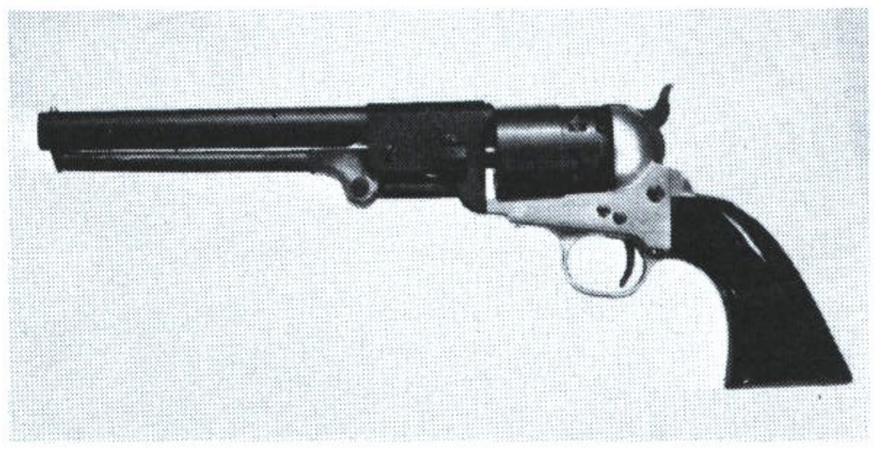
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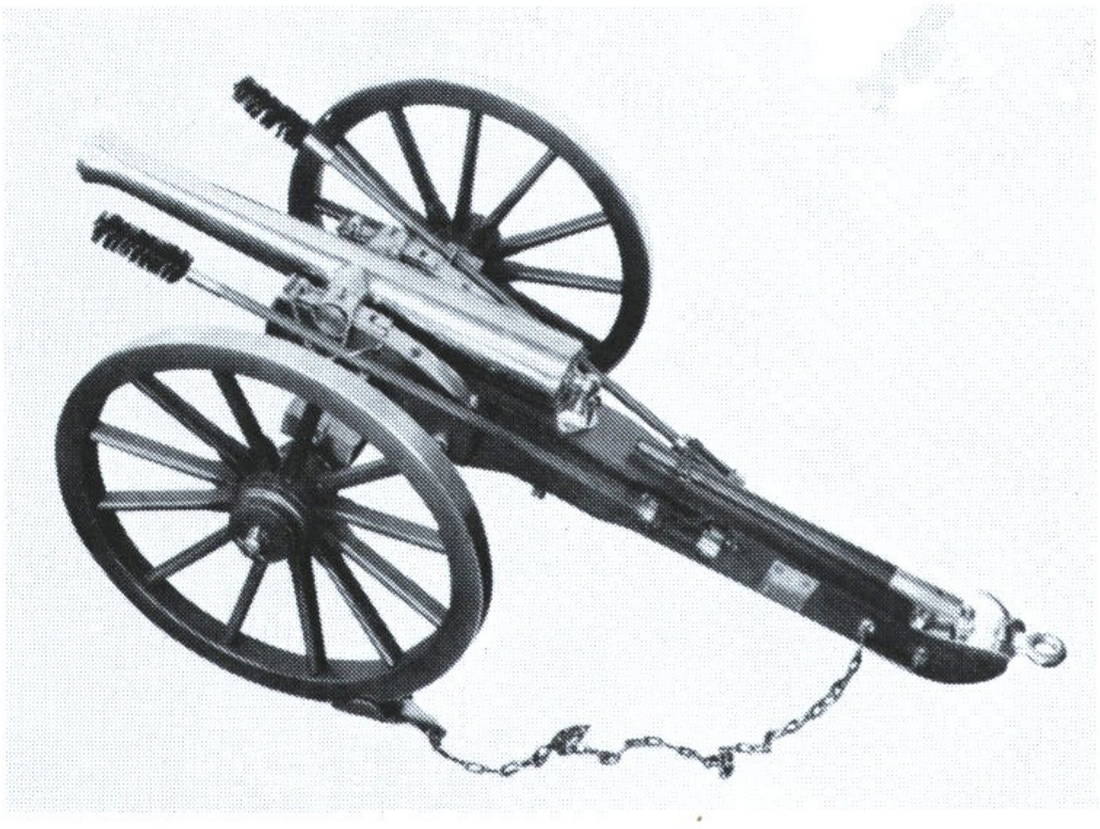


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Dogpatch, USA Site of Antique Car Auction

DOGPATCH, ARK. — Forty-three antique and classic automobiles were placed on auction here at the third Annual Dogpatch-Marble Falls Antique Car Show, Swap meet, Auction and Flea Market at the Marble Falls Convention Center.

The event, sponsored by Jess P. Odom, Arkansas businessman, who is chairman of the board of Dogpatch USA, Inc., and Marble Falls Estates, Inc., attracted antique car buffs from five states.

Bidding ranged from a low of $400 on a 1948 Kaiser four-door sedan to $27,500 on a 1958 Roll Royce Silver Wraith, once owned by the late British actor Laurence Harvey.

A 1958 Cabriolet Lincoln convertible drew a high bid of $8,000.

Nine automobiles owned by Odom were sold at the auction, including a 1922 Franklin two-door Brougham which went to Leonard Pratt of Bastrop, La., for $2,150; a 1918 Cadillac custom-built Phaeton touring car sold to Fred Inman of North Little Rock for $9,700; a 1923 Lincoln four-door sedan purchased by Charley Bronson of North Little Rock for $6,500; and a 1939 Daimler (British) four-door sedan with sunroof which also went to Bronson for $3,900.

Attracting special attention was a 1954 Kaiser Darrin which was sold by Richard Hilton of Mena for $4,975 to Atley Davis of Little Rock. Only 435 Darrins were produced — all in 1954, at which time its fiberglass body was highly futuristic.

The car show and auction concluded with a luncheon at which awards were made in eleven classes of antiques, classics, Model 'A' Fords and special interest cars.

Special awards given at the event included "Best of Show" (most authenically restored automobile) which went to Charley Butler for a 1929 Model 'A' Ford two-door sedan, and "Long Distance" (longest distance driven to the show by an entry) which went to Mr. and Mrs. A. J. Tipton of Clovis, New Mexico. The Tiptons traveled to the show from their home — 700 miles — in a 1956 Cadillac El Dorado, reporting a trouble-free trip.

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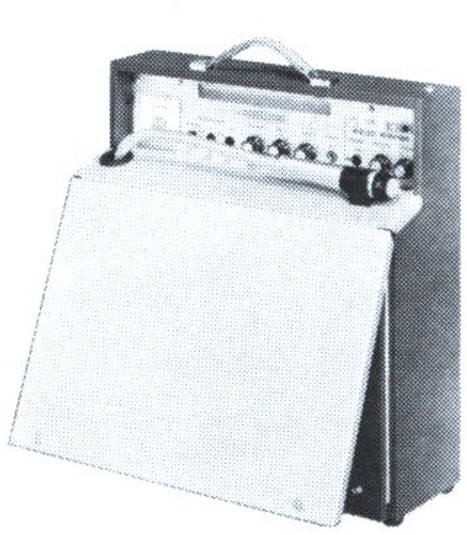
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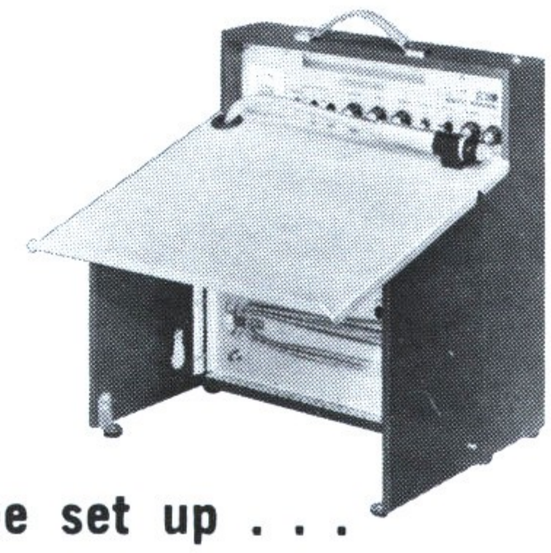
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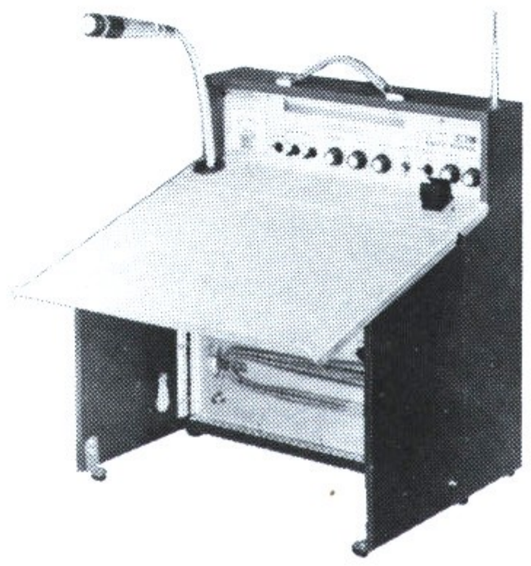
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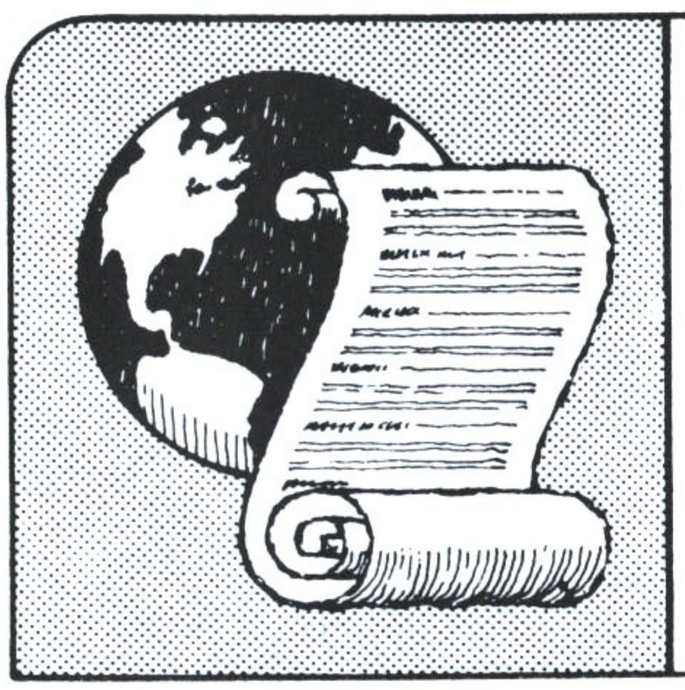
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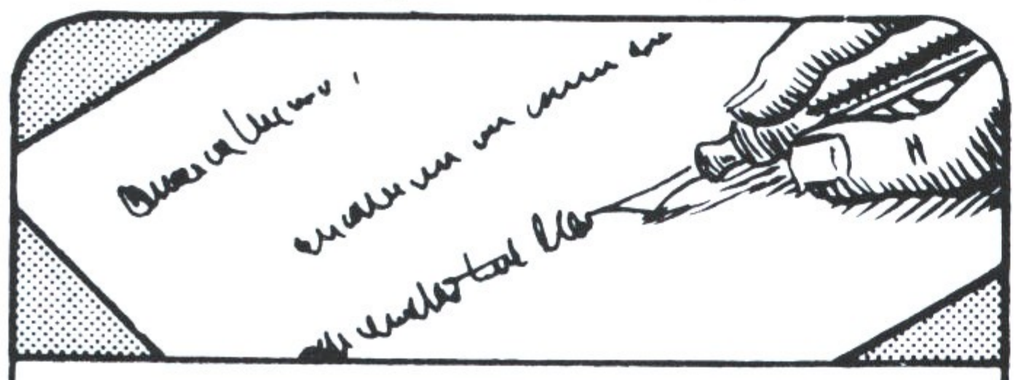
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The Members Say...

Dear Bernie:

Just a line to leave you know we are still in business and everything going along real good. I had my 30th Anniversary Farm and Equipment sale, last May 26, "Memorial Day", and again broke all records. The crowd attending was terrific. People here for the first time said they never realized there was anything like that possible. All the machinery sales seem to keep growing every year.

We had a lot of good farm sales this spring as well as dairy sales. Cattle market has been spotty, but none we sold for felt they got hurt too badly. Was out to Santa Rosa, Calif., and sold the Millers Dairy Ayrshire Sale first Saturday in April. Top of $2100.00 with milking animals averaging around $825. Hope to see you all in Louisville come July.

Sincerely,
Ralph Horst,
Marion, Pa.

******

Dear Bernie:

Enclosed our booster page check for $5.00. Enjoyed our past year as Nebraska Auctioneers Association president, and working with you and Jan. Hope to see you at the National Convention in Louisville, Ky. Thanks again for your cooperation and good work for all auctioneers.

Sincerely,
Gerald Phillips,
Wallace, Nebraska

******

Dear Bernie:

Thank you for your nice note which I found waiting for me when I got home from the hospital. I've still got several weeks to go before attempting any desk work — though I'm acknowledging letters, a couple per day, and really **RESTING!!** Jean answers the phone and does all the talking over the extension, so I have no excuse to be fretting!! Sounds kind of silly doesn't it — BUT that's the way my doctor laid down the rules and I never did see "hiring a canary and then doing the singing too", but it does get boring to say the least.

I am enclosing the list of new officers and directors in case you wish to make the change for our Association listing.

You'll remember Don Castner, he was in charge at the "Playboy Club" and I'm delighted to have him and John Kachmar as President and Vice President. They both have what it takes, are straight shooters and excellent auctioneers.

I think John Kachmar will be at the Louisville Convention. I know Edward J. Scott and his wife will be there and several others indicated on my tape from the June meeting that they intended to go — hope so — sorry I cannot make it with Jean. Maybe next year. Have a lot of getting well to do meantime.

Again, thanks for thinking of me and please extend my best regards to Jan Merritt and all the rest of your crew, but especially Jan.

Sincerely,
Ralph S. Day
Leonia, New Jersey

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Common Sense in the Auction Business



By Leo Jesion

About a month ago a man called me to liquidate his furniture because he was moving. I sensed that this man was looking more for information than sincerely wanting an auction. He asked me about other methods of liquidation and I told him that to use any other method was insane and gave him no information that would really help him. I wanted the sale because it would have been a big one but I knew what the man was up to. When I left he told me he would call me as soon as he was ready.

About a month later, on a Wednesday or Thursday as I was reading the paper under "Housegoods for Sale", I noticed that this man was having a house sale. In our part of the country people sometimes do this. They put price tags on the merchandise and either sell it themselves or have someone do it for them. The minute I looked at the ad I knew that the man was in a heap of trouble — the merchandise would have brought between six and eight thousand dollars at auction and the ad was of the four to seven dollar variety. I told my wife that I'd be getting a call on Monday or Tuesday from this man wanting to know if I would either sell the merchandise or buy it.

Well, I was wrong. His son called Sunday and told me that they had only sold about half and that I could either buy or auction the rest for them because they were moving the following day. Mind you, the son was talking to me but the father was telling him what to say in the background. I told him that I couldn't help him. Of course I could have, but I got a good bit of satisfaction out of this bird outsmarting himself. Which leads me to my topic for today — The Auction Method as Opposed to Other Methods of Liquidation.

To me, the auction method is the only way to liquidate in ninety-five percent of the cases. Let me use the above case as an example and show you the pitfalls the man had.

1) He did not know how to advertise.
2) Value is a day to day thing. Today an item brings $50, next week the same item brings you $150. We've all experienced that.

An auction would have been better because:

1) An auction makes people act unexpectedly. A person might come for some china and go home with a piano.
2) If an auction can draw at least fifty people it's got to get results.
3) Everything goes at an auction. No leftovers. If a person pays for something he usually takes it even if it's useless.
4) Some people can't pass up a bargain even if they don't need it.

Of course there are other reasons why auctions are better but I've already proved my point.

I've seen a marked improvement in auctions over the years. Sales are conducted more professionally than ever before. Not that today's auctioneer is better than yesteryear's auctioneer, but today's auctioneer has more to work with — PA systems, etc. Also, he has more competition. He either cuts it or he is out.

Today, auctions are more popular than ever before. If we continue to do a better job the future will be even better. But we cannot be complacent. Hang in there!

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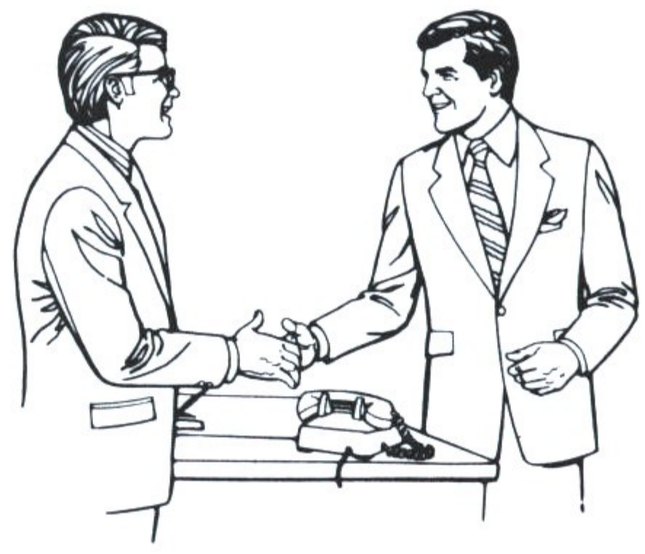
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Across The Country

BY BERNARD HART



Those who are familiar with the Articles of Incorporation and By-Laws of the National Auctioneers Association are aware of the fact that the Board of Directors is the governing body of the association. Directives presented by the membership and approved in any regular meeting of the membership are not effective until approved by the Board of Directors.

Selection and election of the officers and directors is the direct responsibility of the membership. For this reason, we are asking the members to give more thought and consideration to those elected to office than ever before. You are selecting the persons who are responsible for the successes and failures of the entire organization.

For many years it was necessary to "draft" those who served as officers and directors. There was no one who volunteered for these positions of responsibility. It was in 1962 that we had our first announced candidiate for office. This came as a shock to those faithful members who had aided in building the NAA and their universal thought was, "This must be stopped." And it was. The announced candidate was neither nominated by the Nominating Committee nor from the floor of the convention.

All this has changed and now we have an abundance of announced candidates. I realize the first reaction to this is "Great!" But, is it? In my years of experience with this organization I have found that our greatest leaders have been "drafted" and not volunteers. These men do not seek the glory of office. I am thinking of those great leaders like Sigrist, Sherlock, Wilcox, Smith, Freund, Potter, Wooley, Corkle, Britten, Overton and others. Every one was asked to accept the office to which he was elected and I ask you, "Where would the NAA be today if we had not had them in positions of responsibility?"

Never has the selection of officers and directors been more important than it is this year. The NAA is in a precarious position. True, we have just witnessed perhaps our greatest year. This presents the problem. We either go forward or backward. There never was a time when it would be so easy to go backward.

We need self-sacrificing men with leadership ability. We have no room on our governing body for glory seekers. Please take this 1975 election of officers as a serious matter. Many years ago the Nominating Committee was going to present a man for 2nd Vice President and I asked, "Why?" The answer from a committee member, "Because he is a nice fellow." I took this man by the arm and led him to the door where the convention was in full session. I said, "Here is a whole room full of 'nice fellows' but how many of them are ready to be Vice President of this organization?" The committee was quickly recalled and a different selection was made.

DIRTY WORDS

An African leader told me that 'family planning' were dirty words in his country and that America had no right to meddle in his country's internal affairs. I pointed out that 'helping countries unwilling to help themselves' were getting to be dirty words in America. — Rep. Jerry Litton.

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The Lighter Side...

WRONG WAY

When his engine conked out, a pilot landed his light plane on a freeway. He jumped out and went over to a car that had pulled off the road out of his way, intending to ask for help.

But the woman sitting next to the driver of the car shouted: "We'll get out of the way, Mister, if you'll show us where to go. My husband is the only driver in the world who could start out on a freeway and end up in the middle of an airport!"

GAP

This generation gap reminds me of this fellow who, during an argument with his parents, cried, "I want excitement, adventure, money and beautiful women. I'll never find it here at home, so I'm leaving. Don't try to stop me."

With that he headed for the door. His father rose and followed close behind. The boy said, "Didn't you hear what I said? Don't try to stop me."

"Who's trying to stop you?" replied his father. "If you wait a minute, I'll go with you." — Deshir Zahedi, Iranian ambassador to U.S.

NEW DIAMOND

A young man entered a jewelry store and asked to see diamond engagement rings.

"What price do you have in mind?" asked the salesgirl.

"About $100," the customer said.

The salesgirl brought out a tray. "These are our Canardly diamonds," she said, placing them on the counter.

"What is a Canardly diamond?" the young man asked.

The salesgirl smiled sweetly and said, "Can 'ardly see it."

FLYING HIGH

Two caterpillars were crawling across the grass when a butterfly flew over them. They looked up, and one nudged the other and said: "You couldn't get me up in one of those things for a million dollars!"

NO STOPPING SOME

An absent-minded woman was driving the car pool in a station wagon carrying ten children.

When she ran a stop sign, a policeman whistled and yelled, "Don't you know when to stop?"

"Officer," she yelled back indignantly, "I'll have you understand these are not all mine."

INVITATION

The captain of the cruise ship invited the newly wealthy couple to sit at his table. But the couple resented it.

"We spent a fortune to get the best of everything on this ship," the husband complained, "and now they want us to sit with the help."

MISTAKES

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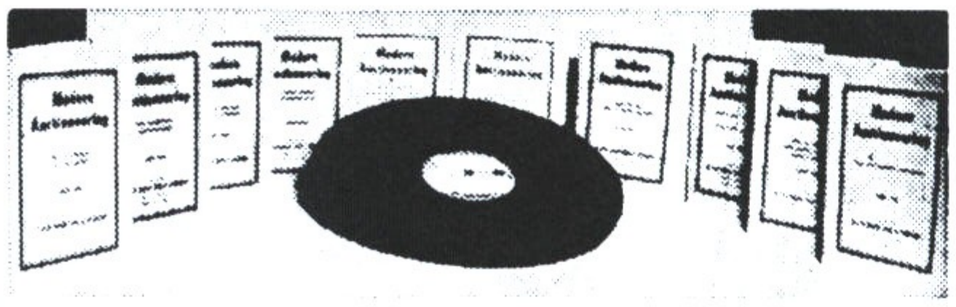
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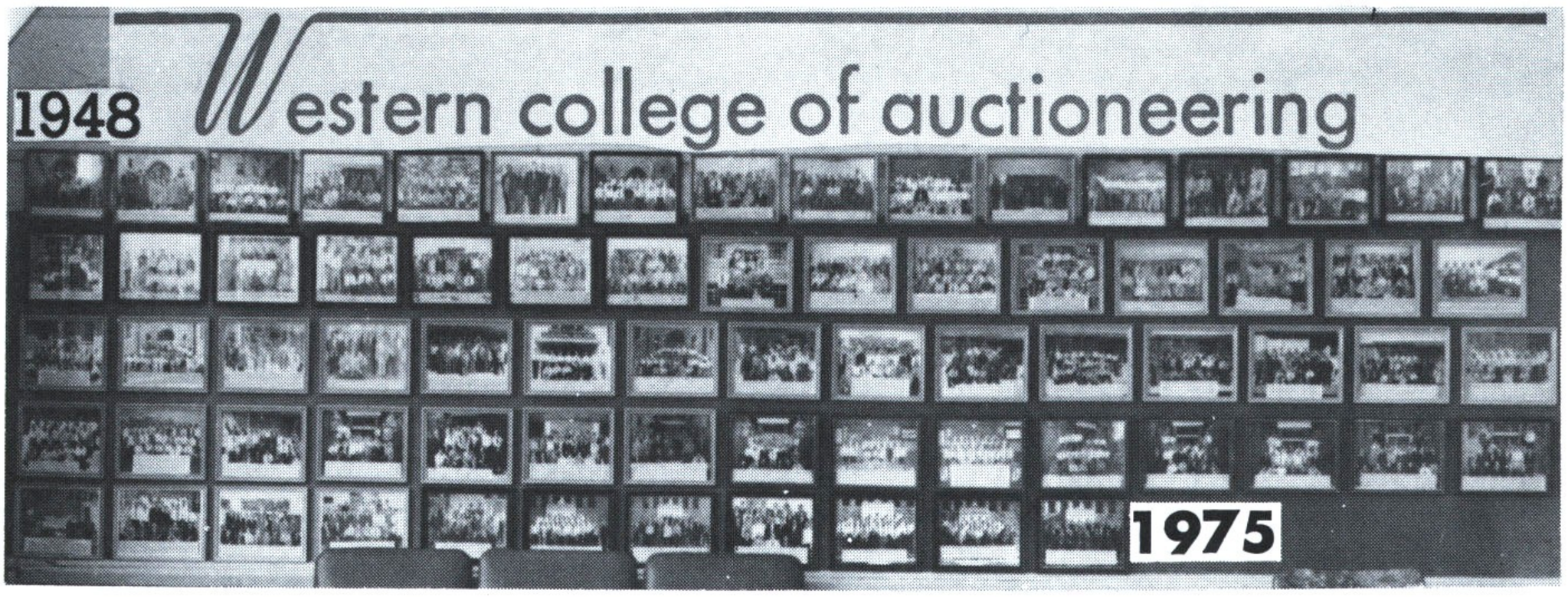
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18,000 Tickets (1/3 White, Green & Card) . . . 38.00
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STANDARD CLERKING SHEETS . . . Form No. CLS-2

8½x11", 50 sheets per pad. Has column for lot number, description of item, quantity, purchase price, etc.

$1.50 per pad, 10 pads @ $1.25 ea., 20 or more @ $1.00 ea.

STANDARD CASHIER'S STATEMENT . . Form No. CAS-1.

2 part, original for auctioneer and copy for buyer, 50 sets per pad, 5½x8½".

$1.50 per pad, 10 pads @ $1.25 ea., 20 or more @ $1.00 ea.

EQUIPMENT AUCTION TAGS . . . Form No. EAT-59

3 part perforated tag with hole on top. Space to mark lot number on all 3 sections. 2½x5".

1,000 Tags . . . . . $9.75 5,000 Tags $42.50

WIRES FOR EQUIPMENT AUCTION TAGS, 12" long.
1,000 Wires . . . . $10.00 5,000 Wires $47.50

BUYER CARDS . . . Form No. BC-70

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

1,000 Cards $7.50 2,500 $17.50 5,000 $32.50

CONSIGNMENT CONTROL . . . Form No. CC-73

8½ x 11, NCR paper, 3 sheets per set. Space to list many items. Seller signs he has good title. Original for auctioneer, copy to seller at check-in and last copy mailed with payment check. Eliminates Form CC1-69.

250 sets $16.50 / 500 at $32.50 / 1,000 at $59.50

FINAL SETTLEMENT FORMS . . . Form FS-69

8½ x 11", 50 sheets per pad. Space provided for total gross proceeds of sale less expenses and commissions to be paid by seller. Seller signs that he received net proceeds and guarantees to provide merchantable title to all items sold and deliver title to purchasers.

$1.50 per pad, 10 pads at $1.25 ea., 20 or more at $1.00 ea.

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

8½ x 11", 50 sheets per pad. Space for buyer's number, name, address, phone number and other information.

$1.50 per pad, 10 pads at $1.25 ea., 20 or more at $1.00 ea.

CONSIGNMENT CHECK-IN FORM . . . Form No. CC1-69.

8½ x 11", 50 sheets per pad. Original for auctioneer, copy for consignor. Space for seller's name, address, phone, date, lot number, description of items, sale price, sale commission or expense and consignor's net payment. Space to list a number of items.

$1.50 per pad, 10 pads at $1.25 ea., 20 or more at $1.00 ea.

PERSONAL PROPERTY CONTRACT . . . Form No. PPC-69

8½ x 11", 50 sheets per pad. Space provided for general or detailed listing of items to be sold, sale date, time, location, expenses to be paid by seller, and other terms and conditions of sale. Seller signs that he has good title to all items and the right to sell.

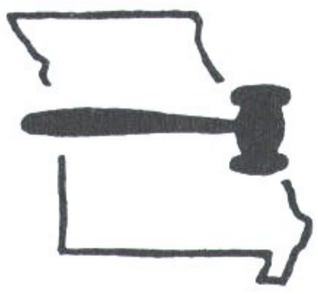
$1.50 per pad, 10 pads at $1.25 ea., 20 or more at $1.00 ea.

AUCTION PROMOTION SCHEDULE . . . Form No. APS-72 8½ x 11. 50 sheets per pad. Column to list seller's name, property location, date, estimated cost, date ads ordered, amount paid and amount advanced by seller. Itemized by newspaper, radio-T.V., signs, sale bills, postage, addressing, labor for tagging, clean-up, security, etc.

$1.50 per pad, 10 pads at $1.25 ea.; 20 or more at $1.00 ea.

NOTE: No single form or set of forms can fit all situations. Your attorney should advise you in situations not covered by these forms as we can assume no liability for errors, omissions, or local requirements.

Payment with Order–We Pay Postage . . . C.O.D. Orders–You Pay Postage
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Missouri Auction School
Top Floor Livestock Exchange Building
1600 GENESEE / KANSAS CITY, MO. 64102

AT THE CONVENTION

TUESDAY, JULY 29, 1975

10:00 A.M. — Second Annual NAA Golf Tournament. This will be a handicap Flag Tournament. Also Ladies Division.
Evening buses leave for Louisville Downs.

WEDNESDAY, JULY 30, 1975

8:30 A.M. — Registration — Third Floor Foyer (All Day)
9:00 A.M. — Tour #1 Leaves on 90 mile tour to World Famous Calumet Farms.
9:00 A.M. — Tour #2 Leaves for Mammoth Cave National Park.

THURSDAY. JULY 31, 1975

8:00 A.M. — Registration (All Day) — Third Floor Foyer
8:00 A.M. — Board of Directors Meeting — Mayor's Room
9:00 A.M. — Ladies Auxiliary Board of Directors Meeting — Abbey Room
12:00 NOON — Kentucky Handicap Luncheon — Archibald Cochran Ballroom
5:00 P.M. — Singles Mixer — Dell Quay Room — 2nd Floor
7:00 P.M. — Entertainment — Cochran Ballroom
8:00 P.M. — Fun Auction — Cochran Ballroom
11:00 P.M. — Entertainment by Auctioneers — Court Room

FRIDAY, AUGUST 1, 1975

8:00 A.M. — Registration (All Day) — Third Floor Foyer
8:00 A.M. — Coffee and Rolls — Missouri Auction School, Everyone Welcome — Main Hallway
10:00 A.M. — Quilt Display — Dorset Room
12:00 NOON — Ladies Luncheon and Business Meeting — Court Room, 2nd Floor
12:00 NOON — Men's Buffet — Compliments of Tennessee and Indiana Auctioneers Assn., — Cochran Ballroom
3:00 P.M. — Ladies tour of Baker's Square
4:15 P.M. — Open Board Meeting — Water Poet Room — 3rd Floor
5:00 P.M. — Western College of Auctioneering Alumni Reception — Water Poet Room
6:15 P M — Dinner, address by Grady Nutt
8:00 P.M. — Lincoln Jamboree, Joel Ray — Archibald Cochran Ballroom
10:45 45 P.M. — Sing-A-Long, Auctioneers — Court Room — 2nd Floor
Travelogue on India — Cynthia Fannon Kinser — Liverpool Room — 2nd Floor

SATURDAY, AUGUST 2, 1975

8:00 A.M. — Registration — Third Floor Foyer
8:00 A.M. — State Presidents and Secretarys breakfast
8:00 A.M. — Continental Breakfast for All — Courtesy of Ohio Auctioneers — 3rd Floor
9:00 A.M. — Ladies Auxiliary Board of Directors meeting — Abbey Room
10:00 A.M. — Ladies Oxmoor Shopping Center Trip
1:30 P.M. — General Business Meeting
4:15 P.M. — Board of Directors Meeting — new officers and directors — Mayor's Room
6:15 — Grand Banquet and Awards — Archibald Cochran Ballroom, address by Paul Harvey, TV Personality

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