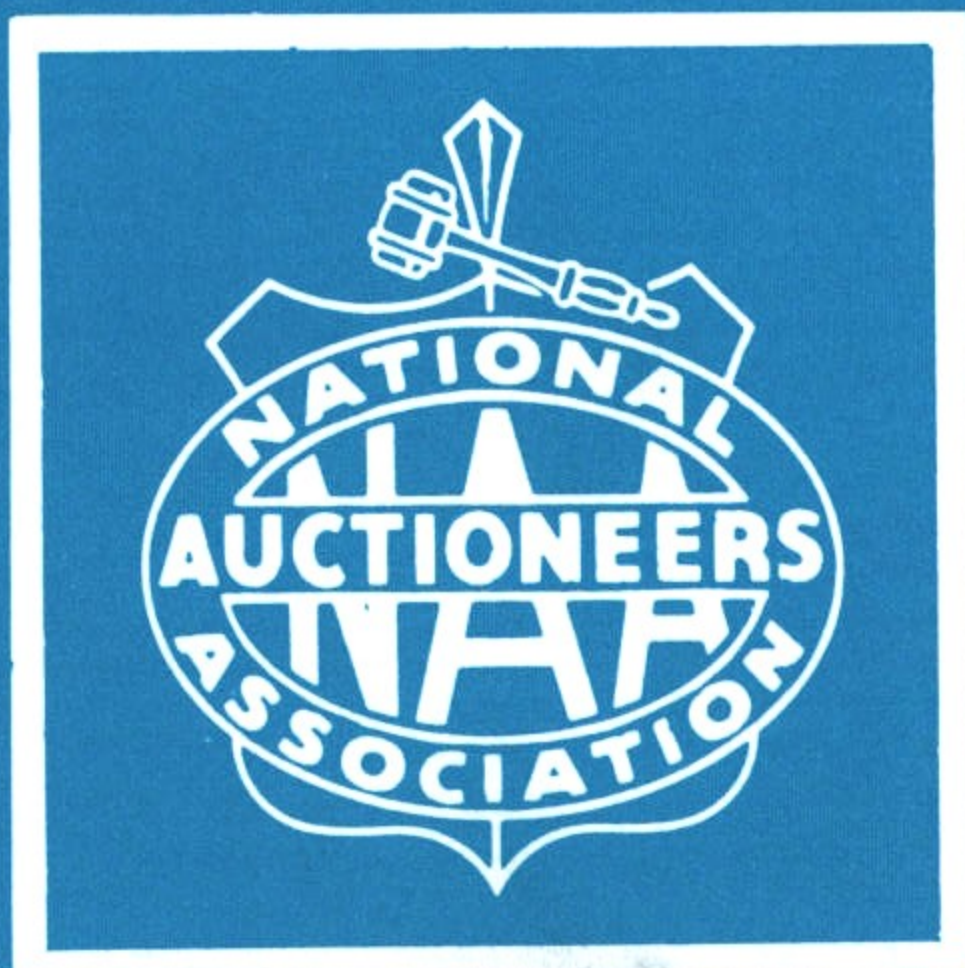
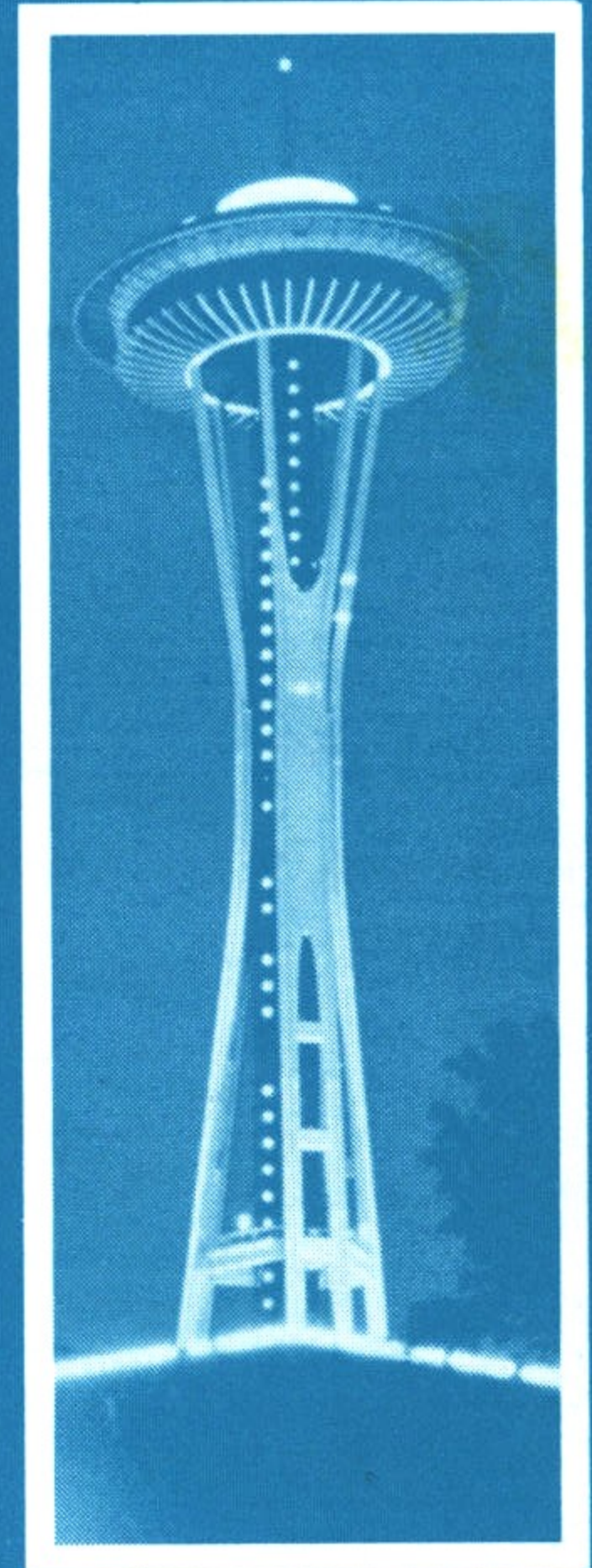


THE AUCTIONEER

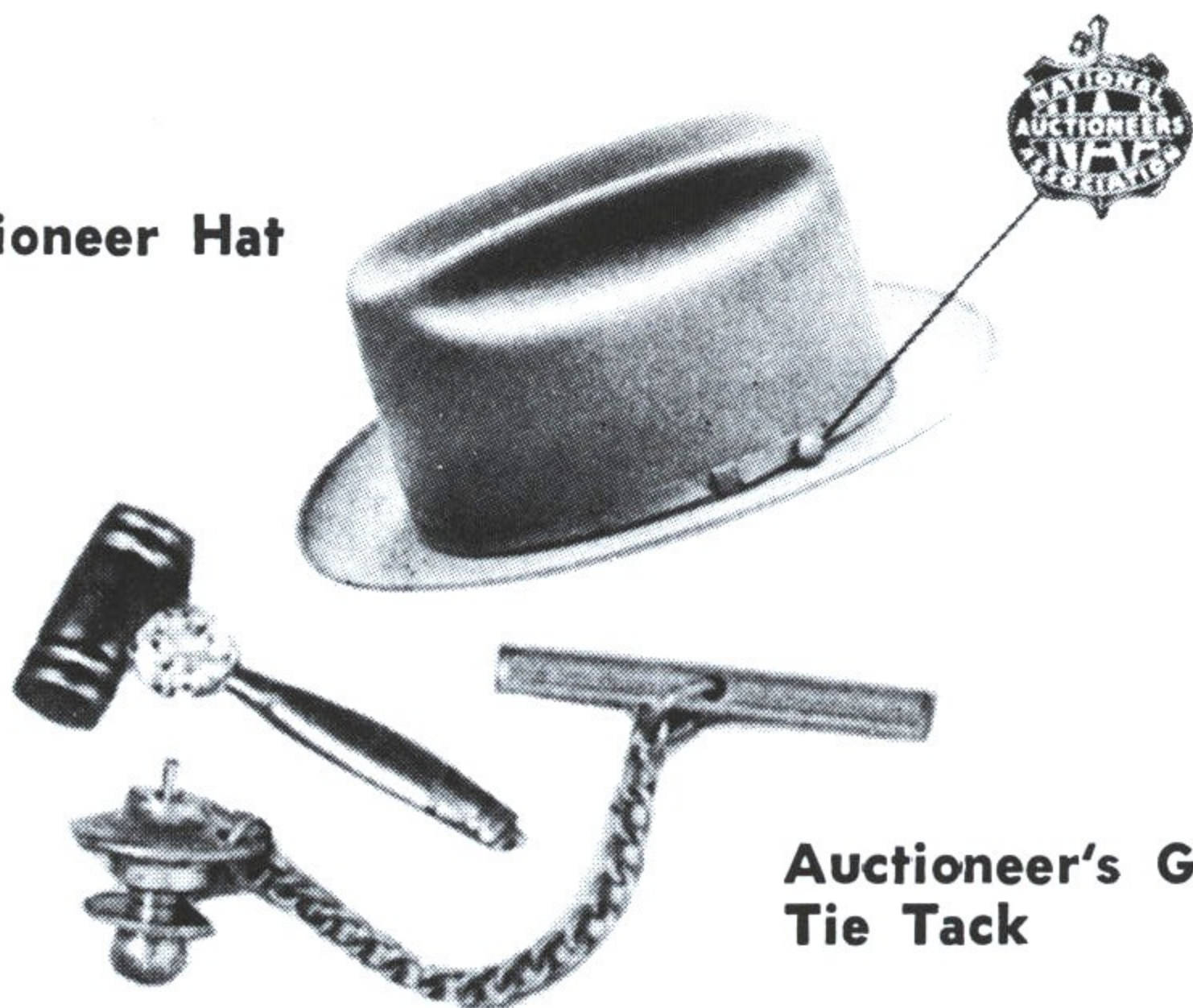
The Magazine of the National Auctioneers Association • June, 1977



SEATTLE You'll Like It A Lot!

During the NAA Annual Convention — July 25-30, 1977

Auctioneer Hat



Auctioneer's Gavel
Tie Tack

Fellow Auctioneers:

Changes in the seasons dictate different methods of selling as well as different types of wearing apparel. The weather is getting warmer, therefore it is time to change to a cooler style hat.

We now have a complete size selection in the Milan straw in all three brim widths (2 1/8", 2 3/8" and 2 5/8"). We also have the beautiful white panama in the 2 1/2" brim.

It is also time to order your London Fog-type windbreaker jacket, either in canary, navy, brown, gold, French blue or beige in

medium, large and extra large, with the four-color NAA emblem attached.

Of course we keep a complete size assortment of silver belly felt auctioneer hats with red satin lining in all three brim widths. You can also order your fleece-lined car coat in sizes 40-48.

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w/.15K-high quality sparkling diamond\$159.95

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Other size diamonds up to 1 full karat-prices on request

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Auctions and Conventions Continue to Keep President Busy

EDITOR'S NOTE: NAA President Lyle Erickson, in an attempt to offer the members information about his schedule during his year as president, wrote the following article while enroute to the South Carolina Auctioneers Association Convention. The article will be in present tense, but will reflect on the activities of the Ericksons during his travels in early May.

**By Lyle Erickson, President
National Auctioneers Association**

Irene and I are motoring across Indiana on our way to Indianapolis, where we will spend the night — it's Thursday afternoon, May 12, 1977. Tomorrow afternoon we will fly to Columbia, South Carolina, to attend the South Carolina State Auctioneers meeting on Saturday and Sunday, May 14-15.

Two jet fighter planes just flew low over our car and I believe Irene is trying to catch them.

We spent last Saturday and Sunday in Springfield, Missouri, attending the Missouri State Auctioneers Association meeting. They had a very interesting program on Saturday. In the afternoon they had asked me to speak on real estate at auction. Not many were in attendance, but those that were there seemed very interested and had many questions.

On the Saturday afternoon program, also, was Attorney John Courtney, who discussed federal estate taxes and estate planning; a very good presentation and a worthy subject for all auctioneers. In the evening we had a buffet dinner and a very interesting presentation on depression glass by Mrs. Angus, followed by the Fun Auction.

I understand this was the first attempt at an educational seminar for the Missouri Association, in conjunction with their state meeting, but I feel sure it will be continued if Tony Thornton and Doran Livingston have their way.

Doran was convention chairman and Tony was vice president. I assume Tony was elected president in the Sunday afternoon business meeting.

President Victor Crawford was hurt in an auto accident earlier and was not able to attend the meeting. Vic, we sure wish you a speedy recovery!

I spoke at the noon luncheon on Sunday and then we left. The air conditioning system in the motel broke down and the temperature was in the 90s in that room and I was afraid the business meeting would be too hot for me.

Irene and I have taken this week off for "R&R" and some very necessary golf! I see in the May issue of THE AUCTIONEER magazine that the NAA golf tournament has been named "Beat the President Golf Tournament".

Now, I don't mind if a few of the good golfers beat me, but I don't want everyone to. I had only played 22 holes of golf this year until Monday, but we played 18 holes each day the past four days. I'll try to get some more in before convention time.

The past four weekends have taken us to Manchester, New Hampshire (April 16-17), where the New England states all met to start planning for the 1978 NAA Convention at Boston. The New Englanders are off to a good start and I am sure it will be a great success. It was so nice to see and greet old friends and meet new ones. On April 24 we were in Marshalltown, Iowa, to attend our state meeting. Then, on April 28, I flew to Chicago for the May meeting of the National Association of Realtors and on Saturday, April 30, Irene drove to the airport in Omaha, Nebraska, and I flew there from Chicago and we drove to Columbus, Nebraska, to attend the Nebraska Association convention.

The Nebraska meeting was very well attended and they had an excellent educational program. Nebraska has had a strong association for many years and has provided several NAA leaders.

My year as president is coming to an end fast. We have

committed ourselves to visit several more state association meetings before convention time. I have hired a private plane to try and make four state meetings in four days the second week of June. The Lord willing, we will be in Wisconsin, Friday, June 9; Lemon, South Dakota on June 10; Abilene, Texas on June 11; Memphis, Tennessee on June 12 and Cresco, Iowa (home) on June 13.

On June 14 we will be in Lime Springs, Iowa, to sell 623 acres of land at auction. We plan to be at Seabrook, Ohio, on the weekend of June 25 for the Ohio State Auctioneers Association meeting.

We have several sales scheduled at this time. The big event of the year, however, is the NAA Convention in Seattle on June 28-30. I hope you all have your hotel (The Olympic - headquarters hotel) reservations so you won't be disappointed when the rooms are given to those other than NAA members after the June 15 reservation deadline. Remember, you can cancel if you find out later that you cannot attend the convention, but if you plan on attending get your reservations into the hotel.

Also, send your Advance Convention Registration to the NAA Office. Executive Director Harvey McCray informed me that many advance convention registrations are being received. NAA members, obviously, wish to save money (Advance Registration ends on July 1, 1977, at the \$35 fee and after that date, you will have to pay \$45 to register for the convention) and time when you arrive at the convention hotel.

Convention chairman Bob Losey also informs me that many already have reserved space on the pre and post-convention tours, but if you have not made these arrangements yet, do it now - please!

I believe the educational programs planned for this convention should give everyone who attends information about the auction business that will help to make their business more profitable, ethical and professional. This is the way we planned it so now it's up to you.

Come to Seattle and see for yourself!

May God's blessing be with you all.

**Lyle Erickson, President
Cresco, Iowa**

Convention Hotel Reservations . . .

The National Auctioneers Association's block of hotel rooms with the headquarters hotel — THE OLYMPIC — will be released for use by those other than auctioneers after June 15. This procedure is a normal, convention hotel procedure as rooms now reserved must be sold to the regular hotel traffic if the convention registrants do not make early reservations.

Please, if you plan to attend the 1977 NAA Convention at the Olympic Hotel in Seattle, **reserve your room IMMEDIATELY**. Rooms have been set aside in limited quantity for the nights of Sunday, Monday and Tuesday, July 24, 25 and 26; rooms have been set aside in ample quantity for the nights of Wednesday, Thursday, Friday and Saturday (July 27, 28, 29 and 30), **BUT YOU HAVE TO HAVE AN ADVANCE RESERVATION** to obtain accommodations.

Use the Hotel Reservation Form, available in this issue of THE AUCTIONEER magazine and make your hotel reservation NOW. (Remember, if you find out later that you have to cancel, just inform the hotel and they will release the room without charge to you.)

**Harvey L. McCray
Executive Director**

THE AUCTIONEER

JUNE, 1977

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.

Single copies: \$1.00 each. Annual subscription rate (thru July, 1977, issue) — \$6.00 (11 issues); as of September, 1977, issue \$7.50.

Advertising Rate Schedule and mechanical requirements information available on request. Advertising rates include:

Thru July, 1977	1-time	6-time	11-time
One page	\$110.00	\$100.00	\$ 95.00
Half page	55.00	50.00	47.50
Quarter page	27.50	25.00	23.75
Column inch: \$6.00 per column inch.			

As of September, 1977	1-time	6-time	11-time
One 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.			

Closing dates for advertising copy and all articles for publication is the 10th of the month preceding the issue, which is published on or near the first day of each month. **All advertising copy must be submitted and received in editorial office on or before the 10th of the month, preceding date of issues.**

SPECIAL NOTICE TO ADVERTISERS OF THE AUCTIONEER MAGAZINE

Effective September 1, 1977 (all advertising in the September, 1977 issue and there on) the advertising rates will be increased. The increase was recommended and approved by the NAA Board of Directors at its January, 1977, meeting and was based on the increases in the costs of printing, publishing and mailing the magazine.

The new advertising rate schedule is being printed below for the information of all current and potential advertisers in THE AUCTIONEER magazine.

	1-time	6-time	11-time
One 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 Rate (21 picas wide columns): \$7.00 per column inch.			

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
Mrs. Cheryl Griffith, Office Secretary
Mrs. Helen Witters, Office Secretary

National Auctioneers Association

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Bus. Phone: 319 547-3700

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

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C. P. Terry Dunning, P.O. Box 866, Elgin, Illinois 60120. Bus. Phone: 312 741-3483

Wayne Ediger, 125 South Ash, Belle Plaine, Minnesota 56011. Bus. Phone: 612 873-2292

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Ray Wallace, 1841 Texas Avenue, Shreveport, Louisiana 71101. Bus. Phone: 318 423-8129

Auction, Auction! Ladies & Gentlemen

Gather Around for the Auction Sale!

(NAA Fun Auction, That Is!)

Here we are, once again — Convention time! And, along with the convention, it's time for our annual Fun Auction.

The NAA Fun Auction serves two purposes:

1. It gives us all an opportunity to hear and buy from different auctioneers, study their styles and mannerisms, and, of course;
2. It helps to raise money for the NAA to defray some of the expenses incurred in presenting a top quality National Convention.

I want to appeal to you NAA members to bring something from your home state to sell at auction. I've always felt it means much more and brings a better price if it is something from your home state or your own workmanship.

If you bring a Fun Auction item this year that you specifically want to sell, we will keep it separate and hold it for you. When you come up to sell, it will be waiting for you. So, I want to impress on you if you don't want to sell the "general, run-of-the-mill" merchandise, please bring something from home.

Of course, some of those good "run-of-the-mill" items Lou Stambler brings are better than what we can bring ourselves from home!

After all, who else can bring a pineapple, or a genuine grass skirt, or a Hawaii-print shirt? (But oh well, you understand what I mean!)

During the 1977 NAA Fun Auction, we will have the president, officers and directors sell first. Then we will go with the seasoned auctioneers, followed by the lady auctioneers and then the youngsters.

I know most people who come to the convention want to hear the seasoned auctioneer, the man who makes his living in the auction business. If you auctioneers will cooperate with me, we will give the audience, and buyers, the best Fun Auction the NAA has ever had and do it in a business-like manner — the way you and I run our auction sales and keep the time to a minimum!

We must always remember that time at our auction sales is our worst enemy!

Remember, if you get with the swing of the NAA Convention, you will have a better time — enjoy the convention — the auctioneers, learn more, and feel your time is well spent.

So please, decide right now what you are bringing to the Fun Auction and begin to either make it, or know where to get it and bring your auction item to the NAA Convention — July 28-30 — Seattle!

(Members of the Fun Auction Committee will receive any and all items from 3:00 p.m. to 6:00 p.m., Thursday in the Grand Ballroom at The Olympic Hotel.)

Let's make this NAA Fun Auction a "Whoppin' Success"!

**Jim Messersmith, Chairman
1977 NAA Fun Auction**

WISCONSIN AUCTION SCHOOL

The WISCONSIN AUCTION SCHOOL is located in the heart of beautiful Wisconsin in the scenic vacationland of the Wisconsin Dells.

Classes will be held at the fabulous Kahler Motel which is a vacation in itself with heated indoor pool, saunas, excellent dining facilities and much more — all at a reasonable price.

Our instructors are professional active auctioneers, educators, and business people who are specialists in their fields.

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All students will get actual auction selling experience.

The WISCONSIN AUCTION SCHOOL is approved by the Wisconsin Educational Approval Board.

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Two weeks term starting June 13, 1977. Five terms annually:

Starting: Second Monday in February
First Monday in April
Second Monday in June
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Cost: \$250. excluding room and board

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WISCONSIN AUCTION SCHOOL

Box 62

Wisconsin Dells, Wisconsin 53965

Phone: 608-584-5666

Exhibit Space Available At '77 Seattle Convention

Exhibit space will be made available to those wishing to display their products, which may be of interest to auctioneers, during the 1977 Seattle NAA Convention from 2:00 p.m. Wednesday, July 27 to 4:00 p.m. Saturday, July 30.

The cost for using the NAA Convention space in The Olympic Hotel will be \$75 per exhibitor for a space equivalent to eight feet (8') wide. A table, with cloth, will be provided to each exhibitor.

All exhibitors must register their exhibits with the NAA Office, which will be located in the Queens Room in the hotel (mezzanine floor). The choice locations for the exhibits already have been allocated to those exhibitors who made early requests (following the 1976 St. Louis Convention) and all exhibit spaces will be allocated on a first-come, first-served basis.

If you desire to exhibit your product at the 1977 Seattle NAA Convention in The Olympic Hotel on July 27 thru 30, send in your request early. Remember, choice spaces will be given to those who reserve their exhibit spaces early!

\$1,100 Goes to Kiwanis Tennis Fund From Montana Association's Meeting

The Montana Auctioneers Association concluded a successful convention in Shelby, Montana, Saturday, April 16, ending the two-day event by auctioning off the banquet centerpiece three times which brought in nearly \$1,100, part of which will go to the Shelby Kiwanis tennis court fund.

High bidders were Dean Perry of the Shelby Stockyards Co., Theo Bartschi of the First State Bank and the Kalispell Livestock Auction Co.

Other highlights of the convention included a merchandise and stock auction contest. Jerry Buckley of Sweetgrass was the winner of the merchandise contest Friday night and Fritz Hoppe won the stock auction contest Saturday.

Second place in the merchandise event was Fred Williams of Sheridan, Wyoming and third place winner was Bill LeFebure of Great Falls. Jack McGuinness of Kalispell took second in the stock auction contest and Ron Miller of Lewistown took third place.

Hoppe was elected president of the association for the third time, succeeding Carl Westermarck, outgoing president.

This was the third time in 13 years that Shelby has hosted the auctioneer's convention. The mid-summer meeting of the association will be held in Lewistown and the 1978 convention will be held in Kalispell.

Newly elected officers of the Montana Auctioneers Association for the new year include: Fritz Hoppe, President, Glasgow; Jack McGuinness, Vice President, Kalispell and Bill Hagen, Billings, Secretary. Directors: Carl O. Westermarck, Shelby; Irvin Stahl, Opheim; Jack Ellis, Roundup; and Ron Miller, Lewistown.

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Kansans Attend Convention In Wichita's Hilton Inn

The 22nd Annual Convention of the Kansas Auctioneers Association was held at the Hilton Inn in Wichita, Kansas, on April 2 and 3. A very interesting and educational seminar was conducted by Dick Dewees of the Missouri Auction School.

Several auctioneers attended the seminar held Saturday afternoon and nearly one hundred persons enjoyed the buffet dinner Saturday evening. The Fun Auction followed and a record of \$1,100 was raised. Music for dancing was furnished by The Kansas Starlighters.

The convention group was served coffee and rolls during registration Sunday morning by GRASS AND GRAIN, Manhattan, Kansas, newspaper. Rev. Keith Dudeck opened our convention with a timely message. President Donald J. Godwin introduced program chairman, Marvin Knopp. Marvin then introduced Jim Barnett, representative of High Plains Journal of Dodge City. He presented an award to the outstanding auctioneer of the year, which went to Rex Newcom of Whitewater.

Alex Goldberger of Ag Press (Printers of GRASS AND GRAIN) gave a few remarks on advertising. The board of directors of the KAA acted as a panel for a discussion pertaining to incorporating.

Dick Kane, NAA Director from Wisner, Nebraska, spoke to the group in regard to insurance, laws and regulations and the Certified Auctioneers Institute (CAI).

Following the noon banquet the KAA recognized Dick Brewer who was selected to the NAA Hall of Fame at the 1976 NAA Convention.

We were then entertained by "STEVAUNI", a young talented magician.

At the business meeting, the Kansas Auctioneers Association voted to incorporate.

The new officers elected and installed at the meeting were: President — Marvin Knopp, Dighton; Vice-President — Bing Carter, Gardner; Directors: Donald J. Godwin, Belle Plaine; Vern Gannon, Rossville; and Earl Brown, Junction City. Rex Newcom of Whitewater is the new secretary-treasurer, replacing Bernita Jessup.

Plans are being made for the 23rd annual convention to be held in Dodge City in March, 1978.

New Officers Elected . . . STATE ASSOCIATION OFFICERS

The December issue of THE AUCTIONEER magazine published the complete list of State Association Officers. Since that publication was issued, new State Association officers (Presidents and Secretaries) have been elected and periodically, the magazine will include the names and addresses of the new presidents and secretaries as they are submitted to the NAA Office.

The following have taken office since the last publication of officers' changes was made:

Kentucky Auctioneers Association — President: Sammy L. Ford, Mt. Vernon 40456; Secretary: Mrs. Adrian Atherton, Box 148, Hodgenville 42748

Mississippi Auctioneers Association — President: Hal Thompson, Rt. 10, 125 Reservation Drive, Gulfport 39501; Secretary: A. O. Buster Dilley, Box 577, Belzoni 39038

Montana Auctioneers Association — President: Fritz Hoppe, Fort Peck Rte., Glasgow 59230; Secretary: Bill Hagen, Box 1458, Billings 59103

Nebraska Auctioneers Association — President: Leon Nelson, Albion 68620; Secretary: Ronald L. Sabata, Bellwood 68624

NATIONAL AUCTIONEERS ASSOCIATION

Annual Convention — Just Like Heaven in '77!

July 25-30, 1977

The Olympic Hotel, Seattle, Washington

All events in The Olympic Hotel, with the exception of Tours, sponsored by the Washington State Auctioneers Association, and the Friday, July 26, Kiana Lodge, "Clambake and Salmon Roast" event.

Registration badges required for entry to NAA Convention events. Tickets will be collected at all food function events.

Reservations must be made in advance for Monday, Tuesday and Wednesday Tours.

Monday, July 25

8:30 a.m. to 5:30 p.m. **TOUR A: Mt. Rainier National Park** — Mrs. Gerald "Roberta" Abhold, Chairman, Renton, Washington.

7:00 a.m. to 10:00 p.m. **TOUR B: One-day Excursion to Victoria, British Columbia, Canada** — Roberta Abhold, Chairman.

4:00 p.m. overnight to 6:00 p.m. **TOUR C: Salmon Derby, Westport** — Roberta Abhold, Chairman.

Tuesday

Tuesday, July 26

8:00 a.m. to 11:00 p.m. **TOUR D: Escape to the North Cascades** — Roberta Abhold, Chairman.

7:30 a.m. to 10:00 p.m. **TOUR E: Beachcombing on the Olympic Peninsula** — Roberta Abhold, Chairman.

12:00 noon **NAA "BEAT THE PRESIDENT" GOLF TOURNAMENT** — Mt. Si Golf Course, Snoqualmie, Washington — Meet in Hotel Lobby. Transportation arrangements to be made by Washington State Auctioneers Association, Fred Woods, Chairman, Vancouver, Washington. (Advance reservations requested.)

1:00 to 5:00 p.m. **REGISTRATION** — Palm Court, Lobby Level.

Wednesday, July 27

9:00 a.m. to 6:00 p.m. **REGISTRATION** — Palm Court, Lobby Level.

9:30 a.m. to 3:30 p.m. **TOUR F: Bremerton & USS Missouri** — Roberta Abhold, Chairman.

10:00 a.m. to 8:00 p.m. **TOUR G: Shuttle to Pioneer Square, Pier 54, Pier 70, Pike Place Market, Chinatown, Hansen's Bakery and Seattle Center** — Free bus shuttle service compliments of NAA members and state associations.

11:00 a.m. **TOUR W-4: Chinatown Tour** — Robert Abhold, Chairman.

2:00 p.m. to midnight **YOUTH ACTIVITIES ROOM** — Williamsburg Room, Mezzanine Level.

2:00 p.m. **EXHIBITS SET UP** — Spanish Lounge, Mezzanine Level — Exhibitors, with reserved spaces, may set up their exhibits at this time. All

exhibit spaces must be reserved in advance at a cost of \$75 per exhibit (approximately 8' width by 4' depth) for the duration of the convention — break down time — 4:00 p.m., Saturday, July 30).

YOUTH ROLLER SKATING PARTY — Rollaway, Lynnwood, Washington. Mrs. Jess "Paula" Heaverlo, Chairman, Yakima, Washington.

NAA RECEPTION AND SING-A-LONG — Georgian Room, Mezzanine — (Sing-A-Long to follow Reception in Olympic Bowl, Lower Level) — All convention registrants will be received by the NAA officers, directors and convention chairman and co-chairman. Entertainment by Patti Brown, harpist; Helen McNab, soloist; and Sing-A-Long musical accompaniment by "Yester-years", banjo and piano duo. Additional entertainment at Reception provided by NAA member Henry Brooks of Wilkes Barre, Pennsylvania, and NAA members. Refreshments at Reception. Mrs. R. M. "Ann" Williams, Chairman, Arlington, Washington.

Thursday, July 28

8:00 a.m. to 6:00 p.m. **REGISTRATION** — Spanish Lounge, Mezzanine Level.

8:00 a.m. to midnight **YOUTH ACTIVITIES ROOM** — Williamsburg Room, Mezzanine Level — Open to children of Convention registrants.

9:00 to 11:30 a.m. **STATE OFFICERS' WORKSHOP** — Georgian Room, Lobby Level — Workshop for state officers (includes president, vice presidents, secretary and treasurer). C. P. "Terry" Dunning, Chairman, Elgin, Illinois; Wylie S. Rittenhouse, Co-chairman, Uniontown, Pennsylvania.

10:30 a.m. **BID CALLING SEMINAR** — Olympic Bowl, Lower Level — Seminar for bid calling and voice analysis. Howard Buckles, Chairman, Keosauqua, Iowa; Instructors: Chuck Cumberlin, Brush, Colorado; and Dave Kessler, New Paris, Ohio.

LADIES STYLE SHOW — Grand Ballroom, Mezzanine Level — Nordstrom's Department Store, one of Seattle's fashionable department stores, will display the latest fashions for the enjoyment of the ladies attending the NAA Convention. Mrs. Robert R. "Winona" Losey, Chairman, Renton, Washington.

12:00 noon	<p>CONVENTION '77 KICKOFF LUNCHEON — Grand Ballroom, Mezzanine Level — Presiding: Martin "Marty" Higgenbotham, 1st Vice President, Lakeland Florida.</p> <p>Introduction of Head Table Guests</p> <p>Pledge of Allegiance to the Flag — Robert F. "Bob" Losey, Convention Chairman, Renton, Washington</p> <p>The National Anthem — Led by Helen McNab, soloist</p> <p>Invocation</p> <p>Lunch</p> <p>Welcome to Seattle — Bob Losey to introduce the Honorable Wes Uhlman, Mayor, City of Seattle.</p> <p>Welcome to Washington — Bob Losey to introduce the Honorable Dixie Lee Ray, Governor, State of Washington</p> <p>Recognition of Washington State Auctioneers Association members and other state associations serving as hosts of the 1977 NAA Convention — Bob Losey.</p> <p>Keynote Address — Lyle Erickson, President, NAA, Cresco, Iowa.</p> <p>Adjournment.</p>		
3:00 to 4:45 p.m.	<p>CLERKS, CASHIERING & AUDITING WORKSHOP — Georgian Room, Lobby Level — Hubert Songer, Chairman, Murfreesboro, Tennessee; Instructors: Mrs. William "Marge" Gaule, Chatham, Illinois; Mrs. Harold "Lucille" Van Syoc, New London, Iowa; and Gerald Abhold, Renton, Washington.</p> <p>INDUSTRIAL EQUIPMENT WORKSHOP —Olympic Bowl, Lower Level John O'Connor, Chairman, Owensboro, Kentucky; Instructors: Louis Stambler, Honolulu, Hawaii; Mike Arons, Seattle, Washington; and Gary H. Day, Portland, Oregon.</p>		
3:00 to 5:00 p.m.	<p>NOMINATING COMMITTEE OPEN MEETING — Board Room, Mezzanine Level — Nominating Committee will hear recommendations on members seeking election to officers' and directors' positions. C. P. "Terry" Dunning, Chairman, Elgin, Illinois; Committee members: Wylie S. Rittenhouse, Uniontown, Pennsylvania; Joseph Donahoe, Darlington, Wisconsin; Leland Dudley, Hampton, Iowa; and Howard Roland, Grand Junction, Colorado.</p>		
3:00 to 6:00 p.m.	<p>FUN AUCTION ITEMS COLLECTED — Grand Ballroom, Lobby Level — NAA Convention registrants may submit their FUN AUCTION items to the Fun Auction Committee in the Grand Ballroom between the hours of 3:00 to 6:00 p.m. so that the com-</p>		
4:00 to 6:00 p.m.			<p>mittee may register each item. Fun Auction Committee, Jim Messersmith, Chairman, Jerome, Idaho.</p> <p>WESTERN COLLEGE OF AUCTIONEERING RECEPTION — Rex Room, Mezzanine Level.</p>
7:00 to 8:00 p.m.			<p>VARIETY OF FUN HOUR — Grand Ballroom, Lobby Level — Entertainment will begin sharply at 7:00 p.m. and will include the magic and mentalistic talents of Dave Lackay, who has appeared at the Hollywood Bowl; Tokyo Hilton Hotel; The Cave of Vancouver, British Columbia, Canada; the Silver Slipper of Las Vegas; and has performed ESP lectures and demonstrations on college campuses throughout the northwest. Highlighting the VARIETY OF FUN HOUR will be Stan Boreson, who has 18 years of television performances to recommend for his humor and accordian talents. The VARIETY FUN HOUR will end sharply at 8:00 p.m. so that the FUN AUCTION can begin.</p>
8:00 to 11:30 p.m.			<p>1977 NAA FUN AUCTION — Grand Ballroom, Lobby Level — NAA Auctioneers may sell their items at auction at this event. All proceeds from the Fun Auction go to help defray the expenses of the NAA Convention. Registrants are requested to contribute merchandise to sell at the Fun Auction for the benefit of the NAA. Jim Messersmith, Chairman, Jerome, Idaho.</p>
8:00 to 11:00 p.m.			<p>YOUTH ACTIVITIES A SQUARE'S SWIM PARTY — Aqua Barn — Children will meet in the Youth Activities Room (Williamsburg Room, Mezzanine) to be transported to this event. Event will be chaperoned and lifeguards will be on duty at the swimming pool. Mrs. Jess "Paula" Heaverlo, Chairman, Yakima, Washington.</p>
			<p>Friday, July 29</p>
7:30 a.m.			<p>IOWA ASSOCIATION BREAKFAST — Pacific Evergreen Room, Mezzanine Level — Howard Buckles, Chairman, Keosauqua, Iowa.</p>
7:30 a.m.			<p>INTERNATIONAL AUCTION SCHOOL BREAKFAST — Colonial Room, Mezzanine Level — John O'Connor, Chairman, Owensboro, Kentucky.</p>
8:00 a.m. to 5:00 p.m.			<p>REGISTRATION — Queens Room, Mezzanine</p>
8:00 to 9:00 a.m.			<p>CONTINENTAL BREAKFAST — MISSOURI AUCTION SCHOOL — Spanish Ballroom, Mezzanine Level — Everyone Welcome! Coffee and Rolls, sponsored by Missouri Auction School, Dick Dewees, President, Kansas City, Missouri.</p>

8:00 a.m.	ILLINOIS ASSOCIATION BREAKFAST — Rex Room, Mezzanine Level — Kenneth Gravlin, Chairman, Melvin, Illinois.		Response to Welcome — Mrs. Lyle "Irene" Erickson, Cresco, Iowa
8:00 a.m. to midnight	YOUTH ACTIVITIES ROOM — Williamsburg Room, Mezzanine Level.		Program — Mr. Kim Klose, Manufacturers Representative of the Paymaster Corp., will present the program on "Internal and External Check Fraud and Forgeries".
9:00 to 10:20 a.m.	ANTIQUES WORKSHOP — Georgian Room, Lobby Level — Forrest Mendenhall, Chairman, High Point, North Carolina; Instructors: Neil Hovmand, Winnepeg, Manitoba, Canada; and Paul "Wild Bill" Hickok, Hot Springs, South Dakota.		Presentation of Pin — Mrs. Brenda Higgenbotham, President
	DAIRY AUCTIONS WORKSHOP — Olympic Bowl, Lower Level — Dale McPherson, Chairman, Rapid City, South Dakota; Instructors: Ralph Horst, West Marion, Pennsylvania; Robert Brandau, Wilton, Wisconsin; and Ken Erickson, Decorah, Iowa.		Presentation of Gavel — Mrs. Brenda Higgenbotham, President
10:30 to 11:45 a.m.	AUTO AUCTIONS-DEALER & CLASSICS WORKSHOP — Olympic Bowl, Lower Level — Marvin Smith, Chairman, Silver Creek, New York; Instructors: Bill Johnson, Seattle, Washington; and Charles G. "Garth" Semple, Hamilton, Ohio.	12:00 noon	Acceptance — New President of Ladies Auxiliary
	FARM SALES-MACHINERY CONSIGNMENT WORKSHOP — Georgian Room, Lobby Level — Joe Donahoe, Chairman, Darlington, Wisconsin; Wayne Ediger, Co-chairman, Belle Plaine, Minnesota; Instructors: Albert Christensen, Pawnee City, Nebraska; Bob Heaverlo, Yakima, Washington; Ray E. Sweeney, Waukon, Iowa.		Presentation of Awards & Prizes
10:30 a.m.	LADIES AUXILIARY BUSINESS MEETING — Spanish Ballroom, Mezzanine Level.		Benediction — Mrs. Walter "Ruby" Hartman, 2nd Vice President, Camden, Ohio
	Call to Order — Mrs. Martin "Brenda" Higgenbotham, President, Lakeland, Florida		Adjournment
	Reading of Minutes — Mrs. Charles "Glenda" Johnson, Secretary-Treasurer, Sieverville, Tennessee		AUCTIONEERS LUNCHEON — Grand Ballroom, Lobby Level — Presiding: Robert F. "Bob" Losey, Renton, Washington.
	Treasurer's Report — Mrs. Charles "Glenda" Johnson		Luncheon for auctioneers, sponsored by the Washington State Auctioneers Association.
	Committee Reports		Pledge of Allegiance to the Flag — Robert F. "Bob" Losey, Convention Chairman, Renton, Washington
	New Business		National Anthem — Accompanied by Mr. Al Bice, organist.
	Old Business		Invocation
	Adjourn		Luncheon
12:00 noon	LADIES AUXILIARY LUNCHEON — Spanish Ballroom, Mezzanine Level.		Introductions — Bob Losey
	Pledge of Allegiance		Remarks by Washington State Auctioneers Association President — Mick Sather, Mt. Vernon, Washington
	Singing — Helen McNab, soloist	2:00 to 3:15 p.m.	Program — Development of the aircraft industry in the northwest from Boeing's start to the present by representatives of the Boeing Aircraft Corp. Program includes a film, prepared and presented by Boeing Aircraft Corp.
	Invocation — Mrs. Wylie "Joan" Ritzenhouse, 1st Vice President, Uniontown, Pennsylvania		OPEN MEETING OF THE NAA BOARD OF DIRECTORS — Olympic Bowl, Lower Level. Meeting open to the general membership. The NAA film, "To The Highest Bidder" will be presented for the review and comments of the membership.
	Luncheon		
	Introduction of Officers	4:00 p.m.	KIANA LODGE "GARDEN OF THE GODS" OUTING — The entire convention registrants will board buses at The Olympic Hotel for trip to the Seattle Waterfront for transfer to boat for trip on Puget Sound to Kiana Lodge's "Garden of the Gods". Evening includes visit to one of Washington's most memorable spots and will begin with appetizer of clam nectar and dinner of
	Roll Call by States		
	Welcome to Washington — Mrs. Gerald "Roberta" Abhold, Renton, Washington		

barbequed salmon. Event registration includes round trip bus and boat ride and dinner at Kiana Lodge. Event concludes (return to hotel) at approximately 9:30 p.m.

Saturday, July 30

- 7:30 a.m. STATE OFFICERS' BREAKFAST — Spanish Ballroom, Mezzanine Level** — Presiding: C. P. "Terry" Dunning — Sponsored by the National Auctioneers Association Board of Directors. C. P. "Terry" Dunning, Chairman, Elgin, Illinois; Wylie S. Rittenhouse, Co-Chairman, Uniontown, Pennsylvania, Co-Chairman, State Officers' Workshop Committee.
- 8:00 a.m. LADIES AUXILIARY BOARD OF DIRECTORS CONTINENTAL BREAKFAST — Pacific Evergreen Room, Mezzanine**
- 8:00 a.m. to midnight YOUTH ACTIVITIES ROOM — Williamsburg Room, Mezzanine Level.**
- 9:00 to 10:20 a.m. REAL ESTATE WORKSHOP — Georgian Room, Lobby Level —** R. A. "Dick" Mader, Chairman, Gillette, Wyoming; Instructors: William "Bill" Gaule, Chatham, Illinois; Vernell Johnson, Lyons, South Dakota.
- COINS, STAMPS, GUNS & CHARITY AUCTIONS WORKSHOP — Olympic Bowl, Lower Level —** William J. Josko, Chairman, Southport, Connecticut; Instructors: Andy Hess, Anchorage, Alaska; Frank Bass, Lewistown, Montana; and Stan Zurawski, Las Vegas, Nevada.
- 10:00 a.m. SHUTTLE TO SOUTHCENTER** Roberta Abhold, Chairman
- 10:30 to 11:45 a.m. AUCTION HOUSES, FURNITURE & HOUSEHOLD SALES WORKSHOP — Georgian Room, Lobby Level —** Ed Huisman, Chairman, Sacramento, California; Instructors: Andy Bushell, Seattle, Washington; Wayne Irving, Kissimmee, Florida; and Hugh Miller, Evansville, Indiana.
- LIVESTOCK AUCTION MARKETS' SELLING WORKSHOP — Olympic Bowl, Lower Level —** Dick Kane, Chairman, Wisner, Nebraska; Instructors: Pat Goggins, Billings, Montana; Ken Trout, Emmett, Idaho; and H. "Skinner" Hardy, Bakersfield, California.
- 11:00 a.m. LADIES AUXILIARY PAST PRESIDENTS BRUNCH — Pacific Evergreen Room, Mezzanine Level —** All Past Presidents of the Ladies Auxiliary.
- 1:00 to 3:00 p.m. YOUTH ACTIVITIES — MAD HATTER'S UNBIRTHDAY PARTY — Olympic Bowl, Lower Level**

1:30 p.m.

ANNUAL MEETING OF THE NATIONAL AUCTIONEERS ASSOCIATION — Spanish Ballroom, Mezzanine Level

Call to Order — Lyle Erickson, President, Cresco, Iowa
 Invocation — Wylie S. Rittenhouse, Uniontown, Pennsylvania
 Introductions — Lyle Erickson
 Memorial Service for Deceased Members — Ladies Auxiliary
 Secretary's Report and Reading of Minutes of Previous Meeting — Harvey L. McCray, Secretary and Executive Director, Lincoln, Nebraska
 Treasurer's Report — Dean Fleming, Treasurer, Atkinson, Nebraska
 Committee Reports:
 Nominating Committee Report — C. P. "Terry" Dunning, Chairman, Elgin, Illinois
 Election of Officers and Directors
 Installation of Officers and Directors
 Old Business
 New Business
 Adjournment

4:00 p.m.

FIRST ANNUAL MEETING OF THE 1977-78 NAA BOARD OF DIRECTORS — Colonial Room, Mezzanine Level

6:30 p.m.

HEAD TABLE ASSEMBLY FOR DIGNITARIES OF THE PRESIDENT'S BANQUET — Georgian Room, Lobby Level — Head table dignitaries will include new officers and directors of the NAA; the in-coming and out-going presidents of the Ladies Auxiliary; the 1977 convention chairman and co-chairman; the guest speaker and chaplain

7:00 p.m.

PRESIDENT'S BANQUET — Grand Ballroom, Lobby Level — Presiding: Lyle Erickson, Cresco, Iowa.
 Grand March to the Head Table and Introductions of Head Table Dignitaries
 Call to Order — Lyle Erickson
 Invocation — Wylie S. Rittenhouse, Uniontown, Pennsylvania
 Dinner Music — Al Bice, Organist
 Dinner
 Awards Presentations
 Ladies Auxiliary Presentations:
 Introduction of 1977-78 President — Mrs. Martin "Brenda" Higgenbotham
 Acceptance Address — 1977-78 President
 National Auctioneers Association Presentations:
 Introduction of 1977-78 President — Lyle Erickson
 Acceptance Address — 1977-78 NAA President

RESPONSIBLE SOCIAL INVOLVEMENT — Address by Dr. George E. LaMore, Jr., Professor and Head of the Department of Religion and Philosophy, Iowa Wesleyan College, Mount Pleasant, Iowa

Adjournment

8:00 to 11:00 p.m.

YOUTH ACTIVITIES — DISCO PARTY — Olympic Bowl, Lower Level —

All young people registered for the convention will enjoy the Disco Dance as presented by Seattle radio station KJR's Mark Jeffries, Disc Jockey.

9:00 p.m.

PRESIDENT'S "JUST LIKE HEAVEN IN '77" BALL — Spanish Ballroom, Mezzanine Level — The 1977 Seattle NAA Convention will officially conclude with the President's Ball to remind convention registrants that it has been "Just Like Heaven in

'77!" Music for dancing by the Frank Seugia Orchestra

Sunday, July 31

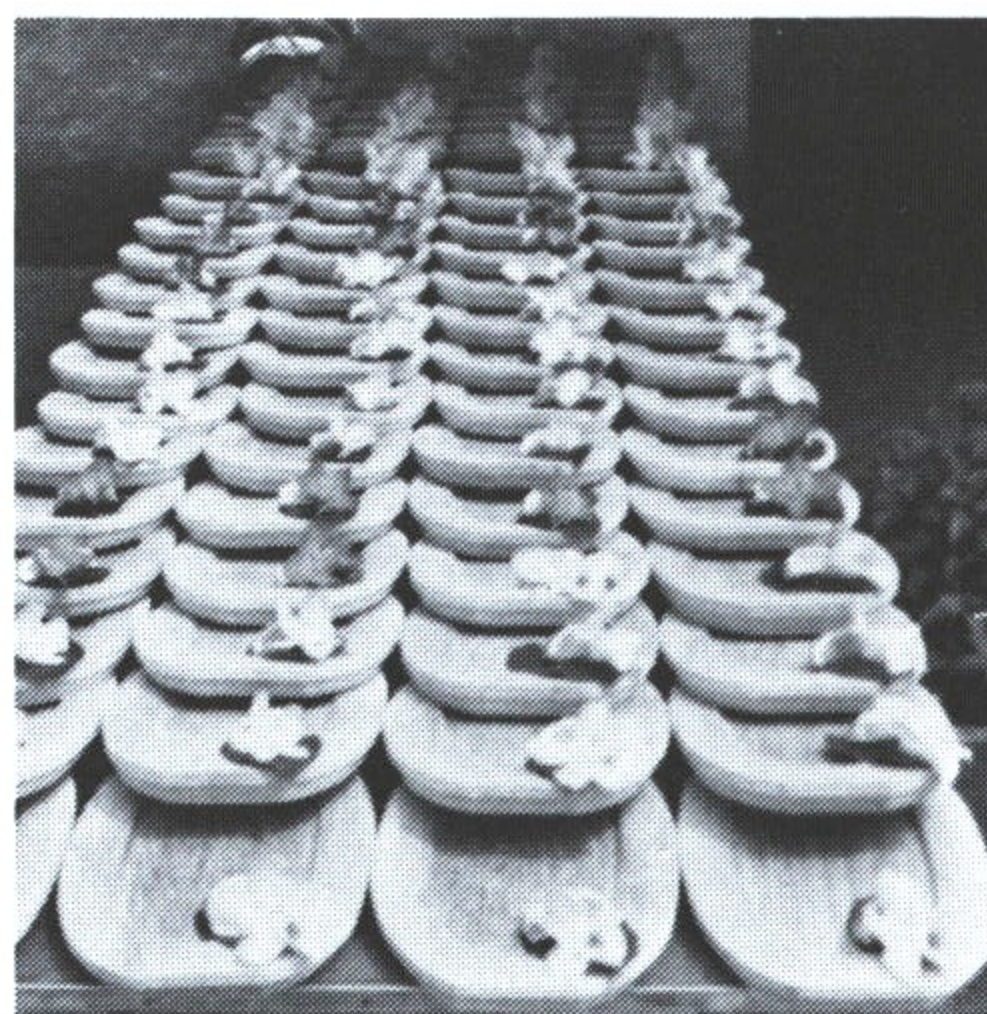
ALL DAY NAA MEMBERS, THEIR FAMILIES AND GUESTS DEPART FOR HOME OR POST CONVENTION TOURS AND VACATIONS

STATE AUCTIONEERS LICENSE COMMISSIONS — Colonial Room, Mezzanine Level — Officials of the various State Auctioneers License Commissions will meet in the Colonial Room, Mezzanine Level, at various times during the convention so that NAA auctioneers, interested in discussing the auction laws and regulations of the various states, may obtain information on the laws. **Jake Barnard, Jr., Chairman, Bowling Green, Kentucky, Hugh Miller, Co-Chairman, Evansville, Indiana.**

Pictorial Review of Convention Highlights . . .



KIANA LODGE — Friday night's Clambake and Salmon roast event.



PLATES ready for the Salmon at Kiana Lodge.



TOTEMS AND TRADING POST at Kiana Lodge.



THE GOODTIME II — transportation to Kiana Lodge on Friday night.

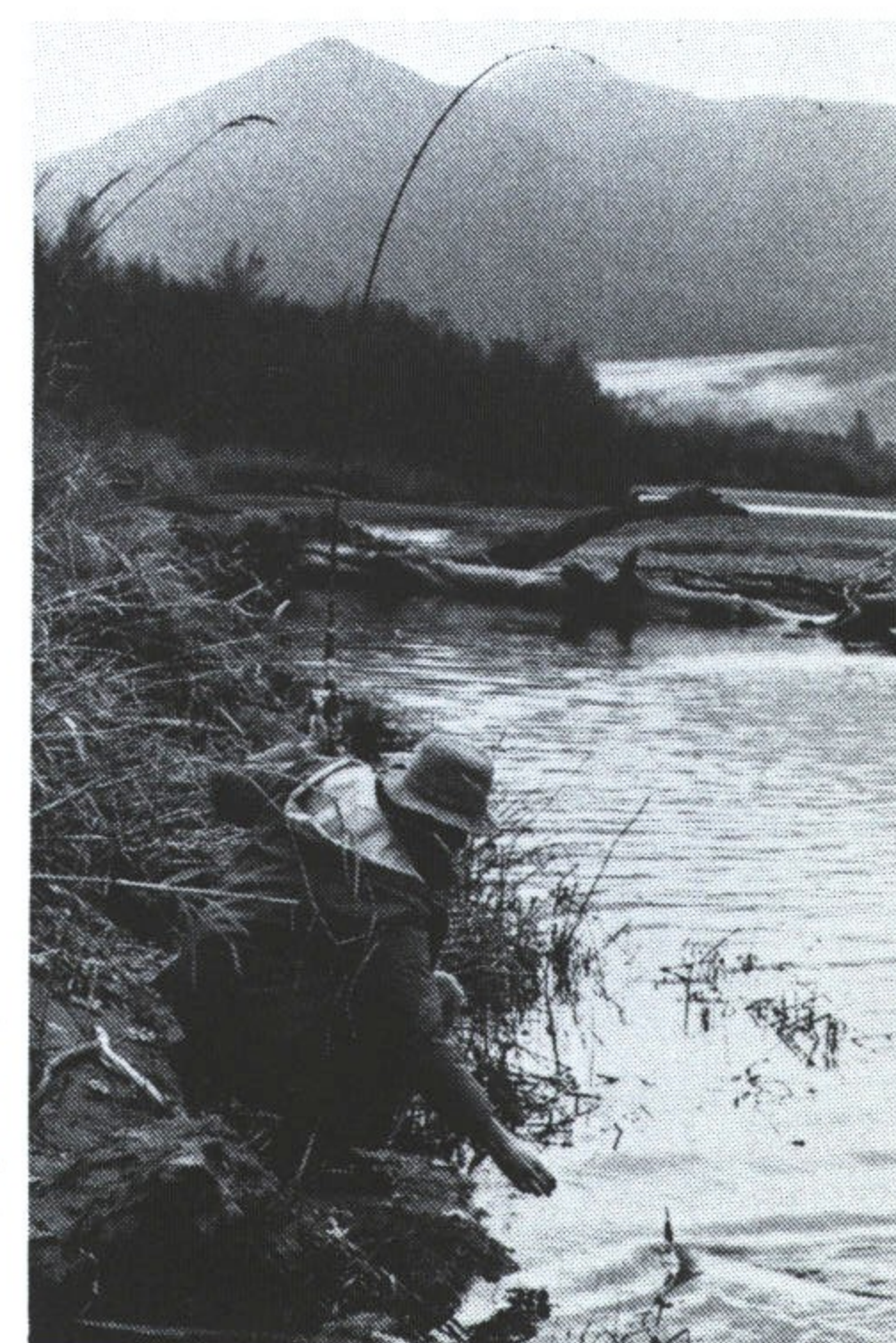
REELING IN A COHO salmon in a river, near Seattle — a pre or post convention activity.



PATTI BROWN at the harp — Wednesday night's Reception entertainment.



DR. GEORGE LaMORE — Saturday night banquet speaker.



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1977

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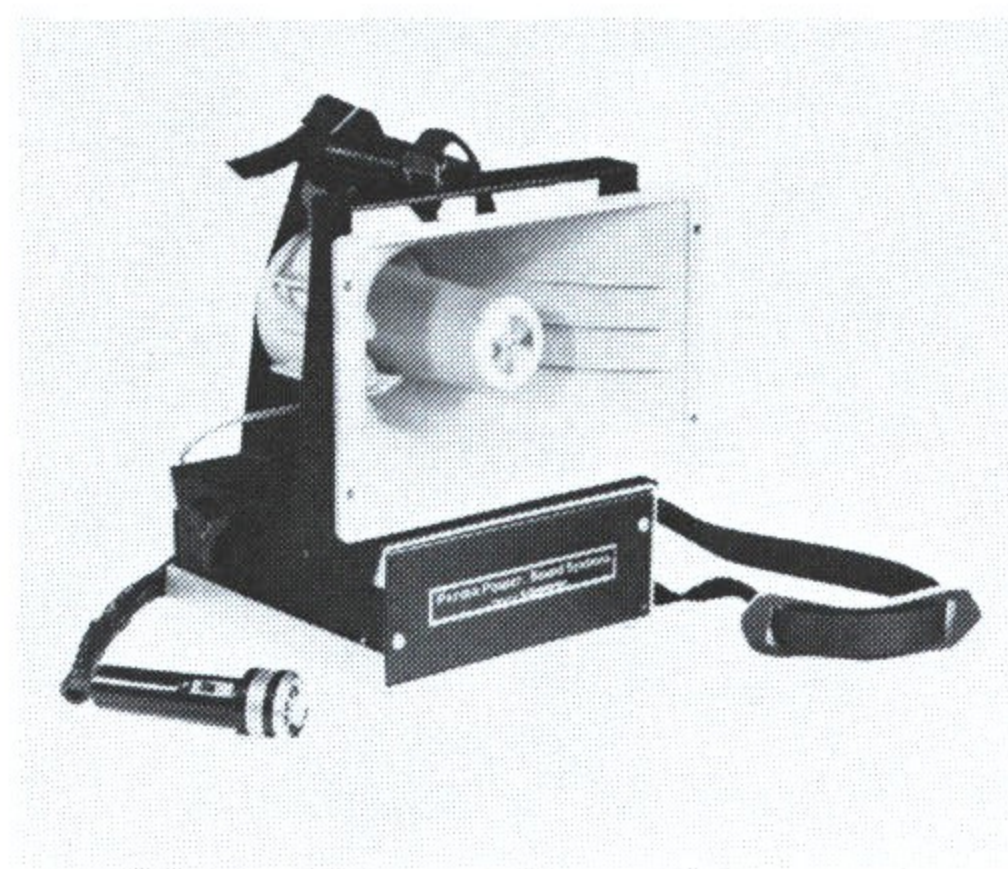
For Information
TODAY!



A Student Auction in progress. Students conduct real "live" sales at the Mendenhall School.

ALSO

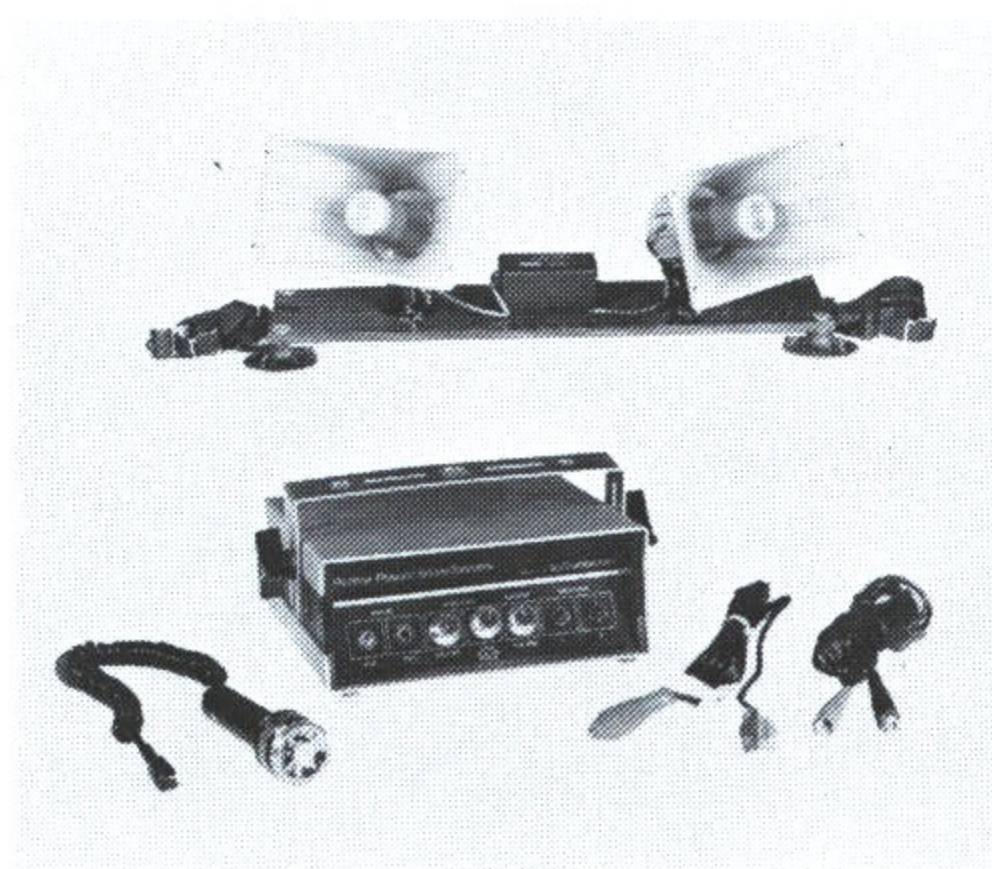
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Pulstar 132-A

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Hotel Room Reservation Form

1977 Seattle National Auctioneers Association Convention — July 28-29-30
(Pre-Convention Activities Begin on July 25-26-27)

Complete the Following Form and Mail To: **THE OLYMPIC Hotel**
Fourth at Seneca Street
Seattle, Washington 98111

Please Reserve the Following Rooms:

- _____ Single Rooms at \$30
- _____ Double Rooms at \$39 (\$6 Charged for each extra person in room.)
- _____ Twin Rooms at \$39
- _____ One Bedroom Suite at _____ \$65 Standard; _____ \$80 Medium; _____ \$105-\$135 Deluxe
- _____ Two Bedroom Suite at _____ \$100 Standard; _____ \$115 Medium; _____ \$140-\$170 Deluxe

(NOTE: All room rates subject to additional 5.4% State Sales Tax)

_____ I am arriving after 6:00 p.m. Please hold my room on a guaranteed payment basis.
(Reservation will be held to 6:00 p.m. unless later arrival time specified.)

There will be _____ persons in my party.

Arrival Date _____ Hour _____ P.M.
A.M.

Departure Date _____

Name _____

Address _____

City _____ State _____ Zip _____

Due to demand for room accommodations at THE OLYMPIC Hotel by those other than members of the National Auctioneers Association, it is requested that all reservations be made prior to June 15, 1977. The hotel will release the block of rooms now being reserved for the National Auctioneers Association after that date. Make your reservations early! (Note: If cancellations are necessary, please inform the hotel so that the rooms may be assigned to others in need of rooms.)

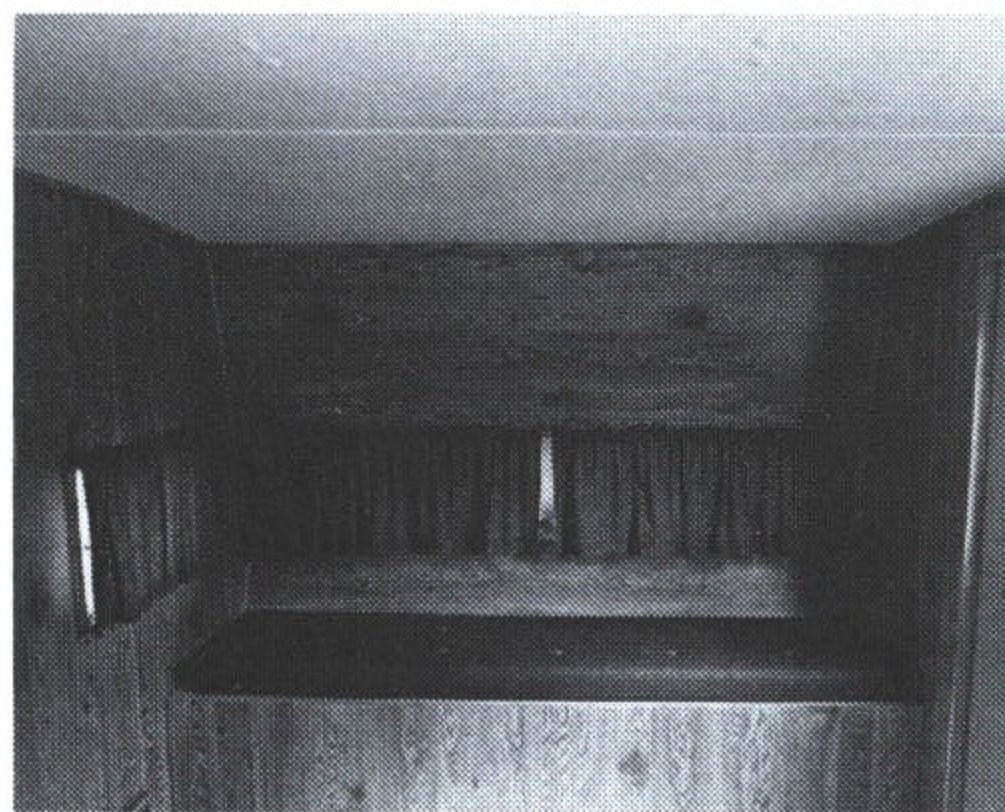
This is your Hotel Room Reservation Form ONLY. The Advance Convention Registration Form will be published in a later issue of THE AUCTIONEER magazine.

Professionalize Your Auction Use the Patented Clerkmobile™ Auctioneering System With a Clerkmobile Trailer and Clerkmobile Auction Top

By Art Feller



The CLERKMOBILE Trailer and Auction Top.



Cashier counter top and storage drawers (left). Front view of CLERKMOBILE Trailer, showing seat and storage.

HIGHLIGHTS OF PATENTED CLERKMOBILE AUCTIONEERING SYSTEM

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- **Cashier never has to report figures.**
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- **CLERKMOBILE Trailer office displayed in center of auction.**
- **Portable units available for inside sales.**
- **More buyers attend because of fast movement of sale.**
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The Patented CLERKMOBILE Auctioneering System used with a CLERKMOBILE Trailer is a proven successful method. Development began in 1965. Application was filed in 1971 with the U.S. Patent Office by Art Feller. Auctioneers can double their sales effort using the patented CLERKMOBILE Auctioneering System.

U. S. PATENT OFFICE PATENT NO. 3,837,682

ITEM	
BUYER NUMBER	
PRICE	\$
ITEM	
BUYER NUMBER	
PRICE	\$
ITEM	
BUYER NUMBER	
PRICE	\$
ITEM	
BUYER NUMBER	
PRICE	\$
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ITEM	
BUYER NUMBER	
PRICE	\$

TOTAL SHEET 3

The Patented CLERK System used with a is a proven successful began in 1965. Application with the U.S. Patent Auctioneers can double using the patented tioneeering System.

5

Patent — U.S. Patent No. 3,837,682

**AFTER YOU BUY
DISPLAY OR HOLD YOUR NUMBER UP IMMEDIATELY**

MY NAME IS _____

ADDRESS _____

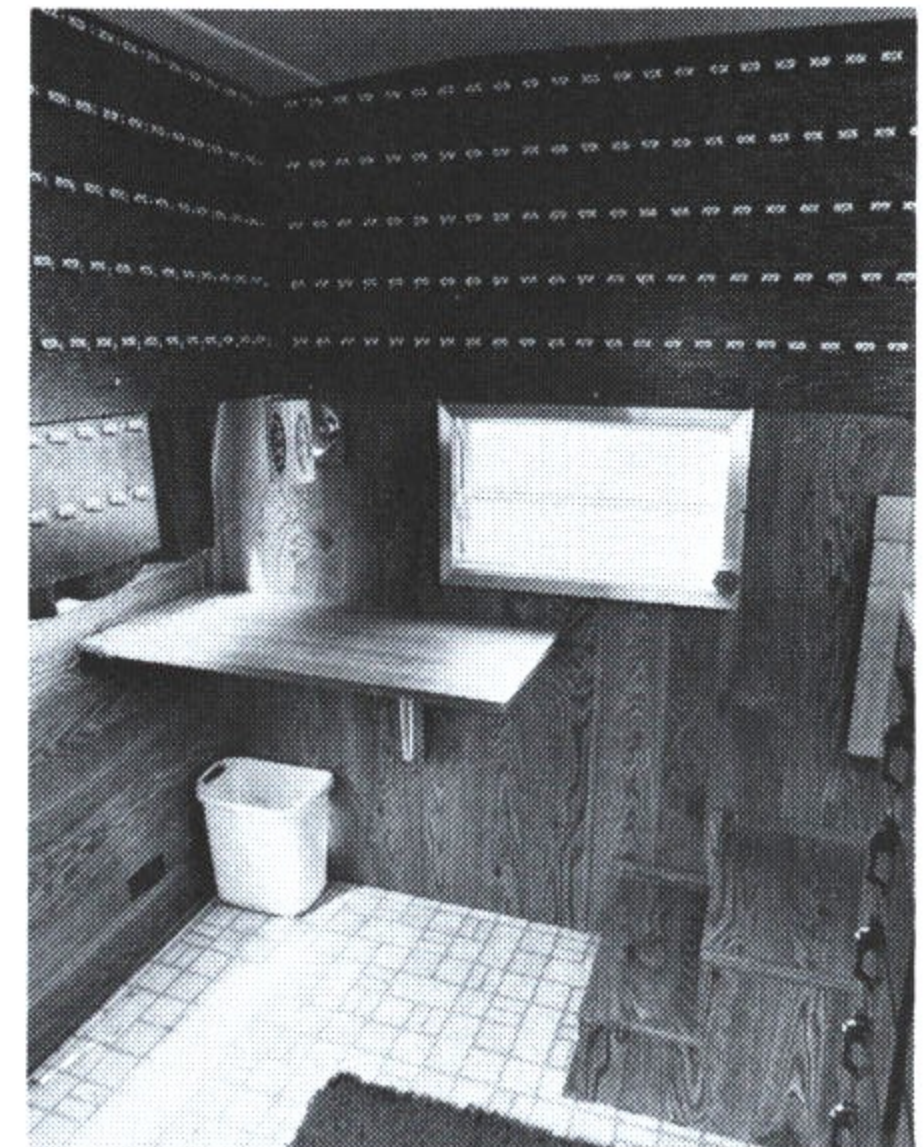
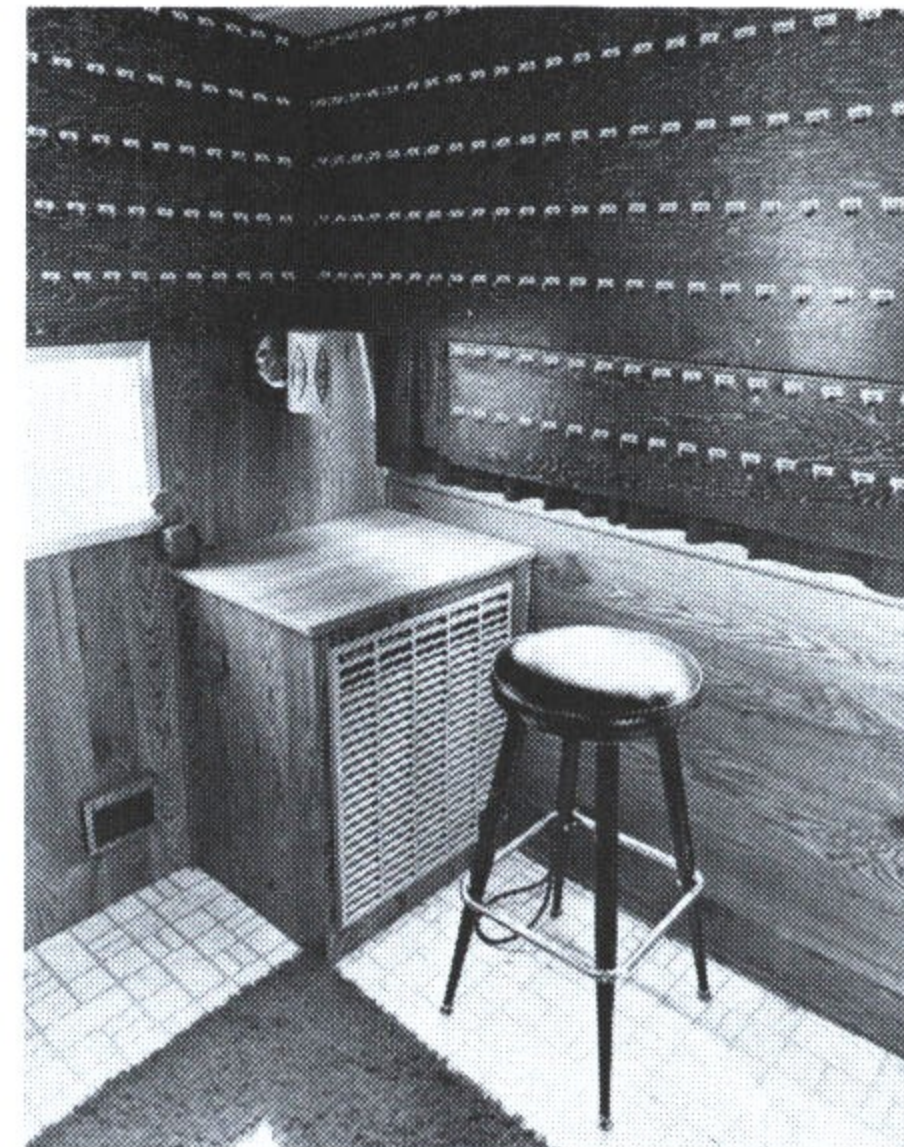
PH. NO. _____

I AGREE IN BUYING UNDER THIS NUMBER PAYMENT WILL BE MADE TODAY (CASH OR CHECK). MERCHANDISE OR GOODS WILL NOT BE REMOVED FROM THIS PROPERTY AND TITLE REMAINS IN THE OWNER UNTIL PAID IN FULL.

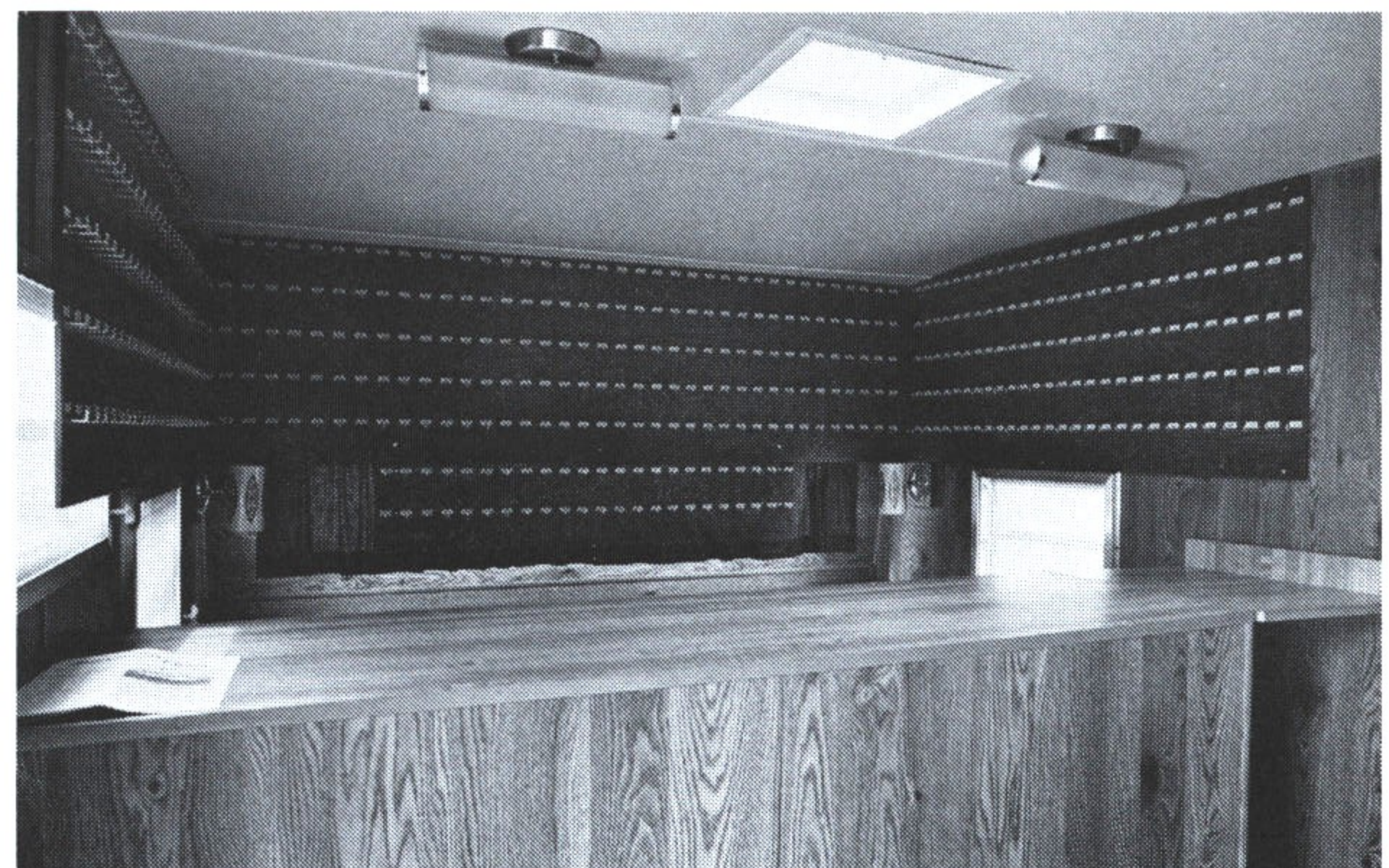
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Clerk Sheets

Note that the CLERKMOBILE Trailer comes equipped with a Clerkmobile Auction Kit that may be used with the patented CLERKMOBILE Auctioneering System.



Inside right and left rear views showing gas heater and cashier work desk.



Patented system installed in CLERKMOBILE Trailer

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National Auctioneers Association

1977 Advance Convention Registration Form

Advance Registration Deadline July 1, 1977. Any and all Registrations Received After July 1, 1977 Will Be At The \$45 Regular Registration Rate.

Auctioneer's Name _____
Please Print Last First Middle Initial

Preferred First Name _____ Is This Your
Or Nickname to Appear First NAA
On Convention Badge _____ Convention? _____ Yes _____ No

If Spouse or Guest Attending,
Give Full Name to Appear on Badge _____

Your Address _____

City _____ State _____ Zip _____

Name Additional Family Or Guests This Registration Includes:

Please Indicate Total Number of Registrants in Each Activity Selected and Total Amount Selected

Registration Fee(s) Enclosed For:

_____ Individual(s) @ \$35 each for Advance Registration (includes registration fees for badges and program, in addition to Thursday luncheon and program; Thursday evening's entertainment; Friday evening bus and boat transportation to and from Kiana Lodge plus clam and salmon roast dinner; and Saturday night Banquet and Ball). Total \$ _____

Special Event(s) Fee(s) Enclosed For:

_____ Individual(s) @ \$8.25 each for AUCTIONEERS' Luncheon on Friday, July 29 — luncheon and program hosted by Washington State Auctioneers Association. Total \$ _____

_____ Ladies @ \$7.25 each for LADIES AUXILIARY Luncheon and program on Friday, July 29. Total \$ _____

ADD UP TOTAL FOR ALL EVENTS SELECTED ABOVE: TOTAL \$ _____

Make check payable to: National Auctioneers Association and send check (TOTAL ADVANCE REGISTRATION PAYMENT) to National Auctioneers Association, 135 Lakewood Drive, Lincoln, NE 68510. NOTE: Advance Registration Fees must be submitted and received at the NAA Office on or before July 1, 1977.

This form is for NAA Convention Advance Registration Only. For information on and registration for Pre and Post-Convention Tours and Activities, see other form in this issue of THE AUCTIONEER magazine.

Room Accommodations will be limited at the Olympic Hotel. Please use the NAA Convention Hotel Reservation Form and reserve your room accommodations' needs IMMEDIATELY! The Hotel Reservation Form also is included in this issue of THE AUCTIONEER magazine.

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Pack Your Bags and Head For Seattle . . . It's Time!

Just Like Heaven in '77

By Robert F. "Bob" Losey, Sr.
1977 NAA Convention Chairman

This is about the last time you'll be hearing from me before you reach Seattle for the 1977 NAA Convention. I hope all my pep talks over the last few months have done their job and you are finalizing your plans for the whole family to attend.

As you can tell by the schedules published in this issue, we have a very eventful convention planned. So I do hope that you have already made your hotel room reservations and advance registration, because so much of the planning depends on how many people have pre-registered.

For us to keep all of the hotel rooms that have been set aside we must have those early reservations. Remember you can always cancel if you can't make it.

I guarantee that this trip will be one of the most memorable your family has ever made.

We have had some heartening returns for several of the pre-convention tours, but remember that on the Monday and Tuesday tours we need those reservations as soon as possible. We especially need early reservations for the Salmon Derby, North Cascades Tour and the Beachcombing Tour. I know it's a little late for the Salmon Derby, but if you get us a check right away we might still be able to get you in.

The Salmon Derby should be very exciting, and if you like to fish you shouldn't miss it. I'm afraid I remember the rolling swells better than I remember the actual fishing, but you should have great weather.

July is usually the peak of the Salmon fishing season, so it should be a day you long remember. Just remember that the Salmon Derby is two days so you would not be able to attend the activities for Tuesday.

On the North Cascades and the Beachcombing tours, each of these tours require several arrangements and guaranteed numbers of reservations with quite a few different parties, so let Roberta Abhold know before July 1st if you are planning on going.

I know that personally I'm glad I'm not the one who has to decide which trips my family will take. I know that there isn't one of them that I wouldn't have a great time on. That's my problem, I want to take all of them.

The Golf Tournament at Mt. Si Golf Course scheduled for Tuesday afternoon, July 26, will be exciting for many reasons besides your golf score. The setting is breathtaking as the course is nestled in the Cascades. The chairman, Fred Woods of Vancouver, has had great experience with golf tournaments and has come up with some great ideas. One that I feel I can tell you about ahead of time is that each golfer will receive a hat with the NAA insigna on it for the tournament and to keep thereafter.

On your Pre and Post Convention Activities registration form there has been a charge for Tour G, the Downtown Shuttle of \$2.25. I am proud to announce that through the auspices of several individuals and state associations, the shuttle buses will be sponsored. Therefore, all you will need to board the shuttle will be your NAA Seattle Convention registration badge. Because of the sponsors we have been able to increase the itinerary of the shuttle so not only will it stop at Chinatown, Pioneer Square, Pier 54, Pier 70 (which covers our waterfront) and Pike Place Market, but we are including a stop at the Seattle Center across from the Hansen's Bakery Shopping Center so that this will really expand the number of shops, sights and restaurants.

Don't forget that when you get a chance you must take at least one ride to the top of the Space Needle at the Seattle Center. The view from up there is out of this world. It is a full 360° view of Seattle, its Sound, lakes, mountains and city.

Previously, we have told you about the schedule for

Wednesday night, but I would like to say a few more words about the entertainment. Patti Brown, our harpist, besides being a gorgeous redhead, has studied the harp since she was a small child at her mother's knee (her mother recorded the harp music for our famous fountain). She continued her studies on into college and now she teaches the harp and performs all over the greater Seattle area.

Helen McNab, our soloist, has been performing in the Seattle area for many years. She has several records out, has performed in concert and starred on stage.

The combination of Patti and Helen will be a first for the auctioneers, and they are working on a power packed program.

For a little comic relief in all of our elegance, the talented Henry Brooks of Massachusetts, has promised us a side splitter performed by your own NAA members.

Now my favorite music is ragtime. My off key voice will lend enthusiasm if nothing else to the sing along with the "Yesteryears". These ragtime piano and banjo duo are dynamite. They have performed all over the Seattle area lounges and are usually held over.

As you can see, Thursday's schedule is jam packed for both the auctioneers and their families. Don't forget the morning style show, ladies. Nordstrom's is tops and it is being brought to you by our convention co-chairman, Winona Losey.

The variety show, headlined by Stan Boreson, should be great. Stan has long been one of my favorite performers, and I've heard that Dave La Kay will really astound you.

Past NAA President Jim Messersmith is doing a bang up job on the annual Fun Auction, along with the help of the Washington State Auctioneers Association. He has some new ideas that will make it the most outstanding Fun Auction in the history of all the NAA conventions.

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1. Get more AIDD — attention, interest, desire, decision.
2. Break the monotony of bid calling.

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by Earl D. Wisard, Auctioneer
R 1, Dundee, Ohio 44624

Remember, he needs your help, so please bring items for the auction with you and it will be the best yet. I always found it pretty easy to have four crates of apples fly with me.

Remember to pack a sweater for Friday's Salmon Barbeque at Kiana Lodge as it may get chilly on the Sound at night, no matter how hot it got in the day time. Yours truly and Mick Sather, WAA president, will be narrating these boat rides which will pass the shipping in Elliot Bay, the beautiful homes on the canals and back by the Bremerton naval yards. So it's going to be quite an interesting trip.

I personally never tire of the trip crossing Puget Sound even though I take it so often, and the Sound is usually never rough in the summer. Of course, my favorite view is coming into Elliot Bay at night.

The Saturday convention schedule, as usual is jam packed. Besides the educational workshops, the general meeting should never be missed. It has always bothered me when I would see people skip the most important time at the convention. Believe me, **it's not dull. This is your chance to participate, so count on being there.**

During the Banquet we will dine to the music of Al Bice, organist. Following the Banquet we will end our convention with dancing.

President Lyle Erickson has arranged to have as our speaker at the Saturday night President's Banquet, Dr. George La More, President of Iowa Wesleyan College. Dr. La More will provide you with inspiration on the closing night of our NAA Convention.

As you can see from the schedules, we've great plans for the entertainment of the young people attending the convention. Paula Heaverlo has been working very hard to make sure the kids will be busy. **Paula really needs to know from you how many children you are bringing, their ages and the approximate day you will be arriving so she can make the arrangements for the Day Care Room.** It can't be



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This copy partially compiled by Ed Vierheller, Graduate 1960, and past member, Board of Directors, National Auctioneers Association.

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set up at the last minute, so we need that information now if it's to get off the ground.

Send Day Care information to Paula Heaverlo, Rt. 1, Box 50, Keys Rd., Yakima, WA 98901.

We really have the plans, so bring the kids. We love 'em. In the end it seems that they get more out of the conventions than we realize as my granddaughter has attended nine conventions, and she has retained more of what she has seen than I think we have. That in itself makes the cost worthwhile.

Get your hotel reservations in now and register in advance — be a part of this great convention in Seattle. Bring a good supply of business cards.

First timers, we have many surprises in store for you!

Bring Many Business Cards To the 1977 NAA Convention

At every NAA Convention, new friends are made and new associations are formed. But, many times the names are forgotten, unless the name is written down immediately.

A good way to remember those new friends is to offer them your business card when you meet. Therefore, NAA Convention Chairman Bob Losey has asked all auctioneers, who are attending the 1977 Seattle Convention, to bring along many business cards to exchange with your fellow registrants.

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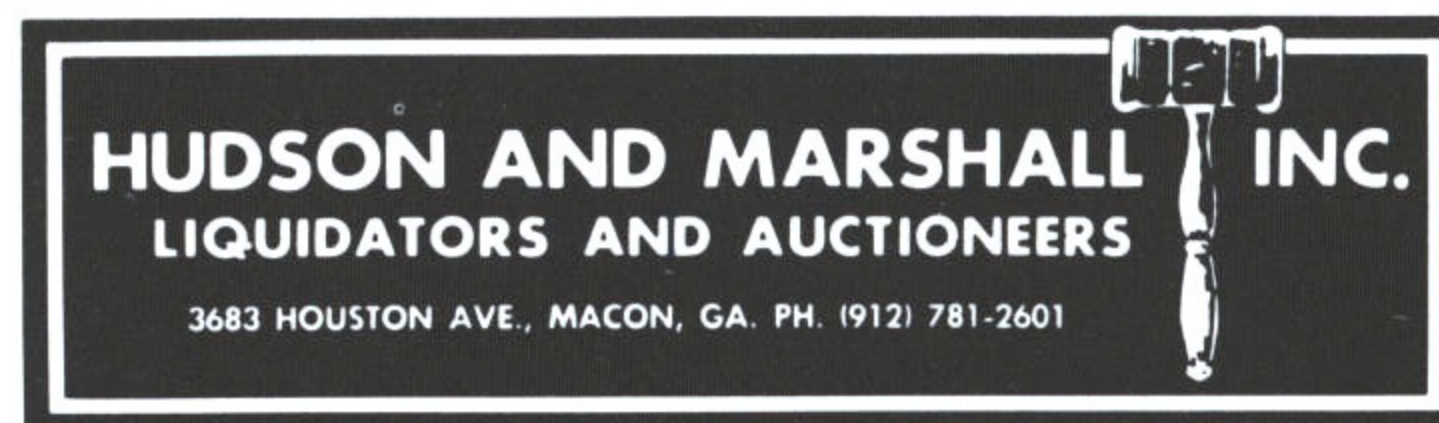
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April Issue of Auto Auction Newsletter Questions IRS Status of Auctioneers

The April issue of THE AUTO AUCTION newsletter published an article entitled, "IRS STATUS OF AUCTIONEERS IN QUESTION". The Auto Auction newsletter is published by Bernard Hart, Executive Secretary of the National Auto Auction Association, and the question raises some valid points and asks questions, the answers of which will be of interest to all auctioneers. The article is being reprinted in its entirety and if any auctioneers have had any experience on the subject, forward your comments to the NAA, c/o Executive Director Harvey L. McCray (135 Lakewood Drive, Lincoln, NE 68510) and Bernie Hart will receive copies of any and all comments from the NAA Office.

"It has always been the general opinion that an auctioneer was treated on the basis of an independent contractor when performing the usual professional services expected. This has been an accepted practice with auto auctions since their inception. It means that the fees paid to an auctioneer for his services were not subject to Federal Withholding taxes and FICA assessments.

"Not so says the IRS in New Jersey. Several auctions in our Eastern Zone have been under investigation for carrying out the above practice. One particular auction has lost its first round in the courts with a decision being made in favor of IRS.

This case is now being appealed in a higher court.

"This is a very serious matter and will effect auctioneers and those who hire them should this New Jersey ruling stand. Expenses to and from the place of work of a salaried individual are not tax exempt. Those auctioneers who travel a few hundred miles from auction to auction or from home to auction and return will be unable to deduct these travel expenses if they are treated as employees and have their employers deduct federal taxes from their pay checks. The National Auctioneers Association has been alerted to this situation. And as an employer of auctioneers, are you going to be happy about paying IRS those back taxes and penalties?

"If any auctions have had any experience on this subject, please notify the NAAA executive office in order that we may have as much information as possible."



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Attention NAA Golf Tournament '77 Chairman:

I plan to be in Seattle on time on Tuesday, July 26, 1977, to play in the NAA Golf Tournament at Mt. Si Golf Course (my hotel reservations have already been made, etc.). Please include me in the group, who will try and beat NAA President Lyle Erickson in this year's tournament:

Name _____

Address _____

City _____ State _____ Zip _____

Suggested Handicap _____; Actual Handicap _____;

Send completed form to: NAA Golf Tournament '77, 135 Lakewood Drive, Lincoln, NE 68510.

Rhode Island Auction by Longo Gallery Offers Current Prices for Art & Books

Wm. D. Longo Auction Gallery of Warwick, Rhode Island, recently submitted a list of prices realized at a recent auction. William D. Longo of Cranston, is and has been a member of the NAA for some time.

Some of the items sold by the Longo Gallery (Note: the editor selected only a portion of the items sold, without having any preference to title, style, etc., and the sampling may offer the reader information on the going prices) include:

HOUGHTON GALLERY — a set of prints engraved after the most capitol paintings in the collection of H. I. M. Catherine II, Empress of Russia, late in the possession of the Earl of Oxford at Houghton in Norfolk. Two volumes, Atlas folio, 28 views, plans, etc., of Houghton Hall and fine impressions of the portraits of Catherine II by Caroline Watson and Sir Robert Walpole by James Watson and of the 133 beautiful engravings, early impressions, many fine proofs before letters. Extremely rare with the two Van Huysum plates, early impressions — John and Josiah Boydell, London, 1788. This copy sold at Hamilton and Beckford sale in 1882 for L205 — \$725; JENKINS, JAMES — the martial achievements of Great Britain and her allies, 1799-1815, with Col. Vignette title, arms of the Duke of Wellington and 51 fine aquatint plates. London, 1814. Fine copy, rare, bookplate of Sir Robert Jones — \$825.

LANDSEER, THOMAS — Monkeyanna, designed and etched by. Twenty-four plates, proof on India paper, Pall Mall 1828 — \$100.00; FRANKAU, JULIA. William Ward, A.R.A., and James Ward, A.R.A. Their lives and works. A portfolio containing forty engravings in Mezzotint and Stipple, printed in monochrome and colours. London, 1904. Large folio, 24" x 18" — \$65.00; ROWLANSON. Approximately 150 color plates from Dr. Syntax Books. 1813-1822. Some duplicates — \$360.00; NIMROD. Life of a Sportsman. 36 color plates by Alken. London 1842. (C. J. Apperly). red mor., has book plate of Wm. Henry Smith Viscount Hambleton. Fine copy — \$375.00; WILLIAMSON, CAPT. THOMAS — Wild Sports of the East. 40 aquatints printed in color by H. Merke after Williamson. Publisher T. M. McLeau, 1819. Plates Pristine, rare in this condition — \$700.00.

MASON, G. H. — Costume of China. London, 1800. Illustrated with 60 color engravings and explanations in English and French. Two front endpapers damaged. Fine copy, small folio, 10" x 14" — \$375.00; HARDING, ED. — Costume of the Russian Empire. London, 1803. Illustrated with 70

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color engravings, dedicated to Princess Elizabeth. Small folio, 10" x 14". Book plate of Rt. Hon. Lord Gray — \$330.00; SIR GODFREY KNELLER — 47 original mezzotints by John Fabre after Kneller. Kit Kat Club of London, 1735. Folio, prints 14¼" x 10¼". Fine copy, rare — \$125.00; CRUIKSHANK, Geo. 82 Illustrations on steel, stone and wood. Letterpress description. London, 1860. Fine Copy, rare — \$100.00; MATTISE, Henry — original lithograph (Tate de Femme, Lithographie Originale). Signed Matisse, 50/200; 11½" x 16½" in mount — \$525.00; THE TURNER GALLERY — a series of 120 engravings from the works of the late J. M. W. Turner, New York. Rubbed, marbled endpapers, gilt edges — \$110.00; MARTIN, JOHN — Illustrations of the Bible, designed and engraved by J. Martin. London, 1839. Mezzotints, folio — \$170.00.

CIVIL WAR AND MINNESOTA LAND — papers of Charles R. Eldredge and younger brother, Samuel, from Rhode Island. One of first pioneers to settle in Minnesota (Northfield Prairie Creek, Warsaw). 15 long descriptive letters involving claim jumpers, Indians, mining, etc., 1857-61. Descriptive Civil War letters by Charles Eldredge, 1862-64. 12 Civil War letters from brother Samuel, taken prisoner by the rebels, etc. with a guerreaotype of Samuel — \$300.00; BEERS — Atlas of New York and Vicinity. With several pages of views; New York 1867. Few tears, covers loose, very good copy — \$100.00; EARLY SLAVERY — 1819 Bristol letter written by a slave who belonged to Jacob Babbitt, to his wife Mrs. Babbitt, name of slave "Quasshie". Praise for the Babbitts for caring and educating him. Letter pasted in scrapbook, containing Bristol and Babbitt family clippings. With an original drawing of Major Babbitt by Augustus Hoppin and an early broadside, St. Michaels Church plan of pews — \$70.00; DOCUMENT signed by James Madison — appointing John B. Barton Surveyor of the port of Providence, Rhode Island, with the seal of the U.S., January 18, 1814. Approx. 10" x 19" signature clear, slight tears, mended at folds — \$135.00; BOSTON CARPENTERS RULES — the Rules of the carpenters in the town of Boston. Formed and most accurately corrected by a large number of the first workmen of the town. Printed for the Proprietors, 1800, 21 names of committee and attested by the signature of Thomas Stutson, Secretary. Nice & clean — \$500.00; CANADIAN SCENERY — Illustrated by W. H. Bartlett. London, 1842. 2 volumes in one, leather binding, marbled endpapers. Very good — \$750.00.

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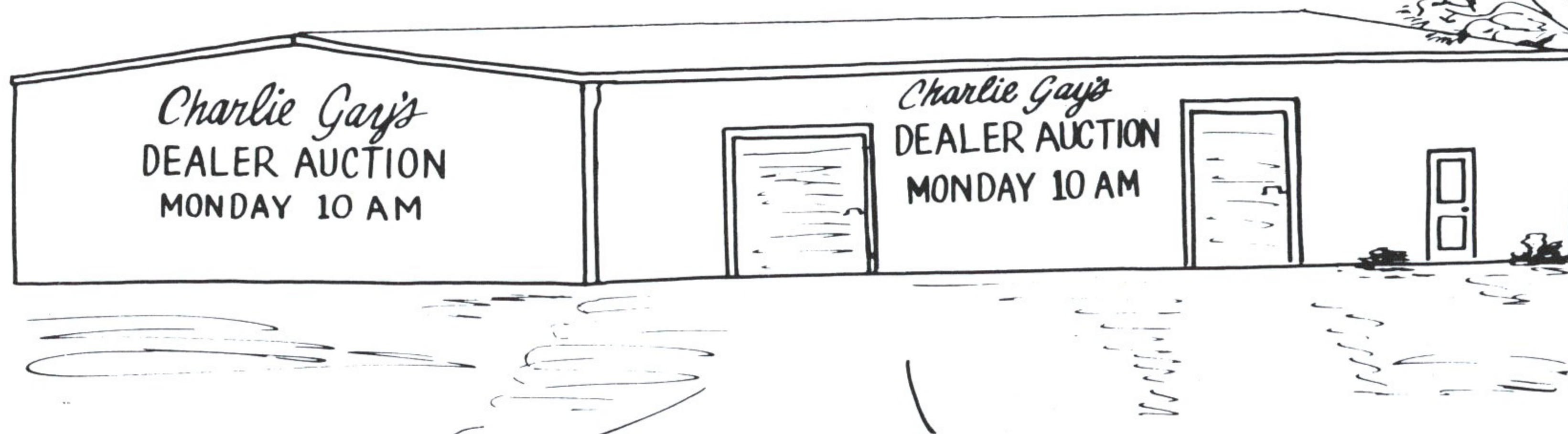
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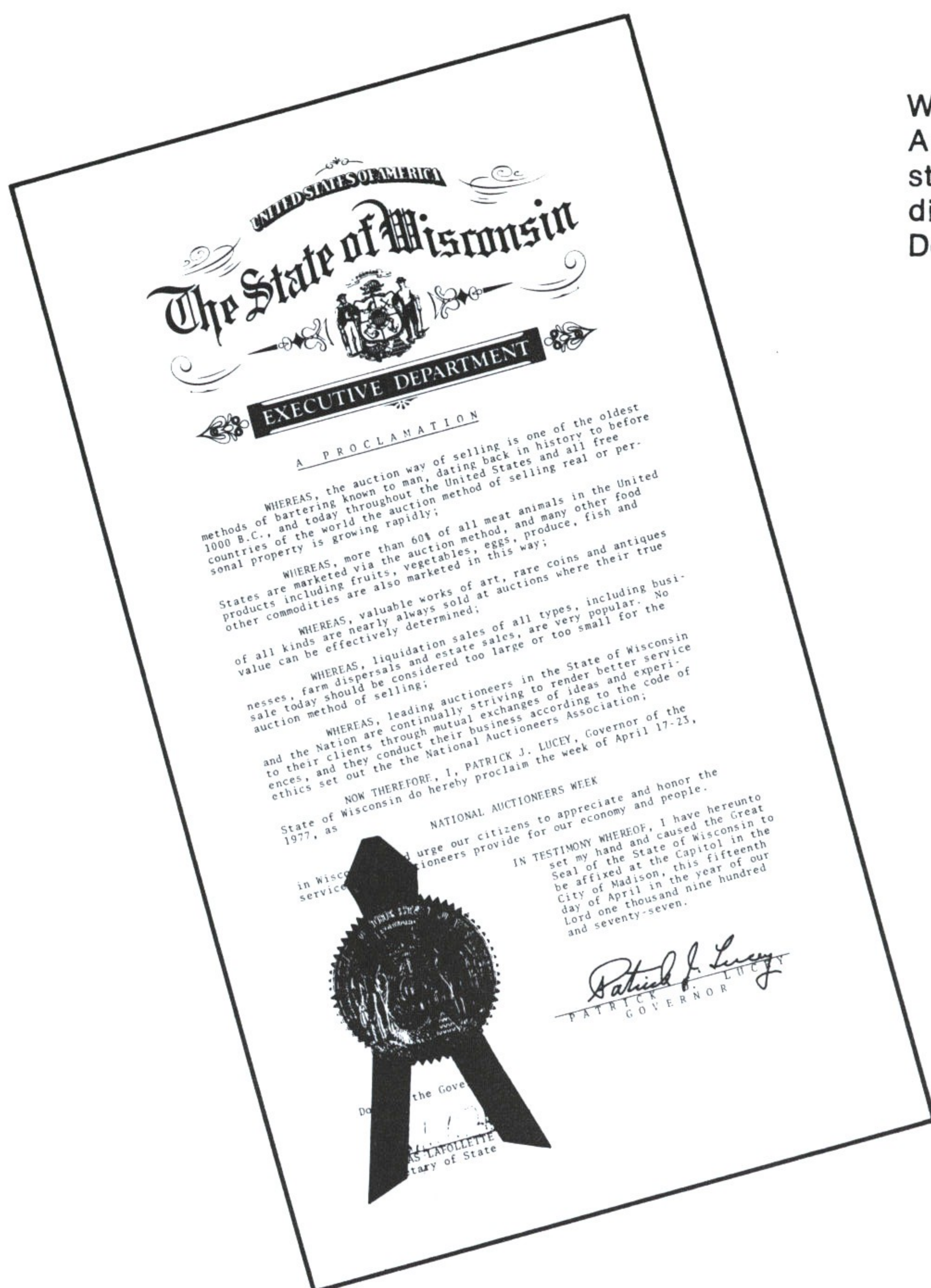
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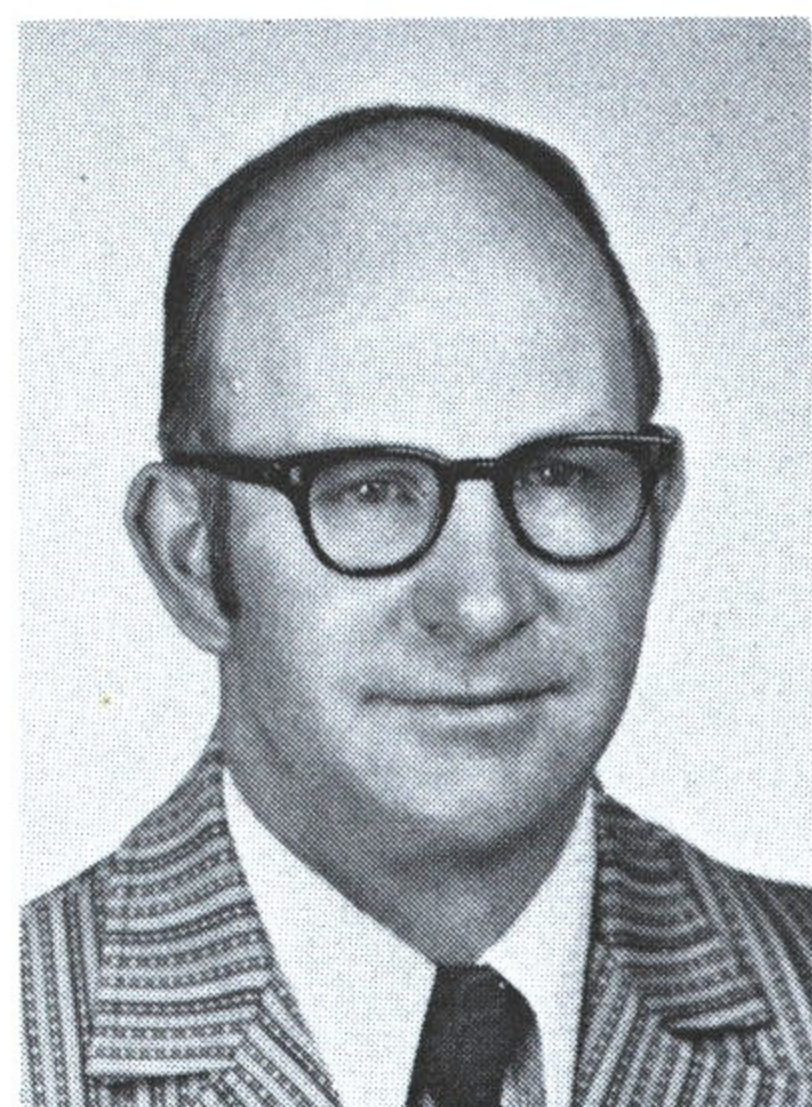
Governor Lucy Signs Proclamation In Wisconsin for Auctioneers Week

WISCONSIN GOVERNOR Patrick J. Lucy recognized National Auctioneers Week with the proclamation above. Using the standard form, as submitted by the NAA, the State added dignity to the proclamation by using their official "Executive Department" format and state seal.

Maryland Governor Signs Proclamation Observing National Auctioneers Week



MARYLAND'S GOVERNOR Marvin Mandel joined the growing list of states, which have observed National Auctioneers Week by having a proclamation signed in that behalf. Pictured above with the Maryland Governor (center) are Maryland Auctioneers Association officers Daniel Billig, Secretary (left) and William Z. Fox, President.



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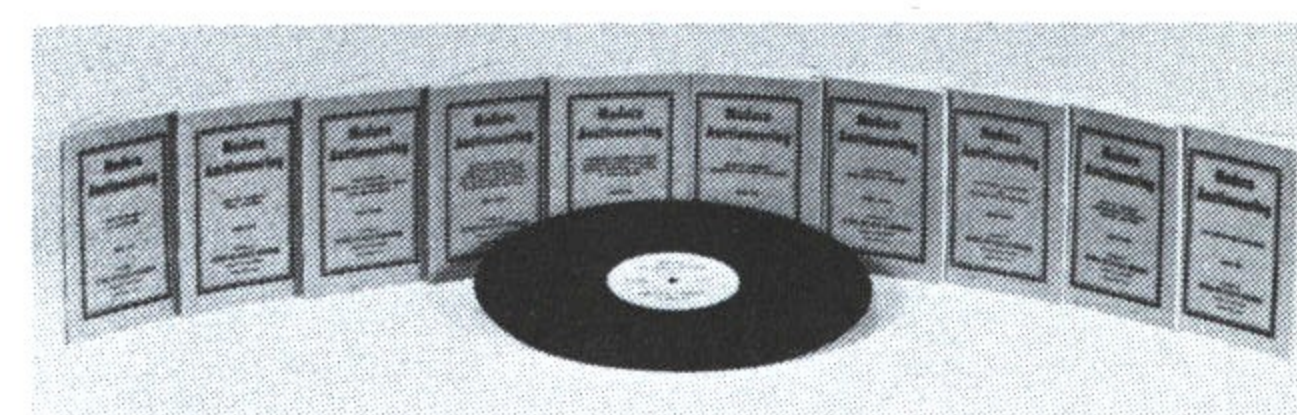
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Stamps Bring Over \$1,000,000

B. G. Coats of Rumson, New Jersey, long-time supporter of the National Auctioneers Association (he was president of the National Society of Auctioneers before the NAA was formed) and frequent contributor to **THE AUCTIONEER** magazine, submitted the following information about the postage stamp auction, held in New York City.

More than \$1,000,000 worth of stamps have been sold at an auction in New York City and not one is likely to grace the front of an envelope.

One of the items sold during the bidding recently was a 24-cent airmail stamp, one of 100 printed in 1918 with the airplane upside down. It fetched \$35,000 from Kenneth Wenger of Teaneck, New Jersey.

Eight "first design" stamps, printed hurriedly in 1861, brought \$78,000 and an 1869 pictorial issue, composed of four stamps with inverted centers, sold for \$85,050.

All told, 273 lots of stamps were sold for \$1,118,875 at the auction which was run by the Robert A. Siegel Gallery of New York.

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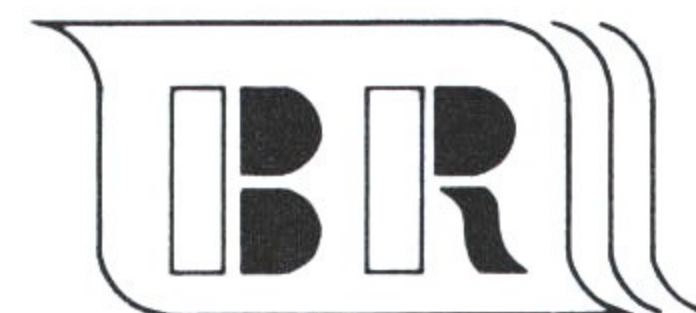
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Iowa Auxiliary Meet

The Auxiliary of the Iowa Auctioneers Association met at the Ramada Inn in Marshalltown on Sunday, April 24th. We had a lovely dinner with the Auctioneers and enjoyed the speaker, Mr. Emmett Butler before going to our own meeting.

There was 34 people in attendance. Marilyn Malmanger, President presided at the meeting. Irene Erickson talked on the changing of the By-Laws. It was decided that each one bring a center piece for the tables at the fall meeting.

After our meeting Mrs. Jeannene Eden of Calamus, Iowa, gave a demonstration on the art of macrame.

Mrs. Howard "Arlene" Buckles
Keosauqua, Iowa

Dear Ladies:

Time sure does fly especially if you are busy and that is what we have been all spring. I thought the winter season was over but the last few days have about caused me to change my mind. It has been cold and there was frost last night.

Doesn't the Convention in Seattle sound wonderful? . . . the tours and the many exciting things to do? Seems like the committee has planned something for everyone. There has been a lot of preparation and planning for the excellent convention program. Also Ladies you won't want to miss the Auxiliary Luncheon and program.

We hope to see you in Seattle for a Great Convention. Let's all go to the Northwest.

Friends

The world is such a busy place
There's so much hurry in it,
Isn't it nice sometimes
To pause for just a minute —
To stop and think about your friends
Who mean so much to you
And then to do some little thing
To let them know they do?

Patsy (Mrs. E. B.) Fulkerson
Jonesboro, Tennessee

Dear Ladies:

Last July, on our return from the St. Louis Convention, I fully intended to sit down and write a note for THE AUCTIONEER. Now, almost 10 months later, I will try to get an article written, but instead of a note it will be more of a "Ramblin' On".

I am sitting in the airport in Indianapolis waiting for Lyle to park the car and then we will fly to South Carolina for their state meeting in Columbia.

When I was president of the NAA Auxiliary in 1970-71, I thought it a great, rewarding experience even though my duties were not too many and I felt very elated to be asked to six states to attend their meetings. I felt I gained much knowledge from the travel, meeting people, etc., and always hoped I left their meetings having given something to each group.

The Auxiliary is growing and now the president's duties have become much greater and the benefits are greater to everyone.

This year, traveling with the NAA president, trying to be secretary, work auctions, be wife, mother and grandma, plus take part in our community affairs, has been quite an experience. I never realized that "geography" could be so interesting and there was so much that the books never publish about the United States.

This year we have traveled from the Canadian border to the Gulf of Mexico and from the Atlantic to the Pacific Oceans, down backwoods roads, etc. The history we learn as we travel is fantastic. The people we've met have all made us feel so welcome and we always have left their meetings feeling we have gained so much and hoped we have given them a bit of good and also made them more knowledgeable of the NAA. Most folks don't realize what a great organization the NAA is, but more and more are finding out by attending the Seminars, CAI and by attending conventions.

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Yes, and when I mention Convention . . . if you haven't made your room reservations, do so now. Plan to take the children, if possible. Here is where "geography" enters into the NAA picture again.

Seeing the area and the attractions is much more impressive and memorable than when you just read about those things. Just the trip to the Convention alone will be marvelous, but the tours that are planned are wonderful, both for young and old alike. Your trip to Kiana Lodge will be one of the highlights of your life.

I could keep on writing about these things, but you can read more about them in the magazine.

It may sound as tho this travel with the President is all a big blast, but I'll guarantee you it isn't! The officers work hard, very hard, to keep a good organization for all of us and to make it better each year.

The men have a good-sized membership, but it is us ladies who are lagging behind.

Girls, with an NAA membership of over 5,000, it really is a shame that we don't even have 400 members. I think that we all feel proud of our husbands' (or sons', or fathers') profession and therefore should show that we care by joining the NAA Auxiliary.

The Auxiliary can be a great help to our fellows in the NAA. The dues are very reasonable so let's see more of you join the Ladies Auxiliary in Seattle. It's worth it!

The states that have Auxiliaries (not all do) have a lot of fun, have educational programs like the men do and find they gain much more knowledge and can be a greater help in the auction profession.

It's almost flight time and I'm ready for another "geography and history" lesson. I've only driven through South Carolina twice and this time we will be able to spend a couple of days, greet old friends and meet new ones.

See you in Seattle!

Mrs. Lyle "Irene" Erickson
Cresco, Iowa

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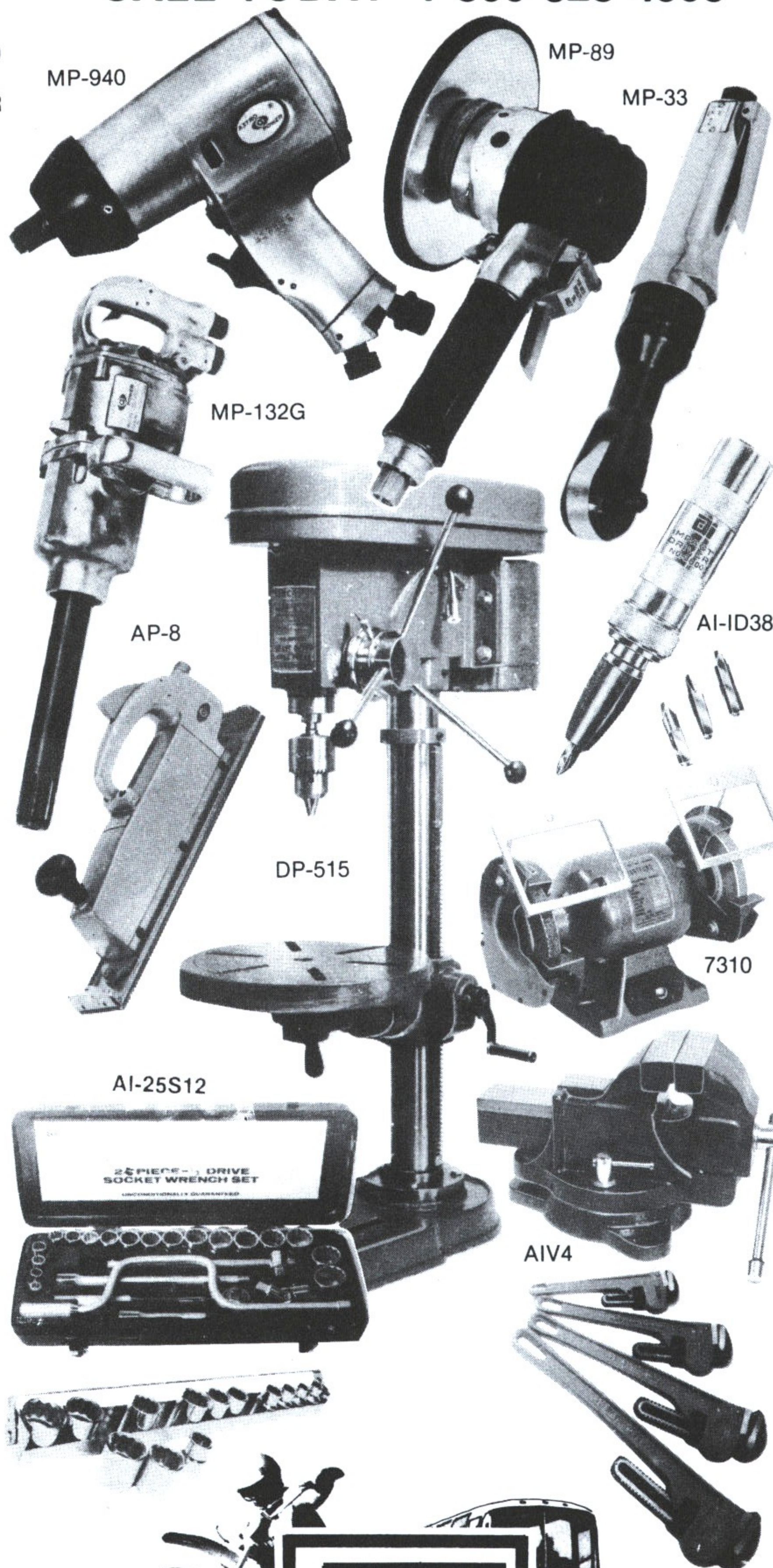
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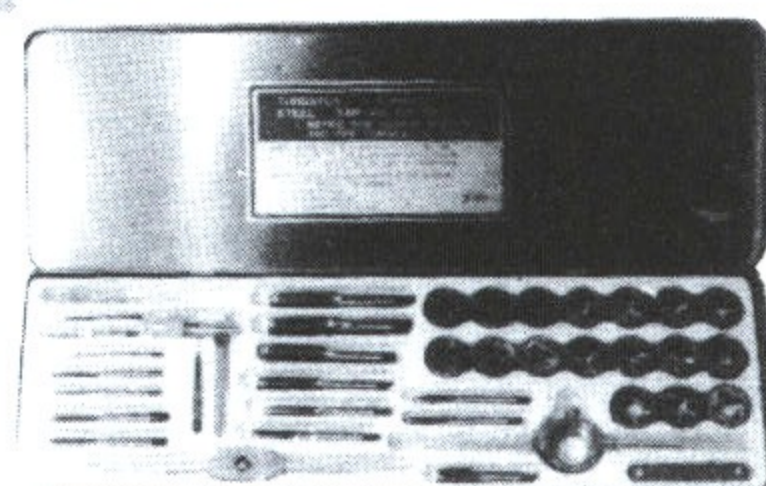
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NAA Board Approves Group Employee Benefit Insurance

Feeling the need to offer auctioneers "and their employees" added comprehensive group life and health insurance protection — employee benefit program with major medical, hospital and accidental coverage — the NAA Board of Directors, at its January, 1977, meeting, accepted the proposal from the American Employee Benefit Association (A.E.B.A.) of Dallas, Texas, to provide a new program for auctioneers and their employees.

Marshalltown Is Site Of Iowa State Convention

Auctioneers, their families and friends gathered for the annual spring meeting of the Iowa Auctioneer's Association on April 24 at the beautiful Ramada Inn in Marshalltown.

Registration began at 10:00 a.m. and continued during the morning. All enjoyed visiting and exchanging auction ideas until noon when a large group were invited by the President, Col. Harold McIlrath of Laurel, for the banquet which was served by the pool.

Col. Leon Joy, Dean of the Iowa Auctioneers, gave the invocation. Auctioneers introduced themselves and their guests and all points of the State were represented.

Iowans were honored to have their own Col. Lyle Erickson of Cresco, President of the National Auctioneers Association and his wife, Irene present. Lyle gave greetings from the National Office; told about the upcoming National Convention in Seattle; and urged Iowans to go. He also spoke on the NAA Seminars and Certified Auctioneers Institute (CAI), which was in April, and told of his visits to the other State Association meetings.

Mr. Emmett Butler of Newton was the afternoon speaker. Mr. Butler is a public and human relations specialist and formerly was with the Maytag Company. He kept the interest of his audience by making many fine points as he told many anecdotes.

A short recess was called before the Ladies Auxiliary, under the direction of Mrs. Marilyn Malmanger of Grand Mound, met for a program on Macrame; the men convened for the business meeting and the children swam in the pool.

During the business meeting the men discussed the license law; the booth at the up-coming Iowa State Fair in August; by-law changes; regional meetings within the State; the 1977 National Convention in Seattle; and some items that must be taken care of at the fall, two-day convention on October 29-30 in the Des Moines area.

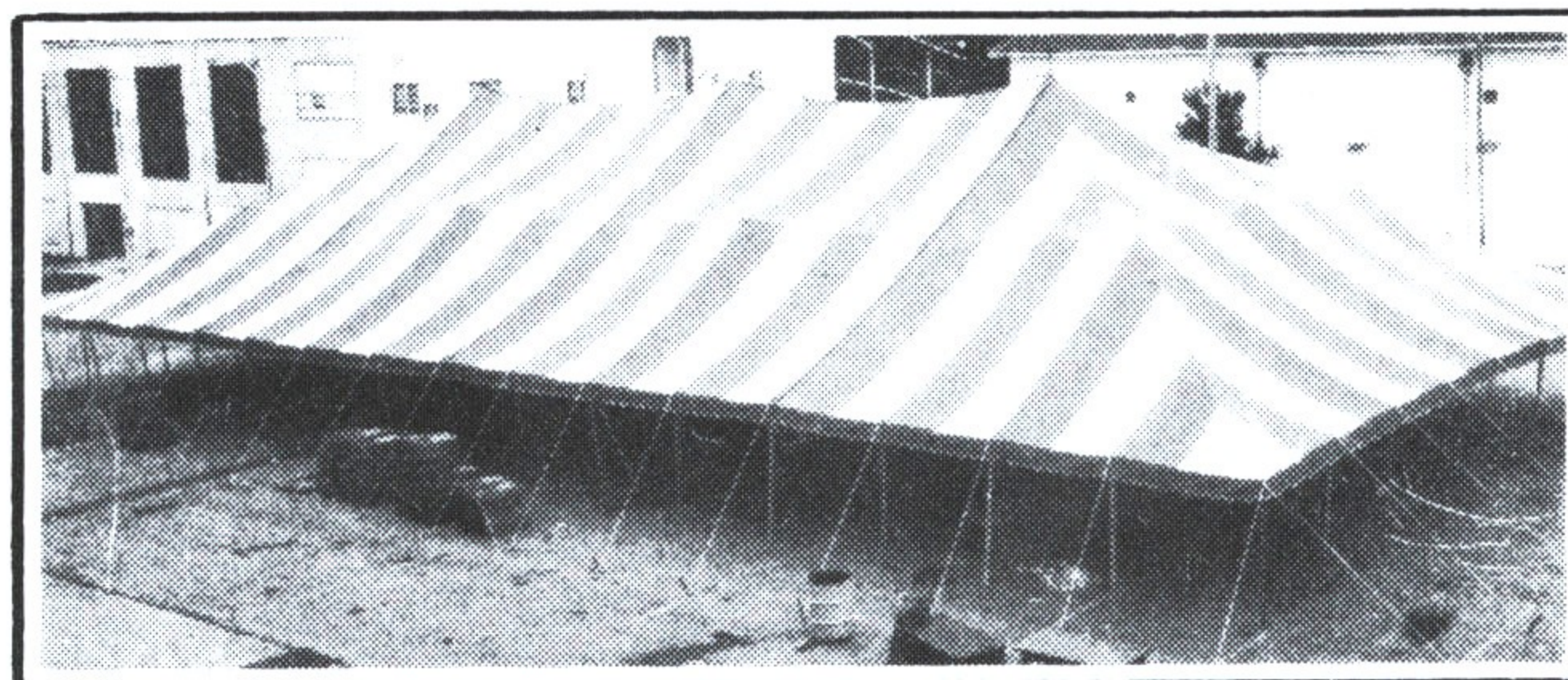
The meeting adjourned and all felt the day had been well worthwhile and educational.

**Mrs. Mike (Margaret) Bloomer, Secretary
Iowa Auctioneers Association**

A thirty-day group enrollment plan will make members eligible for guaranteed issue. Following the thirty-day "charter enrollment" period, additions to the group coverage will have to provide health statements before group coverage can be obtained.

NAA auctioneers and their employees now can obtain an excellent employee benefit program at reasonable monthly contributions. See the ad on the facing page for information and to be included in the American Employee Benefit Association's thirty-day enrollment period, return the coupon (in the advertisement) immediately for rate information in your state.

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In Memoriam . . .

L. DALE HANNA



Col. L. Dale Hanna, one of Nebraska's leading auctioneers, died at York, Nebraska, on May 2, 1977, following a brief illness.

Col. Hanna received his inspiration in the auction profession from his step-father, Col. Geo. I. Myers and Mr. Myers' partner, the internationally known Col. Art Thompson.

He graduated from the Reppert School of Auctioneering in 1945 and the Reisch American School of Auctioneering in 1946. He was a member of the National Auctioneers Association and the Nebraska Auctioneers Association of which he was a Past President. He was also a member of the National Association of Realtors, the Nebraska Realtors Association and the Blue River Area Board of Realtors.

For many years Col. Hanna instructed at the Reisch Auction School in Mason City, Iowa, and was currently co-owner and instructor at the Superior School of Auctioneering at Decatur, Illinois.

Since 1953 he and his wife, Dona, have operated the Dale Auction-Realty Co. at York where he established records for selling real estate at auction. He became known throughout the Midwest for sales in real estate, farm, livestock, household goods, antiques and commercial sales. He cried sales for Ak-Sar-Ben Livestock and the U.S. Government.

He is survived by his wife, Dona, four sons, Dana, Dave and Doug of Lincoln, and Derk, at home, and a foster son, Ron Skaden of York.

Col. Hanna will be missed but long remembered by the thousands of auction students whom he started on their careers.

President Carter Proclaims Small Business Week on Behalf Of Small Business Administration

President Jimmy Carter proclaimed the week beginning Sunday, May 22, 1977, Small Business Week, and asked all Americans to join him in "expressing the pride we take in our nation's small business sector."

The small business community has long been considered the bedrock and base of the nation's free enterprise system.

"A successful small business is evidence of the independence, initiative and hard work of the man or woman who owns and operates it" the President said in the Proclamation. "Their spirit has been, and will continue to be, a major factor in our nation's growth."

The Small Business Administration invited the state Small Businessmen and Women of the Year to Washington, D.C. during Small Business Week to honor and celebrate their achievement.

A. Vernon Weaver, SBA Administrator, said the Agency was pleased and honored to salute the small business man and woman.

"Small business is a national resource of enormous proportions, providing the livelihood for 100 million Americans and comprising 97 percent of all business," Mr. Weaver said. "Therefore I think it appropriate that we take this opportunity to pay our respects to the nation's small business man and woman."

S. L. Brewster Responds To Article in THE AUCTIONEER About Value of Auction School

In an earlier issue of THE AUCTIONEER magazine, Cincinnati auctioneer, Gene Simpkins, wrote about the "value of the auction school" in the auction profession. S. L. Brewster of Cedar Bluff, Virginia, enjoyed the article enough to respond to the words of Gene Simpkins.

The following are the comments made by Col. Brewster: "I wish to echo the remarks of Mr. Gene Simpkins in regard to the auction schools. In particular, the Mendenhall School of Auctioneering, its professional staff, and its very able president, and director of instruction, Col. Mendenhall, for all of their help to me.

"I have been experiencing health problems since my graduation there in 1974. I asked if I might return for a refresher course during the April, 1977, term and was not only allowed to do so, but I was welcomed beyond all measures. I truly was made to feel that their help was mine at anytime.

"This treatment, however, is only the most recent of a large number of friendly, and helpful contacts, which I have made since becoming an auctioneer. Our magazine has also been of invaluable help to me.

"The professionals who train and guide our young auctioneers are not getting 'older', they are getting 'better'!"

S. L. Brewster
Cedar Bluff, Virginia

Raising Money for Cub Scouts Is A "Piece of Cake" in Missouri

"Any auctioneers in Scouting may want to think about offering their services by holding benefit auctions for Cub Scout Packs as it is a way to raise money and getting known in the community," reports Independence, Missouri, auctioneer Ed Stanger.

On April 28, 1977, Ed held a benefit cake auction for Cub Scout Pack 192. The cakes were baked by the boys and their dads and thirty-five were sold at auction, raising \$452.50 total, for an average of \$12.50 per cake.

Baby Sitter Request For 1977 Seattle NAA Convention

Dear Roberta:

I will need baby sitting facilities for my young children during the 1977 Seattle NAA Convention. I understand that you need advance information on ages, names, etc., of my children so that advance planning can be made to have qualified baby sitters in the special room on the second floor of THE OLYMPIC HOTEL during the convention activities.

I plan to arrive in Seattle at the Olympic on (date) _____

_____ and will need baby sitters for _____

children for the days of: _____ ;

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(day & date, time from - to) (day & date, time from - to)

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Send this completed form to: Col. Roberta Abhold, 12318 S.E. 198th, Renton, WA 98055.

Antiques & Americana . . . Bannister Back Chairs

The bannister back chair is a common type which could have been found in almost any country home. It could have been made in New England anytime between about 1720 and 1760. It is referred to as a Queen Anne bannister back side chair. The picture shows a split spindle type. The three bannisters on the back were made from a turned spindle which was split lengthwise, with the flat side against the sitter's back and the turned side at the rear of the chair. Often, a turner might just bind two pieces of wood together, turned it on his lathe, and the two separate pieces were already for use.



England is the origination of this style early in the 18th century, and as the settlers came over, they continued to make them. The best types have heavy baluster or ball type turnings at the front rungs. The chair you see would be a good one, it is not the better or best of the type. The better one would have four split spindle bannisters with a common turning, and the best would have the same style with very heavy turnings on the front rung or rungs.

Very early chairs of this type might have a mushroom finial at the top of the front chair legs. The cutout or carving on the back rest of the chair is most important. The one photographed is quite plain so would not rate high for the detail. The finials atop the rear posts are bold and well done.

Furniture in this period, including chairs, most often came painted, so it is proper to have them painted rather than stripped down. Above all, leave the old paint on, do not strip them, or value is impaired. One will find this style in a rocker — it is not correct — the rockers were added later, so that the chair is hurt in value. Some have legs so worn that pieces have been added to bring them to proper length. If you buy a chair like this, be sure you inspect this detail first.

Questions

From Portsmouth, New Hampshire — We have a collection of slag glass. Has this risen in price in the last few years? Should we collect more?

Answer — Slag glass was first made in England early in the last century, from adding waste iron materials to glass metal. It comes in many colors, streaked through the body of the piece. Slag glass is still being made. It destroys the exclusivity of ownership, where it is so readily available old or new. Collect it for pleasure, but not for invest-

CONVENTION DATES

June 9-10 — Wisconsin Auctioneers Association, Midway Motor Lodge, Eau Claire.

June 10 — South Dakota Auctioneers Association, Lemon, South Dakota.

June 10-11 — Texas Auctioneers Association, Sheraton Inn, 505 Pine St., Abilene.

June 11-12 — West Virginia Auctioneers Association, Cedar Lakes Camp, Riley.

June 12-13 — Auctioneers Association of North Carolina, Inc., Maggie Valley.

June 12-13 — Tennessee Auctioneers Association, Hyatt Regency Hotel, Memphis.

June 25-26 — Ohio Auctioneers Association, Sheraton Aurora, 800 N. Aurora Rd., Aurora.

July 28-30 — National Auctioneers Association, Olympic Hotel, Seattle, Washington.

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

December 3-4 — Virginia Auctioneers Association, Martha Washington Hotel, Abingdon.

Attention State Association Secretaries: To have your State Association Convention dates listed in **THE AUCTIONEER**, send notification of the date, city and hotel/motel to Harvey L. McCray, Executive Director, NAA, 135 Lakewood Drive, Lincoln, NE 68510.

ment.

From Gardner, Massachusetts — We have a painting signed, C. E. Aiken. It is an oil on canvas, a landscape. Does it have value?

Answer — Charles Aiken worked in Boston, early in this century, both in oils and watercolors. He is listed, so his paintings do have some value. It must be seen to be valued.

From Winchester, New Hampshire — We have a Deanna Durbin doll that I guess was made in the forties. Does it have any value like the Shirley Temple dolls?

Answer — There is a Deanna Durbin Club. Write to Virginia Paige, Box 243, Berwyn, Illinois, 60402. Perhaps she can help you.

New Book

FIVE CENTURIES OF TAPESTRY, from the Fine Arts Museums of San Francisco; \$9.95; published by Charles E. Tuttle Co., Rutland, Vermont, 05701. Though most of us can never afford such exotic wall hangings, this writing provides an excellent education on how to appreciate them. Each tells a story, which is fully explained. There are many illustrations, some in color. Types of fabrics, colors and techniques in making are fully explained.

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Common Sense In The Auction Business

By Leo Jesion
McKeesport, Pennsylvania

A question in the minds of many auctioneers in our association today is "How good is the Certified Auction Institute?" My opinion: it's excellent. If you are considering attending next year, I strongly advise you to do it. Anyone who's completed the first two courses and hasn't benefited is either a genius or a jackass — a genius if he hasn't learned anything, a jackass if he hasn't used what he's learned, or can't see the potential applicability of this knowledge. We all have a little bit of jackass in us. The sooner we admit it the sooner we can go on to becoming better auctioneers.

Which brings me back to the CAI. Initially, I had my apprehensions about the program, but after completing Courses I and II I am eager to return next year for the third. The instructors, directors and auctioneers there were the most unselfish and helpful group of individuals that I've ever met. My sincere thanks and congratulations to the NAA board of directors, the CAI board of directors and the instructors for coming up with such an outstanding program.

I'll conclude with this thought: Today's auctioneer is on the whole superior to yesteryear's due to competition, an informed public, technology, etc. Tomorrow's auctioneer will be better still for the same reasons. Some of the best auctioneers in the world attend the C.A.I. classes. **They** see the need to keep improving. Can **we** afford to be complacent?

See you in Seattle!

Hang in there.

P.S. Seattle sounds like it's going to be a pip. Did you ever see such a program? Keep it up, Bob Losey!

Driving a Motor Home To The Seattle Convention?

1977 Seattle Convention Chairman Bob Losey has space available in his auction company lot for those driving motor homes to Seattle for the 1977 Seattle NAA Convention.

If you are driving a motor home to Seattle and need space for parking — either those of you who are staying in the hotel, but need parking during the duration of the convention, or those with self-contained motor homes — write to Bob Losey and reserve space. Ample space should be available, but Bob Losey will prefer that advance information be submitted to him.

The Renton Auction Company is a 15-minute drive to the hotel and Bob plans to have a shuttle bus service for the benefit of those in self-contained units — they can stay in the unit at night and be at the hotel early each morning for the beginning of the convention activities.

Write Bob Losey — reserve your space for your recreational vehicle, self-contained motor home, etc., now. He needs to know how many are planning to park their unit at his Renton Auction Company parking lot. Send your reservation to: Robert F. "Bob" Losey, Sr.

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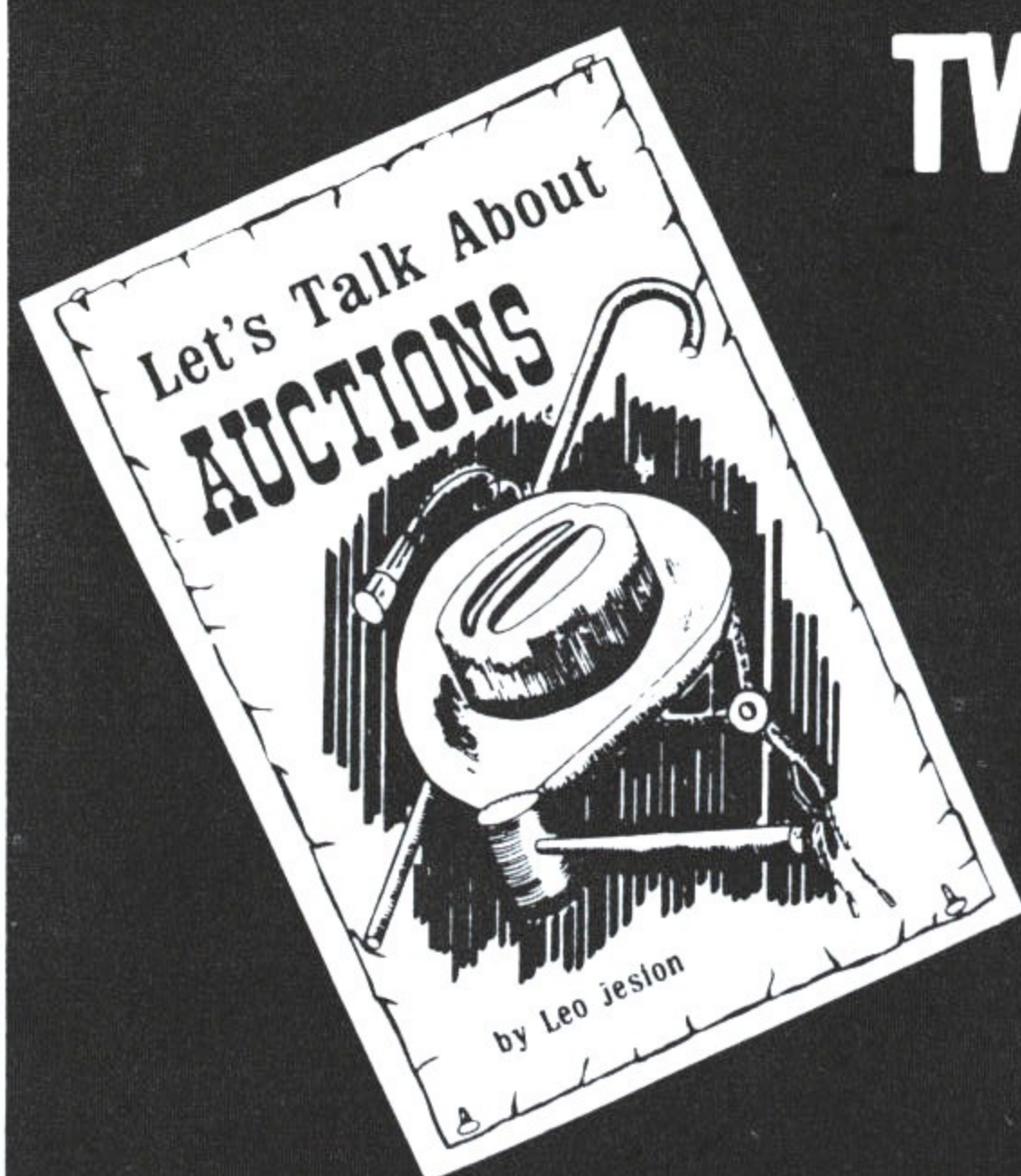
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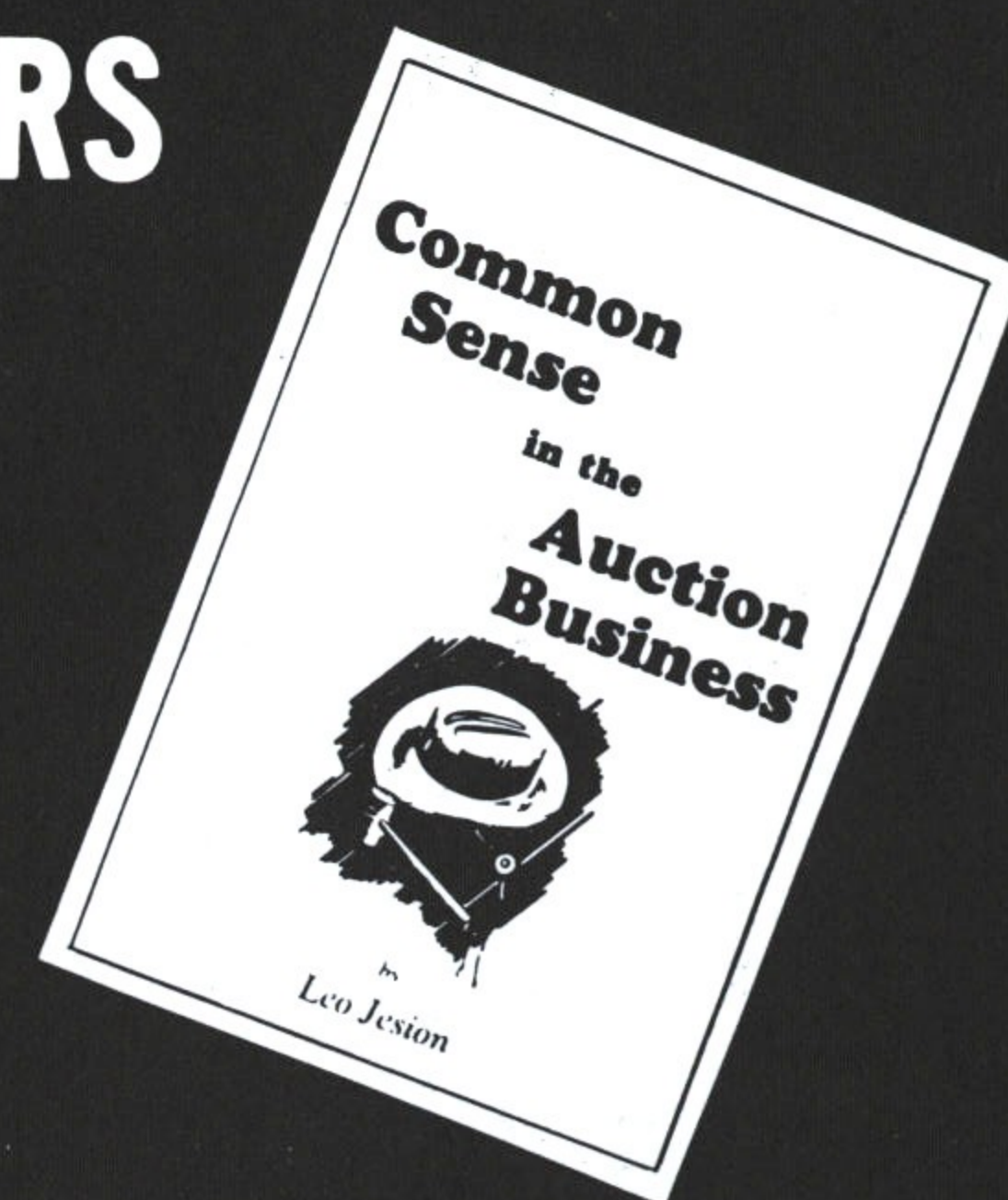
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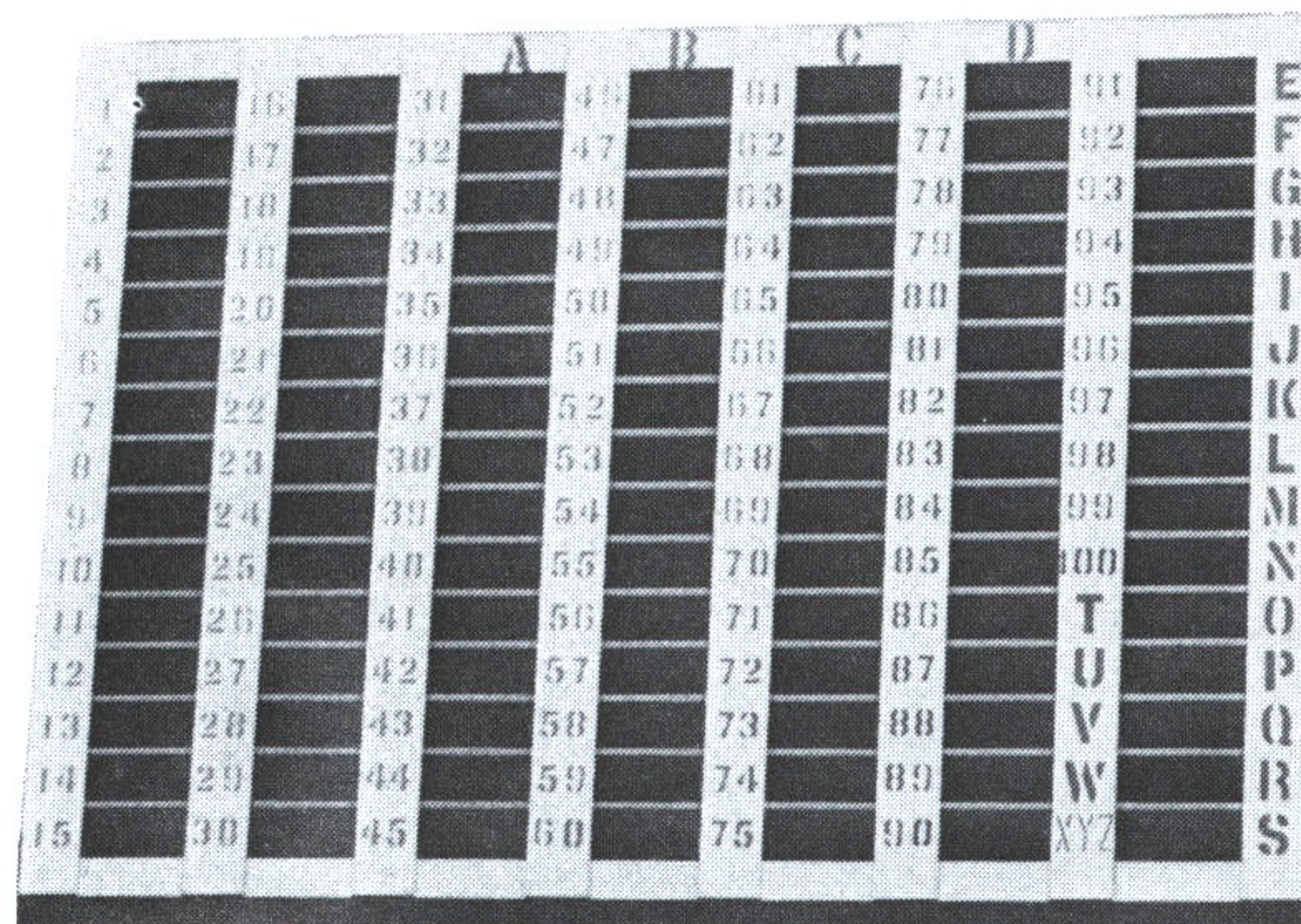
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Disability Income Plan Offered To NAA Members Since 1960 Written by Mutual of Omaha

The National Auctioneers Association has sponsored a disability income protection program underwritten by Mutual of Omaha since September of 1960. At the time it was installed, the plan was carefully reviewed by your officers and board of directors, and in their considered opinion, it represented the best program at the most competitive rates that could be made available to our members.

Over the years, the value of the program has been well established. Disabled members have received more than a half million dollars in benefits, and these benefits were undoubtedly of vital assistance to those of us who suffered loss of income due to sickness or injury.

And the cost to the member remained low. While we were all experiencing the pressures of inflation in our automobile insurance, home insurance, and general living expenses, our disability insurance plan remained without change for nearly 17 years.

Unfortunately, however, the situation has gone through a radical change in the past few years. Throughout the industry, disability coverage has become a highly volatile form of insurance. Underwriting companies have been experiencing heavy losses, and have been forced to raise premiums, change policy forms, and even withdraw from the market in some extreme cases.

This unfavorable experience is plaguing not only the policyowners of private health insurance carriers, but also the Social Security disability insurance program. In both

private and governmental programs, there have been marked increases in both frequency and duration of claims.

To solve this problem, Mutual of Omaha Insurance Company is asking auctioneers who are insured under the original disability contract to accept a replacement policy. Insureds are now being notified of this change. No one who is in bad health will be left without insurance protection. Like coverage will be issued to those who hold the old contracts. Unfortunately, the price is higher; however, since this is the first premium increase the Association has suffered in seventeen years, the situation is understandable.

The new income protection plan being offered by Mutual of Omaha is still very competitive and is offered at Association Group rates. In addition, the Association continues to make available a very comprehensive hospital-surgical plan. It also is offered at Association Group rates. No change is contemplated in this plan. Life insurance, again at Association Group rates, is also available. For more details we suggest you read the advertisement in this issue, or call your local Mutual of Omaha Insurance Company office listed in the yellow pages of your phone directory.

New Building Built by Peter Faith; He Named It: "Auction Center U.S.A."

Peter J. Faith of Whitewater, Wisconsin, recently completed building a new auction facility, which he named: "AUCTION CENTER-U.S.A." His building is located on U.S. Highway 12, about three miles southeast of Whitewater and about half way between Milwaukee and Madison. It also is about 100 miles north of Chicago.

Peter Faith is the NAA member who has developed and promoted his "WHOOPEE AUCTION", which is distributed throughout the U.S.A.

A Special Message for National Auctioneers Association Members

If you're like most of us, your income is your most important asset. Protect it with a Disability Income plan available to members of the National Auctioneers Association. This important coverage can provide a regular monthly income when a covered sickness or injury keeps you from working.

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To find out more about this valuable protection, call your qualified Mutual of Omaha representative. You'll find him in the yellow pages of your phone book. He'll help you find the plan that meets your insurance needs. Of course, there's no obligation.

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Pre-Convention Tours Are Filling Up!

**By Roberta J. Abhold, Chairman
Pre and Post-Convention Activities**

I have had nice returns on my Hustle Bus tickets, but try to keep in mind that you will probably need them both before and after the convention so some of you may need to order some more. As you notice on your receipts, I don't mail other than Hustle Bus tickets back. You pick up your tour activities tickets from me in Seattle. I'll have a table in the hotel lobby from noon on Sunday, July 24th. If you can't find me check the bulletin board. It will give you the locations and times.

Please remember that your reservations for Tour D: Escape to the North Cascades and Tour E: Beachcombing on the Olympic Peninsula, must be made by July 1st. Both tours are not to be missed. The mountains are rugged and there is something special about a day at the ocean. The beaches we've picked out, are rugged, picturesque and a photographer's dream.

It is a little late to get on the Salmon Derby, but if you rush me your checks I might still be able to get you in. If you like fishing don't miss this two day adventure.

Isn't it wonderful about the news that several members and associations have decided to sponsor the Shuttle Buses on Wednesday? If you've already sent me the money for your shuttle tickets, your refund checks will be waiting at the Olympic. If you are thinking of the Chinatown tour, please let me know as soon as possible so we will have all the space we need.

For those of you with families, you can't miss the activities planned with the young people in mind. The roller skating party, the square dance and swim party, the Northwest Trek outing and swim party, or the Mad Hatter's Un-birthday Party will provide your children much fun!

The Wednesday Weyerhaeuser Tour: W-3, is a chance in a life time for the whole family. As it is a limited tour you need to get your reservations in right now. Remember only the first 87 go on this limited tour.

If you want detailed information of Tours A-J and the young peoples' party, refer to the March 1977 issue of The Auctioneer, pages 11, 12. For information on the Weyerhaeuser and Chinatown tours refer to the April 1977 issue, page 10. The information on the Washington State Association's Cross State Agriculture Tour has been published twice, March 1977 issue, pages 21 and 22; and April 1977 issue, page 12. If you want to go on this tour and haven't made your reservations already, make them now with Col. Bill L. Jones, c/o Farm Management Services, 2908 W. Broadway, Moses Lake, WA 98837. If you have any questions on this tour please contact him.

It's not long now until I will see you in Seattle. Remember, don't mail me any checks after July 1st, but please, after this time, send me your reservations so I can have all your tickets ready for you when you get to the Olympic and I know how many buses to reserve.

I'll see you in the lobby of The Olympic Hotel!

Finalize Your Plans Now To Attend the '77 Convention

**By Mary Witzel, Chairman
1977 NAA Convention Publicity**

As the NAA Convention nears, it is time to finalize plans for your stay in Seattle. To help you enjoy your visit more, here are some more ideas of things to include in your schedule.

Take a trip to an authentic lighthouse. Seattle boasts two of them, the Alki Point Light Station, located at 3201 Alki, and the West Point Lighthouse on the tip of Discovery Park. The West Point Lighthouse is reached by walking about a mile down a steep road so if you want to combine exercise along with your visit, West Point Lighthouse is the one for you.

Do some sightseeing on the waterfront. Pier 51 to 70 has many attractions; import houses, restaurants, and a

Marine Aquarium. Take home some souvenirs. Ye Olde Curiosity Shop, located at Pier 51, is a must if you are interested in unusual objects. You will find the life-size figure of the Cobalt Blue Foo, the Sacred Dog of Intelligence, which comes from China and is over 800 years old; also handmade Eskimo soapstone carvings that are very artistic; exquisite hand carved walrus and elephant ivory from many countries, and many more items from all over the world.

The International District is an exciting place to go. You will find small bazaars, delicatessens, and grocery stores filled with exotic items. Dine out and sample some authentic oriental food while touring the International District.

Attend an event at Seattle's Kingdome which will seat 80,000. Currently, Brougham's Hall of Fame Museum is being moved to the Stadium. Situated on 9.1 acres, the Kingdome is 250 feet high and has a diameter of 660 feet, truly magnificent.

Remember, you will find something for all the family to enjoy in Seattle. Seattle Just Like Heaven in '77.

Seattle Airport Offers Modern Conveniences; Getting to The Olympic Hotel Will Be Easy!

Many times travelers are awed when they arrive in an airport, where they have never been before. The Seattle airport offers new conveniences, but when they built the new innovations in air travel they made it easy for the travelers to find their way.

To assist you in your travels, Roberta Abhold has reminded many of you of the advantages of using the Hustle Bus tour tickets — especially to those who are arriving early to take advantage of the Pre Convention activities.

However, if you have not made advance arrangements with Roberta, but still are flying into Seattle, it still will be easy to find your way:

First of all, when you leave the plane, you will be in an area away from the baggage claim area. Follow the signs to baggage claim and you probably will have to take the underground transit to your baggage claim area. The underground transit is free of charge and a map is on the walls, with which you can find your way.

When you get to the baggage claim area — they also are marked according to the airlines on which you arrive — your baggage will come onto a baggage carousel. After showing the attendant your baggage claim, you then head for the nearest exit where you will wait for the Hustle Bus for the trip downtown.

Remember, there are more than one type of buses, which will arrive at the exit, but you are to wait for the Hustle Bus. It will be marked Hustle Bus and is the only one you will want to take.

The Hustle Bus will make a non-stop trip to downtown Seattle and when it stops, will stop in the garage, which is connected by an overhead walkway with The Olympic Hotel. Your baggage can be carried across the street to the hotel, or you can ask for a bellman from the hotel.

So, getting to the hotel from the airport can be very easy if you follow these directions.



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YOUTH ACTIVITIES SCHEDULE

1977 Seattle NAA Convention

Mrs. Jess "Paula" Heaverlo Chairman,
Yakima, Washington

The following events have been scheduled for the young people who will attend the 1977 NAA Convention, July 28-30, The Olympic Hotel, Seattle Washington. Reservations for these events will be appreciated by writing to Mrs. Gerald "Roberta" Abhold, 12318 S.E. 198th St., Renton, WA 98055. Roberta and Paula Heaverlo have put together an excellent list of activities, to keep the young people of the convention entertained while the adults are at the NAA meetings. If your young person wants to really enjoy Seattle during the NAA Convention here are the ways to do it:

Monday, July 25 thru Wednesday, July 27

Join the adults on the Pre Convention Tours

Wednesday, July 27

2:00 p.m. to midnight **YOUTH ACTIVITIES ROOM** — Williamsburg Room, Mezzanine Level, The Olympic Hotel — no charge

7:00 to 10:00 p.m. **ROLLER SKATING PARTY** — Roll-away Rink, Lynnwood. Meet in Youth Activities Room (Williamsburg Room, Mezzanine Level).

Per Youth: \$3.50 (includes skates)

Thursday, July 28

8:00 a.m. to midnight **YOUTH ACTIVITIES ROOM** — Williamsburg Room, Mezzanine Level, The Olympic Hotel — no charge

2:00 to 5:00 p.m. **TOUR H: Seattle History, Art, Industry and Architecture.** Meet in Youth Activities Room (Williamsburg Room, Mezzanine Level).

Per Youth: \$6.00

Office Of The Mayor
City of Seattle

Wes Uhlman, Mayor



July 25, 1977

Greetings:

On behalf of the City of Seattle, I welcome each of you to the Queen City of the scenic Pacific Northwest.

I would also like to take this opportunity to extend my official and personal best wishes to all the members of the National Auctioneers Association who are here attending the Convention at the Olympic Hotel.

July is truly a beautiful time to be in Seattle. I am confident you will find both it and the Pacific Northwest exciting and colorful. Seattle itself has a variety of unique and interesting persons, places, and things to make your stay warmly and pleasingly memorable. In addition, it can serve as your gateway to the remainder of the Pacific Northwest, an extraordinary showcase of nature.

I hope your stay in our city will prove most productive and enjoyable.

Sincerely,

Wes Uhlman

WU:dbl



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OFFICE OF THE GOVERNOR

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DIXY LEE RAY
GOVERNOR

To All Members of the National
Auctioneers Association

I take pleasure in extending an invitation to the members of the National Auctioneers Association to visit our state in conjunction with your 1977 National Conference in the City of Seattle.

I am sure that you will find the Pacific Northwest a most enjoyable and beautiful place to visit and hold your meetings.

On behalf of the citizens of the State of Washington, I welcome you to our state.

Sincerely,

Dixy Lee Ray
Governor

DLR:tjp

8:00 to 11:00 p.m.

A SQUARE'S SWIM PARTY, AQUA BARN. Meet in Youth Activities Room (Williamsburg Room, Mezzanine Level).

Per Youth: \$8:50

Friday, July 29

8:00 a.m. to midnight **YOUTH ACTIVITIES ROOM** — Williamsburg Room, Mezzanine Level, The Olympic Hotel — no charge.

9:00 a.m. to 3:00 p.m. **TOUR I: Northwest Trek and Swim Party.** Meet in Youth Activities Room (Williamsburg Room, Mezzanine Level).

Per Youth \$9.10 (Lunch not included but facilities will be available to purchase lunch at event)

Saturday, July 30

8:00 a.m. to midnight **YOUTH ACTIVITIES ROOM** — Williamsburg Room, Mezzanine Level, The Olympic Hotel — no charge.

1:00 to 3:00 p.m. **MAD HATTER'S UNBIRTHDAY PARTY** — The Olympic Bowl, Lower Level, The Olympic Hotel.

Per Youth: \$3.50

8:00 to 11:00 p.m. **DISCO/DANCE PARTY** — The Olympic Bowl, Lower Level, The Olympic Hotel — no charge.

NOTE: The events listed above do not interfere with the food function events listed in the NAA Convention Program (adults) and the NAA Convention registration fees (Advance: \$35; Regular: \$45) will cover the meal functions, where the young people are invited, for the following: Thursday "Kickoff" Luncheon; Friday night Kiana Lodge Salmon Roast and Clambake; and Saturday night President's Banquet. The cost for attending both the Auctioneers Luncheon and Ladies Auxiliary Luncheon on Friday are additional and shown as such on the Registration form.

April Graduates of the Mendenhall School of Auctioneering



THE APRIL GRADUATES of the Mendenhall School of Auctioneering, High Point, North Carolina, are shown with their instructors, pictured seated left to right, who are: Jimmy Jones, Herman Crawford, Forrest Mendenhall (President); secretaries Edna Reagan and Betty Jo Mendenhall. Instructors not pictured: Joe Byerly, Lewis Compton, Harold Craven, Morris Fannon, Louis Fisher (Attorney), Larry Hedrick, Jake Horney, George Jones, Bill Lanier, Archie Moody and Carson Womack.

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The Antique Trader Weekly

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Second Year of CAI Program Enthusiastically Attended By 158 Course I & II Students

More than 150 auctioneers from throughout the country participated in the second Certified Auctioneers Institute on the campus of Indiana University in Bloomington, Indiana, in April. The Institute is sponsored by the National Auctioneers Association and the Indiana University School of Continuing Studies.

During the one-week session, 54 auctioneers attended first-year classes, and 104 returned for their second-year classes on subjects critical to success in the auction business.

A highlight of the first-year classes was the lecture by C. Hugh Hildesley from the internationally known auction house of Sotheby-Parke-Bernet. He spoke on "Appraisal of Personal Property."

Other major subjects covered in the first-year classes and their instructors were law — William B. French, attorney; marketing — William G. Panschar, professor of marketing; communications — James E. Weigand, professor of education; insurance — John D. Long, professor of insurance; accounting — Samuel Frumer, professor of accounting; finance — Michael Simkowitz, associate professor of finance; personal and career management — Mitchell Novit, associate professor of personnel and organizational behavior; selling household and estate auctions — Garth Wilbur, auctioneer, Bronson, Michigan; real property appraisal — George Bloom, professor of real estate administration, and selling residential real property — Wylie Rittenhouse, auctioneer from Fayette, Pennsylvania.

Voice lessons for auctioneers aroused high interest



CAI CLASS II students in a discussion period. (Photo courtesy Ron Tull.)

among the second-year students. Prof. Ralph Appleman, of the Indiana University School of Music, analyzed the auctioneers' voice pitches and recommended changes for their chants. That class was a special addition to the academic program.

Other subjects covered in the second-year classes and their instructors were finance — Prof. Simkowitz; law — Mr. French; selling of agricultural personal property at auction — Wayne Kessler, auctioneer, Taylor County, Kentucky; insurance needs for the auctioneer — Prof. Long; principles of advertising for the auctioneer — Jean Halterman, professor of marketing, and Charles Neumeyer, graphic artist and printing executive; income taxes — Prof. Frumer; agricultural real property appraisal — Robert W. Ford,



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INTEREST IS REFLECTED in the faces of the 1977 CAI students during a presentation. (Photo courtesy Ron Tull.)

real estate appraiser, Modesto, California, and auction of agricultural real property — William L. Gaule, auctioneer, Chatham, Illinois.

The final day of the week-long session was devoted to a written examination over the subject areas. Successful performance on the examination is necessary for CAI candidates to continue in the three-year program to receive the CAI designation.

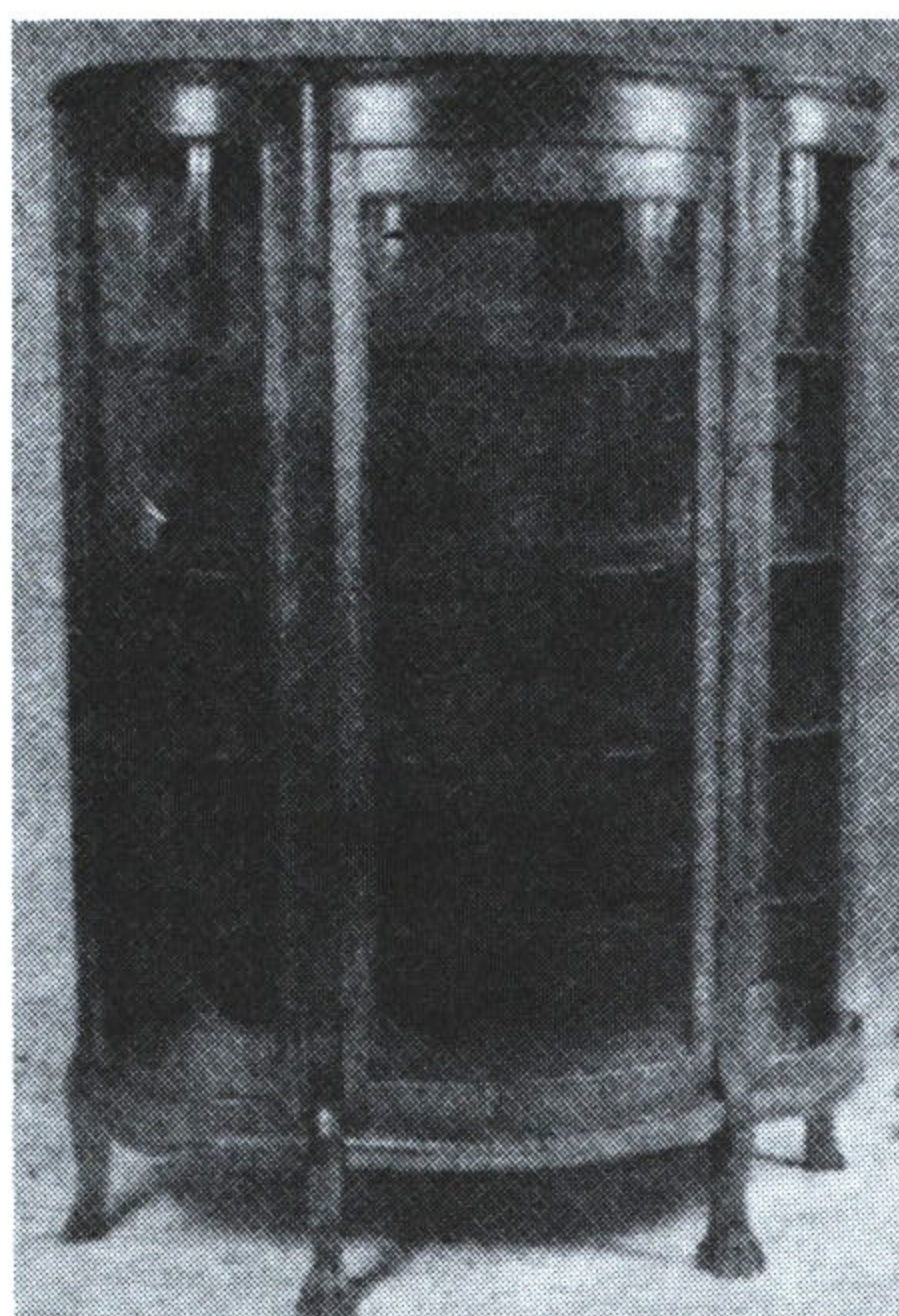
The first CAI designations will be awarded next year after members of the charter class complete their third session. Those persons, now referred to as candidates, will be eligible to be members of the Institute.

The 1978 Institute courses will be April 2-7 on the Indiana University campus. Additional information is available from the Certified Auctioneers Institute, Indiana Memorial Union, Suite 555, Bloomington, Indiana 47401.

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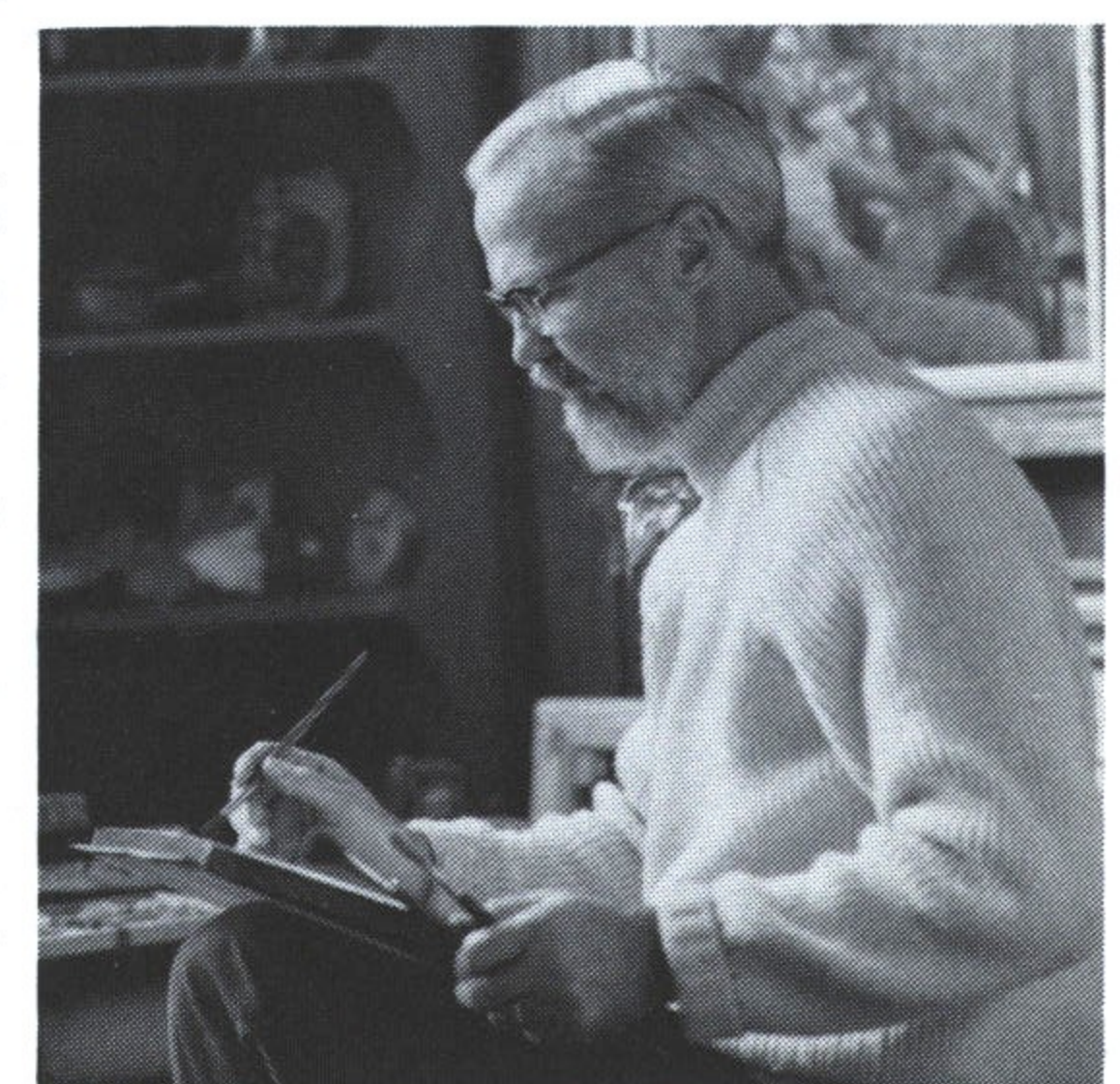
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Lady Goes to Louisville Newspaper To Yell Foul at non-NAA Auctioneer

"I didn't know anything about it. I'd never had an auction before." were the comments of a lady, who hired an auctioneer to dispose of her mother's estate. The grief, which came with Mrs. Lois Heber's mother's death, was burden enough, but in an attempt to have her mother's estate sold, she turned to an auctioneer for help with the settling of the estate.

The situation above created considerable interest in the Louisville, Kentucky's COURIER-JOURNAL and on March 22, 1977, headlined the "Marketplace" section of the newspaper. The headlines of the article, written by COURIER business writer, Larry Werner, said, "An Auctioneer Brings Some Woes for Woman After Property Sold".

Even though the newspaper article seemed damaging to the auction profession, it also explained very well the practices of the auctioneers in the State of Kentucky who have fulfilled the license requirements of the Kentucky Board of Auctioneers, a state agency that has been working since 1962 to upgrade the auction profession.

The lady selling the estate hired the auctioneer, but his license had expired and he now has not fulfilled his obligation, after seven months, in paying his client for the goods sold.

Mrs. Heber's complaints involve an apparent violation of the state auction law — taking more than 30 days to pay the seller the share of the proceeds — and a question that crops up repeatedly when people decide to sell their belongings by auction: Whether the auctioneer got enough money for the property he sold.

The benefit of the COURIER-JOURNAL news article was that with the article, they published an auction checklist. The article also publicized the activities of the Kentucky Board of Auctioneers and the Board's attempt to control illegal practices of auctioneers. An investigation is

being made into the activities of the auctioneer, who was licensed at the time the sale was conducted.

The auctioneer blamed his inability to pay his obligations to Mrs. Heber with the explanation that money problems were responsible for his delay in paying the woman. But, he insisted that the \$2,250.50 he received for the household of furnishings was a good amount, especially when he considered that it rained on the day of the sale.

And even Mrs. Heber admitted that the auction accomplished one of the primary objectives behind auction-selling: Disposing of property in a short period of time.

The news article also publicized the fact that the auctioneer agreed to dispose of the property, at auction, for 20 percent of the proceeds. The sale was held on August 14, 1976, and two checks were submitted to the lady as payment by the auctioneer. However, both checks were returned, marked insufficient funds.

The news article also published the following checklist: Know your legal rights when auctioning off your goods:

Auctioneers must be licensed by the state board of auctioneers.

Complete a written contract explaining terms of the sale, including the percentage of auction proceeds to be kept by the auctioneer as his fee.

Get an agreed upon list of all items the auctioneer will attempt to sell.

Auctioneers are supposed to keep auction proceeds in an account separate from other business or personal funds.

You are entitled, within 30 days of the auction (or within a "reasonable" time in Indiana auctions), to receive a list of all items sold and their sale price plus the payment due you.

Clarify whether the auction will be "absolute" (all items sold to highest bidder) or "reserved" (items not sold unless they bring a minimum price agreed to earlier by you). It's a good idea to get this understanding in the written contract. Unless publicly stated at the auction, all auctions are assumed to be reserved.

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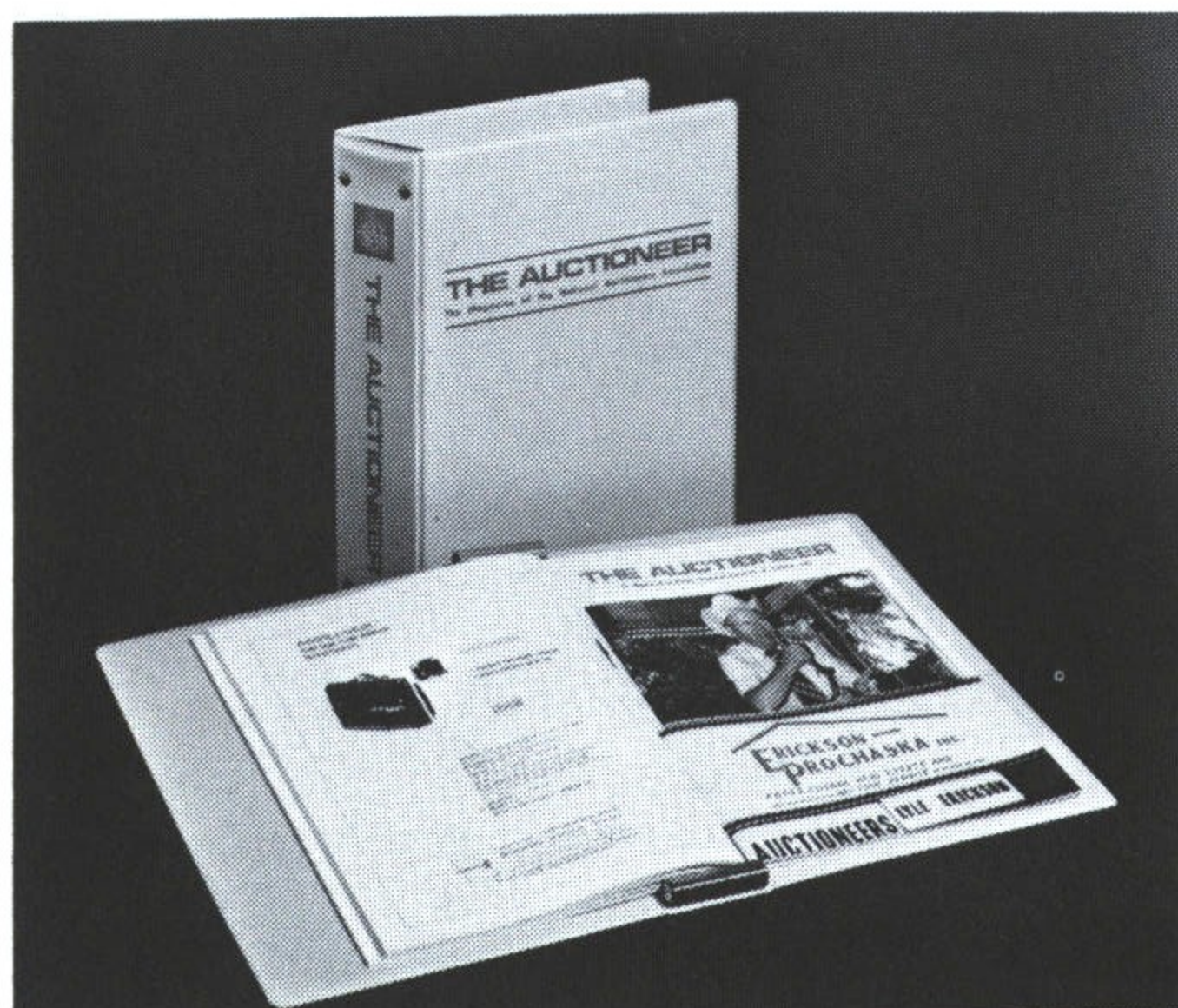
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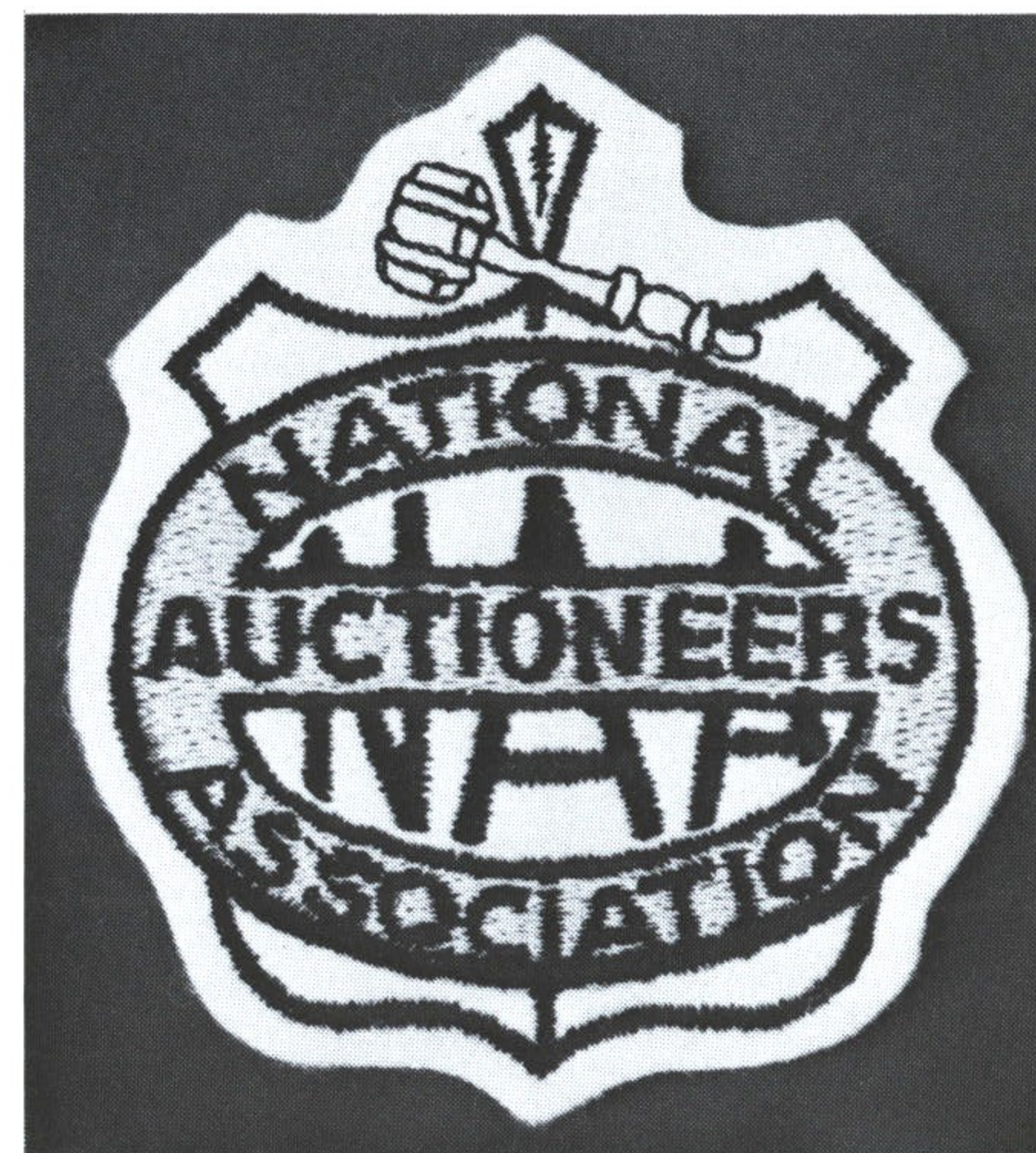
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The supporting members are not reminded when the year's contribution has run out as the contributions are voluntary. However, for the purpose of simplifying the accounting process BOOSTER CLUB contributors should send their contributions at same time as their dues are submitted.

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NAA Board of Directors Revise Booster Club Listing Procedures

On January 1, 1978, a new procedure will be established and put into practice in listing the NAA Booster Club members, who have supported THE AUCTIONEER magazine by contributing \$5.00 annually and having their names listed in each issue as BOOSTER CLUB members.

The NAA Board of Directors, at its January, 1977, meeting in Lincoln, Nebraska, reviewed the BOOSTER CLUB procedures and costs involved in having the listing printed and a revision will become effective on January 1, 1978.

The January, 1978, issue of THE AUCTIONEER will list all BOOSTER CLUB members and during the 1978 calendar year, three additional listings will be made. BOOSTER CLUB members will not be listed monthly, as they have in the past.

The second revision, as approved by the board, is that as of January 1, 1978, a \$10 contribution must be made (as compared to the \$5 now being offered).

BOOSTER CLUB contributors who have made their annual contributions up through December 31, 1977, will have their names listed throughout the 1977 year, but any contributions made from February, 1977, thru December, 1977, will terminate as of December 31, 1977. The last listing as a "monthly listing" will be made in the January, 1978, issue.

Based on the board of director's revised schedule, and after December, 1977, the quarterly BOOSTER CLUB listings will be made in the January, April, July and October issues of THE AUCTIONEER.

(EDITOR'S NOTE: This revised procedure was announced in the February, 1977, issue of THE AUCTIONEER magazine and will be published in each issue and succeeding issues thru December, 1977.)

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 Gerald Lambricht—Goshen
 Harvey Lambricht—LaGrange
 Winford J. Lewis—LaGrange
 Harold J. Mason—South Bend
 Amon H. Miller—Evansville
 Leonard F. McGowan—Portage
 Rex C. Munson—Wolcottville
 Morris Nobles—Chesterton
 Fred Overlease—South Bend
 C. Eugene Phillips—Indianapolis
 Melvin Powers—Poseyville
 D. Noble Ratts—Whitestown
 Roland Reppert, M.D.—Decatur
 Thomas Reynolds—Milan
 Fred Richards—Fort Wayne
 Meredith Richwine—Brownsburg
 Romaine Sherman—Goshen
 Harold Smith—Brownsburg
 W. H. Smith—Brownsburg
 O. G. Steinman—New Haven

Don Stevens—Anderson
 David A. Taylor—Indianapolis
 Ferrell Taylor—Sellersburg
 Paul Taylor—Mariah Hill
 Carl Tebo—Brook
 C. E. "Bud" Towner—Elwood
 Mary Jane Weddle—Ellettsville
 Jerry J. Weese—Royal Centre
 Albert W. Wells, Jr.—Fort Wayne
 Karl Wise—Brookville
 David R. Yager—Spurgeon
 John E. Yager—Spurgeon
 John E. Yager, Jr.—Spurgeon
 John Yoger—Spurgeon

IOWA

Loren Albrecht—Wall Lake
 Bart Bielenberg—Schleswig
 Paul Callahan—Crescent
 Jerry Carpenter—Ottumwa
 Lyle Erickson—Cresco
 Dale H. Fessler—Greenfield
 Elmer Lee Harden—Mason City
 W. Robert Herbold—Lawton
 Roy B. Johnson—Buffalo Center
 Leon Joy—Ames
 Erv Pauley & Son—Defiance
 Paul A. Pauley—Harlan
 Clint Peterson—Webster City
 Wallace E. Plueger—LeMars
 Max Reno—Bonaparte
 Wm. Strudthoff—Hawkeye
 Ray E. Sweeney—Waukon
 A. Dean Thompson—Nevada
 Ronald Troutman—Burlington
 Howard Youngberg—Sioux City

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 Marlon J. Breit—Wa Keeney
 C. A. Cofer—Wichita
 John Collins—Garden City
 Don Dain—Silver Lake
 W. R. "Bill" Dry—Wichita
 Joe E. Gingerich—So. Hutchinson
 E. R. Harrison—Norton
 Kenneth W. Kerbs, Sr.—Hays
 Donald Murray—Gardner
 Clifford Reese—Osage City
 Jack D. Sheets—Wellington
 Phyllis Stinecipher—Fredonia
 Eldon Thorman—Clay Center
 Merle Van Winkle—Argonia

KENTUCKY

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 J. H. Barnard, Jr.—Bowling Green
 Bailey & Grissom—Glasgow
 C. W. Borden—Bowling Green
 James O. Briggs—Stanton
 Carter Realty Auction Co.—Scottsville
 Frank Crain—Elizabethtown
 John T. Eaves—Versailles
 Carl K. Eley—Erlanger
 Linda Oaks Fiese—Hopkinsville
 Aleck Gribbins, Jr.—Louisville
 Joseph Gribbins—Louisville
 Henry Hodges—Elizabethtown
 Bill James—Bowling Green
 Hilda Johnston—Mortons Gap
 Wayne Kessler—Campbellsville
 James R. Knott—Owensboro
 C. Roger Lewis—Morehead
 Bill McConnell—Paris
 R. E. McConnell—Paris
 J. R. McGowan—Russell Springs
 John P. O'Connor—Owensboro
 Rex Profitt—Tompkinsville

J. C. Reed—Richmond
 Tom Rich—Bowling Green
 Charles Shelton—Elizabethtown
 Haskell Stratton—Pikeville
 Cordell Tabb—Cecilia
 Harlan H. Veal—Nicholasville
 Willmot Veal—Nicholasville
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 New Orleans
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 Kenny Wallace—Dixie
 Ray Wallace—Shreveport
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 R. I. "Razor" Crosman—Corinna
 Thomas Greene—Bar Mills
 George A. Martin—East Lebanon
 William McKinnon—Cornish
 E. A. "Ed" Mains, Sr.—Gorham
 Gardner Morrill—Harrison
 George Morrill—Harrison
 Joseph D. Morrison, Jr.—Westbrook
 Richard W. Oliver—Kennebunk
 Dick Ward—Limestone
 Morgan Willis—Kittery

MARYLAND

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 Austin Bohn—Union Bridge
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 Grant Harding—Reisterstown
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 Sara Braunstein—Hyannis
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 Bruce Chaffee—Palmer
 Raymond E. Chaffee—Monson
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 Oliver Chase—Westfield
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 Florence Cornell—Lakeville
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 Francis Horgan—Roslindale
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MINNESOTA

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 Wayne Estby—Delano
 Martin Ewert—Janesville
 Lowell Gilbertson—Hayfield
 Eldren Hecksel—Winsted
 Emery Henn—Zumbro Falls
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 Alvin Kohner—Winona
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 Western College of Auctioneering—Billings

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 Paul Hauke—Oakhurst
 John Hedgepeth—Ringoes
 Elwood Heller—Somerville
 Esler Heller—New Egypt
 Ralph D. Hughes—Richwood
 Jack Hunter—Montclair
 John Kachmar—Flemington
 Marge Kennelly—Ridgewood
 Jerome Krawitz—Fair Lawn
 Ellie Maher—Piscataway
 Roman Osadchuk—Wildwood
 John R. Potts—Neshanic Station
 George Puglia—Paterson
 John Reed—Neshanic Station
 Charles Roeder—Oakland
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 D. A. "Knot" Smith—Salem
 Dallas Smith—Salem
 Gerald Sterling—Berkeley Heights
 Arthur Stryker—Frenchtown
 T. J. Sullins—Malaga
 John Torlish—Raritan
 Howard Wikoff—Saddle River
 Arthur Williams—No. Plainfield
 Warren Young—Bordentown

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 James Cecil—Hobbs
 Wayne Connell—Mountainair
 Bill Hernandez—Alamogordo
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 John Overton—Albuquerque
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 Raymond Austin—Oneonta
 Lorion Bacron—Ithaca
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 Al Bigelow—Springville
 Lewis Bronstein—Buffalo
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 Clare Brown—Staten Island
 Ted Bucknam—Holland
 Paul Calkins—Peru
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 Peter Catanese—Pearl River
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 William Connolly—Liverpool
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 Thomas Coyne—Avon
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 John DiBello—Sterling
 Carl Deuble—Grand Island
 Wilbur Edwards—Patchogue
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 Pete Everett—Ghent
 Peter L. Fields—Amsterdam
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 George W. Forrest—Holley
 Clarence Foss—Wales

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 George Gates—East Freetown
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 Robert Matson—Kennedy
 Crawford McFetridge—Penn Yan
 Doyt McGinnis—Nedrow
 Dick Monasky—Binghamton
 Glenn Munson—McLean
 Cliff Newman—Owego
 Frank Nickerson—Hamilton
 John O'Sullivan—Brooklyn
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 Jack Perry—Wilson
 Will Potter—Springville
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 Ronald Reed—Sherman
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 Pearl Rosenberger—Albany
 Louis Rudin—Owego
 Elinor Schlossman—Tuxedo Park
 Joseph Senay—Jackson Heights
 Carmen Serianni—Kirkland
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 Sheldon Siper—New Windsor
 Marvin L. Smith—Silver Creek
 Harold Spoor—Cato
 Robert Thatcher—Hudson
 David H. Tracy—Pavilion
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 Brian Trageser—Java Center
 J. Vernon Trageser—Java Center
 Howard W. Visscher—Nichols
 Oakley F. Wayman—Middleburgh
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 Harris Wilcox—Bergen
 Tor J. Worsoe—Holtsville
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 Harvey Benson—Salisbury
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 Robert Bunn—Asheville
 Edward Butcher—Charlotte
 James E. Carpenter—Claremont
 Ronny Causby—Morgonton
 Bobby F. Cheek—Winston-Salem
 Don Cox—Paw Creek

Boy Man Dixon—Hickory
 George K. Dukes—Winston-Salem
 Billy Dunn—Maxton
 G. T. Gilbert—Lincolnton
 Frank Godley—Charlotte
 Johnny Godley—Charlotte
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 A. M. Hauser—High Point
 George Hawley—Stokes
 J. Martin Haywood—Rockingham
 Johnny Hendricks—Zebulon
 Billy Hinton—Zebulon
 Phillip P. Hockett—Greensboro
 Ben G. Hoffmeyer—Charlotte
 Edmund Huntley—Wadesboro
 William Kester—Salisbury
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 Charles Langston—Whiteville
 W. Craig Lawing—Charlotte
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 Hugh Simpson—Rutherfordton
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 Tony Stone—Bailey
 Johnnie Sutton—Salisbury
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 Don Clark—Bismarck
 Jim Davis—Ypsilanti
 Phil Ell—Killdeer
 Edmer Goetz—Bismarck
 Wilbert Kroh—Bismarck
 Robert E. Penfield—Bowman
 Bud Rice—Tioga
 Chuck Rodin—Marion
 Arlo Schmidt—Maddock
 Roger Skiftun—Manfred
 Jim Smykowski—Cayuga
 Robert Steffes—Arthur
 Milton Zimbelman—Bismarck

OHIO

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 Jerry French—Defiance
 Ford Good—Seville
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 Walter Hartman—Camden
 James Haldane—Waverly
 Ron Hartung—Vandalia
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OKLAHOMA

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 Carlos Lindley—McAlester
 Doyle Neece—Elk City
 Clay Powell—Oklahoma City
 Bill Riggs—El Reno
 Glenn Wayne Ritter—Bokoshe
 Paul Spitler—Prague
 F. E. Springer—Red Oak
 Mutt Standefer—Tuskahoma
 Earl Straughan—Oklahoma City
 Robert Turman—Hartshore
 Ed Vierheller—Claremore
 Walter W. "Dutch" Voss—Stillwater
 V. Paul Wells—Tulsa
 John West—Cashion
 Don White—Longdale
 W. W. Wilkinson—Tulsa
 W. D. Williams—Oakhurst
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OREGON

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 Frank M. Gwinn—Portland
 Jack Healy—Moro
 Charles Johnston—Creswell
 Donald F. Kennedy—Portland
 Edgar Lane—West Linn
 Richard Lang—Silverton
 Bobby Mendenhall—Portland
 C. A. Morrison—Grants Pass
 Virgil Munion—Roseburg
 Eldon R. Sherlock—Milton Freewater
 William H. Soeby—Tillamook
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 Clay Hess—Collegeville
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 John Magil—West Newton
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SOUTH DAKOTA

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 C. V. Penfield—Lemmon
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TENNESSEE

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 Dub Bryant—Big Springs
 Arthur Bunnell—Marble Falls
 Phil Bunnell—Marble Falls
 Tom Bush—LaMarque
 Roy Cagle—Tyler
 Jim Davis—Richardson
 Jimmy Davis—Odessa
 Jack Dulin—Hale Center
 Sam Edlin—Kingsville
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 Bob Fletcher—Brownwood
 Robert Fletcher—Amarillo
 Del Friend—Paris
 Joseph Gauthier—Georgetown
 Bob Goree—Amarillo
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 Grover Howell—Conroe
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 Alan Jones—Grand Prairie
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 Terry P. Lawton—Brattleboro
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 Tom Whittaker—Brandon
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 William Burton—Bland
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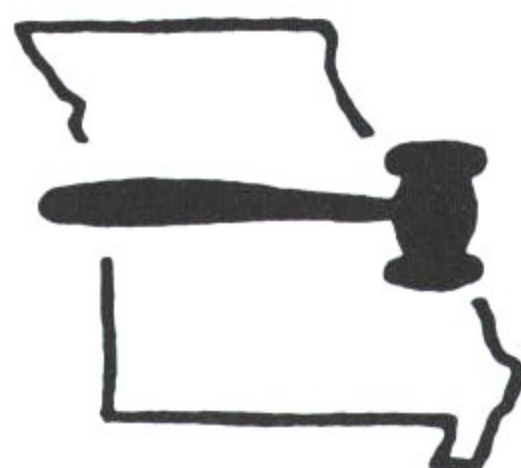
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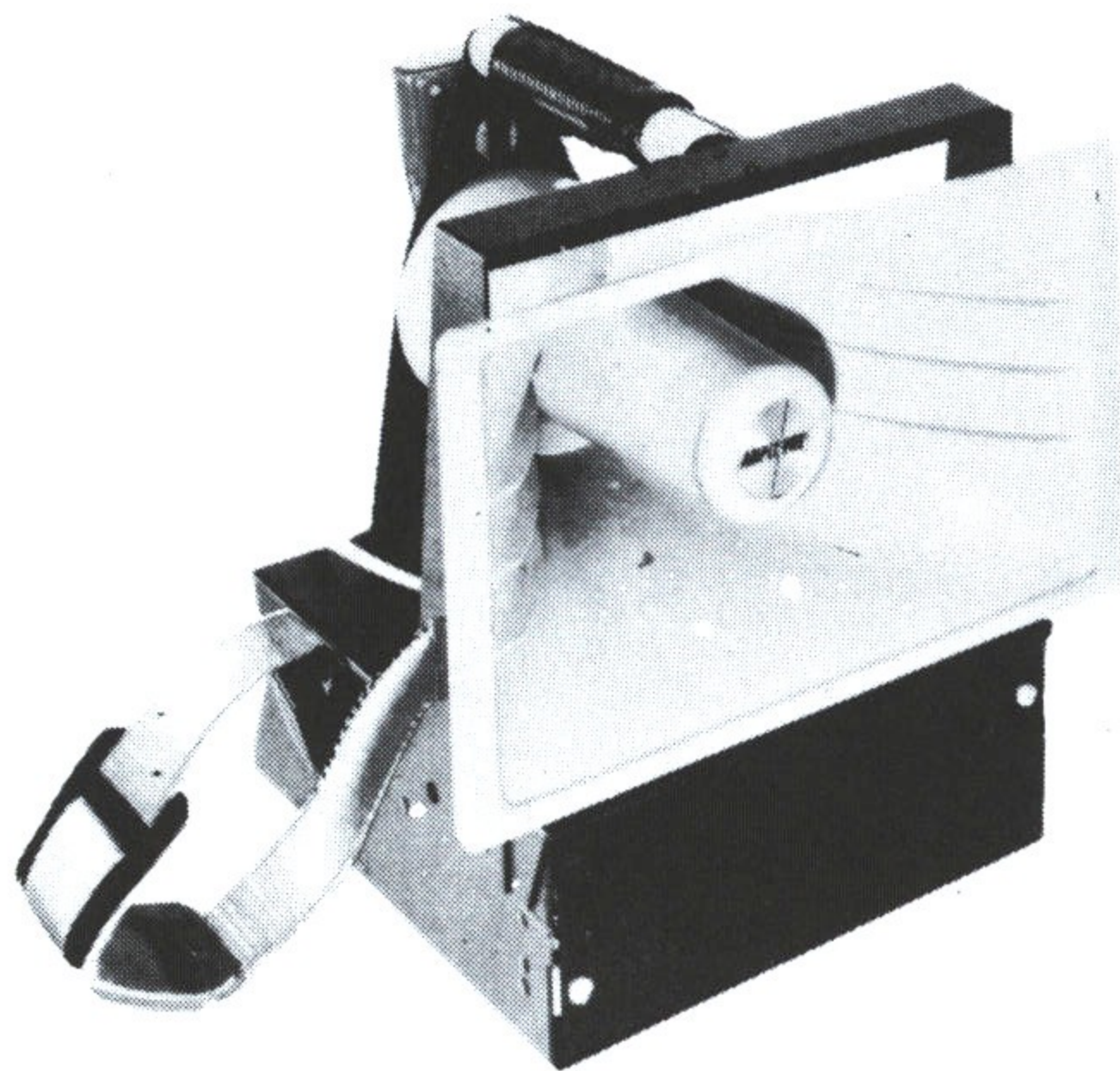
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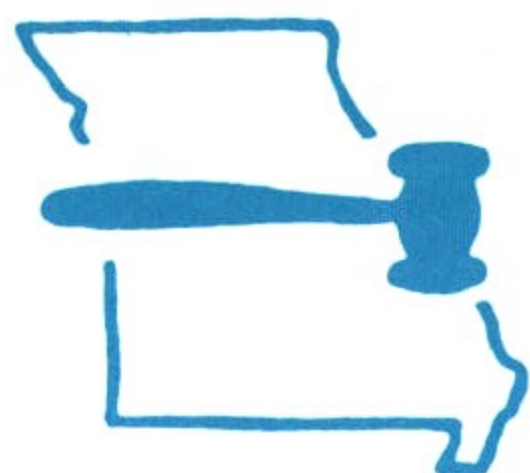
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