

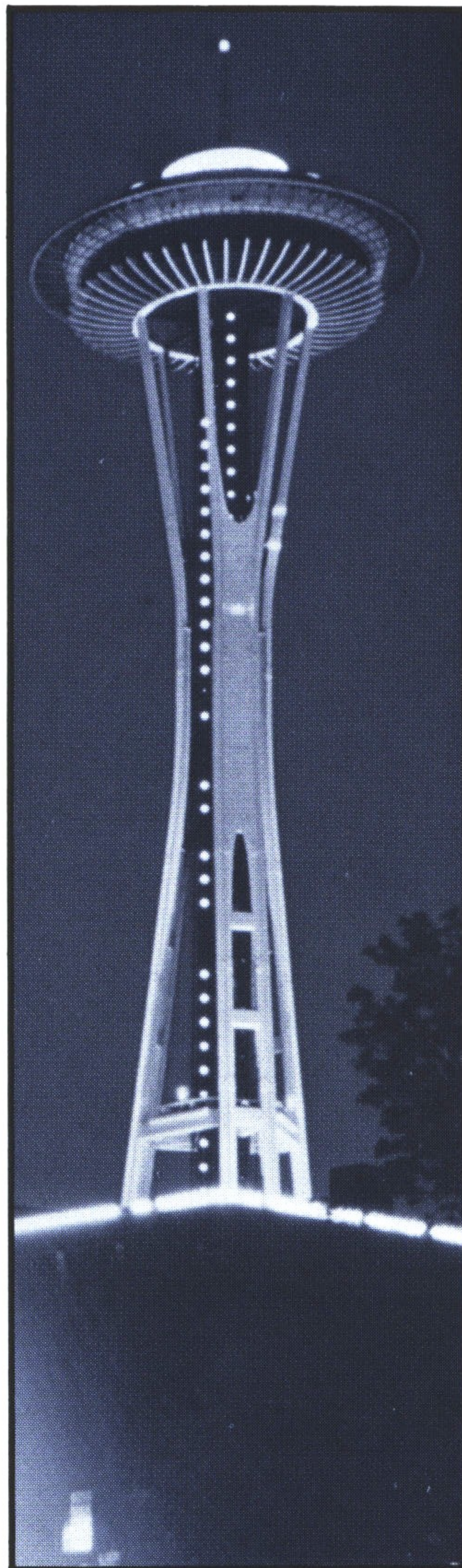
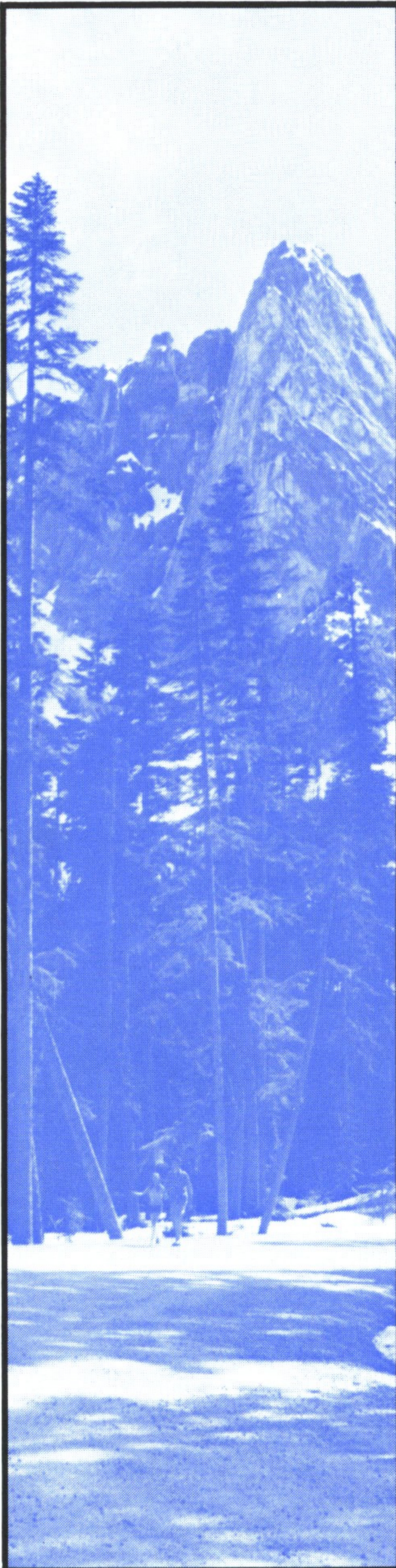
THE AUCTIONEER

The Magazine of the National Auctioneers Association • April, 1977

SEATTLE



Just Like Heaven in '77!



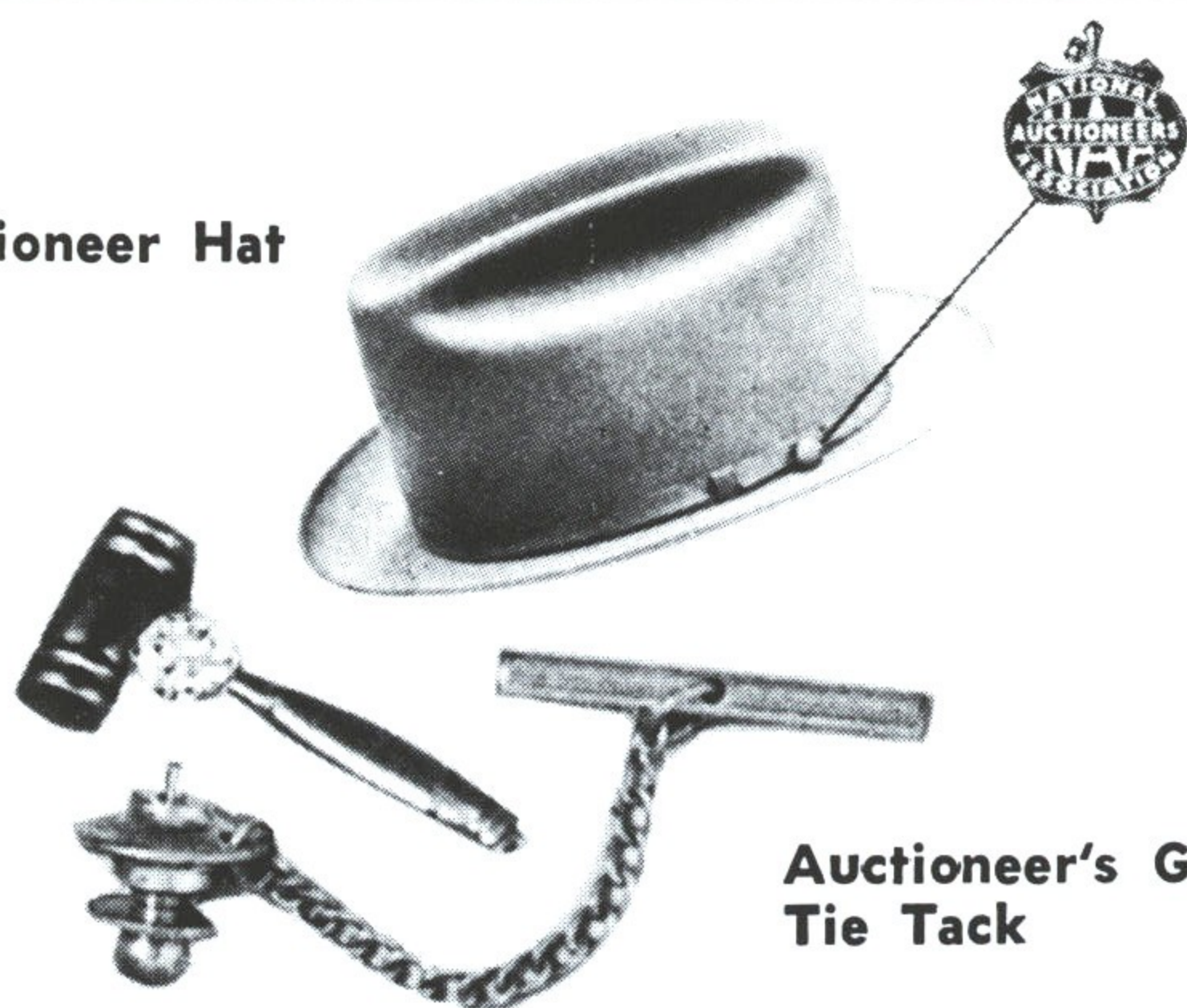
1977 NAA Annual Convention
Olympic Hotel — July 27-30



Advance Convention Registration — Page 7

Hotel Reservation Form — Page 21

Auctioneer Hat



Auctioneer's Gavel
Tie Tack

Fellow Auctioneers:

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

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

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

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

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

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

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The President's Report . . .

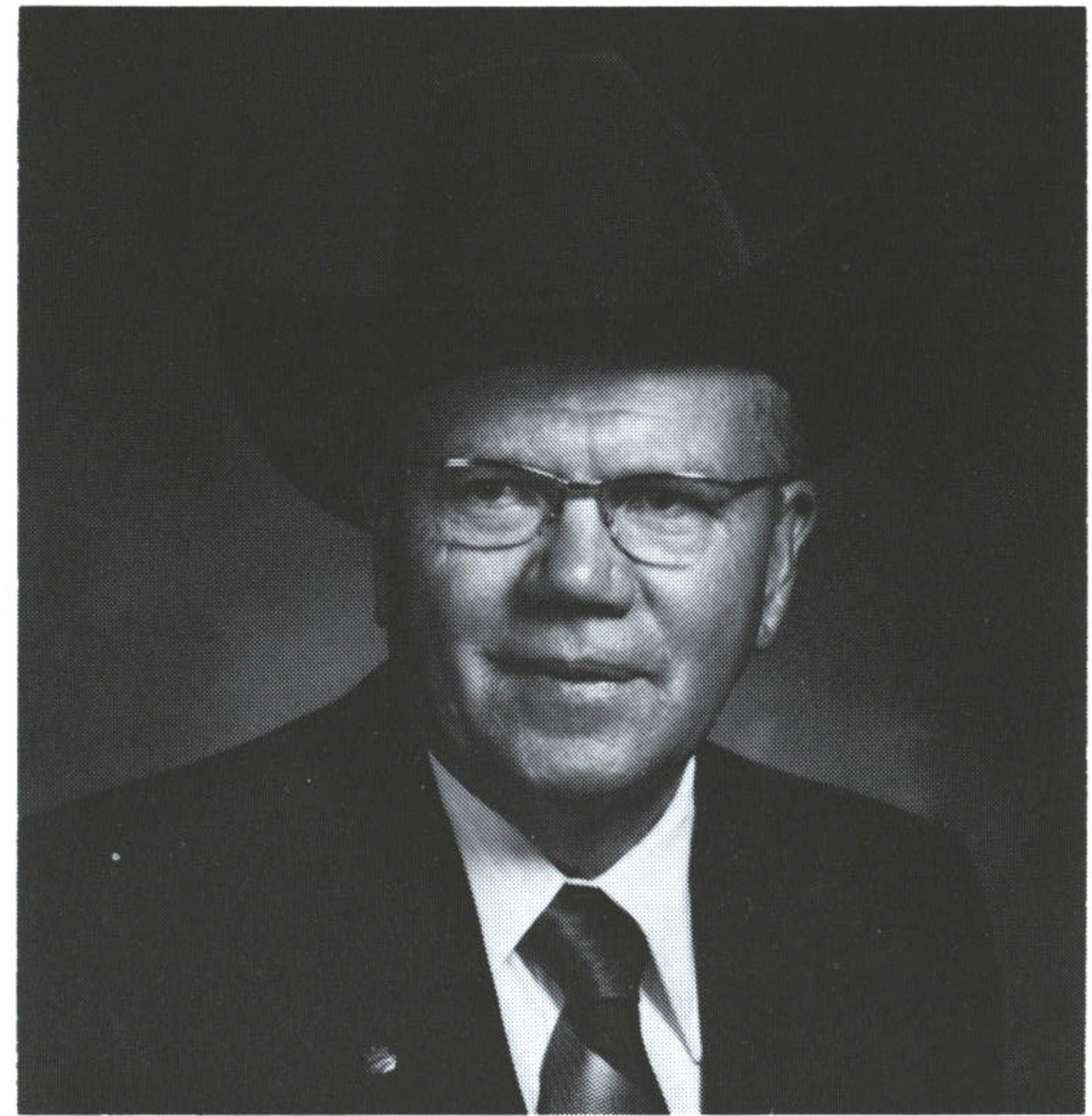
March Has Been A Good Auction Sales' Month!

Irene and I sold 522 acres of land at auction on March 16th. We have had a lot of interest in this land, which is located four miles west of LeRoy in Southeastern Minnesota. Land in the area is bringing from \$800 to \$1200 per acre.

We had our first general rain in this area for many months, as nearly an inch fell in mid-March. One man was seen plowing alfalfa sod ground also, which is the earliest I have ever seen spring plowing done in our immediate area.

We have had a large run of good farm auctions selling personal property, antiques and real estate. The 240 acres of land we sold north of Cresco (rolling land, 70% tillable) brought \$970 per acre. As I stated before, we have had some very good farm personal property sales. On March 8th, we had one of the largest attendances that we have had in many years with nearly 500 people registering and with the sale bringing well over the \$100,000 figure. Real estate sales look good. We sold 522 acres on March 16; 73 acres on March 21; house and personal property on March 22 and 330 acres on March 30. Besides those sales, we have had nine personal property farm sales scheduled between March 15 and April 2.

I enjoyed a very interesting trip to Dickenson, North Dakota, attending the State Association meeting. I was sorry that I could spend such a short time with them. I had a large farm auction on February 26; Irene drove me to Rochester, Minnesota, where I took a plane to Bismarck. I stayed there the balance of the night, rented a car the next morning and drove to Dickenson which is about 100 miles. My flight on Sunday out of Bismarck was scheduled for 4:25 PM and when I got to Dickenson, I realized that I had lost an hour due to time change, which gave me very little



time to visit with my old friends and meet new ones. The South Dakota folks were such a friendly group and I enjoyed the meeting very much. I had missed their Fun Auction, so after the luncheon, at which I spoke, I auctioned my NAA belt buckle. The bidding was spirited and generous with the buckle selling for \$100 to Truman P. Kongsli of Herried. The Fun Auction proceeds this year were donated to the State FFA Fund and the proceeds, I believe, amounted to approximately \$1,000.00.

I did catch my plane in time to fly to Kansas City where I met Irene and one of our auctioneers, Ron Vikre. They had driven to Kansas City by car that morning to attend the Kansas City Seminar. The Seminar was well attended and offered an excellent program for those in attendance. It was a pleasure for Irene and I to renew acquaintances with old friends and to meet and greet many new ones. I wish to thank Marty Higgenbotham, Harvey McCray; all the members of the Education Committee; and NAA instructors John Gross, Archie Moody, Grover Howell, Boyd Michael, Gary Ryther, Dick Dewees, Dick Whitley, Jim Wilson, Joe Wilson, and all others who participated. We also owe appreciation to Ross Taggart, Senior Curator of the William Rockhill Nelson Gallery of Art for his presentation on fine arts and antiques. He and his staff made our Seminar very interesting and informative.

I plan to attend the Certified Auctioneers Institute (CAI) April 3-8 and am sure this will be extremely interesting and educational.

Don't forget to promote National Auctioneers Week — April 17-23 — in your area!

I have been invited to visit several state associations during the next three months. Have been very pleased with the fine educational programs that State Associations have been conducting at their state meetings. I look forward to my visits with each state as I believe they are the foundation on which to build a strong, sound national organization.

The pre and post-convention programs are in the March issue of the Auctioneer. Please make your early reservations thru Roberta Abhold. Also, the hotel room reservations should be taken care of now if you have not done so. Send this immediately and directly to the Olympic Hotel. I believe Bob and Winona Losey and the Washington State Association members have put together a National Convention you will enjoy and always remember.

Irene and I are looking forward to seeing ALL of you in Seattle!

**Lyle Erickson, President
National Auctioneers Association**

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THE AUCTIONEER

APRIL, 1977

THE AUCTIONEER Magazine is the official publication of the National Auctioneers Association and is published monthly with the exception of an August issue (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.

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Half Page	55.00	50.00	47.50
Quarter Page	27.50	25.00	23.75
Column Inch	6.00	6.00	6.00

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

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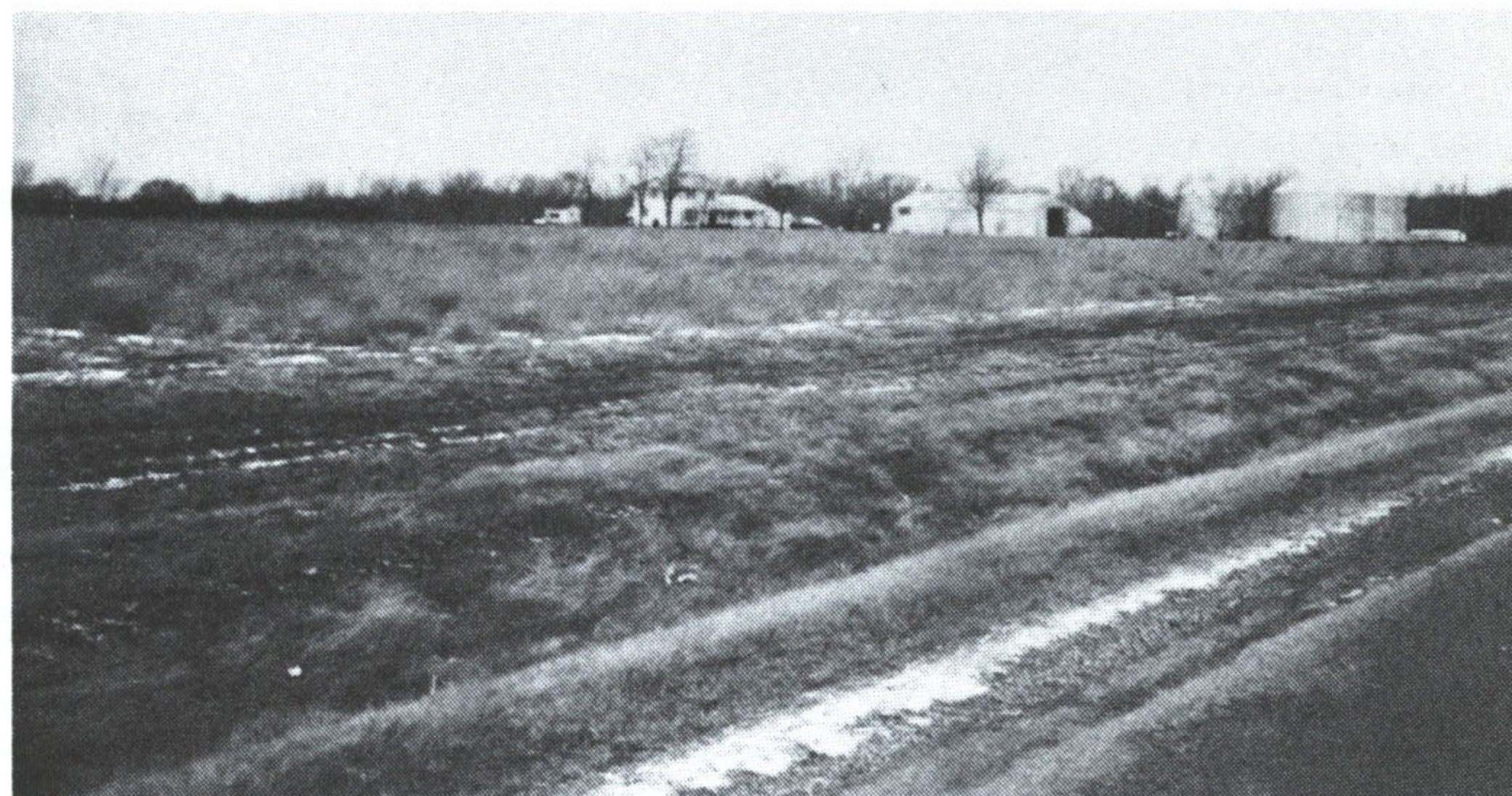
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Black Dirt Land Sale Creates Worldwide Interest in Illinois As Buyers Bid on Large Tracts

One of the largest land sales, and one which created much interest from prospective buyers throughout Illinois, Indiana, the entire United States and from several countries throughout the world, was sold at auction by Art Feller, NAA member from Cissna Park, Illinois. The land auction was advertised by the Stewart Trusts and advertisements were placed in the Wall Street Journal, all issues, and in five newspapers in France, Germany, England (London), Japan and Italy.

The advertisements created much interest and attendance at the sale included prospective buyers from throughout the world. A primary reason for the interest was the fact that the land is in the good Illinois corn belt, it is good black dirt and the offered possibility of successful buyers putting together large tracts for a large operation.



LAND IN THE HEART of the Illinois corn belt was sold at auction for a record total price of \$4,399,000.

APPRAISAL GUIDES

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PONTOON/HOUSEBOAT GUIDE	\$ 4.95
Now shows over 80 different manufacturers	
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Seven hundred and fifty people attended the auction on Wednesday, February 16 at the Stockland Gymnasium, Stockland, Illinois, and the sale started out by offering individual tracts. Six local farmers bought the individual tracts from \$1,550 an acre to \$2,600 an acre. At that time auctioneer Art Feller called a 30-minute recess for all large buyers and foreign buyers and the six local buyers to regroup and bid as a team.

When the ten tracts were offered together, the average price was \$1,886 an acre. The bidding began on all ten tracts as a whole. The bidding was raised \$5.00 an acre by foreign buyers and the individual farmers and it went to \$1,940 an acre average for a total of \$4,399,000, which set a record throughout the area for land auctions.

The six area farmers were the high bidders. When the auctioneer said, "sold", the crowd gave a large applause for the local farmers being able to hold the land and outbid the foreign buyers.

NAA Office Requests Information From Groups Wishing to Schedule Special Events at 1977 Convention

Special groups (auction schools, state associations, etc.) usually hold meetings, breakfasts and/or receptions at the NAA Conventions and to make certain space will be available in accordance with each group's needs, requests for information should be mailed to the NAA Office as soon as possible.

Executive Director Harvey McCray will obtain a room for any group wishing to hold special meetings during the convention, based on the availability of meeting rooms in the Olympic Hotel, and each group will have to work directly with the hotel convention services manager on any food, beverage and meeting needs.

If your group, association or school wishes to reserve space at the Olympic Hotel for a special meeting to be held during the 1977 NAA Convention, submit your request to the NAA Office immediately. Space will be made available on a first-come, first-served basis.

Just Like Heaven in '77 . . .

A Full Schedule of Workshops, Entertainment And Fellowship Scheduled for NAA Convention!

**By Robert F. Losey, Sr., Chairman
1977 Seattle NAA Convention**

How much do you know about Seattle; the Great State of Washington; and the area called the "Pacific Northwest"? Evidently many are not aware that Washington is not a cold state — weatherwise, or personality-wise. During a recent visit by NAA Executive Director Harvey McCray, Seattle had snow, which is a rarity and the temperature is very moderate.

Too many people are misled by the term "Northwest" and fail to realize how beautiful and productive the State of Washington is. Agriculture abounds in the eastern regions of Washington and to the west, or over the "foothills, called the Cascades" (too many people are not aware of the majestic beauty of the mountains near Seattle — Mt. Rainier, Mt. Hood, Mt. Baker) the City of Seattle and surrounding cities offer the excitement, culture and beauty of the world. Seattle is a very cosmopolitan city and one which should be visited by everyone who has the opportunity.

You will have the opportunity to become a part of the excitement of Seattle and the State of Washington during the 1977 NAA Convention. An excellent convention program has been planned with you — the NAA auctioneer and family — in mind!

Roberta Abhold has already offered you information about the exciting tours and activities, which are being planned before and after the convention; tours throughout the Seattle area and state, in addition to the post convention trips to Alaska, Canada and Hawaii. But I want to offer you some information now on what you can expect while attending the 1977 Seattle NAA Convention — Olympic Hotel, July 28-30, 1977.

The NAA Convention officially opens on Wednesday evening, July 27, at the Olympic Hotel, when the reception will be held where you and your family and guests can meet the NAA officers and directors; the convention chairman and committee members of the Washington State Auctioneers Association; and enjoy some refreshments while listening to musical entertainment. After you've met many of the auctioneers with whom you have shared conventions in past years, you can "mosey" down to the "Sing-A-Long", which is being scheduled for those who wish to express their musical talents. NAA conventioners have enjoyed the sing-a-long activities in the past and this year should not be an exception.

Thursday will begin with two Workshops; NAA Directors Terry Dunning and Wylie Rittenhouse will chair the State Officers Workshops and the other, a bid calling seminar, will be led by NAA Director Howard Buckles. The NAA Luncheon, where you will be introduced to those in the NAA who are responsible for the progress being made during the 1976-77 year, in addition to the dignitaries who are responsible for the convention planning. Representatives of the City of Seattle and the State of Washington will be on hand to offer you some insight of what makes their respective areas so great.

NAA President Lyle Erickson will keynote the convention at the NAA Luncheon on Thursday.

Following the luncheon activities, a Clerks and Cashiers and Auditing Workshop will be scheduled for anyone attending the convention who is involved in the auction business and the chairman for that event will be NAA Director Hubert Songer. For those of you interested in Industrial Equipment, NAA Director John O'Connor will chair that workshop, to be held also after the luncheon.

Well-known Seattle area performer Stan Boreson will

get the entertainment rolling at 7:00 p.m. on Thursday night and if past performances are an indication, you will enjoy his Scandinavian humor and interest. He has been a popular entertainment throughout the west coast for years and also has appeared nationally.

The 1977 NAA Fun Auction will begin sharply at 8:00 p.m. on Thursday night and for those of you concerned about the title, "Fun Auction", you can rest assured that this NAA event not only will be entertaining (fun), but will be educational for everyone in attendance. Members who attend the convention, who also wish to sell their donated items at the convention, are being asked to bring fun auction items to sell and all proceeds are used to help defray the expense of the convention.

The NAA Fun Auctions, held annually at the NAA Convention, create more interest in the news media than probably any other event held. The press will be alerted this year so that they can be on hand to see and hear personally the different styles of bid calling at this auction.

Friday's events will begin with Workshops and starting at 9:00 a.m., two sessions will be held, including Antiques (NAA Director Forrest Mendenhall, Chairman) and Dairy Auctions (NAA Director Dale McPherson, Chairman). At 10:30 a.m., two more sessions of Workshops are scheduled NAA Director Marvin Smith will chair the Auto Auctions/Dealer & Classics and NAA Directors Joe Donahoe and Wayne Ediger will chair and co-chair the Farm Sales/Machinery Consignment Workshop.

The Washington State Auctioneers Association will host the Friday luncheon and the program will include a presentation by the Boeing Aircraft Corporation. Boeing's headquarters is in Seattle and you will learn something about the famed Boeing aircraft from the beginning to the end (many of you will fly out on Boeing aircraft, including the 727 or 747).

The Ladies Auxiliary will begin their meetings on Friday morning and every member of the Ladies Auxiliary should plan on attending the 10:30 a.m. meeting, which will be held immediately preceding the Ladies Auxiliary Luncheon. Favors and the program now are being planned by Ladies Chairman Mary Witzel and Ladies Auxiliary President Brenda Higgenbotham.

Brenda stated, during her attendance at the NAA Board of Directors meeting, "I hope many ladies will attend our Ladies Auxiliary meeting and luncheon and enjoy the fellowship and activities planned for the Seattle Convention."

Following the two luncheons, the "Open Board Meeting" of the NAA will be held and at this meeting, the film, "To The Highest Bidder" will be shown to anyone attending the convention. Viewers will be asked to offer their opinions on the film and many auctioneers have shown interest in this opportunity.

(Continued on page 9)



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Auctioneers

National Auctioneers Association

1977 Advance Convention Registration Form

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

Auctioneer's Name _____
Please Print Last First Middle Initial

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

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

Your Address _____

City _____ State _____ Zip _____

Name Additional Family Or Guests This Registration Includes:

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

Registration Fee(s) Enclosed For:

_____ Individuals @ \$35 each for Advance Registration (Includes registration fees for badges and program, in addition to Thursday luncheon, Friday night bus and boat transportation to and from Kiana Lodge and Salmon Roast dinner; and Saturday night Banquet and Ball): Total \$ _____

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

_____ Individual(s) @ \$8.25 each for AUCTIONEER'S Luncheon on Friday, July 29: Total \$ _____

_____ Individual(s) @ \$7.25 each for LADIES AUXILIARY Luncheon on Friday, July 29: Total \$ _____

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

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

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

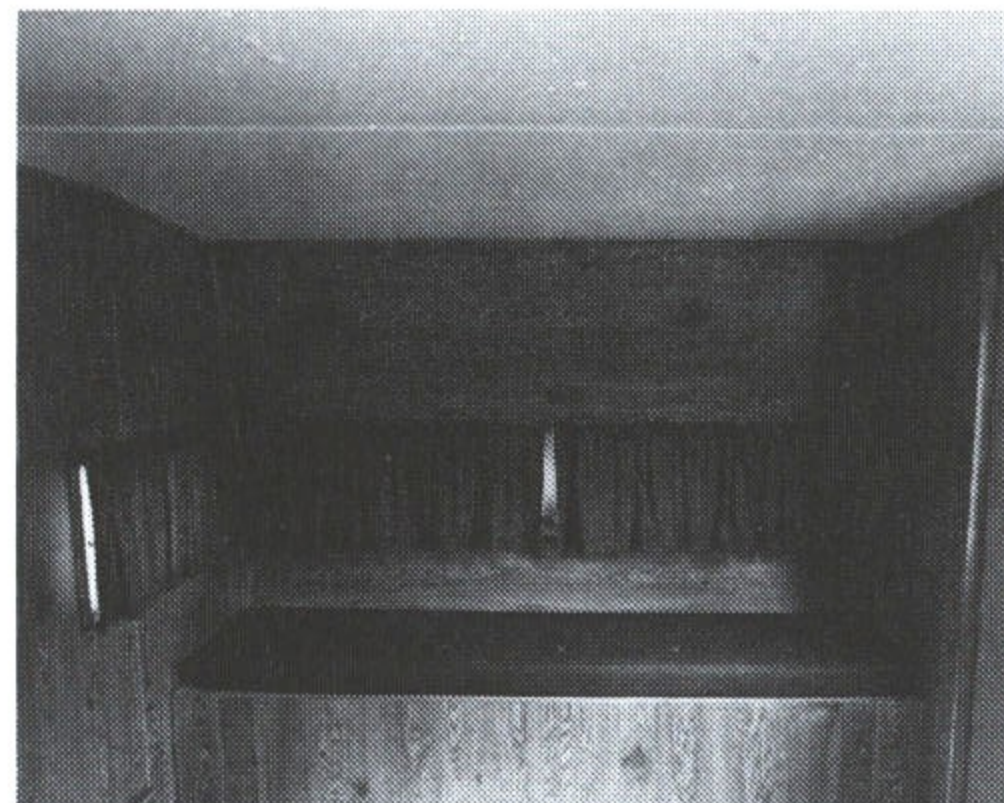
Room Accommodations will be limited at the Olympic Hotel. Please use the NAA Convention Hotel Reservation Form and reserve your room accommodations' needs IMMEDIATELY! The Hotel Reservation Form also is included in this issue of THE AUCTIONEER magazine.

Professionalize Your Auction Use the Patented Clerkmobile^{T.M.} Auctioneering System With a Clerkmobile Trailer and Clerkmobile Auction Top

By Art Feller



The CLERKMOBILE Trailer and Auction Top.



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

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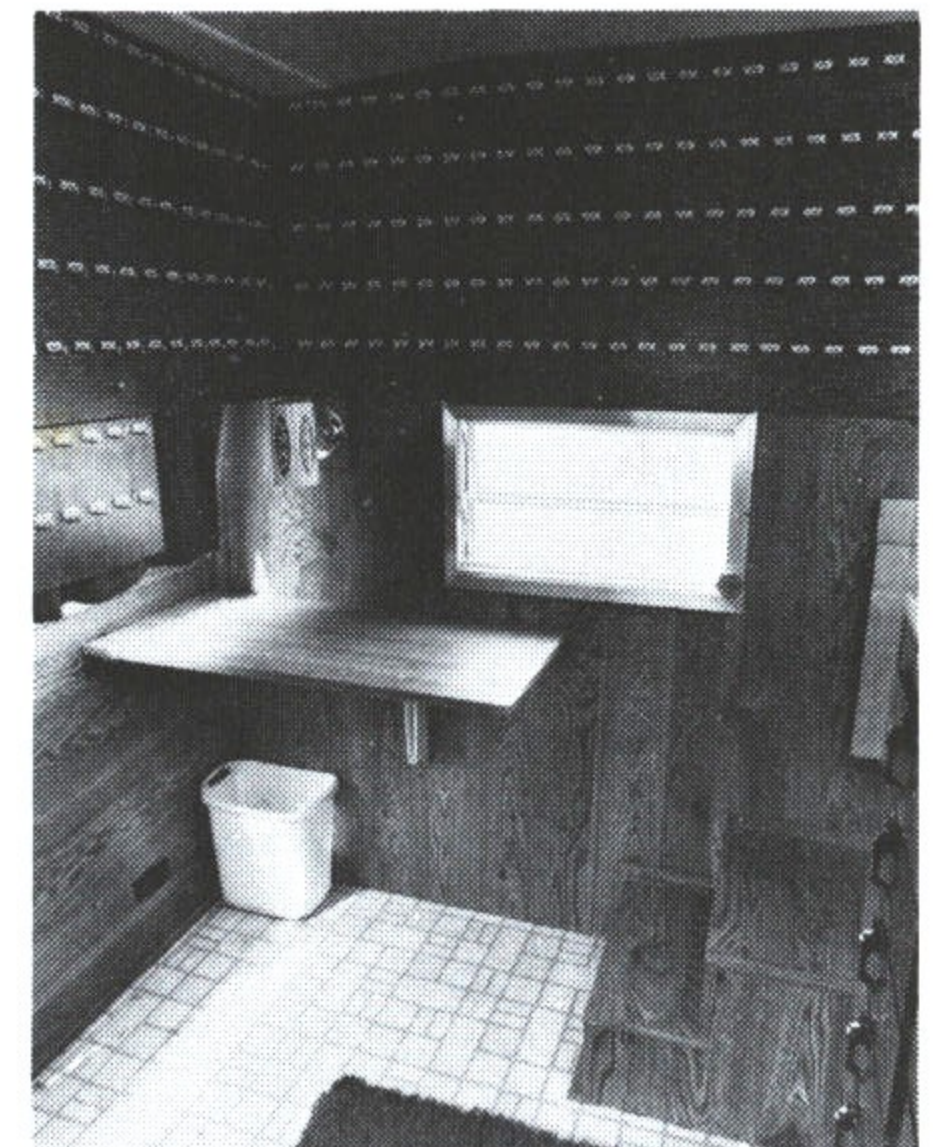
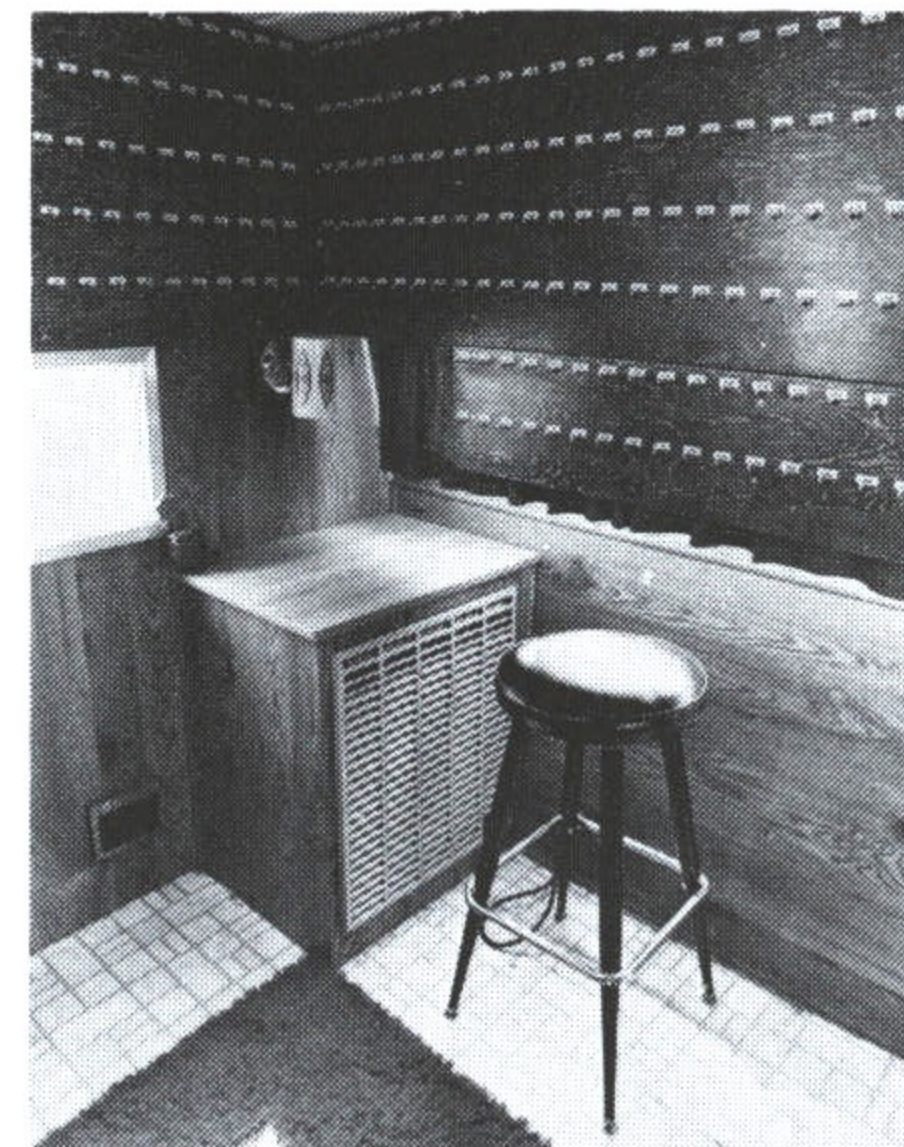
I AGREE IN BUYING UNDER THIS NUM-
BER PATENT WILL BE MADE TODAY
(CASH OR CHECK) MERCHANDISE OR
GOODS WILL NOT BE REMOVED FROM
THIS PROPERTY AND TITLE REMAINS
IN THE OWNER UNTIL PAID IN FULL.

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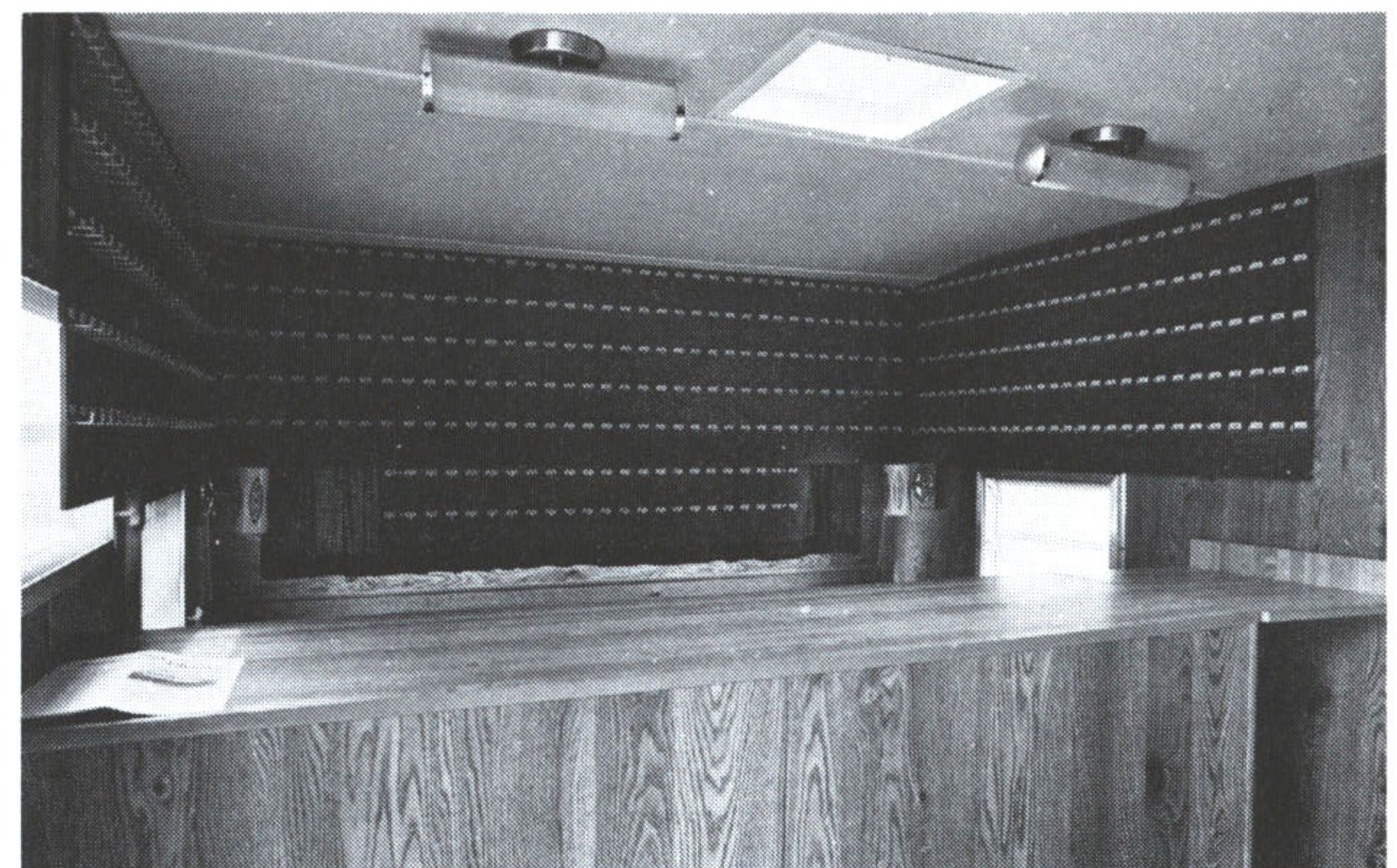
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A Full Schedule of Events . . .

Continued from page 6

Buses will be reved up and raring to go sharply at 4:00 p.m. on Friday afternoon to drive everyone to the piers, where the entire convention assemblage will travel by boat to Kiana Lodge. Kiana Lodge is one of the most beautiful lodges in the Puget Sound area and featured during the evening will be roasted clams and salmon, prepared in the tradition and style of the area. The boat ride will be one of the highlights of the convention and everyone will enjoy the sightseeing along the way to and from Kiana Lodge.

Saturday again will be a big day for everyone, beginning with a State Officers' Breakfast, hosted by the NAA Board of Directors. Immediately following the breakfast, the Workshops will continue with one on Real Estate (NAA Director R. A. "Dick" Mader, Chairman) and one on Coins, Stamps, Guns and Charity (NAA Director William "Bill" Josko, Chairman) — these two workshops will begin at 9:30 a.m. Immediately following the first two workshops, and at 10:45 a.m., two more workshops are scheduled on Auction Houses, Furniture & Household Sales (NAA Director Ed Huisman, Chairman) and Livestock Auction Markets' Selling (NAA Director Dick Kane, Chairman).

Education, evidently is the "keyword" of the NAA Convention and the entire program is interspersed with entertainment and fellowship as well.

On Saturday afternoon the Annual NAA Meeting will be held immediately at 1:30 p.m., and at this meeting you will honor those deceased during the year; listen to the NAA committee reports; elect NAA directors and conduct the business of the association in general. At the annual meeting, you have the opportunity to offer your representation through the vote offered each NAA member.

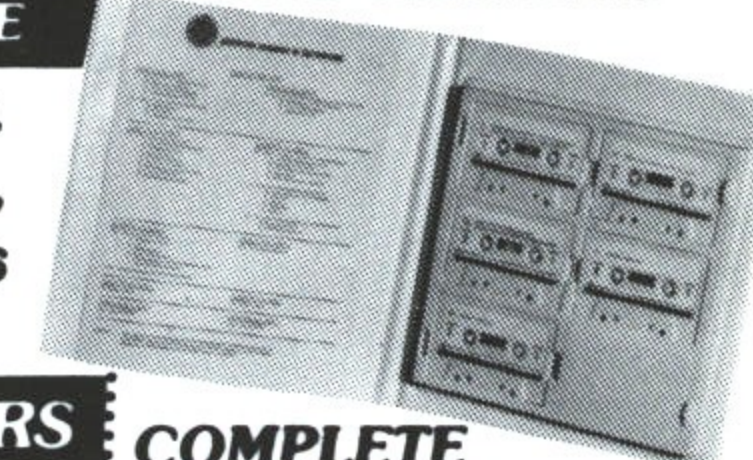
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tinuing directors, will hold their first annual meeting following the Annual Meeting and preceding the President's Banquet and Ball on Saturday night.

All in all, the 1977 NAA Convention will be enjoyable, interesting and educational for all attending. I sincerely urge you to attend and be a part of the progress, which is being made in the NAA. The growth of the NAA is caused by the interest and enthusiasm of those who attend and support the NAA programs and where better can you learn what your association is all about than at the 1977 Seattle NAA Convention?

Remember, you must reserve your room early for the 1977 Seattle NAA Convention. It doesn't cost you one red cent to reserve the room, but if you don't do so early, the rooms will be "grabbed up" by someone other than an NAA auctioneer. If you find that you have to cancel later on, you won't be penalized, but you will be penalized — rooms just won't be available — if you wait too long.

Seattle is a haven for summer activities and many people are looking for hotel rooms in July. Therefore, I urge you — plead with you if necessary — to reserve your room now. Use the 1977 Seattle NAA Hotel Reservation Form and send in your reservation NOW!

It will be a pleasure to greet you personally at the Olympic Hotel in July for the 1977 Seattle NAA Convention. "Seattle — Just Like Heaven in '77!"



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"Let's Talk About Auctions" and "Common Sense in the Auction Business." The books are designed as fundamental guides for amateur auctioneers and as refreshers for more seasoned, professional auctioneers.

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"Common Sense in the Auction Business" is a booklet compilation of the "Common Sense" articles exactly as they appeared in "The Auctioneer". The

booklet is complete and includes articles whose material was not directly pertinent to "Let's Talk About Auctions".

I'm sure you'll like them.

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Pre and Post-Convention Activities Will Make 1977 NAA Convention Exciting To Auctioneers, their Families and Guests

By Roberta Abhold, Chairman

In the last two issues of THE AUCTIONEER I have gone into details about the Pre and Post-Convention trips. I want to remind you about making your reservations early for the Alaska and Hawaii tours as we will lose our space if your reservations are not received soon.

A detailed itinerary of the Alaska trip will be sent to you if you will write to Col. Roberta J. Abhold, 12318 S.E. 198th St., Renton, WA 98055. Remember also to send me your deposits now, instead of to "Senour's Alaska Air Sea Tours".

Any portion of the trip to Alaska that you are able to take will be a trip to remember. If you have never seen Alaska before, this would be your chance to visit. You can't go wrong with our trip that has been especially tailored for the auctioneers. If Alaska has been one of your dreams, this is an opportunity you won't want to miss.

Remember also if you have a taste for an exotic dessert after your main course of the Seattle convention and an appetizer of the beautiful rugged Washington scenery, we also have a specially designed tour to Hawaii that leaves right after the convention. You'll find an itinerary, price schedule and registration form in this issue. I hope that every one of you will avail yourselves to one of these tours.

I do hope that you are real enthusiastic about the pre-convention tours and the family activities during the convention. In my opinion Washington is the most beautiful state in the Union, and I want to give all of you the opportunity to see its best. With this in mind I am happy to announce we have added two more tours to Wednesday's line up.

Due to the auspices of Col. Jim Murphy of Edmonds, we are offering one of Weyerhaeuser Corporation's VIP tours. Weyerhaeuser owns 5.7 million acres of forestry land in this nation and this is one of the very rare times a tour like this has been offered to people who are not directly related with the industry.

The Weyerhaeuser people supply the lunch, therefore the trip is limited to the first 84 people who sign up. The tour will start at 9 AM at the Olympic and take most of the day. One bus will go to the Cascades into the Snoqualmie Forest, where they will visit the most comprehensive private forestry effort in history, the Weyerhaeuser High Yield Forest Program.

As described by the company, high yield forestry blends people, capital, technology and the land and forest resource into a business plan with these combined objectives: maximizing present value of the resource, providing a continuous flow of raw materials over time, bringing their total forest land base to optimum productivity as soon as possible.

The tour passes by areas of recent plantings, clearcuts, tree thinning, places where they monitor the growth of trees, remains of old time logging — ending on a vista where the visitor has a panoramic view of a large part of other tree farms. After that the bus will visit Weyerhaeuser's sawmill, then lunch.

In the afternoon a visit is scheduled to Everett's Mill "E", built in 1973 at a cost of \$4 million that works directly with the High Yield Forest. The mill is up to date and highly computerized. They will finish their tour with the Everett wood chips and pulp mill.

The second bus will start in Everett and end in Snoqualmie. The tour cost will be \$10.00 per person. Get your reservations in early for this once in a lifetime chance.

The second tour we will add on Wednesday will be a tour of our Chinatown. We have one of the largest Oriental communities in the nation and the only community where the Chinese and Japanese live side by side. It is a walking tour that shows Chinatown behind the scenes. The tour begins with a historic slide presentation and then proceeds to the old Nippon Kan, the Japanese Emigrants' first theatre. It then crosses over into Kobe Park and down into Chinatown proper.

You will visit a ghostly Gambling Den and wind up the tour in Hing Hay Park. By then you should be thoroughly oriented to the attractions of Chinatown, shops, restaurants, galleries and the Wing Luke Museum.

If you like you can take the option of a tour and lunch package. Lunch will be at Bush Gardens, one of the finest Japanese restaurants in this country. If you have never had Japanese food you should take this offer. The food is not exotic and is very palatable to the American taste.

If Japanese food is one of your particular favorites, I know you won't be disappointed at Bush Gardens. The tour begins at 11 a.m. on Wednesday. The cost is \$2 without lunch, \$6 with a Japanese lunch. If you are interested in Asian American history you should take this tour.

I also want to remind everyone to get your Salmon Derby reservations in now. Soon we will lose our boats if they are not reserved.

Visiting Seattle may cost more than most of you are used to spending on a convention trip, but this convention trip is well worth it. The scenery in the Northwest really does have to be seen to be believed. We have planned our tours so that you will be able to see the most beautiful areas of our country at the least expense and the least time possible. I do hope that you decide to avail yourself of these experiences that will last you a lifetime.

The members of the Washington Association have been working very hard to make sure that this will be an unforgettable convention. I know that, scenery besides, the workshops planned will be extremely informative and will be worth the trip.

The 1977 NAA Convention will be 'Just Like Heaven in '77'! See you all in July!



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Write for special low prices to auctioneers. Address all mail to:
REISCH SALES COMPANY, BOX 850, MASON CITY, IOWA 50401

Pre and Post Convention Registration Form
(Does Not Include NAA Convention Advance Registration)

Name _____ Spouse's Name _____

Address _____

City _____ State _____ Zip _____

Please Include the following
Children for Events Marked: _____

NOTE: I want to use the Day Care Room at some time during the convention. I have
children whose ages are: _____

Please Mark the Appropriate Events:

Hustle Bus from airport to Olympic Hotel _____ @ \$ 2.25 ea. \$ _____

Monday, July 25

TOUR A: Mt. Rainier National Park. Adults _____ @ 12.00 ea. _____
Children Under 12 Years _____ @ 8.00 ea. _____

TOUR B: One-day Excursion to Victoria,
British Columbia. Adults _____ @ 29.25 ea. _____
Children Under 12 Years _____ @ 16.00 ea. _____

TOUR C: Salmon Derby (Overnight). Single _____ @ 73.00 ea. _____
Flight No. Twin _____ @ 65.00 ea. _____
Arrival Time & Day Triple _____ @ 60.00 ea. _____
or Quad _____ @ _____

Seattle Hotel

NOTE: Reservations for Tour C Must Be Made by June 1, 1977.

Tuesday, July 26

TOUR D: Escape to the North Cascades _____ @ 26.00 ea. _____
Children Under 12 Years _____ @ 20.00 ea. _____

**NOTE: Reservations for Tour D
Must Be Made by July 1, 1977**

TOUR E: Beachcombing on the Olympic Peninsula _____ @ 26.00 ea. _____
Children Under 12 Years _____ @ 16.00 ea. _____

Wednesday, July 27

TOUR W-3: Weyerhaeuser VIP _____ @ 10.00 ea. _____

TOUR W-4: Chinatown _____ @ 2.00 ea. _____

With Lunch

TOUR F: Bremerton and USS Missouri _____ @ 6.00 ea. _____

Children Under 12 Years _____ @ 5.00 ea. _____

TOUR G: Shuttle Service to Pioneer Square _____ @ 2.25 ea. _____

Golf Tournament _____ @ 10.00 ea. _____

Young People's Roller Skating Party _____ @ 3.50 ea. _____

Thursday, July 28

TOUR H: Seattle, History, Art, Industry and Architecture _____ @ 6.00 ea. _____

A Square's Swim Party _____ @ 8.50 ea. _____

Friday, July 29

TOUR I: Northwest Trek & Swim _____ @ 9.00 ea. _____

Saturday, July 30

TOUR J: Shuttle to Southcenter _____ @ 3.50 ea. _____

Mad Hatter's Unbirthday Party _____ @ 3.50 ea. _____

TOTAL: \$ _____

Make Check Payable to "Convention '77" and mail check to:

Col. Roberta J. Abhold
12318 S. E. 198 St.
Renton, WA 98055

Note deadlines for each event. Do not send checks after July 1, 1977, but Roberta Abhold Will accept late reservations without checks in hopes of adding your name to Tour selected (she will try and reserve seats on tours after July 1, but space will be limited). Make all reservations as soon as possible so you will be assured of your Tour choice.

Washington State Auctioneers Organize Cross State Agriculture Tour

The Washington State Auctioneers Association has organized a "Cross State Agricultural Tour" for auctioneers and their families, who wish to tour the agricultural areas on a trip from Spokane to Seattle, preceding the 1977 Seattle NAA Convention. For those interested in such a tour, you should plan your travels to the Seattle Convention by arriving in Spokane on Sunday, July 24.

If flying you will land at Spokane International Airport. A shuttle bus will be running between the Airport and the Sheraton Spokane Hotel every hour. Room reservations are all scheduled at the Sheraton Hotel for an overnight stay.

Camper facilities are available free of charge at the Sheraton for those driving through. The group will breakfast together Monday morning, July 25, and board buses at the Sheraton after breakfast. The buses will be from a charter bus line.

The tour will leave Spokane and travel west through some of the dry land wheat farms through Ritzville, Washington. Those traveling in campers or motor homes can follow the buses. From Ritzville we will go to Moses Lake and view the Columbia Basin irrigation project, which is a very diversified agricultural area, and Moses Lake is the home of the largest sugar beet refinery in the world.

From Moses Lake we will travel south on Highway 17 and stop by the Lind Coulee Ranch, a large circular irrigated farm managed by Farm Management Services, a real estate firm of Moses Lake. Their operation will be explained to all by one of the managers. Leaving the Lind Coulee Ranch we will travel on south to Othello and a windshield view of the land and crops of the largest land owner operator in the State of Washington, a very outstanding operation. We will travel on past his potato processing plant for a view of his cattle feeding yards. We will lunch at Othello and then tour one of the circular irrigation system manufacturing companies.

After leaving Othello we will travel south to Highway 24; then west across a vast acreage of land, some still in sage brush; then enter what is called the Wahluke Slope project, which is the latest irrigation project being developed. We will also be traveling through the Atomic Energy reservation, where you will get a distant view of the Atomic Energy Complex.

We will then cross the Columbia River and approach the Yakima Valley. This valley is an old established irrigated area which is a great fruit producing area. Our first stop



THE YAKIMA RIVER canyon between Ellensburg and Yakima is an interesting site, and scenes like this will be seen during the Washington State Tour.



MT. RAINIER is two hours southeast of Seattle and during the summer and until the snow there are guided tours to Mt. Rainier from Seattle.

will be at the Lyle Brulotte hop farm. Lyle is one of the larger hop producers in the area with 220 acres which he owns and operates and also has his own processing facilities. He harvests an additional 110 acres other than his own. Lyle will explain his operation and a bit of history of the area and the marketing situation during our tour stop there. (Lyle is a third generation family hop farmer.)

We will leave the hop farm and journey on to Yakima, Washington, where we will stop overnight at the Holiday Inn. Reservations are all scheduled. We also have accommodations for campers and motor homes for the overnight Yakima stop (free).

We will leave the Holiday Inn after breakfast the morning of the 26th for a tour of one of Yakima's successful apple orchard and processing and sorting facilities. From the orchard we travel west and stop at Whistlin Jacks Lodge for lunch, which is very scenic. We then proceed over the Chinook Mountain Pass and on to Mt. Rainier. After a stop at Mt. Rainier we will be on our way to Seattle for the final stop at the Olympic Hotel and the 1977 National Auctioneers Convention.

In addition all self contained campers and motor homes can be parked free of charge at Bob Losey's Renton Auction Barn during the convention. Shuttle service will be provided free between the Renton Auction and the Olympic Hotel.

The cost of the Cross State Agricultural Tour by bus will be \$35.00 per person. This includes one breakfast and two lunches.

Those traveling by camper or motor home may have one breakfast and two lunches for \$10.00 per person. All other meals and motels will be paid by the individuals. All prices are subject to increase due to inflation.

Reservations should be made for this tour by contacting Col. Bill L. Jones, Route 1, Box 27, Othello, WA 99344. Motel accommodations must be made in advance of the Tour and you will want to have your name added to the Tour List to assure you of a seat (or seats for the family and guests) on the bus.

Col. Bill L. Jones, Chairman
Route 1, Box 27
Othello, WA 99344

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Triple400.00

----- For Reservation Complete and Return -----

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Seating preference ☐ Smoking ☐ Non Smoking

Enclosed is \$100 deposit times _____ persons. All deposits refundable 90 days prior to departure.

Total passengers traveling _____

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National Auctioneers Week-April 17-23, 1977

WHEREAS, the auction way of selling is one of the oldest methods of bartering known to man, dating back in history to before 1000 B.C., and today throughout the United States and all free countries of the world the auction method of selling real or personal property is growing rapidly;

more than 60% of all meat animals in the United States are marketed via the auction method, and many other food products including fruits, vegetables, eggs, produce, fish and other commodities are also marketed in this way;

valuable works of art, rare coins and antiques of all kinds are nearly always sold at auction where their true value can be effectively determined;

liquidation sales of all types, including businesses, farm dispersals and estate sales, are very popular. No sale today should be considered too large or too small for the auction method of selling;

THEREFORE, leading auctioneers in
and the Nation are continually striving to render better services to their clients through mutual exchanges of ideas and experiences, and they conduct their business according to the code of ethics set out by the National Auctioneers Association:

NOW THEREFORE, I
Governor (Mayor, State Association President) do hereby proclaim the week of April 17-23, 1977, as

NATIONAL AUCTIONEERS WEEK

in, and urge our citizens to appreciate and honor the services that auctioneers provide for our economy and people.

IN TESTIMONY THEREOF, I have hereunto subscribed my name and caused the Seal of the State (City, Corporate Seal of the State Association) to be affixed.

Done at this day of

..... in the year of our Lord one thousand nine hundred seventy-seven.

Signed

National Auctioneers Week — A Good Time to Emphasize The Importance of Marketing Thru the Auction Method!

By Dale McPherson, Chairman
1977 National Auctioneers Week

The 1977 National Auctioneers Week has already begun with the signing of the proclamation by Indiana Governor Otis R. Bowen, M.D., proclaiming the Week of April 17-23, 1977 as "AUCTIONEERS WEEK". The NAA members in Indiana, thru the efforts of NAA 2nd Vice President Harvey Lambright and Indiana Auctioneers Association President Sherbahn, and many other Indiana auctioneers, will enjoy the publicity and benefits thru this designation.

News releases have been mailed to many trade publications, weekly and daily news journals in hopes that they will promote this important event to auctioneers. Already officers of the State Auctioneers Associations have offered their support to National Auctioneers Week. The support of each NAA auctioneer is requested so that the public will not only be aware of, but understand better the auction method of selling.

National Auctioneers Week is scheduled for April 17-23 and each auctioneer can be a part of this effort by taking the suggested sample proclamation (see next page) to your local newspaper in hopes that he too will publicize the event locally. If you are in a community where more than one NAA member is located, get together with him, or them, go as a group to your mayor and ask that they too support National Auctioneers Week by having a proclamation signed by the mayor to that effect.

Perhaps the local newspaper will not offer as much free space as you would like in printing the proclamation in full and if this is the case, suggest that he condense it by announcing the dates of the Week and offering the names of

the auctioneers in the locality who are members of the National Auctioneers Association and who live by and honor the NAA's Code of Ethics.

Think of the benefits which you can derive from National Auctioneers Week. You will be recognized in your community for your membership in the NAA; you will be recognized in your community as an active member of the NAA, which helps your business — the public enjoys attending auctions and doing business with the professional and your NAA membership will represent that type of professionalism.

Remember, in your sale advertisements, use the NAA emblem next to your name, indicating that you are an individual member (membership in the NAA is by individual only) and that you have joined with the 5,000 other NAA members who render better services to their clients through mutual exchanges of ideas and experiences and they conduct their businesses according to the Code of Ethics of the National Auctioneers Association.

Join the NAA membership by supporting National Auctioneers Week in your locality. It'll benefit your Association and you personally!

Texas Auctioneers Review Bill to Amend Auction Law

By Grace "Adams" Maddern
San Antonio (Texas) Express-News

The Hilton Inn in Dallas, Texas, was the site of a recent meeting where approximately 40 Texas auctioneers gathered on Sunday, January 23, to review a Bill to amend the present Texas Auctioneer Law. The meeting was presided over by Bill Wade, President of the Texas Auctioneers Association, in cooperation with the Auctioneer Division of the Dept. of Labor and Standards. The Bill will be introduced to the 1977 Texas State Legislature.

During the day-long meeting, auctioneers from Dallas, Abilene, Amarillo, Houston, Corpus Christi, San Antonio, Austin and many other areas voiced constructive comments before the Texas Auctioneer Advisory Committee, comprised of ten licensed auctioneers and members of the Texas Auctioneers Association. Included in the group were: Bob Barringer, Denison; Walter Britten (Britten Auction Academy), Bryan; Keith Carey, Arlington; Tom Keilman, Round Rock; Al Stephens, Big Spring; Henry Storey, Brownwood; Stanley Howard (Miller & Miller Auctioneers); Bill Wade, Dallas; Don Wilcox (Nelson International).

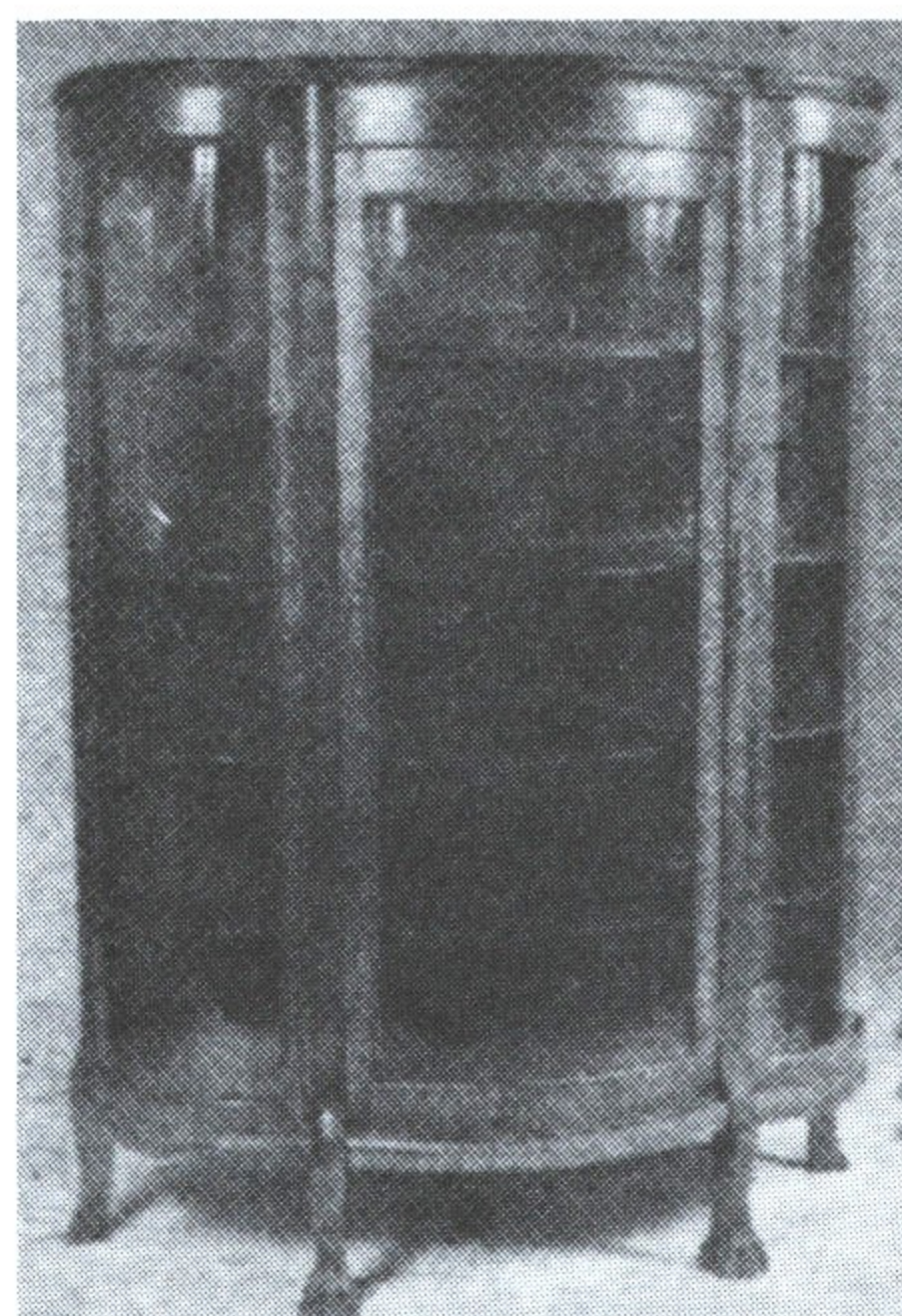
Each auctioneer presented his views and then was questioned regarding his opinions by the other auctioneers present. When the general meeting adjourned at 2:00 p.m., the Advisory Committee met to evaluate suggestions and to offer possible modifications in the rough draft of the bill.

The bill to be presented to the Legislature is highlighted by distinctions made between individuals, corporations, partnerships and other individuals functioning in the auction business; three alternative methods to become licensed: 1. A two week minimum Auction School; 2. Training under direction of licensed auctioneers, or 3. passing a license examination prepared by the Department of Labor and Standards, the bill also provides for necessary record keeping by auctioneers; allows for the establishment of an Auction Recovery Fund, which will be used for reimbursing complaints who suffer monetary damages due to misconduct by licensed auctioneers or auction businesses; and reduces fees for out-of-state resident auctioneers to the same level as those charged to in-state residents for purposes of reciprocity.

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Advertising Committee Requests Entries For Judging at the 1977 Seattle Convention

The NAA Advertising Committee, which met at the winter meeting of the Board of Directors, held in Lincoln in early January, announced the procedures for selecting the 1977 winners at the Seattle Convention. The procedures, which were approved by the Board of Directors, is as follows:

1. Entries must display the NAA emblem or statement that the auctioneer is a member of the NAA;
2. Entries must be submitted to the NAA Office by July 1;
3. Judging must consider cost of advertising in relation to the overall return the advertising creates for the sale and the type of sale;
4. Entries must be submitted on advertising for the current year (July 1, 1976 thru June 30, 1977);
5. Previous year winners or National Auctioneers Association officers and/or directors are not eligible to compete for the award, but they are encouraged to submit entries;
6. Winners' entries will be returned to the NAA Office, to be published in a future issue of THE AUCTIONEER magazine.

Marvin Smith, 1977 Chairman of the Advertising Contest Committee, reported that the categories for competition will include the following:

1. Commercial and Industrial Advertising (combined);
2. Farm and General Advertising;
3. Real Estate Advertising; and
4. Antiques Advertising.

Each category will offer an award for color and black and white advertising.

During the 1976 Convention, the judges were overwhelmed by the number of entries received during the 1975-76 year. Many, however, were rejected as they did not meet the requirement of having the NAA logo, or the individual's NAA membership identified on the advertising. The 1976-77 entries already are being submitted to the NAA Office and NAA members should be aware of the requirements so that the entry will be considered for judging.

NAA Board of Directors to Select 1979 and 1980 Convention Sites At Board Meeting to be Held in Seattle

The NAA Board of Directors will select the NAA Convention sites for both the years 1979 and 1980 at the meeting of the board, which will be held on July 27, 1977, at the Olympic Hotel in Seattle. The selection of two sites will offer the board of directors the opportunity to have better meeting facilities proposed as hotels now are selling space as far as five, six and sometimes even ten years in advance of the convention.

Two years ago the NAA board of directors divided the country into four regions. The regional breakdown offered convention sites (state associations) the opportunity to have an NAA convention in their area at least every four years, if proposals from the state associations were valid and the facilities are available.

The 1979 Convention Site Region includes the states of: Montana, North Dakota, South Dakota, Wyoming, Nebraska, Colorado, Kansas, New Mexico, Oklahoma and Texas.

The 1980 Convention Site Region includes the states of: Minnesota, Wisconsin, Iowa, Illinois, Indiana, Missouri, Arkansas, Kentucky, Tennessee, Mississippi, Louisiana and Alabama.

The NAA Office has prepared a Convention Site Proposal Form, with which the state associations can obtain information on the requirements needed to host an NAA Convention and state association presidents and/or secre-

taries should request the form if they are interested in hosting an NAA Convention. State associations in the other two regions also can request the forms as the 1981 and 1982 NAA convention sites will be selected during the following year (July) at the board meeting during the 1978 Boston Convention.

To help any state association decide whether facilities are available to host an NAA Convention, here are some facts to use when discussing future conventions with the Convention Bureaus and hotels/motels in the state:

- Attendance — 1,200-1,500 persons, including families and guests;
- Hotel Space — Sleeping rooms to accommodate 1,200-1,500 persons (600-750 rooms); meeting rooms to accommodate banquets, luncheons, etc. for 1,500 persons; two or more meeting rooms to accommodate 500 each meeting (with a luncheon of 1,500 to follow); several smaller meeting rooms to accommodate 25, 50, 100 smaller meetings, breakfasts, etc.
- Pre and Post-Convention Activities — Tours, special events for sightseeing, group-related events for 1,000 or more NAA families during the two days preceding the convention and perhaps one or two days following the convention.
- Convention Dates — NAA Convention (not including the state association tours, etc.) may begin on Wednesday night and runs thru (midnight) on Saturday during either of the third or last week in July annually.
- Host Sponsor — Convention site bidding thru State Association as all proposals submitted to the board of directors by the state associations after association made decision to bid.

Remember, the 1979 and 1980 NAA Convention sites will be selected by the NAA board of directors at the July 27, meeting, which will be held in Seattle, Washington, Olympic Hotel — preceding the 1977 NAA Convention. All convention proposals should be submitted to the NAA office on or before July 1, 1977, so that all proposals may be summarized in advance of the July 27 meeting.

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By RUSSELL KRUSE

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Traiman Condominium Auction Results Better Than Private Sale

By Daniel F. O'Leary
Louis Traiman Auction Company
Philadelphia, Pennsylvania

One of the most challenging markets in real estate is the sale of condominiums, a form of equity that has suffered much from poor marketing and bad publicity. Numerous condominium developments have been foreclosed along the East Coast and in Florida, and others have been slow to sell because of misunderstanding of the concept.

A developer in Stone Harbor, N.J., built an apartment condominium, Hall Harbour, on the bayside of the seashore resort but sales were slow. Even the finest condominiums have suffered from the poor publicity generated by some poorly planned and marketed buildings.

With slightly over half of the 60 apartments sold in HALL HARBOR over a period of four years, the developer turned to Alfred Traiman Auction Company and asked for action. While the developer was in a strong financial position, he did not want to stretch out the sales effort further.

The Traiman team approached the HALL HARBOR sale as especially challenging because of the condominium picture and made an all-out effort for a successful sale. In addition to advertising in newspapers in Philadelphia, New York, New Jersey, Delaware and Maryland, Alfred Traiman personally made radio spots for broadcasting on shore area stations.

An extensive direct mail campaign in which a brochure was sent first class to affluent potential purchasers was undertaken and promotional releases were sent to area papers.

As the marketing campaign progressed, the Traiman headquarters officers in Philadelphia knew much interest was being generated. Telephone and mail inquiries for brochures mounted into the hundreds.

On the day of the sale, more than 500 persons thronged the first level parking deck of HALL HARBOR. Alfred Traiman first offered six condominium suites in the five-story building at absolute auction. These were quickly sold for a total of \$253,000.

Eighteen additional suites were then offered at auction and brought prices which were readily confirmed by the seller. The total of 24 suites brought \$963,000 in slightly more than two hours of selling. The suites ranged from efficiency size to three bedrooms, and sold for from \$22,000 to \$61,500 to purchasers from four states.

"The result was better than could be obtained at private sale and proved, that it is possible to generate sales action by the auction method when other methods fail", stated NAA Auctioneer Alfred Traiman. "People are increasingly using the auction method as a first choice!"

In the HALL HARBOR sale, financing of 75 percent for



THE BAYSIDE VIEW of Hall Harbour Condominium at Stone Harbor, New Jersey, which was sold at auction by the Traiman Auction Company.



BOAT SLIPS AT HALL HARBOR are leased to residents with the revenue going toward expenses of the condominium.

up to ten years at 9¼ percent interest was offered as opposed to the usual condominium mortgage of 25 to 30 years at similar interest rates.

In the sale of real estate for decedents' estates, auction is preferred by banks and trust companies which turn to the Traiman Company for considerations of price and safety for fiduciaries.

"Woodlark," an 85-acre gentleman's estate in Chester County, Pennsylvania, brought \$873,000 in a sale by Traiman.

The sale topped the best offer at private sale of \$7,000 per acre with unrealistic terms. Auction produced \$7,800 per acre with excellent terms. The sale was conducted for Provident Bank of Philadelphia and Andrew L. Lewis, Jr., executors of the estate of Russell S. Stoughton. Lewis was the Republican candidate for Governor of Pennsylvania in 1974 and is now a business consultant.

For Girard Bank and other executors of the estate of Clarence L. Turner, partner in the national accounting firm of Ernst & Ernst, the Traiman Company sold his Montgomery County farm/estate in 11 parcels for a total of \$269,423.

Other large recent sales result from the changing requirements of owners. Bethlehem attorney Robert S. Taylor, Jr., wished to move to a townhouse and turned to Traiman Company to sell his gentleman's farm in Bucks County. The estate, "Moonfield," brought \$300,000 for its 89 acres.

For Girard Bank and the estate of Harold C. Greenway, Traiman Company sold three Drexel Hill, Pa., apartment buildings with a total of 12 units for \$160,000 in a competitive sale.

When Christian C. and LeRoy Romig decided to retire from their dairy operations in Chester County, they had Traiman Company sell their 309-acre farm at absolute auction. It brought \$450,350 in 11 parcels to four groups of buyers.

The School District of Philadelphia owned slightly over three acres, which was surplus to its needs in the prime Northeast section of the city. When the Traiman Company offered it at auction on the site, many builders vied to purchase it, including one who could remember buying adjacent land for \$500 an acre 25 years ago. It brought a record price of \$225,000 or over \$70,000 an acre.

When Douglas E. Porteous decided to retire to Florida, he deeded his Main Line residence to Paoli Memorial Hospital as a gift. The hospital called upon Traiman Company to turn the gift into cash. The six-acre "Treetops" estate brought \$127,500 at auction.

"The Cullura," a modern catering establishment with four banquet rooms, went bankrupt and its sale was ordered by the U.S. District Court. In a July sale on the premises in Bucks County, Traiman Company obtained a high bid of \$575,000 from a catering firm. It was accepted by the Court.

Minnesotans Meet in Brooklyn Center For 28th Annual Auctioneers Meeting

Eighty-four auctioneers gathered at the Holiday Inn in Brooklyn Center, Minnesota, on January 30-31 to attend the 28th annual Minnesota State Auctioneers Association Convention.

The convention was opened Sunday at 1:45 p.m. by President Dave Christian, Rogers, with a talk entitled, "Happiness and Success in the Auction Business". For the next hour, each auctioneer took a few minutes to tell about his best auction.

Insurance was the next topic and was led in discussion by Col. Bill Pinski, Arlington. Next, Col. Duane Benoit, South Haven, played the radio tape he had made for Auctioneers Week. The "Antique Trader" was explained and discussed by its publisher Ed Babka.

Cols. Wayne Ediger, Belle Plaine, and Wally Laumeyer, Inver Grove Heights, shared the highlights of the 1976 NAA Convention at St. Louis, Missouri, and the election of Wayne Ediger as an NAA director.

Representatives from both the Lions Club and the University of Minnesota Childrens Eye Bank and Hearing Foundation discussed the Benefit Auction, which is planned for later in the year. The Sunday evening dinner speaker was Jerry Lapham, who spoke on "Attitudes". Entertainment for the evening was a magic show by Doug DuLac and films of the 1976 NAA Convention, taken by Viola Cordes of Red Wing.

The convention opened Monday morning with Col. Wayne Ediger, who explained the possibility of a bid to have an NAA Convention in Minneapolis. Cols. Steve and Carol Reinhardt, Palisade, shared their ideas and ways of promoting the auction way of selling. IRS auditing was explained by Col. Wally Laumeyer.

A bid calling seminar was held by Col. Orlin Cordes of Red Wing. Gene Kubesh, Olivia, discussed ways of auction clerking. The membership was brought up to date on the NAA by Harvey McCray, NAA Executive Director.

Cols. Don Babbitt, New Hope, Paul Hull, Austin, and Wayne Pike, Princeton, told how they handle real estate auctions. Auto auctions was the topic Col. Don Fitzner, Olivia, explained. Cols. Duane Benoit, South Haven, Eldron Hecksel, Winsted and Jina Peterson, Anoka, led a discussion on auction houses.

The annual business meeting was conducted by President Christian. The secretary's and treasurer's reports were read and approved. Membership brochures, Minnesota auction laws and insurance were discussed and committees were established to look further into each topic.

New officers elected include: Col. Larry Born, Waseca, President; Col. Wally Laumeyer, Inver Grove Heights, Vice President and Sharon K. Henry, Long Prairie, Secretary-

treasurer. New directors elected include: Col. Pat Ediger, Belle Plaine; Col. Thomas Carpenter, Wayzata; Col. Martin Ewert, Janesville; and Col. Don Fitzner, Olivia.

The Monday evening banquet speaker was Col. Lyle Erickson, NAA President. The convention ended on a successful note as it was announced that the Fun Auction, under the direction of Col. Pat Ediger, broke all records and netted the Association \$1,910.60. Everyone agreed this convention was one of the finest ever held in Minnesota.

Sharon K. Henry, Secretary-Treasurer

New Officers Elected . . . STATE ASSOCIATION OFFICERS

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

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

Indiana Auctioneers Association — President: Kenneth E. Sherbahn, South Whitley, 46787; Secretary: Harry E. Buckles, R.R. 1, Box 262, Anderson 46011.
Washington State Auctioneers Association — President: Mick Sather, P.O. Box 744, Mt. Vernon 98273; Secretary: Mrs. Roberta J. Abhold, 12318 S.E. 198th St., Renton 98055.

New Englanders Assemble To Work on '78 Convention!

The Massachusetts State Auctioneers Association held its monthly meeting at the Maridor, Route 9, Framingham, on Sunday, February 13, 1977, at 2:00 p.m. Many Auctioneers from throughout the state were in attendance. A fine dinner was enjoyed by everyone and a very educational seminar was held, with three outstanding auctioneers on the panel: Henry Berman, Louis Cook, and Douglas Bilodeau.

At the end of last year an election of officers was held and a new President was elected, who is Louis Cardoza, from Fairhaven, Massachusetts. Upon taking office President Cardoza appointed new committees to work with him and one being a committee to work on the NAA Convention, which will be held in Boston in 1978. William F. Moon was appointed Temporary Chairman of this committee and we held our first organizational meeting on February 13, 1977. At this meeting it was voted to contact all the other New England States and request their support for the 1978 Convention.

The states are also being asked to form a convention committee to work with us so we can have a very successful convention. We are planning to have each state represented at our next meeting on March 13th at the Maridor, Route 9, Framingham; the time of this meeting to be 2:00 p.m.

One of our first tasks is to find a Convention Chairman whom will represent all the New England States at the National Convention in Boston next year. We are planning to be able to submit his name to our National President, Lyle Erickson whom will be attending the New Hampshire Auctioneers Association meeting on Monday, April 18, 1977.

William F. Moon

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_____ Two Bedroom Suite at _____\$100 Standard; _____\$115 Medium; _____\$140-\$170 Deluxe

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

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(Reservation will be held to 6:00 p.m. unless later arrival time specified.)

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A.M.

Departure Date _____

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

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

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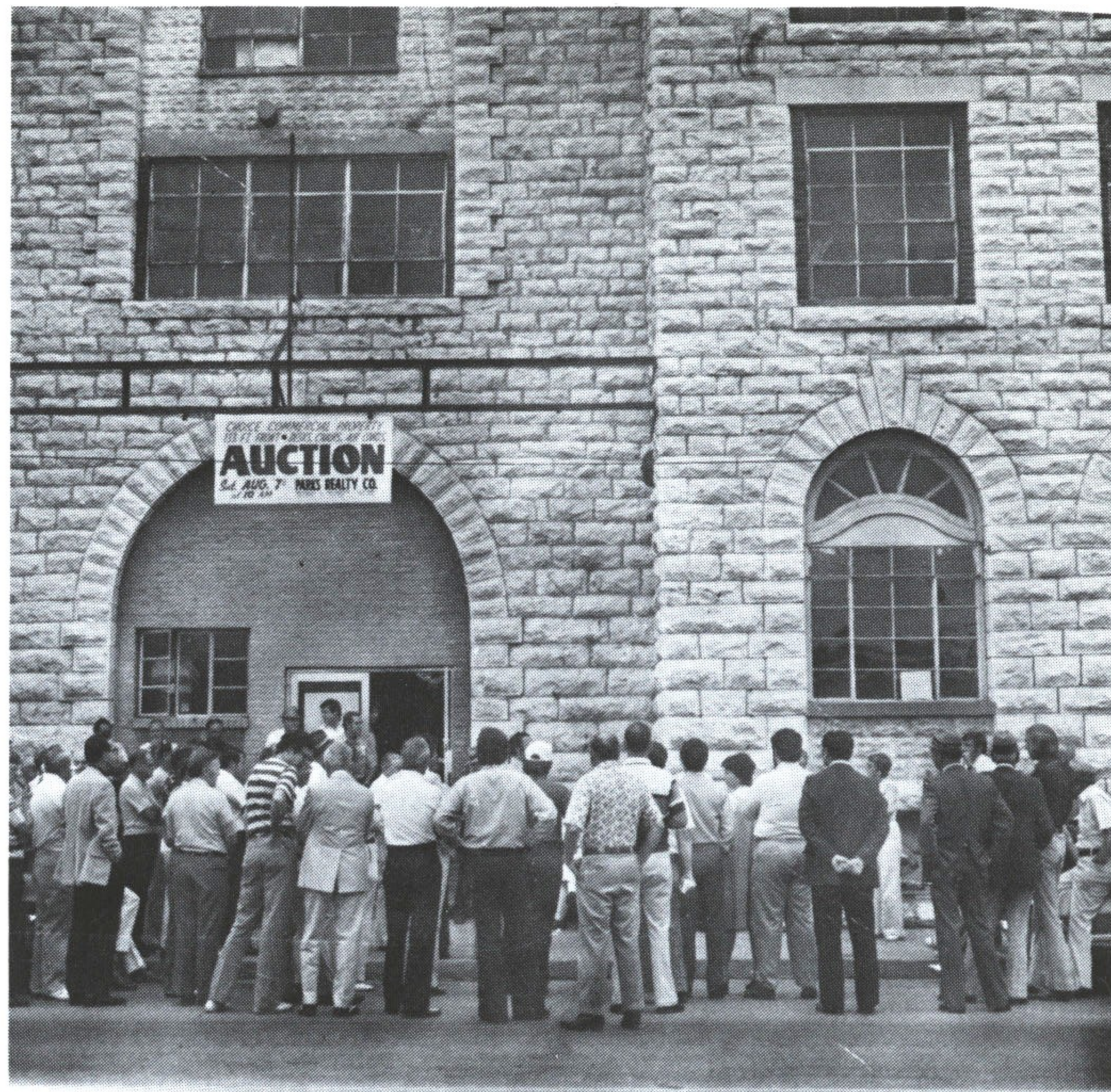
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Holds Many Memories . . .



WHEN THE GAVEL CAME DOWN at the auction sale of the Genesco Building in Gallatin, Tennessee, the city lost some of its history! The building now has been torn down and the area is being used as a parking lot for the First Baptist Church.

Genesco Shoe Factory Building Sold at Auction by Parks Realty

"Gallatin, Tennessee, is a town filled with history; history that can be told by its people and seen in its buildings" was the opening line in the Gallatin newspapers when the announcement that the Genesco Building (Genesco Shoe Factory) was to be sold at auction by the Parks Realty Co. and NAA auctioneer William A. "Allen" Parks.

The auction involved selling a three-story rock and brick building located right in the middle of the main business district of the city. The building was originally constructed in 1909 for use as a hotel, but never was used for that purpose. The building sat idle until it was purchased by the City of Gallatin in the 1920s, and used as the Gallatin High School until 1933 when a new high school was completed.

During the depression the city searched for a big payroll industry to put their residents back to work. About this period of time, shoe industry executive W. Maxey Jarman met and married a Gallatin girl and became aware of the building sitting idle. He leased the building from the city for a shoe manufacturing operation and from that time on the building was known as the "Genesco Building".

Incidentally, the city leased the building to Genesco for \$1.00 per year until 1974.

The Genesco Building was sold at auction in November by Parks Realty to the First Baptist Church and all of that "history" now is gone. The building was torn down and the land now is being used as a parking lot for the First Baptist Church. The reported purchase price was \$120,000.

Allen Parks, Auctioneer
Gallatin, Tennessee

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Auction Schools Benefit The Auction Profession

By Gene Simpkins, Auctioneer
Cincinnati, Ohio

I am in no way an owner of, or have an interest in the auction schools around the country, but as an auctioneer who knew nothing of the auction profession, I would like to express my gratitude and tell how it has helped me.

As a police officer I was involved in the riots of 1967-68 and some of 1969 and I was in the heart of it in Cincinnati. As I patrolled the streets and alleyways, back yards, and fields, I often thought what could I do if I was shot, stabbed, or crippled in any of a hundred ways while doing my police job. I really didn't know much else as policing was my life, but life takes different turns as we go through it and we must look in different directions for security.

On my beat was an auction house and I made friends with the owner and son. The son told me he bettered himself by going to an auction school. I asked where because I had no idea auctioneers went to any type of school. I always thought they were born that way, sort of, God's gift to the selling profession.

Well, I know some auctioneers are self taught or had help from an auctioneer they worked with, or improved themselves by working with "ol' dad", but for some they felt that there are maybe somethings they could learn if they went to an auction school. I knew nothing of the many secrets of fast and instant selling, even though I was always selling something since I was six years old. I borrowed some cash from my savings, took advantage of the G.I. bill and took my winter vacation and off to the Reppert School I went in Decatur, Indiana, for a three week course.

I was never one who could sit in a classroom. It drove me up a wall but here I was, many miles from home, leaving my wife and boy behind and taking my precious summer

vacation and using it in the winter.

When I arrived I felt like turning around fast, getting in the car, and heading home. Well, I stayed and met friends from all over the U.S., young and old, male and female, all interested in belonging to the auction world. Some came to better themselves in selling horses, some real estate, autos, animals, farm machinery, antiques, and on and on. From early morning to late at night we had it poured to us by some of the best in the country. We sang together, practiced together, shared our thoughts about the auction profession and sold together. Each thinking, "Will I make it, have I got what it takes, have I laid an egg?"

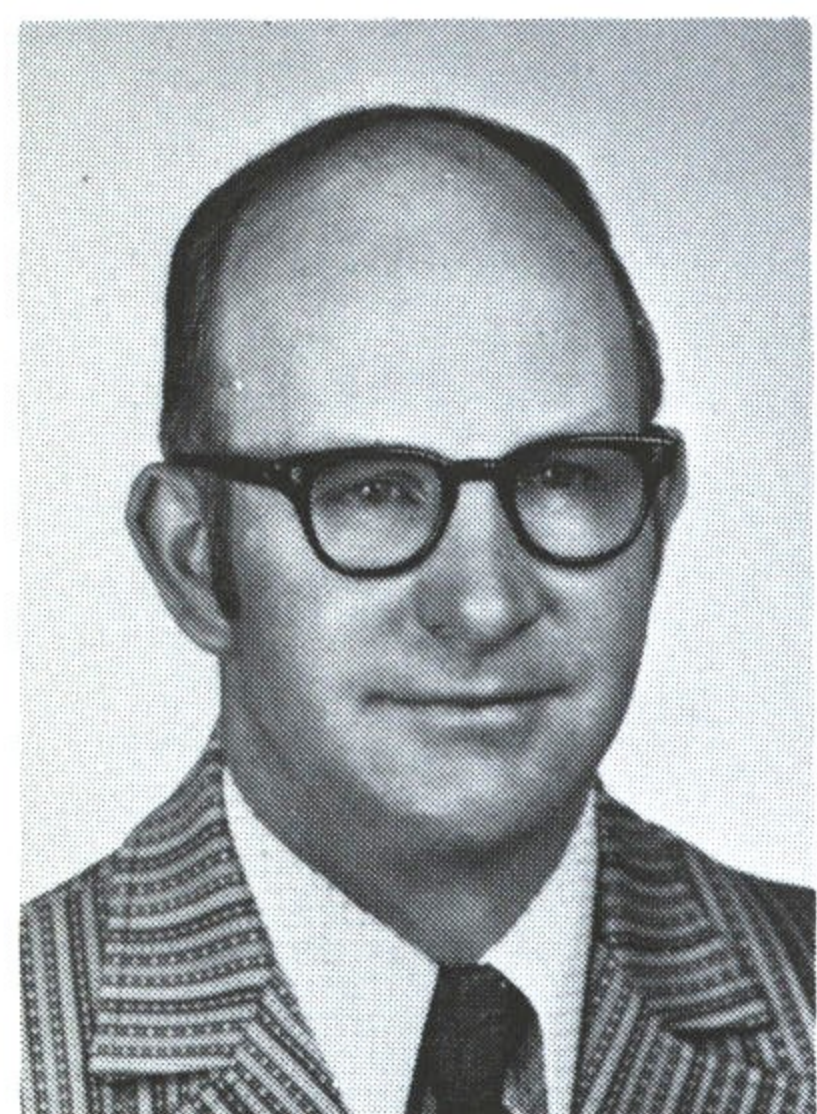
Well, graduation day came. We had a banquet, were given a diploma, said our good-byes, and off we went into the world of selling.

It's been 10 years now since I left Reppert and, at first, it was rough. I had no one to work with or help me, but I went in every direction I could that said auction. I let my little world know, "I'm here, world, your auctioneer. Give me what you are tired of seeing around your property and I can turn it into money that you can spend for your needs."

I became known in a small circle, then the circle got bigger and bigger. Oh yes, I did many, many free benefit auctions, but I was getting known and learning an awful lot. Well, 10 years later, I am going strong, am well known, have a good reputation, sold everything from soup to nuts, belong to two of the best organizations I know (the Ohio State Auctioneers Association and the National Auctioneers Association) and have met some very fine folks in both.

Yes, auction schools do help and there are many from Reppert, Mendenhall, Missouri, Western, Knotts, and many, many more. I eat, sleep, talk, and think auctioneering and I owe an awful lot of it to auction schools.

None of us are so smart that we cannot learn more and I'm sure, have learned a lot. I remember once, as I was watching an auctioneer working, I thought, "Gee, I wish I was an auctioneer", and now I am one!



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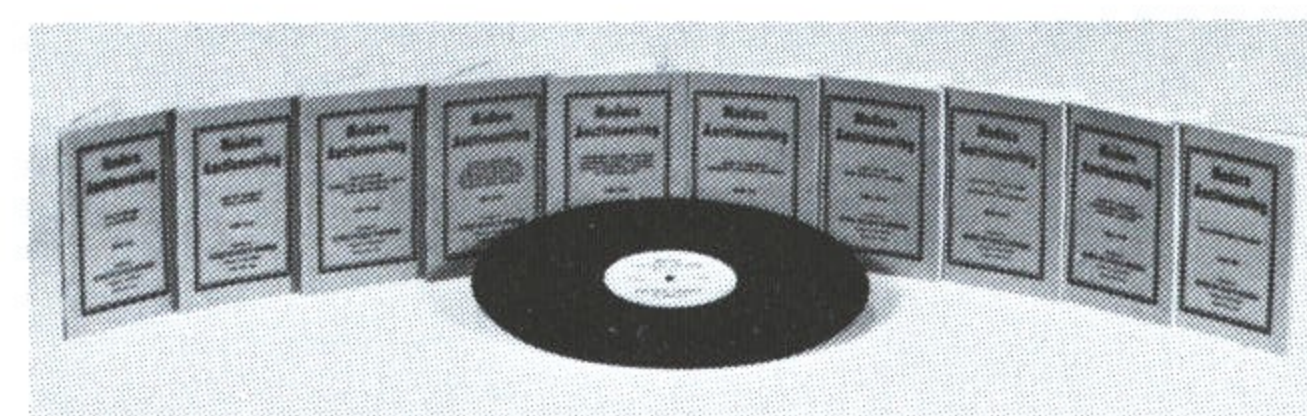
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Ohio Welcomes Springtime!

We here in Ohio and parts of the mid-west have just experienced the worst winter that any of us can remember. It started to snow the last week of December and the snow stayed on the ground all through January and most of February. We had one snow storm after another which caused schools to close and highways treacherous.

At first it was such fun to be home all day and enjoy the glowing fireplace and watch the redbirds feed at their feeding box. The children also had a good time making snowmen and playing in the snow . . . then, in January, we had a drop in temperature of 25 degrees below zero and it "wasn't fun anymore!"

The energy crisis came and we had to cut our thermostats back to 65 degrees in order to have enough fuel to last. Schools stayed closed, factories shut down, stores and businesses went on shorter hours as they could not stand to work in such cold surroundings. Furnaces quit functioning; water pipes froze; and many people did not have heat or water for many days.

I believe the worst time was the afternoon of January 28, when we had a really big snow storm that began in the afternoon and by evening we had a blizzard, with snow piling up everywhere. Some of the drifts were unbelievable!

Highway crews worked all night and still could not get all roads open. Many auctions had to be postponed, because of the drifts and the closed roads.

Finally the roads were cleared; schools reopened; auctions were rescheduled; and things began to get back to normal towards the end of February. It was a long, cold, snowy winter, which we will soon not forget. We just hope we will be better prepared next year just in case it happens again.

Here is a little verse that expresses our feelings:

"We've been waiting for these first spring days that

never do appear as early as we'd like them to in any kind of year!

"We've been waiting; for those clear blue skies that let the sunshine through; for the mornings that are filled with song as the birds sing out anew."

Happy springtime to all of you! Hope to see you in Seattle!

**Ruby Hartman, 2nd Vice Pres. Ladies Auxiliary
Middletown, Ohio**

**Day Care Facilities Offered
To 1977 Seattle Conventioneers**

Roberta Abhold, Chairman of the Pre and Post-Convention Tours during the 1977 Seattle NAA Convention, has made special arrangements to have a Day Care Room available at the Olympic Hotel. If you are in need of this Day Care Service, please provide Roberta with the information on child's or children's ages as soon as possible so that ample space and needs can be provided for. Use the Pre and Post-Convention Registration Form, or submit your information to:

**Col. Roberta J. Abhold
12318 S.E. 198th St.
Renton, WA 98055**

Seattle is a City of Variety

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

Time is really passing by and soon it will be July and time for the 1977 National Auctioneers Association Convention. Firm up plans now for a trip to Seattle for a fun and profitable experience.

A characteristic that sums up the city of Seattle is variety. This friendly, clean city has something appealing for the entire family, that will make your visit a memorable one.

Plan on going on the "Northwest Trek" and see wild animals, such as elk, wolves, bears, and bison. Ride in the comfortable, enclosed Trek Trams that enable you to cover this 400-acre area, while you view 30 different species of wild animals.

See the Gas Works Park for something different, located on Lake Union's north shore. A part of yesterday is combined with today to make this park a topic for conversation when you return home. There is none like it!

A play barn has become what used to be an old boiler house. Have a picnic in the area with charcoal braziers. Forming a nucleus for the park are the gas plant's black towers. This is art from yesterday's industrial era, so be sure to include the Gas Works Park on your list of things to do in Seattle.

It is fun to ride the monorail from downtown Seattle to the Seattle Center and back. This is a quick, fun way to sightsee or shop.

The Ballard Locks are a unique feature of Seattle. Barges, tugs and other boats make an interesting scene, there and the Locks also have a gallery for viewing trout, salmon and other fish through large underwater windows.

For those of you who enjoy a shopping trip, Southcenter is the place for you. Located on more than a 30 acre area, in an enclosed mall so that you are out of the weather, you can browse through various shops and boutiques. There are approximately 110 stores which make this a shopper's paradise. Rest areas are available located throughout the mall so you can pause and enjoy the fountains and tropical plants. Southcenter is one of the finest malls in the Pacific Northwest.

The auctioneers and their families of Washington state are looking forward to seeing you in Seattle — 'Just Like Heaven in '77'!

Nominating Committee Outlines Procedures When Submitting Names of Candidates For National Officer and Director Positions

The NAA Board of Directors approved and established a policy on Nominating Committee procedures at the last meeting of the Board, held in January, 1977, and the new policy is being published so that everyone will be able to understand the procedure of supporting candidates for the offices of NAA officers and directors. The new procedure is as follows:

1. All State Associations will be asked to submit names of candidates for directors and officers;
2. All members of the National Auctioneers Association, as well as the board of directors and the nominating committee, will be asked to suggest suitable candidates for office of officers and directors;
3. Recommendations should be in the hands of the committee thirty (30) days prior to the annual convention; a brief resume should accompany all recommendations;
4. Nominating committee will hold open hearings during the annual convention for any individual wishing to appear on behalf of any candidate;
5. Recommendations of candidates from the nominating committee will be posted on the morning of the annual convention;
6. Nominations will be open from the floor of the convention during the annual meeting;
7. Candidates selected by the nominating committee or from the floor will be entitled to have a member speak on their behalf for not more than three minutes;
8. Time and place of nominating committee meetings will be published in the Convention program;
9. Printed ballots will be made available and used during the election at the annual meeting.

In Memoriam . . .

LARRY REYNOLDS

Larry Wayne Reynolds of Route 1, Climax, North Carolina, died on November 27, 1976, following several months illness.

A native and lifelong resident of Guilford County, North Carolina, he was owner-operator of Reynolds Auction Company and a member of the National and North Carolina Auctioneers Associations. He was a member of the Pleasant Garden Baptist Church; a volunteer fireman; a 32nd degree mason; a member of Liberty Lodge and a Shriner.

Surviving are his widow, Mrs. Margaret Murphy Reynolds of the home; a son, Larry Wayne Reynolds, Jr., also of the home; his mother, a sister and his grandmother.

JOHNNIE T. TAYLOR

Johnnie T. Taylor of 135 East Main Street, Glasgow, Kentucky, was reported deceased by the family when his membership renewal was returned. The date of his death was reported as January 3, 1976.

CLAYTON FJELSTAD

Clayton Fjelstad, Kindred, North Dakota 58051, was killed in a car accident on September 21, 1976. No other information was available on the accident, as his membership dues statement was returned with the above information.

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CONVENTION DATES

- April 3 — Kansas Auctioneers Association, Hilton Inn, Wichita.
- April 3-4 — Kentucky Auctioneers Association, Stouffer's Inn, Louisville.
- April 17 — Illinois Auctioneers Association, Holiday Inn, Kankakee.
- April 18 — New Hampshire Auctioneers Association, Sheraton Wayfarer Motor Inn, Manchester.
- April 24 — Iowa Auctioneers Association (Spring Meeting), Ramada Inn, Marshalltown.
- April 30 — Arkansas Auctioneers Association Association, Ramada Inn South, Little Rock.
- April 30-May 1 — Nebraska Auctioneers Association, Holiday Inn, Columbus.
- May 7-8 — Missouri State Auctioneers Association, Springfield.
- May 14 — Louisiana Auctioneers Association, Holiday Inn, Alexandria.
- May 14-15 — Oregon and Washington State Auctioneers Association (combined meeting), Inn at the Quay, Vancouver, Washington.
- May 14-15 — South Carolina Auctioneers Association, Columbia.
- May 15 — Alabama Auctioneers Association, Dothan, Ramada Inn.
- May 21-22 — Oklahoma State Auctioneers Association, Holiday Inn East (Holidome), Oklahoma City.
- June 8-9 — Wisconsin Auctioneers Association, Eau Claire.
- June 10-11 — Texas Auctioneers Association, Sheraton Inn, 505 Pine St., Abilene.
- June 11-12 — West Virginia Auctioneers Association, Cedar Lakes Camp, Riley.
- June 12-13 — Auctioneers Association of North Carolina, Inc., Maggie Valley.
- June 12-13 — Tennessee Auctioneers Association, Hyatt Regency Hotel, Memphis.
- July 28-30 — National Auctioneers Association, Olympic Hotel, Seattle, Washington.
- New Jersey State Society of Auctioneers meets bi-monthly all year — October, December, February, April, June & August.
- Attention State Association Secretaries:** To have your State Association Convention dates listed in **THE AUCTIONEER**, send notification of the date, city and hotel/motel to Harvey L. McCray, Executive Director, NAA, 135 Lakewood Drive, Lincoln, NE 68510.

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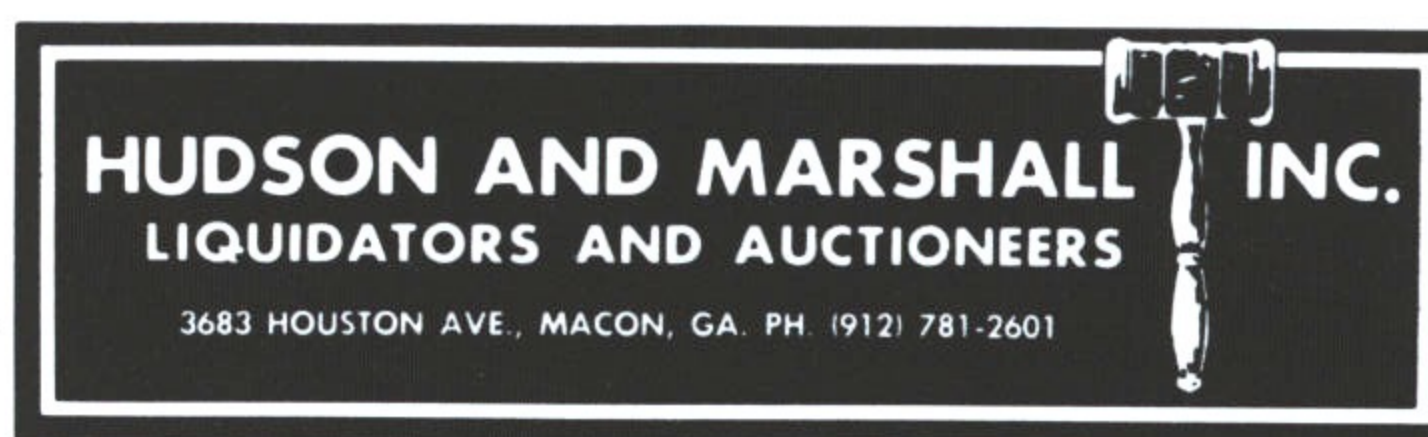
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Director of Auction Company Elected Fire District Secretary

Mrs. Lillian Heinke, wife of Col. Julius F. Heinke, Jr., owner of the Suffolk County Auction Company, has been elected Secretary of the Board of Fire Commissioners of the Bohemia, Long Island, New York Fire District.

One of the few women to hold this position in New York State, Mrs. Heinke brings many years of business and civic experience to it. She is director of the Suffolk County Auction Company and manager of the Julius Heinke Agency. Mrs. Heinke was with the Suffolk County Board of Elections and the Suffolk County Republican Committee for many years.

Col. Julius F. Heinke, Jr., her husband, is a member of the National Auctioneers Association and the New York State Auctioneers Association. Together they serve in many fraternal and civic offices.

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Included at no extra charge a 12-page booklet (copyright 1976) entitled "TOOLS OF THE TRADE AND HOW LEADING AUCTIONEERS USE THEM." Improve your present chant or develop a new one. The price of the booklet, if ordered separately, is \$5.00. BID GETTERS sells at \$10.00 postpaid, check or money order. Order from Earl.

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

150 North Carolinians Meet In Winston-Salem in January

The Auctioneer Association of North Carolina, Inc., met on Saturday and Sunday, January 15 and 16, 1977, at the Holiday Inn North in Winston-Salem, with about 150 members, wives and children present.

On Saturday afternoon Col. Wylie Rittenhouse, Uniontown, Pennsylvania, held a workshop on General Auctions. He covered many items which are not available in an auction school and then answered questions asked by the membership. Wylie is a past president of the National Auctioneers Association. Each and everyone who was present enjoyed his workshop and left with more knowledge on the general-type auction.

A lawyer, Mr. Randelman, discussed contracts with the group. He is a lawyer from the Elkin area of North Carolina. Everyone was impressed with Col. Rittenhouse and Mr. Randelman's workshops on Saturday afternoon.

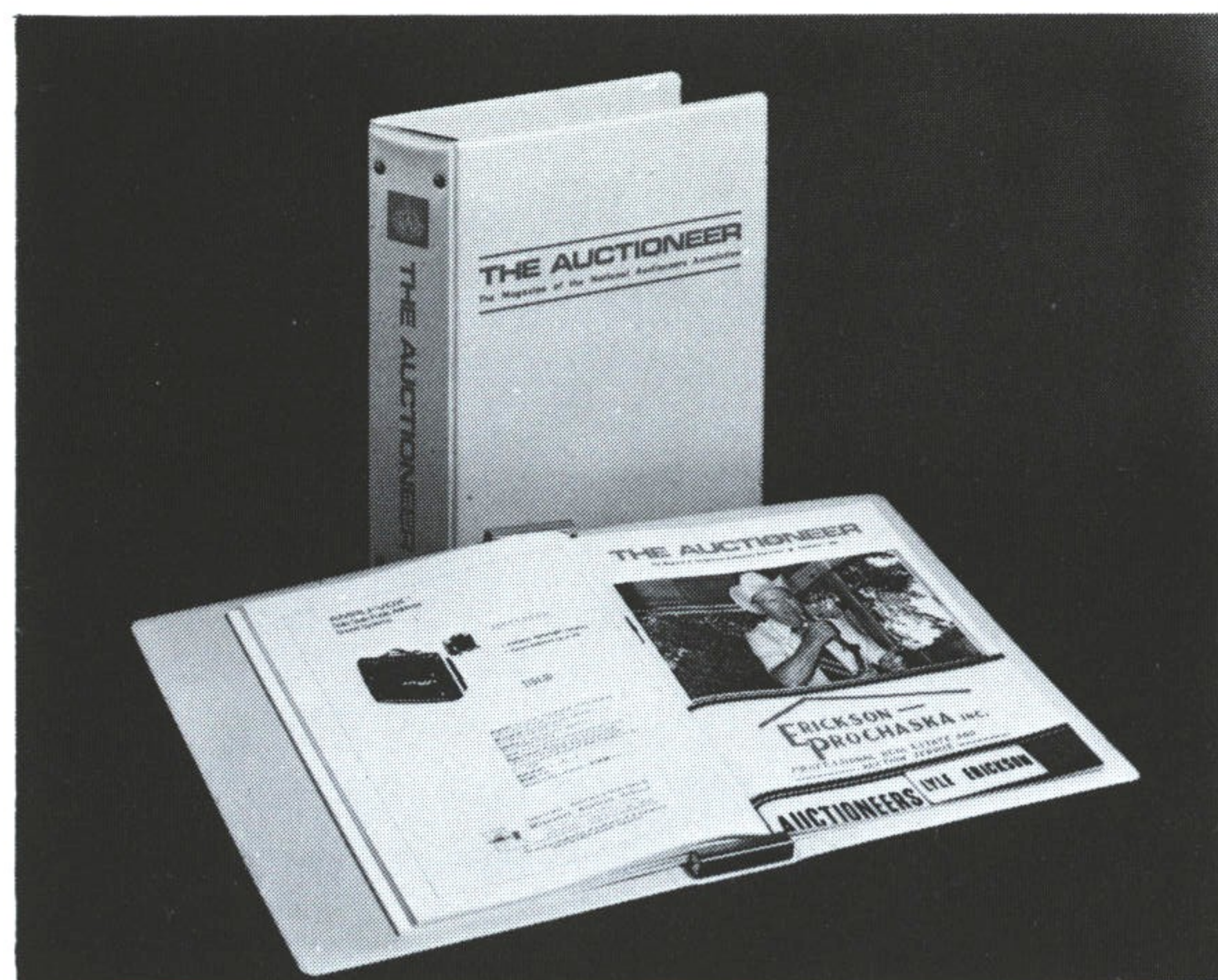
At the Banquet on Saturday night, the Honorable Mayor Shirley of Winston-Salem welcomed the group to his great town and gave us a lot of information about Winston-Salem.

The Fun or Fund Auction was a success, netting over \$450 for the Association. All of the new Auctioneers sold as did most of the older members.

The Board of Directors met at 7:30 a.m. on Sunday. Following this meeting Col. Billy Dunn, chaplain of the Association, presented the Sunday School lesson and again did an outstanding job.

The business meeting was held at 11:00 a.m. and the dates of the Annual Convention were announced: June 12-13, 1977. The convention site is Maggie Vally, North Carolina, in the mountains and we can hope that all the snow is melted by this time.

Johnson P. Gilbert, Secretary-Treasurer



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New York State Auctioneers Enjoy A Good Convention in November '76

" . . . One picture is worth a thousand words . . . " is a cliché which may be overused and overworked, but the photographs received in the NAA Office from New York State Auctioneers Association highlight very well the activities included at the State Association's November 8, 1976, meeting.

Additional events held, which are not included in this pictorial review, were the greetings in person by NAA President Lyle Erickson, who spoke to the group on the activities of the NAA, and his background and current occupation as a realtor and auctioneer in Cresco, Iowa; the bid calling workshop, conducted by William Kent of Bergen, New York; the assist given to Col. Kent by the "World's Fastest Talker", Vic Richardson of Brockton, New York; the 1977 NAA Convention report given by NAA Director Marvin Smith of Silver Creek, New York; the assistance given to Mrs. I. P. McCormick, a recent widow, by three NYSAA members to sell her farm; the experiences related by Dick Dewees, president of the Missouri Auction School, of his auction school; and the special art work sold at the Fun Auction by NYSSA retiring president George W. "Bill" Forrest of Holley.

Of course other events were held, but the ones listed above are some of the highlights. The pictorial review will offer many more outstanding activities.



MEL MANASSE was elected president of the NYSAA for 1977. Col. Manasse, from Whitney Point, New York, has served on the NYSAA board of directors for many years and has been actively engaged in the auction business for many years, selling cattle as well as farm and estate dispersals.



TIM ANSPACH is the oldest NYSAA member, but his "youth" showed as he sold his item at the Fun Auction during the meeting. The auction netted the NYSAA \$1,569. Col. Anspach is from Albany, New York.



THE 1977 OFFICERS AND DIRECTORS of the NYSAA include, left to right: Seated — Hugh Parker, Pitcher, Vice President; Mel Manasse, Whitney Point, President; and Duane Gansz, Lyons, Secretary-Treasurer. Standing — Directors Donald Martin, Ballston Spa; George "Bill" Forrest, Holly; Robert Matson, Kennedy; Dorothy Knapp, West Nyack; Raymond Allen, Niverville; Jack Perry, Wilson; and Marvin Smith, Silver Creek (NAA Director).



PAUL CALKINS was named 1976 Auctioneer of the Year at the New York State Auctioneers Association convention, held in November of 1976. Paul was recognized for his many accomplishments in the auction profession and for being a friend and hard worker for the NYSAA for many years.

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Ohioians Elect Rhoades President

Auctioneer Floyd B. Rhoades, Germantown, Ohio, was elected President of the Ohio Auctioneers Association at its annual meeting in Columbus, on January 15, 16 and 17. Also elected were: Emil Konesky, Woodville, Ohio, 1st Vice President; John Anglin, Middletown, 2nd Vice President; and Byron Dilgard, Ashland, Secretary-Treasurer.

Directors elected were: Ross Smith, Sr., Fremont; George Roman, Jr., Canfield; and C. Garth Semple, Milford. Mrs. John (Darla) Anglin was elected president of the Ladies Auxiliary.

The speaker for the Sunday banquet was Emerson Marting, Washington Court House, Ohio. Seminars were held on Monday with Harvey Lambright, LaGrange, Indiana, 2nd Vice President of National Auctioneers Association talking on farm and antique sales; Dale Dean, Coldwater, Michigan, on estate auctions; and Dick Babb, Wilmington, Ohio, on Ohio license laws. Owen Hall, Celina, Ohio, spoke on professionalism.

Freehold, New Jersey, Is Site Of Auctioneers Annual Meeting

Approximately 150 auctioneers and guests met at Van's Inn, Freehold, New Jersey, on February 7, 1977, for the 29th Annual meeting of the New Jersey State Society of Auctioneers. After the call to order by President Don Castner, Branchville, and the invocation by Ed Scott, Williamstown, one of the Van's Inn great meals was served. Prime ribs or seafood platter were the choices and were equally good.

After dinner, the nominating committee presented their slate of candidates. Since no nominations were heard from the floor, the nominees were voted on and the following were elected for 1977: Joch Kachmar, Flemington, President; Robert Barron, Cinnaminson, Vice President; Jack Sartor, Dover, Secretary; and James E. Fawcett, Dumont, Treasurer. Directors elected for a three-year term include: George Puglia, Totowa; Gordon Rogers, Atlantic City; and Vic Sabatino, Trenton.

Col. Jerry Krawitz, Midland Park, was appointed chairman of a special committee charged with drawing up a code of auctioneering ethics to be submitted to the society for discussion and consideration. Special note was taken of the honor paid NJSSA member Kenyon Brown of Buckingham. The Pennsylvania Auctioneers Association had chosen Col. Brown as Pennsylvania Auctioneer of the Year.

Robert Barron reported that of the questionnaires polling the membership as to whether the Society should continue to press for passage of a licensing act by the New Jersey State legislature, only eighteen were completed and returned, not all of which were favorable.

After the installation of officers and directors by B. G. Coats, Dean of New Jersey auctioneers and past president of the NAA, a motion was made by Col. Coats and unanimously acclaimed by the membership that Ralph S. Day be proclaimed Secretary Emeritus for his 21 years as Secretary-Treasurer of NJSSA.

Incoming President John Kachmar presented a plaque to past President Don Castner on behalf of the membership for his outstanding service and leadership for the past two years. In his acceptance speech, President Kachmar pledged to do his utmost to further the aims of the Society.

The following meeting schedule for the rest of 1977 was announced: April 4 at Van's Inn in Freehold; June 6 meeting in honor of Ralph S. Day, for 21 years Secretary-Treasurer of the NJSSA, to be held in Clifton; August 8 in Atlantic City; October 3 back at Van's Inn. The Christmas Party Meeting will be on December 5 at the Wachung View Inn in Somerville.

The meeting closed with a presentation by Pamela Moore



Floyd B. Rhoades

Epstein of Liberty, New York, on an entertaining slide lecture entitled "Hilarious Old Inventions". These included strange and impractical flying machines as well as a method of preserving departed loved ones by having them copper-plated! As always with Col. Moore's presentations, it was enjoyed immensely by all who saw it.

Jack Sartor, Secretary

Enjoy the Experience of a Lifetime At the 1977 NAA Seattle Convention

It is not often that I have the opportunity to sit down and write a national invitation to people who are members of a particular organization, namely the National Auctioneers Association, to come to the State of Washington for a convention.

The reasons why NAA members should make a special effort to come out to the Northwest for the 1977 NAA Convention are many. The memory of the convention and the great Northwest will be everlasting. The Convention itself, under the chairmanship of Robert F. "Bob" Losey, Sr., promises to be one of the finest on record. The pre and post-convention tours and activities are normally lifetime dreams never fulfilled.

The Northwest is a land that is duplicated in no other area of the United States. As a resident, I take for granted that which many people would pay dearly to be a part of. Within a leisurely two-hour drive from the convention center a person can be on a ski tow in the rugged Cascade Mountains or digging clams on the Pacific Ocean. He can be scaling the slopes of majestic Mt. Baker or standing on the deck of a Super Ferry that is part of the largest marine hi-way in the nation. He can be crossing the great Columbia River on his way into Oregon or be traveling through the apple and wheat country of Eastern Washington. He can be walking through the famous gardens of Victoria, British Columbia, or driving through the Rain Forest on the Alp like Olympic Peninsula. I could go on and on but the experience of the Northwest can only be felt and remembered by being a part of it, even if only for a short time.

When you come to Seattle for the great 1977 National Auctioneers Association Convention, I hope you take the time to see the Northwest.

I look forward to meeting you all and welcome you to come "To The Experience Of A Lifetime".

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The February, 1977, Missouri Auction School Class



ONE OF THE LARGEST CLASSES OF AUCTIONEERS ever to attend and complete the Missouri Auction School is pictured above. It was the school's February, 1977, class, and identified are administrators and faculty of the school, from left to right, front row, second from end: Bob Carney, instructor, Ontario, Canada; Judy Klepac, secretary; Dean Cates, instructor, Missouri; Bill Morgan, instructor, Kentucky; Boyd Michael, registrar, Missouri; Richard W. "Dick" Dewees, president, Missouri; Dale Vaughn, instructor, Missouri; Dinah Wonderly, secretary, Missouri and Gary Ryther, instructor, Missouri.

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To stimulate economic recovery, the Tax Reduction Act of 1975 increased the investment credit from 7% to 10% of qualifying property for all taxpayers. This increase was to expire on December 31, 1976; however, the Tax Reform Act of 1976, signed by President Ford on October 4, 1976, extended the increase through calendar year 1980. Thus for tax years beginning after 1976, the rate continues at 10% and does not revert back to 7%.

The Tax Reduction Act of 1975 also increased the limitation on the amount of investment credit allowable in the case of used property to \$100,000 (\$50,000 for married taxpayers filing separate returns) from its prior limit of \$50,000 (\$25,000 for married taxpayers filing separate returns). The increased limitation on the amount of used property qualifying for investment credit has also been extended by the Tax Reform Act of 1976 through calendar year 1980.

Investment credit is allowed on property which is qualifying. To be qualifying the property must be depreciable, have a useful life of at least three years, be tangible personal property, and be used in a trade or business or for the production of income during the year in which the investment credit is taken.

In the case of property which is both used in a trade or business and for personal use, such as an automobile, only the proportionate part of the property for which depreciation is allowable will qualify for the credit. The amount of the investment credit depends on the useful life of qualifying property. On property having a useful life of seven years or more, 100% of the investment qualifies for the investment credit. On property having a useful life of five to six years, two-thirds of the investment qualifies; and on property having a useful life of three to four years, one-third of the investment qualifies for the investment credit.

The amount of credit which may be used to reduce taxes in any year is limited to the lesser of the taxpayer's income tax liability (income tax computed less foreign tax credit and retirement income credit) or \$25,000 plus 50%

of the tax liability in excess of \$25,000. Unused investment credit is not lost, however, as it may be carried back and/or forward to reduce certain other years' tax liability.

The investment credit taken does not reduce the amount of depreciation which is otherwise allowable, and thus investment credit may be called the government rebate for capital expenditures in qualifying property.

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One of the best known makers of carnival glass was Harry Northwood who set up a factory in Newark, Ohio, in 1909. At the time, makers were imitating the iridescent glass which was being turned out by such fine makers as Tiffany in New York. While his was a hand made art type, the cheaper machine pressed glass came into being to satisfy the masses at a lower price.

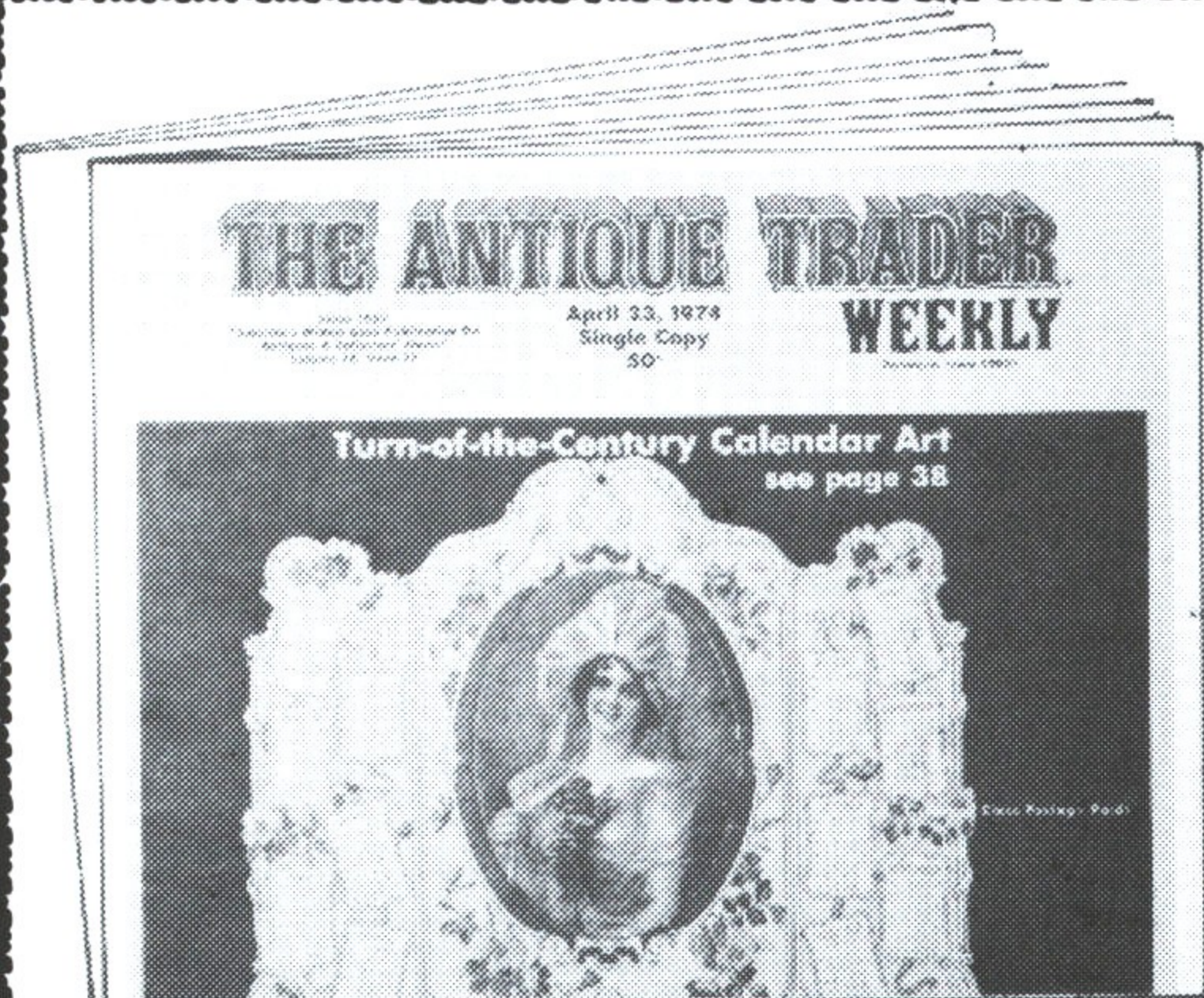
During the early days of the depression, when glass houses found themselves loaded with the product, they sold much to fairs and carnival operators who offered it as premiums and prizes in their games of chance. Northwood made much of this iridescent glass in many colors. His early work was signed with an underlined "N", enclosed in a circle. He was a clever technician and experimented in different forms and colors.

Most popular is the iridescent purple which is popularly found in bowls, mugs, and vases. Another product made in blue with gilded decoration is one which we have pictured — the rare Northwood chrysanthemum glass. The large pitcher was enclosed in a one hundred pound bag of flour as a premium for buying it.

The smaller tumbler, creamer and sugar, which we do not picture, might be found in the twenty-five pound bags. In this manner, a housewife could build a set for nothing. This is a very heavy glass, deeply molded, and it is known that it took seven to eight men, a total of four to five minutes to turn out a piece, though it started out as a pressed piece of glass, turned out by machine.



The value of the three pieces we show is over a thousand dollars today, so one can appreciate that some objects, though coming from humble beginnings can catch the public fancy and rise tremendously in value. Signed Northwood



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is good to collect in any color. Look for the N in the circle.

QUESTIONS

From Kittery, Maine — I have a very old glass bowl. On the inside is written, Uncut. Does this have any meaning? Also have several glass dishes with a H inside a diamond. What are these?

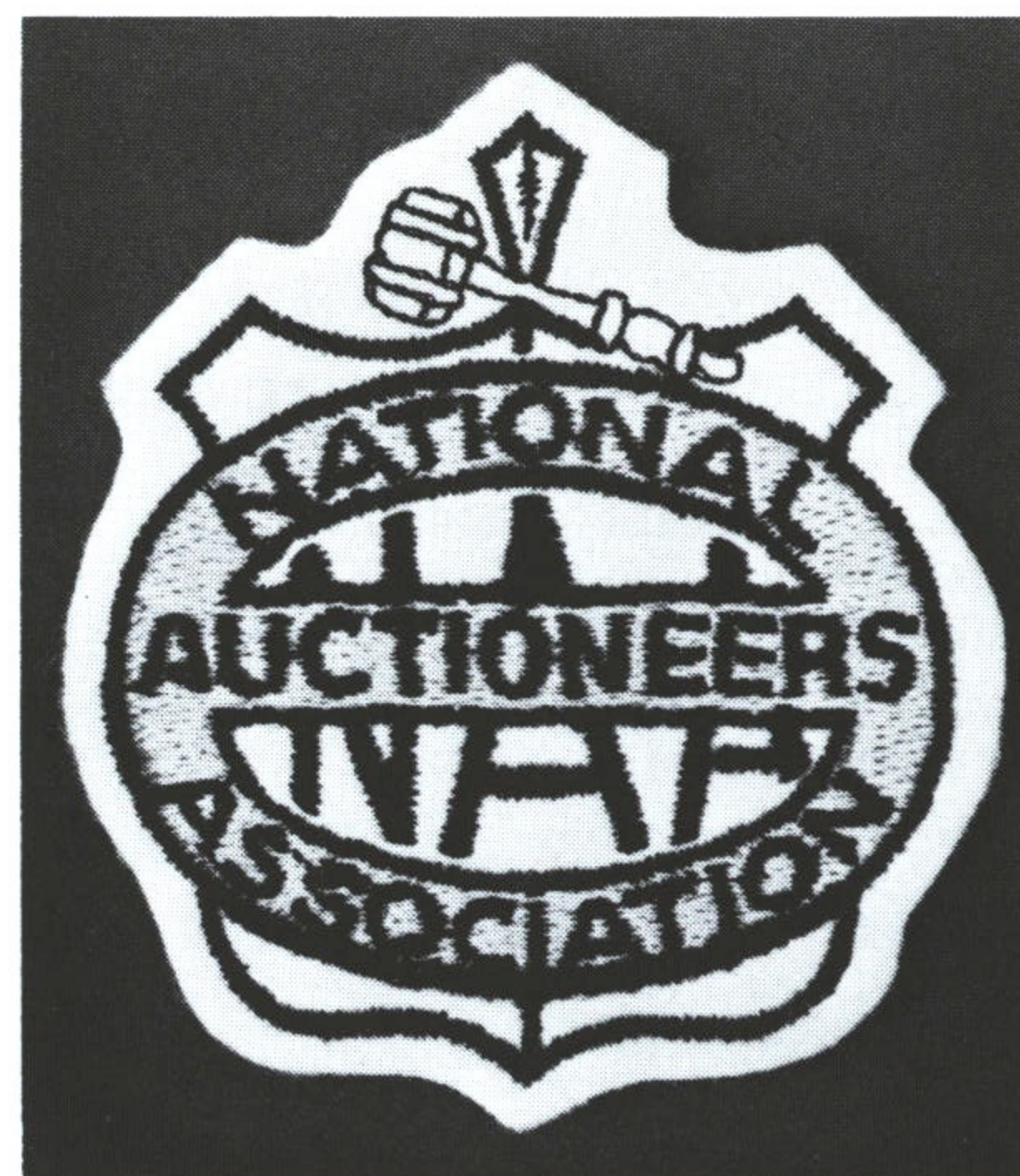
Answer — Makers of pressed glass, which is done by machine, would mark their work "Uncut", "Nearcut" or "Newcut", to suggest that their glass was the closest thing to the real cut glass. Though it may have the weight and look, it is still a less valuable product. The diamond inside the H is the mark of the Heisey company which operated in Ohio. Heisey glass is a desired collectible.

From Granby, Connecticut — I was given a brass lamp, five and one-fourth inches high and four inches wide. On the side is Perkins and House, Safty Lamps, Cleveland and New York, Pat'd 1866, 1857, 1871. My question is, is the company still in operation and is there any value to the piece?

Answer — The directories we have do not indicate the company is still in business. You do not describe what type lamp you have. I would judge it does not have great value, as literally millions were made then as are being made now. Its value is to you.

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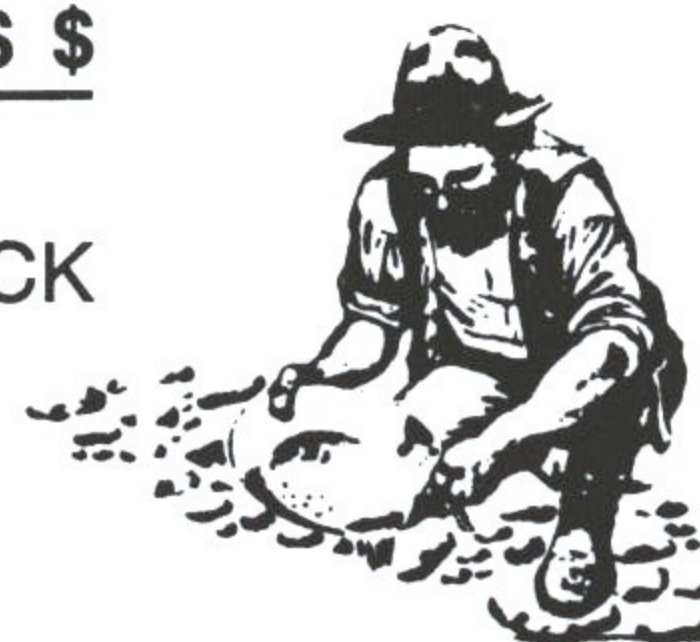
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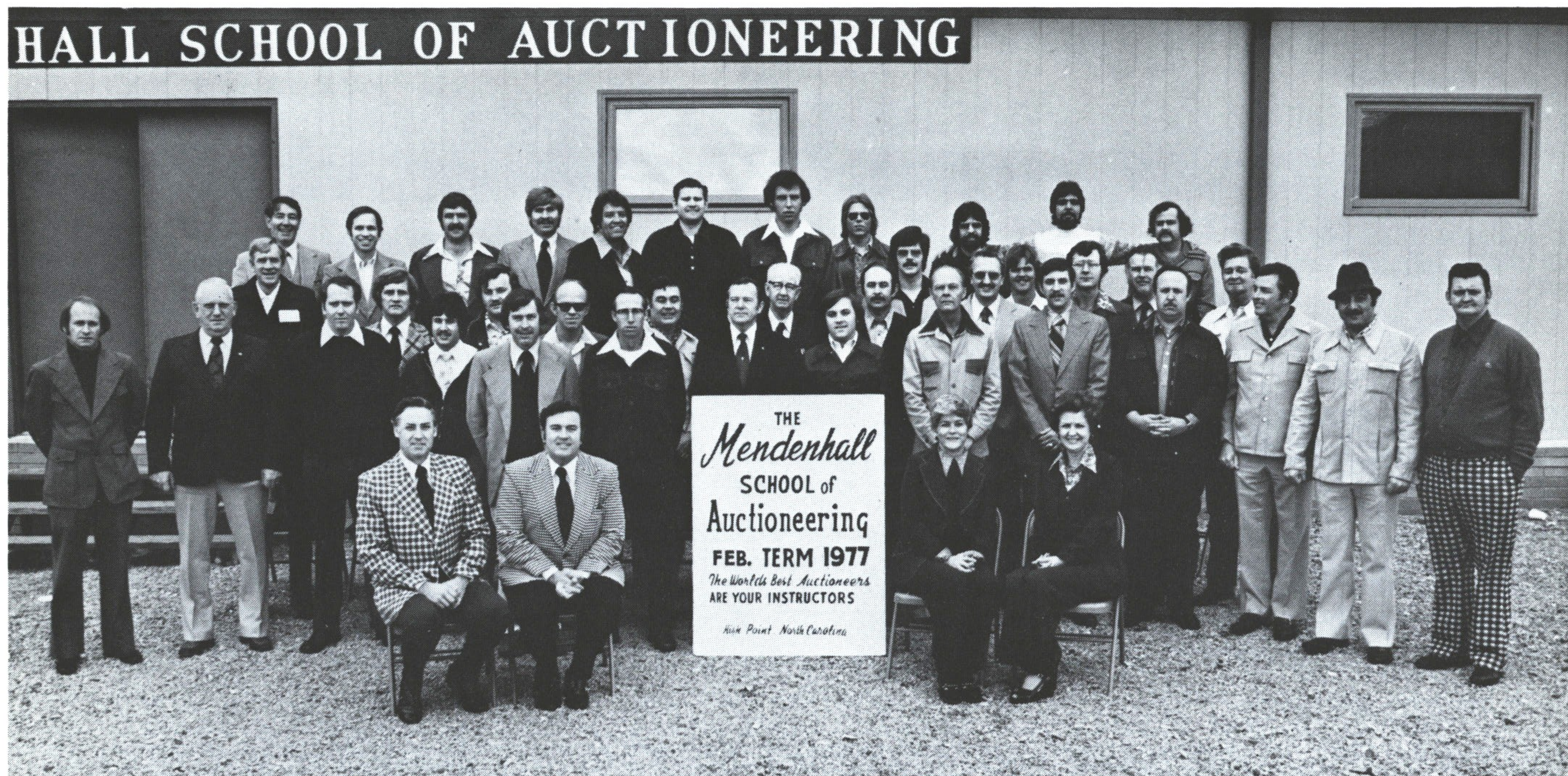
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THE FEBRUARY, 1977, graduates of the Mendenhall School of Auctioneering are pictured above. The session ended on February 18, 1977, and forty students were in this class. Pictured, from left to right, front row, are the instructors and administrators of the class, who include: Herman Crawford, instructor; Forrest Mendenhall, president; Edna Reagan and Betty Jo Mendenhall, secretaries. Instructors not present when the photograph was made include: Joe Byerly, Lewis Compton, Harold Craven, Morris Fannon, Louis Fisher, Jr., Larry Hedrick, Jake Horney, George Jones, Jimmy Jones, Bill Lanier, Archie Moody and Carson Womack.

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3 part perforated tag with hole on top. Space to mark lot number on all 3 section. 2½x5"
1,000 Tags.....\$9.75 5,000 Tags.....\$42.50
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8½x11, NCR paper, 3 sheets per set. Space to list many items. Seller signs he has good title. Original for auctioneer, copy to seller at check-in and last copy mailed with payment check. Eliminates Form CC-69.
250 sets \$16.50 500 at \$32.50 1,000 at \$59.50
- **FINAL SETTLEMENT FORMS . . . Form FS-69**
8½x11", 50 sheets per pad. Space provided for total gross proceeds of sale less expenses and commissions to be paid by seller. Seller signs that he received net proceeds and guarantees to provide merchandise title to all items sold and deliver title to purchasers.
\$150. per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.

- **BUYER'S REGISTRATION FORM . . . Form No. BR-69**
8½x11", 50 sheets per pad. Space for buyer's number, name, address, phone number and other information.
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.
- **CONSIGNMENT CHECK-IN FORM . . . Form No. CCI-69**
8½x11", 50 sheets per pad. Original for auctioneer, copy for consignor. Space for seller's name, address, phone, date, lot number, description of items, sale price, sale commission or expense and consignor's net payment. Space to list a number of items.
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.
- **PENSONAL PROPERTY CONTRACT . . . Form No. PPC-69**
8½x11", 50 sheets per pad. Space provided for general or detailed listing of items to be sold, sale date, time, location, expenses to be paid by seller, and other terms and conditions of sale. Seller signs that he has good title to all items and the right to sell.
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18½x11. 50 sheets per pad. Column to list seller's name, property location, date, estimator cost, date ads ordered, amount paid and amount advanced by seller. Itemized by newspaper, radio-T.V., sigs, sale bills, postage, addressing, labor for tagging, clean-up, security, etc.
\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.

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