THE AUCTIONEER

The Magazine of the National Auctioneers Association ● January, 1983

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April 3-9

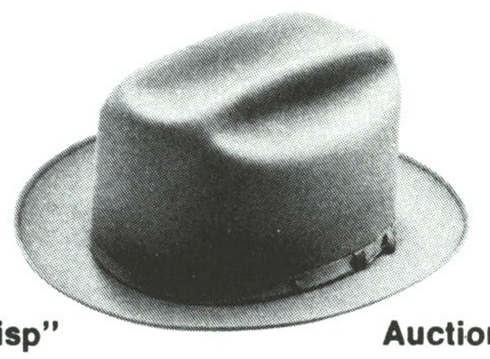
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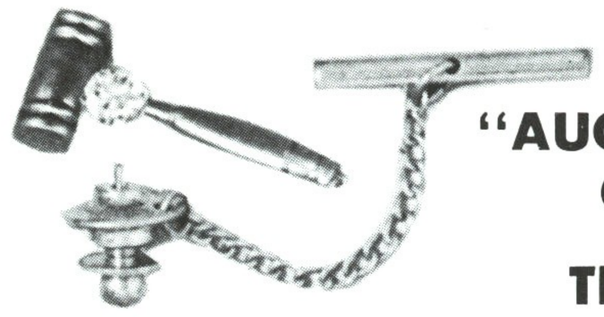
ATTENTION ALL NEW AND OLD MEMBERS OF NAA



Stetson "Wisp"



Auctioneer Hat



"AUCTIONEER'S GAVEL" TIE TACK

It has been fifteen years since we had the idea that NAA members should have something evident that would make them stand out in a crowd so that no one would wonder "Who is in charge of the sale?" We started at the top and designed a hat, pictured above, that comes in beautiful "silver belly" felt in three brim sizes: 2⅛"- 2⅜" and 2⅝". Silver belly is light grey and it comes with a red satin lining and the NAA emblem is embossed in gold on the inside crown. This design and shape went over so well that we soon added the Milan straw in the same brim widths. The summer Milan straws come in light tan and can be worn with about any color clothing.

I then began to get calls for white Panamas and I prevailed on the folks who manufacturer our hats, Stetson Hat Company, Inc., makers of the famous John B. Stetson hats, to make us a white Panama with a 2½" brim. We have now added the Panama to our line of hats.

Those of you who like the traditional Western style hat kept after me to add a truly Western-type head piece, so we did. We added the most popular style Western hat sold in the world today — "The Wisp". The Wisp, pictured above, is worn by the "Marlboro Man" and can be seen in about ervery magazine that advertises cigarettes. Our Wisp is silver belly and is 4X quality and has a 3" brim.

My wife had a tie tack designed and made for me and surprised me with it on my birthday. Many of you saw and admired it to the extent that, yes, we added it to our line. We offer the tie tack pictured above in 18K gold without the diamond, with any size diamond you would like (top quality guaranteed), sterling silver, with or without diamond, as well as sterling silver gold plated. We also offer each of the above with man-made diamonds.

The next item we added was the London Fog type jacket. Primarily a windbreaker type jacket with lined sleeves and it comes with the beautiful 4-color embroidered 3½" NAA emblem patch attached to the left breast. Just right for spring and fall weather. You can also order the patch separately.

NOW, HERE COMES THE BIG ONE!

I just recently returned from Costa Rica where I had gone to investigate the possibilities of real estate investments. Due to the fact it rained most of the time I was there I did not get to see much real estate but I did end up purchasing a small "Boot Factory." Yes, I am now the owner of a boot factory that employs five expert boot makers. These workmen are among the best "hand-made" boot makers in Central America and can put out two pairs of boots each per day. My plant production is ten pairs per day or fifty pairs per week. The beautiful boots come in several different colors and styles. The most popular, the one everybody likes (including the ladies), is number 1 and 2. The only difference is number 1 is plain on the toe and number 2 has a design in the leather. Some are lined with leather and others with polyester material. Numbers 3 and 4 are primarily the regular work or dress boot and they too are lined as pointed out above. I know some of you may be skeptical of ordering boots by mail but let me say everything we sell is unconditionally guaranteed and if you are not absolutely satisfied with anything you receive from us, send it back for exchange or a complete refund. We have pictures of these boots in color and we will send you pictures of any style. They come in sizes 5 through 14 in both men's and women's sizes. If we do not have your size in stock it might take as long as 30 days to get them special hand made for you. If you need one size heel, another size for high instep and extra wide or real narrow we can have it fitted for you because we own the factory.

Here is the good part and why we bought the factory. Costa Rica is the only democratically controlled country in Central or Latin America. But, their economy is shot. When I was there two years ago it took 8 colonies (Costa Rican money) to make one of our dollars. When I was there this time it took 50 colonies to make a dollar. What this means is that the colonies have dropped from 12½¢ to 2¢. Workmen in Costa Rica earn an average of $500.00 per year or 25¢ per hour. These boots I am offering today would have cost $175.00 to $200.00 in American money two years ago. If the colonies come back in value we will not be able to do what we are doing now. I would advise you to get your order in now while the low, low price is prevailing on these beautiful, hand-made, easy wearing, bedroom shoe-feeling, multi-colored boots. Remember, you must be satisfied or 'ole Craig will make it right.

Please note new price list. I apologize for the price increase on everything made in this country, but they just keep hiking the prices to me.

Felt Silver Belly Auctioneer Hats	**$45.00**
Wisp 4X Beaver (Western Style)	**55.00**
White Panama (2½" brim only)	**25.00**
Milan Straw (3 brim sizes)	**22.00**
London Fog type jacket w/emblem	**30.00**
NAA Emblem - 4-color Embroidered	**3.00**
Hand-made Boots (styles 1 & 2)	**75.00**
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Letters to THE AUCTIONEER

Directors' articles appreciated

I would like to express my personal thanks to the informative NAA directors' articles in the November issue of THE AUCTIONEER.

Personally, I felt the article by NAA director Gary Day, CAI, was an excellent opportunity for any new or not-so-new auctioneer to learn the professional aspects of how to get started on the right tract, in this the greatest of businesses.

You probably know several auctioneers who use the motto "Have gavel, Will travel". I never have, and I share Mr. Day's opinion on the professional outlook. I'm also in the process of updating my business cards and other auction advertising material with a professional photograph of myself. I believe it will help people who may need my services remember, and relate to, who I am. We normally use about 5000 cards each year, and I know it is our most affective means of advertising.

I and my wife, Polly, an extremely active member of our auction company, would also like to express our appreciation to NAA director Robert Glass, CAI, on the article "Post Hole of Knowledge". The fact that he included his telephone number and offered his assistance to all members is extremely appreciated. With the business world as difficult as it is during these lean years, it's nice to experience the sharing of business knowledge and experience with fellow members.

I have only been an active auctioneer, with my own auction company for just over two years. I graduated from Nashville Auction School in February, 1981, and since then have conducted over 100 auctions, mostly general merchandise, but also estate sales, antiques, art, jewelry, and home contents. I've also been a ringman and relief auctioneer for fellow auctioneers in estate and commercial auctions.

I've learned quickly in the auction business that you have to pay your dues, and it takes a long time to get established. We need all the helpful education knowledge we can get from outside sources and fellow auctioneers. Experience is a good teacher, but sometimes it can be very costly. When we can learn from other experienced auctioneers it really helps us.

I'm certain that the new NAA Job Market will help speed the employment process for new auctioneers, as well as open new doors for other NAA members experienced in a specific phase of the auction business.

Thanks again, NAA directors, for the many fine and knowledgeable articles. I'm looking forward to the next and *all* future issues of THE AUCTIONEER.

Paul McGinn
NAA member auctioneer
Schertz, Texas

Add these members to your Directory

By the time you're reading this AUCTIONEER, the 1982-83 NAA Membership Directory has been mailed to all current members. However, some members who should have been listed were mistakenly omitted.

Every attempt was made during the preparation of the 1982-83 Directory to list all of the nearly 6500 NAA auctioneers. Regrettably, through computer error, human error, or a combination of both, NAA members were either removed from state lists, or were never listed in the first place. To rectify the situation, the NAA office will continue to update members' files upon notification that they have been left out.

Furthermore, **THE AUCTIONEER will publish the names of NAA members omitted from the directory.** You are highly encouraged to include these members on the back inside cover, in the "Additions/Corrections to your NAA Directory".

Additions to your NAA member Directory

The following were mistakenly omitted from the 1982-83 NAA Membership Directory. Please include them in your personal copy.

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VAN GORDON, STEPHEN, 1116 Capri Drive, Campbell 95008

MISSOURI

EASTBURN, KEVIN L., General Delivery, Phillipsburg 65722

NEBRASKA

BLANK, WILLIAM, Madison 68748

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(Please omit Mr. Lubman from New York list.)

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FRYE, H. L., P.O. Box 37, Pleasant Unity 15376
HUBSCHER, CHRISTIAN, 529 E. Broad St., Souderton 18964
KRALL, PETER H., Willow Brook Farms, Catasauqua 18032
KUNKLE, R. DAVID, 240 East Hamilton Street, Allentown 18103
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THE AUCTIONEER

JANUARY, 1983 **Volume XXXIV, Number 1**

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

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

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

Single copies: $1.75 each. Annual subscription rate $18.00.

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

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

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

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Mrs. Sharon Whisenhunt, Secretary

New year's resolutions valuable goal setting



By Rex B. Newcom, CAI, President
National Auctioneers Association

This is the time of year when we look back and see what we have accomplished and also count the things we didn't get done. I guess this is why we make new year's resolutions. We make promises to ourselves to do better in the coming year.

New year's resolutions are a type of goal setting. And they just won't work, unless we write them down. Let's keep them in front of us all year, so that we may be able to carry them out. I know that you and I will probably break more resolutions then we will keep, but here are a few I would like for all of us to put on our list, and strive very hard to accomplish.

1. Attend at least one of the two NAA Seminars in either Louisville (Real Estate at Auction) or New Orleans (Antiques at Auction).
2. Attend the NAA Convention in Houston.
3. Attend my State Auctioneers Association Convention.
4. Get involved in the CAI program.
5. Introduce one auctioneer in my area to the advantages of being an NAA member, and sponsor him or her as a member.

These past five months have really flown by, and I am looking forward to the next seven with great anticipation. I have been able to attend several state conventions and have many more scheduled. What a pleasure it is to attend your State Convention and to get to know you better. You all seem to be on the move, growing through planning, programing, and education.

Yes, the professional auctioneers are on the move, we are here to stay! Opportunity has knocked, and we have opened the door.

The Year of the Auctioneer is on its way into 1983.

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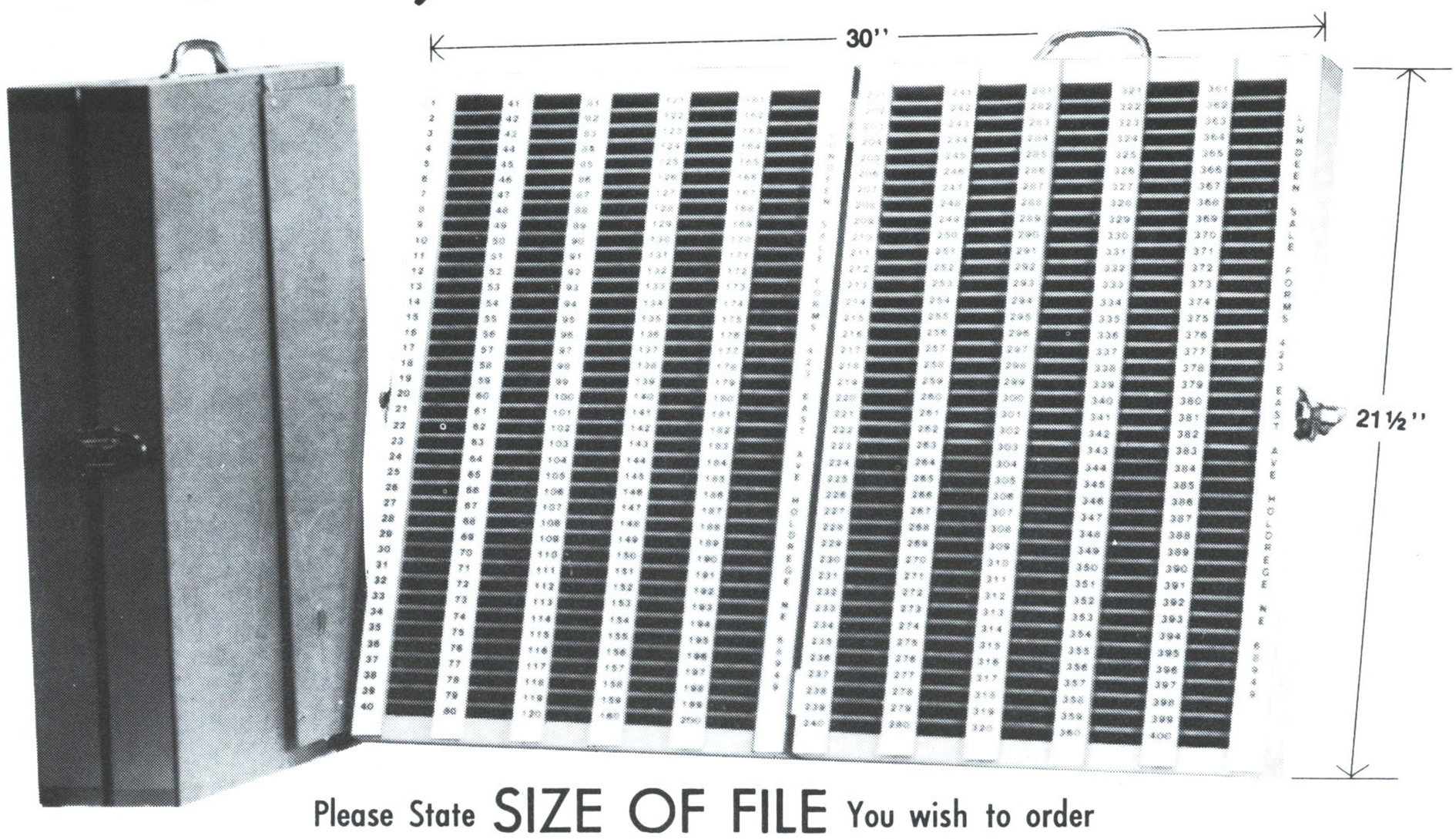
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Headquarters Fund Drive nears end! Spring ground breaking is likely

The Headquarters Relocation Committee is in the process of winding up its fund drive for the new NAA Headquarters in Overland Park, Kansas. Due to the overwhelming generosity of approximately 300 NAA members and friends, nearly $600,000 has been pledged toward the building fund. Of the pledges we have, at this point, received approximately $250,000 in payments and contributions.

If enough money is received on the pledges by January 15, 1983, we will be able to have a ground breaking on our new building in the spring. It will take approximately seven months to complete the building and we then should be able to be in operations in our new headquarters somewhere in the neighborhood of October or November, 1983.

Inasmuch as the Board of Directors is going to keep the NAA in a very sound financial position they will not be going in debt for this new building. Consequently, it is imperative that we generate some additional pledges so that we can meet our financial goal as well as the time tables. And, obviously, in addition to building the building, we still have to furnish it, complete our Archives and/or Hall of Fame room. So, there are a number of areas where we still need assistance.

All monies contributed to the Headquarters Relocation Fund program will be used for the purpose of building and equipping the new headquarters office and to better serve our membership and to implement a much needed new and expanding educational program for the members of our Association.

The new building, located just south of the Ramada Inn-Southwest, near Interstate 35 and the Switzer By-Pass where they intersect with 87th street in Overland Park, Kansas, will be a landmark for many years to come. It is going to be a building, which will be readily recognizable by everyone who passes it and something that our membership will be proud of for decades to come.

But, I must emphasize that we, on the Headquarters Relocation Committee, need your commitment and we need it now! And, as a reminder, in the event that you are not aware of the total program, the contributions' categories which have been established are as follows:

$5,000 or more — VIPs
$2,500 to $5,000 — Founders
$1,500 to $2,500 — Sponsors
$1,000 to $1,500 — Benefactors
$500 to $1,000 — Friends
$250 to $500 — Donations

All donations will be recognized, but those categories of $250 or more will be permanently engraved on brass plaques to be installed in our office for posterity and recognition. To be recognized, all contributors need to get their contributions and/or pledges to the NAA office at once!

Let's pay our just tribute to the many auctioneers who have thus far pioneered in the auction profession and who had enough foresight to form the NAA and who have dedicated their entire lives to the promotion and enhancement of the auction method of selling real and personal property. The new headquarters office building will be a show place for all the world to see! And, in addition, it will provide the services, which are absolutely essential for the auction profession to continue to improve their business techniques and provide the auction service, which our buyers and sellers desire.

I sincerely hope you will take this message as a challenge to be included in the names of the contributors and when the doors of the new office open, you will be listed as one of the dedicated professionals who made this dream become a reality.

Please send your pledge directly to the NAA office or, for that matter, to any member of the Headquarters Relocation Committee. And, as far as that goes, you can chase me down on the streets and hand me a check and I will know what to do with it!

Thanks so much for your interest and dedication!

Martin E. Higgenbotham, Chairman
Headquarters Relocation Committee

Headquarters Relocation Committee:

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Rex B. Newcom, President, 1982-83
Howard Buckles, President, 1981-82
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Headquarters Relocation Fund Report

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The Legal Aspects Of Auctions . . .

License law update

To keep the NAA membership as currently informed as possible, THE AUCTIONEER offers this license law update. Information was contributed by two sources — the various state auctioneer associations and the National Auctioneer License Laws Official Association (NALLOA). The information in parentheses is from NALLOA.

For more specific information contact either the state association secretary, the licensing body in the particular state, or NALLOA. In the coming months, THE AUCTIONEER will publish additional license law information as received at the NAA office.

ALABAMA — The state DOES REQUIRE an auction/auctioneers license. Contact: Alabama State Board of Auctioneers, Mrs. Patricia Reid executive secretary, Suite 209, Downtown Plaza Bldg., Cullman, Alabama 35055, phone 205-739-0548. An apprenticeship must be served, and a test is required. The Alabama Board will reciprocate with states that have licenses laws with like manner, otherwise a test is required. The license law is enforced. Submitted by Pete Horton, AAA secretary-treasurer.

ALASKA — (The state does not require a license law.)

ARIZONA — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Larry Everhart, AAofA secretary-treasurer. (A license is required for any person who sells or attempts to sell jewelry. Contact Board of Supervisors of the county.)

ARKANSAS — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Jayne Lowery, AAA secretary.

CALIFORNIA — The state WILL REQUIRE an auction/auctioneers license as of July 1, 1983. Contact California Auctioneer Commission. (no address at the present time) or California State Auctioneers Association Inc. P O. Box 577 Patterson, CA, phone 209-892-8242. Examination required for auctioneer's license, also have to be bonded. Statue allows for reciprocal agreement, upon qualicication, with regard to auctioneer licensing in other states. License requirement also applies to auction houses and auction companies, examination not required. Submitted by Milton Costa, CAA secretary.

COLORADO — The state DOES NOT REQUIRE an auction/auctioneers license. However, some cities and counties have license and fee requirements. Check with the county or municipal clerk's office where you're planning to conduct an auction. Submitted by Steve L. McCrea, CAA secretary-treasurer.

CONNECTICUT — (Town and city permits only. There is a state law governing sale of jewelry, livestock, horses, and motor vehicles. Request from various commissioners.)

DELAWARE — (Every person engaged in business of crying sales of real or personal property for others for profit are subject to tax.)

DISTRICT OF COLUMBIA — (License required for any person, firm, or corporation, either for himself or others sells or offers for sale at public auction, stocks or stocks of merchandise in whole or in part. Apply at Mayor's office.)

FLORIDA — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Billy Wells, FAA secretary-treasurer. (Local ordinances may impose license requirements.)

GEORGIA — The state DOES REQUIRE an auction/auctioneers license. Contact: Georgia Auctioneers Commission, Les Maddern executive director, 166 Pryor St., Atlanta, Georgia 30303, phone 404-656-2282. Applicant must stand examination to qualify for one year apprenticeship. After being the principal auctioneer under the supervision of a licensed, sponsoring auctioneer, in at least ten auctions, applicant is eligible to stand examination for his/her principal auctioneer's license. Bond and character references are required. Submitted by Freddi S. Hagin, GAA executive director.

HAWAII — (License required for any person who sells goods, wares, merchandise or other property at auction. Apply County Treasurer or Director of Finance.)

IDAHO — (Pay tax to county tax collector, on new merchandise sold at auction.)

ILLINOIS — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Bob Wuebbels, IAA member.

INDIANA — The state DOES REQUIRE an auction/auctioneers license. Contact: Indiana Auctioneer Commission, Sherrill L. Keesee secretary, 1025 State Office Building, Indianapolis, Indiana 46204, phone 317-232-3950. Examination required for auctioneer's license. Statute allows for reciprocal agreement, upon qualification, with regard to auctioneer licensing. License requirement also applies to auction houses and auction companies-examination not required. Submitted by Sherrill L. Keesee, Indiana Commission secretary.

IOWA — The state DOES NOT REQUIRE an auction/auctioneers license. However, counties and municipalities have license and fee requirements. Check with the county or municipal clerk's office where you're planning to conduct an auction. Submitted by Margaret H. Bloomer, IAA secretary. (To sell NEW MERCHANDISE outside of city limits where ordinances require license, a state license is required.)

KANSAS — The state DOES NOT REQUIRE an auction/auctioneers license. Some cities have a fee license, check with the city treasurer. Auctioneers auctioning real estate must have a real estate license. Submitted by Rex B. Newcom, KAA secretary/treasurer. (Any individual, firm, association, corporation or any other legal entity which sells new goods, wares or merchandise, apply at clerk of county or city.

KENTUCKY — The state DOES REQUIRE an auction/auctioneers license. Contact: Kentucky Board of Auctioneers, 1210 Kentucky Home Life Building, Louisville, Kentucky 40202. Submitted by Wilma Atherton, KAA executive director.

LOUISIANA — The state DOES REQUIRE an auction/auctioneers license. Contact: Donald J. Bernard, Secretary of Department of Commerce; P.O. Box 44185; Baton Rouge, LA 70804, Phone: (504) 342-5388. Submitted by Gladys M. Vernon, Administrative Assistant.

MAINE — The state DOES REQUIRE an auction/auctioneers license. Contact: Department of Business Regulation-Central Licensing Bureau, Harvey De Vane commissioner, State House Station, Augusta, Maine 04333, phone 207-289-2217. Submitted by George A. Martin, MAA secretary.

MARYLAND — The state DOES NOT REQUIRE an auction/auctioneers license. Each county has its own qualifications for licensing as has the City of Baltimore and several other townships and jurisdictions in Maryland. Anyone wishing to auction in the state of Maryland should inquire of the county clerk or clerk of the circuit court of that jurisdiction. In the City of Baltimore, application must be made to the

Continued page 10

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mayor's office. Submitted by Barr Harris, former AAM secretary.

MASSACHUSETTS — Under Chapter 100, each auctioneer is licensed by the town he/she resides in. The auctioneer must acquire a permit to conduct an auction in another town or city. The auctioneer must file with the selectmen of the town or city for the permit. Submitted by Evan N. Gavilles, MSAA member. (A person must obtain license to sell jewelry, and also bankruptcy.)

MICHIGAN — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Robert E. Howe, Jr., MSAA secretary-treasurer.

MINNESOTA — The state DOES REQUIRE an auction/auctioneers license. Contact: Joan Growe, Secretary of State, State Capitol, State Office Bldg.; St. Paul, MN 55155 Phone: (612) 296-3266.

MISSOURI — The state DOES REQUIRE an auction/auctioneers license. Contact any county clerk's office. Submitted by Doran H. Livingston, MSAA secretary.

MONTANA — The state DOES NOT REQUIRE an auction/auctioneers license. However, the state does require that each auctioneer carry a $5,000 Property Bond. Submitted by Craig Mandeville, former MAA secretary.

NEBRASKA — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Harold Kraupie, NAA member. (Non-resident apply at county clerk's office.)

NEVADA — The state DOES NOT REQUIRE an auction/auctioneers license because licensing in Nevada is by each local government body. Submitted by James M. Watson, NSAA president.

NEW HAMPSHIRE — The state DOES REQUIRE an auction/auctioneers license. Contact: New Hampshire Board of Auctioneers, Secretary of State, State House, Concord, New Hampshire 03301, phone 603-271-3242. Non-resident auctioneers may qualify for a non-resident license, if their home state has a reciprocal agreement to allow the licensing of non-resident auctioneers in their state with a state license, so that auctions may be conducted anywhere in the state with the license. Submitted by George Michael, former NHAA secretary.

NEW JERSEY — The state DOES NOT REQUIRE an auction/auctioneers license. However, auction permits and licenses are under local government control, each jurisdiction setting their own requirements, fees, etc. Submitted by Jo Ann Fawcett, former NJSSA secretary. (There are state regulations on jewelry, baby chicks, and sale barn.)

NEW MEXICO — The state DOES NOT REQUIRE an auction/auctioneers license. However, New Mexico laws are in effect governing auction sales, "puffing" on bids, and auction fees. For information, contact a municipal or county clerk. Also, a license must be obtained to auction jewelry. Application must be made to the county or municipal clerk's office, thirty days prior to the jewelry auction. To auction real estate, you must have a real estate license or cooperate with a New Mexico real estate broker. Submitted by Jacquelyn Russell, NMAA president.

NEW YORK — The state DOES NOT REQUIRE an auction/auctioneers license. However, local ordinances will require auctioneers to obtain a city, town, or village license. Submitted by R. Thomas Jones, NYSAA secretary/treasurer. (There are baby chicks, and food regulations.)

NORTH CAROLINA — The state DOES REQUIRE an auction/auctioneers license. Contact: George R. Fuller, Executive Director, Suite 306, 3509 Haworth Drive, Raleigh, NC 27609. Phone: (919) 733-2182. Submitted by Johnson B. Gilbert, NCAA secretary.

NORTH DAKOTA — The state DOES REQUIRE an auction/auctioneers license. Contact: Richard Elkin, Public Service Commissioner; North Dakota State Capitol; Bismarck, ND 58501. Phone: (701) 224-2400. North Dakota also requires

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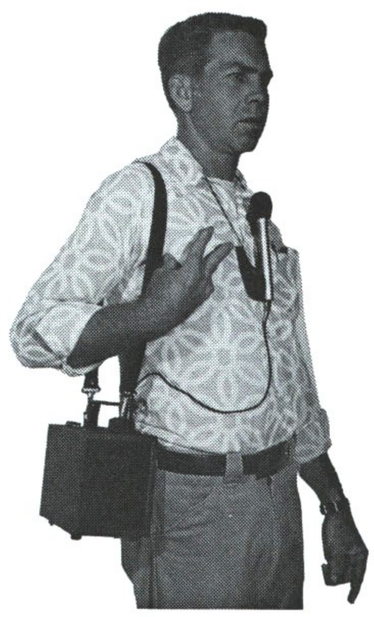
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a clerking license, for which the fee is ten dollars and a bond of five thousand dollars. The auctioneers fee is ten dollars and a one thousand dollar bond. You must also be a graduate of an approved auction school. Submitted by Norman Aldinger, NDAA member.

OHIO — The state DOES REQUIRE an auction/auctioneers license. Contact: Department of Commerce, Division of Licensing, Two Nationwide Plaza, Columbus, Ohio 43215, phone 614-466-4130. Submitted by Byron Dilgard, OAA secretary.

OKLAHOMA — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Ray Patterson, OKAA secretary/treasurer. (Permits are required for livestock markets and sale of new merchandise. Apply at county treasurer.)

OREGON — The state DOES NOT REQUIRE an auction/auctioneers license. However, local municipalities and counties may require permits, fees, or licenses. For more information contact: Len Zakula, 2010 N.E. 201st, Troutdale 97060, phone 503-667-2628.

PENNSYLVANIA — The state DOES REQUIRE an auction/auctioneers license. Contact: Department of State, Bureau of Professional and Occupational Affairs, State Board of Auctioneer Examiners, Mrs. Dawn H. Glowacki, executive secretary, P.O. Box 2649, Harrisburg, Pennsylvania 17120, phone 717-787-6490. A two year apprenticeship with a licensed Pennsylvania auctioneer, including successful completion of apprentice and auction license examinations is required; OR one year apprenticeship period and the completion of the prescribed courses in a school accredited by the State Board of Auctioneer Examiners. Same test requirements. Prescribed course of study consists of 30 credit hours. The areas are:

1. Auctioneering — total 18 credit hours
   a. Audience Communications — 3 credit hours
   b. Procurement of Merchandise for Auction — 3 credit hours
   c. Appraisal — 3 credit hours
   d. Auction Law — 3 credit hours
   e. Preparation for Auction — 3 credit hours
   f. Conducting an Auction — 3 credit hours
2. Management — 3 credit hours
3. Accounting (General) — 3 credit hours
4. English (Business Comm.) — 3 credit hours
5. Mathematics (College level) — 3 credit hours

A bond is required, and there is reciprocity with some states. Submitted by Blaine C. Brown, PAA secretary.

RHODE ISLAND — The state DOES REQUIRE an auction/auctioneers license. Contact: Department of Business Regulations Office of the Director, Craig R. Smith chief examiner auctioneer section, 100 North Main Street, Providence, Rhode Island 02903, phone 401-277-2246. New applicant must take written exam given by the Department of Business Regulations. If exam is passed, license issued after applicant furnishes a bond and pays a $35 fee for resident auctioneers. Other fees are $75 for non-residents, and $20 for apprentice auctioneers. Submitted by Louise E. Wordell, RIAA secretary.

SOUTH CAROLINA — The state DOES REQUIRE an auction/auctioneers license. Contact: George D. Pechilis, Executive Director; State of South Carolina Auctioneers Commission, P.O. Box 807, Columbia, SC 29202, phone 803-758-3837. Submitted by Jack E. Richardson, SCAA member.

SOUTH DAKOTA — The state DOES NOT REQUIRE an auction/auctioneers license. However, the SDAA is preparing a proposed law for the upcoming session of the legislature. A state license law may be in effect by July 1, 1983. Regarding other South Dakota statutes affecting the auction

Continued page 12

business: it is unlawful to sell licensed vehicles at consignment; to sell real estate, the auctioneer must have a real estate auctioneer's license or have a real estate broker's license; and it is unlawful to clerk a real estate auction unless you are either 1) a real estate broker, 2) a bank, or 3) an attorney. Submitted by Kenneth R. Jark, SDAA secretary.

TENNESSEE — The state DOES REQUIRE an auction/auctioneers license. Contact: Mrs. Thelma Cartwright, secretary, Tennessee Auctioneers Commission, Doctors Bldg., Room 422, Nashville, TN 37219, phone 615-741-3236. The following fees apply: $50 auctioneer license fee, $25 fee for apprentice, $25 firm license fee, and $25 examination fee. Submitted by E. B. Fulkerson, TAA secretary.

TEXAS — The state DOES REQUIRE an auction/auctioneers license. Contact: Texas Department of Labor & Standards, Lias "Bubba" Steen, Commissioner, P.O. Box 12157, Austin, Texas 78711, phone 512-475-4229. The commissioner appoints a twelve-member Advisory Board comprised of auctioneers to serve one-year terms. Their function is to act as liaison between the State and the auctioneers. The license law requires an applicant to pass an examination or to obtain an Associate license for one year to work under a licensed auctioneer during which time he must bid-call at least five sales. Submitted by Charles Connour, TAA member.

UTAH — The state DOES NOT REQUIRE an auction/auctioneers law. However, you do have to pay a fee in each of the municipalities where you hold an auction. For example, in Murray, Utah, if you do not have a permanent place of business where the sales are held, you pay $100 a day to hold sales. Salt Lake County charges $140 per year. All adjacent towns charge $100 per year. Submitted by Glenn Short, UAA president.

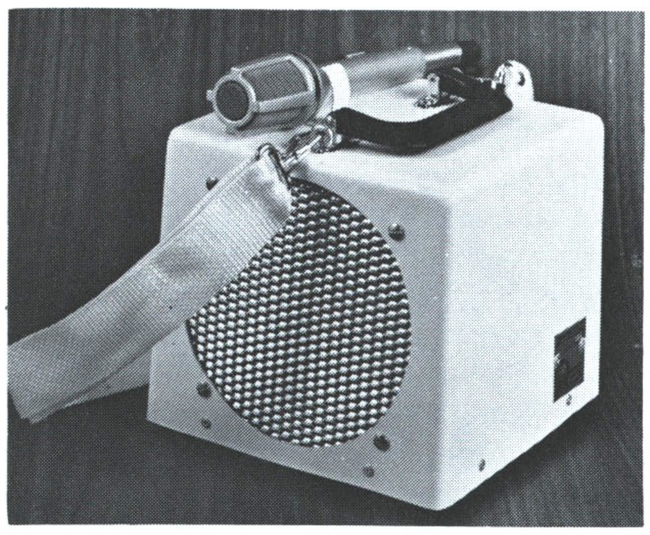
VERMONT — The state DOES REQUIRE an auction/auctioneers license. Contact: James Douglas, Secretary of State, 109 State St., Montpelier, Vermont 05602, phone 802-828-2363. Requirements include: resident fee of $25, plus $1000 bond, licenses the auctioneer for two years; non-resident fee of $50, plus $5000 bond licenses the auctioneer for one year. The state is presently considering revision of the auctioneer license law and requirements. Submitted by Thomas Hirchak Jr., VAA secretary.

VIRGINIA — The state DOES REQUIRE an auction/auctioneers license. Virginia does not have a state licensing board or commission for auctioneers. A state license is purchased at the local office of the commissioner of the revenue. Submitted by Stephen G. Sheets, VAA member.

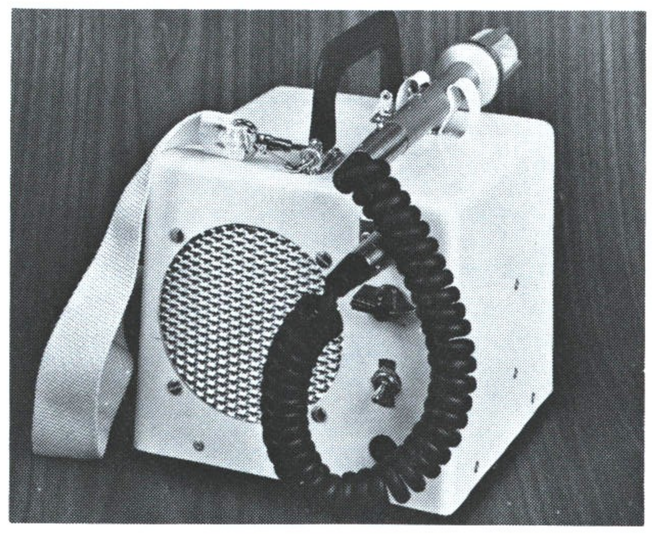
WASHINGTON — The state DOES REQUIRE an auction/auctioneers license. The fee is $150 annually, $75 for a trainee (18 years or younger, and must work under a properly licensed adult auctioneer). A surety bond is required or, in place of that, a $5000 trust account in the name of the State of Washington, contact: State of Washington, Division of Professional Licensing, P.O. Box 9649, Olympia, Washington 98504. This law was effected 6/1/82 and will be subject to some revisions in the future. Submitted by Bonnie Anderson, WSAA secretary.

WEST VIRGINIA — The state DOES REQUIRE an auction/auctioneers license. Contact: Hon. Gus R. Douglas, Commissioner of Agriculture; West Virginia Department of Agriculture; State Capitol; Charleston, WV 25405. Submitted by Wison E. Woods, WVAA member.

WISCONSIN — The state DOES NOT REQUIRE an auction/auctioneers license. However, many municipalities have their own rules, ordinances, and fees. Submitted by Robert Massart, WAA secretary. (There are requirements on the sale of jewelry and furs. All transient auctioneers must be licensed. Apply at the County Clerk's Office.)



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Independent contractor tax status no longer threatening

For the last two years, Congressional legislation regarding independent contractor tax status and auctioneers has caused a good deal of justified concern. The Senate version of the bill would have required 10% to be withheld from your commission if you met independent contractor requirements; and the new regulations were due to go into effect July 1, 1982. Through it all, THE AUCTIONEER kept you informed: November, 1980, "Independent contractor tax status — it'll cost you 10%"; February, 1981, "Writing your congressman gets results"; and April, 1982, "Independent contractor tax status, current information".

But for now you can rest easy. The new regulations did not go into effect because Congress decided not to do anything about the issue. **Your present tax status will continue indefinitely until Congress acts.** Sources for this information were the Internal Revenue Service, Nebraska Congress Douglas Bereuter, and the Congressional Record.

Furthermore, upon request by the NAA office, the IRS is preparing an official clarification of independent contractor tax status as it relates to the individual auctioneer. This clarification will be published in THE AUCTIONEER as soon as it is received at the NAA office.

What to do now, for tax year 1982? Your best resources for answers are your accountant, local office of the IRS, and your attorney.

OAA helps in auction legislation

The Ohio Auctioneers Association was instrumental in the passing of HB 608, by the Ohio Senate and House of Representatives. Ohio Governor James Rhoades signed it into law, and it became effective July 9, 1982.

A couple of the main points of the bill include: that the "Auction Company" concept replaces the former "Auction Business"; two separate licenses, auctioneer and auction company.

The bill also standardized and made uniform the regulation of auctioneers and auction sales within the state and eliminates municipal licensing. Hearings were then held concerning the "Rules and Regulations" governing auctioneers. The original draft was changed through the efforts of the OAA and member delegation attending hearings.

As of this writing the OAA is in the process of sending letters about the Association's efforts, and looking for contributions from any auctioneer to help defray OAA expenses. If auctioneers are not members of OAA, they are invited to join. The passage



OHIO GOVERNOR James Rhoades signs HB 608 flanked by Terry Logsdon, past OAA president, left, and Herb Demaree, OAA president, right. Standing, left to right: Charles Carroll, Chief of Division of Licensing, John Anglin, past OAA president T. David Evans, Investigator of Division of Licensing, Frank Weade, past OAA president, William Milligan, attorney; Gary Cain and Richard Kiko, also past OAA presidents.

of HB 608 was a long, time consuming effort, frustrating at times and very expensive, but all felt the end result was well worth it.

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VOL. 132 — NO. 38,191 NORTHWEST FINAL SATURDAY, NOVEMBER 20, 1982 84 PAGES 25 CENTS

Auctioneers expanding into new fields

By KATHLEEN MONJE
Correspondent, The Oregonian

EUGENE — Despite bad times, business is good for auctioneers, National Auctioneers Association President Rex Newcom said in Eugene this week.

But Newcom, who represents about 7,000 auctioneers, attributed the steady flow of merchandise to the auction block more to hard work and a changing image than a recession-caused increase in bankruptcies and liquidations.

"Probably the bottom line in the auction business right now is less net profit," the native Kansan said. "Most of the auctioneers are telling us that they're handling more auctions, but their net profit is down."

He said 1982 has been the year of the auctioneer, with expansion into the depressed real estate market as well as continued business in antiques, estates, business liquidation, livestock and farm and construction equipment.

"We're the only ones who are selling anything of consequence, but we're not selling any more than before. When people have money, we can really sell," Newcom said.

Auctions are attractive to the country's buyers right now, because "80 percent of the people are still working, and they have money that will buy for less. Ten percent of the people do 90 percent of the buying, anyway," he said. "We like the idea of selling to this unique group of good buyers." At his own auction, Newcomb said, 90 percent of the buyers are repeat customers.

"We get a thousand people at our auctions not by accident. They come back because they had a good experience, and they'll make sure that the fellow who came to buy doesn't steal," he said, because the regular customers keep the bidding at an appropriate level.

Newcom's Eugene trip was part of his auction image-changing program during his year as national association president. He visited Industrial Publishing, a Eugene company that specializes in auction advertising brochures for businesses across the country.

"In the last five years, we've taken the overalls off the auctioneer and put him in a business suit," he said, adding that quality advertising is essential to the new image. He travels around the country to give seminars and to encourage the new professional image.

"Times have changed, because you don't sell all the time now to the walk-in individual — you have to sell to big business," he said.

Auctioneers sense changes in financial trends more quickly than many other industries, Newcom said.

"We already knew what the economy was like in Oregon a year before it was printed, because our buyers from Oregon didn't come as often," he said.

Auctioneers also play an important role in setting market prices through their selling techniques, he said, and must balance their prices for both seller and buyer.

"An auctioneer can ruin himself in a hurry by being too aggressive" and allowing bidding to go too high, Newcomb said.

Reprinted with permission after a recent interview with Rex B. Newcom in Eugene, OR by:

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Auctioneer: "I'll never be sued"

By Rennie Walt
Vice President
Alexander & Alexander/Lincoln

You're right — you will never be sued if you stay home every day, sit in your house, don't drive your car, don't operate a business, don't say anything to anyone, or communicate in anyway with the outside world. But, if you drive a car, communicate with the public, spend time in public places, run a business, conduct auctions, appraise property, and engage in other activities necessary to being a successful auctioneer, you quite possibly could be sued.

Consider the answers to the following questions.

1. Have you ever auctioned a defective piece of merchandise?
2. Have you ever auctioned personal property that was misadvertised?
3. Is it possible that you have made an error in appraising either real or personal property?
4. Have you always adhered to the provisions in the contract between you as the auctioneer and the seller of the property?
5. Is it possible that a bidder at an auction could ever feel there was collusion between you as the auctioneer and the seller of the property?
6. Have all debts and other encumbrances on real and or/personal property always been discovered and disclosed for property being sold at auction?
7. Are you always positive that the seller had clear title to the property being offered at auction? And if not, did you investigate thoroughly?
9. Is it at all possible that the quality or authenticity of an item sold at auction was overstated or misrepresented?
10. When appraising property have you always verified or authenticated the property?
11. Is the subject of reserves *always* communicated to *all* the bidders as clearly as it should be?
12. Have you supplied all the bidders with terms of sale data prior to the beginning of auction process?
13. Are you aware of all of your responsibilities to the public, to the sellers, and to the buyers?
14. Do you currently have a means of protecting yourself and your business in the event you, or one of your employees, makes a mistake in one of the above outlined areas?

An auctioneer is a professional sales person and/or appraiser, and because of the fees and commissions charged as a professional, auctioneers create certain liabilities which can be protected only through an Auctioneers' Errors & Omissions Insurance Contract.

Your National Association, recognizing the needs of its members, has an Errors & Omissions program available to members in all states providing protection for auctioneering activities, appraisal activities, and real estate auctioneering. However, the E & O insurance coverage will not do you any good unless you take advantage of it. Complete information and forms for Auctioneers Errors and Omissions Insurance are available upon request to the NAA office.

Do you know these auctioneers?

The NAA office has made repeated and varied attempts to contact the following NAA members, so that the AUCTIONEER and other Association mail can be delivered to them. If you know any of the people listed below, please have them **contact the NAA office as soon as possible.** If no correct address can be determined for the NAA members listed below, they will be **removed from the NAA mailing lists.**

Rex Lippincott, P.O. Box 726, Wylie, Texas 75098
Charles J. Stanley, III, 227 Sunset Avenue, Palm Beach, Florida 33480

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For $8.75 per column inch, per insertion, and a one-time typesetting fee of $10, an NAA member can provide job experience and address information as space allows. The member auctioneer's name will appear in boldface type, and the following examples will be useful in determining copy for an approximately one-inch classified ad. Specify which words to be all caps.

Auctioneer/sale manager seeks position with progressive auction company in Arizona or southern California. Real estate and estate sale specialist; business degree and seven years experience. Second year CAI. CONTACT: **John Smith,** 1010 Oak St., Anytown, USA. Call 111-222-3434.

On the other hand, an NAA member can use the Job Market to recruit another NAA member auctioneer. The costs are the same, and the name of the NAA member or the member's auction company will appear in boldface.

Construction equipment auction company hiring two auctioneers in the near future. Require five years' heavy equipment, client contact, and general business experience. Salary negotiable, benefit and insurance package. Resume and introductory letter to: **Big Auction Company,** 545 Avenue St., Big City, USA. No calls.

Whether you are hiring an auctioneer or seeking auction employment, you have the option of not including your name or company name in the advertisement. Make sure, of course, that you provide the NAA office with your name and address. Compose your reply address accordingly.

" . . . Reply to: **Truck Auctioneer,** NAA Office, 135 Lakewood Dr., Lincoln, NE 68510-2487."
" . . . Send resume to: **Real estate sales position,** NAA Office, . . . "

All responses to your advertisement will be promptly mailed to you upon receipt at the NAA office. Though the NAA office will handle mail replies to your ad, the office cannot take phone call replies.

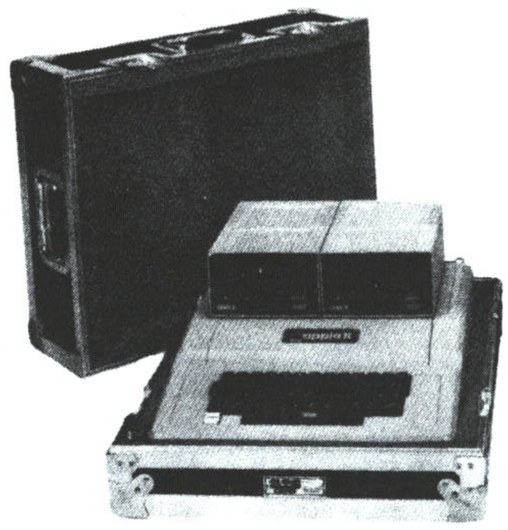
Only auctioneers who are NAA members will be allowed to advertise in the NAA Job Market. Your membership must be current to submit either a "for hire" ad or a recruitment ad. Whichever you place, the ad copy must be accompanied by full payment of $8.75 per inch, per insertion, plus the $10 typesetting fee. Copy received by the first of the month will appear in the next month's AUCTIONEER; received after the first, your ad will appear in the next month's issue.

THE AUCTIONEER staff reserves the right to edit or refuse placement of any classified advertisement. Any questions about this new NAA program should be directed to the NAA office before submitting your advertisement.

ABCS

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The running of your auctions will be as

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Heavy Duty Carrying Cases with Wheels for Air Shipping and for Local Travel.

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COMPUTER ASSISTED BUSINESS SERVICES

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NOW something NEW by AUCTION SYSTEMS • John Green Press

ADVERTISE YOUR NAME ON YOUR "CLERKEASY" CLERKING TICKETS

• **LOW PRICES** • Form No. AT-18 imprinted 1 line at top right on ticket illustrated - size 1⅜" x 2¾". The AT-18 form is size 8½" x 9" overall and is furnished in 3 parts on NCR paper (which makes its own carbon copies). There are 18 perforated tickets to a page, size 1⅜" x 2¾", as illustrated below. All 18 imprinted with your name. Tickets (1-3 White, Canary & Card)

IMPRINTED PRICES

1,000 No. AT-18 Clerking Tickets	$169⁰⁰	1M
2,000 No. AT-18 Clerking Tickets	$154⁰⁰	1M
3,000 No. AT-18 Clerking Tickets	$148⁰⁰	1M
5,000 No. AT-18 Clerking Tickets	$139⁰⁰	1M

IMPORTANT

We must have your **payment** with your imprinted order and **clear copy** to be imprinted. Forms will be shipped in 3 to 4 weeks with prepaid freight.

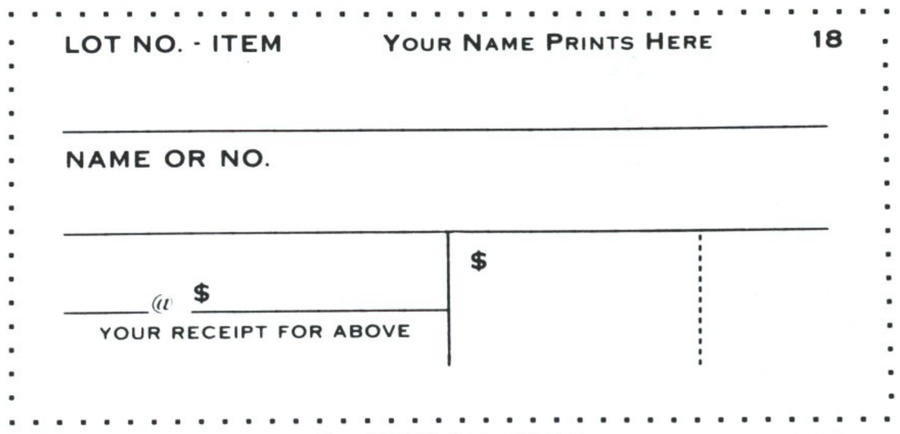
Number AT-18 Clerkeasy Clerking Tickets
Not Special Imprinted Prices
These In Stock For Immediate Shipment

200 Sets No. AT-18 Clerking Tickets	$30⁰⁰
400 Sets No. AT-18 Clerking Tickets	$54⁰⁰
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• Payment With Order, We Pay Postage
• C.O.D. Orders, You Pay Postage

Watch For Other New Items To Come — We Save Time

One Line Imprint Area



No. AT-18 Actual Size

AUCTION SYSTEMS • John Green Press
430 West 35th Street
Davenport, Iowa 52806
Phone 319-386-0636
After Hours Phone 319-391-5994
WRITE FOR SAMPLES AND PRICES FOR OTHER AUCTION SALES ITEMS

Dealer Auction

1st & 3rd Tuesday 11 a.m.

Selling Overstock — Bankrupt Stock — Salvage — Unclaimed Freight

---

Household Goods — Electronics — Tools
Hardware Items — Gift Items
Seasonal Merchandise — Jewelry
Many other items.

Furniture Haulers, CONTACT US ABOUT OUR NEXT FURNITURE SALE DATE — OR LET US HAVE A SPECIAL SALE FOR YOU!

WISHING ROCK AUCTION

46 Wishing Rock Rd.
Pasadena, Maryland

(301) 647-9769 (301) 551-4371

Vic Mattucci-Auctioneer

INSTRUCTION

LEARN TO BE AN AUCTIONEER



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

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

Pamphlets "selling" for your auction business

Consider the NAA auction customer pamphlet as a valuable sales tool, helping you "sell" your auction services to those who need to know. Thousands of copies of the NAA sponsored pamphlet are being distributed across the country, with each edition personalized by the individual NAA member. Your free sample is in the April, 1982 AUCTIONEER, or available upon request to the NAA office.

Order your pamphlet edition by first reading the following article, then completing the form at right.

Customer pamphlet highlights information

Auction buyers, clients, and prospects need all the important information about your auction service. To assure that your pamphlet will be produced as promptly as possible, please follow the ordering procedure closely.

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

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

Name and address

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

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

Jack A. Collins
Jack Collins

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

Business name on the cover

ABC
Auction
Company

We're
The
Professionals

John A.
Collins
Auctioneer

We're
The
Professionals

Business name and address inside

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

Slogans and street directions will not be accepted.

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

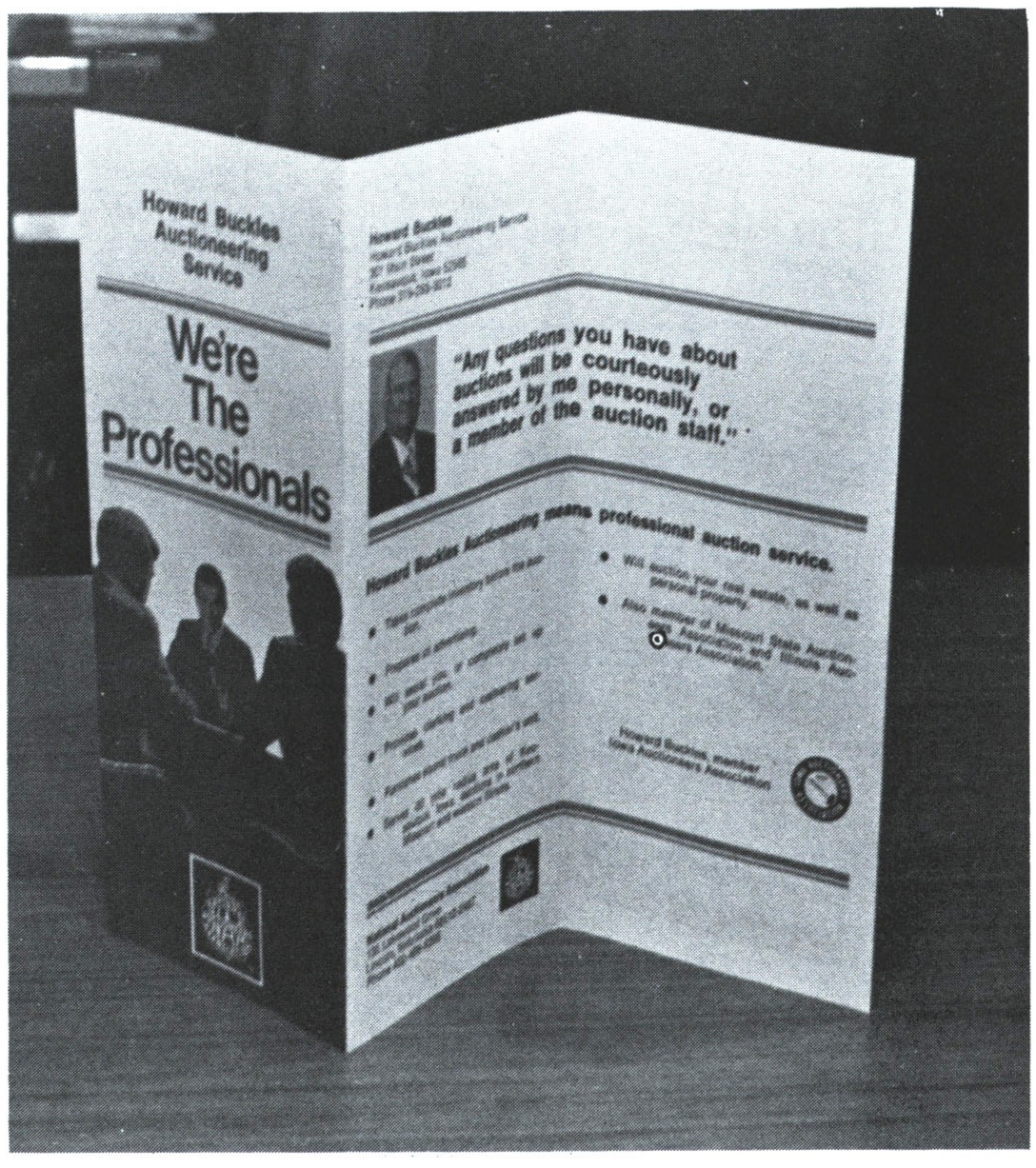
Multiple business phone numbers can also appear below your address.

Phone 402-489-9356 or 9357

Phone 402-489-9356
402-476-9211

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

Continued page 23



AUCTION CUSTOMER PAMPHLET to promote your business.

National Auctioneers Association

"Auction Customer Pamphlet" Order Form

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

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

_____ _____

_____ _____

_____

2) Name of auction company, or auction service _____

Street address _____ City _____ State _____ Zip _____

Business phone/area code _____

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

3) Write 7-10 brief statements detailing the auction services you provide. Use separate sheet if necessary.

• _____ • _____

_____ _____

• _____ • _____

_____ _____

• _____ • _____

_____ _____

• _____ • _____

_____ _____

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

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

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

500 pamphlets, $165.00	**1000 pamphlets, $230.00**	**2000 pamphlets, $250.00**
plus shipping, $ 3.00	**plus shipping, $ 4.50**	**plus shipping, $ 7.50**

Add $12.00 for each additional photograph to be included.

Number of pamphlets ordered _____ **TOTAL AMOUNT ENCLOSED $_____**

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

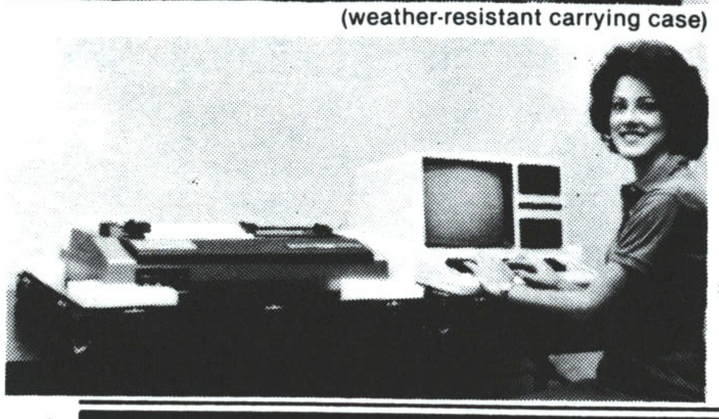
Name of NAA member placing the order _____

Signature _____ Date your NAA membership expires _____

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

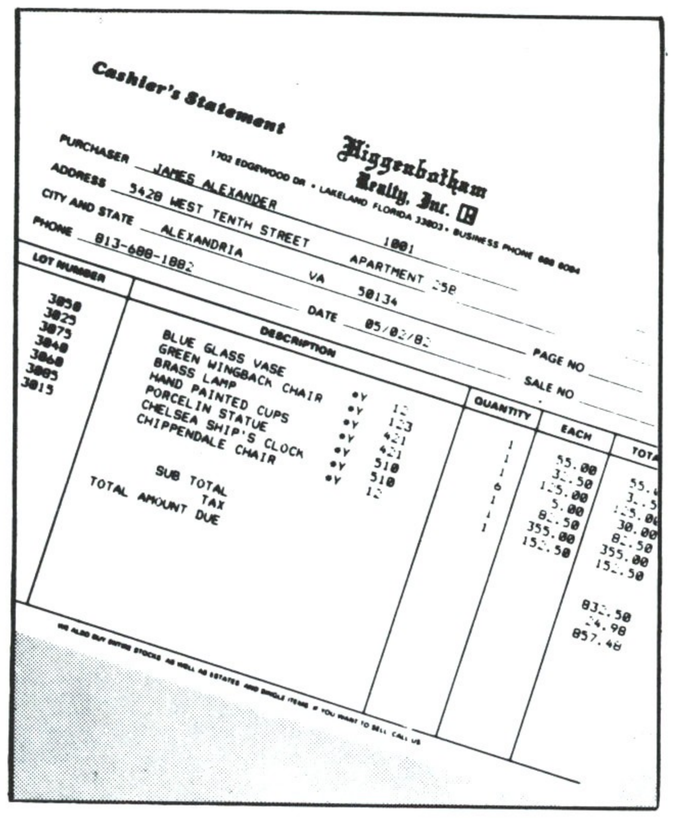


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Finally An Affordable* Computer That Makes Sense for the Auctioneer!

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the small computer designed for auctioneers, by auctioneers, gives you:

Consignor or Seller Entry • Bidder Entry • Merchandise Entry • Cashier Statements
Sale Recap Reports • Word Processing & Accounting Programs Available • Unsold Inventory
Consignor/Seller Settlement Reports • Complete Real Estate and Land Auction Processing
Complete Mailing List System • Tandy* Equipment with nationwide service at Radio Shack* stores.

IF YOU, MR. PROFESSIONAL AUCTIONEER, ANSWER YES TO ANY OF THE FOLLOWING QUESTIONS, YOU SHOULD CALL TOLL FREE OR SEND THE CARD TODAY!

Have I thought about a small, affordable, auctioneer's computer, programmed so that anybody who can read English can learn to use it in less than one day?

PACS

Have I decided that to get more sales in the '80's, I need a competitive edge over other auctioneer's and other methods of selling?

PACS

Would I like to have my auction settlements figured and printed within minutes of the end of a sale?

PACS

Do I want my auctioneer's computer to be supplied by an organization which specializes in my profession which has sold to auctioneers all over the country?

PACS

Would I want my auctioneer's computer to have nationwide service capabilities available, such as at all Radio Shack* stores?

PACS

Would I want an auctioneer's computer, a complete word processor, an accounting computer, and a mailing list system, all for less than IBM & Lanier charge for just a word processing machine?

PACS

*TANDY AND RADIO SHACK ARE TRADEMARKS OF TANDY CORP.

PACS™ PROFESSIONAL AUCTIONEER'S COMPUTER SYSTEMS

A DIVISION OF VERTIMAX CORPORATION

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Lakeland, FL 32801
Call Today—
TOLL FREE 1-800-237-7669 (FLA. 813-688-1882)

TO: Professional Auctioneer's Computer Systems
522 South Florida Ave., Lakeland, FL 33801
TOLL FREE 800-237-7669 (FLA. 813-688-1882)

Please send me information on the PACS™ computer, including your 30-day trial.

NAME _____
COMPANY _____
STREET _____
CITY _____ ST _____ ZIP _____
PHONE _____

John A. Collins

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

Auction service information

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

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

The following guidelines will apply to your auction service information.

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

Satisfaction guaranteed

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

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

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

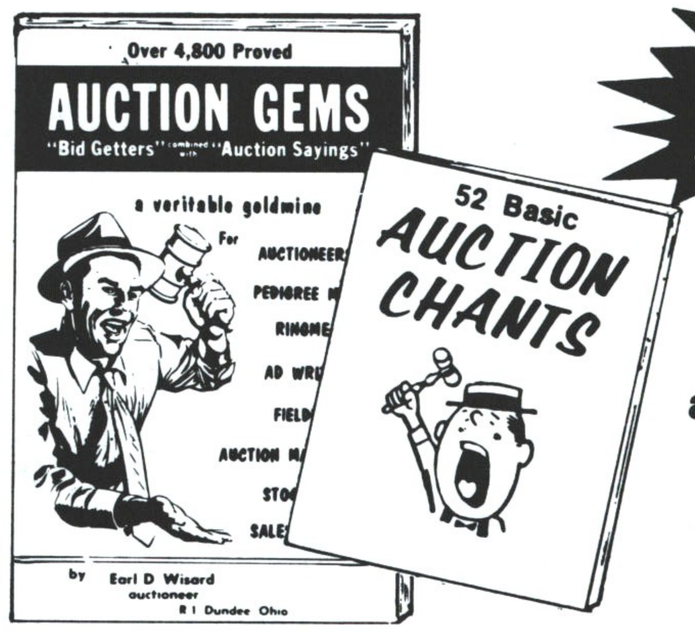
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"I feel no auctioneer should be without AUCTION GEMS." — Edsel Edwards, Sandy Level, Virginia

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

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

"Priceless." — Edward Esber, Canton, Ohio

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

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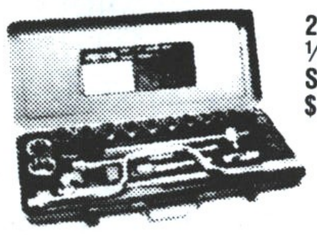
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40 Pc. 6-Pt. Socket Set $3.00 set



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Disposable Butane Lighter $45.00 gross

Smoke $10.50 dz.
Mirror $11.50 dz.

Musical Lighter $7.50 ea.



Asst. Color T-Shirts $11.90 dz.



Cannon Bath Towels $16.90 dz.



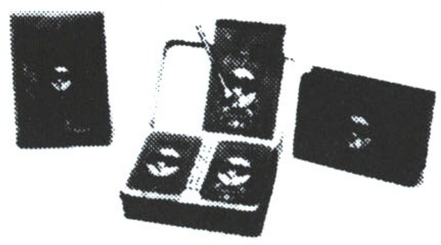
LCD Men's 5-Func. Twist band watch $4.50 ea.



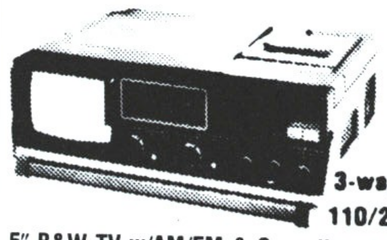
LCD Ladies 5-Func. Twist band watch $4.50 ea.



LCD Pen Watch Stainless Steel Gift Boxed $3.00 ea.

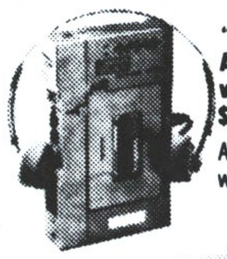


Coca Cola Game Set with 2 decks of cards, Writing Pad and Dice $22.80 dz.



3-way Power 110/220 Volt

5" B&W TV w/AM/FM & Cassette Recorder $149.95 ea.

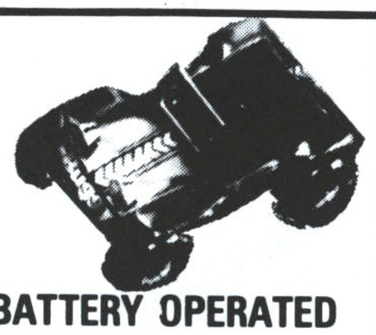


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Also available with Cassette only. $29.90 ea.



AM/FM Cassette or 8-Track In-Dash car stereo $29.50 ea.



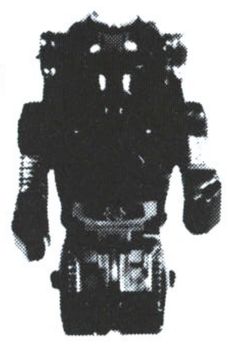
BATTERY OPERATED FLIPOVER BUGGY $3.00 EA.

LARGE PLUSH KOALA MAMA & PAPA BEAR SET $48.00 DZ.

$1 MILLION DOLLARS OF NAME BRAND TOYS IN STOCK NOW!

BATTERY OPERATED MUSICAL SANTA PLAYS 4 TUNES $9.50 EA.

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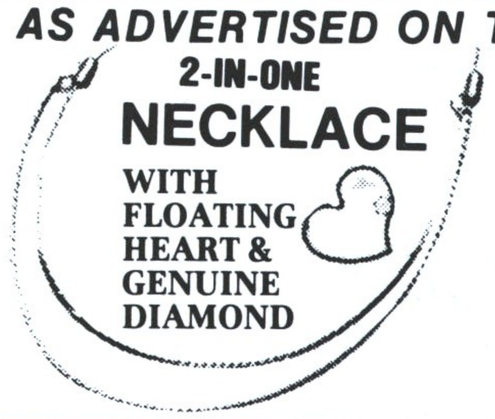


HIGHWAY HAULER $10.90 EA.

BATTERY OPERATED REMOTE CONTROL ASSORTED SPORT CARS $7.90 EA.

BATTERY OPERATED TRAIN SET GIFT BOXED $24 DZ.

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THE VERSATILE NECKLACE THAT CAN BE WORN IN A VARIETY OF WAYS!

$18 GIFT dz. BOXED

Assorted Necklace & Earring Sets with beautiful variety of Pendants

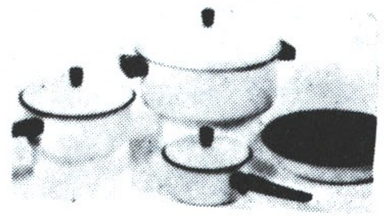
$12.00 dz.



LATE XMAS ARRIVALS



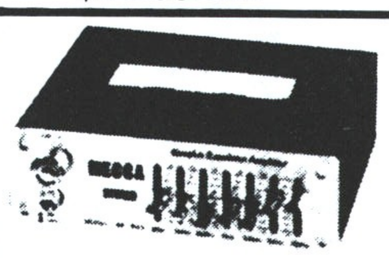
7 PC. STAINLESS STEEL COPPER BOTTOM COOKWARE $11.50 SET



ROYAL CHEF TEFLON II 7 PC. COOKWARE SET $15.90 SET



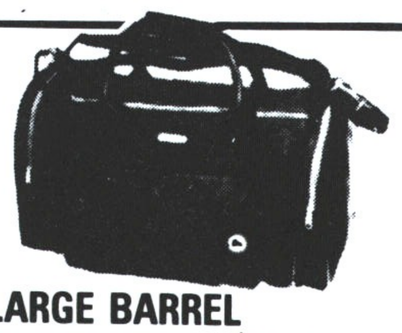
5 PC. STAINLESS STEEL MIXING BOWL SET $10.50 SET



POWER BOOSTER EQUALIZER $30.00 ea.



13" COLOR TV $199.95 EA.



LARGE BARREL SHOULDER TRAVEL BAG $12.50 EA.

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OPEN MON. THROUGH FRI. 8:30 A.M. TO 6 P.M.
NOW OPEN ON SUNDAY 10 A.M. TO 4 P.M.

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7 PC WOOD HANDLE SCREWDRIVER SET $2.00 SET	11 PC. WOOD HANDLE SCREWDRIVER SET $3.50 SET	STICK-ON CALENDAR CLOCK 5 STYLES $57.00 DZ.	LADIES' LCD WATCH W/TWIST BAND $4.50 EA.	MINI CREDIT CARD CALCULATOR W/ CASE & AUTO. SHUT-OFF $4.90 EA.	DELUXE AM-FM DIGITAL ALARM CLOCK $19.90 EA.	AMAZING SHELCO WONDER PEN $36.00 DZ.	"BLINKS AS YOU GO" LIGHTED VISOR HAT W/BATTERIES $3.00 EA.	BATT. OPERATED XMAS BELL PLAYS 4 XMAS CAROLS $4.00 EA.	ZIG-ZAG WIND-UP TRAIN $13.50 DZ.
40 PC. TAP & DIE SET $9.50 SET	17 PC. ¼" DR. SOCKET SET $2.50 SET	LADIES' LCD WATCH PENDANT W/CHAIN $4.90 EA.	LCD STICK-ON MUSICAL CLOWN CLOCK $6.00 EA.	BATT. OPERATED GALAXY MULTI-PURPOSE LANTERN $4.00 EA.	AM-FM POCKET RADIO $6.50 EA.	DIAMOND CUT BUTANE LIGHTERS $24.00 DZ.	MUSICAL REVOLVING SEA GULL W/MIRROR $4.00 EA.	BATT. OPERATED MUSICAL CHURCH PLAYS 4 XMAS CAROLS $4.00 EA.	BATT. OPERATED SOMERSAULT MONKEY $48.00 DZ.
7 PC. NUT DRIVER SET $2.50 SET	FOOT PUMP $3.50 EA.	ULTRATHIN MEN'S OR LADIES' LCD WATCH DELUXE BAND $8.90 EA.	MEN'S OR LADIES' LCD WATCH W/MUSICAL ALARM $8.90 EA.	GIANT MUSICAL BEER STEIN $6.90 EA.	HAMBURGER RADIO $5.50 EA.	SMALL PISTOL BUTANE LIGHTER $3.50 EA.	DECORATED BEER STEIN $15.00 DZ.	18" SUPER DELUXE BACKGAMMON SET 7.50 EA.	BATT. OPERATED ALL PLUSH CHARMY DOG $7.90 EA.
5 PC. PILER SET $8.50 SET	10 PC. SCREWDRIVER SET $10.80 DZ. SETS	MEN'S LCD WATCH W/ TWIST BAND GIFT BOXED $4.50 EA.	CHILDREN'S 5-FUNCTION DIGITAL WATCH $5.00 EA.	49 MHZ BAND WALKIE TALKIE SET $18.90 SET	50 PC. HEAVY DUTY FLATWARE SET GIFT BOXED $11.50 SET	WINDPROOF LIGHTER CARDED $5.90 DZ.	TRAVEL ALARM CLOCK $4.50 EA.	BATT. OPERATED HIGHWAY PATROL POLICE CAR $5.25 EA.	MINI POODLE ASST. COLORS $18.00 DZ.
6" MECHANIC'S VISE $30.00 EA.	HEAVY GAUGE 19" TOOL BOX $6.90 EA.	LCD DIAMOND CUT LIGHTER WATCH $12.00 EA.	17-JEWEL POCKET WATCH W/ HUNT SCENE CASE $18.95 EA.	17 PC PORCELAIN COFFEE OR TEA SET $17.90 SET	PROCTOR-SILEX 2 SLICE TOASTER $10.50 EA.	2 PC. PERFUME PEN SET $10.80 DZ.	LG. PISTOL BUTANE LIGHTER W/FLASHLIGHT $7.50 EA.	BATT. OPERATED TUMBLING CARS $24.00 DZ.	ALL NATION DOLLS W/ASSTD. DRESS $36.00 2 DZ.
3" LITTLE DUKE LOCK BLADE KNIFE $8.00 DZ.	2-BLADE AMER. MADE BARLOW KNIFE $18.00 DZ.	MEN'S CALENDAR WATCH W/ TWIST BAND $6.90 EA.	ITALIAN HAND AND HORN PENDANT $5.00 DZ.	AM-FM 8 TRACK HOME STEREO SET W/SPEAKERS $49.95 SET	PROCTOR-SILEX STEAM & DRY IRON $13.50 EA.	ANGEL MASCOT GOLD DERRINGER LIGHTER $7.90 EA.	10 x 50 BINOCULARS W/CASE $29.95 PR.	LEAPING SPORTS CARS $12.00 DZ.	JET SPEED RACING CARS $12.00 DZ.
EVEREADY LANTERN W/6 VOLT BATTERY $30.00 DZ.	11 PC. BOX & OPEN END WRENCH SET $7.00 SET	MEN'S RHINESTONE DIAL WATCH BOXED $7.50 EA.	LADIES RHINESTONE WATCH BOXED $9.90 EA.	12" B/W TELEVISION SET $65.00 EA.	SANYO MICROWAVE RADAR RANGE $190.00 EA.	IMPORTED PEN/PENCIL SET — GOLD GIFT BOXED $30.00 DZ.	MEN'S OR LADIES' FULLY AUTOMATIC PUSH-BUTTON UMBRELLAS $24.00 DZ.	METAL TRUCK ASST. STYLES $24.00 DZ.	24" WALKING DOLL DELUXE DRESS $5.90 DZ.
4 PC. PIPE WRENCH SET UP TO 18" $9.90 SET	5" LOCK BLADE KNIFE W/LEATHER SHEATH $21.00 DZ.	ASST. RING WATCHES $12.90 EA.	MICKEY MOUSE WATCH $6.90 EA.	10 PC. CARBON STEEL BUTCHER KNIFE SET $6.75 SET	2 PC. CHEFMASTER CARVING SET $2.50 SET	ANTIQUE DIE CAST PENCIL SHARPENER REPLICAS $8.90 DZ.	MEN'S PROMOTIONAL WALLET $10.80 DZ.	RACING TEAM SET BY GAY TOY $3.25 SET	LARGE DC-10 METAL AIRPLANE $5.90 EA.
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HYATT REGENCY HOTELS in both cities will be seminar headquarters. Top, Louisiana Superdome is large shape to the right of New Orleans Hyatt Regency. Above, Hyatt Regency Louisville is the "touch of Hyatt" in the city that hosts the Kentucky Derby.

Almost your last chance to register

By the time most NAA members are reading this article, the Louisville Seminar hotel reservation deadline of January 2 has already passed. And, the January 20 New Orleans Seminar hotel deadline is fast approaching. Can you still attend an NAA seminar this year? Hopefully, but you must *immediately* register for Louisville; and register for New Orleans in the very near future.

Final deadline, one week before each Seminar

The NAA office will accept your late registration up until one week before each 1983 seminar. Registration limit remains at 150 each seminar, within the following deadlines and policies.

- **Louisville Seminar** registrations will be accepted only at the NAA office, on or before January 17, 1983. However, you are personally responsible for your own hotel accommodations. The NAA's block of rooms was released January 2, 1983.
- **New Orleans Seminar** registrations will be accepted at only the NAA office, on or before February 14, 1983. Again, you are personally responsible for your own hotel accommodations. The NAA's block of rooms will be released January 20, 1983.
- Seminar registrations **will not be accepted at the Seminar site.** You must preregister within the one-week-before deadline.
- A waiting list will be formed for each seminar, in the order of earliest postmarked date on the registrations received at the NAA office.

At this late date, any questions about the availability of openings for the 1983 NAA Seminars should be directed to the NAA office *in a phone call.* Do not call the hotels for seminar information, all they can do is reserve your lodging. Only the NAA office can assure your seminar attendance.

Complete schedules and additional information for both 1983 seminars can be found on pages 22-27 of the December issue of THE AUCTIONEER magazine.

Spouses, employees may attend

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

1. NAA member auctioneers must register themselves, family, and non-auctioneer business associates for the entire program, no partial registrations. **Under no circumstances will a non-member auctioneer be allowed to register for an NAA seminar.**

2. Only NAA auctioneers can attend NAA sponsored functions. **If an auctioneer works for an NAA member, that non-member auctioneer employee cannot attend the NAA seminars.** The non-member auc-

Continued page 29

New Orleans February

1983 NAA Seminar Registration

New Orleans, Louisiana, February 21, 22, 23
Hyatt Regency Hotel

SUBJECT: SELLING ANTIQUES AND COLLECTIBLES AT AUCTION

(The above general seminar topic will be covered IN DETAIL by non-auctioneer experts, as well as professional antiques and collectibles auctioneers.)

HOTEL RESERVATIONS

Seminar registrants must make their own hotel reservations for each of the 1983 Seminars. The hotel reservation form for the Feburary, New Orleans Seminar will be mailed to the registrant upon receipt of seminar registration. **Hotel reservations for the New Orleans Antiques and Collectibles Seminar must be made by January 20, 1983.**

REGISTRATION FEES

Only three-day registrations will be accepted. One or two day registrations will not be accepted for either 1983 NAA Seminar. Three-day fees are $150 per NAA member; half price ($75) for NAA member's spouse, family member, or guest attending with NAA member.

I HAVE MARKED THE FOLLOWING TO INDICATE MY 1983 NEW ORLEANS SEMINAR REGISTRATION.

_____$150 Three-day Seminar registration

_____$ 75 Spouse/guest three-day Seminar registration

$_____TOTAL NEW ORLEANS SEMINAR FEES

Enclosed is my check in the amount of $....., made payable to the National Auctioneers Association, for my 1983 NAA New Orleans Seminar Registration.

NAA member's name, _____
spouse's name or guest
if applicable _____

Address _____

City _____ Phone _____

State _____ Zip _____

Send completed form and Seminar registration fee to:

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

Louisville January

1983 NAA Seminar Registration

Louisville, Kentucky, January 24, 25, 26
Hyatt Regency Hotel

SUBJECT: SELLING REAL ESTATE AT AUCTION

(The above general seminar topic will be covered IN DETAIL by non-auctioneer experts, as well as professional real estate auctioneers.)

HOTEL RESERVATIONS

Seminar registrants must make their own hotel reservations for each of the 1983 Seminars. The hotel reservation form for the January Louisville Seminar will be mailed to the registrant upon receipt of seminar registration. **Hotel reservations for the Louisville Real Estate Seminar must be made by January 2, 1983.**

REGISTRATION FEES

Only three-day registrations will be accepted. One or two day registrations will not be accepted for either 1983 NAA Seminar. Three-day fees are $150 per NAA member; half price ($75) for NAA member's spouse, family member, or guest attending with NAA member.

I HAVE MARKED THE FOLLOWING TO INDICATE MY 1983 LOUISVILLE SEMINAR REGISTRATION.

_____$150 Three-day Seminar registration

_____$ 75 Spouse/guest three day Seminar registration

$_____TOTAL LOUISVILLE SEMINAR FEES

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spouse's name or guest
if applicable _____

Address _____

City _____ Phone _____

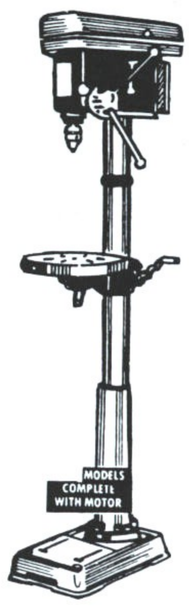
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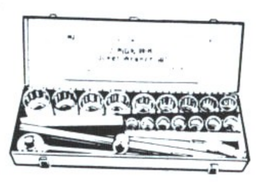


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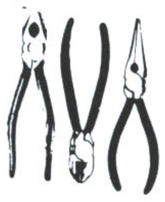
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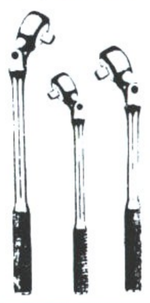


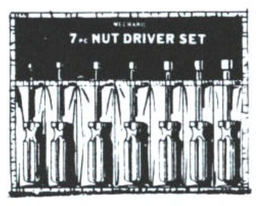




3-piece FLEXIBLE RATCHET SET

¼", 3/8", ½" dr.



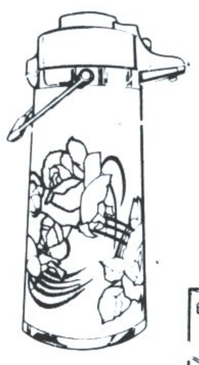


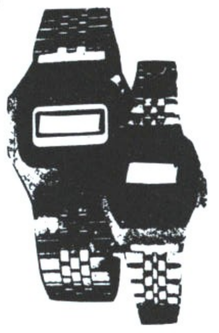


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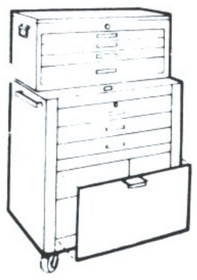






WALKING CANE POOL CUES

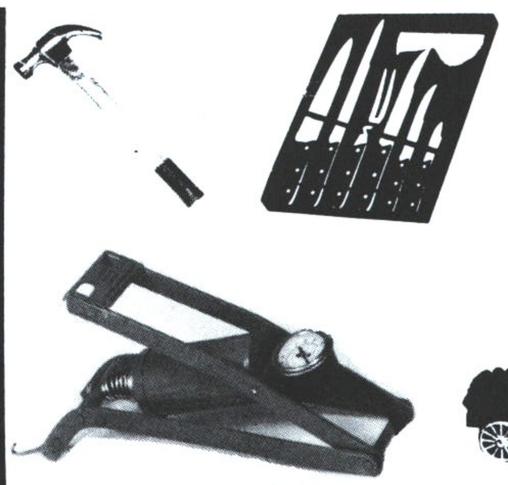


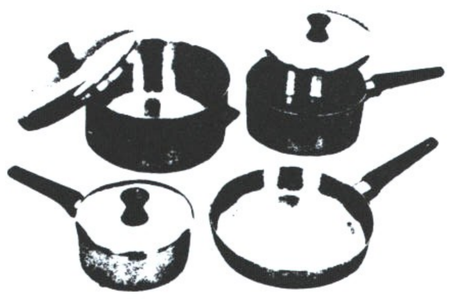




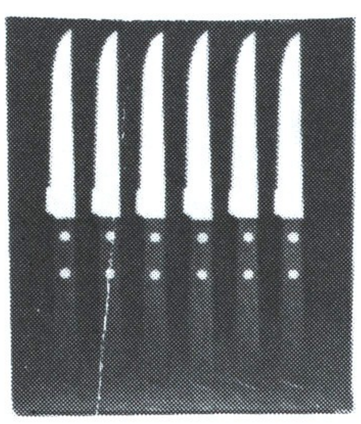
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tioneer employee must first join the NAA — full membership — in order to attend an NAA seminar.

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

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

Any questions about who may or may not attend the 1983 Seminars should be directed to the NAA office as soon as possible.

Computerized flower auction in Holland. In 13 auction rings, buyers use a card similar to a credit card to activate a computer when the hand on a 15' dial indicates their price. The flowers are then in the hands of the buyer for processing and shipping within 15 minutes of being sold. More than 80% of Holland's flowers are exported so promptness is essential.

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Got a small business problem? Call "SBA Answer Desk"

Got a small business-connected problem? Beginning October 14, if you're in the Washington, D.C., area dial the "SBA Answer Desk" at 653-7561.

If you're anywhere else on the U.S. mainland call, toll free, "SBA Answer Desk" at 800-368-5855. (The number is not available in Alaska and Hawaii.) Those are the numbers of a new small business information and referral service being offered by the U.S. Small Business Administration (SBA).

Experts from SBA's Office of Advocacy will staff "Answer Desk" telephones from 8:30 am to 6:00 pm (EDT), Monday through Friday, and will be prepared to handle questions from small business persons needing help or guidance with problems connected with their firm and government. During other hours, calls will be handled by a recording device and answered the next business day.

" 'SBA Answer Desk' is an important and needed service to primarily help small business men and women deal with the complexities of government," explains SBA administrator James C. Sanders. "Full-time information specialists will take calls on this toll-free line. If they cannot answer a question directly, they will be ready to refer the caller to the appropriate government office in Washington or around the country. Our information specialists will be supported by a wide variety of resource materials. 'SBA Answer Desk' not only will help small business persons, but will enable us at SBA to become more familiar and aware of the problems and interests of the small business community."

Frank S. Swain, SBA's chief counsel for advocacy, said, "Our 'Answer Desk' reflects the Agency's responsibility to be a strong advocate for small business. It will help all of us at SBA to be more responsive to small business needs.

"Although we probably will not be able to immediately resolve all problems, our staff will provide callers with information and referral service. In the long run, SBA will gain by analyzing suggestions and complaints and direct research and policy efforts to solve these problems."

SBA officials said they anticipate "Answer Desk" calls to include queries about federal contracts, government loans, paperwork, regulations, small business training and counseling available through SBA and other agencies.

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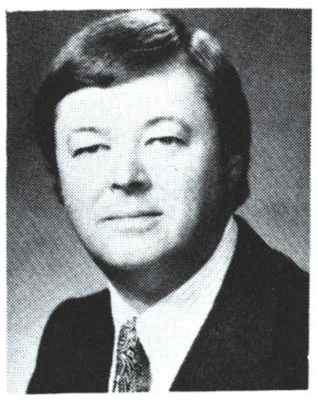
TRAVELING ROAD SHOW SCHEDULE: SPRING, 1983

SPECIAL SALES VALUES ARE OFFERED TO DEALERS ATTENDING ANY SHOW

Houston, TX	Quality Inn—University	3815 Gulf Freeway	January 9, 10, 11
New Orleans, LA	Holiday Inn—East Highrise	6324 Chef Menteur Hwy.	January 16, 17, 18
Tampa, FL	Holiday Inn—Downtown	111 W. Fortune St.	January 24, 25, 26
Miami, FL	Ramada Inn—North	16805 N.W. 12th Ave.	January 30, 31, February 1
Atlanta, GA	Holiday Inn—South	6288 Old Dixie Hwy.	February 6, 7, 8
Charleston, SC	Holiday Inn—Airport	I-26 & W. Aviation Ave.	February 13, 14, 15
Roanoke, VA	Best Western Coachman Inn	Exit 44, I-81 U.S. 220 North	February 20, 21, 22
Wash./Balt.	Holiday Inn—Laurel	Exit Wash./Balt. Pkwy. @ 198 West	February 27, 28, March 1
Hartford, CT	Ramada Inn—Wethersfield	1330 Silas Deane Hwy.	March 6, 7, 8
Boston, MA	Holiday Inn—Waltham	455 Totten Pond Rd.	March 28, 29, 30
Syracuse, NY	Syracuse Airport Inn	Hancock International Airport	April 3, 4, 5
Pittsburgh, PA	Holiday Inn—Parkway West	Rt. 22 & 30 Montour Church Rd.	April 10, 11, 12
Cleveland, OH	Holiday Inn—Airport	16501 Brookpark	April 16, 17, 18
Detroit, MI	Ramada Inn—Metro Airport	8270 Wickham Rd.	April 24, 25, 26
Columbus, OH	Howard Johnson—North	999 E. Granville Rd.	May 1, 2, 3
Des Moines, IA	Holiday Inn—North	3501 E. 14th St.	May 22, 23, 24
Minneapolis, MN	Airport Inn	7800 34th Ave. South	May 29, 30, 31
Denver, CO	Holiday Inn—East	13800 Colfax	June 5, 6, 7
Milwaukee, WI	Ramada Inn—Downtown	633 W. Michigan	June 12, 13, 14
Kansas City, MO	Ramada Inn—Independence	4141 S. Noland	June 20, 21, 22

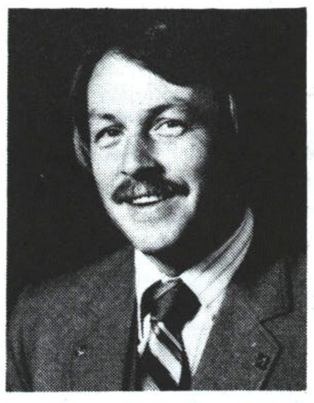
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The 1983 NAA Houston Convention

Early hotel reservations can begin your planning for the 1983 NAA Convention in Houston, Texas, July 27-30. Described as "Texas at its very best", the city of Houston will welcome between 1000-2000 NAA members, their families and guests the the Shamrock Hilton, NAA convention headquarters. The following hotel information will be helpful in making your accommodations; the convention "program-at-a-glance" will be helpful in planning your Houston arrival and departure.

• Hotel reservations must be received at the hotel by July 5, 1983. Lodging after that date will be confirmed on a space availability basis, at regular room rates.

• Room rates, especially arranged for the NAA convention apply only to NAA convention registrants. Lodging must be arranged on the reservation form in THE AUCTIONEER, and phone reservations for NAA rates will not be accepted. Availability of rooms at a given rate as are shown below.

Accommodation	Rate	Percentage of the NAA room block
Single	$51	25%
Single	$59	50%
Single	$66	25%
Doubles/Twins	$63	25%
Doubles/Twins	$71	50%
Doubles/Twins	$78	25%

The higher the room charge, the better quality the room, as well as being higher in the building. Additional reservation forms available upon request to the NAA office.

• Arrival time stated on your reservation form is the time you can check in and be shown to your room. If your room is not ready, your luggage will be stored until your room is prepared.

• Children staying with their parents in the same room stay free. Rollaway beds for children and cribs are free of charge and available upon request.

• Deposits are not required to hold rooms. However credit information (your major credit card) will be requested at time of check in. Personal checks will not be accepted unless accompanied by a major credit card.

• Entire NAA convention will be housed in Houston's Shamrock Hilton, will all convention activities taking place in the hotel.

• Registration for the Houston Convention will begin with the April issue of THE AUCTIONEER. Complete information and registration forms will be in the center section of the magazine.



CONVENTION HEADQUARTERS, Shamrock Hilton in Houston.

Program-at-a-glance

The following NAA convention program is a very abbreviated version of the full convention schedule you will receive in Houston. Only the major events have been included to help you plan your convention attendance.

Tuesday, July 26, 1983

ALL DAY
Tours sponsored by the Texas Auctioneers Association
CAI Continuing Studies Workshop

Wednesday, July 27

ALL DAY
NAA headquarters office
Tours sponsored by the Texas Auctioneers Association
Convention registration desk
AFTERNOON
Convention exhibits open
EVENING
Poolside reception for all convention registrants

Thursday, July 28

ALL DAY
NAA headquarters office
Host association headquarters
Convention registration desk
Exhibits
Youth activities room
MORNING
State association officers' breakfast and workshop
Ladies hospitality hour and workshop
NAA workshops
Nominating Committee meeting
"Deep in the Heart of Texas" Luncheon
AFTERNOON
NAA workshops
Auction school receptions
Fun Auction preparation
EVENING
Houston Convention Fun Auction

Friday, July 29

ALL DAY
NAA headquarters office
Host assocation headquarters
Exhibits
Youth activities room
MORNING
State association breakfasts
Nominating Committee meeting
NAA workshops
NALLOA Open Meeting
Auxiliary luncheon and program
AFTERNOON
NAA workshop
NAA Board of Directors Open Meeting
EVENING
Awards Festival and entertainment

Saturday, July 30

ALL DAY
NAA headquarters office
Host association headquarters
Exhibits
Youth activities room
MORNING
CAI continental breakfast and meeting
Auxiliary continental breakfast
NAA workshop
NAA Annual Meeting
Auxiliary Past Presidents' Brunch
AFTERNOON
Officer/director election ballot distribution
NAA Annual Meeting continued
EVENING
President's Banquet
Youth party
President's Ball
(12 midnight 1983 NAA Convention ends)

Sunday, August 1

Members, their families and guests return home, begin vacations etc. No official events occur on Sunday.

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Reservations received after July 5, 1983, will be subject to availability.

Arrival		Departure Date	Number of Rooms Max. 3	Number of People
Date	Time			

Please Submit All Names:

Name(s) _____
Name(s) _____
Name(s) _____
Firm _____
Home Address _____
City _____ State _____ Zip_____
Phone (_____) _____
Remarks_____

Please circle room type below.

Singles: $51, 59, 66
Doubles/Twins: $63, 71, 78
P+1 Bedroom Suites: $250, 300, 350
P+2 Bedroom Suites: $325, 375, 425

Please Note:

- **YOUR RESERVATION WILL BE HELD UNTIL 6:00 P.M. UNLESS A LATER TIME IS CONFIRMED.**
- **Credit information will be requested at time of check in. Personal checks not accepted unless accompanied by a major credit card.**
- **In the event your room is not available at the rate requested, your reservation will be confirmed at the next available rate.**
- **Check-out is 1:00 P.M.**
- **Thank you and enjoy your stay.**

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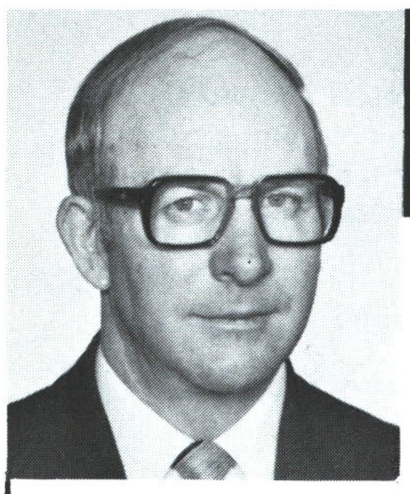
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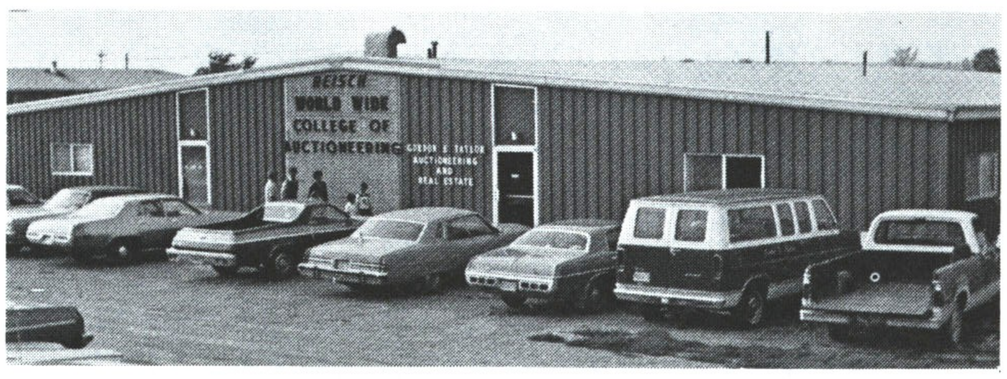
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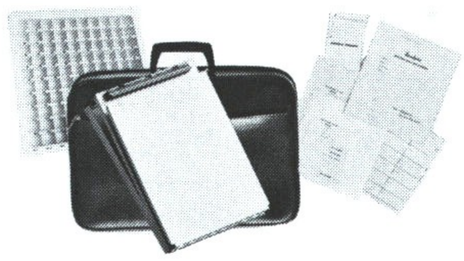


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NA

NAA convention sites, how selected

Occasionally the NAA office will receive inquiries concerning the selection of NAA convention sites throughout the United States. Those convention locations are picked five years in advance to allow for extensive planning and preparation. The procedure for having a site selected in your area begins with a letter to the NAA office, *from your state auctioneers association board of directors,* suggesting a possible location.

Upon receipt of the letter, NAA executive vice president Harvey McCray then certifies a site as being a potential location for an NAA convention.

Once a site has been certified, the Board of Directors of the National Auctioneers Association makes the decision to hold the convention at a certified location. For example, the NAA Board will choose, at its January, 1983 meeting, the NAA convention site for 1988. The following information is a summary of the NAA convention locations through 1987.

NAA convention site selection regions

SOUTHWEST (Arkansas, Arizona, Colorado, Kansas, Louisiana, Missouri, New Mexico, Oklahoma, Texas): 9 states, 9 state associations, 8 potential convention cities, and approximately 1200 members.

1983 Convention, Houston, Texas

NORTH CENTRAL (Illinois, Indiana, Iowa, Michigan, Minnesota, Ohio and Wisconsin): 7 states, 7 state associations, 7 potential convention cities, and approximately 1800 members.

1984 Convention, Minneapolis, Minnesota

EAST (Connecticut, Delaware, District of Columbia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont, Virginia and West Virginia): 13 states and 1 district, 12 state assoociations, 7 potential convention cities, and approximately 1100 members.

1985 Convention, Philadelphia, Pennsylvania

WEST/NORTHWEST (Alaska, California, Hawaii, Idaho, Montana, Nebraska, Nevada, North Dakota, Oregon, South Dakota, Utah, Washington and Wyoming): 13 states, 10 state associations, 8 potential convention cities, and approximately 1000 members.

1986 Convention, San Francisco, California

SOUTH (Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina and Tennessee): 8 states, 8 state associations, 7 potential convention cities, and approximately 1200 members.

1987 Convention, Hollywood, Florida

The rotation order in which the site selection regions are considered is the order in which they appear above. Therefore, the 1988 NAA convention will be held at a location in the Southwest region.

Any and all inquiries regarding the site selection of NAA conventions should be sent to NAA executive vice president Harvey McCray at the headquarters office.

Convention attendance, your opinion requested

The NAA Board of Directors plans the Association's annual convention to benefit all NAA members. However, if you have *never* attended an NAA convention, or *not attended one recently,* your reasons why are important to the planning of future annual conventions.

Please take a moment and respond to this official survey. Complete all the questions, clip or photocopy, and send your response to NAA executive vice president Harvey McCray. You do not have to provde your name. Use an additional piece of paper if necessary.

How long have you been an NAA member?____

_____

When was the last time you attended an NAA convention?_____

If you did not attend the 1982 convention in Atlanta, please explains your reason. _____

_____

_____

Do you plan to attend the 1983 NAA convention in Houston, Texas? Yes_____ No_____

If not, what is your reason for not attending?

_____

_____

Name (optional) _____

Send clipped or photocopied response to: Harvey McCray, executive vice president, National Auctioneers Association, 135 Lakewood Drive, Lincoln, NE 68510-2487.

Thank you for helping plan successful NAA conventions.

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National Auctioneers Week, 1983 — promotion means business for auction method

January is not too early to plan how your auction business will make the most of National Auctioneers Week, April 3-9, 1983. So that you and your auction staff can start thinking about a promotional campaign in April, THE AUCTIONEER offers this checklist. "The Week" is an opportunity for you to promote your auction services through special, nationwide attention for the auction method.

Look at it this way, the more people who know about you and National Auctioneers Week, the more likely they are to contact you when they need to have an auction.

Begin with your State Auctioneers Association

Get personally involved, get other state members involved, and get organized as a state association to promote The Week. Every potential client and customer in your state needs to know that professional auctioneers are successfully doing business.

• Call one of your state association officers or directors. Discuss how your association can achieve recognition of the auction method during National Auctioneers Week. Has there been a committee appointed for The Week's activities? Who is contacting the governor's office to arrange signing of a proclamation for The Week? What special benefit auction can be planned through a team effort of your state's auctioneers?

• Get media attention as a state association. The public needs to know the benefits of the auction method. Decide how the newspapers, television and radio stations will get the message that it's your special Week, and that professional auctioneers are organized in your state.

• Plan an auction event that will gain media attention for the state association. Auction for a charity, for the state government, any worthwhile cause that will generate positive attention for the auction method during The Week. Leave the public with the message, "contact your local State Auctioneers Association member for more information about the auction method of selling".

Consider National Auctioneers Week as an opportunity for your state association to receive recognition for itself, the auction method, and ultimately all the auctioneers involved. Here's your chance — as an organization — to tell as many people who will listen that you provide an important service that truly gets things sold.

Make "The Week" good for business

What you have to offer is a powerful marketing method with a proven track record for producing results. During National Auctioneers Week, you're reminding the public of your NAA affiliation, your state association membership, and your auction business potential. The Week is certainly a business oppportunity to promote yourself; one more reason to make the buying/selling public aware of your professional auction services.

• National Auctioneers Week is a most appropriate time to debut your edition of the NAA's auction customer pamphlet. A free sample is available upon request to the NAA office. The pamphlet gives information about your auction business, the history of auctions, reasons to sell by auction, and how to bid and buy.

• Plan at least one special auction event during The Week, that will result in media coverage, before, during or after the sale.

• Have each one of your employees tell at least ten other people that you're honoring National Auctioneers Week, and what activities are planned.

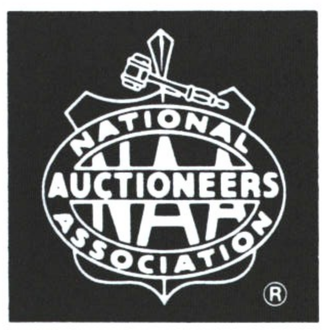
• Talk to any and all local civic, community, or service organizations that will have you as a speaker. These kinds of groups especially need to hear the auction success story.

• Get the public into your office with an open house.

• Decide a particular group of prospects who need to know what you have to offer. National Auc-

Display the NAA emblem

These NAA emblem reproductions can be used by your printer, to display your NAA membership on sale brochures, business cards, business stationery, and in auction advertising.







tioneers Week may be a good reason to personally contact them one more time, take them to lunch, or send them a letter and your promotional pamphlet.

• Be on as many local talk shows as possible. Look professional, sound professional, and make an effective, businesslike impression.

• Have the mayor of your city or town sign a National Auctioneers Week proclamation. Join with other NAA members to be in a photo of the proclamation signing for your local newspapers.

Promote The Week just as you would promote an important auction. Again, the more people you contact through National Auctioneers Week, the more likely they are to contact you when it comes time for auction business.

Present the NAA to a prospective member

What kind of auctioneer should be an NAA member? That auctioneer who, in your opinion, is ethical, responsible, and would be an asset to your National and State auctioneer associations. Also, there are a few auctioneers who especially deserve to know the benefits of NAA membership: auctioneers in your company who are not NAA members, but are always reading your AUCTIONEER magazine; non-members auctioneers you occasionally cooperate with on auctions; and that beginning auctioneer you may be sponsoring as an apprentice.

But the first step is all up to you. Remember, an NAA member sponsored your application to join, and you can return the favor by sponsoring a new NAA member yourself.

To accomplish that sponsorship, the NAA office will provide you with appropriate membership materials.

• *An Invitation-to-join kit* will be sent to an auctioneer upon your request. Also, a number of kits will be provided to your state auctioneers association meetings upon request.

• The NAA *recommendation card* allows you to offer NAA membership to prospective auctioneers with you as the sponsor. When the NAA office receives the recommendation from you, special invitations-to-join are sent to the prospective members.

• It's been signing up members for years — the NAA *information pamphlet/application* is available in quantity from the NAA office. The pamphlet describes Association benefits, with complete details regarding application.

Lastly, don't forget the 1982-83 membership contest. You can be eligible to win $50, even $150, by signing up new NAA members. Complete details are in every other issue of THE AUCTIONEER. However, your entry into the contest and the growth of your Association begins with the same event — you bringing in a new NAA member.

Any questions?

If the NAA office can be of assistance to your promotional efforts for National Auctioneers Week, please do not hesitate to call. In forthcoming issues of THE AUCTIONEER you'll find more suggestions and materials to help you and your auction business "profit" from National Auctioneers Week, 1983.

Association editors, reprint this ad

State Auctioneers Associations are encouraged to reprint the NAA membership advertisement below. The printer of your state association newsletter or magazine can photo the ad and reduce it to fit your publication. If your printer cannot "pick up" the ad from THE AUCTIONEER, please request camera ready art from the NAA office.

Member?

This year, take advantage of all your NAA benefits — seminars, annual convention, National Auctioneers Week, Certified Auctioneers Institute, and more.

Non-Member?

On your auction business letterhead, write for a free "Invitation to Join" kit. You'll discover that NAA membership benefits mean business.

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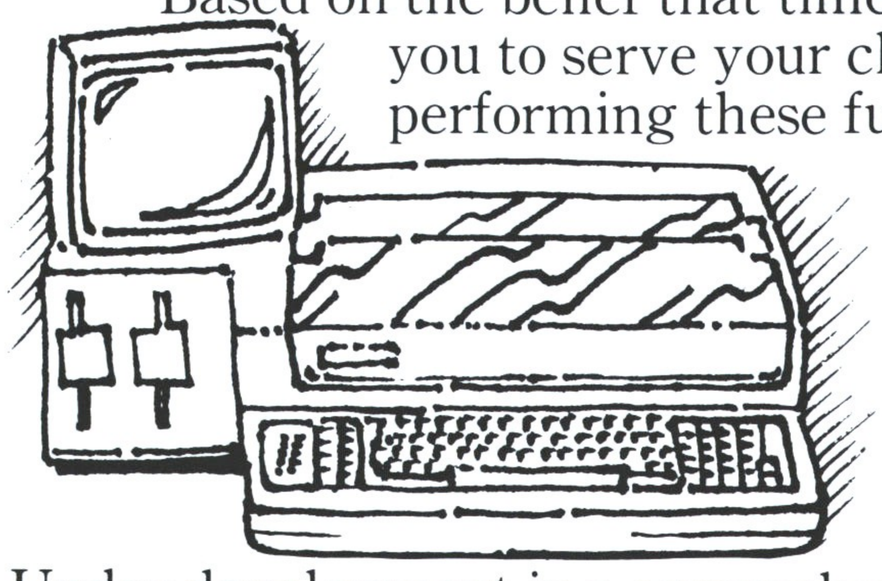
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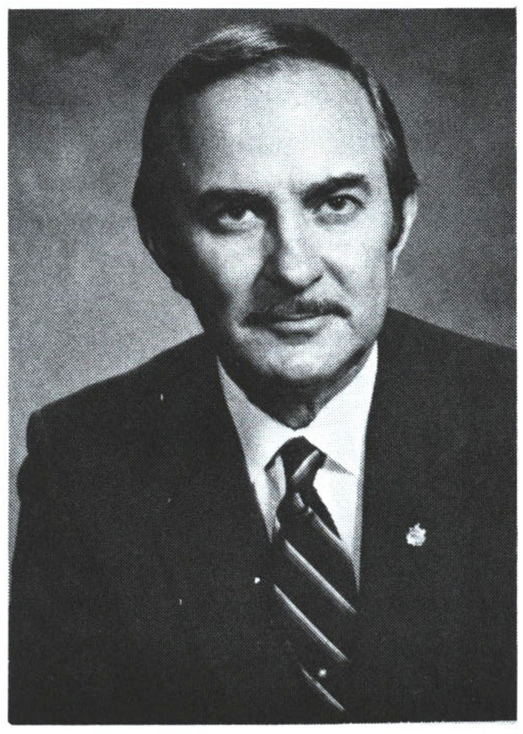
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SPRING TERM May 9-20

NAA officer/director articles . . .

Residential subdivisions can be "winners"

By William M. "Bill" Yonce, CAI
NAA Director



NAA director Bill Yonce was elected to the Board in 1982. He is the president of W. M. Yonce & Company, Inc., a full service auction and real estate firm in Florence, South Carolina. Mr. Yonce is the president-elect of the South Carolina Auctioneers Association, and currently serves as the secretary-treasurer of the state's Auctioneers Commission.

For several years we have been involved in the selling of residential subdivisions, permanent homesites as well as recreational sites. We have found that these properties market well by the auction method, which was rarely used here in South Carolina until about 10 years ago. Since that time, numerous subdivisions have been marketed with great success.

Residential subdivision auctions require the same involvement that any other real estate auction requires, except more detailed work and planning. The key word is *homework* — the key word to any successful auction, but a *priority* in selling a subdivision. Because of the present economic situation that we are in across America, there are hundreds of properties of this type which are in trouble financially, and desperately need to be marketed. Whether you are contacted by the owners, or a financial institution about marketing a subdivision for them, or if you were contacted because of your reputation and knowledge, this is where your work begins.

First priority. Familarize yourself with that property, obtain all information that is available from the owners or agents. Then, check all records of your county, parish, city, wherever public records are found.

Items you need:

- Plats
- Restrictions
- Easements, right of ways, etc.
- Public facilities (gas, electricity, water, sewer, and telephone)
- Ownership of street, drainage, etc.
- Mortgages, liens, judgments, and any adverse title problems.

If it is an existing subdivision, and you will be selling the remaining lots, *study* the market, not only in the subdivision itself, but the surrounding areas that are adjacent to the property. Check comparables, such as the price on home sales, lot sales. Further check for size and amenities of each. Do they compare with the property which you will be auctioning? What kind of activity has the area experienced in the past few months? *Study the entire situation as if you were interested in buying the property yourself.*

Second priority. Prepare the property for sale. In some cases, if residential subdivisions have become depressed and the owners have a financial problem, they will tend to let the property run down, become overgrown with heavy underbrush. If the property is heavily wooded, fallen trees and limbs are not attractive. Make an effort to make the property as desirable as possible. Give it an attractive appearance as best you possibly can, within a "clean up" budget that you have worked out with the owners.

In the process of preparing the subdivision for the auction, it is suggested that you identify the lot lines and points; but make sure all lots are according to the plat. If you are experienced enough in doing this, perhaps you can save a surveying fee by having your personnel establish the property lines. If not, then have an engineering or survey firm do the work. That way, you can be sure of the correctiveness of the property lines. Purchasers like to see the property lines and stakes on the properties they are planing to buy.

Also, identify each lot by its lot number and block number is applicable. We recommend a temporary sign that can be easily posted, and will withstand the weather for a couple of weeks. This makes it very easy for a prospective purchaser to take a copy of the plat and be able to identify the lots that will be sold. It is also recommended that an auction representative be on the property site during designated hours to assist prospects with lot selection. We like to use a field office or mobile office to accomplish this.

Third priority. Effective promotion and adver-

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tising demands that you study in depth the market you are trying to reach, for the particular type property you are auctioning. Promote the property in a specific direction (or directions). This is where your homework pays off. Know who you are trying to reach, and for that market. Plan a budget that is warranted for the amount of property you are selling, and stick with it.

Remember, you can spend yourself out of a commission, but whatever you do as far as promotion, be professional about it. Use media that is practical, and not certainly promotion that might appear mediocre. Good promotion is the key to the success of your residential property auctions.

Fourth priority. In a word, FINANCING. Despite the fact that interest rates are coming down and the money supply is loosening up somewhat, financing readily available to purchasers is a great selling tool. Make sure, if possible, the rate of interest charges will be less that the going rate charged by lending institutions. We have found that the overall success of these residential subdivisions has been because of excellent financing. It boils down to the old fact of human nature — people will buy if they can finance a property without too much trouble. Be sure it is a simple financing plan and not some involved payout type situation.

Fifth priority. To conduct the auction, we use tent facilities because we feel they add a touch of professionalism to the auction. Some auctioneers may use motel meeting rooms or some other location that might be more convenient. But we feel nothing beats having the auction right on the property, because most people tend to be more relaxed when they can see what they are bidding on. If all properties are comparable — size, value, location, etc. — we use the high bidder choice method, and it works quite well. It establishes the top price at the start, since the choicest lots seem to be selected first. It gets the prices up to the necessary money to start with, and usually you maintain good spirited bidding throughout. After all, you want the property to bring the highest dollar, and your method of sale and conducting of the auction will determine the overall success.

With regards to *absolute* versus a *confirmation* auction, try to go with the absolute auction if possible. In some parts of the country, the absolute auction is not acceptable to the sellers, but it makes for a better auction. I think you will find more spirited bidding when they know they have bought when they are the high bidders.

Good luck with auctioning residential properties; they are certainly winners if promoted and conducted properly.

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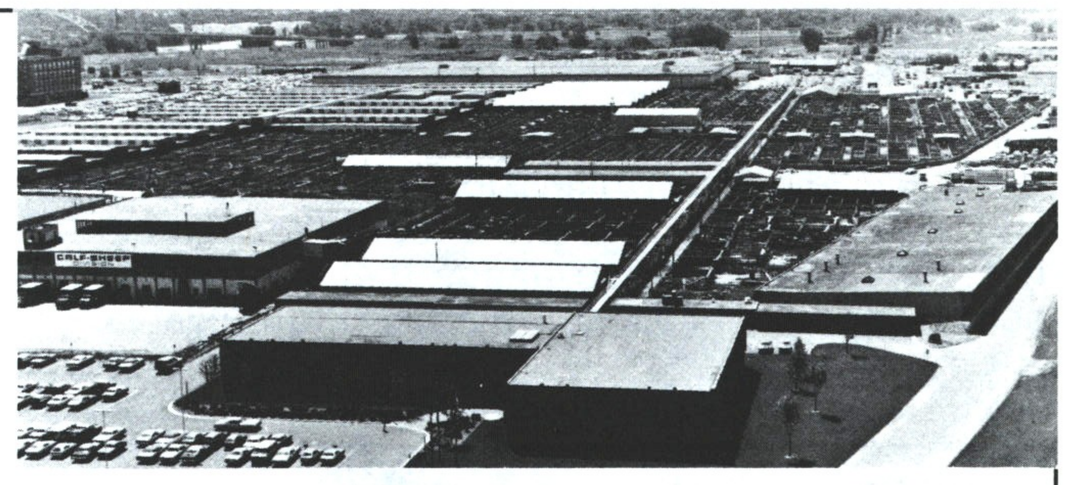
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Improving office management essential to auction businesses



NAA director Sammy Ford was elected to the NAA Board in 1979. He is the general auctioneer for Ford Realty and Auction Co. Inc., Mount Vernon, Kentucky. The Ford auction firm conducts real estate, farm machinery, cattle, and personal property sales.

By Sammy L. Ford, CAI
NAA Vice President

Many of us auctioneers have never really thought of ourselves as managers. However, whether we realize it or not, in fact that's what we are. The success of our business is dependent upon how efficiently we manage; and there have been volumes upon volumes written about, and numerous definitions of, management. Although the serious student of management would like a more scientific definition, let's look at management simply as guiding or controlling our business.

In the last few years it seems as if one of the fastest increasing aspects of our economy is the amount of office and clerical work being done. This is evidenced by the number of office workers who are devoting the majority of their time to paper work. This increase is taking place despite highly mechanized equipment and streamlined office procedures. Although, we as auctioneers (managers) don't like to be bogged down with paper work, this growth will continue. **We have a challenge to improve our office management to make it as efficient as possible.**

As I write this article, I feel somewhat like the old minister who said "don't do as I do, do as I say". Frankly, I realize some improvement is needed in my own real estate auction office. Although we do set goals and make plans for our company's operation, we let some things within our office happen haphazardly, and it's these things that contribute to the demise of our efficiency. We need to reevaluate our office management and give thought to what office work is definitely needed and how this work can best be accomplished.

The written product of the office is one area where most of our offices need attention. Some of the most important "products" of the office are the various contracts, forms, and letters that we use in our auction business. All paper work items should be uniform in size and easily recognizable with the company logo. Each should be prepared on carbonless type paper in order to minimize copy work. The work of written correspondence is a vital part of our auction business and is basic to our survival. It's important that we keep our correspondence brief, concise, and simple. Lengthy correspondence tends to turn people off in addition to being expensive. The average cost of a business letter today ranges from $2 to $5; therefore, efficient correspondence is a must. If you're not already using certain types of repetitive, "form" letters, perhaps you should give it some consideration. We could probably cut our correspondence by 30-40% percent by utilizing the form letter. I realize that common sense must reign in determining whether a form letter should be used, but notices of closings, auction dates, etc., could usually be done by form letter.

Unlike other businesses, the real estate auction office retains a portion of the work it creates. Copies of materials are kept to provide a needed service and also to comply with legal requirements. References to a past transaction of a customer, or information regarding a closing, are common demands at our office. Many different systems of filing are available, but whatever plan you decide on, the files should be accessible quickly and conveniently.

Most filing is done, as we do in our office, alphabetically and by the year. As soon as a sale is consummated, what had previously been an active file now goes into the inactive of that specific year. We keep files for a minimum of five years, and in some cases longer. Right now in our office we need to review our records and make plans for systemically removing and destroying the records that have be-

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come useless. If you're not microfilming the records that you have on file — and we're not — then certainly space can become a tremendous problem.

One of the most fascinating and challenging areas of modern office management is the acquisition and operation of office machines and equipment. Office machines can be conveniently divided into two groups, those that augment manual activities and those that replace manual activities. The former group includes typewriters, copy machines, duplicating machines, addressograph machines, calculators, etc. The latter group includes machines, computers and data processing units. Of course, the size of an auction real estate office and the amount of work will dictate what machines are needed. In our office I feel the greatest piece of equipment, and the best investment that we ever made, was a memory typewriter. Since we're a small auction company with only one secretary, a couple years ago we had to make a decision either to hire another office/clerical worker or purchase the memory typewriter. This one particular model of typewriter eliminated hiring another clerk, but at the same time gave us some additional capabilities in our office that we didn't previously possess.

Another machine which I must mention is our addressograph, which we use for categorizing and direct mailing our auction circulars. The third piece of equipment that we feel is essential to an efficient operation of our office is our business radio network. We have a base radio in our office and four mobile units, one in each of our auctioneer's vehicles. We're on a business band and have our own frequencies assigned, giving us some privacy not afforded by other types of radios. We're in constant touch with our office and ready at a moment's notice, if needed, to list an auction. Although we utilize other common equipment necessary to the operation of a real estate auction office, the equipment I have cited is particularly noteworthy.

A few years ago I thought it was inconceivable to even consider a computer. Now many auction firms are using computers with great success. Those of us who haven't gone to a computer must seriously consider it in the future, not only for the sake of efficiency, but in order to meet the competition.

Every auction office is different, and the needs are relative to the size of the operation. But as the auction profession becomes more efficient, we must constantly strive not only to improve our auctions, but also to maximize internal efficiency within our offices. Because we do a capable job with our office management by no means assures our success, since there are numerous other management factors. However, good office management is an integral part of an overall successful operation.

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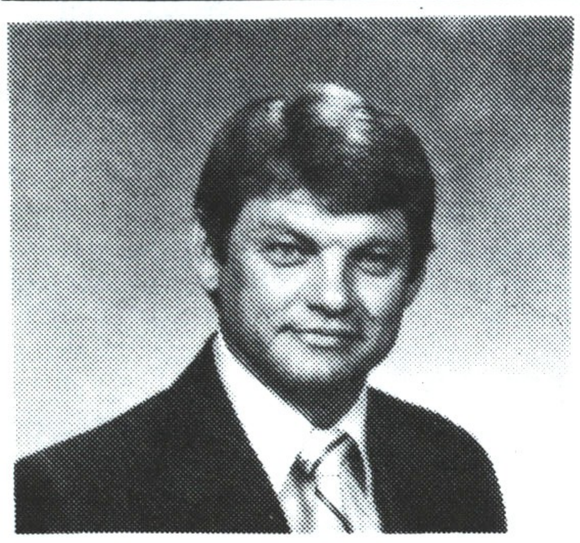
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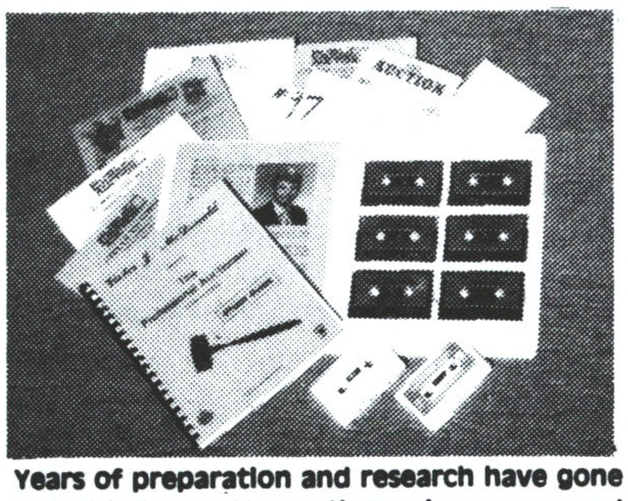
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This image is multiplied many times over at the annual NAA conventions. For those of you who have never attended a convention, it is a time when auctioneers and their families have an opportunity to get together and discuss new methods, share ideas, and enjoy good fellowship with each other.

There is something for everyone at an NAA convention — fine educational programs for auctioneers as well as Auxiliary programs. Every registrant at the convention is invited to fully participate in all the activities. There are also programs for children and teenagers. The conventions are well planned by the host state association, making the trip even more worthwhile. We learn something new to apply to our business at every convention and enjoy ourselves so much. The NAA convention is definitely one of the highlights of our year.

Help promote the image of the professional auctioneer by attending and participating in the NAA Houston convention, July 26-31. If you are a stranger when you arrive, you will not be a stranger when you leave.

I am looking forward to seeing you in Houston this July.

Mary Witzel, Director
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He clowned for NAA children

At the 1982 Atlanta convention NAA member **Gene Simpkins,** Cincinnati, Ohio, contributed something extra to the meeting's success, in addition to his job as youth activities coordinator. Gene is a clown back home, and brought his act to the NAA convention last July.







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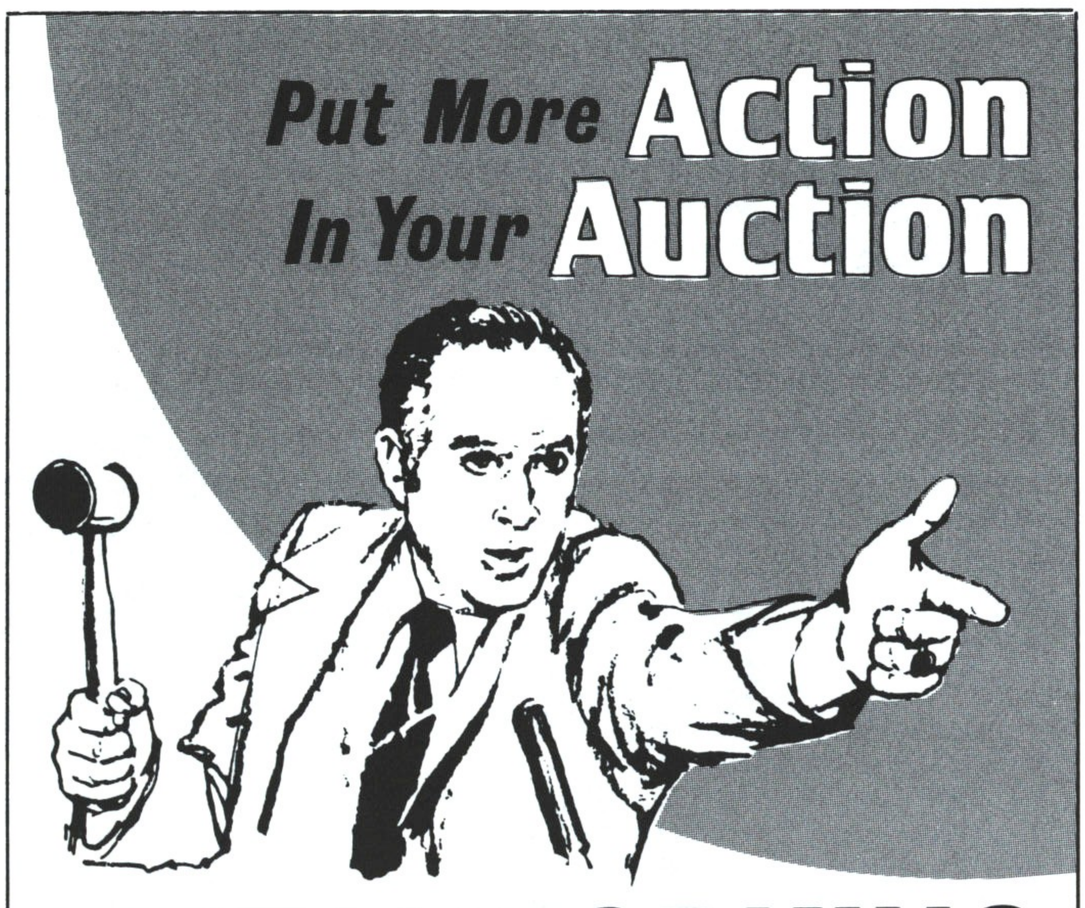


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Real Estate at Auction

Legal problem in collecting commission

By Gregory E. Michael
Attorney at Law
Hanrahan & Michael, P.A.
Merrimack, New Hampshire

Because of the effectiveness of the auction method, more and more sellers have turned to auctioneers for selling real estate. Unlike auction sales of personal property which ordinarily pass title at the time the hammer falls, auction sales of real estate are complicated by a delay from the time of sale until the actual closing. During this period, title to the premises may prove defective, the buyer may default, or any number of other problems can arise to stop the actual closing and transfer of title. However, a key issue remains in an auctioneer's mind — payment of the commission.

A recent case in Maryland indicates the importance of a well drafted listing contract between the auctioneer and client. Briefly, the facts in this case are as follows. An auctioneer contracted with a property owner to sell real estate privately or at auction. An auction sale was held and the successful bidder entered into a purchase and sales agreement. The buyer/bidder defaulted and the closing never occured. The seller then requested from the auctioneer payment of the full deposit. The auctioneer felt he was entitled to his commission and refused to pay the seller the entire deposit, thus, litigation ensued.

The Maryland Court of Special Appeals held that "(i)n the absence of restrictive terms in the auctioneer's listing contract, the commission is earned, not by a consummated sales contract, but by the auctioneer's procurement of a bona fide bid acceptable to the owner. This conclusion is especially compelled when the accepted bid results in the making of an executory binding contract by which the realty is to be sold to a purchaser obtained by the auctioneer." *Childs v. Ragonese,* 443 A.2d 665, 668-9 (1982).

It is important to note that the Court distinguished the auction or listing contract in this case from those which state, inter alia, (a) that the auctioneer will receive a commission from a percentage of *total proceeds,* (b) that a commission will be paid from the first sale proceeds (this language could limit the commission to a percentage of the *deposit only,)* (c) that a commission based on a percentage of proceeds actually received "in hand" or (d) that closing is a condition precedent to payment of a commission.

Goldblatt properties auctioned in Chicago area

NAA member **Sheldon Good,** Chicago, Illinois, and his subsidiary company, Real Estate Auction, Inc., auctioned eight properties last May for the Goldblatt department store chain. The auction took place at Ceremonial Court Room of the U.S. Federal Court, and included the following properties.

Retail and warehouse facility in Downers Grove, Illinois, one-story modern, 245,000 sq. ft. building on 14 acres, $3 million.

Goldblatt's Tire Center, Hammond, Indiana, one-story, eight-bay, tire and battery center, 32,000 sq. ft., $120,000.

Furniture and warehouse showrooms, South Bend, Indiana, 117,000 sq. ft., 16.5 acres, $875,000.

Goldblatt's Department Store, Hammond, Indiana, four-story, 220,000 sq. ft. building and basement with warehouse and storage building, $150,000.

Furniture showroom, one-story, 122,000 sq. ft. building on six acres, $1,150,000.

Warehouse facility, 370,000 sq. ft. on 14.75 acres, $1,100,000.

Goldblatt's Department Store, Chicago, three adjoining buildings, $200,000.

Department store and loft, three buildings Chicago facility, $275,000.

Seven of the eight properties sold at the May 20 auction, with closings in 35-40 days. The eighth property was sold privately, 45 dys after the auction.

In a very complex transaction, a ninth Goldblatt property was also handled by the Sheldon Good firm. Goldblatt's leased the land under its State Street store from a number of owners. The entire transaction took almost a year to consummate, but Goldblatt's purchased all the fees under the building, then sold the land and the building to the Chicago Public Library System in a $10,000,000 transaction. The 12 parcels were long term land leases owned by trustees, executors, and individuals in seven states.

More recently, Mr. Good and his real estate auction team conducted a general session, real estate auction presentation at the National Association of Realtors® Convention, November 16, in San Francisco. The program covered a variety of real estate auction topics. Sheldon F. Good & Company's real estate auction subsidiary sold over 600 residential, commercial and industrial properties in 1982, involving over $60 million.

In *Ragonese* the contract provided for commission payment if the real property were "sold". While an actual *closing* did not occur, the Court felt the auctioneer had procured a ready, willing and able buyer entitling the auctioneer to this contract commission.

This case reflects the special problems associated with the sale of real estate at auction and the preparation and care which must be exercised by the auctioneer.

(Local laws vary, so be sure to check applicable statutes and regulations in your area.)

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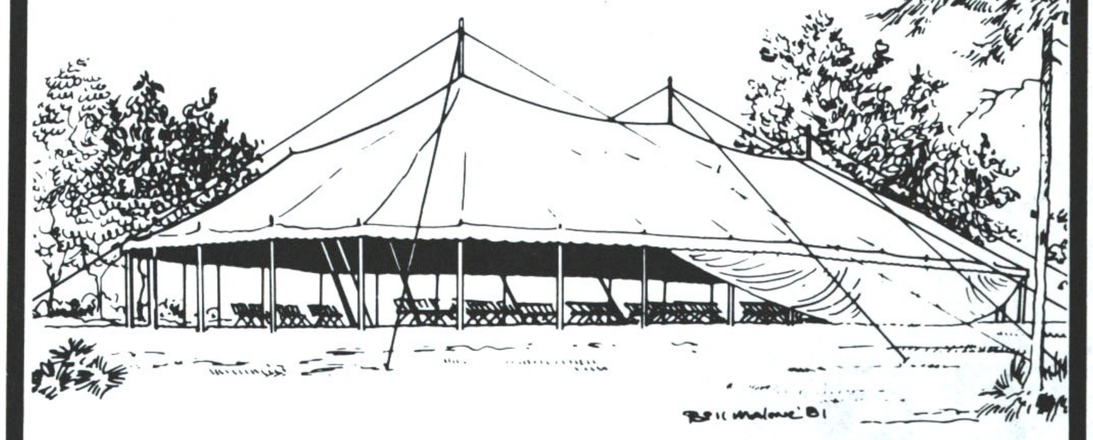
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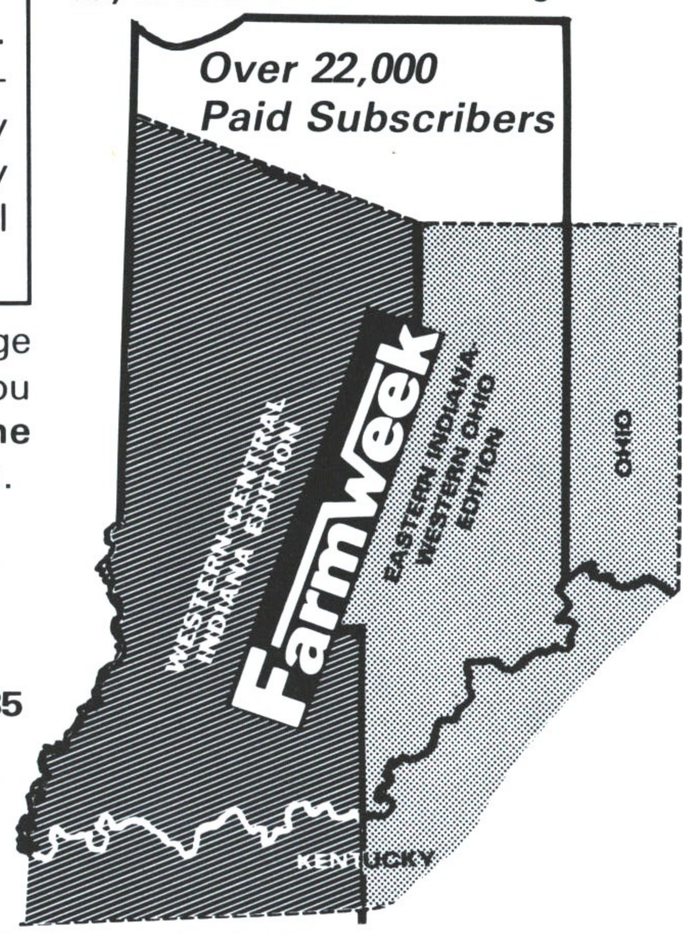
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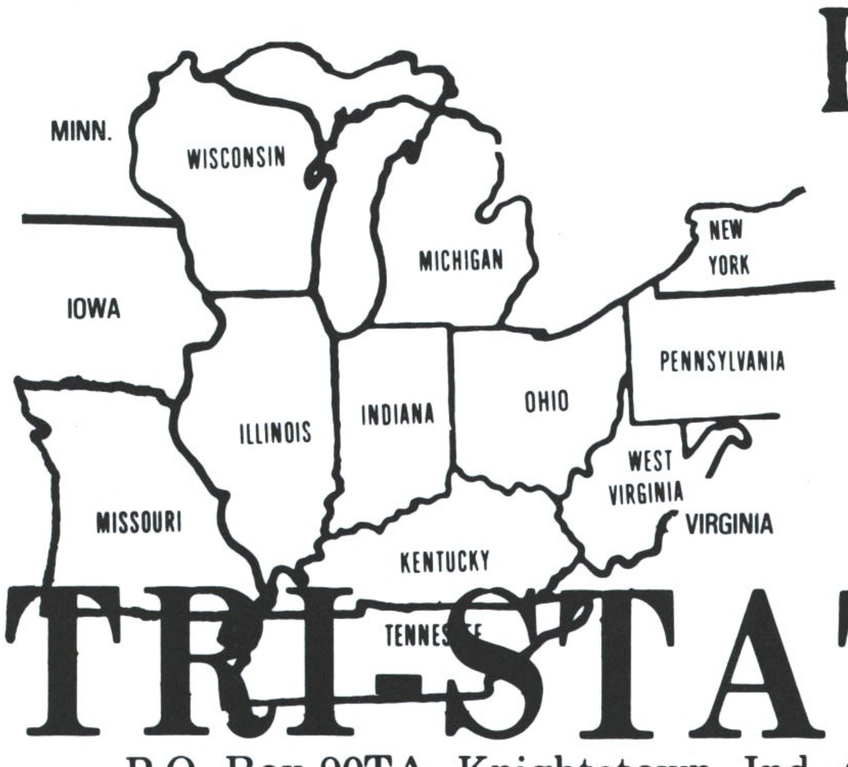
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Livestock at Auction

International attendance expected for '83 Congress in Nashville

Livestock and meat industry representatives from around the world will hear more than 30 speakers, panelists and moderators discuss "Building World Trade" at June's Fifth World Meat and Livestock Marketing Congress.

The Congress, to be held June 14-18 in Nashville, is expected to draw more than 1,000 registrants, according to Livestock Merchandising Institute chairman Glen Allen.

It will be jointly conducted by the Institute and the International Permanent Office, known throughout the world as OPIC, or the Oficina Permanente Internacional de la Carne, which is headquartered in Madrid, Spain.

OPIC is an international meat industry organization, with members in Europe, South and Central America, Africa, Mexico and the United States.

Allen said the Congress intends on making representatives of the livestock and meat industry "more aware of the opportunities in world trade".

To do this, Congress planners have divided the program into five sessions, Allen said. The first session will explain the significance of the conference and its theme, and present background information on the world's meat production industry and the current state of the world economy.

Session topics include "Why Build World Trade?"; "The Current Status of World Livestock Production"; and "The Current Status of the World Economy".

Session Two is titled "World Livestock Production and Marketing," and will cover several important topics in this area. They will include "Production Methods," both in the host country and in the rest of the world; "Genetic Techniques"; and "Producing For Foreign Markets".

The third session will look at the critical area of "Transportation". Topics to be covered will be "Preloading Requirements and Activities"; "Moving Livestock By Air"; "Moving Livestock By Sea"; and moving the livestock "From Port to Ranch".

Session Four will consider the current state of the art in "World Meat Processing and Distribution", along with various regional and national preferences for meat.

Topics to be covered during this session will be "The Model Meat Plant"; "Restructuring, Canning and Pouching Meat"; "Methods of Sanitation"; and "Quality and Grades — Demand and Identification".

Allen said the fifth and final session will cover the important topic, "Trade Development, Financing and Policy". Topics during this session will be "Sources of Finance"; "Opening the International Markets"; "Barriers — Tariff and Non-Tariff"; and "Free Trade or Protectionism".

An international group of speakers will be announced to discuss these topics, Allen said. Congress registrants will have the opportunity to ask questions of the program speakers.

The Nashville Congress will combine OPIC's biennial World Meat Congress and the Institute's annual Livestock Marketing Congress.

A related event will be the 20th World Livestock Auctioneer Championship, to be held Saturday, June 18, at Dickson Livestock Auction Center, Inc., Dickson, Tennessee.

The Institute is a non-profit, non-political organization. It is composed of over 1,000 Trustees, primarily from North America, who are leaders in the various businesses related to the livestock industry.

Registration information can be obtained by contacting Livestock Merchandising Institute, 301 East Armour Boulevard, Kansas City, Missouri 64111, telephone 816-531-2235.

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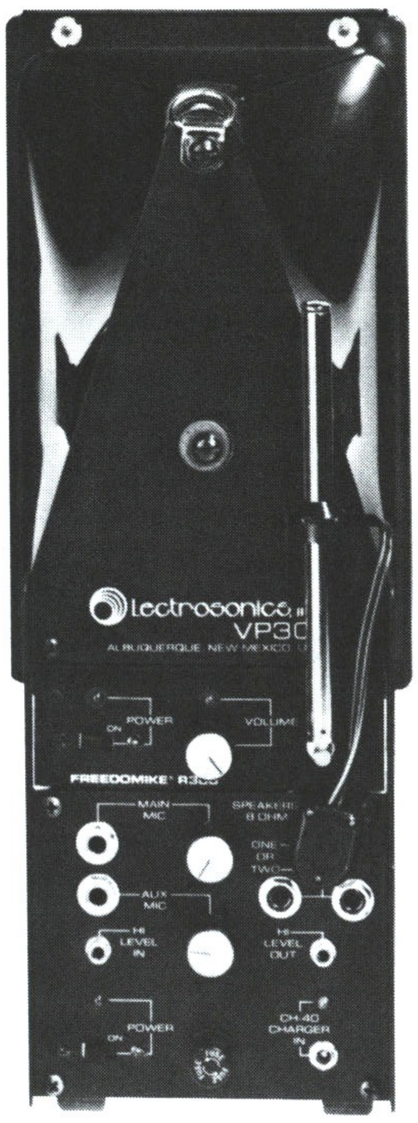
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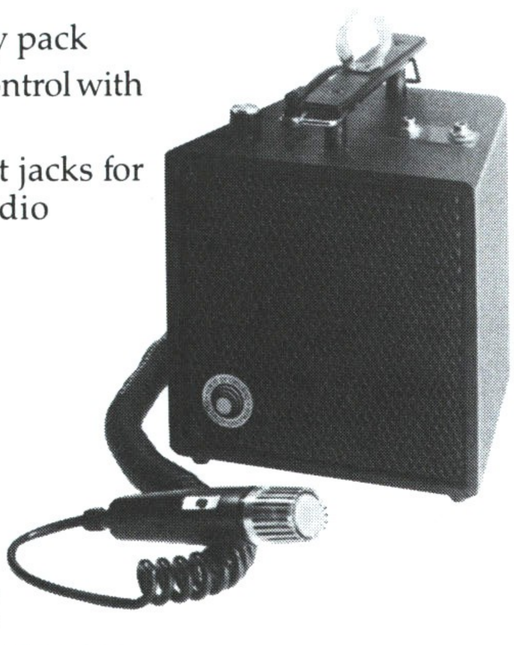
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Antiques at Auction

Five-day antique shop auction

Train whistles occasionally echoing in the background in rural Blackwater, Missouri, provided the setting for the gigantic, five-day antique auction of Estil and Sarah Oswald. The Oswald's had operated Sarah's Antique Shop for several years and were known for selling unique and unusual items, plus good furniture.

Buyers from Iowa, North Dakota, Arkansas, Georgia, Florida, Maryland, Louisiana, Kansas, California, Arizona, and Missouri attended September 14-22, came to purchase the unusual primitives and furniture auctioned by NAA members **R. E.** and **Brent Voorheis,** Harrisburg, Missouri.

A two seat surrey with fringe on top sold for $1,500. A John Deere cast iron letter holder (given to dealers who sold five tractors in 1933) brought $175; and a 66" oak, s-curve roll top desk commanded $2,450. A 1929 Dodge Sport Coupe with rumble seat and golf club door brought $620, and a barber pole sold for $175.

A wooden wagon spring seat wagon brought $450; a Hoosier kitchen cabinet with zinc top sold for $450. Oak was in high demand, as an ornate oak bed and dresser sold for $650. A wicker baby buggy sold for $335. A mahogany wardrobe with bevel edge mirror brought $250, while oak and walnut wall telephones brought $190 and $220 respectively.

A small National brass cash register saw spirited bidding finally topping at $370. In the corner cabinet department, pine outsold walnut, with a pine corner cabinet bringing $800 while the walnut sold for $725. A very unusual pine "turkey breast" corner cabinet sold for $810. A nickel slot machine brought a winning bid of $1,020, while a Hayes gasoline pump brought a winning bid of $380.



WICKER BABY BUGGY, brought $335 in five-day auction by R. E. and Brent Voorheis.

Kentucky cut glass collection auctioned

After selling a portion of their cut glass collection over a period of time, Mr. and Mrs. J. T. Sisk, Marietta, Georgia, decided to sell at auction the bulk of their beautiful pieces. They opted to discontinue use of the "Glass Room" in their home, displaying only a few pieces in their living and dining rooms.

NAA member **John Woody,** Douglass, Kansas, was chosen as sale manager, assisted by another NAA member, **Dave Kessler,** New Paris, Ohio.

The auction was held November 6, in Fort Mitchell, Kentucky, attended by a large number of collectors and dealers from all parts of the country. The quality of the glass was impressive, and many favorable comments were heard regarding the unique display system.

Top selling items included a large champagne cooler, weighing 12 pounds, $3050; a casserole with top and bottom signed "Hawkes" sold for $2900; and a Wassail bowl on a silver stand sold for $1900.

In a notation in the sale catalog, auctioneer Woody stressed the policy he has always maintained for his auctions, selling without permitting "reserves, minimums, or buy-backs".

"We do not buy or bid on anything in the auctions we conduct," said Woody, "nor do we allow the owner or his representative to do so. Every piece in Mr. and Mrs. Sisk's sale, as in all of our sales, will sell to the highest bidder without reserve."



RARE CUT GLASS at Woody auction in Kentucky. Left, covered compote, signed "Hawkes", 8" diameter, $2900. Right, sunburst and bull's eye water pitcher, signed "Hoare", $775.

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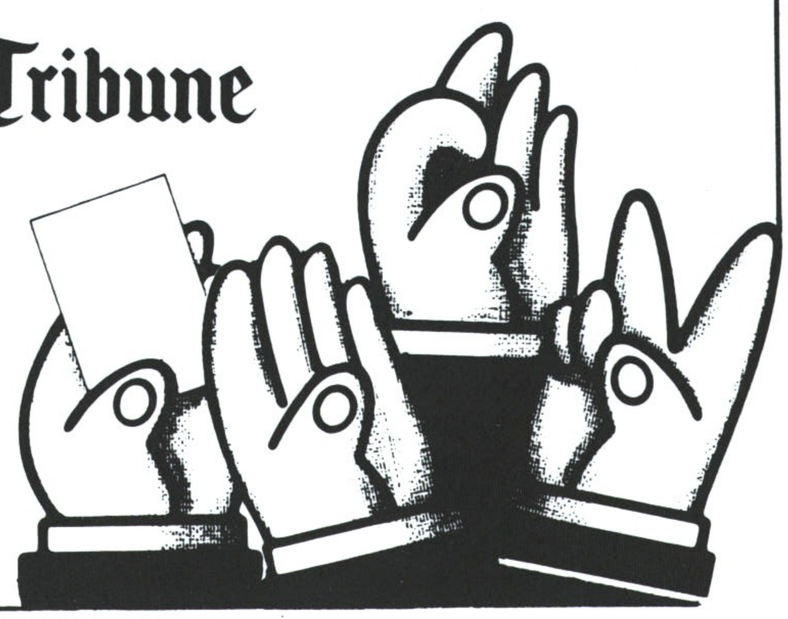
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State association reports

Indiana convention fun and informative

By Judy Buckles

Auctioneers throughout Indiana and neighboring states attended the 1982 Indiana Auctioneers Association Convention in Indianapolis. The Marriott Inn hosted the 267 auctioneers and guests attending the two day convention, November 14-15.

Preconvention seminars were open to IAA members only. The seminars were selling real estate at auction instructed by NAA president Rex Newcom and vice president Sammy Ford; with former Hoosier Bid-Calling Champion, Daryl Ball, Bourbon, instructing a bid-calling seminar.

On Saturday evening prior to the official opening of the convention, a Past Presidents' Banquet was held with eleven past presidents as well as their spouses attending. IAA officers, directors and spouses were also in attendance.

Sunday morning, a Worship and Memorial Service began the convention. IAA President John E. Yager Jr., Lynnville, welcomed those attending the Sunday noon luncheon and NAA president Rex Newcom gave the luncheon address.

The main event of the Sunday activities was the Hoosier Bid-Calling Contest. Seven contestants, representing their respective districts, participated in the afternoon session. Each contestant sold three items before IAA members voted. After ballots were counted, results indicated J. B. Driver, Indianapolis and Roger Robinson, Orleans, would be the two finalists for the evening competition.

The contest was followed by the annual Auxiliary Craft Auction and the Association Fun Auction. The Grand Banquet speaker was NAA director Dean Parker, Logan, Utah, who accented his speech with song.

The Banquet concluded with the announcement of Herman Strakis, Indianapolis, as Auctioneer of the Year; and the final round of the Bid-Calling Contest won by Roger Robinson, with J. B. Driver, the runner-up.

Sunday evening featured Round Table Discussions on: antiques, auctioneers' commission, auction houses, cashier and clerking, farm and implement auctions, household, estate and appraisals, real estate, and sales management. Refreshments and snacks were served, compliments of the Association.

The following morning, the IAA Auxiliary sponsored a style show presented by the Dorothy Blevins Shoppe, Anderson. The 14 models for the show were officers, directors and members of the Auxiliary. Coffee and cookies were served to those attending.

Reverend Joe Wick, Toastmaster of the Purdue Quarterback Club, was speaker for the Monday noon luncheon, with annual business meetings for both the Association and Auxiliary following.

An IAA business meeting finalized the convention with the election of officers and directors for the coming year. Election results were: president Virgil W. Butts, Brazil; first vice president Jake Campbell, Liberty; second vice president Kirby Bollinger, Howe; and secretary-treasurer Harry E. Buckles, Anderson. Directors elected with terms expiring 1985 were: Larry Evans, Mentone; David A. Taylor, Indianapolis; Perry Murphy, New Albany. Directors with terms expiring in 1984 are: J. B. Driver, Indianapolis; Carl Johnson, Galveston; Fred Sayre, Valparaiso. Terms expiring in 1983 directors are: Jack Thompson, Spencer; Cartwright Ellis, Kokomo; Dewain Davis, Winamac; and John E. Yager, Jr., Lynnville.

The 1983 convention site and date has not yet been selected but will be scheduled for November.



IAA OFFICERS AND DIRECTORS, seated from left: 1982 president John E. Yager, Jr., second vice president Kirby Bollinger, 1983 president Virgil W. Butts, secretary-treasurer Harry E. Buckles, and first vice president Jake Campbell. Standing from left: directors Larry Evans, Cartwright Ellis, Jack Thompson, David A. Taylor, Dewain Davis, Fred Sayre, Carl Johnson, and J. B. Driver.

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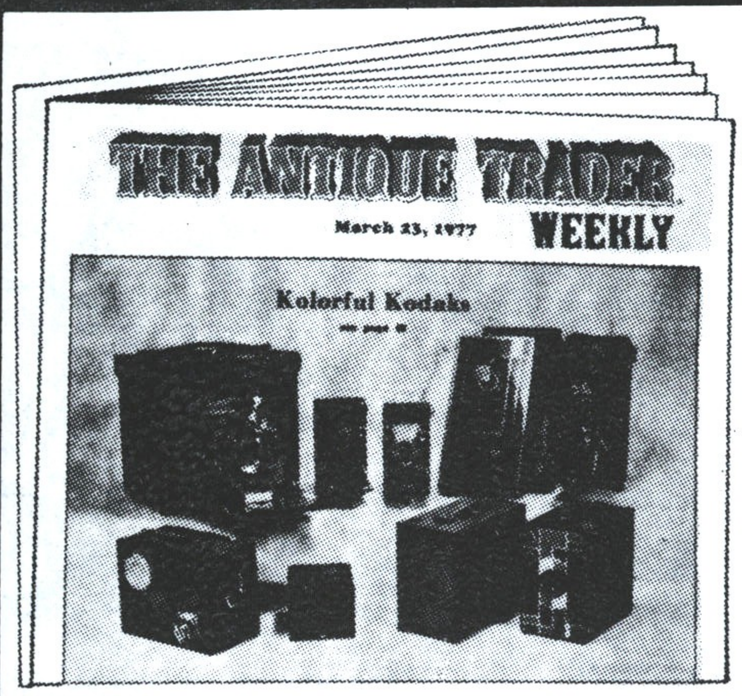
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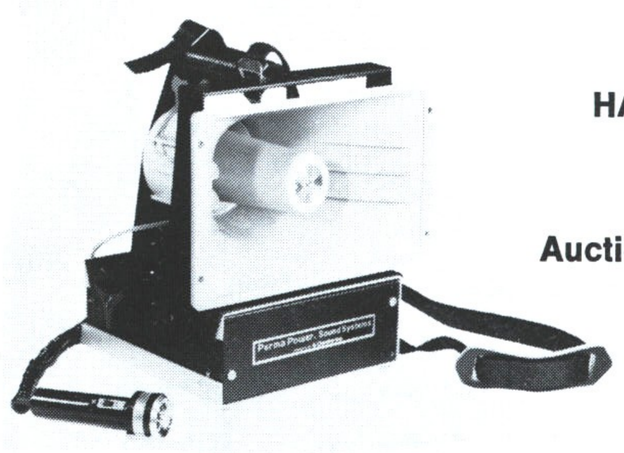
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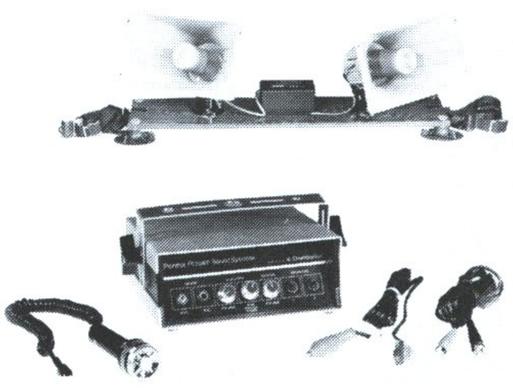
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Missouri holds bid calling contest

Last year marked the first annual Missouri State Auctioneers Association Bid Calling Contest. The contest was a cooperative effort of the MSAA and the Missouri State Fair. Advance planning for this event began at a meeting with fair director Marion Lucas and **Brent Voorheis** in February. Mr. Lucas received the association's idea for an Auctioneer's Bid Calling contest enthusiastically and agreed to provide a tent to hold the contest, awards for the contest winners, and to handle a portion of the advance publicity.

MSAA member auctioneers were notified of the contest by an insert in the May issue of THE MISSOURI COLONEL. Non member auctioneers saw the information about the contest in the fair book.

Auctioneer's eligibility requirements to enter the contest were MSAA membership, NAA membership, and valid auctioneer's license. Officers and directors of the MSAA were not eligible to compete.

By August 16, (the advance registration closing date) 13 auctioneers had entered the contest. On August 26, the day of the contest, 12 auctioneers paid $20 each (double the advance entry fee) to bring the contest entry total to 25.

Fortunately, a few minutes before starting time, a heavy rain caused all nearby fair goers to seek shelter in the Bid Calling Contest's tent. The spectator's filled the tent to capacity and stayed until the contest was over.

Auctioning sequence of the contestants was determined by the draw system; and then a second draw determined which item the contestant would sell. (Items sold by the contestants were purchased at the Village on the fairgrounds.)

Each auctioneer sold one item during the first go round while three judges were scoring them on these categories: appearance, bid calling ability, salesmanship, and promptness. While the judges were tabulating scores, each MSAA officer and director present sold an item. This provided time for the judges, and gave the crowd an opportunity to hear a greater variety of chants.



MSAA BID CALLING CHAMPION, Brian Rigby, left, receives championship plaque from contest coordinator Brent Voorheis.

The judges scores narrowed the 25 contestants down to five. The five then sold a second go round, and their second scores determined the winners.

Brian Rigby, Columbia, was selected as the contest winner, with second going to **Jerry Lehman,** Dawn, **Jerry Burson,** Hallsville, receiving third, **Jack Hutchinson,** Versailles, fourth and **Jim Dunn,** Rolla, taking fifth. Sixth through 10th place went to **Tony Clayton,** Sedalia, **Glen LaRue,** Sweet Springs, **Charlie Angel,** Raytown, **Bruce Moler,** Fayette, and **Dave Ross,** Camden.

The MSAA received a great deal of publicity from this event, with the Sedalia newspaper providing full page coverage. KSMO-TV, Sedalia, did a 15 minute news feature. The contest netted the associaton $350, which was much better than expected, since we were only hoping to break even.

The event is again planned for 1983. Brent Voorheis, who served as Contestant Coordinator, would like to hear from NAA members with comments and ideas about improving the contest event.

Alabama





ALABAMA AUCTIONEERS ASSOCIATION convened in November, 1982. Top, AAA members, spouses and guests who attended the meeting at Sheraton Inn-Huntsville. Above, from left, John P. "Pete" Horton, AAA secretary; Flora Parker, AAA president; Harvey McCray, NAA executive vice president; and John A. Horton, past NAA director, and AAA member.

State Association Conventions — Dates and Locations

Convention Dates	State association	Hotel/motel and city	Convention chairman or state association secretary
January 8-9, 1983	Virginia		Doris S. Jones
January 8-10	Ohio	Columbus Marriott Inn, No. Columbus	Byron Dilgard
January 13-15	Pennsylvania	Host Inn, Harrisburg	Blaine C. Brown
January 15-17	Minnesota	Holiday Inn, New Ulm	Eileen Reisch
January 15-16	North Carolina	Kinston or Goldsboro	Johnson B. Gilbert
January 24-26	**NAA Seminar**	**Hyatt Regency, Louisville, Kentucky**	
February 4-5	New Jersey	Marriott Hotel, Somerset	Art Williams
February 21-23	**NAA Seminar**	**Hyatt Regency, New Orleans, Louisiana**	
April 10	Iowa	Des Moines	Margaret Bloomer
April 17-18	Kentucky	Holiday Dome, Bowling Green	Wilma Atherton
June 8-9	Wisconsin	Voyager Hills Inn, Reedsburg	Robert Massart
June 10-12	South Dakota	Sheraton, Aberdeen	Kenneth R. Jark
November 12-13	Iowa	Waverly	Margaret Bloomer

State auctioneers associations provide the above dates, cities, and meeting facilities for their conventions. For more information about the above meetings, contact the respective state association directly.

However, all requests for an NAA officer or director to speak at a state association convention should be coordinated through the NAA office.

In Memoriam . . .

ADOLF KROLIKOWSKI

The NAA office was notified of the December death of retired, former NAA member Adolf Krolikowski, Wood River, Nebraska.

PETE YOUNGER

The NAA office was notified in December that member Pete Rounger, Maryville, Missouri, died in the summer of 1982.

JAMES R. ERSKINE

Mrs. Dot Erskine informed the NAA office that member James R. "Jim" Erskine, Freeland, Michigan, was deceased October 2, 1982. Their son, Michael, will continue the auction business.

KAREN HOSSNER

The NAA office was notified in December that member Karen Hossner, Ashton, Indiana, was killed in an automobile accident, November 30, 1982.

Sign Lettering Kit



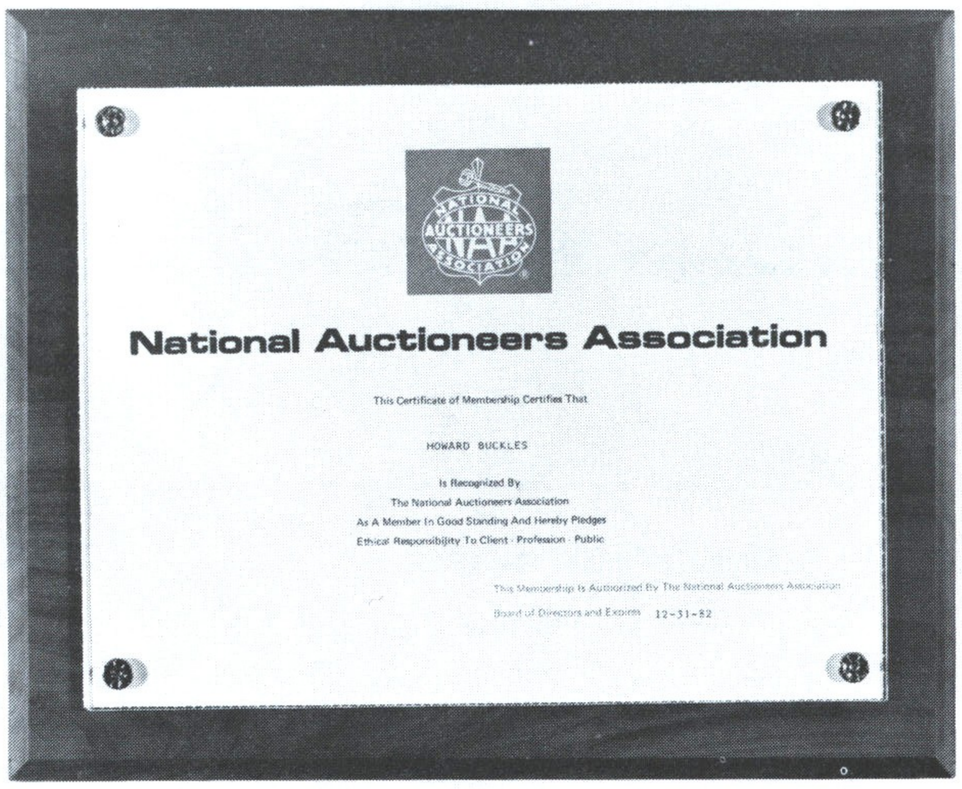
Produce professional signs rapidly, inexpensively. Get all of the signs you need when you need them at a fraction of the cost of other lettering systems. This lettering system is available in a wide range of sizes from ¾-inch to 25-inch — so you can produce small posters or large banners with ease and speed. The heavy-duty sponge rubber letters are guaranteed for 10 years. Spray ink will dry rapidly, not affect the rubber characters, is waterproof, fadeproof, and has a guaranteed shelf life of two years. All kits come complete.

Dewey-Carter Co.
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228 WOOD ST., DOYLESTOWN, PA. 18901
Phone 215/348-8880

You're NAA and professional.

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

Certificate Holder. For 8½" x 11" NAA membership certificate. Walnut with plexiglass cover.

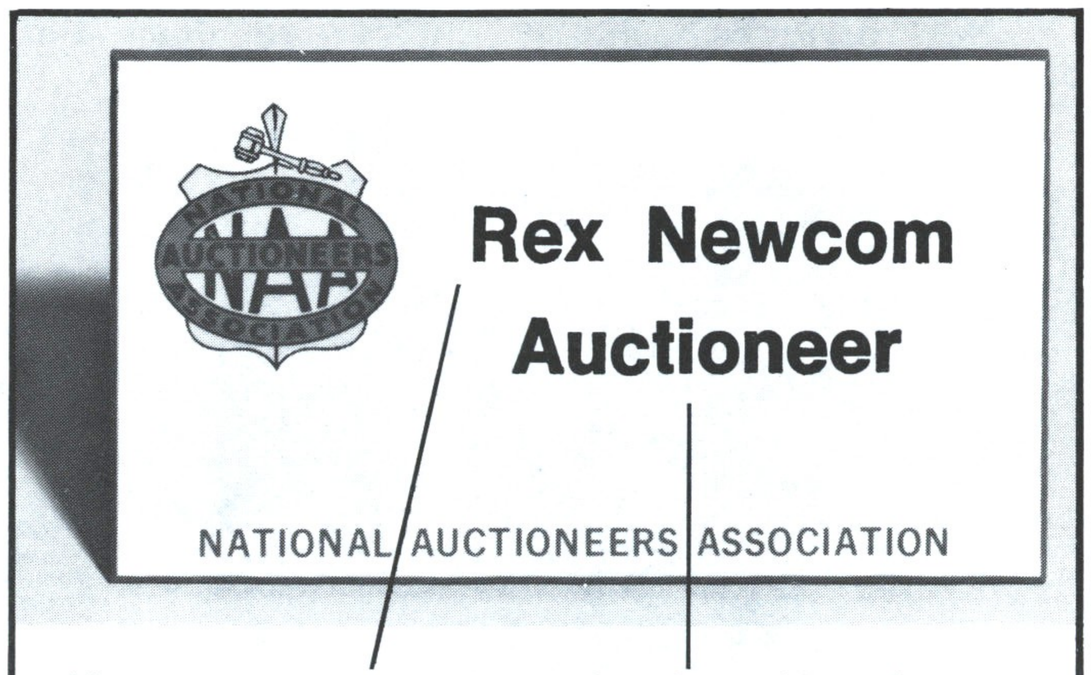


Embroidered Emblem. Red, black and gold emblem is available in two sizes for display on blazers, coats, dresses, etc.





Emblem Decals. Shows the red, black and gold emblem in two sizes. Large size adheres only to surface; two kinds available in smaller size.



New NAA name badge now available

Quality, engraved name badges with full color NAA logo are now available from the NAA office. At a cost of $5.50 each (includes limit of two lines of copy), your name and title will be engraved on this sturdy plastic badge. (Price for three lines of copy is $6.00.)

Also, you can order name badges for members of your auction staff — clerk, cashier, ringman, etc. **However, if an auctioneer on your staff is not an NAA member, that auctioneer cannot wear an NAA name badge, being represented as an NAA member.**

Colors are white with green trim, full color logo, and red "National Auctioneers Association".

Order from the NAA office. Send full payment for all badges @ $5.50 each; plus exact copy for name(s) and title(s) to appear on badge.

Single Deck Playing Cards. Displays in full color photo, the NAA headquarters building when dedicated in 1971. Excellent gift for clients.

Emblem Reproduction Sheet. A full sheet of black on white reproductions of the NAA emblem in various sizes. For use by individual NAA member on sale bills, newspaper and magazine advertisements.

Bumper Signs. Promotes the NAA auctioneer with the words, "HIRE NAA AUCTIONEERS". Identifies National Auctioneers Association and the NAA emblem. Red bumper sign with white and black copy.

MORE! . . .

New Style Belt Buckle. In pewter finish and brass finish.



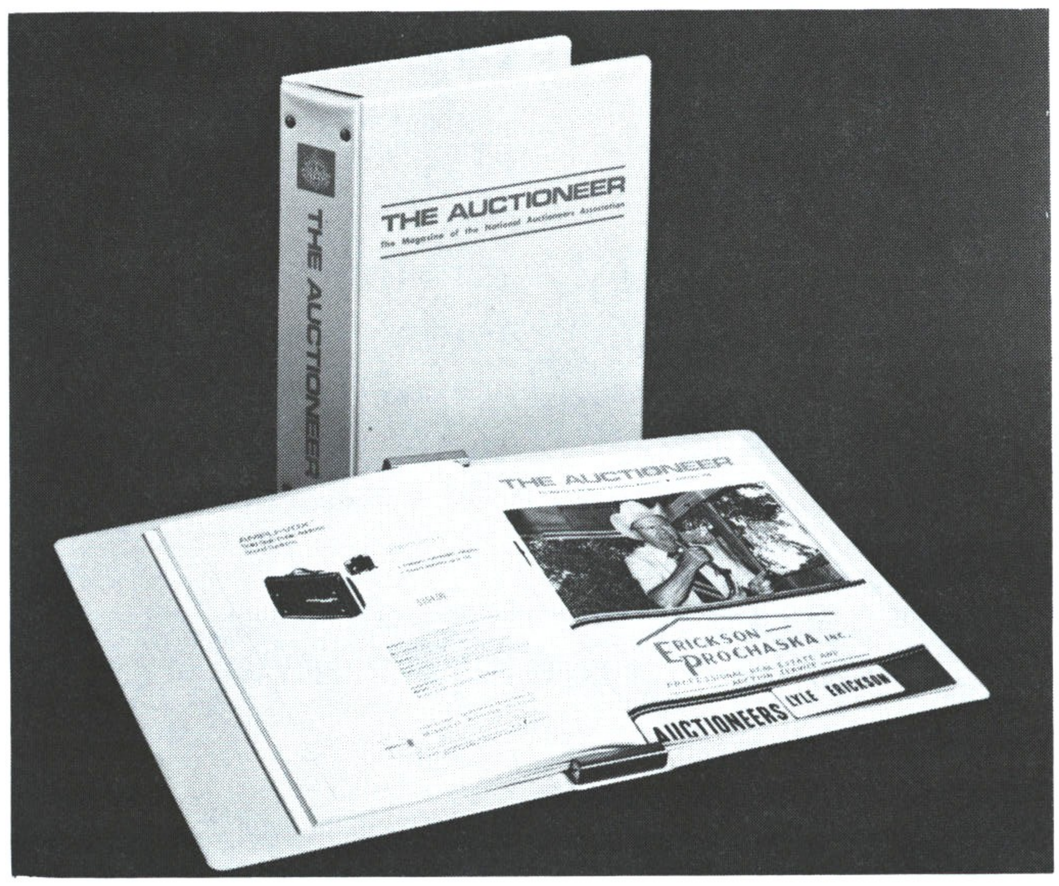
Emblem Lapel Button. Show NAA affiliation on suit coat or blazer lapel. May be worn as tie tac. Red enamel on 14K gold emblem; ½" wide.

(The price of the NAA lapel button may change without notice because of the cost of gold and due to the occasional increase in price by manufacturer.)

Pad Holders. Red vinyl with full color NAA emblem. Holds papers, business card, and legal pad.

Code of Ethics. Red and black on white, frameable paper stock. Size 11" x 14".

THE AUCTIONEER Magazine Binder. Preserves your permanent copies of THE AUCTIONEER magazine. Binder is bone color with red NAA emblem and holds the 11 annual magazines (plus NAA Directory). Designed to hold current 8½ x 11-inch size magazine.



NAA Promotional Items Order Form (Indicate quantity on line.)

NAA Emblem Decals
- 8" Pressure-sensitive @ $1.50 each _____
- 4" Pressure-sensitive @ 3 for $1.00 _____ (adheres on top of surface)
- 4" Pressure-sensitive @ 3 for $1.00 _____ (shows through glass)

NAA Bumper Signs
@ 2 for $1.00 _____

Single Deck Playing Cards
@ 75¢ each _____

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

NAA Emblem Lapel Button
@ $5.00 each _____

NAA Emblem Reproduction Sheet
@ $1.00 each _____

THE AUCTIONEER Magazine Binder
@ $6.25 each _____

NAA Certificate Holder
@ $25.00 each _____
(walnut with plexiglass cover)

NAA Name Badge
- two lines, $5.50 _____
- three lines, $6.00 _____

NAA Code of Ethics
@ $1.00 each _____

NAA Pad Holders
@ $5.00 each _____

NAA Belt Buckles
- @ $4.50 each _____ (pewter finish)
- @ $4.50 each _____ (brass finish)

Name _____

Address _____

City _____ State _____ Zip _____

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

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

Spotlight on NAA auctioneers

Auto auction anniversary

Celebrating their sixth anniversary as owners of the Kirksville Auto Auction, Kirksville, Missouri, NAA member **Jim Cornell** and his wife Delores invited special guests to their weekly auction, November 4, 1982. Over 300 vehicles were sold at the anniversary auction, attracting auto dealers from Iowa, Illinois. Kansas, Nebraska, and Missouri.



ANNIVERSARY AUCTION marked sixth year in business for NAA auctioneer Jim Cornell. From left, son Larry Cornell, father Dell Cornell, Bob Allen, representing the St. Louis Lincoln-Mercury Division of Ford Motor Company; Jim and wife Delores, auto auction owners; Don Selby, president of Commerce Bank of Kirksville; Paul Childres representing the Ford Motor Credit Corporation, Jefferson City, Harvey McCray, NAA executive vice president; and Johnny Woods guest auctioneer.

Art auction for Sertoma Club



NAA DIRECTOR William M. "Bill" Yonce auctioned art for the Florence South Carolina Sertoma Club, November 13. Through his efforts at the well attended auction, $2500 was raised.

Standing Room Only.

Is what can happen when you advertise to the 2,000,000 readers of The Boston Sunday Globe. The largest readership in New England. And the most affluent. And no Boston paper has more auction ads. For more information, call: JoAnne McCoy (617) 929-2169 or Arthur Shachat (617) 929-2160.

The Boston Globe

BOSTON, MASSACHUSETTS 02107

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Flash in the pan — advertisers who can't or don't measure results almost always change campaigns too often.

FIVE STAR REPORT

Advertising Rate Schedule — THE AUCTIONEER MAGAZINE

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

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

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

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

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

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

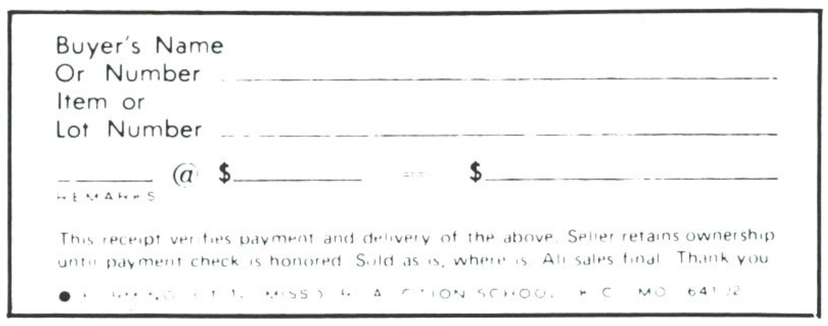
NEW ADVERTISERS: All new advertisers are required to submit credit account information, an insertion order, and payment in advance (with copy), before advertising will be accepted. If applicable to the new advertiser, advance payment for the first three months is required. Submission deadline for new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

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

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

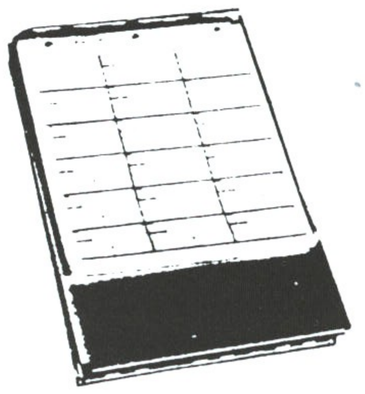
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THE CLERK SAVER® IS:

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- *Less expensive than any known system.*
- *Keeps a running total of the sale.*



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

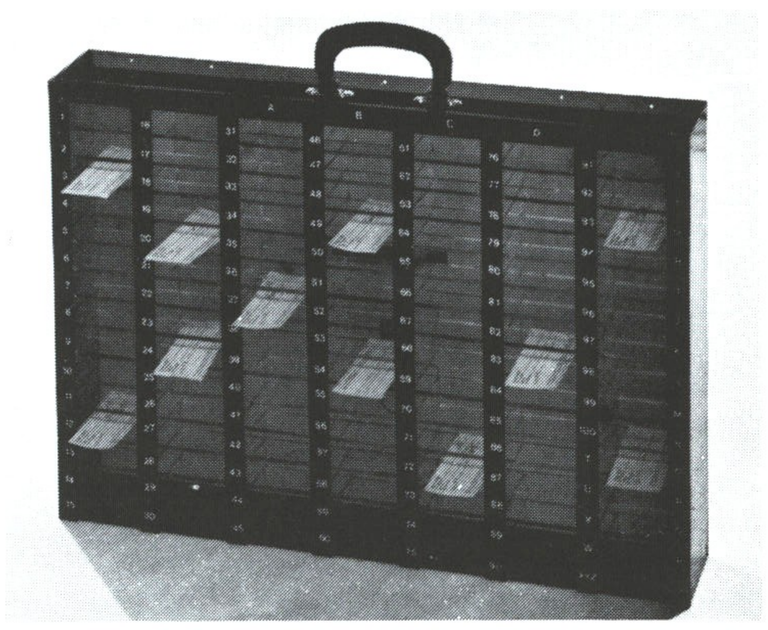
  Original and 2 copies on NCR paper (makes its own carbon copies) 8½x11" sheets perforated to make 12 tickets 1¾x4½". This is an extremely fast, easy, and accurate combination clerking and cashiering form. This one form replaces both the standard clerking sheets and cashiers statement. You'll like these.

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

- **ALUMINUM WRITING TRAY**

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

  Aluminum Writing Tray $14.95

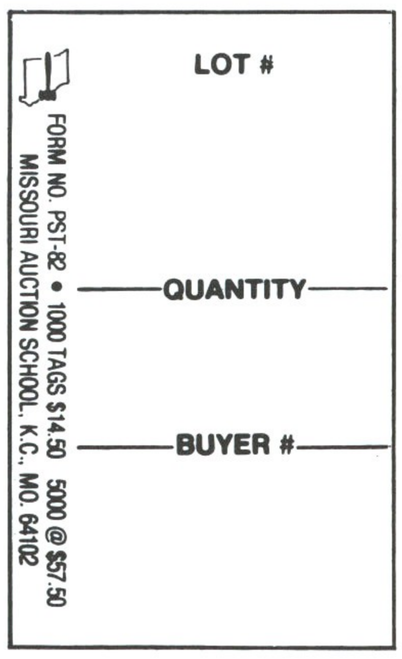


- **100 SLOT SMOKED PLEXI-GLASS CLERKING TICKET FILE**

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

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

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



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

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

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

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

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

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

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- Astatic Model 957L Anti-Feedback low impedence professional ball type dynamic cardiod microphone, on-off switch, detachable 10 foot coiled cord, and built in wind-screen.
- SPECIFICATIONS: Batteries Eight "D" size flashlight batteries (not included) (Alkaline batteries will give many hours of extra service).
- Rugged metal re-entrant 9" weather resistant 8 ohm horn speaker.
- DIMENSIONS: 11¾" High x 8" Wide x 9¼" long.
- WEIGHT: 7 lb., 12 oz.
- There is a two year repair or replace warranty on everything except batteries.

List Price $495.00
Auctioneers Cost **$297.00**



COLONEL 7 ®

The COLONEL 7 has the same features as the COLONEL 6 plus:

- RECHARGEABLE BATTERY: Extra capacity battery will last all day long. Fully rechargeable overnight.
- Complete with recharger. Charger rater 120 VAC, 8 Watt, 300 MA.
- SPECIFICATIONS: Battery: Gel Type (2) #626 2.6 AH rating rechargeable.
- INPUTS: One microphone; one tape recorder, one battery charger.
- OUTPUTS: One extension speaker, one tape recorder. With independent controls.
- DIMENSIONS: 11¾" high x 8" Wide x 9¼" Long.
- WEIGHT: 8 lb., 13 oz.

List Price $645.00
Auctioneers Cost **$387.00**

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