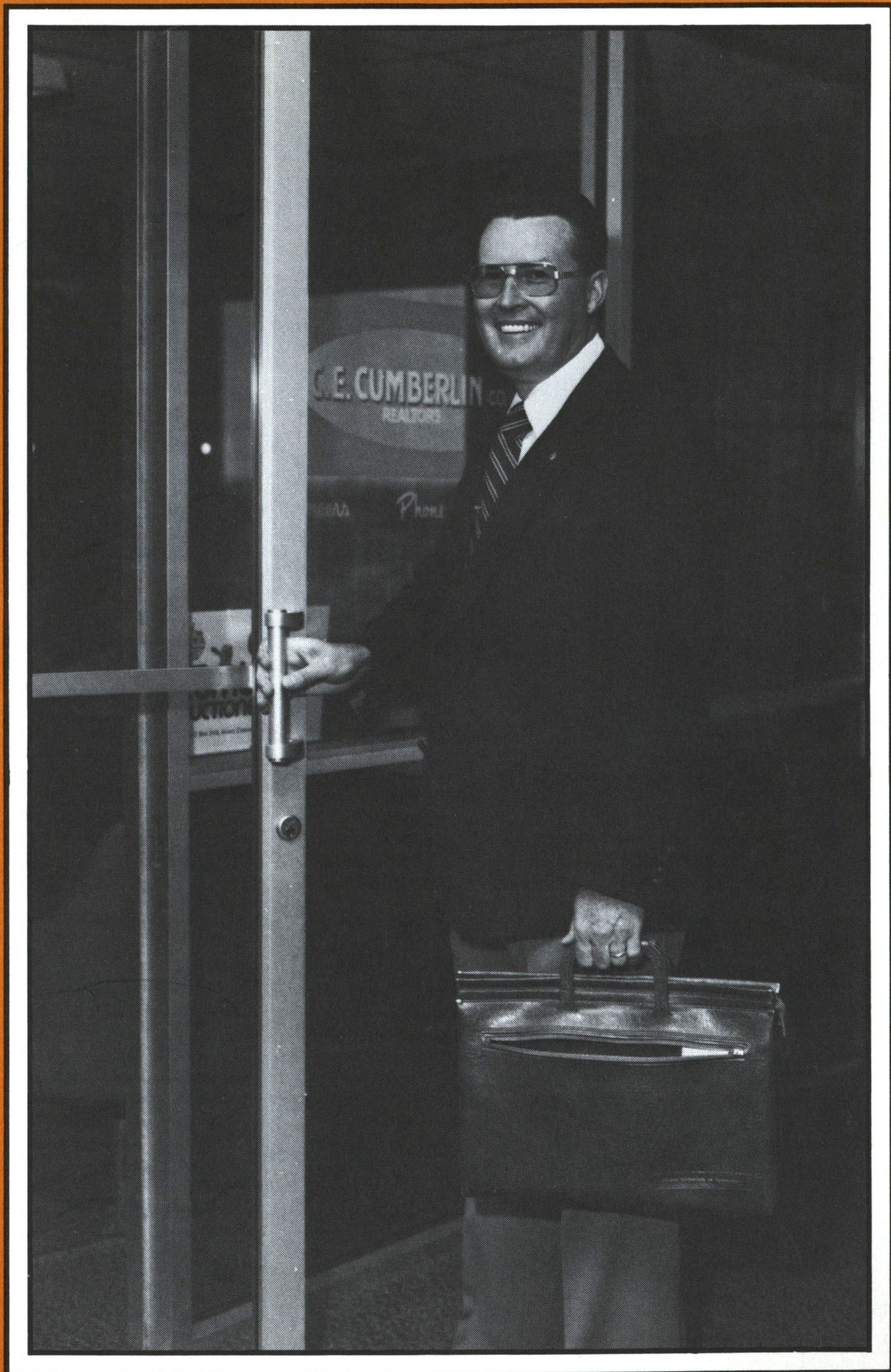


THE AUCTIONEER

The Magazine of the National Auctioneers Association ● September, 1979

**“TOGETHER
we embark
upon this
administration.”**



**NAA President
Charles E. "Chuck" Cumberlin,**



Stetson "Wisp"



Auctioneer Hat

Demand for Stetson Hats Good!

We have a complete line of sizes and brim widths on the Silver Belly Felt "Auctioneer" hats — 2 1/8", 2 3/8" and 2 5/8", as well as the summer Milan straw hats. We will also have the white Panama by spring — in plenty of time for summer wear.

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Our sterling silver and gold plated tie tacs as well as the 14K solid gold tie tacs with sparkling diamonds and man-made stones made in the form of an auctioneers gavel makes a good birthday or anniversary gift. Listed below is what we now have in stock, ready to ship.

Felt Silver Belly Hats	\$27.50
White Panama	19.95
Milan Straw (light tan)	16.95
London Fog-type Jackets with NAA Emblem (assorted colors)	21.00
WISP (Western Hat)	37.00
4-Color NAA Emblem	3.00
S. S. Gold Plated Tie Tack with .50 man-made diamond	50.00
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T-shirts with your name & NAA emblem	\$45 Doz.; 2-Doz. minimum
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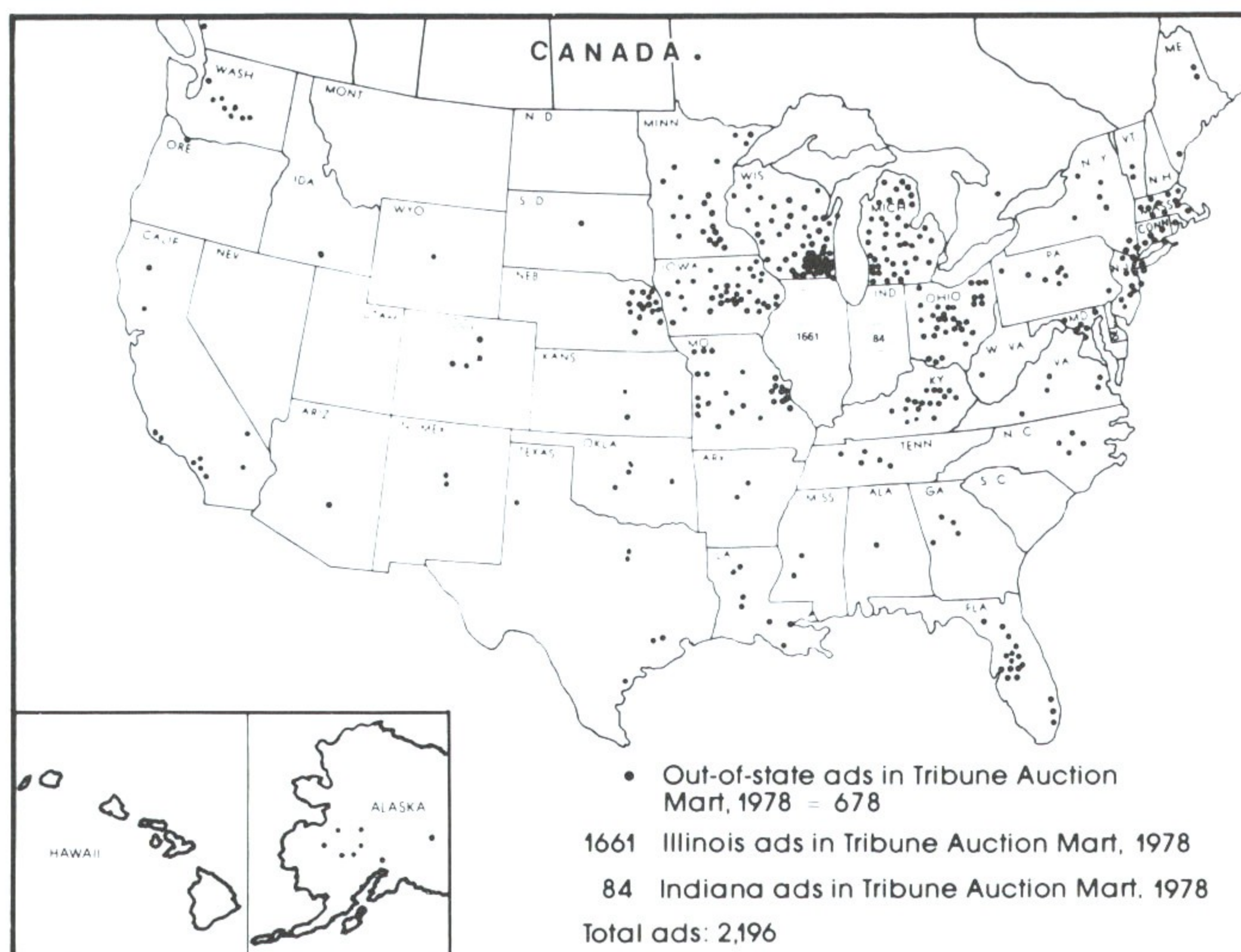
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Our readers respond, wherever they may be. For more information, call Mary Beth Howard at (312) 222-4493 or Charles Shanley at (312) 222-4042. Order deadline: Wednesday, noon.



1978 Tribune Auction Mart Advertisers by location

Sources: The Scarborough Report, Sunday single-issue, Chicago, 1978. Chicago Newspaper Classified Advertising Ads and Lines Report, 1978. ABC Fas Fax Report, 6-month period ending 3/31/79

**Turn to the
Chicago Tribune**

The Privilege Is Mine

by Charles E. "Chuck" Cumberlin, President
National Auctioneers Association



This is a tremendously welcome and highly valued opportunity for me to extend greetings to you through THE AUCTIONEER, as I assume the office of President of the NAA. Together we embark upon this administration.

I would like to begin with a post NAA Convention note — to reiterate our sincere appreciation to Harvey Lambright for his tremendous leadership during the past year, and to all of his officers and directors who so ably assisted. Our hats are also off to our executive director, Harvey L. McCray, for keeping all of us informed and organized. Without his expertise, there were times when we could have moved from one embarrassing catastrophe to another. We thank each of you who helped with the national convention, especially those who planned the various committee meetings and provided the inspiration and knowledge which set the pace for the convention. Let us continue with their good work.

I am honored beyond measure that the privilege is mine to serve our great organization as president, and I know that our endeavors will add increased meaning to our Association. With your help, I am

confident that there will be brilliant achievements to distinguish this 1979-1980 year which has been entrusted to our leadership.

Doing, however, is secondary to being. We cannot foresee the future without looking at the past to observe the strides of achievement which have been made since our Association's inception, in 1949. As we interpret our goals, we must recognize first the necessity of being informed; and secondly, our obligation as members to strengthen the State and National Associations through professionalism and growth both in numbers and influence.

Your selflessness as individuals, your cooperation as members of your State Associations, combined with the contributions you have made in committee work for the National Association encourages me to anticipate your loyalty and support during this administration.

My wife Carolyn and I eagerly look forward to meeting with many of your State Associations throughout the coming year. Remember that your NAA Headquarters stands ready to lend whatever assistance you may request, and that we shall consider it a privilege to serve you.

NATIONAL AUCTIONEERS ASSOCIATION

1979-80 Committees

LEADERSHIP COMMITTEES — Archie D. Moody, 1st Vice President, Chairman

Audit & Budget: Harvey C. Lambright, Chairman; Harvey L. McCray and Dean Fleming.

Education: Archie D. Moody, Chairman; Martin E. Higgenbotham, H. Layton Laws, Jr., William L. Gaule and Sammy Ford.

Laws & Regulations: Lyle Erickson, Chairman; James W. Heike, Rex B. Newcom, William J. "Bill" Wade and John A. Horton.

Membership: Howard Buckles, Chairman; Frank E. Bass, Robert E. Musser, Herbert A. Bambeck, Haskel Ayers and Norman Aldinger.

PROMOTIONAL COMMITTEES — Howard Buckles, 2nd Vice President, Chairman

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Publications & National Auctioneers Week: William J. "Bill" Wade, Chairman; Howard Buckles, Harvey C. Lambright, Harvey L. McCray and Norman Aldinger.

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Nominating: Harvey C. Lambright, Chairman; Martin E. Higgenbotham, Lyle Erickson, Dean Fleming and Ford Good.

Headquarters Relocation Feasibility Study Committee: Harvey L. McCray, Chairman; Martin E. Higgenbotham, Harvey C. Lambright, C. P. Terry Dunning and Charles E. Cumberlin.

THE AUCTIONEER

SEPTEMBER, 1979

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 below .

Single copies: \$1.00 each. Annual subscription rate \$7.50.

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

Harvey L. McCray, Editor and Executive Director
Gary Carmichael, Director of Association Services
Mrs. Cheryl Griffith, Office Secretary
Mrs. Helen Witters, Office Secretary
Ms Jean Dendinger, Office Secretary

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 of the month of August, the month in which a magazine 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	\$125.00	\$120.00	\$115.00
Half Page	62.50	60.00	57.50
Quarter Page	31.25	30.00	28.75

Column Inch: \$7.00 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.

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(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: Submit payment in advance (with copy) before advertising will be accepted.

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 6.). If advertising is discontinued before completion of contract, short rates for space will apply.

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Dimensions for ad space: Full page — 7¼ by 9½ inches; Half page — 7¼ by 4¾ inches; Quarter page — 3½ by 4¾ inches or 7¼ by 2¼ inches.

6. **ISSUE AND CLOSING DATES:** Published monthly with the exception that an August issue is not published (11 issues annually). 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. Phone: 402 489-9356.

NAA Meetings Schedule

Scheduling has been approved by the NAA board of directors and the following NAA Conventions have been announced by the board for future years.

NAA Convention Sites

1980 — Opryland Hotel, July 30-August 2, Nashville, Tennessee

1981 — Las Vegas Hilton Hotel, July 29-August 1, Las Vegas, Nevada

1982 — Hilton Hotel, July 28-31, Atlanta, Georgia

1980 NAA Seminars

January 21-22-23 — Colonial Williamsburg Lodge, Williamsburg, Virginia

February 18-19-20 — Del Webb's TowneHouse Hotel, Phoenix, Arizona

National Auctioneers Association

1979-80 Officers

President — Charles E. "Chuck" Cumberlin, P.O. Box 248, Brush, Colorado 80723. Bus. Phone: 303 842-2822.

1st Vice President — Archie D. Moody, P.O. Box 795, Darlington, South Carolina 29532. Bus. Phone: 803 393-0431.

2nd Vice President — Howard Buckles, Keosauqua, Iowa 52565. Bus. Phone: 319 293-3012.

Executive Director — Harvey L. McCray, 135 Lakewood Drive, Lincoln, Nebraska 68510. Bus. Phone: 402 489-9356.

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

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Haskel "Hack" Ayers, Box 1467, LaFollette, Tennessee 37766. Bus. Phone: 615 562-4941.

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

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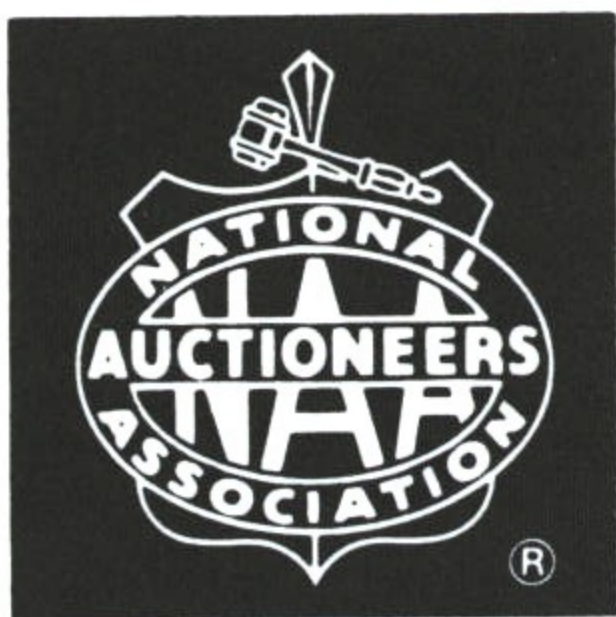
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William L. Gaule, 909 W. Walnut, Chatham, Illinois 62629. Bus. Phone: 217 483-2484

Rex B. Newcom, Box 458, Whitewater, Kansas 67154. Bus. Phone: 316 799-2278

William J. "Bill" Wade, Route 2, Box 302, McKinney, Texas 75069. Bus. Phone: 214 424-2602



Letters To The Auctioneer

Kennedy-Wilson Los Angeles Sale

I recently participated in an auction which I thought was especially noteworthy, the Kennedy-Wilson sale in Los Angeles May 3-4-5. I was merely a participant in the 9th Annual Golden Movement Emporium Auction that topped all previous sales, but the Kennedy-Wilson Auction Team brought nationwide attention to the auction industry, attention I feel the industry so richly deserves. In addition to most west coast TV stations and major area newspapers, the sale was a major news item in "The Wall Street Journal", "Fortune", and "Antique Trader", just to name a few.

The auction was attended by some 1,500 persons daily, and without question it was one of the most professional auction productions in recent times.

I am sorry I do not recall the names of all their staff, but NAA members who participated were Don Kennedy, Bobby Mendenhall, Ron Kirby, Bill Douglas and myself.

The total gross was approximately \$7 million, and nearly 1,250 lots were sold during the 3 day sale, which included architectural antiques from all over the world. The professional manner in which the Kennedy-Wilson team conducts a sale is a credit to all of us. It's people like them that are producing exciting new marketing techniques, lending credibility, and bringing integrity to our industry.

Chuck Layne
NAA Member
Layne Real Estate & Auctioneers, Inc.
Franklin, Kentucky

Another Successful Fun Auction

I wish to thank everyone who took part in the Fun Auction at the Denver NAA Convention. It was a tremendous success, and you made it happen. The ring men and women, the check-in and check-out personnel, and the clerks and cashiers kept the Auction moving smoothly and at a rapid pace. The excellent job of bid calling from all participating auctioneers was superb — the best ever I do believe. The generosity of the bidders and buyers made it possible to reach a new goal in receipts. Again, I want to thank you all for your time, talents, donations and purchases. All of this made the Fun Auction a tremendous success.

Rex Newcom
Fun Auction Chairman
NAA Director

Governor Notified of Bad Check

NAA member John Kramer (Kramer & Kramer, Inc. auctioneers and realtors) provided THE AUCTIONEER with a copy of his letter to Michigan Governor William Milliken.

The Governor of the State of Michigan
Honorable William G. Milliken
State House
Lansing, Michigan 48900

Mr. Governor:

This letter is in reference to the state laws governing the auctioneers in your state.

As I can best find out, your state laws are virtually non-existent and provide next to no protection for your citizens and other people relying on such licenses as a form of protection.

My firm accepted a check from an auctioneer licensed in your state. He passed a bad check to us at one of our auctions, and in trying to trace the individual down, I have found your state requires next to no requirements to obtain an auction license; no bonding, no central licensing agency and no protection to your citizens against dishonest individuals.

The Great State of Ohio has gone to great pains to insure proper licensing laws to provide citizens protection from dishonest individuals, I suggest your state get with the program.

I have gotten little co-operation and next to no help from your Department of Commerce, Division of Licenses, State Sales Tax offices in Lansing and Flint, and the local Courthouses, which are supposed to be the licensing agency.

I do not expect you to help in tracing down a bad check; however, I do expect you to require your state to insure that your citizens and other states aren't taken by a dishonest person who erroneously obtains a state license to conduct business.

Thank you for your valuable time and consideration.

Most Respectfully,

H. John Kramer
Vice-President

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Antique Tools Identified

I noted in the June issue of THE AUCTIONEER, (page 17), a letter from William Wittmer of Billings, Montana requesting help in identifying some leather sewing tools. Perhaps your readers would be interested in knowing that **there is an organization made up of people interested in the history of tools and industrial procedures.** The group is known as the Early American Industries Association. Their mailing address is P.O. Box 2128, Empire State Plaza Station, Albany, NY 12220. Members of the NAA may be able to obtain help by sending photos and requests for information to Early American Industries for publication in their newsletter.

Wendell Frantz
Curator of Lincoln Museums
Nebraska State Historical Society

Message to NAA Friends

After never missing a convention in 30 years, I sure missed all my friends. I received many calls and letters wanting to know if I was ill, and to let me know that I was missed. I would like to say thank you, and love to all.

Margaret Berry
wife of past lifelong
NAA member, Tom D. Berry

1980 NAA Seminars, Register NOW

The 1980 NAA Seminars are expected to fill up fast, with each seminar limited to only 100 registrants. In order to assure hotel lodging 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 Williamsburg, must be at the Williamsburg Lodge by December 30, 1979. The only way you can obtain your Williamsburg hotel reservation form is to mail your completed Williamsburg Seminar registration to the NAA office as soon as possible. Likewise for Phoenix. Registrations received by the NAA office will be processed in the order of earliest postmarked date, so prompt registration is most important.

The 1980 NAA Seminars are expected to be bigger and better than ever, and now is the time to assure your attendance. Send the NAA office your completed seminar registration; we'll send you the form to make your seminar hotel reservation.

The best way for an Auctioneer to stall is to swamp his mind with countless details.

B. G. Coats

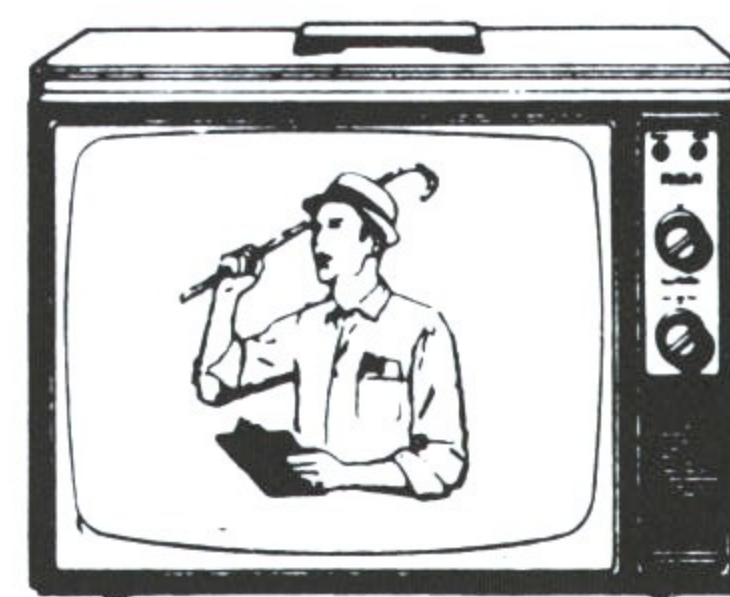
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1980 NAA SEMINAR REGISTRATION

Williamsburg, Virginia —
January 21, 22, 23 —
Colonial Williamsburg Lodge



SUBJECT: SELLING ANTIQUES AT AUCTION

(At each 1980 NAA Seminar the general seminar topic will be covered IN DETAIL by non-auctioneer experts in the field as well as professional antiques auctioneers.)

HOTEL RESERVATIONS —

Seminar registrants must make their own hotel reservations for each of the two 1980 Seminars. Hotel reservation forms for both the Williamsburg (January, Antiques) and Phoenix (February, Real Estate) Seminars will be mailed to the registrant upon receipt of seminar registration. **Hotel reservations must be made by December 30, 1979 for the 1980 Williamsburg Antiques Seminar.**

1980 REGISTRATION FEES INFORMATION

Only three-day registrations will be accepted. One or two day registrations will not be accepted

for either 1980 NAA Seminar. Three-day fees are \$150 per NAA member; half price (\$75) for NAA member's spouse or family member attending a seminar with NAA member.

I HAVE MARKED THE FOLLOWING TO INDICATE MY 1980 WILLIAMSBURG SEMINAR REGISTRATION

_____ \$150 Three-day Williamsburg Seminar Registration

_____ \$ 75 Spouse's Three-day Williamsburg Seminar Registration

\$ _____ TOTAL WILLIAMSBURG SEMINAR FEES

Enclosed is my check in the amount of \$_____, made payable to the National Auctioneers Association, for my 1980 NAA Williamsburg Seminar Registration.

NAA Member's Name _____

Spouse's Name or Family
Member If Applicable _____

Address _____

City _____

State _____ Zip _____

Send completed form and Seminars registration fees to:

NATIONAL AUCTIONEERS ASSOCIATION
135 Lakewood Drive, Lincoln, NE 68510

1980 NAA SEMINAR REGISTRATION

Phoenix, Arizona —
February 18, 19, 20 —
Del Webb's TowneHouse Hotel



SUBJECT: SELLING REAL ESTATE AT AUCTION

(At each 1980 NAA Seminar the general seminar topic will be covered IN DETAIL by non-auctioneer experts in the field as well as professional real estate auctioneers.)

HOTEL RESERVATIONS —

Seminar registrants must make their own hotel reservations for each of the two 1980 Seminars. Hotel reservation forms for both the Williamsburg (January, Antiques) and Phoenix (February, Real Estate) Seminars will be mailed to the registrant upon receipt of seminar registration. **Hotel reservations must be made by January 27 for the 1980 Phoenix Real Estate Seminar.**

1980 REGISTRATION FEES INFORMATION

Only three-day registrations will be accepted. One or two day registrations will not be accepted

for either 1980 NAA Seminar. Three-day fees are \$150 per NAA member; half price (\$75) for NAA member's spouse or family member attending a seminar with NAA member.

I HAVE MARKED THE FOLLOWING TO INDICATE MY 1980 PHOENIX SEMINAR REGISTRATION

_____ \$150 Three-day Phoenix Seminar Registration

_____ \$ 75 Spouse's Three-day Phoenix Seminar Registration

\$ _____ TOTAL PHOENIX SEMINAR FEES

Enclosed is my check in the amount of \$_____, made payable to the National Auctioneers Association, for my 1980 NAA Phoenix Seminar Registration.

NAA Member's Name _____

Spouse's Name or Family
Member If Applicable _____

Address _____

City _____

State _____ Zip _____

Send completed form and Seminars registration fees to:

NATIONAL AUCTIONEERS ASSOCIATION
135 Lakewood Drive, Lincoln, NE 68510

Charles E. "Chuck" Cumberlin, 1979-80 NAA President

From auction school grad to world champion livestock auctioneer to president of the NAA, Chuck Cumberlin's career shows leadership and accomplishment.

Newly elected NAA president Charles E. "Chuck" Cumberlin was born in Page County, Iowa, January 8, 1938. Growing up in the Taylor County farm community of Siam, Iowa, a younger Chuck Cumberlin graduated from Bedford High School, Bedford, Iowa in 1956. That same year Chuck began serving a four year enlistment in the United States Navy as aviation electronics technician/air crew member.

Chuck Cumberlin graduated from Western College of Auctioneering in June 1960.

Breaking into the auction business in the fall of 1960 at Greeley, Colorado, Chuck worked furniture auctions in Greeley, Denver, and Fort Collins until 1966, when he became associated with Austin and Austin, Auctioneers. There he worked real estate and general auctions until 1972. In August 1969 Chuck Cumberlin attended the Real Estate Auctioneering Class at the Missouri Auction School, where he later became an instructor beginning with the June 1972 term.

Chuck moved to Brush, Colorado in 1972 and associated with Jim Odle to form Odle-Cumberlin Auctioneers, Inc. The firm handles general farm equipment auctions, dairy auctions, real estate, and livestock market auctions. In 1974-75 it was "Councilman" Chuck Cumberlin on the Brush city council.

NAA president Cumberlin has been active in the National Auctioneers Association throughout his auction career. He attended his first NAA convention in Lincoln, Nebraska in 1962 and served in every capacity and office of the Colorado Auctioneers Association. Chuck has served in the NAA on the Board of Directors, 1972-75; as second vice president in 1977; and first vice president in 1978. At both the national convention and state association conventions, Chuck Cumberlin has conducted numerous bid calling seminars and workshops. He has completed two years of Certified Auctioneers Institute.

One of the high points in any auction career, the 1976 Western Regional Champion Livestock Auctioneer title, was only a prelude in Chuck's career. In 1978 Chuck Cumberlin was picked as the World Champion Livestock Auctioneer at the contest held in Marshall, Missouri.

As a realtor starting out Chuck was active on the Greeley Board of Realtors, and presently on the Morgan County Board of Realtors since 1973. Serving in numerous capacities on his local Board, Chuck has also served in all capacities of the Colorado Farm and Land Institute, including state president in 1975.

Chuck Cumberlin was married to Carolyn Schmidt of Greeley, Colorado in 1963. They have a



PERSONAL OFFICE displays Chuck Cumberlin's auction awards, 1978 World Champion Livestock Auctioneer trophy at left.



NAA PRESIDENT Chuck Cumberlin with wife Carolyn and daughter Shelly.

daughter, Shelly, born in 1969. Chuck's hobbies are trap shooting (he's a life member of the American Trapshooters Association) and enjoying golf.



PARTNER JAMES LEE ODLE and office manager/executive secretary Esther Clark discuss business with Chuck Cumberlin.

Denver columnist Fred Morrow

He's Sold His Dues

I was standing in front of the Hilton when these two men came out and climbed into a taxi.

The driver looked over, smiled and said, "Better watch out. These are a couple of auctioneers."

One of the auctioneers looked up and said, "Stand there 15 more seconds and I'll sell your shoes."

It all was a bit surprising — not that two men would want a taxi, but that auctioneers still lived. For a long time now, I had thought that breed of man to have gone the way of youth.

The youthful remembrance is that of entertaining but shadowy fellows whose reputations were similar to fellows who went by the name of Doc. In fact, a lot of auctioneers had sobriquets themselves, such as Colonel. But what I remembered best was that chant, which with the good ones was mesmerizing and pleasant, and every bit as entertaining as the local musicians.

CONFRONTED BY THAT, I decided to go inside the Hilton and check up on the auctioneers convention, which was in town over the weekend.

Chuck Cumberlin was standing there in a stylish gray business suit. The only act he produced that could have taken one back was when he reached inside a pocket to get himself a pinch of snuff.

Cumberlin is as good a man as you can talk to about auctioneering. He was acclaimed the world champion auctioneer a year ago. He teaches auctioneering four times yearly in Kansas City. His firm, Odle-Cumberlin Auctioneers Inc., based in Brush, Colorado, works a three-state area.

He said I had been out of touch. Auctioneering he said, was not a dying business. "It's growing nationwide," he said. "I'd say there are twice as many auctioneers as there were 20 years ago."

Cumberlin is doing all right. Last year he and



ODLE-CUMBERLIN Auctioneers has it offices in the Brush Livestock of Colorado market.



CUMBERLIN OFFICE STAFF includes (left to right) real estate salesman and auctioneer Charles J. "Chuck" Miller, auction cashier Karen Chabot, and secretary Mona Wahlert.

his partner, Jim Odle, worked 318 auctions. Already this year they have handled \$7 million in real estate auctions. "That means," said Cumberlin, "that I work about 12 hours a day, six days a week. This is not counting the hours at home at night when I might be on the phone. Absolutely, I make a good living."

"BUT AUCTIONEERING IS more than just the chant. It's also advertising and sales management. If I don't get the job done, well . . ."

If Cumberlin doesn't get the job done enough times there soon will be no job to get done. So far, he says, his batting average is big league. "I'm successful 80 percent of the time," he says. "That's in

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National Auctioneers Association

real estate. In cattle sales, I'm there 98 percent of the time."

Cumberlin always has known where he would be. "This is a boyhood dream," he said. "I'm from Iowa and back there Saturday was go-to-town day. Instead of going to the movies like the rest of the kids, I was in the auction barn with my father. I was fascinated by it."

"The secret to this business is not to starve yourself out. I got out of the Navy and went to auctioneering school in Billings, Montana. I came out and settled in Greeley. My mother had two cousins in Denver but really I didn't know a soul in Colorado."

CUMBERLIN SPENT THE early years living with big hours and small money. But now the dues have been paid.

"An old auctioneer once told me that auctioneering is the white hot of selling," said Cumberlin. If May D&F wants to sell a shirt they mark down a price and sell it. There's no competition. But I've only got one stove to sell or one cow. I have that built-in competitiveness and I have to know how to handle it. You can't rub them the wrong way and you have to hold the crowd. You can't have them wandering off or talking to each other."

Before he left, Cumberlin offered a taste of his chant, which was spiced with heavy doses of the rolling of Rs and spitting of Ts. By the time he had finished he made rubber baby buggy bumper sound as pleasant as The Rock of Ages.

(Reprinted with permission from THE ROCKY MOUNTAIN NEWS, Denver, Colorado.)



1978 PHOTO, Champion Livestock Auctioneer Cumberlin with complimentary Ford pick-up, his to use during the championship year.

TAKE NOTE

Any and all correspondence with the National Auctioneers License Laws Officials Association (NALLOA) should be sent to the following address.

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World Champ At 22, Livestock Auctioneer Started Chanting At 10

Brush, Colorado — The world reserve and runner-up world livestock auctioneer champions had just been announced. Terry Elson turned to his wife, Judy, and said, "Well, it's over — let's go," and started putting on his jacket. Within seconds he was sitting again, stunned.

It was hardly over. Elson was named the 1979 world champion. He was one of a record-breaking 100 contestants who competed in the 1979 World Livestock Auctioneer Championship held here at the Livestock Exchange, Inc., June 16.

At the age of 22, it may seem like Elson's auctioneering career is just beginning, but that's far from the truth. He's been auctioneering for more than half his life, having attended an Iowa auctioneering school at the age of 10, sent there by his parents from his Curtis, Nebraska, home. "I think I was the youngest one there," said Elson. "I was the youngest to ever go that I know of. There might have been some younger since then, but at least at the time, I was the youngest."

Elson can't remember wanting to be anything but an auctioneer. "Ever since they sent me to that school . . . once I got started, then that was all I wanted to do. I was still in high school when I first

started selling at the market. I'd get out of school on sale days — that's the only job I've ever had."

He entered the Championship for the first time in Calgary, Alberta in 1977 and snagged the title of co-champion of the central region. "Right out of that contest I got a job offer from South Dakota and a chance to get away from home . . . I was only 20 and the guy called me on the phone and didn't know how old I was. When I got there, he found out."

A former member of the Future Farmers of America who once shared a demonstration project that made it to the state level, Elson comes from a farm and ranch operation. His parents once ran the livestock market in his home town.

Since his job with the South Dakota market, he now sells livestock for the market which sponsored him in the contest, Tri-State Livestock Commission Co. in McCook, Nebraska.

In addition to being the youngest in his auction school, he now has the recognition of being the youngest in the championship's history to win the world title. And on top of those "firsts", he was the first recipient of the World Championship Ring, valued at over \$1,000. Still stunned, he was handed the keys to a pick-up truck, inscribed, "1979 World Livestock Auctioneer Champion". He'll use the truck during his reign this year.

When asked how he felt he performed the day of the competition, Elson said, "I thought I had done as good as I could do. I didn't know if that was good enough, but I gave it all I had."

A lot of doors should be opening up for a young man who has accomplished so much. But, he's look-

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WORLD CHAMPION livestock auctioneer Terry Elson.

ing over the situation and said it hasn't changed anything for him, "not yet, anyway . . . I'll keep on going the way I have."

Terry Elson Interviewed

After the dust settled and the Champ had a chance to get back to his craft, **THE AUCTIONEER** visited with World Livestock Auctioneer Champion Terry Elson.

THE AUCTIONEER: Terry, has the championship changed your auctioneering schedule?

TERRY ELSON: Not much. It was pretty busy before we went out there. The sale barn that I work for has three sales a week, and this fall we'll have five and six sales a week. So I haven't been able to add any more sales, but there's been quite a bit of inquiry, if I had any time off to go other places.

AUCTIONEER: These are basically guest appearances, guest auctioneering . . .

ELSON: Yeah, right.

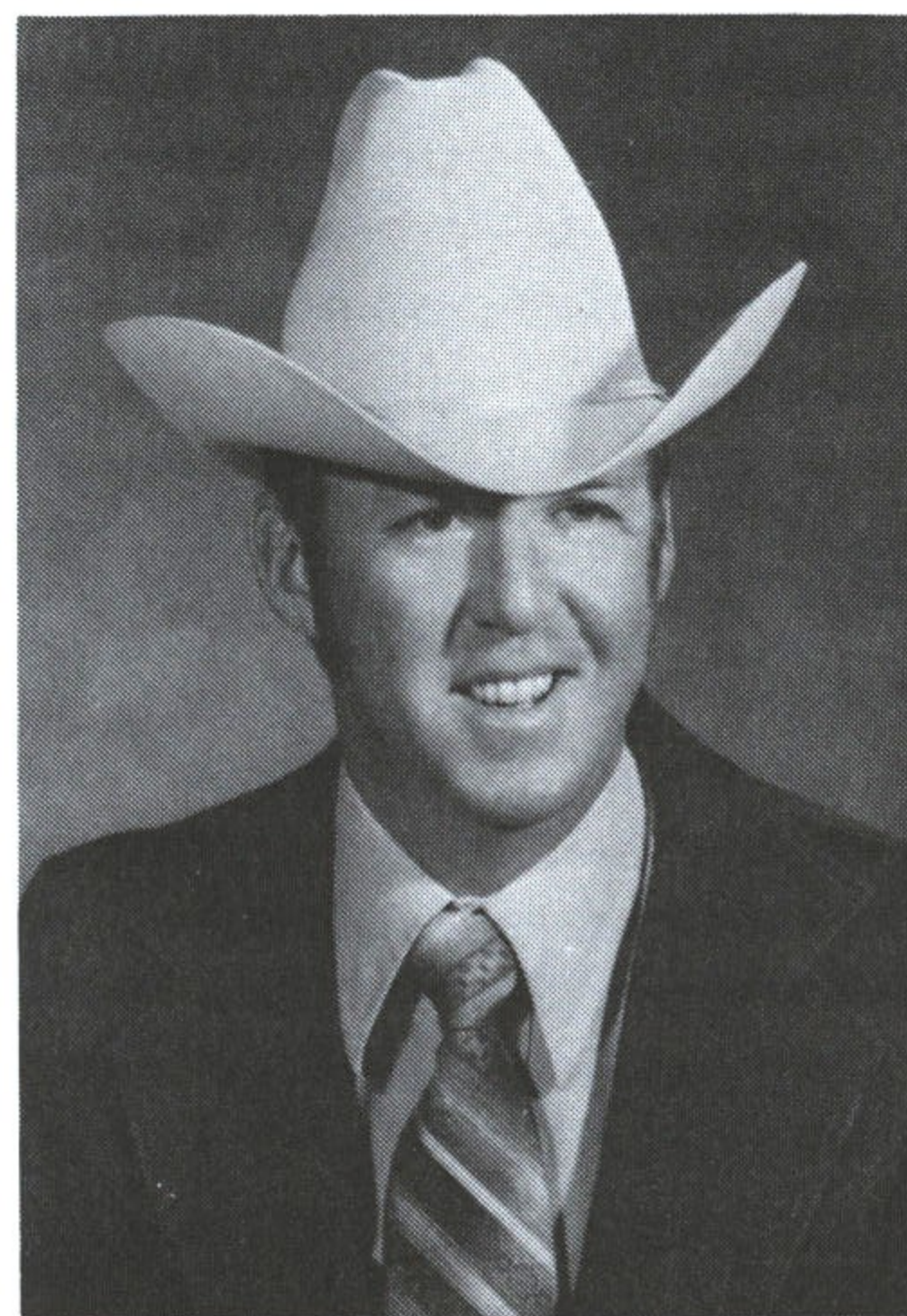
AUCTIONEER: Do you have any preference for certain livestock sales?

ELSON: I like cattle the best. We sell quite a few

Continued on Page 14

Auctioneer Titleholders Represent Nation

The world livestock auctioneer reserve champion is Dean W. Schow, Paxton, Nebraska, who last year shared the runner-up champion of the central region with Armon Wolff, Golden Valley, North Dakota. Wolff is this year's world runner-up champion.



DEAN SCHOW



ARMON WOLFF

In addition to the three world titles, regional livestock auctioneer winners were picked.

WESTERN REGION: champion, John F. Rodgers, Tulare, California; reserve champion, Willare Hartnagle, Longmont, Colorado; runner-up champion, Dick Hess, Colorado Springs, Colorado.

CENTRAL REGION: champion, Ralph Waite, Lenapah, Oklahoma; reserve champion, Larry Raile, Imperial, Nebraska; runner-up champion, Leon Wallace, West Monroe, Louisiana.

EASTERN REGION: champion, Dan Williams, Boone, North Carolina; reserve champion, Jack L. Lowderman, Macomb, Illinois; runner-up champion, Barkley Barnard, Wayne City, Illinois.

The annual World Livestock Auctioneer Championship is sponsored by Livestock Marketing Association, Kansas City, Missouri, and conducted by a subsidiary company, Livestock Market Digest, Inc., to focus on the professionalism of the auctioneer in livestock merchandising.

THE AUCTIONEER Was There

What began in 1963 with 23 cattle and 22 auctioneers has become a national auctioneering event and **THE AUCTIONEER** was there. By the way, the site of the 1963 World Livestock Auctioneer Championship was a Denver, Colorado hotel parking lot. The '79 Championship at Brush, Colorado, was bigger, better and exceptionally well run.

For this writer, the contest began with the Friday afternoon auctioneers' briefing to explain the rules and pick the order of appearance for the 100 contestants. Auctioneers from 26 states and Canada filled a hotel meeting room for the briefing, with one

Continued on Page 14

hogs in this area, but I kind of like the cattle part of livestock selling.

AUCTIONEER: Do you have any preference concerning auctions in general? Do you auction real estate, personal property . . .

ELSON: No, ever since I first started out when my father took over a sale barn, that's pretty much all I've done is livestock sales.

AUCTIONEER: Terry, can you identify one or two specifics that have contributed most to your accomplishments?

ELSON: Oh, I'd say the main thing is the help I got from other auctioneers, and my family pushing me forward. I got a lot of encouragement from both of those.

AUCTIONEER: How does it feel to be the youngest world champion livestock auctioneer?

ELSON: It means quite a bit. I started out pretty young, but worked pretty hard. It's quite a deal to win as young as I did.

AUCTIONEER: Because you've come such a long way in a short amount of time, what do you have to say to the young auctioneer just out of auction school?

ELSON: Just go at it as hard as you can, don't ever give up. You'll have quite a few discouragements along the way, but don't ever let that stand in your way. Just keep on going.

AUCTIONEER: Any advice for the young auctioneer breaking into the livestock auctioneering?

ELSON: It's tough, but if you're persistent and want to do it bad enough, you can make it.

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auctioneer comparing it to cowboys assembling before a rodeo. Midway during the drawing of numbers from a hat, the hat spilled. No problem, each contestant got a number and things were set for Saturday's competition.

The auctioneers were told 12 o'clock as the starting time, and promptly the contest began with #1 auctioneer performing at 12:04. Each contestant auctioned two groups of cattle which were efficiently moved through the arena by the wranglers and staff of the Livestock Exchange, Inc. Judging was done by a select group of livestock market owners with one basic criteria — the hireability of the contestant auctioneer. And, with 100 contestants plus nearly 8,000 head of cattle to be sold, at noon it looked like a busy day ahead.

* Spectators packed the auction arena and the large circus tent with closed circuit television coverage of the championship.

* High caliber sportsmanship prevailed throughout the contest, especially "backstage" where auctioneers anxiously waited their turn.

* Brush, Colorado community groups sold lunches and snacks in front of the Livestock Exchange. The town had prepared for months to handle the estimated 3,000 visitors who attended the Championship.

* As rain clouds moved in from the Colorado Rockies, the contest came to a close with a few hundred cattle still waiting to be sold. All contestants were finished by 4:30. It was getting about time for supper.

When you announce a "free barbecue", the whole town and about three other towns arrive for dinner. The Jaycees of Brush fed the thousands at the Brush Fairgrounds before contest trophies (handsome NAA trophy included) were presented, and country music stars Bill Anderson and Mary Lou Turner entertained.

Looking back on the contest, it was a well organized program that sold cattle, presented excellent auctioneers from across the nation, and kept one very large crowd well fed and comfortable. The community of Brush, Colorado and the planners of the 1979 World Livestock Auctioneer Championship can be proud of their contribution to the auctioneering profession.

Next year's Livestock Auctioneer Championship? San Luis Obispo, California is the site of the 1980 Livestock Marketing Congress with the auctioneer championship to be held in Templeton, California.

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Last week Fred was declared the 1979 World's Champion Auctioneer of Fruits and Produce.

A resident of Lancaster, S.C., he was in Dothan when the judges' decision was announced. He couldn't help dancing a jig or two. It was a natural thing for him to do.

He and his brother, Sherrill, are called the "Twin Derby Dancers" of the auctioneer circuit.

"I do most of the dancing," said Fred, an affable sort of fellow whose rapid-fire chant sells everything from antiques to heavy equipment.

Fred and Sherrill are winding up their 12th straight season here at the Wiregrass Farmers Produce Market.

One of the judges, George Espy of Birmingham, was here buying produce being auctioned by the Mullis Brothers. The arrangement was so convenient that Espy could present an engraved plaque to the new "World Champion".



WORLD'S CHAMPION Auctioneer of Fruits and Produce, Fred Mullis (right), receives designation from contest judge George Espy.

Espy, one of the biggest handlers of Wiregrass produce, was on a panel of produce buyers from at least 10 states. Charles Westmoreland of Chattanooga, Tennessee, was chairman of the judges. Nationally known, Espy has been buying produce 50 years.

Fred is owner of the Mullis Brothers Auction Co. Sherrill is employed by his brother.

Fred may be the new champ of produce sellers, but his specialty, you might say, is real estate and

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VP18R before the auction begins, without being embarrassed by the quality of the sound. In addition, record your bids to settle disputes or questions after the auction. The 18R also has a heavy-duty, rechargeable power pack that provides 50% more life than the original VP18. Simply plug in the charger and your Voice Projector will charge overnight. Then use the VP18R with confidence all day . . . your voice will probably give out before your Voice Projector does.

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The economy model Voice Projector 18D uses nine "D" cell batteries instead of a rechargeable power pack, and does not have hi-level connections.

VP18D - \$210



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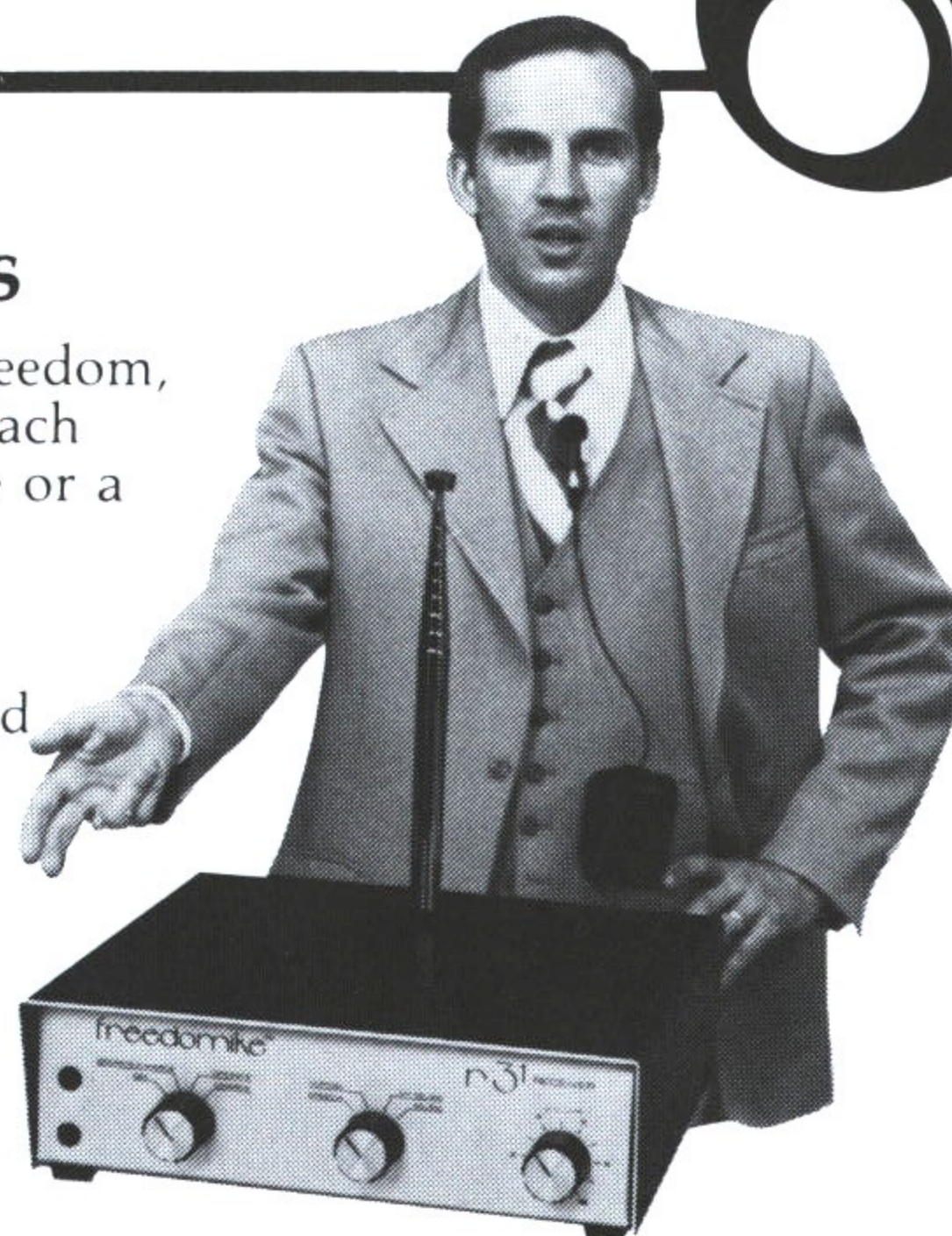
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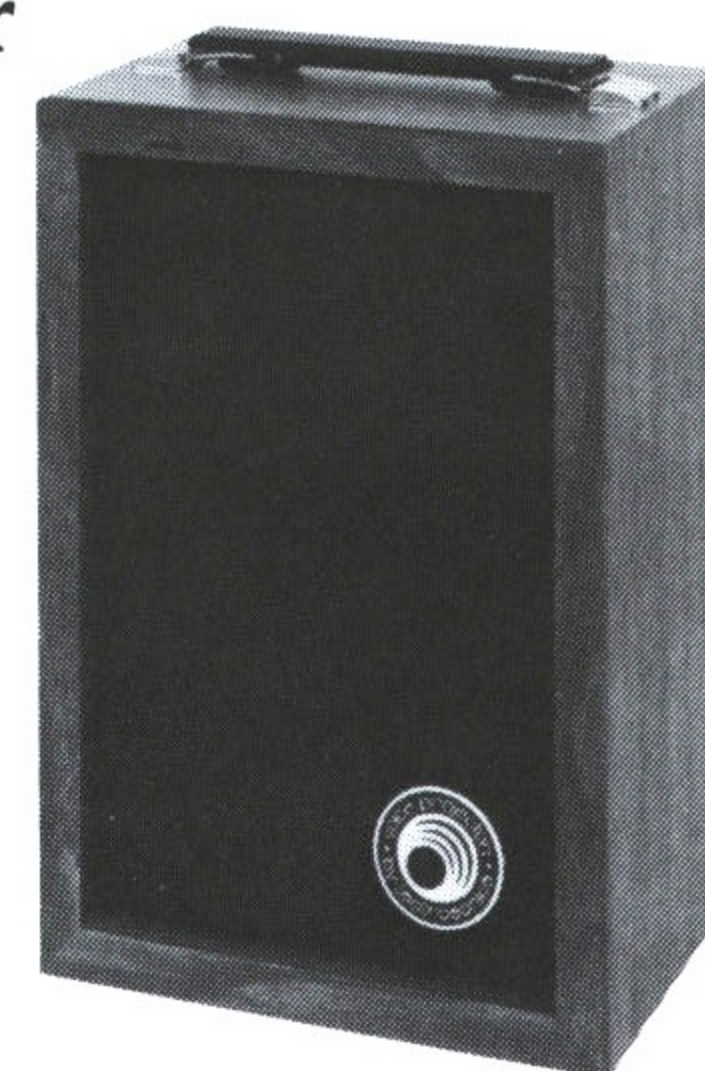
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business liquidations.

That's where he learned to dance, you also could say.

One day they were selling an estate and the price suddenly shot up to a point 15 or 20 percent higher than expected and Fred started dancing. He's been doing it ever since — always dancing when properly "inspired" by the bidders. So they call them the "Twin Derby Dancers".

Fred and Sherrill have auctioned off a lot of tomatoes and more than a few hotels and motels during the 18 years Fred has been chanting and dancing. Real estate, antiques, heavy equipment, autos, business liquidations — they do it all.

Fred's first sale was a produce auction in Hendersonville, S.C. Then he knew he had picked the right profession.

"As a boy I also thought about being a lawyer," he said. Then, with a tongue-in-cheek grin, he added:

"You know, some lawyers are fast-talkers, too."

"But I really think my dream was always to be an auctioneer," he went on.

The Mullis Brothers spent some of their early years selling winter strawberries and produce in Plant City, Florida. It was considered the world's largest fruit and vegetable auction then. They also have sold produce at auction on several other markets in Georgia, Arkansas, South Carolina and Alabama.

The champion auctioneer is a member of the National Auctioneers Association and has attended the organization's last 18 national conventions.

(Reprinted with permission from THE DOTHAN EAGLE, Dothan, Alabama. Article by Ed Driggers, DOTHAN EAGLE photo.)

Fred Mullis Update . . . Plane Sale

World Champion Fruits and Produce auctioneer Fred Mullis, CAI, returned from the Denver NAA Convention only to leave again with brother auctioneer Sherrill Mullis on a tour of Europe. The publicity about the fruits and produce award continued, however, with articles in the CHARLOTTE OBSERVER and LANCASTER NEWS.

On the way back from Europe, the word got around the 500 passenger plane about the two auctioneers who attended the world's largest flower auction in Amsterdam, Holland, and of course, about Fred's championship award. Aboard the flight was a man and his family who had spent all their money in Europe. To help out the family, Fred was asked to hold an auction. He did so, right there in flight, selling the man's \$275 watch for \$320.

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**by Gary Carmichael
Director of Association Services**

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Why doesn't the managing editor of THE AUCTIONEER magazine secure his own reprint permission? Good question, but even if you submitted your article on time (that is before the 10th of the month), it takes a week or two for getting reprint permission by mail from a publisher. By that time, the magazine has gone to press while your article waited in the hold box.

Your fellow auctioneers would like to read about you as soon as possible after your newsworthy event. That makes reprint permission from your publisher a very important part of submitting your article to THE AUCTIONEER.

2) Put the package together and send it to THE AUCTIONEER. Make sure you're sending:

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- photographs if possible (please, black and white glossy photos only)
- a letter or note from you with any additional information, or just to say hello

Lastly, your deadline is the 10th of the month, each month except July when your deadline is August 10.

3) When submitting other articles to THE AUCTIONEER, such as state association reports, requested materials, how-to-information, or event coverage, make sure that the accompanying photos are glossy black and white. The reproduction quality of color photographs is most often very poor, that's if the color photo is reproduceable at all. Your article deserves the best in explanatory photos, and only black and white glossy prints reproduce well.

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bers are interested in your newsworthy accomplishments, but would like to read about them as soon as possible. You can greatly enhance the process of getting your story published by making sure you send THE AUCTIONEER 1) your article, reprint permission, accompanying black and white photos, 2) with all the material arriving at the NAA office by the 10th of the month. After all, YOUR news story deserves publication in YOUR magazine.

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**Jim Trusty
Hermitage, Tennessee**

(The following article by NAA member auctioneer Jim Trusty appeared in the July 1979 issue of "real estate today®", published monthly by the NATIONAL ASSOCIATION OF REALTORS®. According to Trusty, the response to the article kept his phone ringing, as he directed all inquirers to contact their state auctioneer associations.)

According to definition, an auction is a sales transaction conducted by either oral or written exchange between an auctioneer and his audience. The exchange consists of a series of "invitations" for offers to purchase goods or real estate made by the auctioneer resulting in offers made by members of the audience. The transaction culminates when the auctioneer accepts the highest or most favorable offer made by an individual participant in the auction. I have witnessed the auction method of sale work with proven results time and time again. I believe it could be used more often if brokers and sales associates more fully understood the procedure.

To appreciate the large number of properties being sold by auction today, you need only to study the auction advertisements section of your local newspapers for a two-week period. You will be amazed at the tremendous amount of real estate that is being handled by this method. In my mid-Tennessee locale, which is served by two large newspapers and approximately 12 smaller ones, I find that there are about 2,000 auction sales annually, or some 40 sales per week. I have attended auctions where the real estate sold for \$1,000 and I have been to others where the property brought \$1.5 million or more.

Of course, all real estate cannot be handled by public auction, but more can than is being handled now. These are the properties that the salespeople in the field are missing or avoiding because they don't know what to do or whom to call. Auctioning is one more way for brokers and salespeople to add to their incomes. In fact, most real estate salespeople don't even know that instead of completely losing out on a commission, they could split it with an outside auction firm. My company, which has an auction department, sells both by private sale and auction. Our present ratio is about fifty-fifty. But the auction method of sale is gaining steadily in both

production and popularity with salespeople and sellers alike. It is easier than private sale, and quicker. Auctioning is a way to have fun and make money — at the same time.

The first question everybody has about the auction method of sale is: "Why would anyone prefer this method over private sales?" The reasons are many and are growing every day. Reasons to auction property include: bankruptcies, foreclosures, seller needs the money immediately, division of estate among heirs, ability to sell personal property and real estate at the same time, property in need of repairs, and change in zoning that makes the property more valuable or desirable.

One important difference between auction sales and private real estate sales is the eagerness and availability of the buying public. In private situations, the salesperson must almost hand-carry his prospects one at a time to see a listing in hope of maybe creating that necessary spark of interest that will motivate them to make the final move to buy.

But in the auction business, when an available property is properly advertised, prospective buyers are just waiting for the auctioneer to sell the property to them. All those people are prospects and potential buyers — if not of that particular property, maybe of another. The vast majority of people who come to an auction are genuinely interested in the real estate that is for sale. And, those attending the auction know that the property will not be sold until the highest and most favorable bid is achieved for the seller.

The auction method of sale makes it possible to

offer a property to an entire group at one time instead of to one individual or family. By selling to a large group, the property may bring more money than through a private sale. And when the final and winning bid is accepted, there should never be a question as to the price at which the property sold. The audience sets the price at an auction. The auctioneer merely echoes what they offer.

It is interesting, too, that in times of high interest rates and tight money situations, the auction business seems to improve. Properties more often sell for cash, owner terms, or an easy assumption.

If you happen to run across a property that you think might be good for the auction method of sale, what should you do? If your company does not have an auction department and/or a licensed auctioneer, you must look for outside assistance. Where do you go? What do you look for? What will you find?

The days of the carnival huckster, fast-talking con man and the part-time horse trader who auctioned on the side are over and gone. Today's typical auctioneer is a solid citizen. He is licensed, bonded and insured. His actions are supervised by a regulatory commission. In some states he is required to devote a specified number of hours of study to auction law, practice and procedure prior to receiving an auctioneer's license. Most aspiring auctioneers then must take an apprentice auctioneer's examination and serve at least one year's apprenticeship under the direct supervision of an active, licensed auctioneer. In Tennessee, both apprentices and auctioneers take a written and oral exam, which is becoming progressively more difficult each year. Also in our state,

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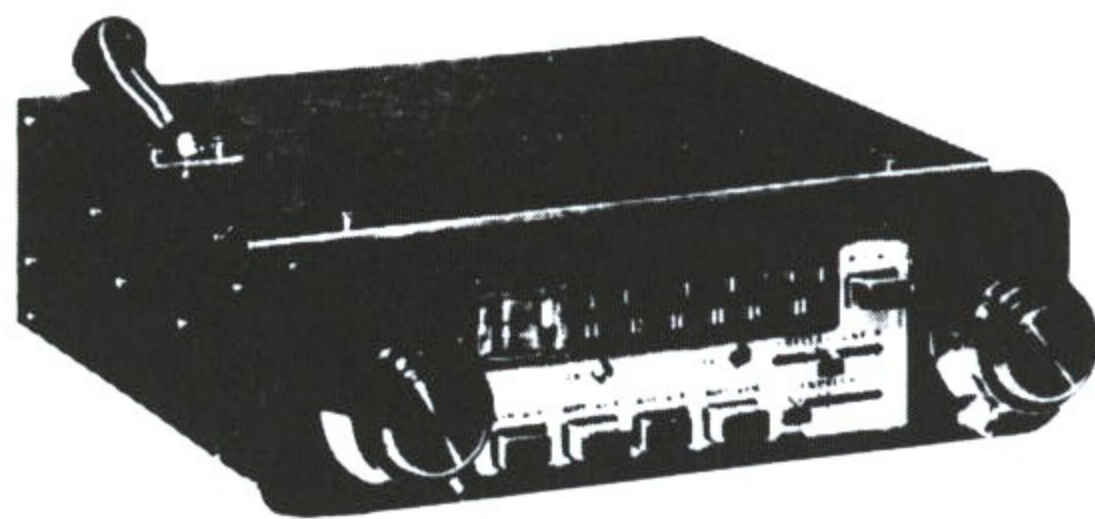
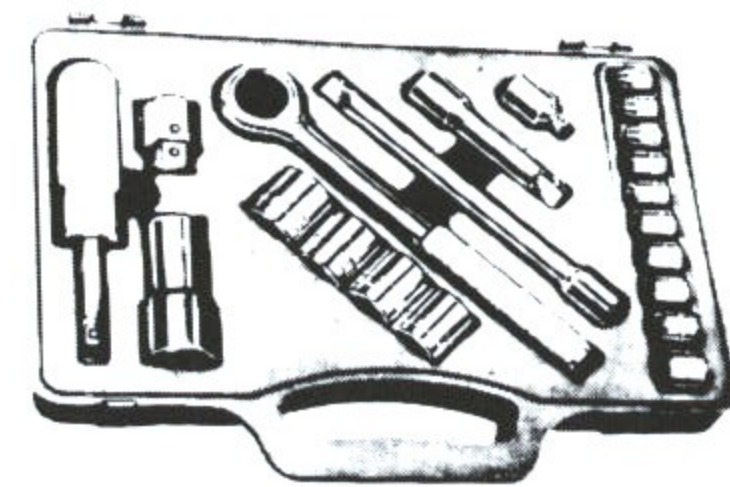
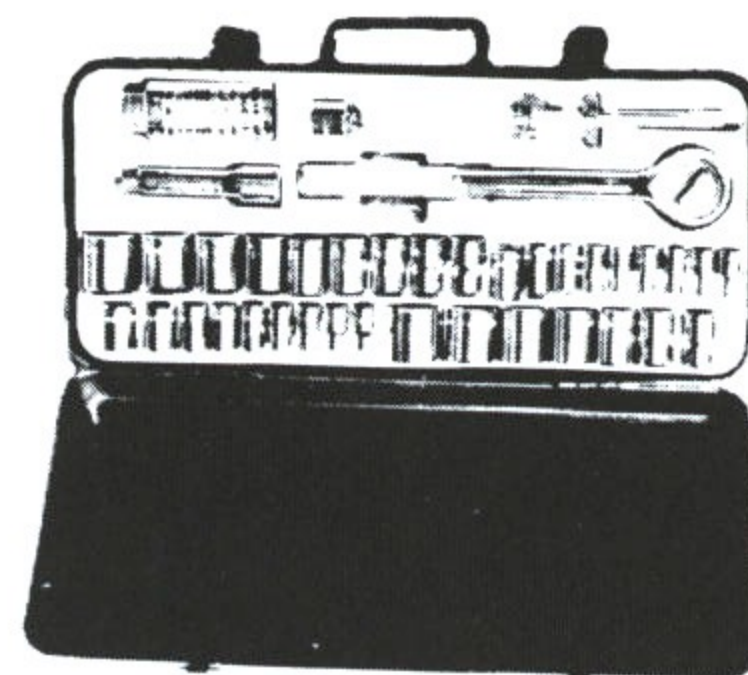
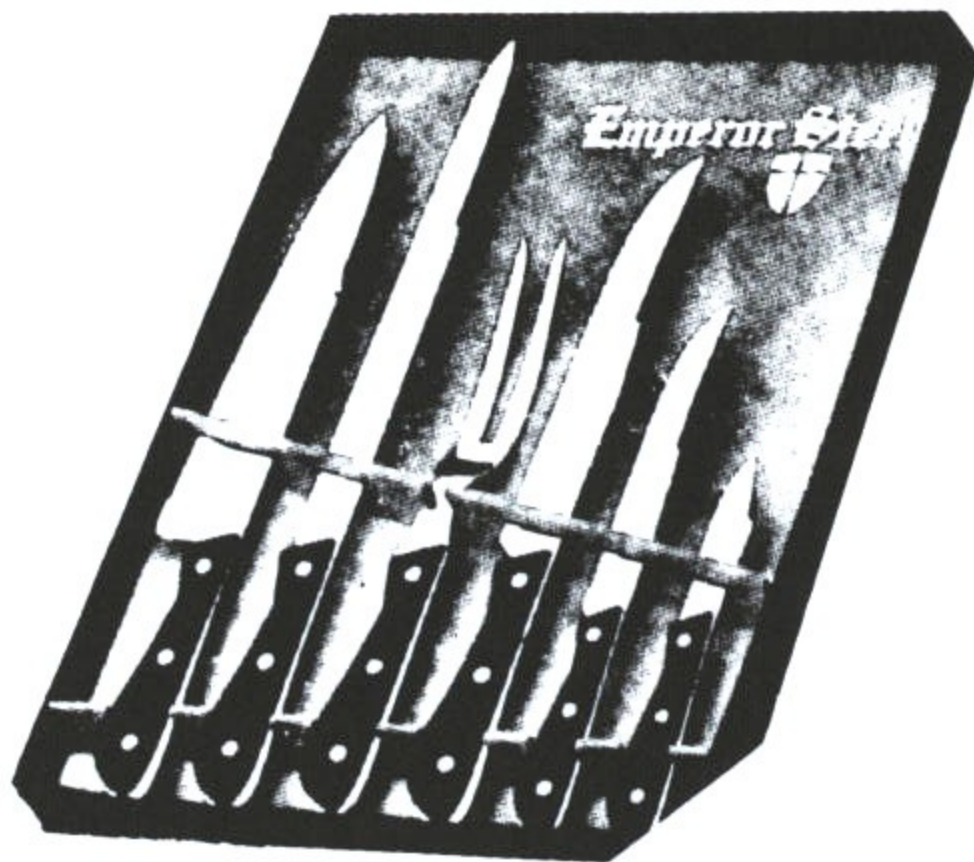
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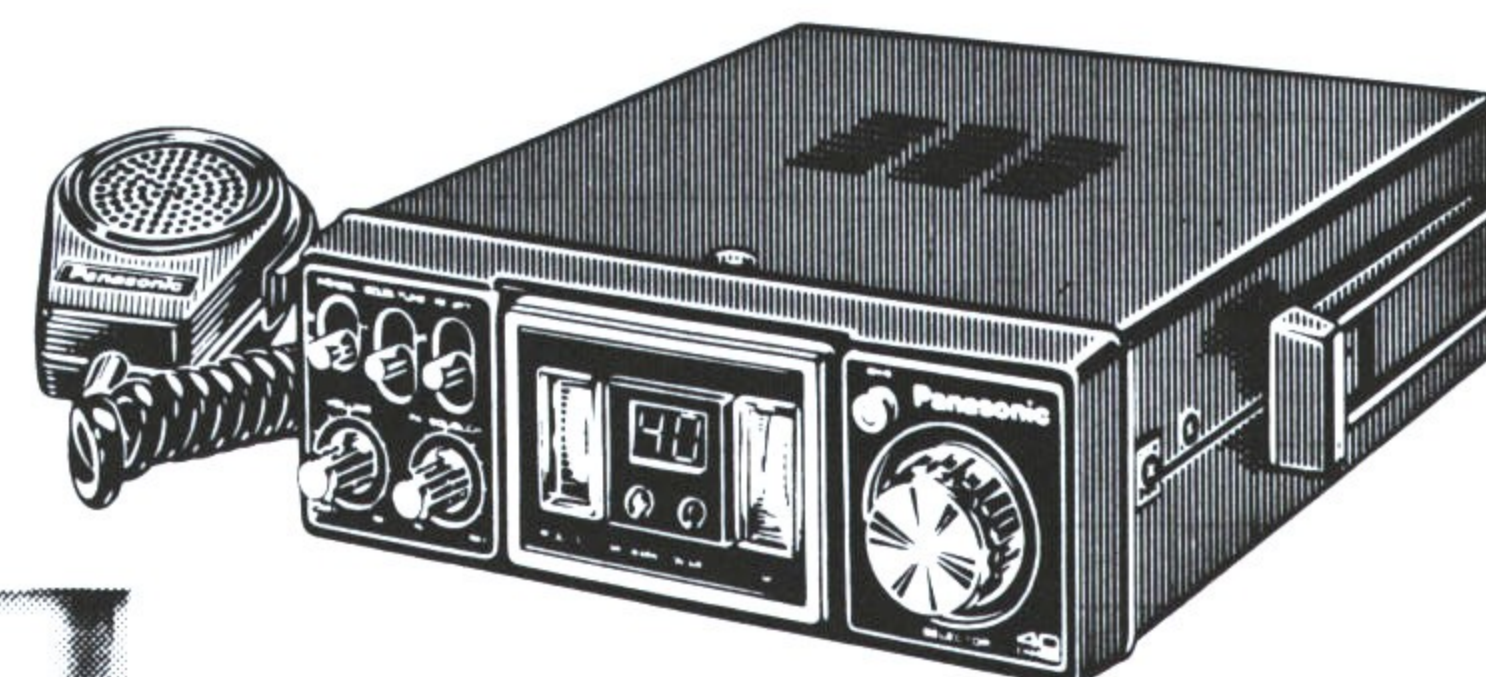
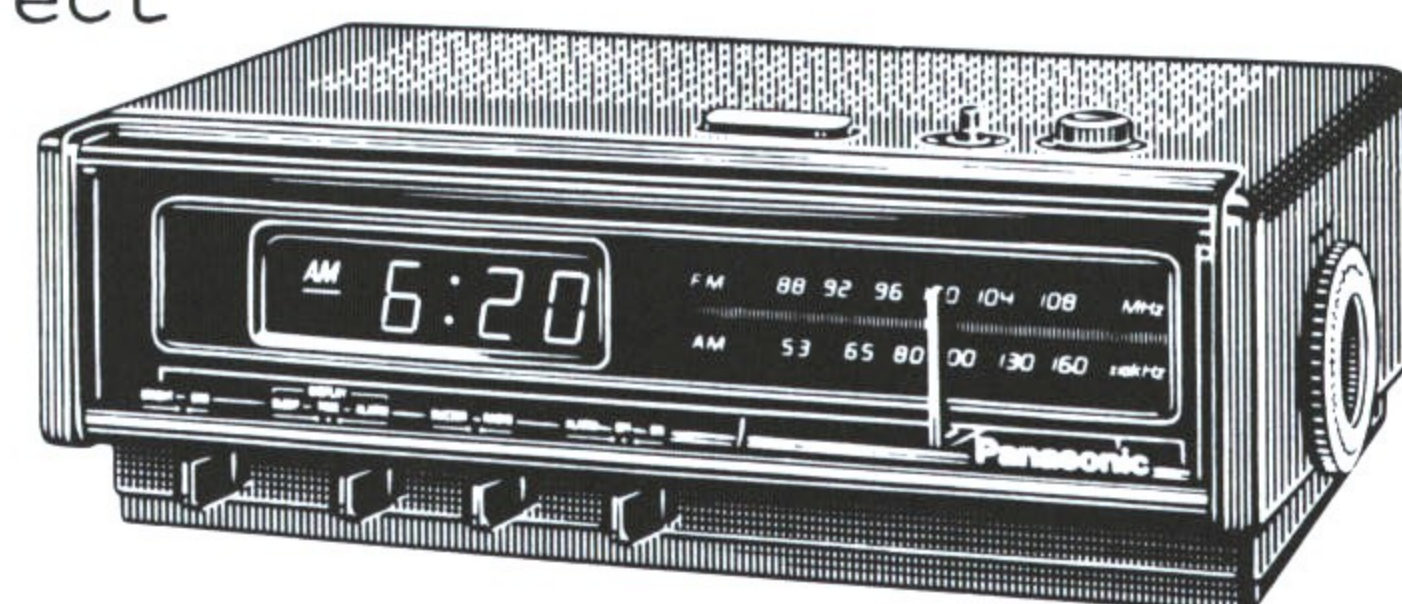
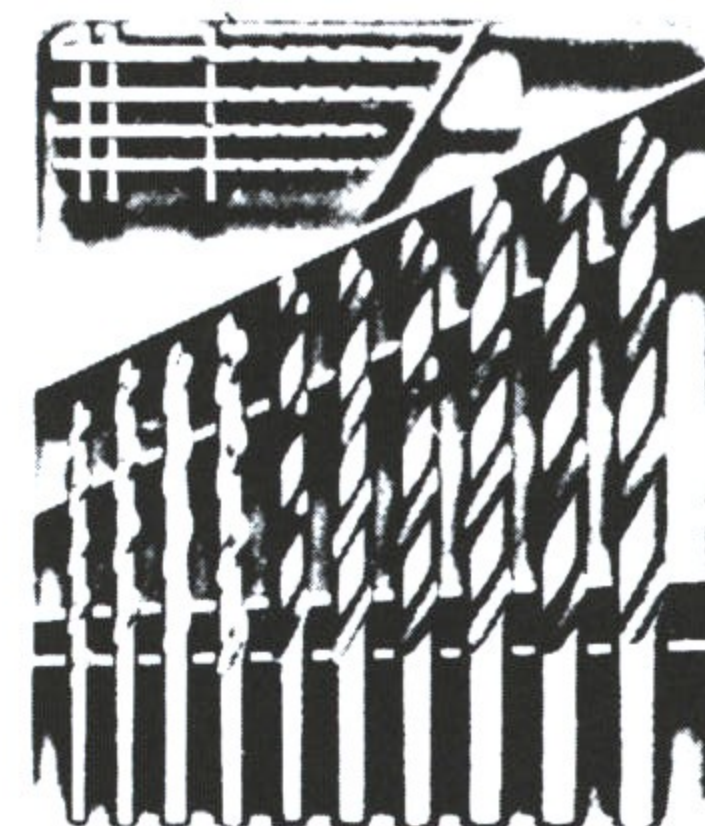
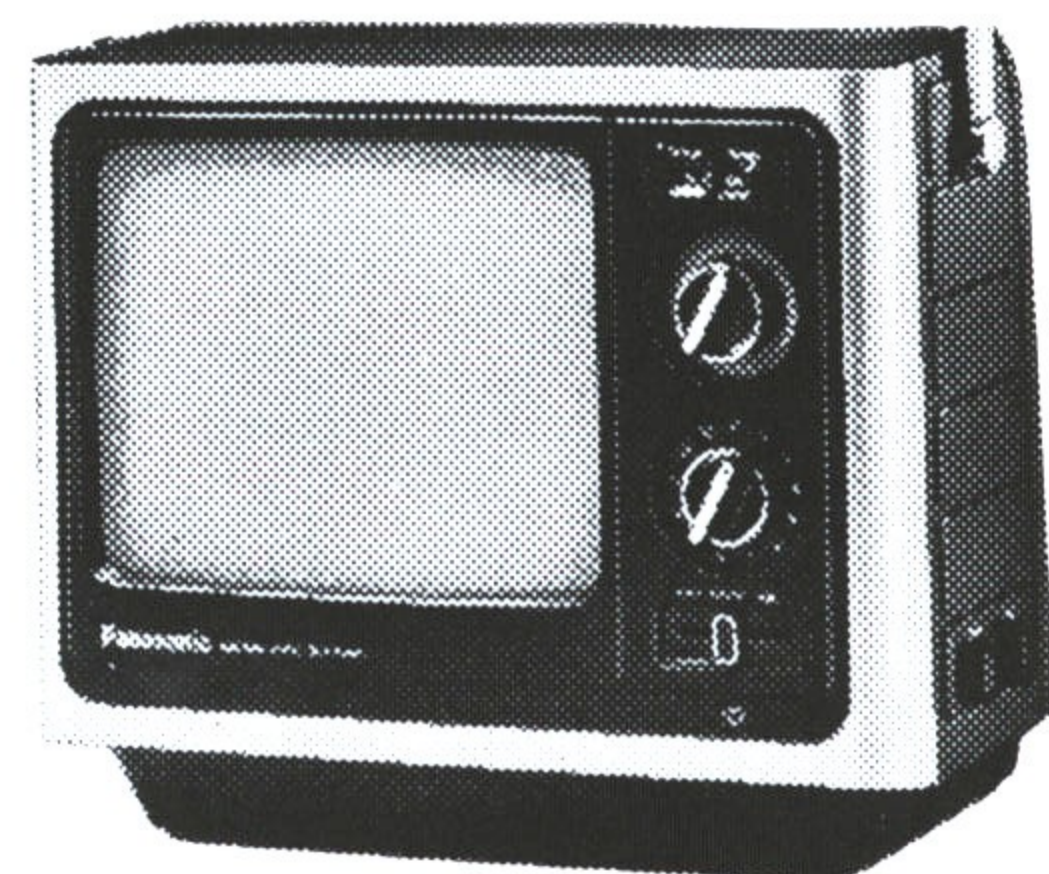
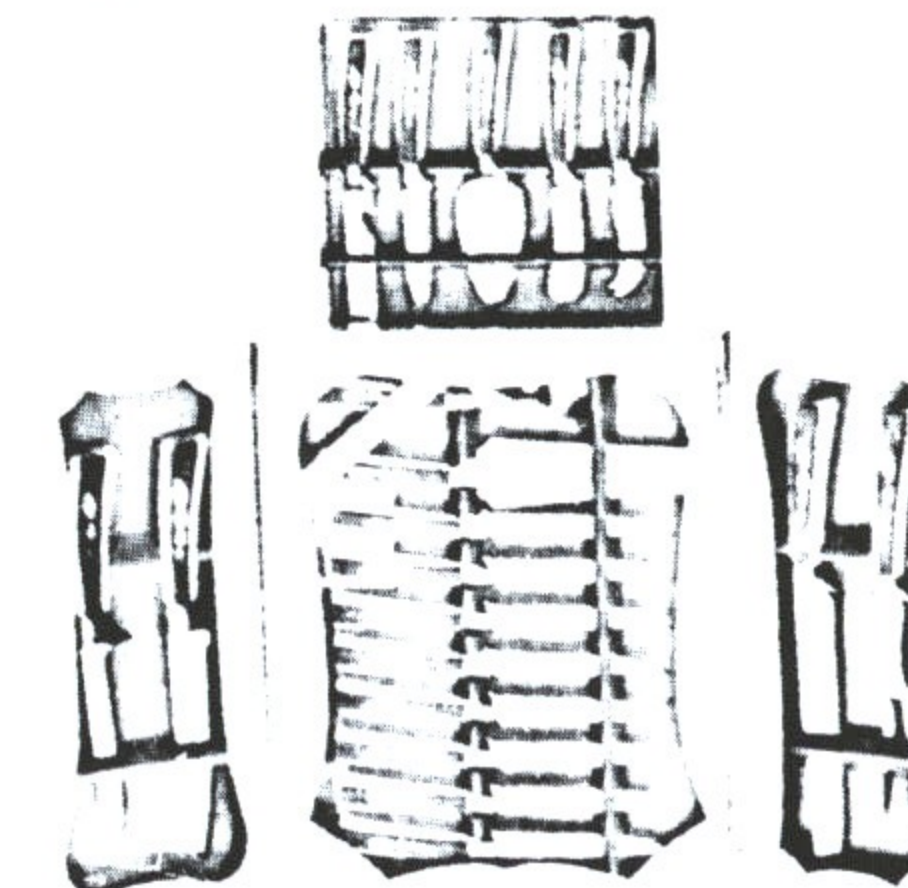
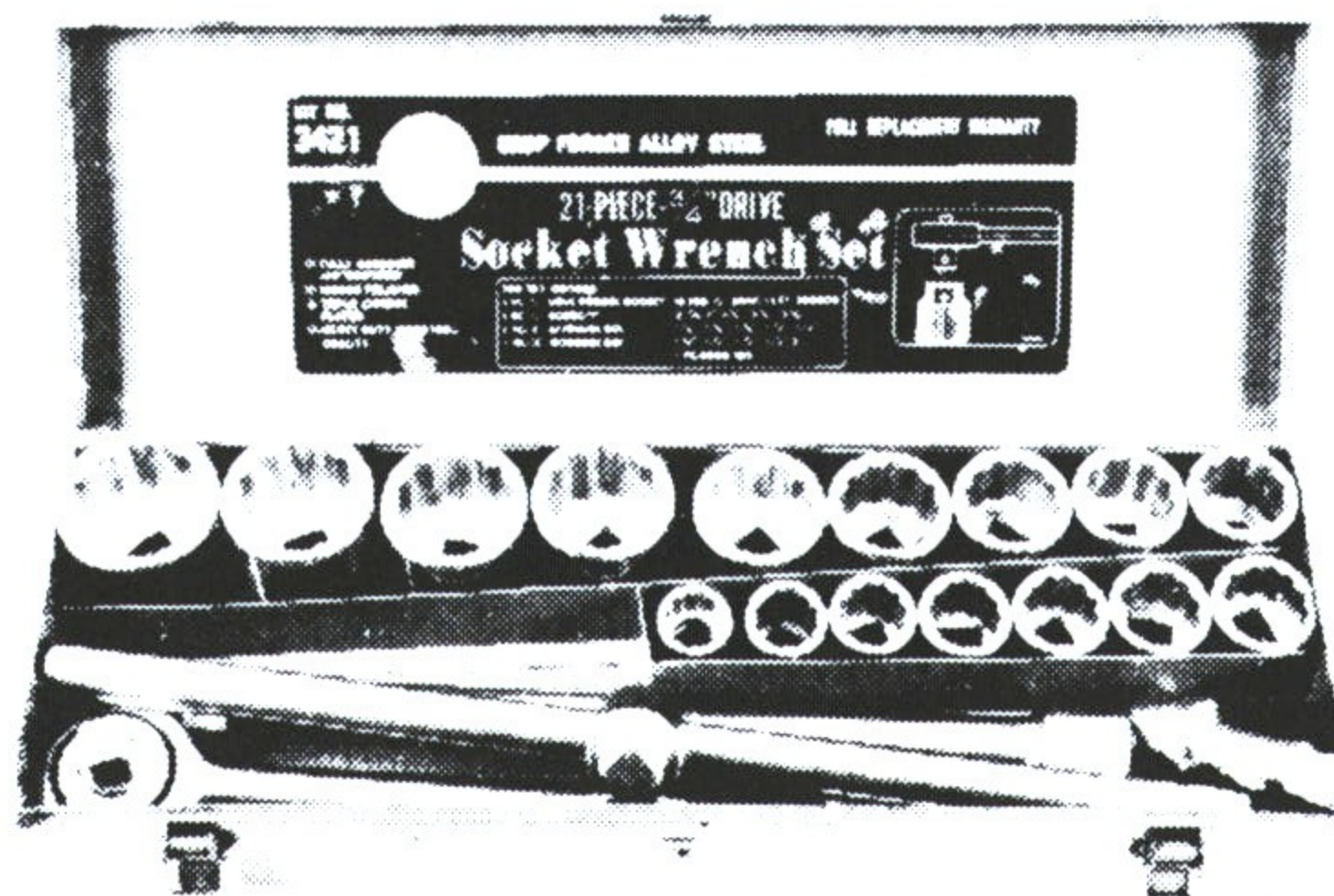
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auctioneers must possess both a real estate license and an auctioneer's license in order to legally sell real estate by means of auction.

Today, auctioneers are fortunate to have local, state and national associations serving to keep them informed and up-to-date. It is not much different from the "regular" real estate profession. And, as in real estate, there are a number of ways to diversify because anything can and has been sold by auction.

Auctioneering as a profession has taken some important strides toward recognition and professionalism in the last few years. Many local, state, and national auctioneer associations have been formed. In my state most of the laws governing auctions have been revised and rewritten. We have updated or originated educational requirements. And we have started electing or appointing officials to our state auction commission who are willing to devote the necessary time and energy because they are genuinely interested in the welfare of auctioning as a profession. These and numerous other improvements are propelling us along the road toward professional recognition in the field of services and sales.

So, you have found a certain piece of property that you believe might be sold through the auction method. Sit down and talk it over with your principals and then call your local auction firm.

Each auction company varies, so you are best advised to check them out carefully. Since my firm has an auction department, we regularly receive calls from sellers and other brokers who are interested in our services. When we receive an inquiry, we ask the individual or company to make an appointment for us with their principals at their convenience. At the meeting we thoroughly explain the auction method of selling real estate to everyone's satisfaction. If at this meeting we can come to an agreement with the sellers, they sign a contract of employment with our company and we take over.

We assume all responsibility for paper work involved with the sale. This includes the deeds, surveys, titles, appraisals, and attorney, and we arrange for and supervise all the advertising for the auction. Although most auction advertising stresses the fact that purchasers should make their own financial arrangements prior to sale day, we assist buyers in arranging financing if they so desire. Also, we furnish all necessary forms, sound equipment, grounds-men, clerks, cashiers, and any other items that may help make the sale more successful. Once the contract is signed, we do all the work. We split the commission with the broker on a fifty-fifty basis. It is considered his listing, our sale.

Let me describe several examples of properties successfully sold by auction.

- A retired couple wished to sell their home that was located on the very edge of the county far from the improvements of local government. They had been trying unsuccessfully to sell the house for about six months at a sale price of \$32,000. The best offer of \$28,000 came from the listing salesperson who planned to use the house for a rental. My company listed the property for sale by auction, advertised it for two weeks, and on auction day had 12 prospective buyers. The property sold in 20 minutes

for \$37,250. The next-door neighbor bought it; he had not even been aware that the property was on the market!

- Another case involved the settlement of an estate. The parents died leaving 16 heirs. The only thing they could agree on was that they were related. Each one wanted something that the others wanted. Everyone sensibly agreed that an auction sale was the fairest way to settle their differences. The personal property alone brought in about \$4,000; the home sold for approximately \$2,500 more than what we would have listed it for if we had handled it by private sale.

- In a third situation, a client of ours who deals in rental property had purchased a house inexpensively for the purpose of renting it out. In a year's time it became evident that the neighborhood was not as good for rentals as he originally thought. He decided to carry the mortgage himself and we agreed to sell it for him at auction. On the day of the auction the house brought \$7,200 more than he paid for it 12 months earlier. He had rented it out for a year, made no repairs or improvements and still received a good return on his investment.

So, instead of missing a commission altogether on an unusual property or one that may prove difficult to sell in the conventional manner, try to make your sellers happy and get yourself a little commission income to boot. All you have to do is make an appointment with an auction company. Sounds like a good deal, doesn't it?

Look around today. Are you missing a commission somewhere? Locate that particular piece of property and then call on your local auctioneer. You will be pleasantly surprised at the results. □

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How Much Is My Real Estate Worth?

By **Rex B. Newcom**
NAA Director



How many times have you been asked that question? What was your answer? Did you tell your clients what they wanted to hear, instead of taking the harder job of being the "Professional Auctioneer"?

To be a professional auctioneer you must first counsel with your clients. You must explain to them both the pros and cons of their property, and that it takes a willing seller as well as a willing buyer to finalize a real estate transaction. You must also convince them that the auction way of selling, when conducted by a professional such as yourself, is the ultimate method of achieving the true market value of any piece of real estate on any given day.

I wish that I could tell you all of the things that are required to make a real estate auction successful, but I don't have all the answers — I haven't even heard all of the questions yet! However, as professionals in a changing world, we should never arrive at the point where we cannot continually improve our knowledge of auctioneering. During every auction we conduct we should try to learn something new. We can profit from every mistake that we make by learning the cause of that mistake, and then using the experience to overcome similar problems that we may encounter. When we do find something that works well for us, we should begin to use it as a standard procedure. From our years of personal experience, there seems to be only one definite rule you must follow that will stand the test of time, "you must make your real estate auction business a people business".

You have to know the people. Know the people you are selling for as well as the people you are selling to. Why are the sellers selling? Do they really want to sell? Do they have to sell and why? Have they tried selling before? Are they really motivated to sell? If the seller is not motivated to sell, there is no way you can have a successful auction. The seller will undo everything that you do and block you at every corner. The best advice is to simply walk away from the seller who is not genuinely motivated to sell. For the auctioneer who conducts himself as a professional, there is a wealth of real estate for auc-

tion, and you cannot afford to waste your time with unmotivated sellers.

But when you find a motivated seller, it becomes your duty to use every resource at your disposal to find as many motivated buyers as you can, for the property that you will be offering for auction. Spend as much time with the property as possible in order to develop several ideas for attractive use of the property. If the property is commercial, list as many adaptable uses of the property as you can determine. The larger your list, the more potential bidders you can motivate. Raw land has many uses, which will differ from parcel to parcel, but research the uses of the particular piece you are offering and again your list of potential bidders will grow.

Residential property offers the greatest challenge to the professional auctioneer because it is usually limited in its uses. It can rarely be more than a place to live or rental property, but don't forget the outside interests that will motivate a number of different bidders. Some of these interests are: distances to schools, churches, and shopping centers; places of employment, recreational facilities, air terminals and highway express routes.

Next, the research you have done on the property must be put to use in your advertising approach to the buying public. Don't try to give them the complete story about your property in a small ad. Too many details tend to confuse people. What you want to accomplish from your advertising, both brochures and newspaper ads, is to first get the buyers attention and then arouse their interest either to see the property or to ask for more information. Once this line of communication has been established between potential bidders and yourself, you can help motivate the bidders into successful buyers. You have the opportunity to turn objections into strong selling points.

Not all Real Estate Auctions are as successful as we would like, and some are even discouraging. Don't let this bother you, but remember this one important fact — ours is a people business. If we have motivated sellers and everything is implemented correctly, you will probably have a successful auction and the public will remember us as "Professional Auctioneers".



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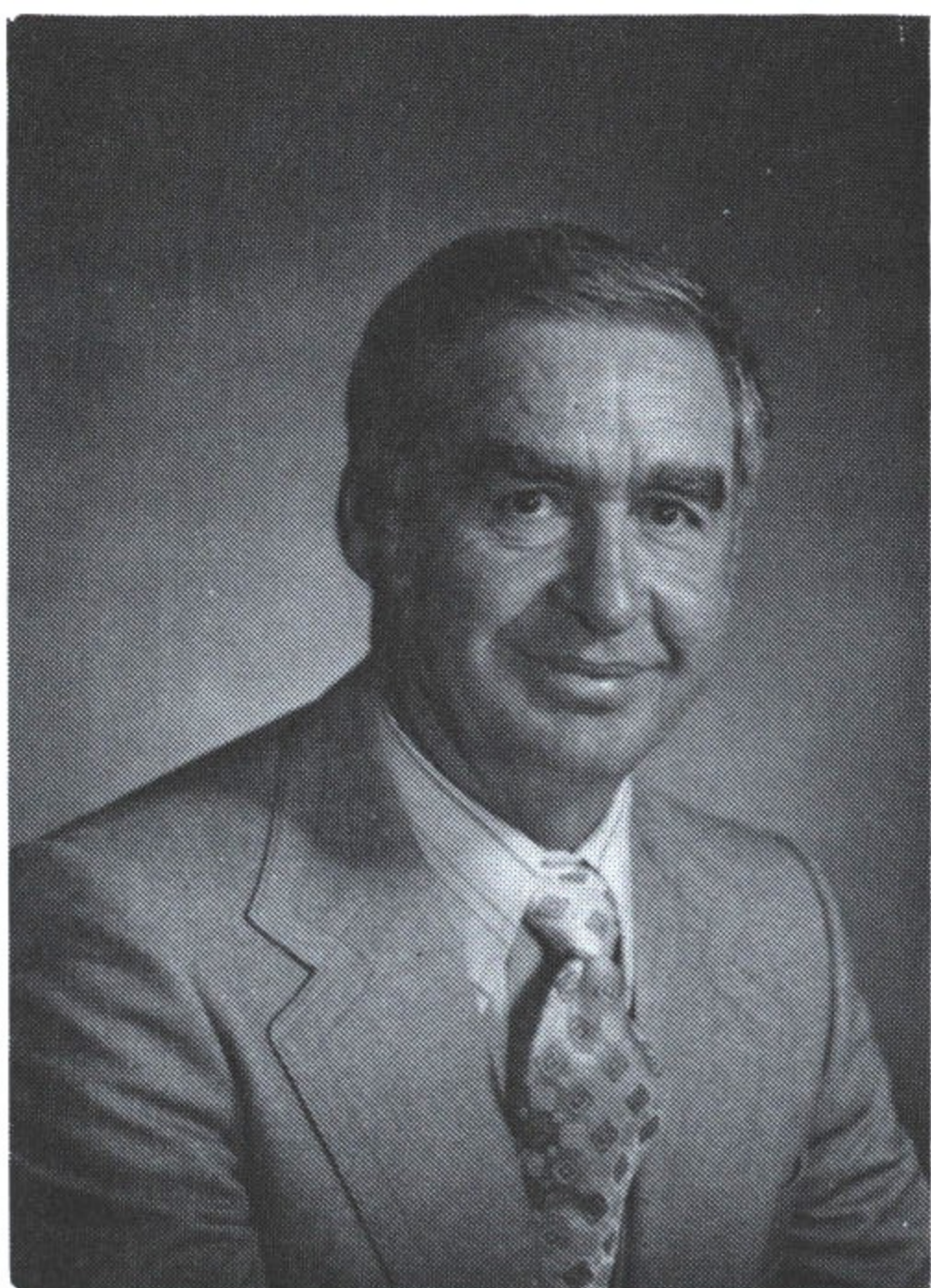
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Auctioneer, Reconsider Real Estate Sales



By James W. Heike
NAA Director

Selling real estate at auction has been a subject of prime interest to many auctioneers in recent years. Much has been written on the subject, and a good number of seminars and workshops have been conducted on the state and national level within our association. Many auctioneers, however, have hesitated to take advantage of this lucrative, fast growing segment of the auction profession. The reasons, I feel, are simply that no one has personally encouraged them, or because a subconscious fear of not succeeding exists.

The intent of this article is not to elaborate on the fine points of selling real estate at auction, nor is it necessarily intended to improve the method or

style of our many already successful NAA members selling real estate. Rather, it is to encourage those of you who have thus far hesitated to increase your income by getting involved in selling some real estate at auction.

In my opinion, there are several basic rules an auctioneer must follow to be successful in the growing real estate/auction business. One of the most important is that you establish a reputation of **selling** the property you have offered for sale. I realize that for various reasons you probably will not be able to sell 100% of the properties you offer, however, I cannot imagine anything more harmful to your success than too many unsuccessful attempts at "getting the job done".

Probably the main reason estate sales are usually very successful is that the public realizes that everything will be sold. Likewise, the public is quick to recognize that when you offer real estate at auction and finally drop the hammer, they know the property has a new owner. In order to accomplish this "feat," preparation, as in all other types of auctions, is still the key word. It begins by "conditioning" the seller. He must be made to realize that through your expertise, his property will bring fair market value or more.

Whether you allow him a minimum bid, guarantee him a minimum price, or do not discuss price at all, you must, after a frank discussion with him, also be convinced that you can sell his property for a price that will be satisfactory to him before going ahead with a contract. Preparation for the auction itself is basically similar to that of most other types of auctions. Personally, for example, I like to tie in the sale of the home with the household furnishings, particularly if it is an estate sale or the

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seller is leaving the area. This is an excellent way to begin your new venture.

Before you attempt a real estate sale, be sure you are properly licensed. If you don't know, find out what the requirements are in your state. Also, check the courthouse records and find out who the actual owner is. If the wife is involved, for example, has she agreed to the sale? Are there any liens or encumbrances against the property? Do they exceed the value?

Be familiar with the physical aspects of the property. In other words, know what you are selling. You can not intelligently or successfully talk about, or sell property with which you are not completely familiar.

- When writing your advertising and delivering your opening remarks at the auction, be explicit.

- Be sure you make it clear exactly what you are selling and what the terms and conditions are. Confused buyers will not bid.

- It's an excellent idea to tape the auction should a question arise at a later date.

- Don't overlook the possibility of offering the larger properties in parcels. Smaller parcels usually bring a premium price.

- Personally contact everyone who has indicated an interest in the property, or anyone who may or should be interested. Do this far enough in advance of the sale so they can make financing arrangements.

After the property has been sold, closing the transaction is the same as any private sale and begins with an offer to purchase contract. Ten percent down on the day of sale, balance in 30 days when merchantable title is furnished, is quite standard procedure in our area.

Finally, if you would like to increase your knowledge in the interesting field of real estate auctions, make plans early to attend the NAA Seminar on Selling Real Estate at Auction in Phoenix, Arizona, February 17-18-19. You'll be glad you did.

Auctioneer, it's a fact . . .

At a Charleston, West Virginia sale of the State's bootleg cigarette inventory, not a single bidder showed up. Cigarettes usually selling for \$5.50 a carton were minimum priced at only \$1.50 for a carton of 10 packs. No explanation was offered.

During the '30s, '40s and '50s, the years of great fishing, the average daily haul to the New England Fish Exchange was close to 1,000,000 pounds.

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Help Keep Crime Out of Your Auction

From time to time the NAA office receives notices of stolen goods that could make their way to the auction block, news of bad check artists, fraudulent operations, and more. These notices will be promptly published in THE AUCTIONEER as a service to NAA members.

In cooperation with America's general contractors, the following request is aimed at curtailing the multi-million dollar stolen construction equipment racket.

Request from the Associated General Contractors to the National Auctioneers Association

The Associated General Contractors of America is requesting the assistance of the National Auctioneers Association in our attempt to reduce the alarming number of construction machines which are stolen each year by eliminating any potential marketing outlets available to the thief. AGC suspects that one potential avenue for a thief to fence stolen equipment is through a legitimate auction. For this reason AGC requests that auctioneers engaged in the selling of construction equipment check all serial numbers through the FBI's National Crime Information

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Center (NCIC) computer system prior to their being sold. This can be done by sending those numbers to FBI headquarters in Washington, D.C. at least two weeks prior to the auctions. Numbers which are supplied by the seller should be visually verified for accuracy when possible prior to running this check.

AGC further requests that machine numbers which are obtained after the two week deadline also be verified and checked through the NCIC by way of the local law enforcement agency. In either case, should a number show up in the NCIC, reported as having been stolen, law enforcement officials will investigate the matter further.

Machines which are offered for auction at the last minute are particularly suspect and the most likely to have been stolen. AGC requests that auctioneers be particularly careful in dealing with these late offers and make every effort to check these numbers with the NCIC. It is recognized that this last proposal could put the auctioneer in a difficult position, but it must be realized that this is a necessary step if we are to realize any reduction in the total numbers of construction equipment stolen annually.

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NCIC Operations
Room 7236
J. Edgar Hoover Building
10th & Pennsylvania Ave., N.W.
Washington, D.C. 20535

The full story behind construction equipment theft is on page 27 in this issue of THE AUCTIONEER.

Bad Check Artist Steals Silver Tea Set

The following account of a \$7,600 tragedy was received at the NAA office from member Rich Roan.

On Memorial Day, Monday, May 28, 1979 we held an antique auction in our Gallery at Cogan Station, Pennsylvania. We had a man sign our bid register who purchased a 5 piece silver tea service (pictured), signed A. E. Warner on the sides of each base. He also purchased another sterling silver tea set which is not pictured.

He then came to the cashier to pay, and showed a letter of credit which we later discovered had a forged signature of the trust officer. He then paid with a check drawn on the Peoples National Bank of Commerce, Miami, Florida 33147 for \$7,600.00 from

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an account he did not have.

In talking to the bank we learned this same con man is wanted on four other warrants for the same thing. We also understand he opened an account in Los Angeles, California under the Guaranteed Auction Co.

A brief description of this con man is as follows: approx. 6' tall, at this time he had reddish brown hair, other times dark hair, slight accent, 32 to 36 years old, well dressed, small beady eyes, small mustache, weight 195 to 210 lbs., he left it known that he had to catch a plane.

If there is anyone who has any information on the above I would appreciate hearing from you. I am willing to go to any length to convict this con artist. I can be contacted at the following address and telephones. You may call collect.

Rich Roan, Pres.
Bob, Chuck & Rich Roan, Inc.
Auctioneers
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Cogan Station, PA 17728
Phone 717-494-0170
or 717-673-3267

Piebald Horse Weathervane Stolen from Museum

The Shelburne Museum has announced the theft of a mid 19th century antique weathervane, cast iron and tin, 18" long x 14" high painted grey and black.

The horse is half-round, cast in two separate halves. It has an applied tail, cut of tin in silhouette, painted in a striated manner.

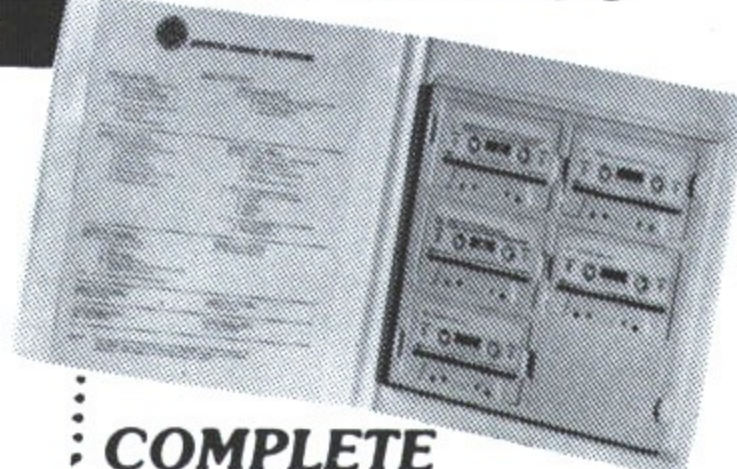
The vane was stolen Friday, June 22, 1979. All information regarding its return will be held in strictest confidence. Please call (collect) or write Benjamin Mason, Director, The Shelburne Museum, Shelburne, Vermont 05482. Telephone 802-985-3346.

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Construction Equipment Theft Is Costing You Money

Brian P. Deery, Secretary
AGC Crime Prevention Committee

A general contractor leaves his home early one late August morning and makes his way to the site of a new county road that his company is building. Along the way he reflects on the progress of the work, which pleases him because the job is right on schedule and should be completed before severe winter weather sets in. As he drives up to the site, he is met by his foreman who frantically describes the occurrence of the night before. Thieves have struck! Two bulldozers that were to be used on a crucial portion of the job this morning have disappeared, and it is not yet known if anything else is gone. The contractor realizes immediately that the loss of two \$40,000 machines will be compounded by the time lost from the job, the expense of the idle operating engineers, and the resulting delay in schedule.

Unfortunately, scenes like the one described above are repeated at an alarmingly frequent rate around the country. In 1978 alone, the general contracting industry lost over \$638 million to theft and vandalism. This figure does not include the associated costs due to down time and work delays. The greatest portion of this total is stolen machines contributing over 50% of the cost or \$342 million.

The Associated General Contractors of America (AGC) recognized the growing incidence of crime in the construction industry, and concern grew with the realization that losses were impacting directly on individual businesses. This concern led AGC to form a National Crime Prevention Committee in 1971 to deal with the problem. The committee's function is to determine the extent of theft and vandalism in the construction industry, to cooperate with local and national law enforcement agencies and other interested groups in dealing with these crimes, and to develop methods aimed at eliminating theft, vandalism and all crimes affecting our industry. These efforts have taken many directions and will continue as more and more people come to realize the magnitude of construction site losses.

The first problem the committee faced was answering the question "How much does the construction industry lose each year?" A valid question, but the answer could not be provided. National statistics were not available. Many AGC chapters had estimates of their own, and the committee itself made some guesses, but no hard figures existed.

Finally, in 1977, AGC published the first comprehensive statistics demonstrating the total dollar loss to general contractors due to theft and vandalism. This figure came in at an astonishing \$722 million. Although the 1978 survey indicates a total \$638 million loss, this decrease does not reflect a reduction in crime but rather a decline in the number of general contractors in business. Needless to say, armed with these statistics AGC has managed to arouse the interest of our membership and of

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groups both in and out of the industry.

Because the greatest portion of these losses is associated with equipment theft, much effort has gone into protecting this vital part of a contractor's business. AGC has been working closely with law enforcement groups including: the FBI, the National Sheriff's Association and the International Association of Auto Theft Investigators. Industry groups have also been involved and include the manufacturer's of construction equipment, distributors, insurance firms and financial institutions. We have been attempting to educate those who can be of assistance, not only in the magnitude of the problem, but also in the ways we think the problem can be reduced.

AGC has encouraged its nationwide chapters to develop local crime prevention committees and at this date 70 chapters have done so. National AGC has put together a Crime Prevention Manual which highlights different programs of various chapters to help other chapters set up a crime prevention committee of their own. The National AGC has also developed a "Superintendent's Guide to Theft and Vandalism Prevention". This is a pocket book containing a check list of things for the foreman to be aware of when surveying a site for security breaches. Another initiative taken by the committee is the development of a "Serial Number Location and Identification Guide for Construction Equipment". This book lists equipment according to manufacturer and provides silhouette sketches of the machines indicating where serial numbers have been placed. This book has been useful in instructing police officers who think that all Cats have four legs and a tail. This is not meant as a criticism of law enforcement, but more as an example of the kind of uphill battle AGC has had to wage.

The people stealing construction equipment are professional thieves who are motivated by profit, big profit. In its attempt to reduce the alarming number of construction machines which are stolen each year, AGC has attempted to eliminate any potential marketing outlets available to the thief. **It is suspected that one potential avenue for a thief to fence stolen equipment is through a legitimate auction, and for this reason AGC is requesting that auctioneers engaged in the selling of construction equipment check all serial numbers through the FBI's NCIC computer system prior to selling them.** This can be done by sending those numbers to FBI headquarters in Washington, D.C. at least two weeks prior to the auctions. Numbers which are supplied by the seller should be visually verified for accuracy prior to running this check.

We recognize that not all serial numbers can be submitted this far in advance, but local law enforcement agencies have a terminal hookup with the NCIC, and they should be asked to make late checks. In either case, should a machine's number show up in the NCIC, reported as having been stolen, law enforcement officials will investigate the matter further. Machines which are offered for auction at the last minute are particularly suspected and the most likely to have been stolen. AGC requests that auctioneers be especially careful in dealing with these late offerors and make every effort to check these numbers with the NCIC. It is recognized that this

last proposal could put the auctioneer in a difficult position, but it must be realized that this is a necessary step if we are to attain any reduction in the total numbers of construction equipment stolen annually.

AGC is a leading advocate for the free enterprise system, but construction equipment theft is one enterprise that should be put out of business. Construction equipment thieves are stealing us blind, and the "us" is not just the contractor who loses his machine, but the owner having the project built and, in case of public work, the American taxpayer. The construction equipment thief is costing us all money and he can be stopped with your help.

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IRS Rulings Help Establish When A Commission Agent Is An Employee

Three IRS letter rulings in the last nine months have produced tests which help separate employees from nonemployees for tax purposes. The distinctions involved are very fine. It's possible for a salesman or other person who provides services on commission to be an employee for the purposes of withholding federal income taxes, without being an employee for Social Security (FICA) and unemployment compensation (FUTA) tax purposes.

For the withholding of personal income taxes, the test measures how much control a company has over the salesman. If the company has the right to set the prices and conditions of a sale and to control the way the salesman operates, then the commissioned salesman is considered an employee and federal income taxes must be withheld from his paycheck.

However, for FICA and FUTA purposes, the test takes less account of whether a company can control the conditions of a sale than it does of how many hours a salesman works for the company and whether he is soliciting orders for the company or for himself. If a salesman solicits orders for one company during at least 80 percent of his working time and does not have a significant investment in the business, then he is an employee and the company must withhold FICA payments from his paycheck and pay FICA and FUTA on his behalf.

The three IRS cases illustrate the dividing line.

In the first case, the person in question was a traveling salesman working a 3-state territory on commission for a textile company. The company set the prices and terms of the sales. He set his own hours, developed his own leads, and covered his own expenses. When he hired extra helpers, he paid them himself.

When the question of withholding came up, the IRS ruled that the salesman was an employee under FICA and FUTA standards, but not under personal income-tax withholding rules. He was a traveling salesman working at least 80 percent of his time for one company, thus satisfying the requirements for FICA and FUTA. But the company did not control the way he did his job, and he was not considered an employee subject to the withholding of federal income taxes (IRS Letter Ruling 7903005).

The case of a second salesman was similar, except that the company provided all his leads and he sold directly to consumers rather than to retailers for resale. He was free to set his own prices. He paid his own expenses and did not answer to the company for the way he operated.

The IRS ruled that the second salesman was not soliciting orders for the company — leads came from the company — and therefore did not meet the definition of a traveling salesman as it applies to FICA and FUTA. Because the company did not control the way he made his sales, federal income taxes

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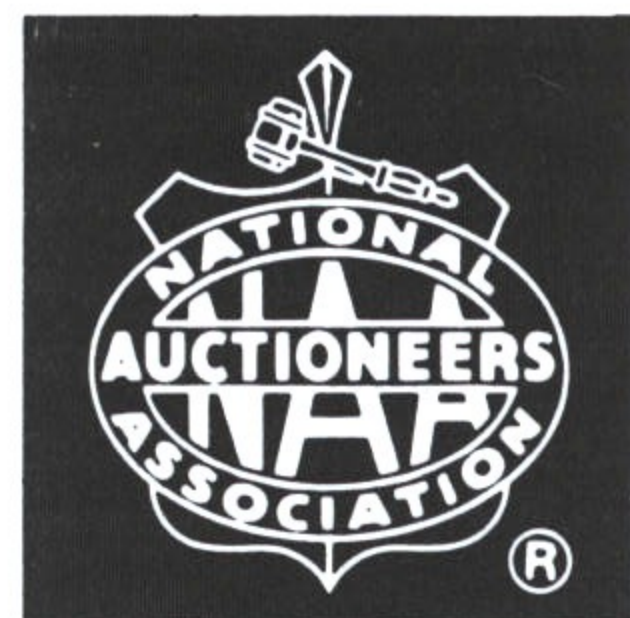
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did not have to be withheld from his paycheck (IRS Letter Ruling 7903103.)

The third case involved taxpayers who were auditors and salesmen for an auditing company. They maintained normal business hours and used prices and methods that were set by the company. The salesmen were trained by the company, which provided them with supplies. They operated under a company name and worked for no other companies.

When their case came up for review, it was established that they worked at least 80 percent of their time for a single company that controlled the way they operated, even though they were paid on commission and were not required to produce a minimum amount of business. They were ruled subject to the withholding of personal income and FICA taxes, and their employer was ruled subject to FICA and FUTA taxes on their behalf (IRS Letter Ruling 7903065).

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In Memoriam...

EDWARD O. ROGERS, JR.

A letter from Mrs. Gladys Rogers informed the NAA of the sudden death of her husband Ed Rogers, Columbus, Ohio.

GENE BLANEY

Mrs. Lois D. Blaney of Glassboro, New Jersey informed the NAA office of the death of her husband Gene Blaney, January 16, 1979.

BILLY HUGH HOWELL

It is with regret that I inform the membership of the sudden death of Billy Hugh Howell. He joined the NAA and Tennessee Auctioneers Association in November 1959. He was president of the TAA for the 1966-67 term of office. He was associated in the realty and auction business with his sons Billy Hugh, Jr. and Gwynn, both members of the TAA and NAA.

Hubert Songer
NAA Director
Murfreesboro, Tennessee

EDWARD W. SIMPKINS, SR.

The Association received notice from Shirley V. Simpkins and Eugene Simpkins of the death of Edward W. Simpkins, May 9, 1979.

CARROL K. LAGLE

Barbara Linney of Houston, Texas notified the NAA office of the death of member Carrol K. Lagle also of Houston.

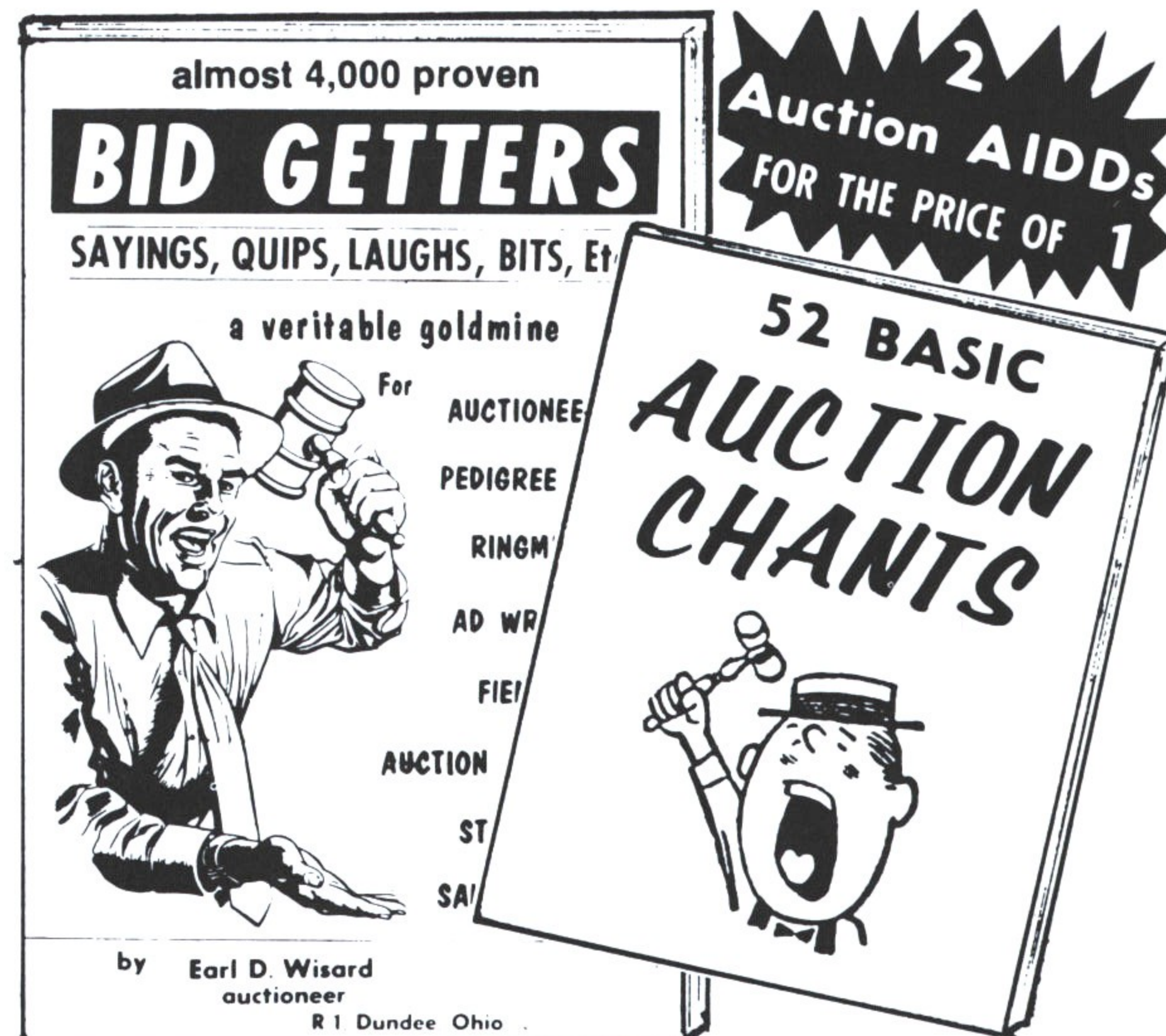
CHARLES A. CLARK

I am writing to let my fellow NAA members know that the Kansas Auctioneer and National Association has suffered a loss by the death of Charles A. Clark, June 19, 1979. Charles was truly one of the most dedicated auctioneers. I personally knew Charles for only a short time, but in the past four years I had the pleasure of working several sales with him. Charles was interested in the NAA and in the educational programs of the Association. He had planned to attend CAI but was unable to do so. Charles was a good Christian man and had his heart in the auction profession. The last time, I had the privilege to visit with him, he knew he didn't have long to spend in his business, but he was still making plans and upgrading his auction business. His business and presence will be missed by many.

Ernest Persinger
President, Kansas Auctioneer Association
Longton, Kansas

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Dear Ladies:

I would like to express my appreciation to each of you that helped make our Denver NAA Convention a success. We enjoyed having you as our guests and hope that you enjoyed your stay in our State of Colorado.

To each of my Colorado Committee ladies, a very special "thanks", and to all of the National Of-ficers and Directors, I needed your help and gui-dance more than you will ever know.

It was a gratifying experience, and I hope that the days you spent with us here in Colorado were ones that you will regard as special.

Again, my thanks to each of you for making my job much easier.

**Mrs. Nettiemay (Troil) Welton
1979 Chairman, Ladies Auxiliary
Convention Events
Wray, Colorado**



1979-1980 PRESIDENT Irene Dudley (left) receives gavel from outgoing Ladies Auxiliary president Ruby Hartman.

**Dear Ladies and Friends in the
auction profession**

Another great National Auctioneers Convention is history, and I want to take this opportunity to thank Nettie Mae Welton and all her cooperating Ladies; and Chuck Cumberlin and all the Colorado Auction-eers, who helped make this a really super conven-tion!

It was also nice to recall 20 years past, when Colorado was our host. The nice time we had then with our young family and the enjoyment of the ma-jestic mountains never decreases. The greatest com-parison is how our organization has grown in that amount of time. It is up to everyone of us continue this growth in the future.

I am thrilled at being elected to my new posi-tion, and it is with great pride in the auctioneering profession that I humbly accept the presidency of the Ladies Auxiliary to the National Auctioneers As-sociation.

This Association means a great deal to my hus-band, Leland and I. As many of you know, we have missed only two conventions in the last 22 years. Throughout these years, we have watched this or-ganization grow by leaps and bounds. This is great! Each year more of us have the privilege of gleaning many new ideas by sharing with our fellow auction-eers and wives the ways in which we can improve our profession.

Just as I am, many of you women are also in-volved in the auctions — as advertisers, clerks, cash-iers, merchandisers, etc. Therefore, it is so im-portant for the women to contribute and work toward maintaining the educational as well as the fun ex-periences at our conventions. We always look for-ward to taking home new ideas to help better our own auctions. Our interest lies also in helping to maintain one of the greatest FAMILY CONVENTIONS IN AMERICA!

Ladies, please feel free to communicate with me

to share your many ideas.

Show & Tell

As the new school season begins, the young children always look forward to the class show and tell session to share their summer experiences. At this time I would like to share with you something we did at an auction just three days before we came to Convention. To create buyer interest and appreciation, we recreated an old General Store of the late 1800's and told some of its history.

After advertising the store auction, we kept finding many interesting items. The owners throughout the years had just set everything that they no longer used or needed into the back room or basement. Lucky for us. The original grocery store part had been used for storage in later years, leaving the original shelving, flooring and counters. We stocked

these with items we found in original boxes and cartons, such as a case of the "Gold Dust Twins" cleanser, patent medicine, lamp parts, churn lids and crockery jugs — new and still in their packing. We found the original vegetable showcase counter plus showcases with brass claw feet, cheese display case, meat showcase ice box, broom holders, and scales. We found the metal advertising signs to post all over. These, of course, sold like hot cakes.

To display merchandise in this manner didn't take much more effort than setting everything out on tables. After everyone had walked through admiring the store and gotten in the mood, we passed the items out the back door and sold them across the original fancy counter. This gave everyone more room and better visibility.

Later we went through the store and sold the larger items in their original setting. Some of the more unusual items were the kid leather high top

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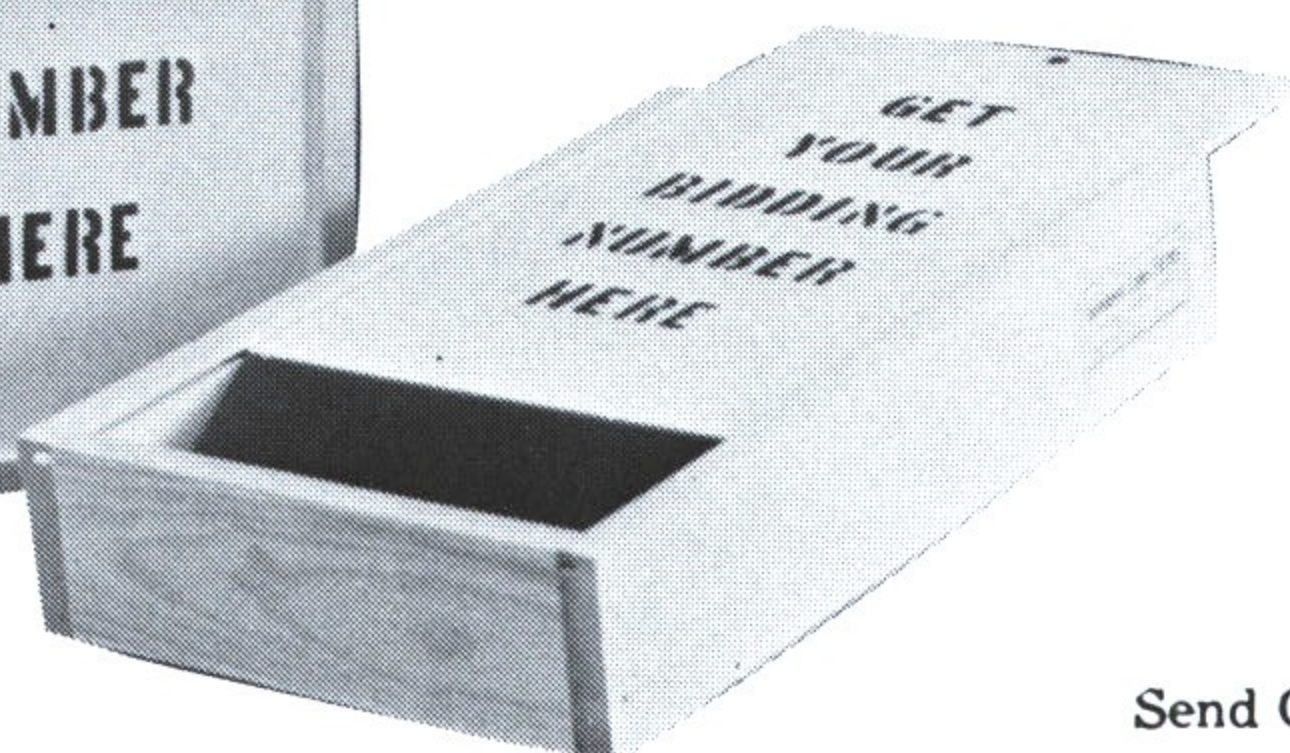
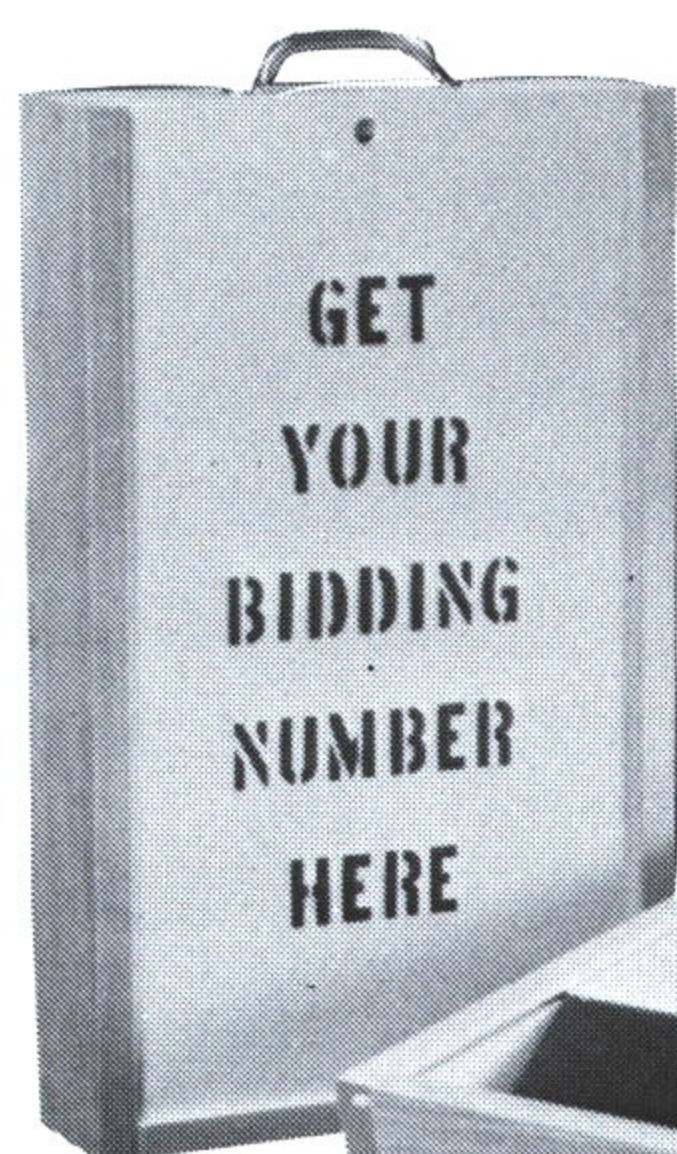
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5	20	35	50	65	80
6	21	36	51	66	81
7	22	37	52	67	82
8	23	38	53	68	83
9	24	39	54	69	84
10	25	40	55	70	85
11	26	41	56	71	86
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shoes for ladies and children in their original boxes. Items the merchants gave away as premiums also demanded very good prices.

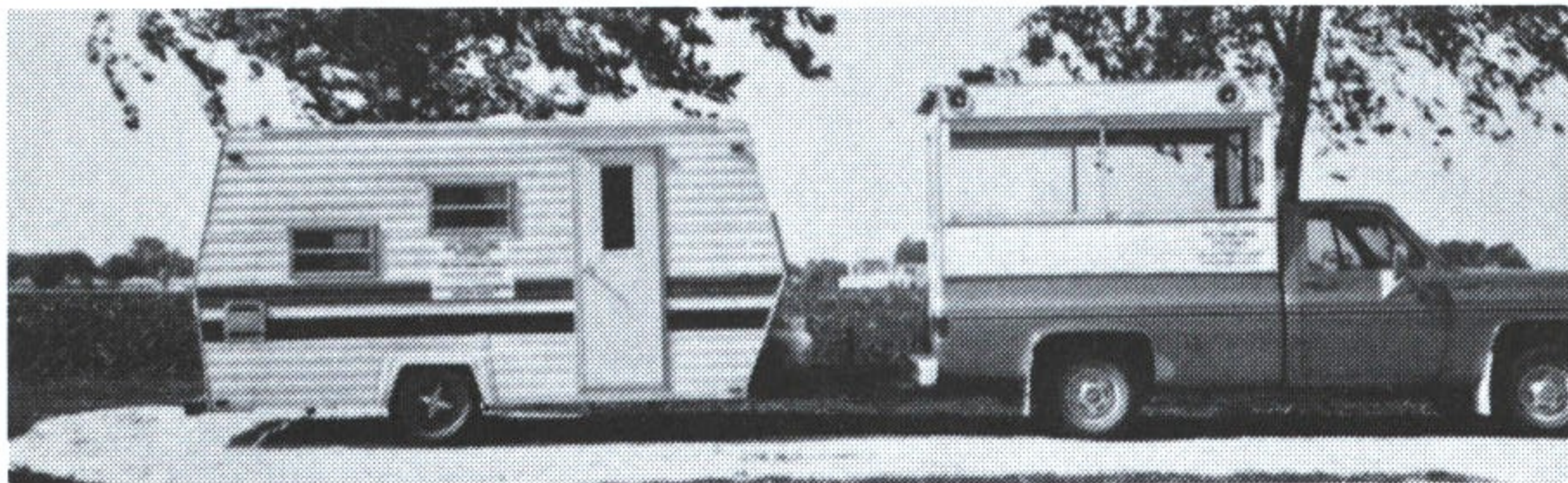
The point is this: by **displaying** all of these items instead of having boxes full, we certainly got higher prices. And this is certainly the name of the game in the auction business.

**Irene Dudley, President
Ladies Auxiliary to the NAA
Hampton, Iowa**

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American-style Auctions For a Mideast Surplus

The slowdown in new construction in the Mideast threatens to turn the area into an enormous parking lot for used construction equipment. In Saudi Arabia, completion next year of work on the \$1 billion Jubayl port alone will idle equipment that originally cost about \$70 million. To dispose of the surplus machinery, Mideast contractors are now trying a well-tested method for moving used goods — American-style auctions.

Parks-Davis Auctioneers Inc., a privately owned company based in Richardson, Texas, held the first such auction in Kuwait last February, grossing about \$4 million for a Canadian contractor. Encouraged by those results, Parks-Davis has held two more auctions — in Kuwait and Abu Dhabi — and attracted crowds, even though temperatures were above 110F. The Kuwait sale on May 26 attracted some 800 people, including 350 registered buyers.

Looking for bargains. So far, Parks-Davis is the only U.S. auctioneer to take its gavel to the Mideast. "There is no telling how large this market might be," says Thomas W. Carpenter, Jr., a Parks-Davis vice-president. Buyers have mostly been small and medium-size Arab contractors looking for bargains. Mideast equipment dealers rarely handle used equipment, so the auctions provide local contractors with an opportunity to see a lot of used equipment in one place.

At the most recent auctions, Parks-Davis grossed about \$4 million for Consolidated Contractors International Co., a Lebanese contractor. "I think everyone is very happy," says John A. Oliver, CCI group plant manager. "The people who came to buy got prices that were fair, and we are pleased, too."

Tractors, wheel loaders, motor graders, and heavy trucks sold briskly at the Abu Dhabi auction, fetching prices comparable to those at a large U.S. auction, says Carpenter. But with a glut of new office space in Abu Dhabi, erector cranes, used to build office towers, sold at a heavy discount. Parks-Davis hopes this will attract more European and American dealers to future auctions.

The company, which charges a 7½% to 10% commission, conducts the auctions in English with prices quoted in U.S. dollars. Says James G. Parks,



IN ABU DHABI, used heavy equipment sold briskly — in 110F heat — at U.S.-auction prices.

president of Parks-Davis, "We expect to have four or five more auctions in the Middle East before the year ends."

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Auctioneer, it's a fact . . .

Defunct currency (Confederate for example) has earned an average of double the inflation rate over the last two years.

Wooden nickels also worth more than the dollar. At a March '79 sale in Wabash, Indiana, the wooden souvenirs sold for \$5.50 each.

According to the USDA, beef exports to Japan will increase 5 times by 1983, bringing cattle producers a \$150 million increase.

LIVESTOCK

Greater demand for horsemeat, more buyers at auction. From 1974 to 1977 approximately 1,117,000 horses were processed. The number for 1978, a single year, stood at 500,000 according to government estimates.

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Articles of Incorporation Amended by Membership

(Pursuant to Nebraska Non-Profit Corporation Act)

The Articles of Incorporation of the National Auctioneers Association were amended by the membership at the Annual Meeting, held during the 1979 NAA Convention on Saturday, July 14, 1979.

The Articles of Incorporation are printed below so that each member will have a permanent copy. The 1980 Membership Directory, to be published in the fall and mailed with THE AUCTIONEER magazine, will also include both the Articles of Incorporation and By-Laws.

ARTICLE I — NAME

The name of this non-profit corporation is NATIONAL AUCTIONEERS ASSOCIATION.

ARTICLE II — DURATION

The corporation shall have perpetual existence and shall continue until it is dissolved by operation of law or by vote of the requisite number of members as provided in the Nebraska Non-Profit Corporation Act.

ARTICLE III — PURPOSES

The purposes for which the corporation is organized are to promote and advance the auction profession; to unite in common organization those professionally engaged as auctioneers; to promote the mutual interests of its members; to formulate and maintain ethical standards for the guidance of its members in their relations with each other and with the public; to promote and encourage the enactment of just and reasonable laws, ordinances and regulations affecting auction selling and the auctioneering profession; to make the public more aware of the advantages of auction selling; and generally to improve the business conditions affecting the auctioneering profession.

Notwithstanding any other provisions of these Articles, the corporation shall exercise only such powers, and shall undertake only such activities as may be exercised and carried on by organizations entitled to exemption under Section 501 (c) of the Internal Revenue Code and Regulations pertaining to such section, as they now exist or may hereafter be amended.

ARTICLE IV — POWERS

The corporation shall have and exercise all powers and rights conferred upon corporations organized and existing under the Nebraska Non-Profit Corporation Act and any additional powers and rights conferred upon such corporations by subsequent legislative acts.

ARTICLE V — MEMBERSHIP

Membership in the organization shall be composed of auctioneers residing within or without the United States. Classes of membership, rights and limitations of rights of various classes of members, including the right to vote, qualifications of members, and the manner and conditions of election to, and termination of, membership, shall be established by the By-Laws of the corporation.

ARTICLE VI — BOARD OF DIRECTORS

The affairs of the corporation shall be conducted by a Board of Directors consisting of the President, President-elect, Vice President, Treasurer, the three immediate Past Presidents of the Association and twelve (12) members of the Association who shall be elected as provided in the By-Laws. In addition, the Executive Vice-President of the Association shall be a member of the Board of Directors, but shall not be entitled to vote.

ARTICLE VII — OFFICERS

The elective officers of the Association shall be a President, President-elect, Vice President and a Treasurer, all of whom shall be elected as provided in the By-Laws. The corporation may also have a Secretary who shall be appointed by the Board of Directors.

ARTICLE VIII — COMMITTEES

The Board of Directors, by resolution adopted by a majority of the directors in office, may designate and appoint one or more committees to the extent permitted by law and provided in the By-Laws or such resolutions shall have and exercise the authority of the Board of Directors in the management of the corporation.

ARTICLE IX — LIMITATION OF LIABILITY

The private property of incorporators, members, directors and officers of this corporation shall not be subject to the payment of corporate debts.

ARTICLE X — BY-LAWS

Initial By-Laws of the corporation shall be adopted by the Board of Directors. By-Laws of the corporation may be adopted, amended, or repealed by the Board of Directors at any regular or special meeting.

ARTICLE XI — PROHIBITION OF PRIVATE BENEFIT; LIMITATION OF ACTIVITIES; DISSOLUTION

The corporation shall have no capital stock and shall declare no dividends. The corporation is not organized for profit, and no part of the net earnings of the corporation shall inure to the benefit of any member, director, officer or individual (except that reasonable compensation may be paid for services rendered to or for the corporation effecting one or more of its purposes).

In the event of the liquidation or dissolution of the corporation, whether voluntary or involuntary, no member shall be entitled to any distribution or division of its remaining property or proceeds, and the balance of all money and other property received by the corporation from any source, after the payment of all debts and obligations of the corporation, shall be used exclusively for purposes within those set forth in Article III of these Articles or distributed to an organization or organization then entitled to tax exemption under Section 501 (c) of the Internal Revenue Code and Regulations pertaining thereto, as the same may be amended at the time of such use or distribution.

ARTICLE XII — REGISTERED AGENT; REGISTERED OFFICE

The initial registered office of the corporation shall be 135 Lakewood Drive, Lincoln, Nebraska, and the initial registered agent at such address shall be Harvey L. McCray.

ARTICLE XIII — INCORPORATORS

The names and addresses of each incorporator are:

Bernard Hart Dean W. Fleming

The undersigned, for the purpose of establishing a non-profit corporation pursuant to the Nebraska Non-Profit Corporation Act, adopt, sign and acknowledge these Articles of Incorporation this 24th day of March, 1967.

Bernard Hart Dean W. Fleming

INCORPORATORS

STATE OF NEBRASKA)
COUNTY OF DOUGLAS) SS

On this 24th day of March, 1967, before me, a Notary Public in and for said County personally appeared Bernard Hart and Dean Fleming to me known to be the identical persons who signed the above and foregoing Articles of Incorporation as the incorporators of NATIONAL AUCTIONEERS ASSOCIATION, and acknowledged said Articles and the execution thereof to be their voluntary acts and deeds.

Witness my hand and Notarial Seal affixed thereto at Omaha, Douglas County, Nebraska, the date last aforementioned.

Mary E. Kallhoff
Notary Public

ARTICLE XIV — AMENDMENT OF ARTICLES

The Articles of Incorporation may be amended by vote of two-thirds ($\frac{2}{3}$) of the members present at any annual or special meeting of the corporation. Written notice setting forth the proposed amendment or a summary of the changes to be affected thereby shall be given to each member entitled to vote at the proposed meeting not less than ten (10) nor more than fifty (50) days before the date of the meeting.

Auctioneer, it's a fact . . .

Of all the tobacco sold at auction, 95% is handled through 174 markets in 12 states.

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Successful Auctioneering Across the Nation

Cast Iron Penny Peanut Machine Tops Hurlbutt Estate Auction

Bidders from 12 states attended the Lucile M. Hurlbutt estate auction, an accumulation of three generations. The sale was held at Schuyler, Nebraska, June 15-16. Auctioneer Wayne Stewart, C.A.I., Audubon, Iowa stated that people from Iowa, Nebraska, Kansas, California, Ohio, South Dakota, Missouri, Washington, Arizona, Colorado, and West Virginia, attended the 2-day event at Schuyler.

Nearly 1500 items sold in 2 days at the rate of one item every 33 seconds.

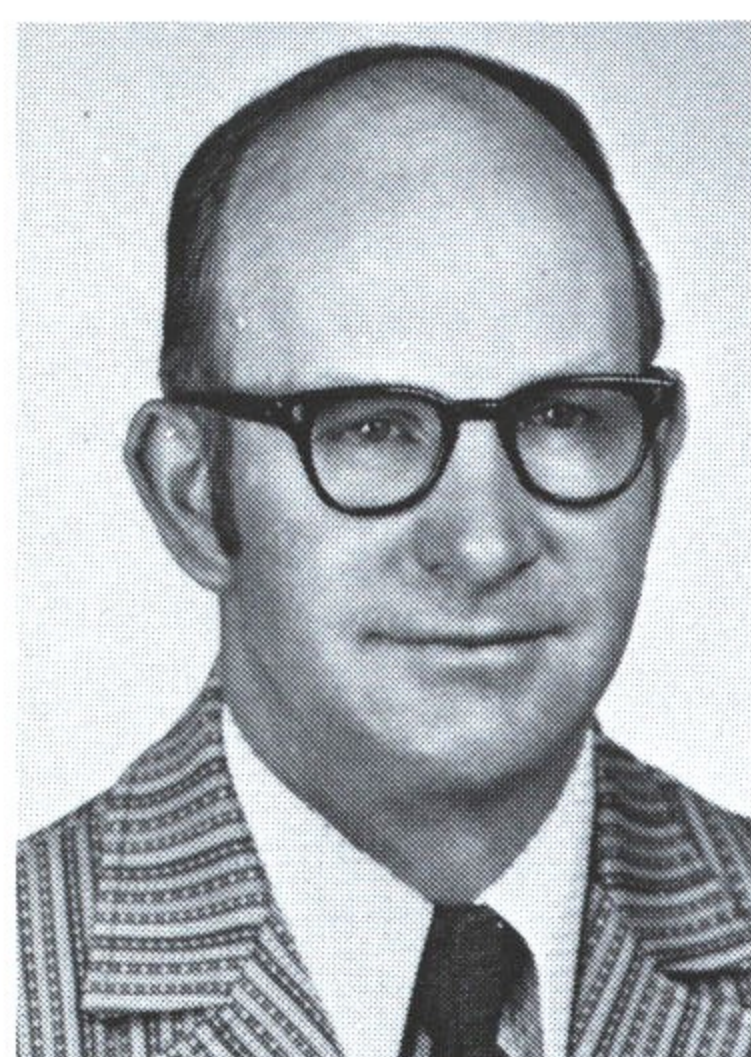
The first day of the auction was held in the air conditioned Oaks Ballroom. Items crossing the block included glassware, coins, primitives, numerous doll and doll accessories, plus sterling pieces. Day two of the auction began with the sale of the real estate property, a five bedroom home built in 1884, situated on a full city block, establishing a new all time high in Schuyler, Nebraska, at \$82,000. The remainder of the auction was sold on location under a 60' tent and consisted of furniture and larger primitives.

One of the outstanding purchases of the day was a cast iron coin operated peanut machine for \$2200 which went to a California buyer.

Mr. Stewart credits the success of the auction to the importance of preparation before the event. Proper facilities, set up, national advertising, non-

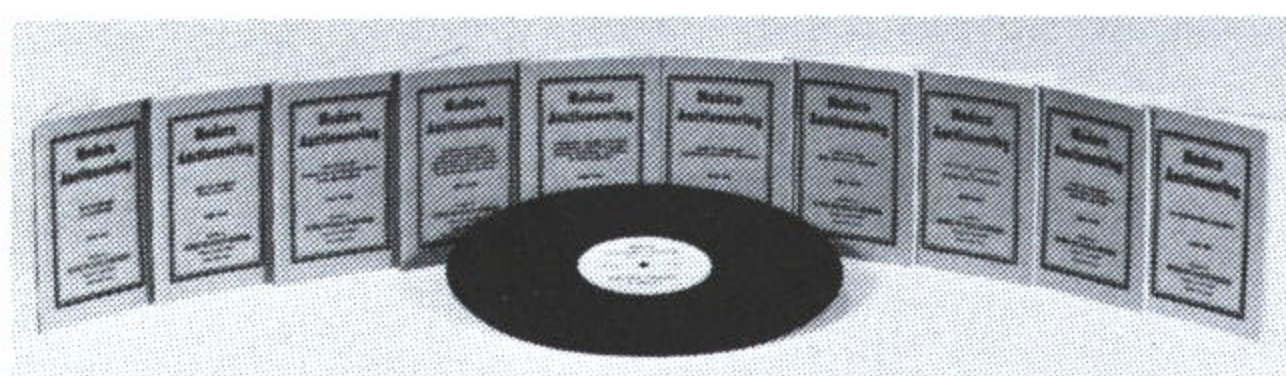


CALIFORNIA BUYER with
peanut machine from
Wayne Stewart auction.



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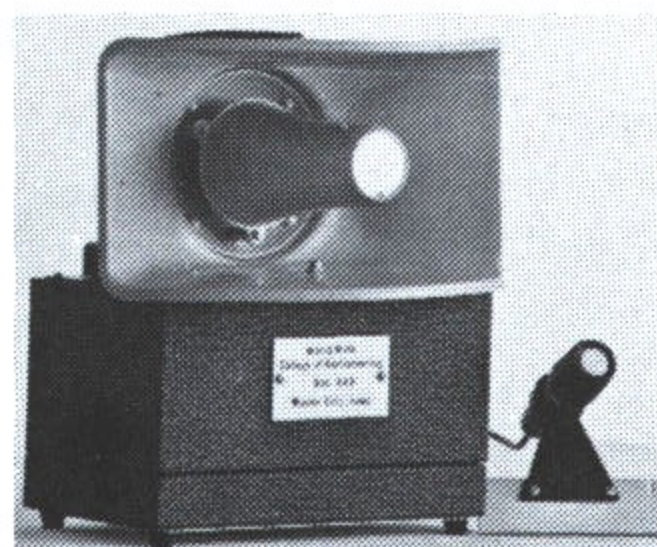
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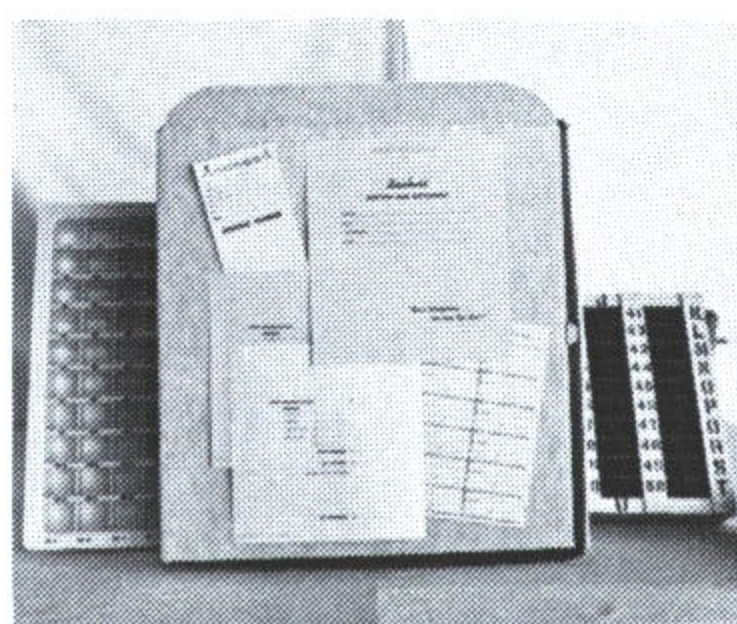
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stop selling, and good assistance all aided the outcome. Wayne Stewart, C.A.I., was assisted by auctioneers Dean and Randy Fleming of Atkinson, Nebraska, Gerald and Jerry Wohlers, and Bob Mallinger of Sigourney, Iowa.

Bidding Conservative at Draft Horse Auction

Albany, Oregon — Farmers, loggers and horse fanciers from several states and Canada converged Saturday, April 21, 1979 at the Linn County Fairgrounds for the first Western States Draft Horse Auction.

More than 100 horses went on the auction block, along with mules, ponies and farming equipment. Veteran auctioneer John Hull, Scio, kept a fast pace, continually encouraging the audience of about 500 to bid higher.

ALTHOUGH BIDDERS were told that quality draft horse teams have brought as much as \$27,000 at Midwest auctions, bidding here was considerably more conservative. Several horses went for less than \$1,000, others for about \$2,000, but one Oregon man said he felt he got a bargain by paying \$10,000 for a team of two purebred Belgian mares and a 2-week-old colt.

Mike Johnson, who owns contracting and trash collecting businesses in Florence, said he plans to raise Belgians on his 160-acre ranch and use the mares as transportation for his new garbage collection business, if the City Council approves. The reason for using horses to collect garbage: "The gas shortage and it's something different," he said.

BARNEY FARCEUR, grand champion Belgian stallion at the California State Fair, was sold to Jodi Miller, woman horse logger from Sutherlin, by a California breeder. She paid \$3,200 for Barney, which is her third horse.

"Prices (at the auction) were pretty good," said Ted Kooperman, Ontario, California, who bred and consigned the 4-year-old champion stallion. "It all depends on who wants to pay the price."

Governor Vic Atiyeh opened the horse auction by greeting the crowd and cutting a ceremonial ribbon. While most draft horse auctions are held in the Midwest and East, this was the first in the West. Draft horses have become popular among Oregon small farmers and loggers for replacing machinery. That premise is one of reasons for the Small Farmer's Journal, an Oregon quarterly magazine of how-to farming which sponsored the auction.

THE RECENT GASOLINE price increases appear to have sparked an already growing interest in work horses, according to many of those at the auction.

Walter Klemp, 82, is a retired farmer who farmed with draft horses years ago in Iowa and the Dakotas. "People are being slowed down with the gas shortage," said Klemp, who lives in Salem. "And more of the small places are coming back to using horseflesh."

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Horst Holds Thirty-fourth Anniversary Sale

Ralph W. Horst Auction Sales held their thirty-fourth Anniversary Sale of farm equipment, hardware, trucks, etc. at Marion, Pennsylvania, on May 28-29 with one of the largest crowds ever seen at an auction in Pennsylvania. Receipts totaled over \$433,000 at the firm's fifth sale for 1979.

Consigners and buyers in attendance for this year's Anniversary Sale were from Pennsylvania, Maryland, Virginia, West Virginia, Delaware, North Carolina, Alabama, Ohio, New York, Massachusetts and New Jersey. The following Pennsylvania auctioneers, all NAA members, made up the sale force: Harry Anderson, Blaine Rentzel, Clyde Wolgemuth, Paul Z. Martin, Ken Upperman, and Malcolm Speicher.

Oklahoma Estate Sells For 33% More

A total of 1840 acres near Buffalo, Oklahoma was offered by the heirs to the Philip, Katie and Alma Yauk estate and sold at a May 16 auction for \$743,600.00, thirty-three percent more than anticipated. NAA members Dwayne E. Goodwin and Rod Gungoll of Waukomis Real Estate and Auction Company conducted the sale. Comparable sales over the past two years indicated a much lower price of \$557,000.

Milestone Beefmaster Sale Grosses Record \$2,630,150

Three Rivers, Texas — May 28, 1979 became the biggest day in the history of the cattle business as more than two million dollars worth of Beefmaster breeding cattle were sold on the first day of Harrell Cattle Company's two-day Herring Ranch Dispersal Sale. The first day's total of \$2,000,600 set a record for all breeds, the first time the two million mark has ever been reached in one day.

The Sale Manager for the sale was Fred N. Thompson, auctioneers were Bert Reyes, Ruben V. Reyes, plus Anthony Mihalski of San Antonio, Texas and Gerald Bowie of West Point, Georgia.

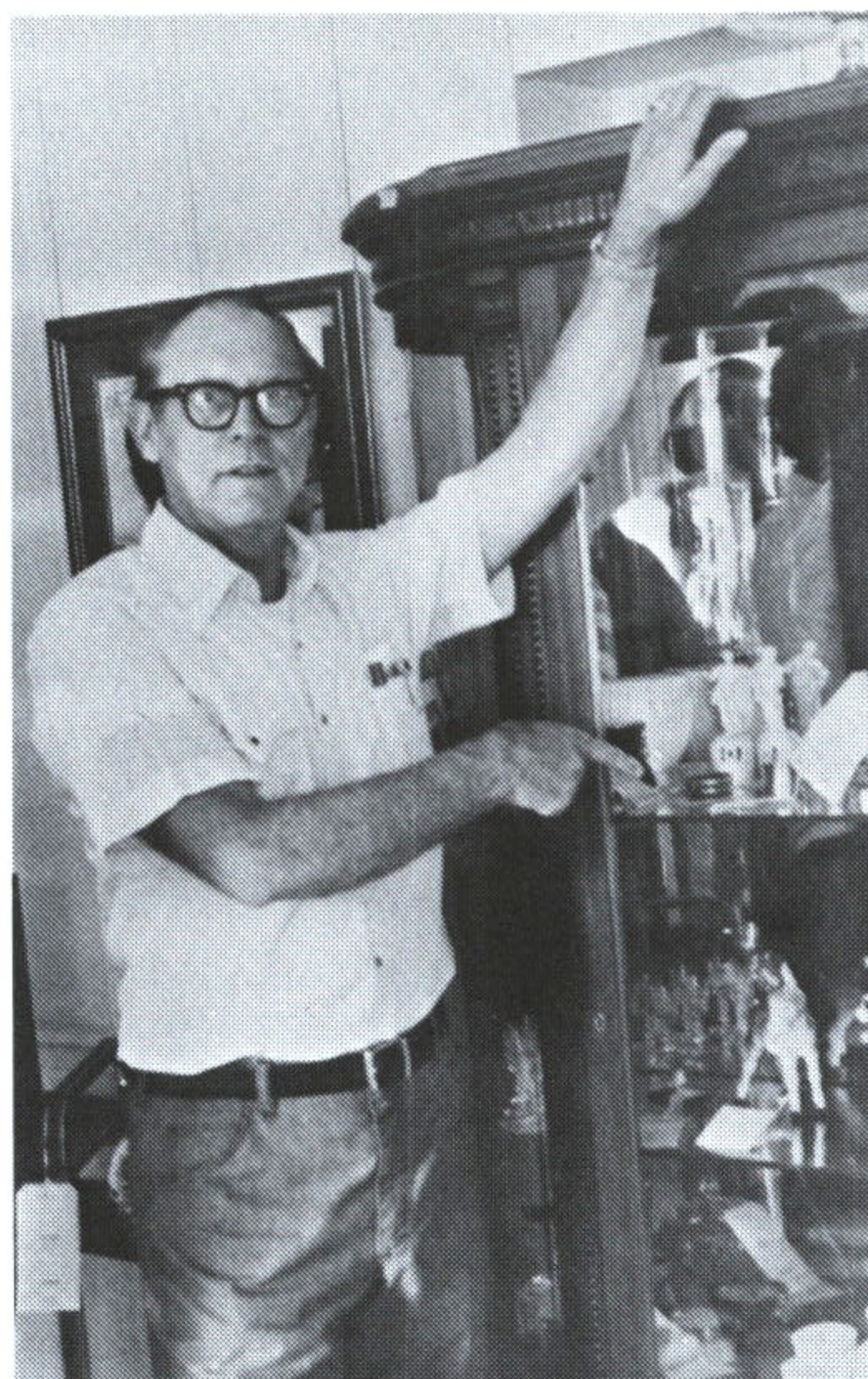
The crowd of over 1,500 for the two days, watched the incredible sale go on to gross \$2,630,150 on 391 & 3/4 lots for an average of \$6,714, also an industry record for that number of cattle. The Herring Ranch Beefmaster herd was one of the pioneer herds of the Beefmaster Breed. There was no doubt as to the quality of the cattle as every major sale record in the breed was smashed. The previous record gross for a Beefmaster sale was \$518,000 set in 1977. The record for average price, set last year on 48 & 3/4 lots, was increased by more than \$1,500 in the "Milestone".

The sale got off to a tremendous start when a 3/4 interest of Harrell's famous "Showboy" bull brought a breed record of \$150,000. The sale continued to set new standards for the breed as an eight-year old cow with calf brought a breed record of \$27,000.

Harrell Cattle Company, Gonzales, Texas, one of the leading breeders of Beefmasters in the World, dispersed the famous Herring Beefmaster herd for reason of health. It was the first dispersal of one of the pioneer herds in the breed and is considered a milestone for the popular breed. The Herring herd was founded by Homer Herring and was recognized as one of the best cowherds in the industry. Harrell Cattle Company acquired the entire herd after Herring's death in 1975.

Baylor Estate Sold at Auction

The estate sale of Bill Baylor was Texas-size in both quantity and quality. Bill Wade, former president of the Texas Auctioneers Association, and presently an NAA director, was the auctioneer chosen to conduct the sale. He was assisted by Keith Carey.



**AUCTIONEER
BILL WADE**

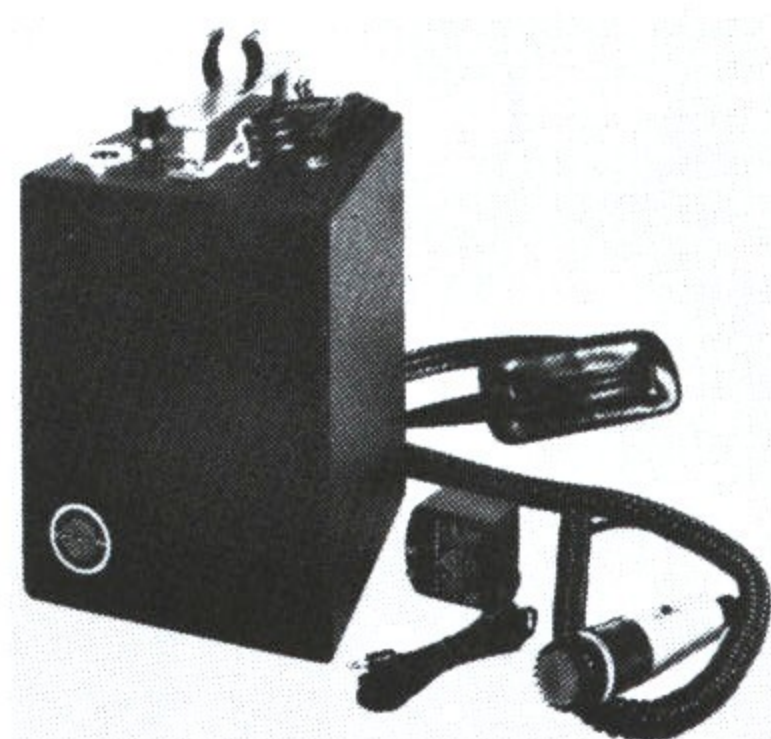
The sale included articles from a Baylor mansion in Spring Dale, Arkansas as well as the home in Terrell. Margaret and Bill Baylor were amateur ornithologists, and Texas history buffs as well as art collectors. Their wide-ranging interests were reflected in more than a thousand volumes which sold by the boxful.

The Baylor estate sale included a 1972 Mercedes Benz 600 limousine, a \$28,900 royal blue rug, purchased in India (a copy of which rests in the Albert and Victoria Museum in London), turn of the century and 1940's Kerman rugs, Chinese egg-type planters, a large collection of Steuben glass, plus fine quality oil paintings and sculptures.

Baylor had been chairman of the board of Sedco, a Texas oil company. He was a member of the prominent Texas family which founded Baylor University.

Phoenix Auction Gallery Opens

Auctioneer Scott Rhodes opened his Arizona Auction Gallery with a capacity crowd, about \$25,000 in bids, and newly elected NAA president Chuck Cumberlin handling the sale. The June grand opening introduced the new gallery which plans bi-monthly sales of fine arts, antiques, and jewelry.



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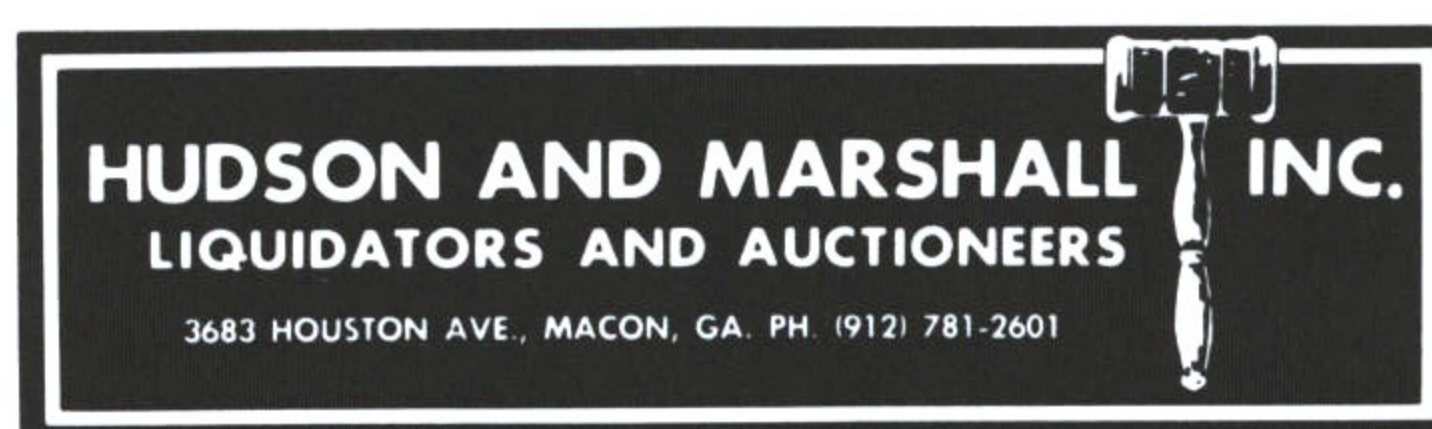
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\$1.6 Million for Colt at Keeneland

At the Tuesday night session of the Keeneland Summer Sale, Lexington, Kentucky, old records fell as a yearling colt sold for a world record price of \$1.6 million. Purchased by Japanese breeding and racing buyers, the colt was one of three Keeneland records: a half sister filly to Seattle Slew sold for \$750,000 to a British horseman; the auction logged a record average of \$155,567 for the 305 yearlings that sold in the two day event.

NAA thoroughbred auctioneer Tom Caldwell handled the bidding at the Keeneland Sale.

Ohio Land Sale Totals Over One Million

Five Ohio farms totaling 615 acres and a Greenfield, Ohio residence recently sold at public auction in the largest real estate auction ever held in Highland County.

Prices for the farmland sold July 7 were \$35,000 for 15 acres, \$151,920 for 72 acres (\$2110 per acre), \$116,200 for 83 acres (\$1400 per acre), \$375,180 for 222 acres (\$1690 per acre), and \$416,250 for 225 acres (\$1850 per acre). The Greenfield residence sold Tuesday evening, July 6, for \$67,500. The total price for all real estate was \$1,162,050. NAA members Charlie Hunter, Lowell Chambers and Rick Williams conducted the auction for the Austie Hussey estate.

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Kansas Auction Helps CPR Training

The Newton, Kansas downtown Kiwanis Club, of which NAA auctioneer Art Unruh is a member, sponsored a fund raising auction to buy Resusci-Anne dolls to teach cardio-pulmonary resuscitation (CPR) to the community. The auction was a tremendous success, raising for the Club an excess of \$2,600.00. The goal of the Club is to teach at least one person in each family the method of resuscitation as a "Save-A-Life" campaign. Bidding was very active and the Board members considered the auction a complete success. All services by Art's company, Buy Now Realty & Auction Company, were donated.



NAA AUCTIONEER Art Unruh (left) with Kiwanis members and CPR Resusci-Anne doll.

Kruse Chalks Up Highly Successful Auction

Kruse Auctioneers of Auburn, Indiana, recently returned home from one of the greatest collector car auctions the firm has ever conducted. Sales of \$2.8 million made the annual James C. Leake Classic Car Auction in Tulsa, Oklahoma, the most successful sale since the Midwestern United States Collector Car Auction, which was held in Auburn during the Labor Day weekend last year. Sales from that auction reached \$3.9 million.

Sixty-eight percent of the 550 cars consigned for the Tulsa auction were sold, and 40 percent of these were sold at, or above, their reserve price. This establishes a new record and indicates that the collector car market is still strong and healthy and that consignors are placing more realistic reserve figures on their autos.

The sale was sponsored by James C. Leake & Antiques, Inc. It was held June 1-3 at Expo Square in Tulsa, a unique facility that has almost 11 acres of clear floor space under roof. About 30,000 people from throughout the country attended the event, and one Missouri man purchased \$405,000-worth of automobiles.

High bids at the auction included \$160,000 for a 1936 Lincoln V-12 roadster, \$116,000 for a 1930 Cadillac convertible sedan, \$77,500 for a 1938 Cadillac roadster, and \$62,000 for a 1931 Rolls-Royce Phantom I Ascot.

"I've been wiped out" . . . Auctioneer Comes Back One Step at a Time

Andrew "Andy" Walker, owner of the Things-Antiques Auction Center on Route 11 in Kirkwood, New York, had been preparing for weeks for a major auction scheduled for 10 a.m., July 7.

Now Walker is going to have to start all over again because fire ripped through his antique barn just hours before the scheduled auction and destroyed several thousands of dollars worth of antiques.

"I can't even begin to estimate the damage," Walker said as he tried to salvage as much as he could from the rubble. "I feel like I've been wiped out. I'd been closed the last couple of weeks storing things up for today's auction. I was expecting buyers from as far away as Minnesota and Florida."

Walker said he has insurance on the barn, but not on the antiques.

"Everything that was upstairs, where the fire apparently started, is a total loss. I had 1,000 chairs up there, 300 rare dolls and a 15-year-old collection of personal antiques. They're all gone. I had just about everything. A lot of dressers and wood specialties, lamps, statuettes, the baby grand, all sorts of things. About two-thirds of the stuff is restorable."

Walker said he plans to get back into business as soon as he can.

"It's going to take us a little while, but we're going to do it. I built this place up from scratch and I can build it again. It'll just take time. A lot of people have stopped by to offer me help and that means a lot.

"I'm doing this one step at a time now. That's all I can do. Right now I'm trying to see what we can save and then I'll worry about restoring it."

(Reprinted with permission from SUNDAY, Binghamton, New York, Lois Fecteau reporter.)

Kruse Sells Historic Maryland Farm, Nears \$1 Million

Kruse Auctioneers of Auburn, Indiana sold a historic 921-acre estate in eastern Maryland, July 21, for almost \$1 million. A produce firm that plans to use the land to grow vegetables for markets along the Eastern Seaboard bought the property which predates the founding of the United States.

The property is located along the scenic Pocomoke River near Rehobeth, Maryland, just four miles from the Chesapeake Bay. It was settled in the late 1600s by the founders of the Rehobeth Presbyterian Church, the first Presbyterian church in America.

The sale, which received wide publicity in the East, was conducted for the heirs of the Walter K. Mahan estate. Mahan, who bought the farm in 1927, was a well-known minister.

At a recent Sotheby's auction in London, 32 works by Pablo Picasso alone brought \$4,242,000.

CHICAGO TRIBUNE

THE AUCTIONEER

Virginia Amusement Park Sold at Auction

Ocean View Amusement Park, in the past one of the largest and busiest on the East Coast, was sold at a May auction in Norfolk, Virginia. NAA member Calvin Zedd presided over the sale which lasted 10½ consecutive hours and brought good prices as well as bargains for some not so ordinary merchandise — huge clown heads, one giant slide, a shooting gallery, the "Tunnel of Love" ride, and the park's "Lady Buxom" scales, the guess-your weight man's indispensable piece of equipment.

Part of the movie "Roller Coaster" was filmed at Ocean View Park, and the famous amusement center is scheduled to go out with a bang. At the climax of ABC television's film "Amusement Park" Ocean View will be destroyed by a hurricane in a filming session at the park.

Ocean View was family owned since 1942.

Kentucky Estate Surpasses Half Million

At the April 1979 sale of the Richard Garnett estate near Glasgow, Kentucky, NAA auctioneers from Bailey & Grissom sold over the half million mark in personal property and real estate. Total price for the land alone was \$470,550, making the Garnett sale one of the largest land and property auctions in recent years for that area.

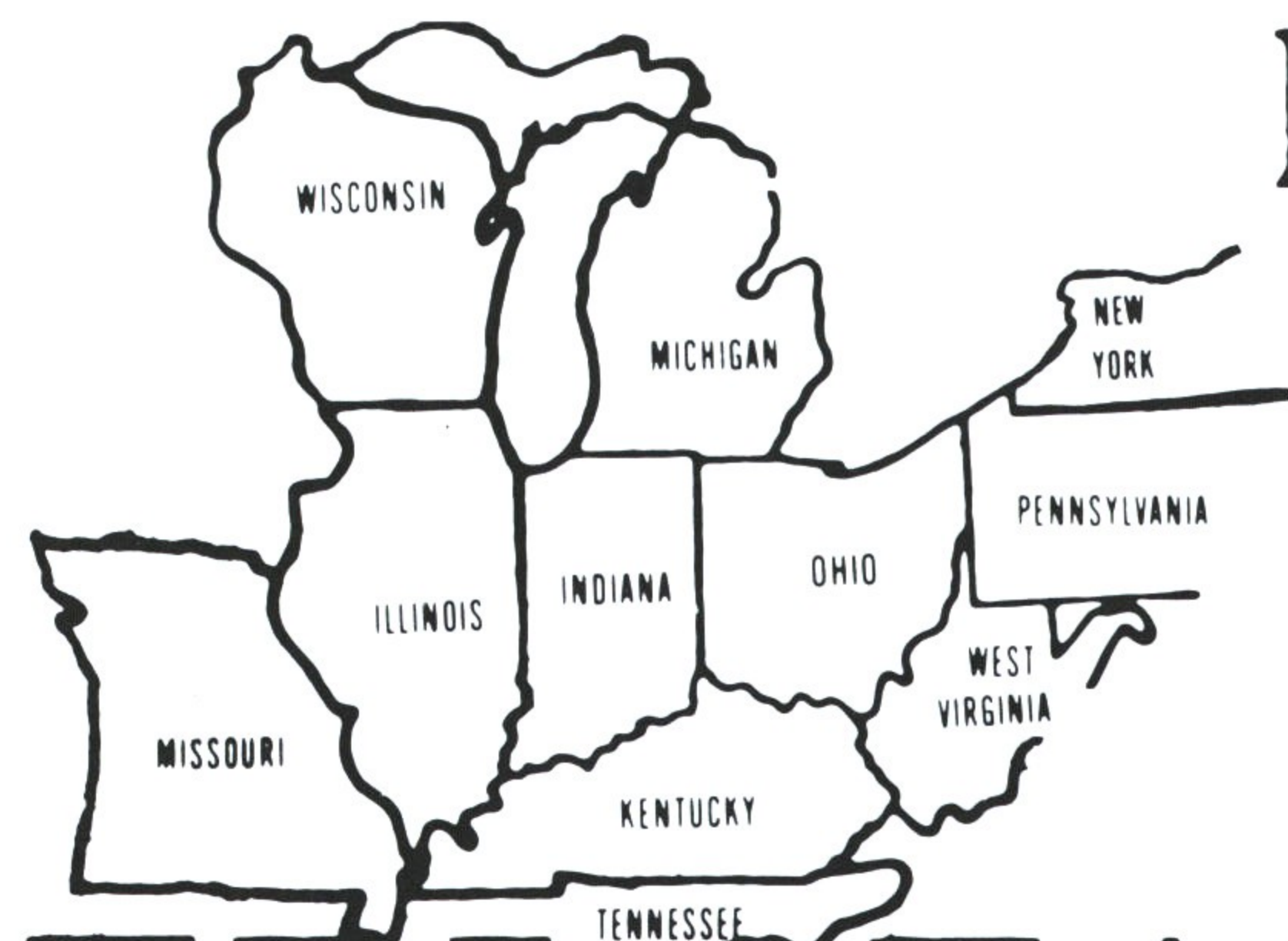
Train and Toy Auction Successful

The Fourth Railroad & Toy Train Consignment Auction attracted a large number of buyers, April 27-28-29, at the Red Caboose Motel & Restaurant in Strasburg, Pennsylvania. Approximately 1,500 people attended the three day auction and show, with NAA member Ronald Funk handling the sale.

Items included a variety of railroad pieces, from lanterns and calendars to whistles and conductor



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watches. The highlight of the auction occurred when a Delaware man purchased a reverse mother of pearl painting of a train for \$4,000.00. The highlight of the Toy Train Auction was a #1100 Mickey Mouse hand-car which sold for \$800.00.

The next Railroad & Toy Train Consignment Auction and Show will be October 26-27-28, 1979 at the Red Caboose Motel.

Early American Antiques Still Strong in New Hampshire

Despite the rain over 500 people attended a Saturday, May 19 auction of antiques conducted by Paul McInnis, Inc. of North Hampton, New Hampshire. Being sold were the partial contents of the home located in Hampton Falls, New Hampshire. The first important antique sold which set the pace was an 18th century Rams Horn Arm chair that sold for \$8500.00. Other prices realized were a Queen Anne Highboy for \$9200.00, and a slant lid desk with an ogee Brackett Base for \$5500.

The sale attracted buyers from 12 different states with over 500 lots sold.



18th CENTURY Rams Horn arm chair with Spanish Feet.



Antiques and Americana

By George Michael, member NAA

FESTOON MIRRORS

Glass making was a quite primitive operation right until the middle of the eighteenth century. The Romans had invented or used every known method of blowing or molding at the time of Christ and dur-

ing the centuries that ensued, little was done to improve the techniques. During the eighteenth century, the French revolutionized the making of mirror glass, by pouring the molten metal into thick sheets and cutting them into larger sizes than had been possible before. Until that time, glassmakers spun out sheets at the end of a blowing rod, and mirrors were quite small because of the limited size of glass that could be made in this manner.

Naturally, this technique spread all over Europe, and soon, large and fancy mirrors made their appearance. The French embellished theirs with carving and gilding, with some of their finest efforts remaining at the Palace of Versailles. In England, Thomas Chippendale followed suit, by designing very fancy mirrors for the royalty. The design was carried to our country, and soon the decorated or festooned mirrors were to be found in all the finest homes. Since they are almost works of art, they have been well preserved and occasionally, they turn up at auctions and in shops for sale.

Here is a generally good rule to follow — the fancier they are, the more valuable. Condition is important since the decorations are so fragile and many have been broken and repaired over the years. The more gilding the better, and it must be bright. It is perfectly acceptable to have the gilding redone to brighten and improve its appearance. As with most old mirrors, it is considered best to retain the original glass. However, if this is not usable, one may have the old glass resilvered without hurting value too much. New glass will impair value. The French silvered their best mirrors with diamond dust, which is the best backing known.

LETTERS

From Litchfield, Connecticut — We have a bell on a hanging bracket; it appears to be brass, though black. It is ornate, and has these four names — Marcvs, Matheins, Lycas, Johanys. Can you tell if it has any monetary value.

Answer — As you also wrote, the names are Matthew, Mark, Luke and John. It is European, quite difficult to tell which country, but I have seen them from Italy and France. They have no antique value, rather, they have more value to a bell collector.

From Milford, New Hampshire — My niece attended an auction and bought a lamp with the glass in the base looking like Waterford; and the shade, another glass composition. It looks old. Do you know anything about this lamp?

Answer — This is an item that must be seen. The old Waterford company went out of business in Ireland in 1851, so it is unlikely this is Waterford. Perhaps you have parts from two lamps making up one.

Auctions provided the main means of dispersal of pirated goods during the 17th century. As a matter of fact, the first recorded instance of an auction held to sell off a privateer's bounty was in 1649 at Newport, Rhode Island.

YANKEE AUCTION NEWS

THE AUCTIONEER



MENDENHALL GRADUATED 45 students from fifteen states in the June class. Instructors pictured, seated left to right: Jake Horney, Forrest Mendenhall, and Edna Reagan, secretary. Instructors not present when the picture was taken: Joe Byerly, Lewis Compton, Herman Crawford, Harold Craven, Morris Fannon, Louis Fisher, Jr., Larry Hedrick, George Jones, Jimmy Jones, Bill Lanier, Archie Moody, Carson Womack, and Jim Owen.

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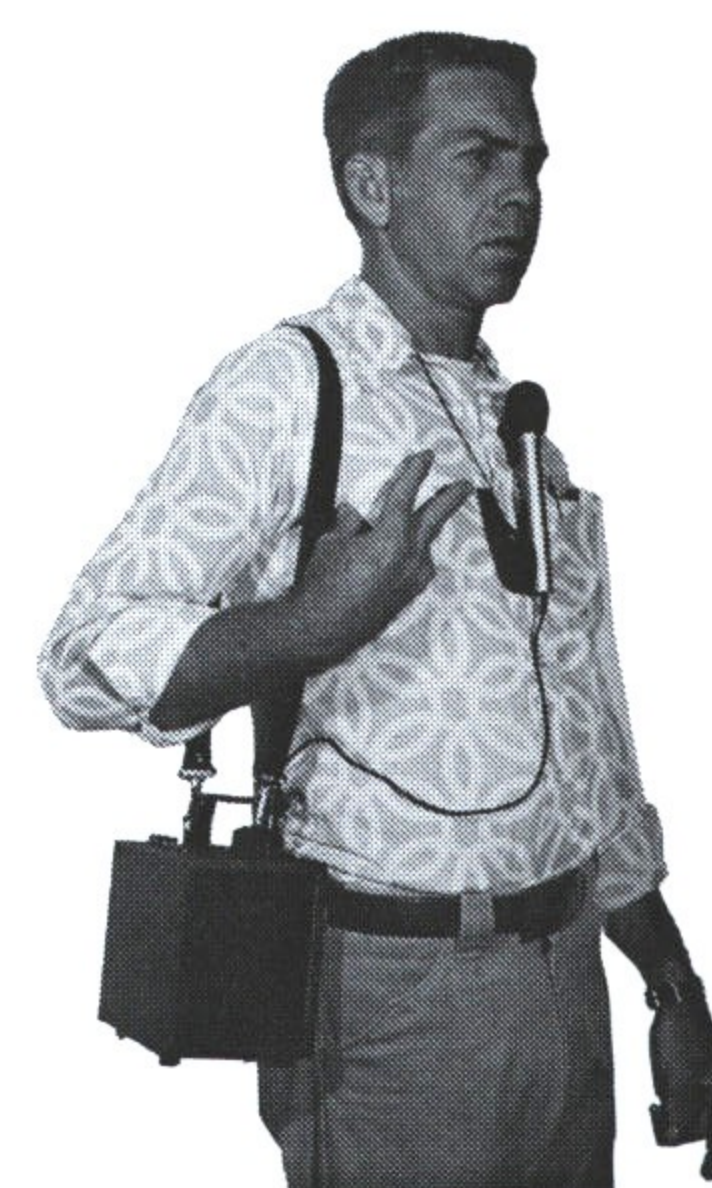
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State Association Reports

Alabama Auctioneers Association Hold Annual Convention May 6

Our annual convention in Montgomery on May 6th was a pleasing success. We had 59 people to register and everybody seemed to have a good time. Vice President Gordon Bridges presided over the meeting.

We had as our special guests, Charlie Gay of Rome, Georgia who operates one of the largest wholesale dealer auctions in the Eastern United States, and Harvey Lambright of LaGrange, Indiana, the 1978-79 President of the National Auctioneers Association.

Harvey spoke first and was not only entertaining but also very educational. He spoke on several different topics of importance, including some of his own actual auction experiences. The National Association is becoming more responsive to the needs of auctioneers, and Harvey Lambright is one of the reasons why.

Another famous auctioneer addressed the convention, Charlie Gay has put together one of the finest wholesale dealer auctions in the eastern half of the United States. The amount of effort required in his auction sales is very demanding. Charlie has had sales lasting 24 solid hours.

After Charlie spoke we held our Fun Auction in which we raised over \$800.00 for our Association. During the election of officers, Lanny Thomas of Gadsden was elected President, Gene Motes of Jacksonville was elected Vice President, Pete Horton of Huntsville was elected Secretary-Treasurer and Gordon Bridges of Camden and Malcolm Wood of Montgomery were elected to the Board of Directors.

Wisconsin Auctioneers Hold Annual State Meeting at Rhinelander

Wisconsin auctioneers headed to Northern Wisconsin for their 29th annual convention June 8-9 at the Holiday Inn, Rhinelander, Wisconsin.

Eighty-seven people registered, making it one of the smallest conventions in several years. However, the directors and speakers made it one of the finest conventions for those attending.

Wisconsin auctioneers welcomed the opportunity to visit with the 1979 National president, Harvey Lambright and his wife, Pat of LaGrange, Indiana. Lambright was guest speaker for the Thursday afternoon program bringing news from the National Association as well as pointers on booking and managing auction sales.

Mr. and Mrs. Mark Turner of the Wisconsin State Farmer paper hosted a hospitality hour prior to the evening dinner.

Don Hanson of Strum, Wisconsin served as Chairman of the Fun Auction which consisted of thirty-one articles selling for \$950.50.

Dancing entertainment was held for the remainder of the evening.



WISCONSIN PRESIDENT Leroy Jones starts Fun Auction.

The Friday session started with Chet Hollenbeck of Rhinelander speaking on "Collectibles and Antiques".

Dr. Jim Crowley, University of Wisconsin discussed "Marketing Animal Sales" and provided the latest information on state and federal laws using drugs and withholding practices.

Ernie Kueffner, Sr., Hartford; Jim Gavin, Reedsburg and Ed McNamara, Lancaster, shared the latest advertising techniques with those who attended.

Recipient of the Wisconsin State Auctioneer of the Year award was Walter Heise of Oconto. First place winner in the advertising contest was Eldon Schraefner of Hollandale. Ernie Freund of Fond du Lac was recognized for his outstanding contribution to the Wisconsin Auctioneers Association since its organization.

Arthur Nesbill, from the Nasco Co. of Fort Atkinson, Wisconsin was the noon luncheon speaker with the topic, "You Are What You Think!"

Eldon Schraefner of Hollandale became the new president of the Wisconsin Auctioneers Association. Paul Conrad, Cashton, Wisconsin was elected as a new director. Vic Voigt, Reedsville, resumed his duties as secretary-treasurer for the coming year.

New officers of the Ladies Auxiliary were elected: Mrs. Joan Jones, Watertown, president, Pat McDermott, Green Bay, vice president and Shirley Humpal, Boyceville, secretary.

AANC, Inc. Holds Annual Convention

The Auctioneers Association of North Carolina, Inc. held its annual convention June 9-10, 1979 at the Sheraton Motor Inn in Southern Pines, North Carolina. The convention opened with a golf tournament at 8:30 A.M. with registration at 1 P.M. The President's Tea hosted by the Ladies Auxiliary was at 2 P.M. to honor the outgoing president of the Ladies

Auxiliary, Mrs. Iris Tate, and the AANC President Bobby D. Cavanaugh.

Bobby Cavanaugh opened the afternoon meeting at 3 P.M. The convention had two outstanding speakers for the afternoon workshop. Hugh G. Pate of Goldsboro, North Carolina discussed Farm Machine Auctions and Tobacco. Craig Lawing of Charlotte, North Carolina held his workshop on Real Estate and Advertising. Both of these men are well versed in their subjects and gave very well planned workshops. The meeting was adjourned at 5 P.M.

At the banquet the AANC was welcomed to Southern Pines by a representative of the Mayor's office. Our guest speaker for the evening was Horace

A. "Bones" McKinney, past coach and now a TV sports commentator. Everyone enjoyed his remarks and was sorry when his talk was over.

The AANC has started a Hall of Fame of North Carolina auctioneers. This year the Association selected 2 members, but will select one each year from now on. They will be selected at the semi-annual meeting in January and will be presented with their plaques at the annual meeting. The Hall of Fame recipients this year were G. T. Gilbert of Lincolnton, and Craig Lawing of Charlotte. Each of these men have added to and made the auction profession what it is today in North Carolina and the United States.

Entertainment was provided by the Supersound Disco of Larningburg, North Carolina. They played all types of music and were very good. The younger members danced until midnight.

Officers and directors of the AANC, Inc. are: president, Tony L. Gilbert, 1st vice president Edmund P. Huntley, 2nd vice president R. A. Sneed, secretary/treasurer Johnson B. Gilbert. Board of directors: 4 year term-W. W. Kennedy, 3 year-Harvey L. Tate, Sr., 2 year-Ben G. Hoffmeyer, 1 year-Johnny H. Sutton, ex-officio director Bobby D. Cavanaugh.

CONVENTION DATES

October, 1979 — Arkansas Auctioneers Association, Hot Springs.

October 6-7 — Missouri State Auctioneers Association.

October 7-8 — Louisiana Auctioneers Association, Ramada Inn, Baton Rouge.

October 16 — Maine Auctioneers Association, Senator Motel, Augusta.

October 20-21 — South Carolina Auctioneers Association, Myrtle Beach.

October 27-28 — Iowa Auctioneers Association, Red Fox Inn, Waverly.

October 28 — New Hampshire Auctioneers Association, Hilton Hotel, Merrimack.

November, 1979 — Alabama Auctioneers Association, Midtown Holiday Inn, Montgomery.

November 4-5 — Indiana Auctioneers Association, Sheraton West Hotel, Indianapolis.

November 4-5 — New York State Auctioneers Association, Holiday Inn, Saratoga.

November 10-11 — Washington State Auctioneers Association, Yakima.

November 11-12 — Illinois Auctioneers Association, Holiday Inn East, Springfield.

December 1-2 — Virginia Auctioneers Association, Manassas.

January 17-18, 1980 — Michigan State Auctioneers Association, Long's Convention Center, Lansing.

January 20-21, 1980 — Minnesota State Auctioneers Association, St. Cloud.

January 20-21, 1980 — Ohio Auctioneers Association, Winter Meeting, The Marriott Inn, Columbus.

January 21-23 — National Auctioneers Association Seminar, Colonial Williamsburg Lodge, Williamsburg, Virginia.

January 25-26, 1980 — Pennsylvania Auctioneers Association, Host Inn, Harrisburg.

February, 1980 — New Jersey State Society of Auctioneers, Inc.

February 8-10 — North Dakota Auctioneers Association, Williston.

February 14-15, 1980 — California Auctioneers Association, Inn at the Park, Anaheim.

February 18-20 — National Auctioneers Association Seminar, Del Webb's TowneHouse Hotel, Phoenix, Arizona.

May, 1980 — Nebraska Auctioneers Association, Holiday Inn, Ogallala.

May 3-4, 1980 — Oklahoma State Auctioneers Association, Oklahoma City.

July 30-August 2 — NATIONAL AUCTIONEERS ASSOCIATION, OPRYLAND HOTEL, NASHVILLE, TENNESSEE.

New Jersey State Society of Auctioneers meets bi-monthly all year — February, April, June, August, October and December.

Tennessee Auctioneers In 21st Convention

The Tennessee Auctioneers Association in their 21st annual convention met in the Ramada Inn in Jackson, Tennessee, Sunday and Monday, June 10 and 11. In spite of the gasoline shortage and long distance travel, 164 were in attendance for the Sun-

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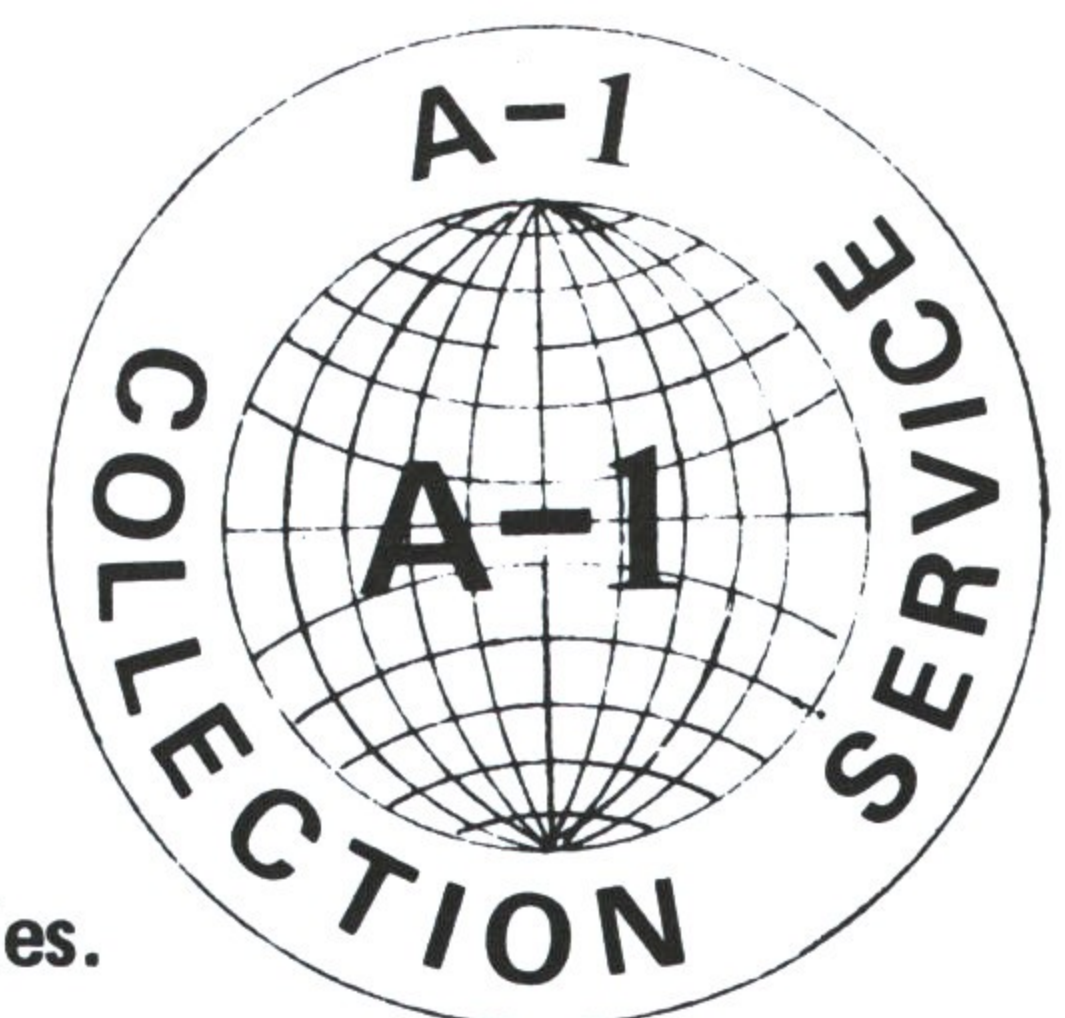
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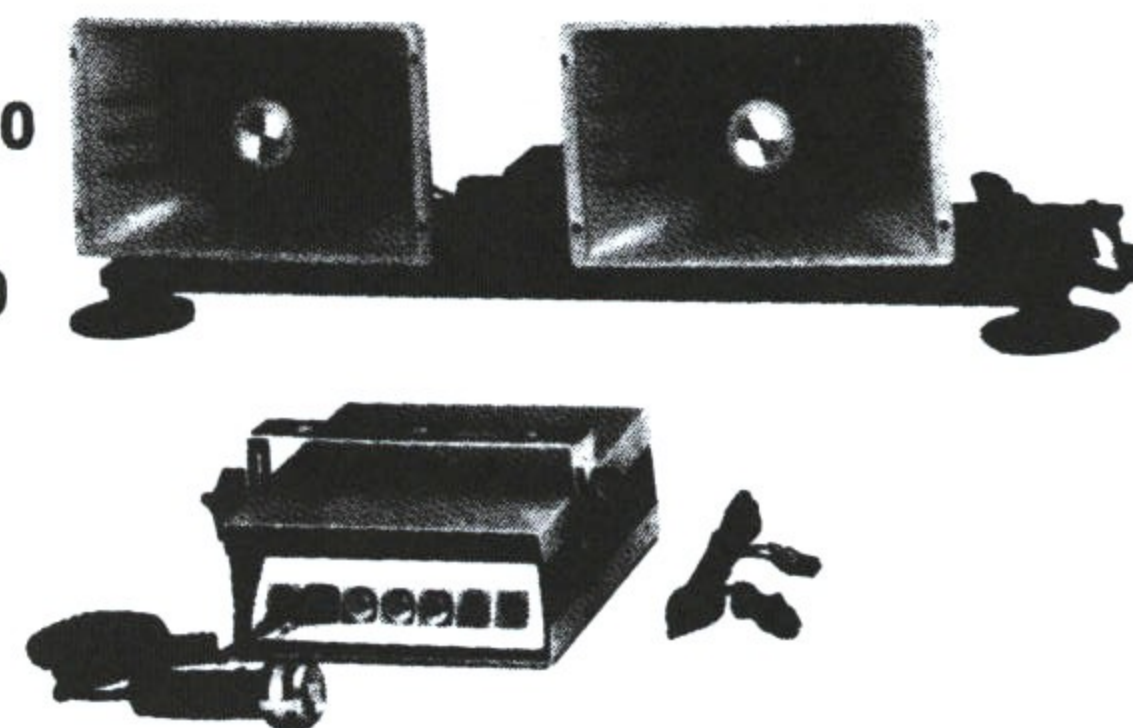
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day evening banquet.

A highlight of the evening banquet was the induction into the Tennessee Hall of Fame of Clive Anderson, Sr., E. B. Fulkerson, Hoyt Walker, and the late Fred Ramsay. Mr. Ramsay's daughter Rebecca received the plaque for her late father who also was a life member of the NAA.

Entertainment for the banquet was provided by the Jerico quartette of Lawrenceburg. Following the Sunday evening banquet a Fun Auction was held which considerably enriched the treasury by generous donations and bids from those in attendance.

A bid calling contest was held Sunday afternoon under the direction of Marvin Alexander. Winners were: first place, John Randles; reserve champion, Steve Kendall; and runner-up, Mike Burrell.

Bill Everett of Maryville was program chairman for this year's convention and did a masterful job. The Sunday activities were followed on Monday with seminars and business sessions. Notice was made at the Monday meeting of the winners of the advertising contest. The awards were as follows: full color, Dean Howard and Daughters; Two Color, Larry Sims.

Raymond Taggart, newly elected President for 1979-80, was presented to the membership by president Buford Evans; and Buford in turn was presented with a beautiful wall plaque in recognition for his services as President during 1978-79.

TAA Officers for 1979-80 are as follows: president, Raymond Taggart; vice president-East, Bill Everett; vice president-Middle, Calvin Kirkham; vice president-West, Terry Jones; secretary-treasurer, Hu-

bert D. Songer; and new directors Buford Evans and Bruce Harrell.

The Mid Year meeting of the Tennessee Auctioneers Association will be held in the Hilton Airport Inn in Nashville, Monday, December 3, 1979.

VAA Holds Meeting

The sixth annual spring meeting of the Vermont Auctioneers Association was held Friday night, April 27th, at the Holiday Inn in Waterbury, Vermont, with over seventy members and guests attending. The evening consisted of a buffet dinner, business meeting, "Fun Auction" and entertainment.

Guest speaker, Gregg H. Wilson, Attorney, of the firm Kolvoord, Overton and Wilson of Essex Junction, gave an interesting and informative speech on numerous legal aspects concerning the auction profession now and in the future.

The first "Auctioneers Award of the Year" was presented by outgoing President David Whitcomb to the Gray family of East Thetford, Vermont in honor of C. W. Gray. The award, a beautiful framed glass tableau made by Kay Paquette of St. Albans, was accepted by Roger Lussier in behalf of the Gray family.

During the business meeting, a "Code of Ethics" of the members of the VAA was unanimously adopted. A proposal for the group bonding was discussed and approved by the members to go into effect as soon as arrangements can be made. A presentation was also made on group insurance, and a committee was

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Sunday morning started at 6:00am with a Bid Calling Seminar conducted by Mr. Ed which was well attended.

After breakfast the reports and presentations were given. After Lunch, Gary Day presented an outstanding afternoon program. The business meeting was called to order about 3:45pm by President Leo Brown, and an update from the directors meeting was presented. A new slate of OSAA officers was elected: Paul Wells, President; R. D. Bentley, President-Elect; Dutch Voss, Vice President; director for a one year term, Charles Sander; two year term, Leroy Treat; three year term, Joan Curry. The oath of office was given and the meeting adjourned.

NJSSA Holds June, August Meetings

appointed to look into this further.

Officers elected: Walter Flatwo, president; Lawrence Earle, 1st vice-president; Arthur Smith, 2nd vice-president; Marie M. Flatow, secretary and Barbara Woodward, treasurer.

Directors elected (to represent each county): Tom Broughton, Addison; Albert Wessner, Bennington; Sherm Warren, Caledonia; Brad Adams, Chittenden; Charles Corliss, Essex; Kay Paquette, Franklin; Timothy Tatro, Grand Isle; Warren Earle, Lamoille; Bryce Thomas, Orange; Tom Whittaker, Rutland; Preston Martin, Washington; Dominic Sabia, Windham; and Franklin Reed, Windsor.

Oklahoma Auctioneers Convene

The Oklahoma State Auctioneers Association convention started off with a directors meeting Sunday at 1:00 pm. The convention program started about 6:30 pm when a representative of Mid West City welcomed us and gave Leo Brown a proclamation.

At 7:00pm the fun auction began with a new twist. Everyone was competing for a showmanship award with the entire membership being the judges; and when the voting was over Ray Patterson won the contest and was awarded a very nice plaque. The fun auction grossed \$610.00, and everyone had a ball.

After the auction a tape was played of Delbert Winchester and Paul Alford, recorded several years ago at a meeting in Oklahoma City.

Members and guests brought objects of glass for identification and discussion with Mr. Pettifor.

Louisiana Auctioneers Association Meeting

At the annual Spring meeting of the Louisiana Auctioneers Association, Inc. which was held in Baton Rouge, Saturday May 21st the following officers were elected: James Burr, President; Jean Stutzman, Secretary-Treasurer both of Vidalia, Louisiana. Board of Directors elected were: Lee Clement of Jennings, Bubba Smith of Winnsboro, Larry Nobles from Baton Rouge and Keith Babb, Monroe, Louisiana.

Mr. Melvin Bellar, Legal Unit-Department of Commerce, Department of State, was one of our speakers, reviewing several bills, and talking about the Auctioneers license law for the State of Louisiana. License requirements are \$50.00 annual license fee plus \$5,000 bond. To obtain a Louisiana Auctioneers License write: Gilbert LaGassee, Secretary of Department of Commerce, P.O. Box 4415, Baton Rouge, Louisiana 70804, attn: Ms. Windgate.

Arizona Association Elects Officers

At the June 23 meeting of the Auctioneers Association of Arizona new officers were elected: president Mike Kamer, vice-president Ken Murdoch, secretary-treasurer Ray Warner, and director Ed Short. Following the annual meeting, workshops were presented on Basic Residential Appraising, plus Commercial and Industrial Auctions. NAA president C. E.

"Chuck" Cumberlin visited the meeting, and a spokesman from the Arizona Attorney General's office discussed laws affecting the auctioneer. AAA members approved a new crossed gavel logo to represent the Association.

New Officers Elected . . .

STATE ASSOCIATION OFFICERS

The following list of State Association Officers were elected since the last listing of State Association Officers was made in a previous issue of THE AUCTIONEER.

Nevada State Auctioneers Association — President: Don P. Britt, 265 East Quail, Sparks 89431 Phone: 702 359-2420; Secretary: Arthur Malingier, 4711 S. Lake Pl., Las Vegas 89117

Vermont Auctioneers Association — President: Walter Flatow, Route 100, Waterbury Center 05677; Secretary: Marie Flatow, Route 100, Waterbury Center 05677

Tennessee Auctioneers Association — President: Raymond Taggart, 5507 Southwood, Memphis 38117; Secretary: Hubert D. Songer, 1602 Jones Blvd., Murfreesboro 37130 Phone: 615 896-4067



KANSAS GOVERNOR John Carlin proclaimed *National Auctioneers Week* at an April, 1979 signing. KAA representatives from left to right: director Earl Brown, CAI, vice president Bob Shank, director Milt Anderson, CAI, and past president and director Bing Carter.



MISSOURI AUCTION SCHOOL class of June 1979. Instructors seated front row, fourth from the left: Dean Cates, Bill Morgan, Dale Vaughn, Boyd Michael, registrar, Richard W. Dewees, president, Lana DoMann, Gary Ryther. Instructors not pictured: Chuck Cumberlin, Sheldon F. Good, Verlin Green, Dave Kessler, Wayne Allen, Robert Purinton, and John Wood.



BRITTEN AUCTION ACADEMY June class, Walter S. Britten and Mrs. Earl Greathouse instructors.

Spotlight on NAA Auctioneers

Sold!

Oregon's Only Woman Auctioneer Loves Her Work

H. M. Wood stands in the bright sunshine, pointing a wooden gavel at the bidders as helpers bring item after item from inside the old farmhouse to be auctioned off.

Old fruit jars, dated 1859. Two or three lamps. Boxes of books and magazines. A variety of kitchen appliances, pots and pans, and so on.

At first glance, the scene presents nothing out of the ordinary. Bargain hunters milling around, an antique dealer or two. The auctioneer's drone punctuated by sharp bids. It would seem to be a typical sale auction with a typical sale auction crowd.

But Colonel Wood is not a typical auctioneer.

For one thing, her hairdo is impeccable. For another, she is a grandmother 22 times over.

But more than that, she is the only licensed woman auctioneer in Oregon, and one of only a handful in the nation.

"I love it," the colonel says of her profession. "I really don't know why there aren't more women in it. I wish more of them would get into it. There's money to be made."

Helen Wood had been a salesclerk in a downtown Roseburg store for almost 20 years when her husband died in 1970. An auctioneer, he had owned



OREGON LADY auctioneer Helen Wood.

and operated Wood's Furniture Exchange and Auction at 3319 Carnes Rd. in the Green district.

After her husband's death, Mrs. Wood hired managers to run the auction barn. But after a couple of years she decided to take over the business herself.

In 1972, she went to the Reisch American School



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of Auctioneering in Mason City, Iowa.

After a two-week "crash course" in which she was one of only three women in a class of more than a hundred, Mrs. Wood became a licensed auctioneer. As a graduate of the school, she also became eligible for the title "colonel".

But the diploma didn't make her an accomplished auctioneer. For a longtime afterward she practiced her auctioneer's chant whenever she could, driving to and from work, or alone at home.

Now, after seven years in the business, Mrs. Wood competes with the best of them, and she still feels she is getting faster and better all the time.

"Sometimes I can go fast, if I have a lot to sell," she says. "But normally I'm not as fast as some of them."



Often an auctioneer's chant isn't much more than rhythmic gibberish punctuated by the price he wants. But Mrs. Wood's chant consists of real, understandable words.

Mrs. Wood holds auctions about twice a month at her auction barn. In addition, she is available for other sales.

An auction at her barn normally lasts four or five hours. At a recent farm auction, however, she held forth — and up — for nine hours.

But the physical demands of auctioneering are far outweighed by the mental requirements, Mrs. Wood said.

"You have to really be on your toes. You have to constantly show enthusiasm. You have to know how to organize and to promote, to hire people and to have a rapport with the seller.

"I've been a salesman all my life, and this (auctioneering) is just one aspect of selling, the only difference being that you have constant contact with a large bunch of customers.

"But that's what makes it so fascinating."

Mrs. Wood also is active in professional organizations. She is on the Oregon state auction board and a member of the Oregon Auctioneers Association. She goes to Indiana annually to attend the Certified Auctioneers Educational Institute.

She also is licensed to sell cars and real estate. All the activity ("I really enjoy being busy.") makes her something of an object of fascination for her grandchildren.

"They say," she said, "that I'm not a traditional grandmother."

(Reprinted with publisher's permission from THE NEWS-REVIEW, Roseburg, Oregon. Story by David Tishendorf, photography by Calvin Hull.)

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"Common Sense in the Auction Business" is a booklet compilation of the "Common Sense" articles exactly as they appeared in THE AUCTIONEER magazine. The booklet is complete and includes articles whose material was not directly pertinent to "Let's Talk About Auctions".

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by Leo Jesion

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Even in the face of ever increasing costs, Dale Dean intends to continue the free newspaper "probably at least for the next 40 to 50 years".

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Veteran Auctioneer Proud Of Contribution To Youth

Orval Free, who likes to be called the "Old Colonel," has done a lot for the young folks and they appreciate it.

He auctions for money, but that's not all. The 69-year-old veteran in the auction ring is proud of his record for doing things for others.

He doesn't do them for any reward they might bring. And, he recently got his second state honor.

Free was announced for recognition by the Oklahoma Future Farmers of America. He also received special recognition at Oklahoma State University on April 17, 1979.



ORVAL FREE, auctioneer.

He already was an honorary Oklahoma 4-H Club member. This came after similar honors were bestowed in Pittsburg County.

Big in his work with the youth is the Pittsburg County Junior Livestock Show. He has auctioned in every one of them, and the 36th annual show was staged recently with the Pittsburg County Cattlemen's Association as sponsor at the Union Stockyards here.

He has donated his services. And, he has brought a lot of money to the pockets of 4-H Club and Future Farmers of America exhibitors.

Free recalled that he started out auctioneering with his father, the late John Free, an auctioneer for 50 years. He hadn't had any auctioneer schooling, getting his experience by "following in dad's footsteps".

Also, he started with his father in conducting the Pittsburg County Junior Livestock Show auctions. And, he's been with it each year since.

"We actually got started before then," the auctioneer pointed out. "Back in 1941 and 1942, in an old ball park on the west side of town we had one for the Chamber of Commerce.

"However, the livestock shows didn't actually get underway until 1943. Since then I figure we have averaged \$40,000 a year in the sales."

One of the activities he considers as being the most outstanding was the sale of war bonds back in 1942. He worked with McAlester Banker C. L. (Pete) Priddy all over southeastern Oklahoma.

"We sold over \$1 million in bonds one year," the auctioneer recalled. "That was one of the most out-

standing things in my life.”

“Of course I have enjoyed working with the boys and girls in the livestock shows, too. There have been other charitable events too.”

And, he has many trophies, plaques, certificates and other awards as a result. He got the first Sam Criswell Award for his livestock work three years ago.

In 1962, he decided to take some refresher study in the Fort Smith, Arkansas, Auctioneer School. He has been a teacher there the past 13 years.

He has auctioned in this area the past 43 years, working sales within a 50-75-mile radius. He has been a resident of McAlester all of his life.

He now ranches in the Lake McAlester area some 10 miles north of McAlester. He lives only three miles from where he was born.

Free figures he has taught some 2,000 students in the auctioneer business. He is a member of the Oklahoma and National Auctioneer Associations and was a state president in 1968-69.

(Reprinted with permission from THE DAILY McALESTER NEWS-CAPITAL And DEMOCRAT, McAlester, Oklahoma.)

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Carl Montgomery Named Local Rotarian of the Year

NAA member Carl Montgomery, Smyrna, Tennessee, was selected as Rotarian of the Year by the Smyrna-Lavergne Rotary Club.

Through Carl's leadership, the community auction which he helped develop has become a successful money making project. In four years, the auction has generated over \$13,000.00 in monies that has been used for deserving causes.

For the community Rotarian program Carl has contributed over 1000 hours of his time in the last four years, several hundred dollars out-of-pocket, his truck, his sound equipment, popcorn machine, and quoting a local Rotarian publication, "his expertise in conducting a very professional auction".

Additional Information

The following items were erroneously omitted from the July AUCTIONEER state association report from the Iowa Auctioneer's Association.

At the April 29, 1979 Spring Meeting of the IAA, president Ken Erickson initiated a new plan as he appointed committees in the Fall of 1978 to involve auctioneers in their Association. Kansas Auctioneers Association President L. H. "Bing" Carter and his wife were guests at the IAA meeting. The Ladies Auxiliary convened under the direction of President Carol Erickson of Decorah for a business meeting and a fine program of quilling given by Mrs. Kris Greentree of Decorah.



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(Photo taken Nov. 1978)

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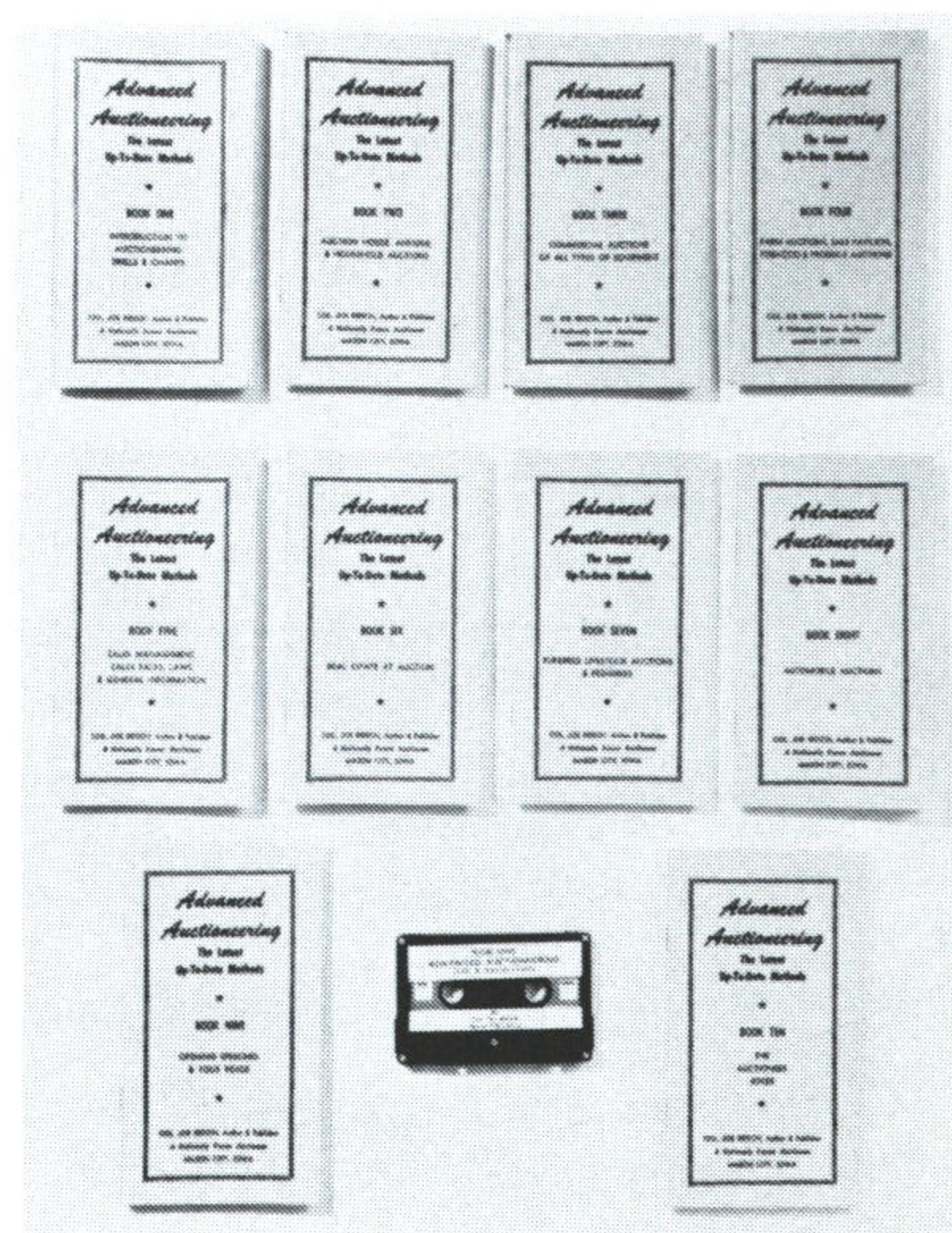
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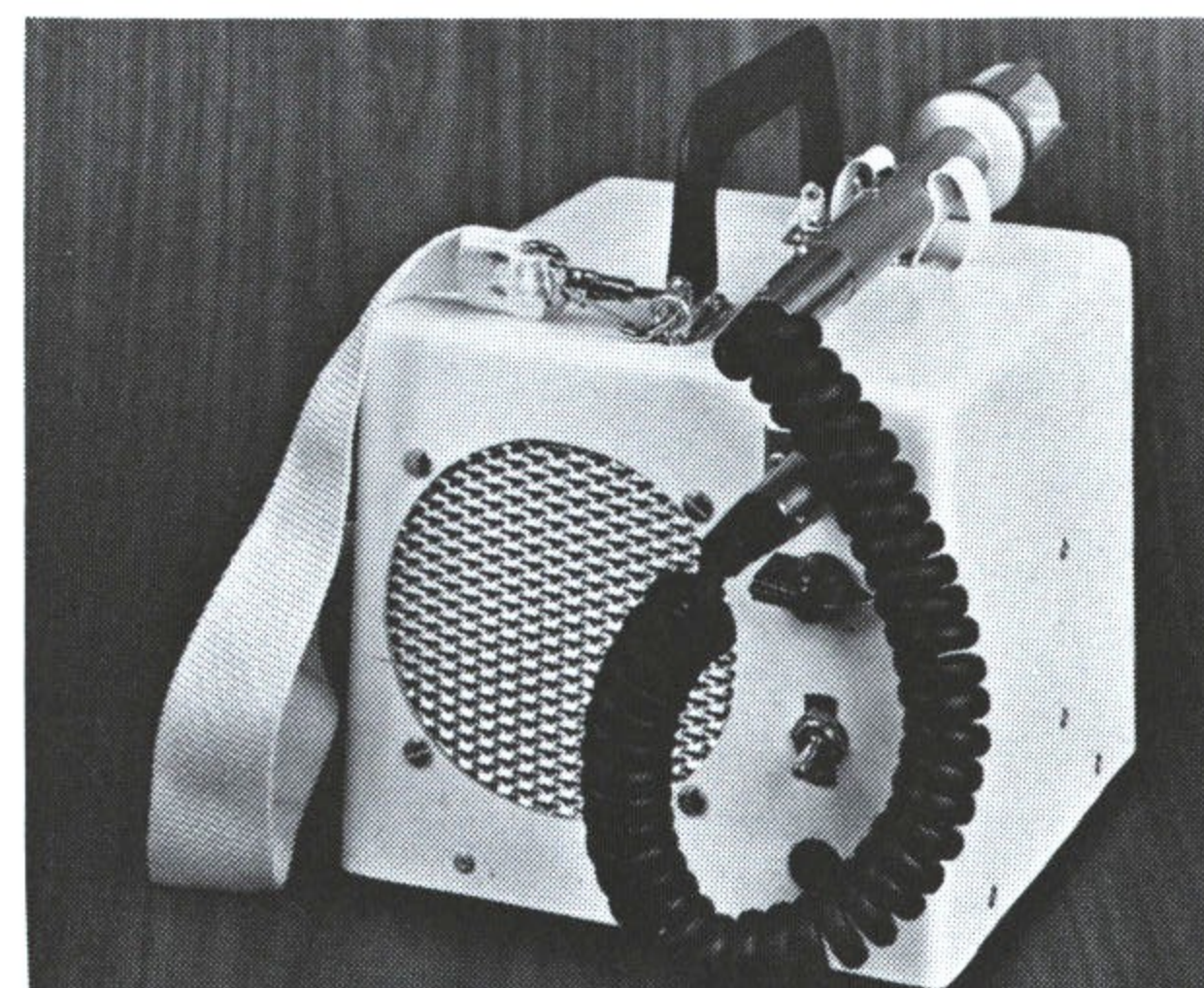
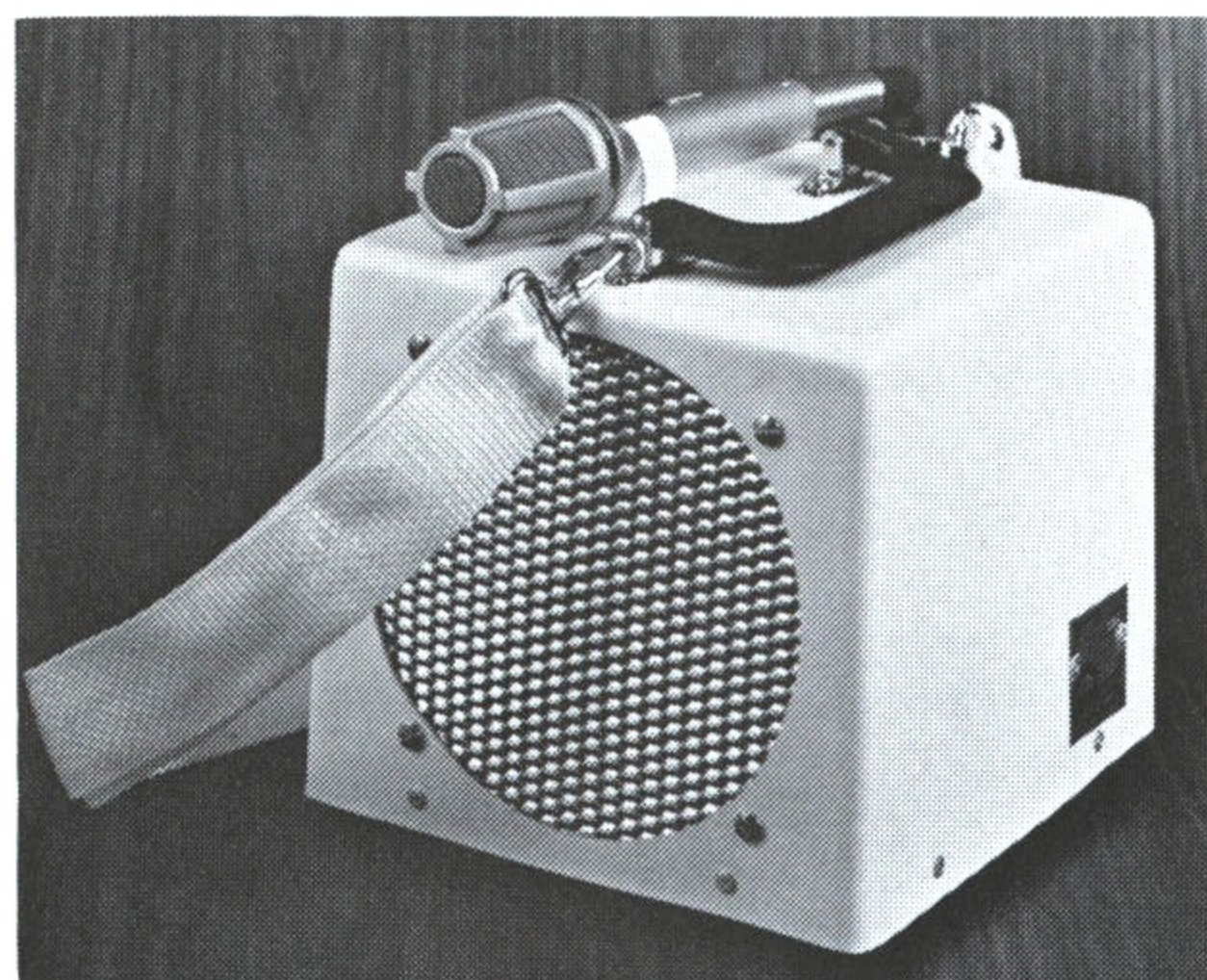
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Ed Stevens: "An Auctioneer is Like a Tomato"

ON CHALLENGES

"It takes a good auctioneer to sell a broken chair, but a good piece talks for itself. All you have to say is 'You know what this piece is, ladies and gentlemen ...'"

THE WALLED-UP EAVES

After an old recluse in town died, Ed was called in to see about an auction. The house was so full of junk that an antique dealer across the street — who knew the place — said she wouldn't even cross the street for an auction, if held. But Ed remembered seeing good things in the house years ago and said they just HAD to be there somewhere. So he crawled around with a flashlight (the electricity had been shut off), went back outside to look at the roof lines, finally went back inside and, summoning all his courage, put his foot through the back of a closet. Sure enough, it opened onto an attic full of antiques and firearms. The sale brought about \$8000, and at the very end Ed accepted a bid of \$2 for the original contents on the condition that the buyer clean everything out completely!- P.S. The antique dealer first sat on her porch, then came out into the street, and finally wound up bidding when she heard some of the prices and saw some of the rare items being sold!

(More of "An Auctioneer is Like a Tomato" will be in the October issue of THE AUCTIONEER. Reprinted with permission from the YANKEE AUCTION NEWS, published by Yankee, Inc., Dublin, NH 03444.)

Final Bid

A collection was being taken for a going away present for the domineering boss.

"Oh," said one of the contributors, "is he going away?"

"No," replied the collector, "but it's worth a try!"

"Now children," said the teacher, "there's a wonderful example in the life of the ant. Every day, the ant works all day. Every day, the ant is busy. And in the end, what happens?"

A voice from the back of the room answered, "Somebody steps on him."

The employee opened his pay envelope and read a note attached to his check: "Your pay increase will become effective the day you become effective."

A man had been fishing for hours without a nibble. As he was rowing back to the dock, a big fish leaped out of the water and landed in his boat.

The fisherman seized the beauty and threw it back into the lake, "If you ain't gonna bite," he growled, "you sure ain't gonna ride!"

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Original and 2 copies on NCR paper (makes its own carbon copies) 8½x11" sheets perforated to make 12 tickets 1¾x4½". This is an extremely fast, easy, and accurate combination clerking and cashing 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)	\$22.50
18,000 Tickets (1-3 White, Canary & Card)	43.50
36,000 Tickets (1-3 White, Canary & Card)	85.00

● ALUMINUM WRITING TRAY

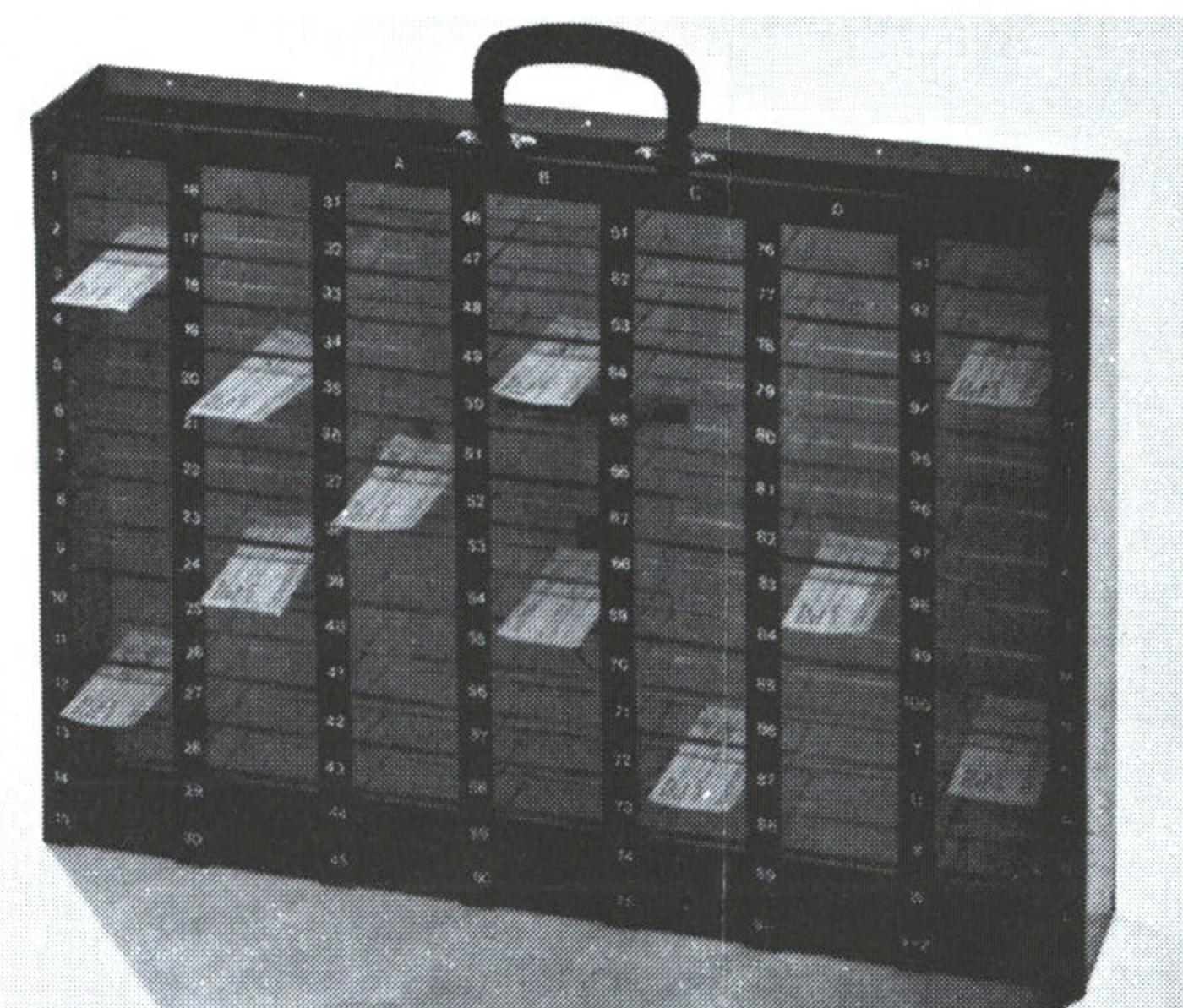
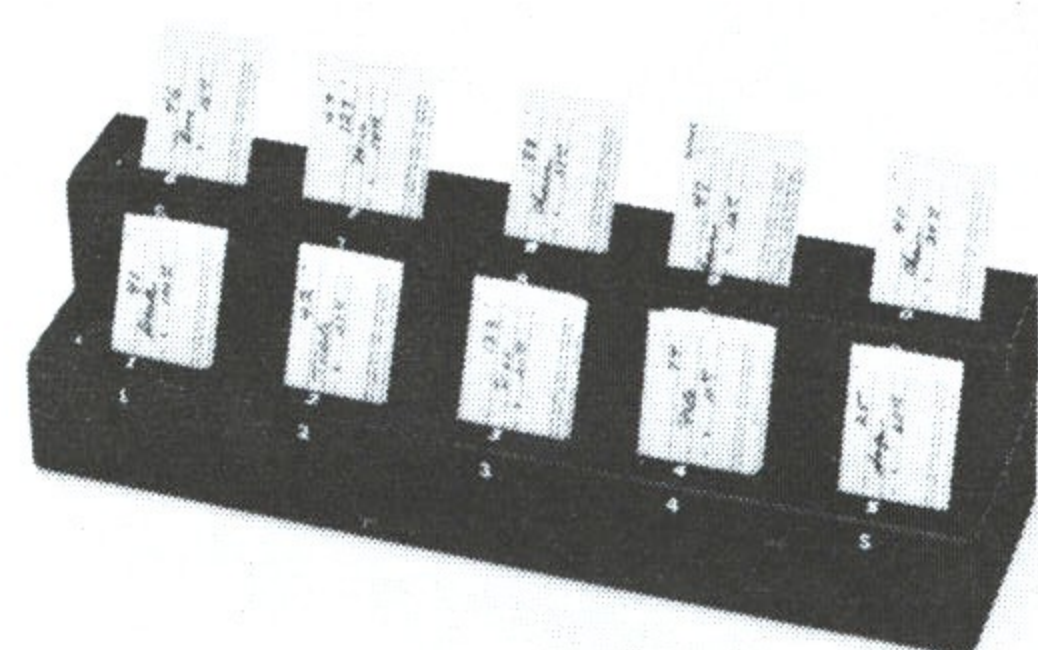
The aluminum writing tray is a lightweight, spring-loaded tray which is designed to hold ample forms for continuous operation throughout the sale. A storage compartment, a special feature of the tray, holds additional forms and completed auction item sheets.

Aluminum Writing Tray\$14.95

● 100 SLOT SMOKED PLEXI-GLASS CLERKING TICKET FILE

Overall size 23"x16"x4". Slots are 2¾" x 7/8" x 3½". Handle for easy carrying or nail to a wall for permanent installation.

Slots numbered 1 to 100 plus A to ZONLY \$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. 3¼x7½" (fits in buyer's shirt pocket).

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

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

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

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

SPECIAL CLERK SAVER STARTER KIT

THE SPECIAL KIT INCLUDES:

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

All of the above plus:

One 10 Slot Clerking Ticket File (a \$75.90 Value) Only\$48.90
One 100 Slot Clerking Ticket File (a \$112.90 Value) Only\$84.95

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\$27.00

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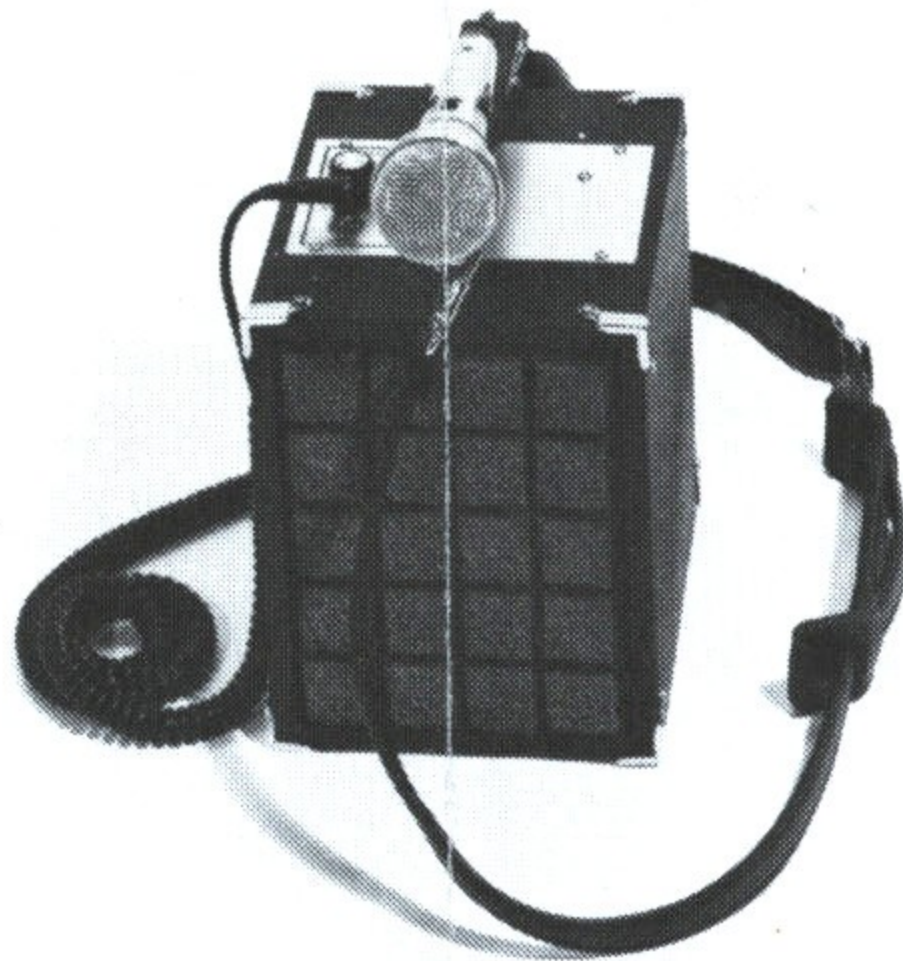


COLONEL III™

The COLONEL III has the same features as the COLONEL II plus:

- Storage Compartment in back to carry recharger, microphone and cord.
- Slightly larger speaker baffle area with port hole
- DIMENSIONS: 93/8" High X 6" Wide X 71/4" Deep.
- WEIGHT: 7LBS., 6OZ.

List Price: \$477.50 **Auctioneers Cost: \$318.00**



COLONEL I™

- Electro-Voice Model 671 Anti-Feedback professional ball type dynamic cardioid microphone with on-off switch, detachable 20 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.
- Acoustically transparent foam dust filter grill for maximum clarity with wide angle frequency response.
- Space age solid state amplifier for the ultimate in power and reliability.
- Engineered control panel for ease of operation.
- SPECIFICATIONS: Batteries: Eight "D" size flashlight batteries (not included) (Alkaline batteries will give many hours of extra service)
- DIMENSIONS: 73/4" High X 6" Wide X 71/4" Deep
- WEIGHT: 4LBS, 14 OZ.
- Frequency response 50-12000 HZ.
- There is a two year repair or replace warranty on everything except batteries.

List Price \$297.50 **Auctioneers Cost: \$198.00**

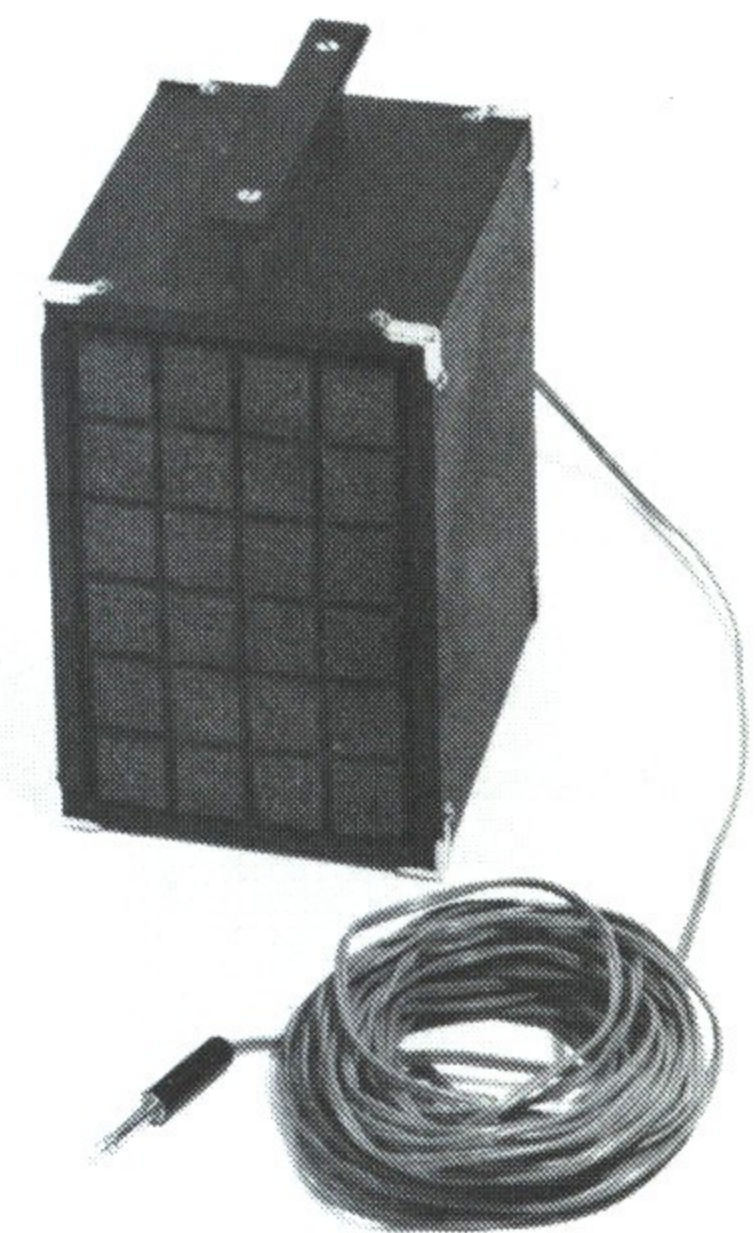


COLONEL II™

The COLONEL II has the same features as the COLONEL I 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: 6lbs, 12 oz.

List Price: \$447.50 **Auctioneers Cost: \$298.00**



COLONEL™ COMPANION EXTENSION SPEAKER

- Automatically **DOUBLES** the output power of the COLONEL II or COLONEL III Amplifier.
- POWER: Compact Six inch full range baffled speaker. Frequency response 50 to 12000 HZ.
- CONSTRUCTION: Tough, attractive reinforced vinyl "Mule Hide" covering with metal corner protectors.
- Acoustically transparent foam dust filter grill for maximum clarity.
- Comfortable handle for easy carrying.
- Storage compartment in rear for the 50 foot speaker cable with phone jack connectors.
- DIMENSIONS: 93/8" High 6" Wide X 71/4" Deep
- WEIGHT: 5 LBS.

List \$97.50 **Auctioneers Cost: \$65.00**

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