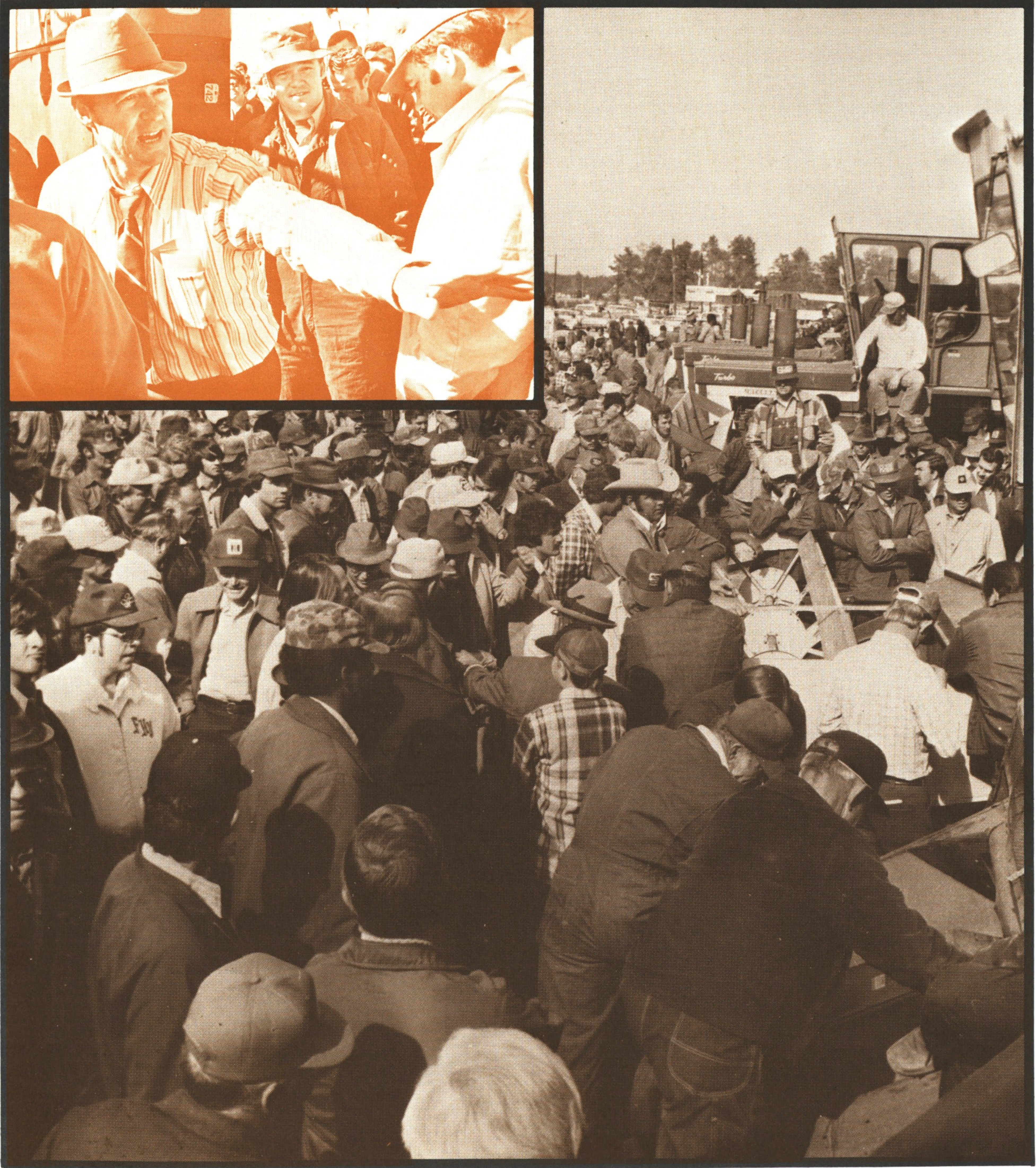
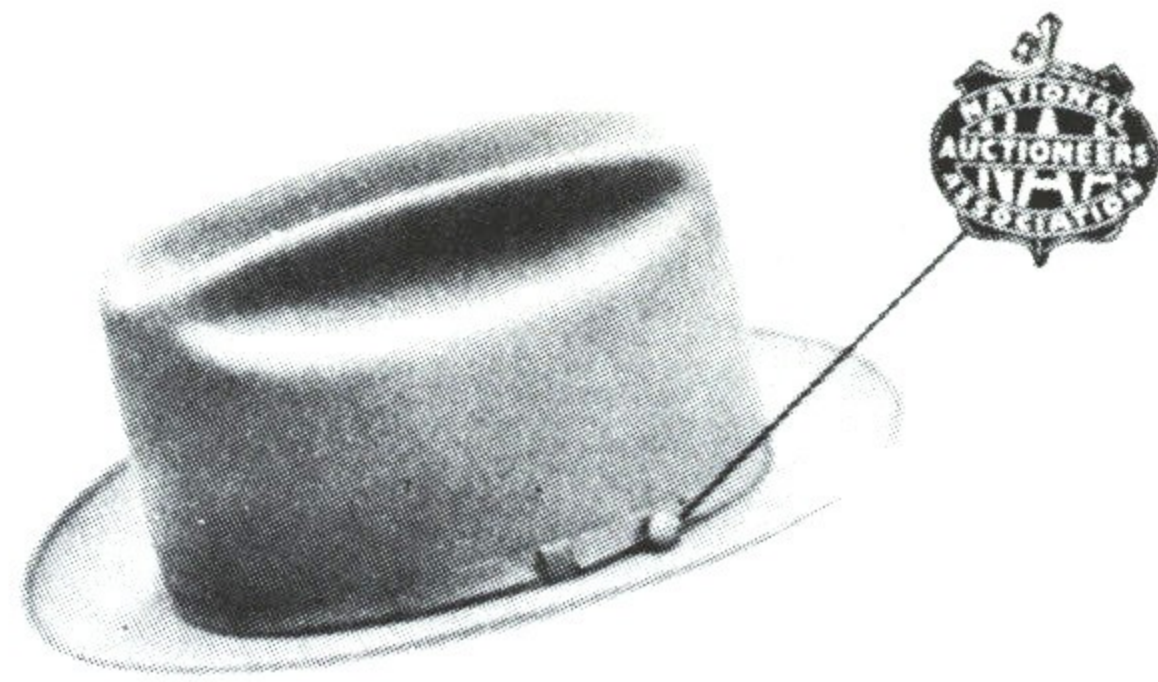


THE AUCTIONEER

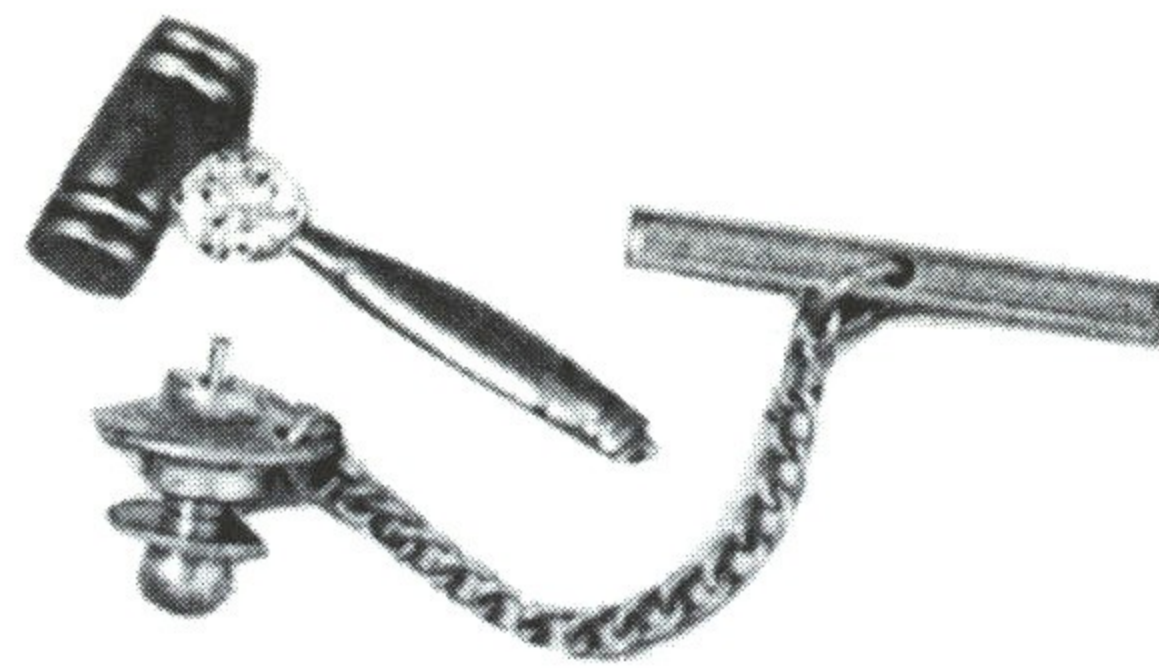
The Magazine of the National Auctioneers Association • October, 1976



Interest high, bidding spirited at South Carolina farm auction.
See story on page 5.



"AUCTIONEER HAT"



**"AUCTIONEER'S GAVEL"
TIE TACK**

IMPORTANT — PLEASE READ

Fellow Auctioneers:

As most of you know, I started supplying hats to many of you nearly ten years ago. This started out to be, as it still is, a hobby with me. I have shipped thousands of hats to every state in the union, Canada and England over the years and have had many, many letters of thanks from all over the country. I have enjoyed doing this and have managed to at least make expenses and sell the hats, jackets and patches at what I considered a reasonable price.

I am at a crossroad and I desperately need the help of all my hat customers as to the direction I should go. Here is the problem — when I first started selling hats we shipped them for \$11.95. At that time they were being manufactured by the Hat Corporation of America at a plant in Winchester, Tennessee, and the freight was nominal. So were the postal rates in shipping them to all the points in the country. All of you know what has happened because of inflation these past few years — the price of the hats has gone up 100% in the past 18 months. They are now made at the Stetson plant in St. Joseph, Missouri, and the freight to get them to me has gone up 300%. You have read in the Auctioneer Magazine that the advertising rates are going up with this issue. It has gone up 300% over what it cost me

eight months ago. I know I have more space than I did have under the old format but you can see what it is doing. The postal rates and united parcel rates are up and while many of you will say, "This is your problem", I have two choices — either get out of the business or go up on the price of the merchandise.

The Stetson people tell me the quality hat they make for me will be sold in the stores this year for \$30.00. The question is how much will all my valued customers over the years be willing to pay for the nice Silver Belly Felt Hat with the red satin lining and gold embossed NAA emblem in the crown? If I continue supplying them to you the least I can get by on will be \$22.95 plus tax. I will not know what the straw hats will be until later.

I am asking the factory to hold off on shipping my orders until I can hear from you, so will you please drop me a card, letter or communicate your thoughts to me in this matter.

I will ship what hats I now have in stock at the current prices on all orders received prior to October 10th. After October 10th, if enough of you tell me to stay in the business, all felt hats will be \$22.95 plus tax.

Thank you for indulging me this time to read and respond to this request.

The gavel itself is 14K "Solid gold"

with .15 high quality sparkling diamond	\$159.95
with .25 high quality sparkling diamond	\$219.95
Jackets w/4 color emblem (large, medium and extra large)	\$ 19.95
4-color Auctioneer Emblem	\$ 3.00
Car Coats w/Emblem	\$ 39.95

Add 4% sales tax

COLONEL W. CRAIG LAWING

5521 Belhaven Blvd.—Charlotte, N. C. 28208

Telephone: Area Code 704/ Office 399-6372

Home 399-3260

The Year Has A Busy Beginning . . .

President Erickson's New Year Begins With Traveling and 25 Auction Sales

Six weeks have already passed since our National Convention in St. Louis. It was an extremely memorable affair for Irene and I as I am sure it was for our immediate Past President Terry and Pat Dunning. The closing banquet was one of the nicest I have ever attended so I say "A special thanks" to the Co-Chairmen, Willard and Avis Arnaman and Ken and Marian Barnicle, of the convention. A special thanks to Harvey and Linda McCray for their arrangements and seating of this gala affair, and to the Missouri Association and all who had a part in it.

Irene and I express our thanks to everyone who have offered their congratulations both personal and written.

The past six weeks have been very busy with letter writing, telephone conversations, travel and conducting 25 auction sales since the convention. I have made a visit to our National Headquarters in Lincoln, Nebraska, where everything is going real well. They are very busy, but then that's the way we want them to be.

On September 10-11-12, Harvey McCray and I met in Seattle, Washington, where we spent considerable time with the personnel of the Olympic Hotel arranging for necessary rooms and even to the extent of making arrangements for the head tables. On Sunday, September 12, we met with the Washington Auctioneers Association. They have great plans for you to have an enjoyable time at the 1978 NAA Convention. This is beautiful country so be sure your convention plans include extra days to see it.

We spent Saturday evening at Robert Losey's Auction Barn. This was interesting and very enjoyable. Bob Losey, Chairman for the NAA Convention and his wife, Winona, are hard-working people and are dedicated to producing the

greatest convention the NAA has ever held. With the help of their association, this will happen.

Irene and I look forward to seeing many of you in the weeks and months ahead.

Lyle Erickson, President

FBI Issues Memo On Wanted Fugitive Who May Contact Auctioneers

Col. Robert Chaffee of Monson, Massachusetts received a memorandum from Clarence M. Kelley, Director of the Federal Bureau of Investigation. The memo is as follows:

TO WHOM IT MAY CONCERN:

The FBI is conducting an investigation to locate Bernard Charles Welch, Jr., who is being sought for unlawful interstate flight to avoid confinement for the crimes of burglary and grand larceny. Welch escaped from the New York State Penal System on September 2, 1974, and, allegedly while in escape status, has been involved in the theft and sale of considerable silverware, coins and antiques. In this regard, Welch reportedly has contacted auctioneers, antique dealers and numismatic exchanges in an effort to sell some of the stolen property. He is described as follows:

Race: White; Sex: Male; Date of Birth: April 28, 1940; Place of Birth: Rochester, New York; Height: 6'; Weight: 170 pounds; Hair: Brown; Eyes: Hazel; Occupation: Plumber; Social Security Number Used: 054-32-3781.

If you have any information which might be of assistance in locating this individual, immediately contact the nearest office of the FBI, the telephone number of which can be found on the first page of your telephone directory.

Your attention is directed to the fact that Welch is considered armed and dangerous. No action should be taken which would endanger anyone's safety. Your cooperation is deeply appreciated.

**Very truly yours,
Clarence M. Kelley, Director**

Fun Auction Results Increase Thanks to Massachusetts \$100

The members of the Massachusetts State Auctioneers Association voted to add a \$100 cash contribution to the 1976 St. Louis "Auctioneers in Action Auction (Fun Auction)" due to the fact that a Paul Revere bowl and two rhododendron plants failed to reach the convention on time for the auction.

At the opening meeting of the new year, the officers and directors of the Massachusetts Association voted unanimously to donate the \$100 with the hope that it will somehow make up for the failure of the bowl and two plants reaching Col. R. E. Voorheis, Fun Auction Chairman.

In a letter to Executive Director Harvey L. McCray, Massachusetts Association Secretary Albert A. Burke wrote: "May you credit Col. Voorheis' committee with the above amount of money and so convey to him our deepest regrets that our failure to follow up on our commitment went so far astray, but very severe personal causes created the embarrassment."

*** NAA DECALS ***

Order your NAA decals from the National Auctioneers Association, 135 Lakewood Drive, Lincoln, NE 68510. 4-inch — four for \$1.00 postpaid; 8-inch — \$1.50 each postpaid.

WANTED

**Hard Working, Fun Loving and
Educationally-Minded Auctioneers
and Families**

* * *

**Interviews to be Held
July 25-30, 1977
Olympic Hotel
5th & University
Seattle, Washington**

* * *

Direct inquiries to:

**Robert F. Losey, Sr.,
808 S. W. 4th Pl.,
Renton, WA 98055 . . .**

OR

**Harvey L. McCray,
NAA Executive Director,
135 Lakewood Dr.,
Lincoln, NE 68510**

THE AUCTIONEER

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.

Single copies: 60¢ each

Annual subscription rate: \$6.00 (11 issues)

Closing dates for advertising copy and all articles for publication is the 15th of the month preceding the issue, which is published on or near the first day of each month.

Advertising rate schedule and mechanical requirements information available on request. Advertising rates include:

	One (1) Time	Six (6) Times	Eleven (11) Times
One Page	\$110.00	\$100.00	\$95.00
Half Page	55.00	50.00	47.50
Quarter Page	27.50	25.00	23.75
Column Inch	6.00	6.00	6.00

Editorial and Executive Office: National Auctioneers Association, 135 Lakewood Drive, Lincoln, Nebraska 68510. Phone: 402 489-9356. Harvey L. McCray, Executive Director and Secretary of the Corporation; and Cheryl Griffith, Office Secretary.

National Auctioneers Association

Officers

President — Lyle Erickson, Box 239, Cresco, Iowa 52136. Bus. Phone: 319 547-3700

1st Vice President — Martin Higgenbotham, 1702 E. Edgewood Drive, Lakeland, Florida 33803. Bus. Phone: 813 688-6094

2nd Vice President — Harvey C. Lambright, 112 N. Detroit Street, LaGrange, Indiana 46761. Bus. Phone: 219 463-2012

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

Treasurer — Dean Fleming, Atkinson, Nebraska 68713. 402 925-2801

Directors

Terms Expiring 1979

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

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

William J. Josko, 3482 Post Road, Southport, Connecticut 06490. Bus. Phone: 203 255-1441

Forrest Mendenhall, Route 5, High Point, North Carolina 27263. Bus. Phone: 919 887-1165

Hubert D. Songer, 1602 Jones Blvd., Murfreesboro, Tennessee 37130. Bus. Phone: 615 893-0643

Terms Expiring 1978

Wylie S. Rittenhouse, 9 Derrick Avenue, Uniontown, Pennsylvania 15401. Bus. Phone: 412 438-0581

John P. O'Connor, 2916 Chippewa Drive, Owensboro, Kentucky 42301. Bus. Phone: 502 685-2000

Marvin L. Smith, Hanover Road, Silver Creek, New York 14136. Bus. Phone: 716 934-4875

Ed Huisman, 5212 Lemon Hill Avenue, Sacramento, California 95824. Bus. Phone: 916 422-2792

R. A. "Dick" Mader, Box 147, Gillette, Wyoming 82716. Bus. Phone: 307 682-3882

Terms Expiring 1977

Joseph W. Donahoe, 627 East Harriet Street, Darlington, Wisconsin 53530. Bus. Phone: 608 776-2156

Howard Buckles, Keosauqua, Iowa 52565. Bus. Phone: 319 293-3012

Dick Kane, Wisner, Nebraska 68791. Bus. Phone: 402 529-6785

Dale McPherson, R. R. 3, Box 40 B, Rapid City, South Dakota 57701. Bus. Phone: 605 348-1369

Ray Wallace, 1166 Texas Avenue, Shreveport, Louisiana 71109. Bus. Phone: 318 423-8129

Buckle Up for the NAA!

Buckle Up for the NAA with the belt buckle, in either brass or pewter finish, and identify your membership in the National Auctioneers Association. Send check or money order and order by number from:

National Auctioneers Association
135 Lakewood Drive
Lincoln, NE 68510

No. 76A Pewter finish Buckle, \$4.00 each, postpaid
No. 76B Brass finish Buckle, \$4.00 each, postpaid



Equipment Sale During 1975 Grosses \$375,000 for Moody

Immediate past NAA Director Archie D. Moody of Darlington, South Carolina, reports on a sale, held in November, 1975, which resulted in gross sales of \$375,000. Two thousand people were present when 26 tractors, 19 trucks and trailers and 100 pieces of farm machinery were sold by the Moody-Godley Auction Company. The farm was owned and operated by Billy Graham and was located in Olanta, South Carolina.

Included in the list of items were 11 diesel tractors, including two IHC 656 Diesels; a late model John Deere 4630 Diesel; six Ford 3000 Diesels, all late models and other tractors. A hydraulic backhoe, Caterpillar D6 with hydraulic blade and rops, a Case 580 backhoe and loader and Owatonna 1000 skid loader were included in the industrial equipment. Harvesting equipment was included, along with a complete radio system, much machinery and a variety of trucks and trailers.

Cover Photos . . .

Featured on this issue's cover is the Moody-Godley's equipment sale of the Billy Graham farm in November of 1975. The two cover photographs include Auctioneer Archie Moody calling for a bid on one of the pieces of equipment (upper left inset photo) and the enthusiastic crowd gathering around the next item to be sold by Auctioneers Moody and Godley.



OVER 2,000 PEOPLE gathered around auctioneer Archie Moody during the sale where 26 tractors, 19 trucks and trailers and 100 pieces of farm machinery were sold.

Seattle — Worthwhile to Visit For the 1977 NAA Convention

By Mary Witzel, Chairman
1977 Convention Publicity

Seattle — Like Heaven — 77. The melodious chant of the auctioneers from the Evergreen State of Washington is calling you to participate in the National Auctioneers Association Convention in Seattle at the Olympic Hotel, July 25-30, 1977. There are many attractions to make a trip to Seattle beneficial to you.

Step into the past as you explore the historic district of Pioneer Square. Because of the poor harbor at Alki Point, the original settlers came to Pioneer Square. Take the Underground Tour and see colorful, dramatic Old Seattle. Visit the Pioneer Square Wax Museum and gaze upon the greatest moments in history. See the Mercer Girls, Chief Sealth (for whom Seattle was named), Governor Isaac Newton, Dr. David Maynard, a scene of the Louisiana Purchase, and much more. The museum has 150 figures and 44 authentic scenes. Visit the Grand Central Building which contains 25 specialty shops filled with imports, crafts, restaurants, and galleries.

Or, if you prefer, start with the present and catch a glimpse of the future at the Seattle Center. The Seattle Center is situated on 74 acres and is the hub of entertainment, cultural expression, and recreation for children, teenagers, and adults. You will find the Fun Forest Amusement Park, a Food Circus Court and a chance to shop at the International Bazaar on the lower level or in the balcony boutique shops. Invention and creativity await you at the Pacific Science Center. Working exhibits and live demonstrations are found in five buildings. This huge complex includes Life Sciences, a Math Area, Astrospace, Spacearium, and Physical Sciences. See energy devices, outer space objects, and wave motion machines. There are more than 100 exhibits. For book and game lovers there is the Balcony Book and Gift Shop. Take the one minute trip to the top of the Space Needle to the observation deck. Dine luxuriously in the 600 foot Space Needle Restaurant which slowly revolves so that you have a tremendous view of the scenery from every direction.

Do not miss the opportunity of a lifetime to attend the National Auctioneers Convention in Seattle. Take home some new ideas for your auction business. Caring is sharing, and the auctioneers of the Evergreen State welcome the opportunity to share ideas, fellowship, and their beautiful state with you.

Why not join us for "Just A Touch of Heaven in 77!"



CONTAINER BUYERS

Visit One of Europe's Largest Wholesale Sources of Antiques. 6 Floors, Buy F.O.B. Antwerp, Belgium or We'll Select and Pay All Charges to Your Door. Low Prices, \$150.00 Full Price for Packing, Paper Work and Delivery of 20 Foot Containers to Antwerp Dock. **Write or Call Collect — LYNN WALTERS, CLACKAMAS, OREGON 97015, Phone 503-654-3000.**

Supplying Both East & West Coasts — Annual Volume Over \$1,000,000.00

When We Have This Kind Of Training Available, We Want YOU to Know About US!



Col. Mendenhall has conducted thousands of sales since 1950 of all types. Automobile auctions, Real estate, livestock, business liquidations, etc. All of our instructors are active, energetic and outstanding people. Training you receive from people like these help assure you of being successful. You will get advice from people that can help you.

We at Mendenhall believe that quality training makes a difference. The right kind of training makes a lot of difference in the performance of an auctioneer. We offer the best selection of outstanding, super qualified, instructors to be found in the nation.

We will teach you everything you need to know to become an accomplished auctioneer, including public speaking, voice control, how to get business, etc. During your two weeks of training here, you will receive in excess of 100 hours of professional instruction by 12 of the greatest auctioneers and instructors.

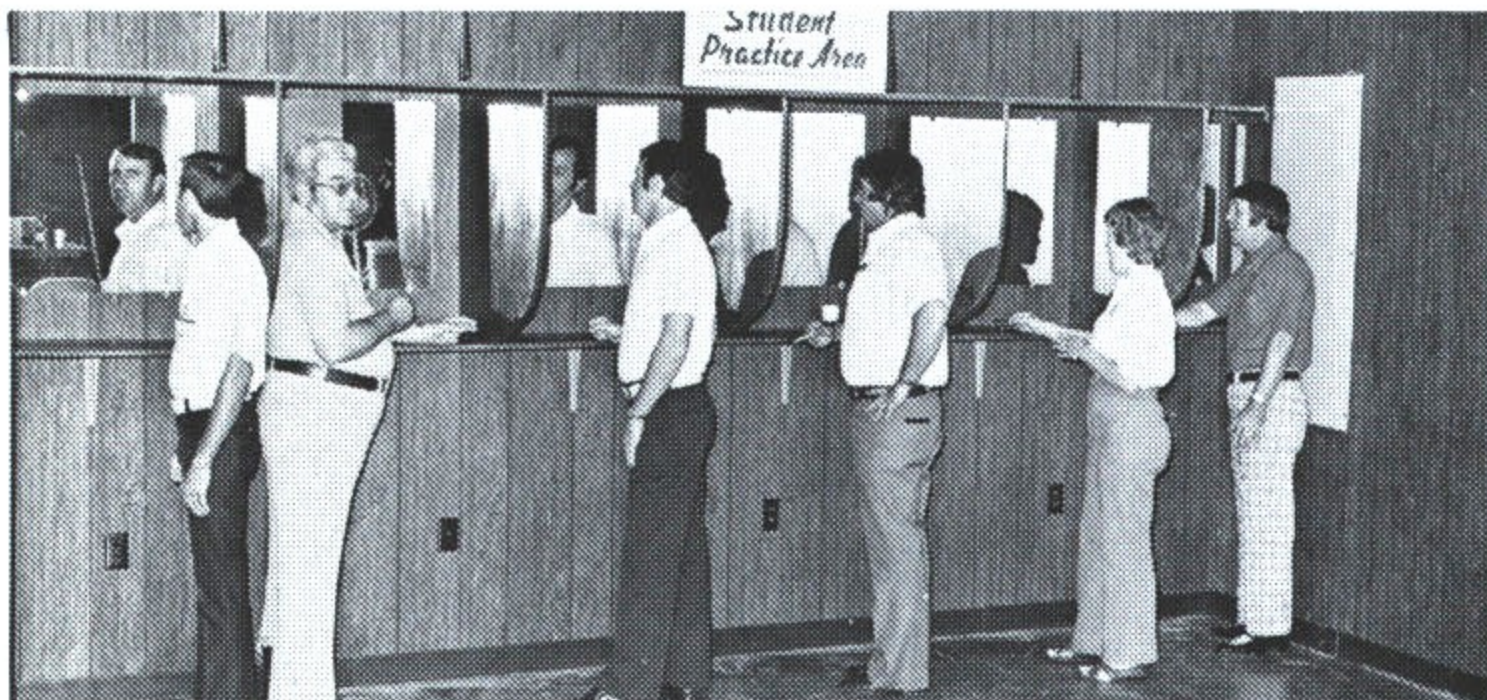
Any student that graduates from the Mendenhall School of Auctioneering may return at any time to further his education "free of charge". The better our students do, the greater our school.

Do as hundreds of others have done since 1962 — learn to be a successful AUCTIONEER AT MENDENHALL.

- **COL. FORREST MENDENHALL**
INSTRUCTOR IN BID CALLING — ADVERTISING — PUBLICITY
- **COL. JIMMY JONES**
High Point, North Carolina
GENERAL SALES; SALES, MANAGEMENT, AUTOMOBILE AUCTIONS
- **COL. BILL LANIER**
High Point, North Carolina
AUTOMOBILE AUCTIONS, RING WORK
- **COL. ARCHIE MOODY**
Darlington, South Carolina
LIVESTOCK, MACHINERY, FARM EQUIPMENT
- **COL. HERMAN CRAWFORD**
High Point, North Carolina
TOBACCO AUCTIONEER
- **COL. LARRY HEDRICK**
Statesville, North Carolina
GENERAL SALES, MANAGEMENT, LIQUIDATIONS, FARM SALES
- **COL. MORRIS FANNON**
Pennington Gap, Virginia
REGISTERED AND COMMERCIAL LIVESTOCK—BID CALLING—PUBLIC SPEAKING
- **HAROLD CRAVEN**
High Point, North Carolina
REALTOR
- **COL. JAKE HORNEY**
Wytheville, Virginia
REAL ESTATE AUCTIONS, PERSONAL PROPERTY AND COMMERCIAL SALES, ADVERTISING
- **COL. LEWIS COMPTON**
Martinsville, Virginia
SALESMANSHIP, ADVERTISING
- **COL. CARSON WOMACK**
Danville, Virginia
AUCTION HOUSES AND ANTIQUES
- **LOUIS FISHER, JR.**
High Point, North Carolina
ATTORNEY
LAWS GOVERNING AUCTIONS, ETC., BANKRUPTCY AND FORECLOSURE SALES
- **JOE BYERLY**
Greensboro, North Carolina
ANTIQUA SPECIALIST

Join the Auctioneer's Profession and Be Your Own Boss!

A combination of fine facilities and fantastic training will take you to the heights of your goal.



One of the many practice areas in the school. This type of training can only be had at Mendenhall.



The students in action at auction. You will learn to sell through actual selling experience.



MEMBER



**Write for Free Information
Today**



Mendenhall School of Auctioneering

U.S. Hwy. 29 & 70 (I-85) High Point, North Carolina 27263 Phone (919) 887-1165



Antique Cars — Auto Parts Bring Good Prices at Auction

Bidders from seven states gathered in Peoria, Illinois, on June 19 and 20 to attend one of the largest antique car and auto parts auctions in the midwest. Thousands of parts and 15 antique cars went on the auction block with Col. Glen Nordwall of Peoria conducting the auction.

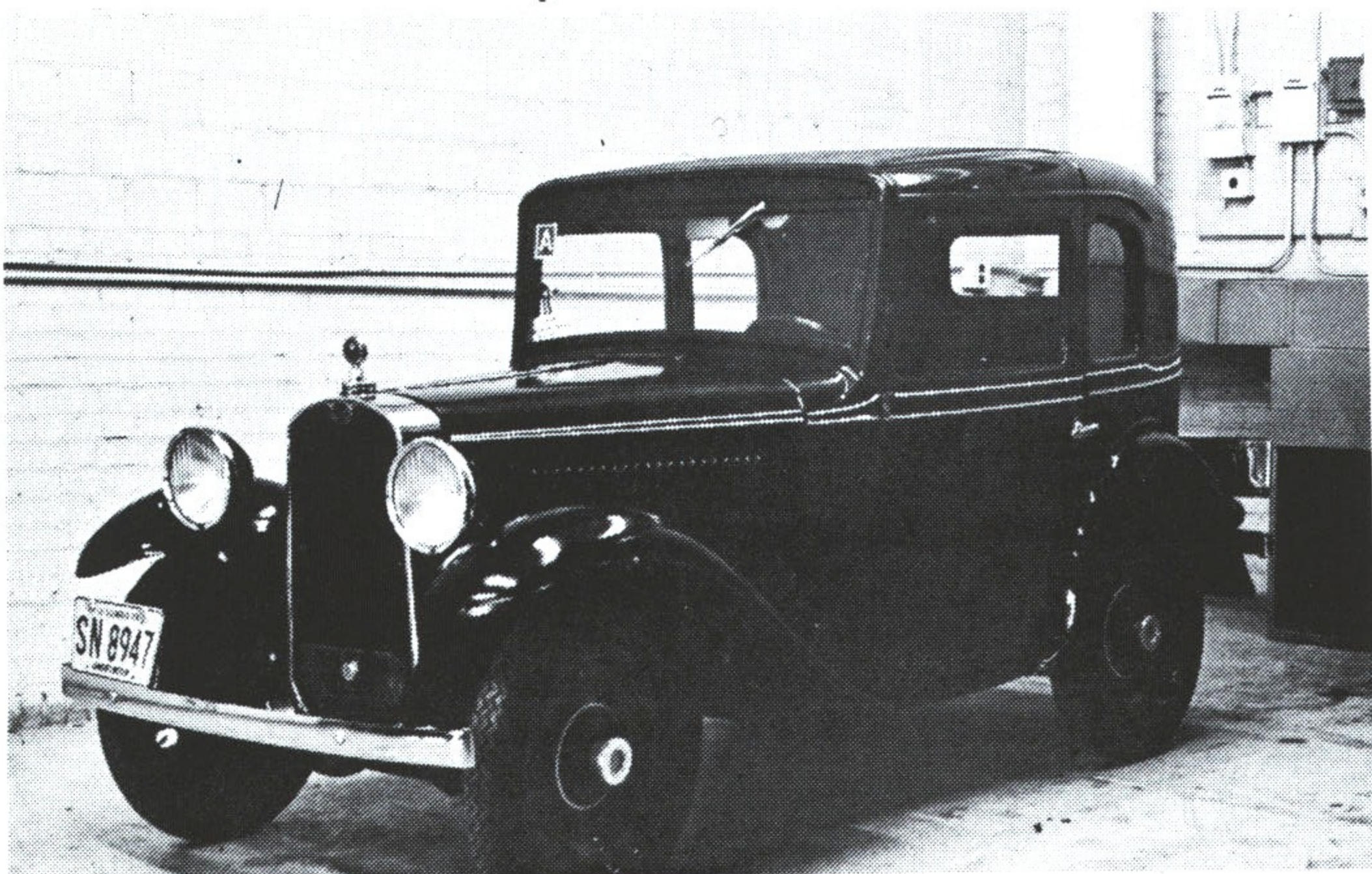
Some bidders came from as far away as Colorado, Maryland, Texas, Tennessee, Iowa, Kentucky, Pennsylvania, Kansas, Indiana, New York and Illinois. Prices for some of the items sold were \$250 for a set of 1912 Illinois license plates and \$210 for a single rear 1911 license plate. Three brass radiators for Model T's sold for between \$300 and \$320 each. A set of four antique wheels and two tires sold for \$480. One set of brass lanterns sold for \$200. Some of the cars that were sold were: 1934 American Bantam for \$3500; 1926 Model T Coupe for \$2300; 1926 Model T Touring car for \$2300; and a 1927 Model T Roadster Truck went for \$2000.

The more than 1400 lots went on the auction block Saturday and Sunday with the cars being sold at 2:00 P.M. on Sunday to conclude the auction.

**Mike Nordwall
Peoria, Illinois**



THE 1926 Model T Ford coupe sold for \$2,300 at the Glen Nordwall auction in Peoria, Illinois. Sold also, for \$3,500, was the American Bantam (pictured below).



RESPONSIBLE PERSON

Employer: "For this job, we need a very responsible person."

Applicant: "I'm your man! On all my other jobs, every time something went wrong, they always said I was responsible!"

Kansas City Sertoman

Land Auction in Iowa Grosses \$1.5 Million

The price of \$2,210 per acre was bid and paid by the Kruger Seed Co. during the land auction, conducted by the McGuire Auction Company, Holstein, Iowa. The 697-acre farm was being sold to settle the Elva Miller estate and the auction was held on June 24, 1976.

The sale total of \$1,539,682 for a single tract of land is a record for that area of Iowa and a high for the McGuire Auction Company, Inc., in both volume and per acre.

The McGuire family has been selling real estate throughout the Iowa and midwest area since 1888 from their Holstein. They hold a number of record price per acre land sales in several counties in Northwest Iowa for farms sold over the last year.

Out of the 696 total acres, 669 were tillable. Four parcels in the Sherman Township of Pocahontas County were sold. The highest bidder was given the choice of any parcel, combination of parcels or the entire unit. Parcel No. 1 is a top producing unimproved 188.42 acres, with 184 tillable acres. Parcel No. 2 in an improved 188.26 acres with 179 tillable acres. Improvements include a 48' double crib with nine-foot sides; 10-foot alleyway and overhead binds, double garage with cement floor; 3,200 bushel steel bin on cement; 2,600 bushel wooden granary; 2,000 bushel wire ear corn crib and a good deep well with pressure system.

Parcel No. 3 is an improved 160 acres with approximately 151 tillable acres. It included a five-bedroom house. Outbuildings include a two-car garage, tool shop, fully cemented hip roof barn with lean-to cattle shed, hog house, cattle shed, 42-foot double crib with overhead bins; three machine sheds; two 2,000-bushel bins and a good 300-foot well with pressure system.

Parcel No. 4 is an unimproved 160 acres with 155 tillable acres. The entire unit of 669 tillable acres has a 239 acre feed grain allotment and 118 bushel productivity rating.

Oklahoma Association Conducts First Educational Conference

The Oklahoma State Auctioneers Association sponsored Oklahoma's first Educational Conference at Oklahoma State University at Stillwater on August 14-15, 1976. The conference was open to all OSAA members and non-member auctioneers and their spouses.

In the words of OSAA President Paul Alford, "It was great! The seminar was a tremendous success. The instruction was excellent; the food and hospitality were tremendous; and the fellowship, with all of the auctioneers, was great as usual.

"Our deepest appreciation to Col. Jay Blodgett for the work he did in making all the plans and putting on such a fine educational program. I want to personally thank each auctioneer who had a part, either in helping or just being present. I also would not forget to thank the lovely ladies who had a part in the seminar. Their presence made for a much more enjoyable and pleasant program.

"At the business meeting on Sunday it was voted by the Association to hold another seminar some time during the first quarter of 1977; the Oklahoma State University being the site.

"I feel that the experience gained from the first adventure will enlighten the instructors as well as our own people and enable us to cover even more subjects in a more adaptable manner. Col. Jay Blodgett has again agreed to head this educational program.

"I also want to say thank you to the membership for giving their unanimous support of the Regional division of the state. We now have five Presidential Advisors, who are: Southeast Region — Orval Free, McAlister; Southwest Region — R. D. Bentley, Lawton; Northeast Region — Dutch Voss,

Stillwater; Northwest — Norman Wilmeth, Guymon; and Central Region — Joan Curry, Spencer.

"These advisors will be contacting the association members as well as non-members in their area, explaining in detail their plans for their region. If you as an auctioneer need any kind of help, please contact your advisor.

"I was able to attend the National Convention in St. Louis and received a great amount of knowledge and fellowship from other state auctioneers. Being somewhat prejudiced, perhaps, and yet being truthful, I feel that we, the OSAA, can rightfully be proud of our fine organization. It rates among the top, according to the reports given at the various meetings."

The news from Oklahoma was condensed from a newsletter President Alford to his state membership, which was submitted to the NAA Office by OSAA "Auction-Aire" editor, Jim Thompson.

Eighteenth Annual Convention Held By Tennessee Auctioneers Association

**By Hubert D. Songer, Secretary
Tennessee Auctioneers Association**

The Eighteenth Annual Convention of the Tennessee Auctioneers Association was held in Gatlinburg, Tennessee, on Sunday and Monday, June 13 and 14. Ninety-one member auctioneers with their families were in attendance, making a total attendance of 173.

Registration began early Sunday morning, followed by church services and, or, just visiting the interesting sights of Gatlinburg and its many attractions.

Sunday afternoon's activities were highlighted by a golf tournament at the Pigeon Forge golf course, with Roger

Songer carrying off the honors, and a horseshoe tournament. The horseshoe tournament was a double elimination team tournament won by Eulan Hooper and Hubert Songer, who were undefeated.

Jimmy Moore, author, photographer and film director for the Hee Haw television show, provided the entertainment at the Sunday evening banquet. Mr. Moore provided a most enjoyable, entertaining program.

Monday's activities were devoted to the business of the convention and to the Fun Auction.

The following officers were elected for the 1976-77 year: President: Marvin Alexander, Martin, TN

Vice President — West: Terry Evans, Lawrenceburg, TN

Vice President — Middle: Dan Caffey, Murfreesboro, TN

Vice President — East: Bob Douglas, Jonesboro, TN

Director for 3 years: George Miller, Jr., Newport, TN

Recommendation for Commission: Lloyd Nevels, Goodlettsville, TN

The Fun Auction was held on the lawn of the Howard Johnson Motel in Gatlinburg. The Fun Auction was highlighted by the sale of a quilt provided by the Ladies Auxiliary, consisting of squares provided by various auctioneers. The quilt was auctioned and was purchased for \$800.00 by Jasper Jones of the Delta Auction Company in Memphis.

A thirteen-star flag knitted and donated by Mildred Songer was purchased by Jim Stevens at the bid price of \$200.00.

The Fun Auction totaled \$900.75 for the T.A.A. and \$867.00 for the Ladies Auxiliary.

The December Mid-Year meeting of the T.A.A. will be Sunday, December 5, and Monday, December 6, at the Hilton Airport Inn in Nashville. In addition, there will be a seminar for all auctioneers on Tuesday, December 7. Please place these dates on your calendar.



NASHVILLE AUCTION SCHOOL

**Enroll Now!
5 TERMS YEARLY**

1st Monday in February

3rd Monday in April

1st Monday in July

3rd Monday in September

1st Monday in November

6 REASONS WHY YOU SHOULD ATTEND

NASHVILLE AUCTION SCHOOL

1. All our instructors are Professional Auctioneers who are actively engaged in the Auction profession and are experts in their fields.
2. We have the most modern teaching aids including video tape closed circuit T.V.
3. Our tuition is only \$275.00 which includes lodging, instructors and instructional materials.
4. We are approved by the Tennessee Department of Education and approved for Veterans training.
5. We are located in Music City, U.S.A., Nashville, Tennessee, which has many activities including the Grand Ole Opry, Opryland and Country Music Hall of Fame.
6. We have a term beginning soon that will fit your plans.

*** Write now for a free catalog or
call (615) 762-5534! ***

NASHVILLE AUCTION SCHOOL

**1921 West End Ave.
Nashville, TN 37203**

Charlie Gay's



DEALER AUCTION

Every **MONDAY 10 A.M.**

2550 Shorter Avenue (Ga. Hwy 20 West)

ROME, GEORGIA

PHONE (404) 234-5946

PHONE (404) 232-9174

This is an absolute auction and is for the Disposal of Bankrupt Goods - Overruns - Dead Stock - Unclaimed Freight - Salvage - Import Goods - etc.

ALL NEW MERCHANDISE SOLD — LARGE AND SMALL LOTS

NO JUNK

10 PERCENT COMMISSION CHARGED ON ALL SALES ON PREMISES

Terms of Payment: Cash or Certified Check

We Act As Agents Only and Make No Guarantees Of Seller's Merchandise

For More Information Call Charlie Gay (404) 234-5946

Legislative Committee Prepares Sum Of State License Laws for Auctioneers

The 1975-76 Legislative Committee of the NAA, under the chairmanship of then 2nd Vice President Marty Higgenbotham, has compiled information about the auctioneering laws in the states. The information is not complete due to the fact that after numerous inquiries Chairman Higgenbotham did not receive any responses from some states. If the summary does not show the complete information on a particular state and if the laws are available thru another source, the information will be appreciated — either send them to Marty Higgenbotham or Executive Director Harvey McCray for an update on the information submitted.

The following NAA members also served on the 1975-76 Legislative Committee with Chairman Higgenbotham: Russell Kruse, Ben Weschler, Merle Straw, Mike Gordon, Wayne Kessler and Craig Lawing.

The Board of Directors of the NAA has gone on record to make it clear that it is not for or against license laws, but is making information available to the many auctioneers who have requested it. The is the purpose of the summary.

To read the summary correctly, following each state will be a statement, which was obtained from the material submitted to Chairman Higgenbotham after his inquiry was mailed to the respective state. If the material was incorrectly interpreted or the laws have been revised since the material was submitted, please send the corrected material to the NAA Office immediately for immediate publication in the next issue of THE AUCTIONEER Magazine.

ALABAMA — yes. Application for licenses; written application made to the State Board of Auctioneers; to apply must be 21 or older; apprentice auctioneer — 18 or older; must have completed accredited auctioneering school and served one year as an apprentice auctioneer in this state; must also have been principle auctioneer in at least five auctions. Non-resident: May become auctioneer or apprentice auctioneer in this state by conforming to the provisions of this act.

ALASKA — no. No specific auctioneer's license law necessary, but all businesses are required to have a license. Licenses are applied for upon forms from the Commissioner of Revenue.

ARIZONA — no. Auction laws are covered in a variety of places and the Arizona revised statutes are on record in your state law library.

ARKASAS — yes. License required.

CALIFORNIA — no. Does not have any auction license laws.

COLORADO — no. Information not complete.

CONNECTICUT — no. License required from the selectman of each town, who may issue such licenses; if the charter or ordinances of any city or borough do not authorize any person or persons to issue such licenses, the mayor of such city or the warden of the borough may issue the same; no license unless an application in writing has been made and filed with one of the selectman or with the authority authorized by law to issue such license at least three days before the issue thereof.

DELAWARE — no. Non-resident auctioneers charged \$150 for each county in which he acts as an auctioneer.

DISTRICT OF COLUMBIA — no response on inquiry.

FLORIDA — no law requiring the licensing of auctioneers; however, occupational licenses necessary in the county where the business is located.

GEORGIA — auctioneers and apprentice auctioneers license required; application obtained from Georgia Auctioneers Commission; must be 18 or older; must take and pass an examination; fees charged; non-residents may acquire license.

HAWAII — auctioneers regulated by counties.

IDAHO — no response on inquiry.

ILLINOIS — no response on inquiry.

INDIANA — license required; application obtained from

Auctioneer Commission within 90 days of the effective date of this act (June 10, 1970); completed forms must be on file in the office of the Commission at least thirty (30) days prior to an examination date; all other papers including the required bond on file at least five (5) days prior to such exam. Non-resident may be licensed as auctioneer upon complying with regulations of the Commission.

IOWA — license required; ten days prior to auction, must be filed with the board of supervisors of the county wherein it is proposed to hold such an auction.

KANSAS — no response on inquiry.

KENTUCKY — license required for auctioneers and apprentice auctioneers from Board of Auctioneers. Must pass examination held four times annually; applicants must be 18 or older and have served a bona fide apprenticeship for a period of one year as an apprentice auctioneer in Kentucky. Non-residents must pay issuance fee.

LOUISIANA — information not adequate.

MAINE — residents over 18 required to submit evidence of good moral character and satisfy the Secretary of State, or an agent designated by him, that he holds and has knowledge of the laws of this state pertaining to auctions. Non-residents must obtain auctioneer's license, issued by Secretary of State, provided the state in which he resides permits a non-resident to be issued a license.

MARYLAND — auctioneer shall be required to take out a license in the summer as resident trades; any county or city may require additional local licenses, obtainable from Clerk of the Circuit Court of the county.

MASSACHUSETTS — individual towns and cities have their own rules and regulations.

MICHIGAN — license obtained by delivering bond to treasurer of resident's county, with two or more sureties.

MINNESOTA — license obtained from county auditor; must be 18 and resident of county six months; non-residents may be licensed upon compliance with state laws; copy of license from home state must be submitted to county auditor with his application.

MISSISSIPPI — license required; jewelry auction sales regulated.

MISSOURI — no specific regulations at this time.

MONTANA — file application with treasurer of the county in this state. Application filed not less than ten (10) full days prior to the day the said auction is to be held.

NEBRASKA — no state licensing requirements for auctioneers in this state.

NEVADA — no response on inquiry.

NEW HAMPSHIRE — license required; good reputations for qualifications; non-resident granted such license if the state of his residence extends identical licensing privileges to residents of this state and if he conforms to all provisions of the law; before obtaining license he shall file with Secretary of the State his irrevocable consent that suits and actions arising against him in this state out of his acts as an auctioneer may be commenced upon him by service of process upon the Secretary of State.

NEW JERSEY — no license at the moment; each town and city has their own ordinance.

NEW YORK — no response on inquiry.

NORTH CAROLINA — no response on inquiry.

NORTH DAKOTA — license for auctioneer and clerk required with public service commission; applications filed at least ten (10) days prior to sale; non-resident auctioneers and clerks, upon complying with the foregoing requirements, may conduct sales within the state and shall be subject to same requirements of law as residents.

OHIO — license necessary from Department of Commerce; must serve as licensed apprentice auctioneer for at least one (1) year within this state; license for apprentice auctioneers and new auctioneers filed with Division of Licensing, Department of Commerce; non-residents file for license with same department.

OKLAHOMA — license required from treasurer of the county in this state in which the auction is being held; application shall be filed not less than (10) days prior to the day of sale.

OREGON — apply for license to the office of the Secretary of State; auctioneer trainee license issued to person under age of 21.

PENNSYLVANIA — person engaged in auctioneering profession for two (2) years or more may be issued an auctioneer's license; application of such license shall be made to the Board of Auctioneers Examiners; special licenses to out-of-state auctioneers; application for licenses as apprentice auctioneers shall be made to the same board.

RHODE ISLAND — no response on inquiry.

SOUTH CAROLINA — no response on inquiry.

SOUTH DAKOTA — each municipality has power to license, tax and regulate auctioneers; reciprocal privileges extended to auctioneers of state not requiring licenses.

TENNESSEE — license required; auctioneer or apprentice auctioneer shall make written application to Tennessee Auctioneer Commission; must be 18 and have served as apprentice for one (1) year; non-resident auctioneer and apprentice auctioneer licenses granted.

TEXAS — auctioneers' licenses must be obtained from Texas Department of Labor and Standards; student auctioneer must be supervised by licensed auctioneers; non-residents must file with the commissioner for a license.

UTAH — no response on inquiry.

VERMONT — Secretary of State may license resident and non-resident auctioneers.

VIRGINIA — applications for licenses obtained from Commissioner.

VIRGIN ISLANDS — no response on inquiry.

WASHINGTON — auctioneer's license is not issued.

WEST VIRGINIA — need license to serve as auctioneer; application should be made on forms furnished to Commissioner.

WISCONSIN — information not adequate.

WYOMING — information not adequate.

*** NAA DECALS ***

Order your NAA decals from the National Auctioneers Association, 135 Lakewood Drive, Lincoln, NE 68510. 4-inch — four for \$1.00 postpaid; 8-inch — \$1.50 each postpaid.

Papal Tapestry for Sale But Minimum Bid Not Met

A \$150,000 tapestry, commissioned as a present for the late Pope Pius XII was put on the auction block in Dover, New Jersey, in Berman's Barn, but the minimum bid of \$30,000 was not met and the tapestry was donated to the Vatican. One of the problems was that the tapestry was too large and religious to go in most homes, but Col. Berman was in hopes of having it purchased by a church or museum.

Also auctioned during the highly publicized sale were many antiques, which included a Tiffany lamp which sold for \$1,600 and a Moreau bronze, which sold for \$800. The cut glass sold during the sale went exceptionally well and Col. Berman has gained a fine reputation in the cut and art glass field.

BRITTEN AUCTION ACADEMY

P.O. Drawer B, Bryan, Tex. 77801

Approved by Texas Education Agency

The School of Distinction

ANTIQUES

ANTIQUES

ANTIQUES

WE SELL (Ideal Auction Sale Goods)

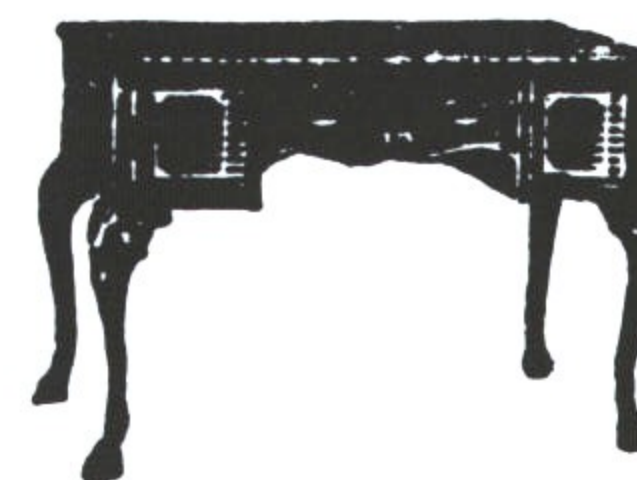
40 ft. containers supplied with varied selection of furniture, bric-a-brac, China glass ware — over 250 lots in every shipment. We do not ship unsaleable or broken items. We have many very satisfied customers. Why not take this opportunity and order your first shipment today?



Complete Assorted 40 Ft. Containers Sold Outright. Delivered Within Six Weeks of Placing Your Order.

For Complete Details,
Please Write To . . .

Leslie Swainbank Antiques Inc.



World Wide Antique Exporters

34 Church Rd., Roby,
Nr. Liverpool, L36 9TD
Lancashire, England
Telephone 051-489 1142

What's new for auctioneers?

National classified in The New York Times!



Now! You can order your advertising in the Auction Sales columns of The New York Times to appear nationally—in all 900,000 copies distributed coast to coast—Monday through Friday.

The new national classified costs only 70 cents a line, commissionable, added to the regular Auction Sales rate.

You'll reach not only the 2,342,000 weekday Times readers throughout the New York area, but 598,000 more readers in other cities and towns across the United States.

Weekday Times readers have money to spend. Their median household income is 71 percent higher than the national figure. They mean business for you . . . can set the pace and the prices. And they'll make it their business to be where you're selling.

For more information or to reserve advertising space, write or call

The New York Times

Auction Advertising Department
229 West 43d Street, New York, N.Y. 10036
Tel. (212) 556-1986

Other advertising offices of The New York Times

Boston: 84 State St., 02109; (617) 227-7820

Chicago: 233 N. Michigan Ave., 60601;
(312) 565-0969

Detroit: 211 West Fort St., 48226;
(313) 962-8484

Los Angeles: 900 Wilshire Blvd., 90017;
(213) 628-3143

Miami: Dupont Plaza Center, 33131;
(305) 379-1601

Philadelphia: Phila. Nat'l. Bank Bldg., 19107;
(215) LO 8-0280

**ANNOUNCING
THE NEW SHOW ROOM
AND WAREHOUSE FOR . . .**

**ABLE
DISTRIBUTING CO.**

Formerly Martin Distributing Co.

**1211 West 9th Street
Cleveland, OH 44113**

***Wholesalers of cutlery, appliances, jewelry,
radios, stereos and CBs. General merchandise.***

***Closeouts for wholesalers, retailers, auction-
eers, charitable organizations.***

**Ken Gouldner
Phone: (216) 523-1940**

***Open Weekdays: 8 AM — 5 PM;
Saturday & Sunday: 8 AM — NOON***

Register Now for the . . .

1977 Seminars in New York City and Kansas City

Registrations for the 1977 National Auctioneers Association Seminars will be received on a first-come, first served basis and registrants will be confirmed in the order in which their registration fees are received in the NAA Office.

Two locations have been established for the 1977 winter Seminars — New York City at the Biltmore Hotel on January 10-11-12 — and Kansas City, Missouri, at the Radisson Muehlebach Hotel on February 28-March 1-2.

Tuition rates for each session are \$60.00, or choose the special rate of \$150 for the three sessions (includes bid calling). Spouses may attend classes at one-half the regular NAA member rate.

Classes will be limited and will fill up fast. Use the registration form, printed below, and be sure and indicate which Seminar you wish to attend.

Hotel accommodations will be reserved for you by Executive Director Harvey L. McCray, so you must complete the form if you wish to receive the special NAA Seminars room rate. If you desire to share a room with another auctioneer of your choosing, make certain you indicate the name of the auctioneer with whom you are sharing a room. Please indicate the

number of persons who will be sharing a room with you; the arrival and departure dates — all rooms will be guaranteed and rooms must be reserved well in advance to protect those attending the NAA Seminars.

Registration fees must be included with each registration submitted. No room deposit is required, but reservations should be made at least one month in advance of the Seminar you are attending. Send all Registration fees and completed forms to: Harvey L. McCray, Executive Director, National Auctioneers Association, 135 Lakewood Drive, Lincoln, NE 68510.

The Seminar instructors will be announced in a future issue of **THE AUCTIONEER** — assignments now are being confirmed by 1st Vice President Marty Higgenbotham, Chairman.

Join the interested auctioneer and learn more about your profession at the 1977 NAA Seminars — New York City, January 10-11-12 and Kansas City, February 28-March 1-2. The instructors will be selected due to their expertise in the profession and who are willing to share their experiences and talents with NAA members who want to sell more at better prices — at auction!

Registration Form for New York City Seminar — January 10-12, 1977

Enclosed is my check in the amount of \$_____ for registration to the New York City Seminar, January 10-11-12 — Biltmore Hotel (please insert checkmark where applicable):

_____Monday, January 10 — Real Estate with special emphasis on commercial sales.

_____I prefer the Monday evening Bid Calling Seminar.

_____Tuesday, January 11 — Government and state-owned property liquidations, including SBA (Small Business Administration) sales.

_____I prefer the Tuesday evening Bid Calling Seminar.

_____Wednesday, January 12 — Fine arts and antiques.

Reserve the following accommodations for me at the Biltmore Hotel, Madison Avenue at 43rd Street, at the following room rates:

_____Single room @ \$32.000 per person per night: Day, Time and Date of Arrival _____
_____; Day, Time and Date of Departure _____.

_____Double or _____ Twin room @ \$40.00 per night to share with _____
Day, Time and Date of Arrival _____; Day, Time and Date of
Departure _____.

Above rates do not include 8% sales tax and \$1.00 per night occupancy tax.

Name _____

Firm _____

Street _____

City _____ State _____ Zip _____

Lyle Erickson Chose NAA Members To Serve on 1976-77 Committees

Following his election as President of the National Auctioneers Association at the 1976 St. Louis Convention, Lyle Erickson announced his committee appointments at the Board of Directors meeting. The committee appointments were not complete, as President Erickson wanted to offer many NAA members the opportunity to serve if they were interested.

Here is the list of committee appointments as announced by President Erickson for the 1976-77 NAA year:

PUBLIC RELATIONS AND PROMOTION — General Chairman, C. P. Terry Dunning.

This committee also to include the following divisions:

Publications — Howard Buckles, Chairman; and R. A. "Dick" Mader;

Advertising — Marvin Smith, Chairman; and Forrest Mendenhall;

Awards — Ed Huisman, Chairman; and William "Bill" Josko;

Plaques — John O'Connor, Chairman; and Wayne Ediger;

Film — Harvey Lambright, Chairman; Dick Kane, C. P. Terry Dunning, Merle Straw and Ford Good;

National Auctioneers Week — Dale McPherson, Chairman; and Hubert Songer;

State Officers' Workshop — C. P. Terry Dunning, Chairman; and Wylie Rittenhouse.

RESOLUTIONS — Joe Donahoe, Chairman; R. A. "Dick" Mader and Hubert Songer.

GRIEVANCES — R. A. "Dick" Mader, Chairman; Joe Donahoe and Hubert Songer.

EDUCATION — Harvey Lambright, Chairman; Dean Fleming, R. A. "Dick" Mader, Dale McPherson, Forrest Mendenhall, George Michael, Vernell Johnson and Merle Straw.

MEMBERSHIP — Marty Higgenbotham, Chairman; Marvin Smith, Ed Huisman and Wayne Ediger.

INSURANCE — John O'Connor, Chairman; Wylie Rittenhouse, Dale McPherson and William "Bill" Josko.

LAWS & REGULATIONS (to include Legislation and Policies & Procedures) — Marty Higgenbotham, Chairman; Ed Huisman, Ray Wallace, William "Bill" Josko, Craig Lawing, Russell Kruse, Wayne Kessler, Pete Stewart, John L. Gross, Douglas P. Bilodeau and Bill E. Cooke.

BUDGET & AUDIT — Wylie Rittenhouse, Chairman; Dick Kane, Howard Buckles, Harvey McCray and Dean Fleming.

CONVENTION — Robert F. Losey, Sr., Chairman; Lyle Erickson, Marty Higgenbotham, Harvey Lambright, John O'Connor, Joe Donahoe, Dean Fleming, Morris Fannon and Harvey McCray.

EXECUTIVE — Lyle Erickson, Chairman; Marty Higgenbotham, Harvey Lambright, C. P. Terry Dunning, Wylie Rittenhouse and Harvey McCray.

NOMINATING — C. P. Terry Dunning, Chairman; Wylie Rittenhouse, Joe Donahoe, Leland Dudley and Howard Roland.

President Erickson received approval of the Board of Directors for the rehiring of Treasurer Dean Fleming. The Board of Directors also announced that the title of Executive Director will be given to NAA Secretary Harvey L. McCray, who as prescribed in the Articles of Incorporation, will continue to serve as Secretary of the corporation of the National Auctioneers Association.

Registration Form for Kansas City Seminar — February 28-March 1, 1977

Enclosed is my check in the amount of \$_____ for registration to the Kansas City Seminar, February 28-March 1-2 at the Radisson Muehlebach Hotel (please insert checkmark where applicable):

_____Monday, February 28 — Real estate with emphasis on farm acreage auctions.

_____I prefer the Monday evening Bid Calling Seminar.

_____Tuesday, March 1 — Heavy equipment and farm machinery at auction.

_____I prefer the Tuesday evening Bid Calling Seminar.

_____Wednesday, March 2 — Antiques with emphasis on primitives and consignment auctions.

Reserve the following accommodations for me at the Radisson Muehlebach Hotel, Baltimore at 12th Street, at the following room rates:

_____Single room @ \$26 per person per night: Day, Time and Date of Arrival_____

_____; Day, Time and Date of Departure_____.

_____Double or _____Twin room @ \$33 per night to share with_____;

_____Day, Time and Date of Arrival_____; Day, Time and Date of

_____Departure_____.

Above rates do not include 7½% local taxes.

Name_____

Firm_____

Street_____

City_____ State_____ Zip_____

PHONE
(312)
342-3600

A. MARCUS CO.
2418 W. NORTH AVE.
CHICAGO, ILL. 60647
WHOLESALE MERCHANDISE

PHONE
(312)
342-3600

ESTABLISHED 1908

Auctioneers largest supplier of National Brands — Close Out and Promotional merchandise. Complete lines of Nationally advertised brands. Names such as "Black & Decker", "Skil", "Rockwell", "Chicago Pneumatic", "Rodac", "Wilton Vise", "Coleman Cable", "Sunbeam", "Cannon Mills", "Sharp Electronic", "G.E.", "Proctor-Silex", to name only a few.

In addition to our regular lines of merchandise, we are constantly receiving large quantities of closeout merchandise of all types. Everything from tools to towels can be had at prices much lower than their original cost. Our three floors are well stocked with **electric, hand, and air tools, appliances, radios, watches, stereos, etc.**

Come to our showrooms and see samples of the above mentioned merchandise. If you are unable to visit us here in Chicago then write or phone us at our expense. We will be happy to send you a sample order — or describe in detail some of the outstanding values. **All merchandise is fully guaranteed over the counter replacement on all defective merchandise.**

All merchandise shipped on same day order is received. One stop will cover your every need from the Largest Complete Stock to your smallest fillin. We are here to help you. make 1976 your biggest year. — Write for our FREE Catalog.

We Offer You
NO GIFTS — GIMMICKS OR GLAMOUR
Satisfaction is our greatest Asset

PHONE
(312)
342-3600

A. MARCUS CO.
2418 W. NORTH AVE.
CHICAGO, ILL. 60647
WHOLESALE MERCHANDISE

PHONE
(312)
342-3600

August Graduates of the Reppert Auction School



THE CLASS PHOTOGRAPH of the August, 1976 Reppert School of Auctioneering students includes left to right: Seated — (Instructors) Robert S. Anderson, Lawyer, IN; Paul Martin, PA; Phil Neuenschwander, IN; Roland Reppert, M.D., Owner and President; Q. R. Chaffee, Dean of School, PA; Ed Sprunger, IN; Ron Chaffee, PA. First row — Tracy R. Kindle, OH; F. Clair Sinclair, Jr., PA; Lyndon Hutchings, Calgary, Alberta, Canada; Stephen Hutnick, PA; Eric Aeschliman, IN; John H. Landsiedel, OH; Patricia A. Sholiton, OH; Sandra L. Collette, CT; Margaret A. Donahue, OH; Darlene M. Singer, NY; Terry J. Dale, NC; Ruby Barthauer, OH; Mark A. Oberly, MI; Harry E. Morris, PA; D. L. Grenell, MI; Ted P. Langer, IN. Second row — Scott H. Dowling, IL; Mark W. Doede, WI; Edward M. Kobelak, PA; James W. Davis, IN; Craig W. Neighbors, IL; Charles F. Harris, AR; Charles L. Blake, IN; Daniel Lee Surratt, VA; James R. Smith, Pr., VA; Roger A. Howell, OH; Richard G. Walker, MI; Danny Milburn, IN; Thomas Neal Baumer, KY; Daniel L. Young, MI; R. Michael Boehms, TN; Phil C. Campbell, WV. Third row — Steven L. Salughterbeck, OH; Darrell L. Benedict, MI; Tommy Perkins, OH; Kenneth William Caudle, IN; Manuel O. Trujillo, NM; Shirley G. Poore, IN; IN; David L. Imel, IN; John D. Stauffer, PA; Thomas G. Merrell, AL; J. Bradley Stonoff, IN; Kurt J. Ness, IN; Timothy Wayne Coy, IN; David Allen Bright, IN; Jerry J. Tarvin, OH; George H. Bowser, OH. Fourth row — Marvin D. Kastel, MI; Donald R. Austin, OH; Jim Bazuik, South Porcupine, Ontario, Canada; Chas Anderson, OH; James L. Wright, IN; William W. Bruhn, OH; Larry J. Snider, IN; Richard L. Berry, OH; Timothy R. Caldwell, MS; Michael A. Stenning, London, Ontario, Canada; Duane Schamerloh, IN; Glenn B. Bearss, Springfield, Ontario, Canada; Ivan J. Skolnekovich, CO; Anthony Mancini, NY; Thomas Murphy, NY; Andrew H. Cummings, Moneton, Ontario, Canada. Fifth row — Ralph E. Breiler, IN; Russell D. Kunkle, PA; Steven Philip Myers, MA; Harold L. Campbell, OH; Paul Jeffrey Yost, WV; Michael E. Sherman, KS; Donald W. Gilcher, Sr., OH; L. Frederick Anderson, WI; Brian K. Nunnally, OH; Jeffrey D. Strite, IN; Gary L. Kersey, OH; Jerome (Jody) M. Holloway, IN; James N. Goodson, MD; Willard E. Kastel, MI; Dale W. Kastel, MI. Top row — Lawrence T. Evans, OH; Wm. L. Saylor, IL; Ralph L. Smith, IN; Charles H. Bogard, IN; Larry J. Timbrook, WV; Rollin J. Shaw, IN; Phil L. Morgan, IN; William H. Burton, AL; Dilas E. Deane, KY; Mark S. Cowan, MI; Billy R. Ramsey, FL; Randy Terry, MO.

Lost and Found

A ring and bracelet were found at the St. Louis Convention and turned into the NAA Headquarters Office. If you lost a ring, or a bracelet, identify it by writing Harvey L. McCray, Executive Director, and proper identification will result in your having your property returned immediately.

IT'S A GIRL

Short-haired girl to long-haired lad: "Of course Dad doesn't mind our being alone together late every night. He thinks you're a girl!"

Tauber Talks

STUDENT REST

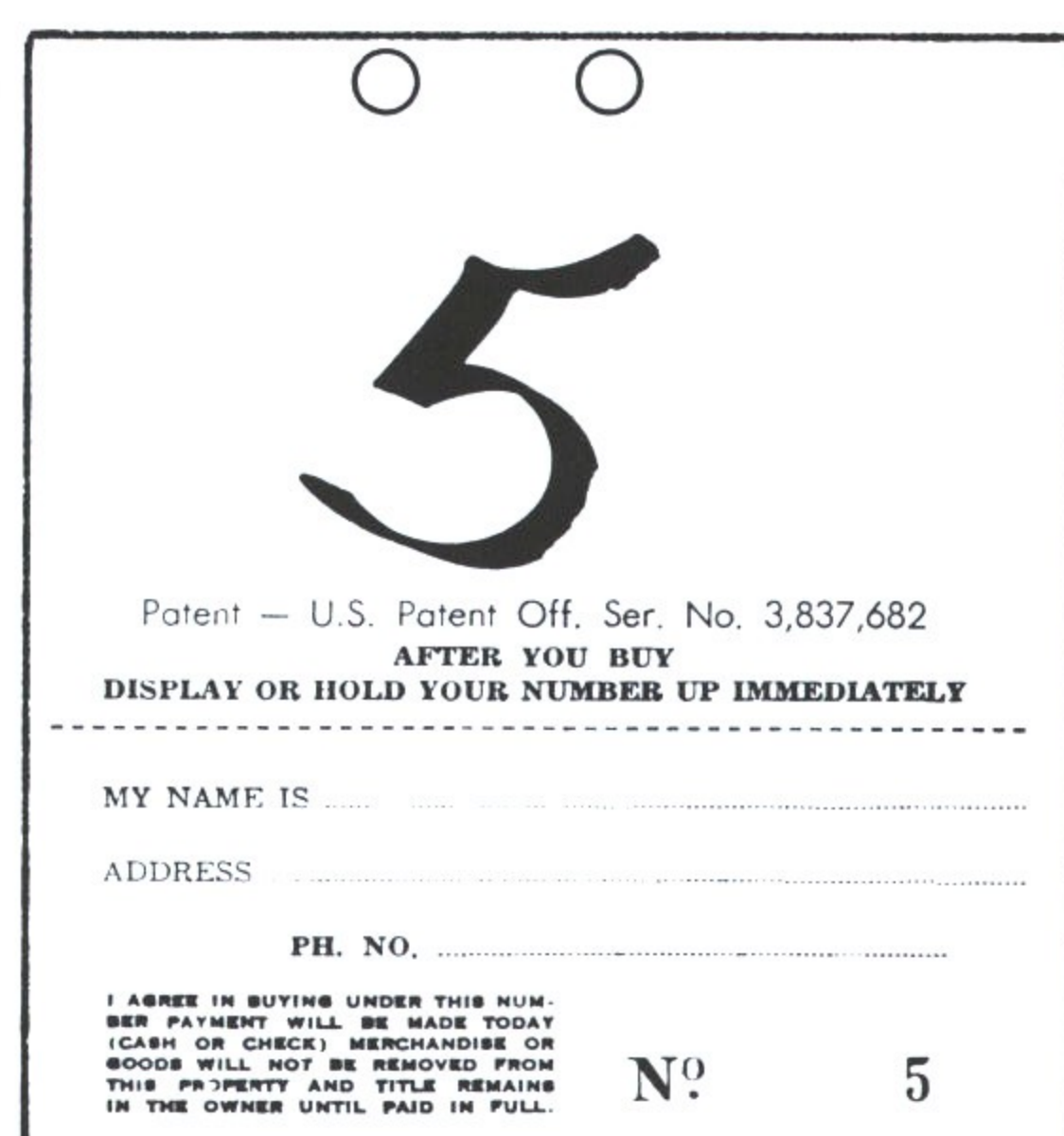
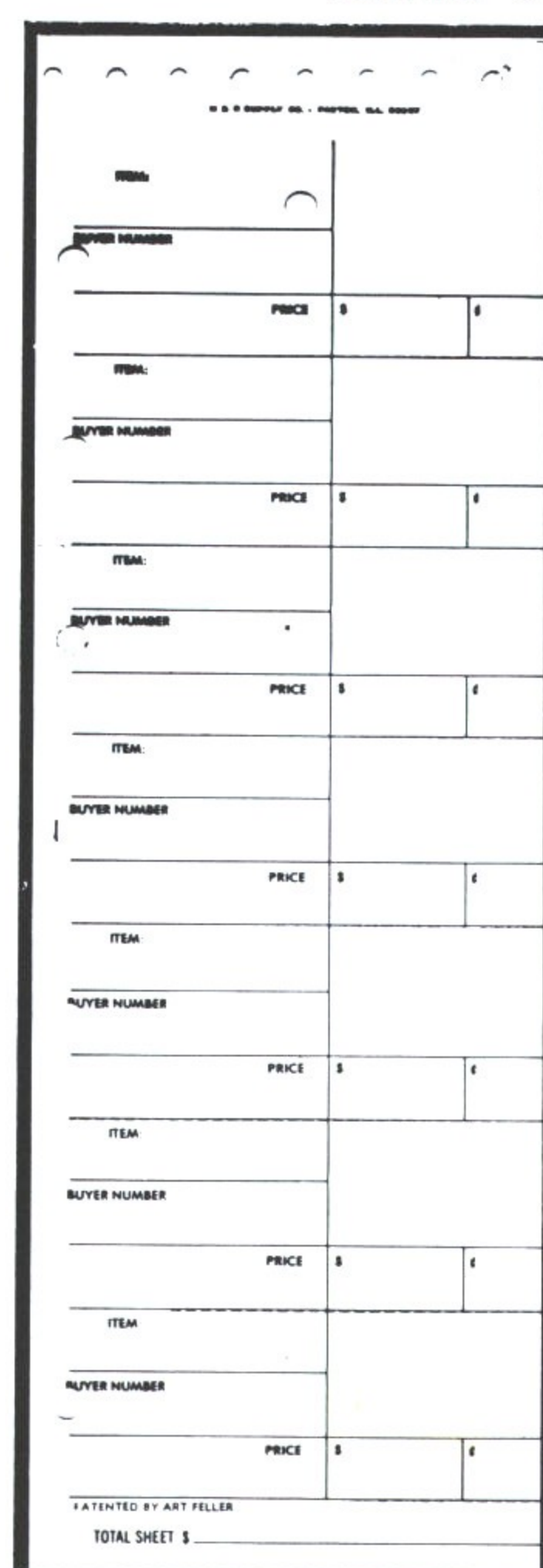
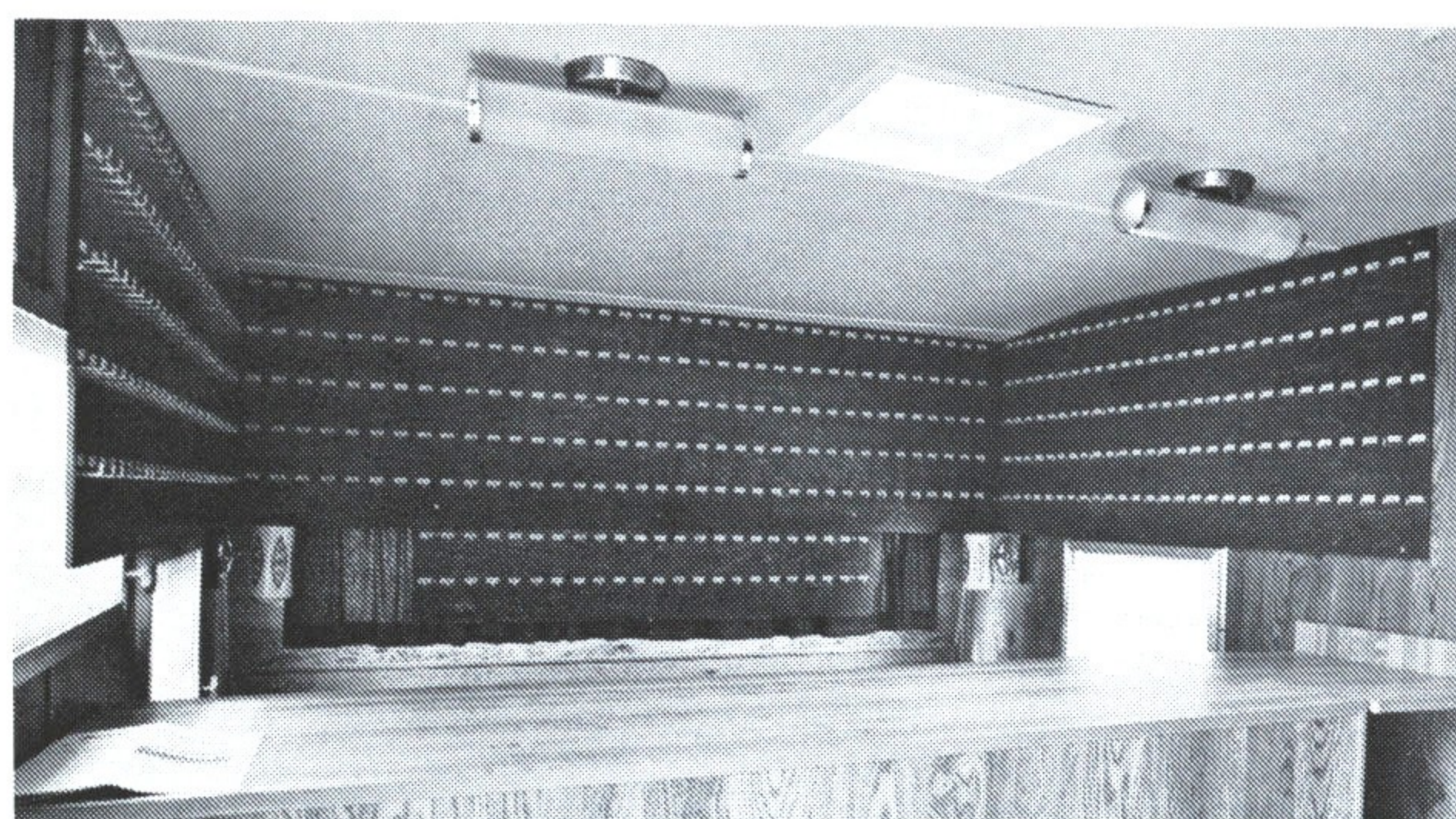
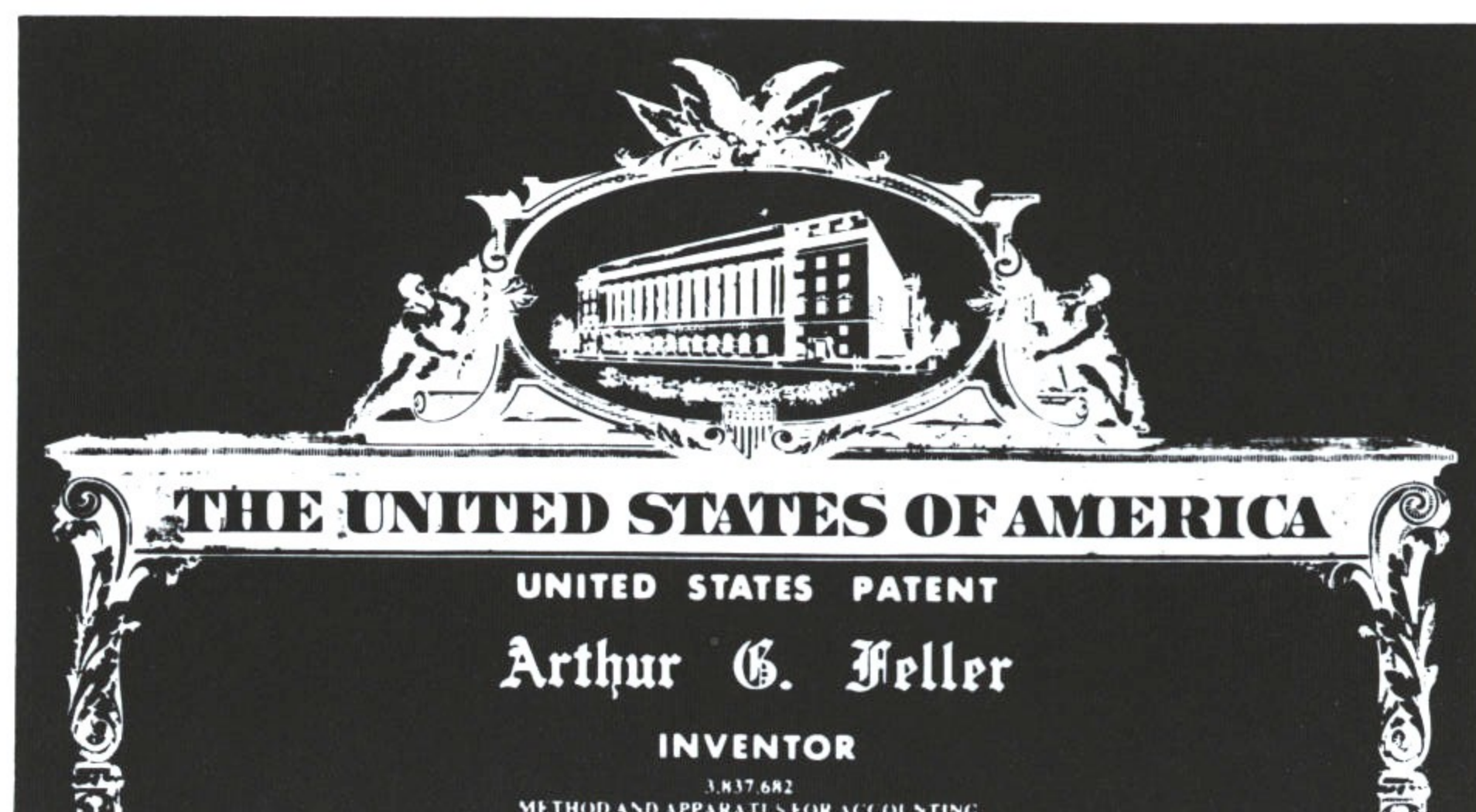
College is a young man's vacation . . . between his mother and his wife.

OSAA "Auction-Aire"

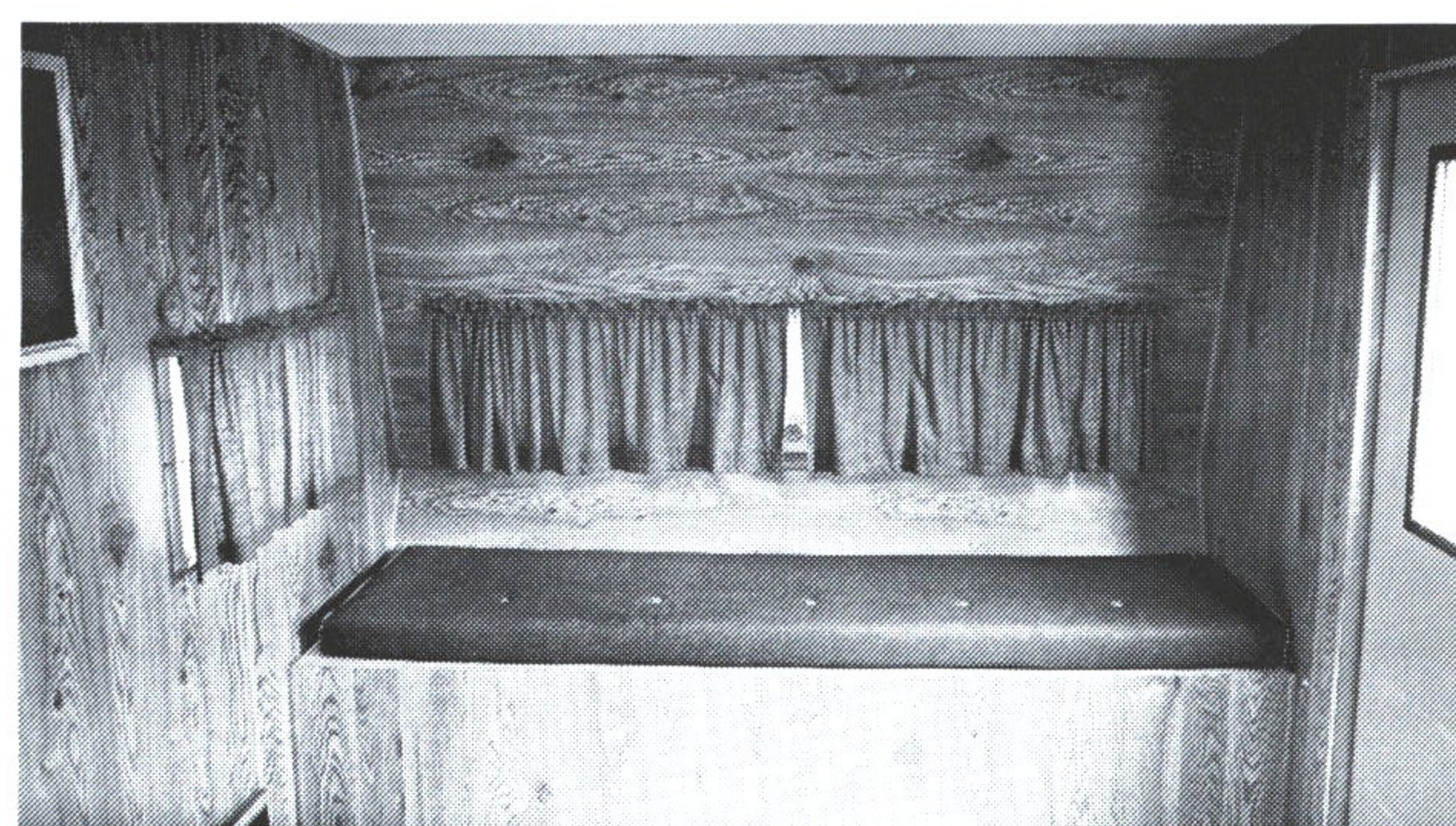
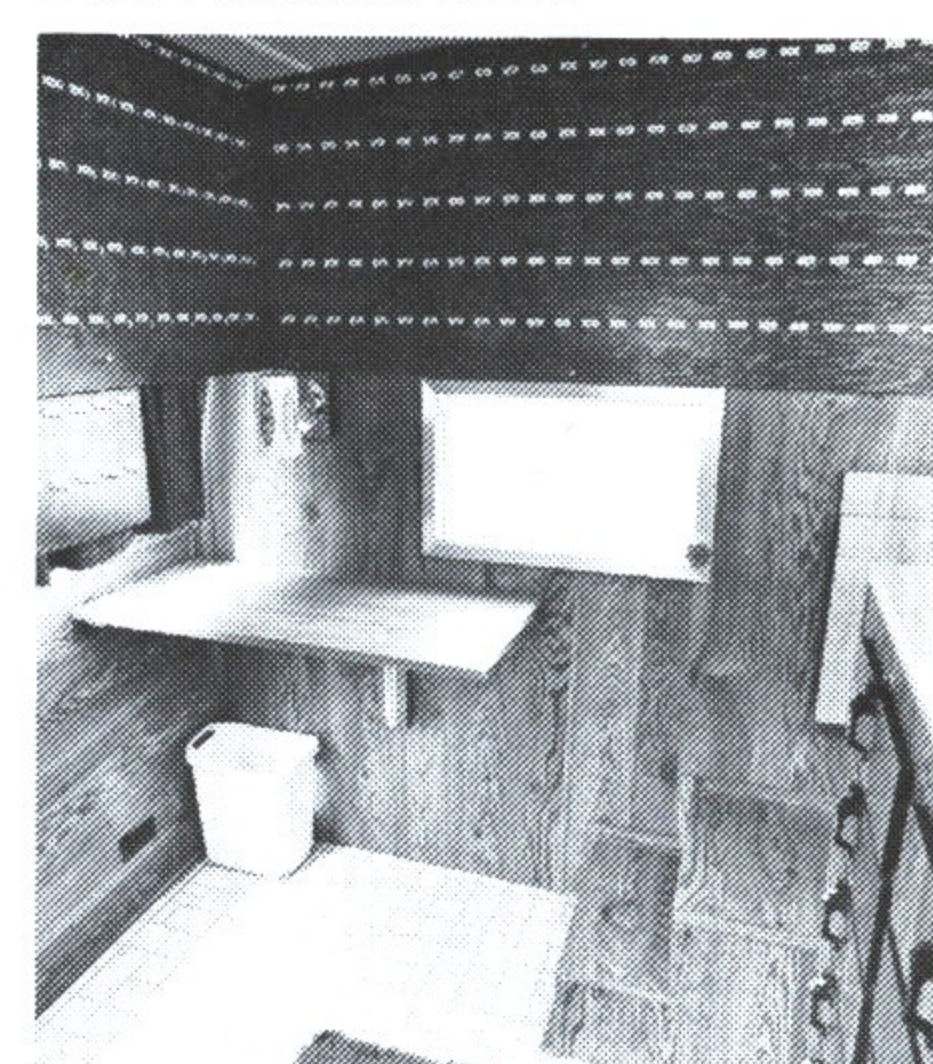
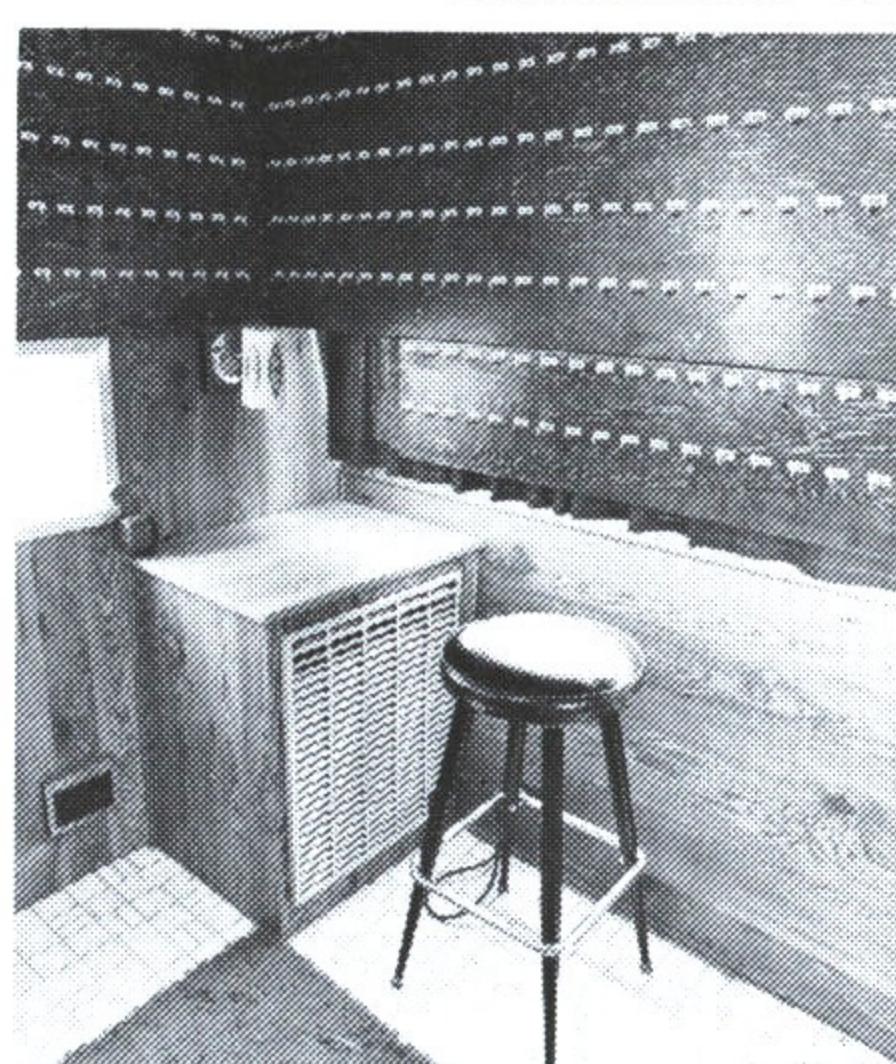
INVOICE PAST DUE

A gentleman received a computer-calculated bill from his local department store for \$00.00 amount due. A month later, he received a past-due notice for the same \$00.00 balance due. Determined to settle the matter once and for all, he made out check for \$00.00, marked it "Paid in Full" and mailed it back with his card enclosed. The computer was obviously satisfied, for the man ereceived no more delinquent notices.

Kansas City Sertoman



Above Patented System and "Clerkmobile" is a proven successful method developed in 1965. Patent was filed in 1970 with the U.S. Patent Office.



TRUE FACTS OF PATENT

- You are protected with a patented system registered with the U.S. Patent Office.
- Auctioneers have double their profession with Patent.
 - 2,000 buyers can attend a sale with no line ups.
- A \$400,000 auction conducted – sale balance in 15 minutes.

HIGHLIGHTS OF PATENTED CLERKING SYSTEM

- Cashier never has to register buyers.
- Cashier never has to report figures.
 - System is fast and efficient.
- “Clerkmobile” T.M.office displayed in center of auction.
 - Portable units available for inside sales.
- More buyers attend because of the fast movement of sale.

**If you wish to purchase a unit or to receive more information
Contact or Call**

ART FELLER

Cissna Park, Illinois • Phone 815-457-2202

There are now "Clerkmobiles" and Auction Units in many parts of the U.S. for your inspection.

State Associations Honor Auctioneers at Conventions

Annually auctioneers are honored at their annual convention or during a special gathering of state auctioneers. Two awards were given to auctioneers of Nebraska and Wisconsin during the year; one at the Nebraska Auctioneers Association convention and the other at a special meeting of Wisconsin auctioneers during the 1976 NAA Convention in St. Louis.

John T. Ryan

Col John T. Ryan of Greeley, Nebraska, was named auctioneer of the year for 1976 by the Nebraska Auctioneers Association at the convention held in May in Kearney. Col. Ryan has been an auctioneer since 1940 and has attended every state convention since the association was organized 28 years ago. He is also past president of the state association.

He has attended many NAA Conventions, including the 1976 Spirit of St. Louis Convention.

Col. Ryan sells real estate, both private and through public auctions, having acquired his broker's license "a good many years ago".

During his 36 years as auctioneer, he estimated he's conducted between 60 and 70 auctions each year. In a newspaper article by Jan Ware of the Grand Island (Nebraska) Daily Independent (Saturday, June 12, 1976), he said that the largest transaction was almost \$200,000 for real estate on a farm sale. He added that he has conducted several personal property sales that netted \$70,000.

Although he doesn't look it, Col. Ryan is 73 years old. He said he supposed retirement was in his future, but that he didn't know how or when to do it.

Congratulations, Col. John T. Ryan, Nebraska's "Auctioneer of the Year".

AUCTION TOPS



with

4-speakers — amplifier — microphone — counter top

Leading Auctioneers are using these "Clerkmobiles" and Auction Units.

For Information, Call or Write:

**Art Feller
Box 267
Cessna Park, IL 60924
Phone: 815 457-2202**

SALE CLERKING SHEETS

and other Auction forms
Write for Samples and Prices

BURTON PRINTING CO.

P.O. Box 597 Hastings, Nebr. 68901

Ernest C. Freund

Ernest C. "Ernie" Freund, well known auctioneer in East Central Wisconsin and within the State and National Auctioneers Associations, was presented a beautiful plaque giving him an honorary life-time membership in the Wisconsin Auctioneers Association. The honor was given him by WAA President Robert Brandau and fifty other auctioneers, wives and families, at a breakfast held at the 1976 National Convention in St. Louis.

Mr. and Mrs. Freund have established permanent residency in Fort Lauderdale, Florida, following his retirement from a successful career in the auction business. Their summer address is 3800 Willow Lane Beach, Fond du Lac, WI 54935.

The plaque, which assures him membership in the Wisconsin Auctioneer's Association, reads as follows: In Special Recognition of many years of service to the Wisconsin Auctioneers Association, Inc., we grant a Honorary Life Membership to Col. Ernest C. Freund. Through your faithful affiliation starting back 25 years ago as a charter member, serving as the first president and later as secretary-treasurer and always available on all committee assignments, you have made the auction profession a better place in the State of Wisconsin. Your efforts to always further the auction way of selling certainly help the younger generation in all auctions, large and small. We, the WAA salute you and express our appreciation to you as a true leader and dedicated auctioneer — July 24, 1976 (composed by Secretary-Treasurer Vic Voigt, Reedsville).

Robert Brandau WAA President, concluded the information submitted to the NAA Office with: "Sincere congratulations to a great auctioneer and friend. We count it a tribute to know you and to share experiences with one of the best!!!"

Auction Supplies

**Paddle Cards • Item Receipt System •
Clerk Sheets • Direction Signs**
Write for Samples and prices

SMART ART PAPER PRODUCTS

501 Penna. Ave.

Dowington, PA 19335

POSITION WANTED

Recent Missouri Auction School Graduate. Ambitious, Aggressive, Pleasing Personality. Willing to Re-locate. Will Consider lower fees to Start. To Gain Practical Working Experience.

Additional Information on Request:

**E. Dickens
P.O. Box 1362
Rochester, NY 14603**

REPPERT SCHOOL OF AUCTIONEERING

Tuition \$200.00

For 3 Week Term

Also Home Study

Founded in 1921

Decatur, Indiana

Box 189 46733 AC 0033

POSITION WANTED

Col. John O. Stewart

2900 Hagemann, Kansas City, KS 66106

4151 Wyoming, Kansas City, MO 64111

Missouri Auction School, Member: NAA and KAA.

Available to help any Col.

Western college of auctioneering

Learn to Be — One of the most respected and successful individuals in your community.

We can start you in a profession that is honorable, pleasurable and most rewarding financially. We have been doing same since 1948. Ask your successful auctioneer — he has been there!

We have often been imitated, but never equaled. It will cost you 13¢ to get the answer. (It used to be 3¢.)

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

WRITE:

Western
college of auctioneering
Box 1458 Billings, MT 59103

CAUGHT WITH HIS PANTS DOWN

Joe Lewis said: "Show me a man with both feet on the ground and I'll show you a guy who can't get his pants on."

OSAA "Auction-Aire"

FURNITURE AUCTION BOOK AVAILABLE

I dedicate this booklet to fellow auctioneers, by request of many, after hearing me talk on new furniture auctions and how to secure them.

I was speaker on these subjects at the National Auctioneers Convention in Oklahoma City, also the Illinois State Auctioneers Convention, and this subject at the Kentucky State Auctioneers Convention. Many times I have been on a question and answer forum for other states. I have also spoken at Auction schools.

Many letters come to my office in regards to getting new furniture auctions, so I feel compelled to pass what knowledge I may have on to the ones that have asked me to do so for them. So as to not show any favors to one and not the others, I wrote this booklet to let those that may be interested in working new furniture auctions with their other lines of auctioneering have what knowledge I may have. At this time let me say these rules and methods will work for you if you carry them to the letter.

This book is just off the press and ready for you — So be the first in your district to enlarge your commissions by \$10,000 for the coming year. I will personally grant you will be \$10,000 ahead for the year, if you carry this book out to the letter. Remember it tells all how to secure the sales and how to handle the sale after you secure it.

Mr. Auctioneer this is 48 years of experience and know how. So it is up to you — if you would spend \$10.00 to make \$10,000 you can't **MISS**.



Mail order to home office; make checks payable to:

COL. L. M. BOATRIGHT

100 N. Water Street
Jonesboro, IN 46938

**Wives, start the
Fall Season
right for your husband!**

PUBLIC TOOL AUCTION



We will bring tools anywhere
in the United States.

All tools guaranteed.

We have the largest rolling inventory
in the tool business.

Tool auctions are
great fund raising projects!

Stop in and visit our show room.

Over 400 items to choose from.

Call and talk to one of our salesmen.

Now booking Toy or Christmas Sales.

Boswell Wholesale Inc.

BOX 334

BOSWELL, IN 47921

Contact **DAN FIELY** — Sale Manager

Owner — **PAUL TOLEN, JR.**

CALL TOLL FREE FOR INFO. 800 428-0950

Southwest Office
Garland, Texas
William Baker
L. E. Baker

West Coast Office
Portland, Oregon
Steve Wilson

DANA F. COLE & COMPANY

CERTIFIED PUBLIC ACCOUNTANTS
425 STUART BUILDING
LINCOLN, NEBRASKA 68508

Board of Directors
National Auctioneers Association
Lincoln, Nebraska

We have examined the accompanying statement of assets, liabilities and fund balances and the statement of cash receipts and disbursements of the National Auctioneers Association for the year ended June 30, 1976, all prepared on the modified cash basis.

In our opinion, the accompanying statements present fairly the assets, liabilities and fund balances resulting from the cash transactions of the National Auctioneers Association at June 30, 1976 and its revenue collected and expenses paid and changes in fund balances for the year then ended applied on a consistent modified cash basis.

Our examination has been made primarily for the purpose of rendering an opinion on the financial statements mentioned above, taken as a whole. The accompanying supplementary information is presented for analysis only and is not included for the fair presentation of the financial information referred to in the preceding paragraph. The supplementary information has been subjected to the tests and other auditing procedures applied in the examination of the financial statement mentioned above and, in our opinion, is fairly stated in all material respects in relation to the financial statements taken as a whole.

July 15, 1976

Dana F. Cole & Company

NATIONAL AUCTIONEERS ASSOCIATION STATEMENT OF ASSETS, LIABILITIES, AND FUND BALANCES JUNE 30, 1976 ASSETS

General Fund	
Cash in bank	36,138
Certificates of deposit	45,913
General Fund assets	82,051
Land, Building, and Equipment Fund	
Cash in bank	1,860
Land at cost	14,423
Building, at cost, less accumulated depreciation of \$10,051	65,330
Equipment, at cost, less accumulated depreciation of \$5,135	10,076
Land, Building, and Equipment Fund assets	91,689

LIABILITIES AND FUND BALANCES

General Fund	
Balance of fund	82,051
Land, Building, and Equipment Fund	
Balance of fund	91,689

NATIONAL AUCTIONEERS ASSOCIATION STATEMENT OF CHANGES IN FUND BALANCES YEAR ENDED JUNE 30, 1976

	General Fund	Land, Building and Equipment	Total
BALANCE —			
beginning of year	56,774	94,875	151,649
Excess (deficit) of receipts over disbursements	25,277	(3,186)	22,091
BALANCE —			
end of year	82,051	91,689	173,740

NATIONAL AUCTIONEERS ASSOCIATION STATEMENT OF CASH RECEIPTS AND DISBURSEMENTS YEAR ENDED JUNE 30, 1976

	General Fund	Land, Building and Equipment Fund	Total
CASH RECEIPTS			
Membership	96,871		96,871
Advertising	11,836		11,836
Convention registration and miscellaneous	56,111		56,111
Booster page contributions	5,859		5,859
Promotional items, brochures and souvenirs	3,089		3,089
Subscriptions	178		178
State dues and overpayments	6,305		6,305
Interest	1,952	243	2,195
Profit from seminars	7,736		7,736
Miscellaneous	327		327
Total cash receipts	190,264	243	190,507
DISBURSEMENTS			
Salaries	28,006		28,006
Travel	6,082		6,082
Benefits	3,805		3,805
Payroll taxes	2,998		2,998
Printing and postage — "The Auctioneer"	35,169		35,169
Convention	35,546		35,546
Insurance and taxes	4,612		4,612
Office supplies	5,043		5,043
Printing — miscellaneous	2,594		2,594
Postage — general	4,551		4,551
Maintenance	1,690		1,690
Utilities	2,580		2,580
Promotion items	5,901		5,901
Professional fees — accounting	2,348		2,348
State dues	6,220		6,220
Executive secretary replacement costs	3,901		3,901
Promotional film expense	12,695		12,695
Miscellaneous	1,246		1,246
Depreciation		3,429	3,429
Total disbursements	164,987	3,429	168,416
EXCESS OF RECEIPTS OVER DISBURSEMENTS	25,277	(3,186)	22,091

THE AUCTIONEER

Learn Auctioneering

Complete cassette home study.
• 5 full hours of chant secrets, training exercises and all phases of auctioneering.

AMERICAN ACADEMY of AUCTIONEERS
(DEPT. 3) 3820 S. CINCINNATI - TULSA, OKLAHOMA 74105

AT HOME

FREE CATALOG

COMPLETE COURSE \$49.95

Columnist Sylvia Porter Devotes Newspaper Column To Information on Auctions

Syndicated columnist Sylvia Porter helped create interest in auctions recently when she devoted her column to the subject of auctions. Though shown under different headings, the articles were the same all over and offered information to her readers about basic rules of bidding and buying at auction.

NAA Immediate Past President C. P. "Terry" Dunning was quoted in her column and he provided her with information on the growing interest in the auction profession. In Lincoln, Nebraska, home of the NAA Headquarters, the Lincoln Journal newspaper combined the Sylvia Porter article with information about auctioneers in general and activities, which are centered and administered from the NAA Office.

Executive Director Harvey McCray and his secretary, Cheryl Griffith, both were interviewed and the combined Sylvia Porter-Gene Kelly articles took up the major portion of one page in the Saturday edition. A followup article, written and published by a feature writer of the Lincoln Star newspaper (the morning newspaper in Lincoln), featured the auction techniques of one of Lincoln's auctioneers Col. Janiece Kaufman and her associate Shirley Dolezal. Jan is a member of the NAA.

Interest High in Auctions

Interest is high in the auction profession and newspaper feature writers are looking for good, human interest articles about the auction profession and the auctioneers who represent the profession. Too often, during interviews, the feature writers will write about that portion of the profession which is interesting or unique and perhaps not as "valuable" to the

profession as it is to reader interest. Take advantage of the growing interest, but use the publicity wisely and make sure the facts are presented properly. Many times a statement will be taken out of context as the feature writer will condense a statement to make it interesting and combine it with another unrelated statement and the combined statement may not be as correct as it should be (Executive Director Harvey McCray is aware of this technique as a statement attributed to him about the "education" of an auctioneer was misquoted when he referred to a certain poll, taken at one of the NAA sponsored educational events, and the newspaper feature writer combined it with another subject, which covered the entire membership of the NAA).

Auction Display in Newspaper

The Tallahassee (Florida) Democrat newspaper featured the auction techniques of Leeroy "Doc" Hall, who is a partner in the United Auctioneering company in Tallahassee. The newspaper's Vista section, devoted to editorials-business and finance, included a full-page display of photographs taken during a weekly auction and highlighted the professionalism of the auctioneer.

Col. Hall commented on the article, saying, "The auction business around the Tallahassee area is confined mostly to our weekend general merchandise, and antiques sale. On Monday night we have a public auto auction. We have been trying to 'auctionize' the people in this area since 1975 and it is starting to look up. We were overjoyed when the local paper came out with the article."

The auction profession is considered one of great interest at the present time. Interest in the NAA is high also and calls are received daily in the NAA Office from auctioneers who are interested in joining the State and National Auctioneers Associations. It is up to the auctioneer to continue to make the profession one of which everyone can be proud!



BEFORE

Col. Leo Jesion's
**THROW AWAY
AUCTION
SIGNS**
•
**CHEAP
PRACTICAL
EFFECTIVE**



AFTER

18" x 24" paper signs in 4" bright red lettering plus giant refillable marker.

Simply fill in date, time, name and phone number.

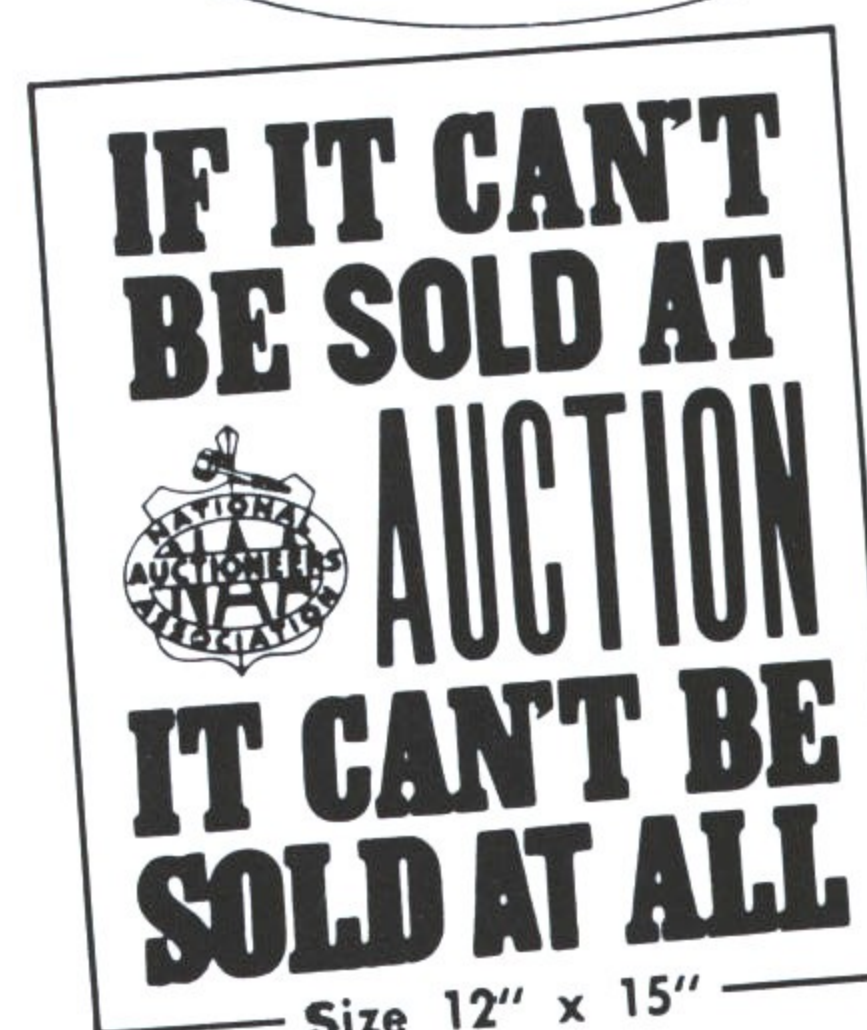
See June's or July's issue for larger display ad.

25 signs and giant refillable marker	\$12.95 Postpaid
50 signs and giant refillable marker	\$19.95 Postpaid
100 signs no marker	\$29.95 Postpaid

Send today to Col. Leo Jesion, 209 Oberdick Drive, McKeesport, Pa. 15135

Pa. residents add 6% Sales Tax.

20 DIFFERENT
AUCTION BOOSTERS



ALL 20 only \$9.95. Plus \$1.00 for postage and handling — just a fraction of the cost of having them printed yourself.

ORDER ONE OR MORE SETS TODAY!!
Send \$9.95 for each set ordered, plus \$1.00 for postage and handling.
Pa. residents please add 6% Sales Tax.

Mail Inquiries To

COL. LEO JESION
209 OBERDICK DRIVE
MCKEESPORT, PA. 15135

100 — 8½" x 11" bright red arrows
with word AUCTION above them
on white background,
1/3 right, 1/3 straight, 1/3 left



Shipped complete with helpful hints
in how to make full use of the arrows.

**100 ARROWS — \$10.00 PLUS
\$1.00 For Shipping and Handling**

**THE LADIES AUXILIARY to the
NATIONAL AUCTIONEERS ASSOCIATION**

1976-1977 OFFICERS

PRESIDENT

Mrs. Marty (Brenda) Higgenbotham, Lakeland, Florida

1st VICE PRESIDENT

Mrs. Wylie (Joan) Rittenhouse, Uniontown, Pennsylvania

2nd VICE PRESIDENT

Mrs. Walter (Ruby) Hartman, Camden, Ohio

SECRETARY-TREASURER

Mrs. Charles (Glenda) Johnson, Sevierville, Tennessee

HISTORIAN

Mrs. Craig (Janie) Lawing, Charlotte, North Carolina

DIRECTORS

Terms Expiring 1979

Mrs. Don (Eileen) Standen, North Ridgeville, Ohio
Mrs. Walter (Marie) Flatow, Waterbury Center, Vermont

Mrs. Edwin (Patsy) Fulkerson, Jonesboro, Tennessee

Terms Expiring 1978

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

Mrs. Ken (Marian) Barnicle, Ballwin, Missouri

Mrs. John (Lucille) Freund, Omro, Wisconsin

Terms Expiring 1977

Mrs. Dean (Jean) Fleming, Atkinson, Nebraska
Mrs. Frank (Billie) Bass, Lewiston, Montana
Mrs. Leland (Irene) Dudley, Hampton, Iowa
Mrs. Harold (Erna) Ellingson, Edgeley, North Dakota

Dear Ladies:

As I write this letter, fall is coming to our beautiful state of Wisconsin. The leaves are beginning to turn and in early morning there is a nip in the air. We certainly enjoyed the convention in St. Louis and the hospitality was great.

As usual the Auction business has been good this summer and fall and everyone is very busy. Our son Mike is starting in the business with his dad and brother Bob, for which we are very grateful. Sure doesn't seem possible that we started going to conventions in 1954. Time sure flies.

Now we are all alone in our house and it seems so big and empty. We are looking forward to seeing all our friends in Seattle next July.

**Mrs. Lucille Freund
Omro, Wisconsin 54963**

**New Real Estate Settlement
and Procedures Act Adopted;
In Effect as of July 1, 1976**

If you're in the real estate auction profession (or real estate profession), you should know about the Real Estate Settlement and Procedures Act, which took effect on July 1, 1976. It aims to remove the mystery from that bundle of last-minute fees and charges known as "closing" costs, enabling the buyer to shop for the best deal.

When an individual applies for a mortgage, the lender must now furnish, within three days, "a good faith" estimate of the eventual closing costs. The buyer also will get a Housing & Urban Development Dept. booklet called "Settlement Costs". At settlement, the buyer will also get a copy of HUD Form 1, which details the costs involved.

"The American Express" newsletter

**Free Baby Sitting Service
At Texas Auxiliary Meeting**

Dear Ladies:

The Texas Auctioneers Association Ladies Auxiliary met during the Texas Auctioneers Convention at the Hilton Inn in Dallas, Texas, on June 11 and 12, 1976.

The auxiliary assisted the TAA by providing assistance for convention registration all day on June 11. They also contributed several handmade items for sale at the Fun Auction. One of the items — a macrame owl made by Kelly Adams of Poteet — brought as high as \$27.00.

The five-year old organization hosted 26 ladies at the ladies' luncheon on Saturday which was double last year's attendance. Programs for the ladies included facial care, figure fitness and exercise through belly dancing. Baby sitters were provided free for children of Texas auctioneers all day Saturday so all wives could be free to attend the functions.

During the business meeting Saturday morning new officers elected were: President, Mrs. Dudley Althaus; Vice President, Mrs. Don Flusche; Secretary-Treasurer, Mrs. Al Stephens; Historian, Mrs. Frog Adams. Directors are: Mrs. Tom Keilman, Mrs. Dave Foster, Mrs. Keith Carey, Mrs. Jack Gartner, and Mrs. Sharon Gathright.

The ladies auxiliary voted to develop an area program to promote membership in TAA and attendance at conventions. The state was divided into six areas with Kelly Adams overall chairman. The Area Directors will be contacting ladies in their area to offer assistance and explain the program of the ladies auxiliary.

The Auxiliary invites all wives to attend the luncheon held each year at the TAA convention and use the free baby sitters provided by the Auxiliary during the day Saturday. All ladies are invited to join the Auxiliary and participate in the workshops and activities. For further information, please contact Mrs. Dudley Althaus, Rt. 8, Box 222, Fredericksburg, Texas 78624.

Bookkeeping systems will be the main topic for discussion for the women when they meet in Abilene in 1977.

Dues of \$5 a year, from June to June, may be mailed to Mrs. Linnie Stephens, 2311 Lynn, Big Spring, Texas 79720.

Mrs. Dudley (Barbara) Althaus

In Memoriam . . .

ELVAN MARKWELL

Col. Elvan Markwell, 67, died suddenly at his home in Shawnee, Oklahoma, on July 28, 1976. He was a graduate of the Reisch Auction School in 1948, a charter member and past president of the Oklahoma Auctioneers Association, and a member of the National Auctioneers Association.

At the time of his death he was president of Markwell & Curry, Inc., and was a real estate and insurance salesman. He taught in the Ft. Smith Auction School for 21 years, and taught three sessions at the Oklahoma School of Auctioneering.

Col. Markwell was a member of the Church of Christ, Masonic Lodge, Order of the Eastern Star, Shawnee Chamber of Commerce, and was active in other organizations.

Survivors include his wife, Zelma, of the home; a daughter and son-in-law, Susan and Jack McGee, and four grandchildren of Pearland, Texas; his mother, Zeffie Markwell, one sister and three brothers, all of the Shawnee area.

MYRLE LLOYD

Mrs. Myrle Lloyd of Oshkosh, Wisconsin, reported that her husband, Myrle, passed away on May 18, 1976. Additional information was not made available on Col. Lloyd.

Across The Antiques Auction Block . . .

Wicker Furniture Becomes Popular Auction Items

By Dave Kessler
New Paris, Ohio

In the late 19th century it was a common sight to see wicker furniture in the home. Wicker furniture was in keeping with the art nouveau period of new creations with different materials.

It was a time when colonial traditional designs were replaced by new classic art forms.

Men like Louis C. Tiffany led the way into a new era of design and were mass producing items of beauty to enrich the lives of everyone.

Tiffany was the leader of the art nouveau movement that influenced the change in glassware, jewelry and art as well as changing the entire furnishings of the home to the naturalistic art nouveau forms.

Elaborate Curves

Wicker lent itself well to this new era of design. Because of the pliable nature of wicker elaborate curves, scrolls and ornamentation could be executed that couldn't be achieved with wood.

For the first time it was possible to produce a truly art nouveau form of furniture at a price that many people could afford.

The dynamic art nouveau style and the fascination with things oriental combined to influence the manufacturing of furniture of bamboo, rataan and wicker.

Wicker seems to have been the most popular of the three and its popularity has continued to live on.

Wicker furniture found its way into the White House. It was a featured attraction at world expositions and it wasn't long till nearly every home had some pieces of wicker furniture.

Most of us probably remember wicker furniture as belonging on the outside porch or on the lawn. However, most of the wicker was made for furniture to be used in the home.

Furniture made of wicker was fairly sturdy, had interesting design and some had elaborate ornamentation. Many items were made in basic furniture as well as accessory pieces.

Among the basic furniture we find divans, arm chairs, side chairs, tables, stands, dressing tables, desks and other items. The accessory items are many with the most familiar being table lamps, floor lamps, wastebaskets and magazine racks.

The craftsmanship and styling of Victorian furniture started to deteriorate by 1915 or 1920 and so did wicker furniture. The cheap items of this era had very plain lines, and these are the items we remember on porches and lawns.

The leaders in fashion have shown the way to wicker again and a revival of interest is occurring.

Purchasers of antique wicker may find that the old pieces have loosened through years of use. Applying two or three coats of sealer or shellac to the entire piece will solve this problem. This sealer serves as a good base on which to brush or spray on the color of paint that will blend best with your decor. You will then have an item that will lend a bright touch of interest to any room.

Antiques and Americana . . .

Carved Chairs

By George Michael
Merrimack, New Hampshire

If an item is highly carved, does this necessarily mean that it is good? To label all carved furniture as good is a misconception that can cause some unhappiness in antiquing. It would be safe to say that over 90% of the carved furniture, such as is pictured, was done in the last century, or early in this century by machine. It is the hand carved piece that brings the high price as collectors want the work of an artist's hands, not that of a machine.

The chair pictured is an old one, dating back to the end of the 17th century and reflects the Portuguese influence which was brought to England by a princess who married Charles II. It is hand done, so is important today because of the design, craftsmanship and age. However, during the last century, there was a great revival in making furniture in 17th century designs, utilizing old wood that may have come from discarded buildings or windmills. Now that some are quite aged, it can be difficult for the novice to tell the 17th century piece from the 19th century reproduction. If you plan to buy furniture like this or have a piece in your home — have a good furniture appraiser check it out for you. It will pay dividends if you plan to invest money, or just want proper insurance protection for one you already own. Remember,



just because a piece of furniture is highly carved and fancy, it is not necessarily a good early antique.

QUESTIONS

From Adams, Massachusetts — I have a mandolin with the following wording: Francesco Donodoni, Fabbaciant, Piazza Garibaldi, Napoli, 82. When was it made?

ANSWER — This is a business that I believe is still active today. The great heyday for mandolins was the 1890-1930 period — it must have been made during those years.

From Farmington, New Hampshire — I have a four and one-half inch long spoon. In the bowl, is written: "U.S. Battleship, Maine," and includes a sketch of it. The back says COMP OLD GRIST MILL. What grist mill, and what year?

ANSWER — Commemorative spoons like this are still being made. Yours most likely is silver plated, and done early in this century. There is no way I can tell you what mill gave it away, but it does sound like a premium that may have been put in a bag of flour as an incentive to buy that brand.

From Milford, New Hampshire — I have a very old flask, olive green color, about five inches tall, uneven base which is pushed up — flask is ribbed. What is it?

ANSWER — This could have been made at many glassworks, including those that were nearby to you at Stoddard and Keene. Being ribbed, it could have come from Ohio. It must be seen to be judged.

NEW BOOKS

PICTURE POSTCARDS IN THE UNITED STATES, 1893-1918 by George and Dorothy Miller; Clarkson Potter, New York; \$15.95. This is an inexpensive collectable that is well covered with interesting text and many pictures.

WINDSOR CHAIRMAKING by Michael Dunbar; Hastings House, New York, \$9.95; The chairmaker in residence at Strawberry Banke, Portsmouth tells all the secrets in making one of America's favorite types of chairs.

ATTENTION: AUCTIONEERS!
ALL NEW TOOLS AT AUCTION

You Auction Our Tools At Your Location

EASY TO PROMOTE - HIGH PROFIT!

NOW BOOKING JULY THROUGH OCTOBER

Especially Michigan, Ohio, Indiana, Wisconsin, Illinois, Minnesota and Kentucky. We pay half the advertising, provide quality merchandise, P.A. and clerking system; you provide the location and crowd. Write or call now and reserve your date and guarantee your territory.

**—SPECIAL BONUS TO MEMBERS OF N.A.A.—
 WE GUARANTEE WHAT WE SELL!**

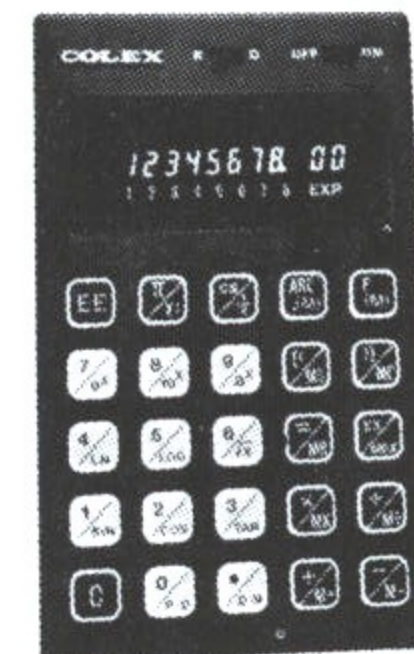
POWDER RIVER
WHOLESALE

**211 WEST MAIN STREET, DURAND, MICHIGAN 48429
 PHONE JIM ELLIS: 517-288-4558, DURAND, MICHIGAN
 OR 406-961-3452, HAMILTON, MONTANA**



**USED & NEW
 EQUIPMENT**

- **Typewriters**
- **Adding Machines**
- **Electronic Calculators**



**CURRENT STOCK AND
 CLOSEOUTS AVAILABLE**

—Choose from over 10,000 units—

**International Typewriter
 Exchange, Inc.
 1229 W. Washington Blvd.
 Chicago, IL 60607
 312-733-1200**

**You Can Learn to
 be an Auctioneer
 INTERNATIONAL
 AUCTION SCHOOL**

912 KENTUCKY HOME LIFE BLDG. — LOUISVILLE, KY.

— SEND FOR CATALOG —



Term October 24 thru November 5 — \$275.00

NATIONALLY KNOWN INSTRUCTORS



THE \$UCCESS \$CHOOL OF MID AMERICA



over 3,000 times tested

BID GETTERS

SAYINGS, QUIPS, JOKES, BITS, ETC.



a veritable goldmine

For
AUCTIONEERS
PEDIGREE MEN
RINGMEN
AD WRITERS
FIELDMEN
AUCTION MANAGERS
STOCKMEN
SALESMEN, ETC.

BID GETTERS (Second Edition)

is a 124-page book loaded with over 3,000 sayings, quips, banter, bits, etc., collected from 100's of auctioneers all over the U.S. and Canada during a 50-year period. Bid Getters is written to do two things:

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

"An excellent book." "Used in our school." — Mendenhall School of Auctioneering, High Point, North Carolina.
"Very good" (underlined — Ex. Sec. Reppert School of Auctioneering, Decatur, Indiana.

"Truly a masterpiece which can be of unlimited value to auctioneers whether they be apprentices or professionals." — Knotts School of Auctioneering, Gallipolis, Ohio.

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 CALLERS sells at \$10.00 post-paid, check or money order. **Order from Earl.**

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

CONVENTION DATES

The National Auctioneers Association has begun a new fiscal year, but many State Associations are not affected by the July 1 thru June 30 year dates. Many conventions will be held by State Associations during the fall months and publication of the dates, hotel (with address) and city will be beneficial to the State Associations' membership.

Have your State Association Convention date listed in THE AUCTIONEER magazine. Write NOW to Harvey L. McCray, Executive Director, National Auctioneers Association, and publicize your State Convention date, hotel and city in the next issue (November) of THE AUCTIONEER.

October 30-31 — Iowa Auctioneers Association, Amana Colonies (just off of I-80).

November 13-14 — Washington State Auctioneers Association, Olympic Hotel, Seattle.

December 7-8 — Tennessee Auctioneers Association, Hilton Airport Inn, Nashville.

December 12 — Florida Auctioneers Association, Orlando.

January 9-10 — Indiana Auctioneers Association, Atkinson Hotel, Indianapolis.

January 28-29 — Pennsylvania Auctioneers Association, Host Inn, Harrisburg (Host Inn is just off the Pennsylvania Turnpike at the Harrisburg East Interchange). **NOTE: Col. Clay C. Hess, Secretary, called to report the convention date change from that reported in the last issue, but the information came after the magazine was already in print.**

New Jersey State Society of Auctioneers meets bi-monthly all year — October, December, February, April, June & August. If in the area call 201-944-1125 for location of meeting (Don Castner).

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

Makes Clerking Auctions Easier

Now you can have a filing system that you can clerk either by the numbers or use the alphabet. This file does not take up much room but is still large enough for handling thousands of sale items. The slots are 2" deep and 2" wide so most of the popular clerking tickets will fit this file.

When you order this file we will send instructions as to how it is to be used and what to do when you use the number system. We will also send you copies of our numbering system which you can have printed by your own printer.

We have used this system for over 35 years and it is used by most clerks in this part of the country. If you are not clerking sales at this time, order one of our files and add this service to your bank or business.

By using numbers 1 to 50, 101 to 150, 201 to 250, etc., there is hardly any limit to the number of buyers that this file will accommodate.

We also make a file that is 3½" deep with 2½" wide slots. Please state which size file you wish to order. Both are priced at

only **\$29.95**

We pay shipping charges on all items

Send Check or Money Order to:

LUNDEEN SALES FORMS

423 East Avenue

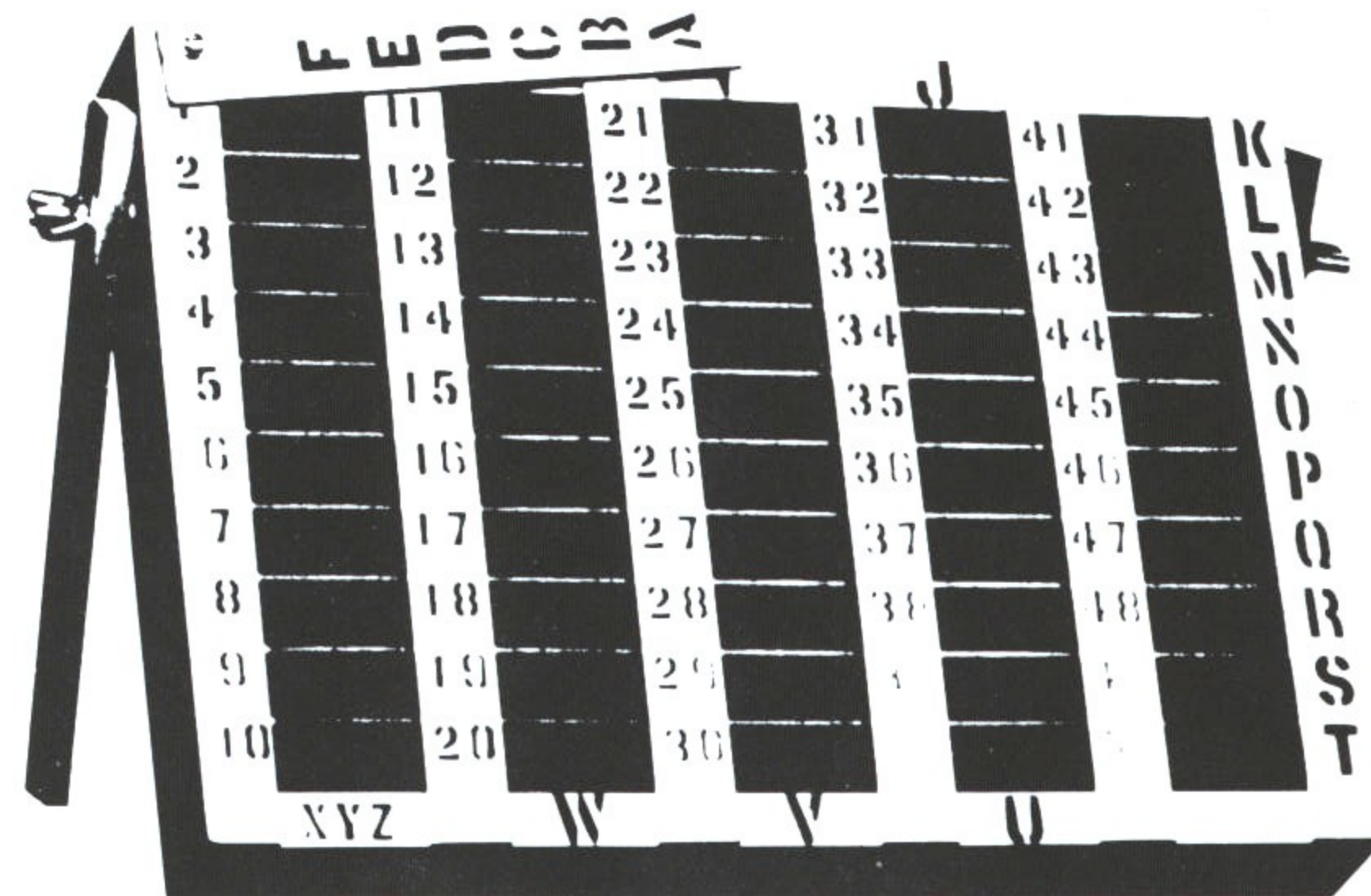
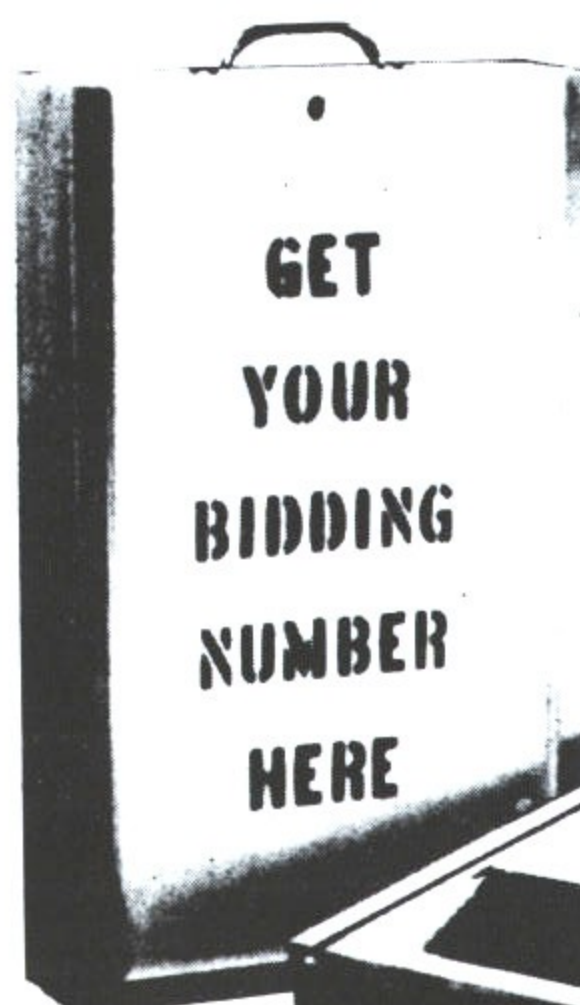
Holdrege, Nebraska 68949

- ★ **Filing System**
- ★ **Supplies Carrier**
- ★ **Sale Forms**

Supplies Carrier

11½" x 19" x 3½" includes
Clip Board for sales forms.

\$19.95



Sale Forms, in triplicate
200 sheets (4200) **\$32.00**
Items

Item	No.
Purchaser	
Price	

This is for the 2" file

New Jersey Auctioneers Hear About Largest Sale From Sotheby Parke-Bernet

One hundred and fifty New Jersey Auctioneers, with their wives and guests, gathered at The Molly Pitcher Inn in Red Bank, New Jersey, on Monday evening, August 2, to hear Col. Robert C. Woolley, Vice President of Sotheby Parke-Bernet, Inc., tell how he conducted the world's largest auction sale. He vividly and, in great detail, described the Auction of the Geraldine Rockefeller Dodge estate in Madison, New Jersey, last October. National newspapers carried news stories at that time, but Col. Woolley described to fellow auctioneers all the "behind the scene" activity!

With a staff of twenty assistants, he spent nearly five months preparing for the "on location" sale which lasted for five days. Additional sales of special items, such as jewelry

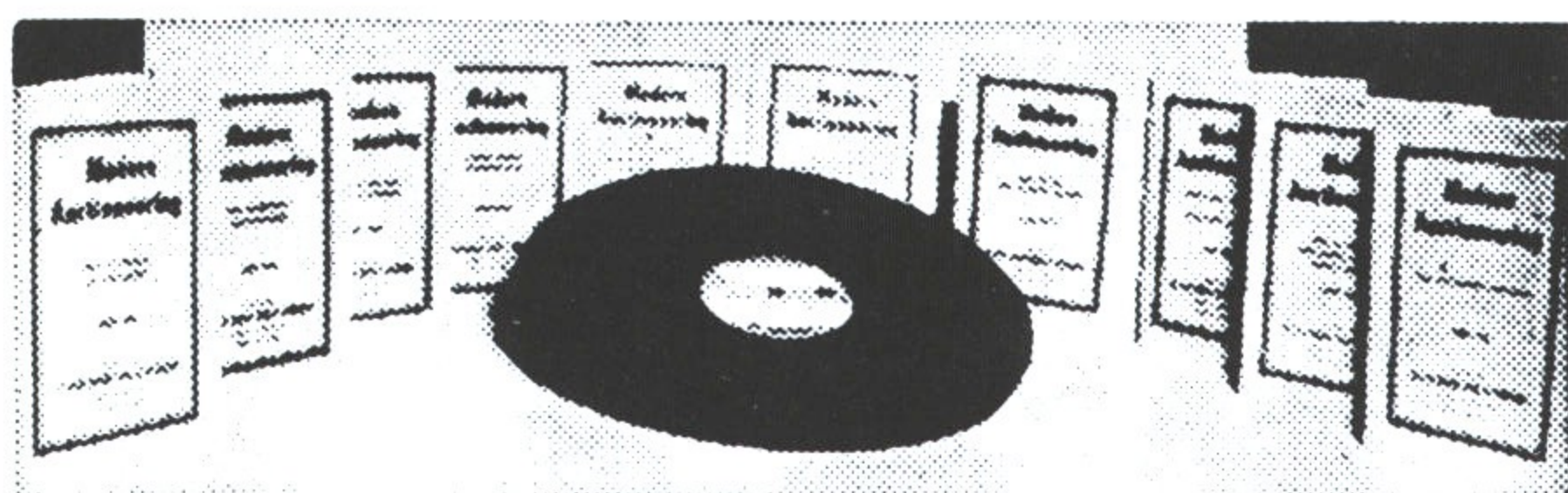


AUCTIONEERS WERE PRESENT from New Jersey, Pennsylvania, Maryland, Virginia, Connecticut, Michigan, Ohio and Missouri during the NJSSA Bi-Centennial meeting.

AUCTION COLLEGE

Since 1933 Largest in the World

Where the majority of successful auctioneers are taught by 20 instructors who are some of the nation's leading auctioneers.



**HOME STUDY AUCTION LIBRARY
AND TRAINING RECORD
10 BOOKS ON
ALL PHASES OF AUCTIONEERING**

**Don't Hesitate — Enroll Today Term Soon
Large Free Catalog**

Reisch

**WORLD WIDE COLLEGE
OF AUCTIONEERING**

**Box 949, Mason City, N. Iowa 50401
Colonel Gordon E. Taylor, President and Owner**

and bronzes, were moved to the New York Galleries and sold there. The total sale brought "around eight million dollars".

New Jersey Auctioneers meet bi-monthly, but this meeting was billed as their Bicentennial Meeting and hosted by B. G. Coats of Rumson, New Jersey, Dean of New Jersey Auctioneers. Don Castner, President of New Jersey State Society of Auctioneers, was master of ceremonies. Col. John Kachmar, Flemington, is Vice President and Ralph Day, Leonia, is long-time Secretary-Treasurer.

Auctioneer's guests came from Pennsylvania, Maryland, Missouri, New York and Connecticut.

Col. William J. "Bill" Josko, NAA Director, was also in attendance.

EDITOR'S NOTE: Thanks are being given to New Jersey State Society of Auctioneers members who sent articles to the NAA Office about the Red Bank meeting. Articles were received from NJSSA President Don Castner (who provided the information in the above article) and Secretary Ralph Day. Unfortunately the article was already prepared for printing before Secretary Day's information was received, but recognition is now being given for his support and efforts.



COL. ROBERT C. WOOLEY, Vice President of Sotheby, Parke Bernet, addressed the New Jersey Bi-Centennial meeting.



COL. O. RUNDLE GILBERT, well-known liquidator of large estates, spoke at the New Jersey Bi-Centennial meeting.



THE HEAD TABLE DIGNITARIES of the New Jersey State Society of Auctioneers included, from left to right, Ralph S. Day, NJSSA Secretary-Treasurer since 1955; Col O. Rundle Gilbert; Col. Robert C. Wooley; Col. B. G. Coats, co-founder of the NAA and founder of NJSSA; and Donald L. Castner, NJSSA President.

A FORM OF IRS TAXATION

As you know, the American Revolution began over taxation. Which leads me to think that the biggest step backward this Country ever took was from 1776 to 1040!

Tauber Talks

IT'S YOUR TURN

If you turn left from the right hand lane, chances are you are only careless or reckless — not all those things the driver behind you called you.

OSAA "Auction-Aire"

THE AUCTIONEER

Antique/Household Goods Sale Conducted by Bertham/Murton Boyum

Cols. Bertram and Murton Boyum conducted a nice antique and household goods auction on May 6, 1976, in Rushford, Minnesota and Bertram, the father, reports the results for the benefit of other auctioneers.

Some of the items sold and the prices were: two-piece walnut bedroom set with marble-top dresser — \$510; hand-worked quilt — \$55; twenty dollar gold coin — \$330; five dollar gold piece — \$102.50; a lady's watch chain with slide for \$51; and a gold lady's watch with hunting case for \$1.00.

Iowa Auctioneers Man Booth At 1976 Iowa State Fair

The Iowa Auctioneers Association was represented at the Iowa State Fair, as in years past, and again this year they had their most attractive red, white and blue booth in the Varied Industries Building.

The booth was opened each morning of the 12-day Fair at 9:00 a.m. and closed at 6:00 p.m. Several Association members daily took their turns of being in the booth for the day, talking to people, giving away spinning tops, which were inscribed, "Hire an Iowa Association Auctioneer!"

Different types of sales were displayed in large pictures at the back of the booth, which also included the complete list of members — listed by towns and a sign "Home of the National Auctioneer President — Col. Lyle Erickson, Cresco, Iowa."

Iowa gained several new members as interested auctioneers stopped by to visit the booth.

**Mrs. Margaret Bloomer, Secretary
Iowa Auctioneers Association**



COL. BERTRAM BOYUM auctions a two-piece walnut bedroom set with marble-top dresser (upper photo) and his son, Murton, shown at left in lower photo, helps sell a handworked quilt.



ZOMAX INDUSTRIES, LTD.

34-24 HUNTERS POINT AVENUE
LONG ISLAND CITY, N.Y. 11101

(212) 392-4141

**BUY DIRECT FROM PRIME SOURCE
ALL TYPES OF HAND TOOLS**

**PROMPT SHIPMENT
EXCELLENT VALUES**

- Wrench Sets
- Socket Sets
- Adjustable Wrenches
- Pipe Wrenches
- Pliers
- Hammers & Mallets
- Drill Sets
- Screwdriver Sets

- Vises
- Folding Rules
- Bolt Cutters
- Padlocks
- Tap & Die Sets
- Wrecking Bars
- File Sets
- Sandpaper

- Trowels
- Trouble Lights
- Kerosene Lanterns
- Rope
- Saws & Hacksaws
- Measuring Tapes
- Chain Hoists
- PVC Tape

MANY OTHERS

Write for FREE Catalog

(212) 392-4141



ZOMAX INDUSTRIES, LTD.

34-24 HUNTERS POINT AVENUE
LONG ISLAND CITY, N.Y. 11101



COL. ROBERT CHAFFEE of Monson, Massachusetts, calls for a bid on a chair during the auction.



RESTING COMFORTABLY in the shade of the tent during the Chaffee auction were nearly 500 persons who filled the tent to capacity.

Massachusetts Sale Totals \$6,500; 500 At Household Goods Auction

The temperature was 95 degrees, but the weather was considered outstanding and not hot by NAA Auctioneer Robert E. Chaffee of Monson, Massachusetts. Col. Chaffee is owner of the Robert E. Chaffee & Sons Auction Service and his letterhead states that his firm is, "Your Cheerful Auctioneers".

On April 17 at 10:00 a.m., the Chaffee Auction Service conducted a household goods and antiques auction and approximately 500 were in attendance and some of the items sold were: gingerbread clock — \$90; round oak table — \$250; bow front server — \$275; pine drop leaf table — \$100; Salem rocker — \$50; Salter's kitchen cabinet — \$175 and marble top step down dresser — \$140.



THE BUYERS look over the merchandise at the Chaffee Auction, conducted in May in Massachusetts. Proceeds from the sale grossed \$6,500 and the items sold were household goods and antiques.

Seattle . . .

Just Like Heaven in '77

By Bob Losey, Chairman
1977 NAA Convention

I wish to welcome each and everyone of you to the great Northwest for the 1977 Seattle Convention. You will find the scenery exciting and the climate mild.

We are planning tours that will allow you the full benefits of this awesome setting that is Seattle. The lakes and sound that surrounds our city lies below two majestic mountain ranges that form a backdrop. The sound, with inland passages which lead tons of shipping and pleasure boaters to the Pacific Ocean; the lakes that give hours of year round recreation and beauty.

Many Tours Available

Therefore, we are hoping to offer to everyone a chance to see their favorite site; whether it be tall mountains, the ocean, or a boat ride. We are fortunate that our convention headquarters is the base for commercial tours of Seattle and the Northwest so that it gives you an even more expanded choice of tours with the ones we will offer.

I may be boasting, but I never have tired of the changing landscape that is my home!

Our city offers hours of things for the visitors to see. A skyrocketing ride up the Space Needle will offer you a panoramic view of this changing landscape. While you're at the grounds, which are a legacy of the '62 World's Fair, expect to spend several hours at the Science Pavillion; the Center House for food and shops; and the many exhibits all over the grounds. Ride the carnival attractions, purchase a ticket for a live performance, or walk across the street to the shops and restaurants.

We have three historical sections of town that are vastly interesting. Pioneer Square, the construction after our fire that has been restored, Pike Place Market, one of America's largest year around open farmers markets, and Chinatown, one of the largest in our country.

Walk along the water front to the cry of gulls and the tang of salt air. There are many shops and restaurants for your enjoyment, and our new city aquarium should be open by then.

We have a large, modern zoo situated in Woodland Park. Our Volunteer Park has a good size art museum, and the Museum of History & Industry is on the edge of our Arboretum.

Much Water to Enjoy

Within the city proper there are two nice sized lakes: Lake Union and Green Lake. But the Queen of them all is Lake Washington with 30 miles of shorelands, which form the eastern city limits of Seattle. There are two floating bridges that accommodate the commuters from the east side. On a bright windy day the sails dominate the power boats. There are numerous public beaches for swimming. And, thanks to our Metro project in the 50's, our waters are clear and unpolluted.

As a lifetime resident, I have never tired of showing my city to visitors. I am looking forward to throwing it open to my fellow Auctioneers and their families. If you have any questions you'd like answered on things you wish to see on your way here, please feel free to contact me, Col. Robert F. Losey, Sr., 808 S.W. 4th Pl., Renton, Washington 98055.

BATHING SUIT THIEF

A lady strolling on the beach was appalled at the brevity of a young girl's bikini. "Really," she said, "what would your mother say if she saw you in that suit?"

"She'd be pretty mad," the girl admitted, "It's hers."

Kansas City Sertoman

THE AUCTIONEER

Book Auction Surprises Many Buyers Due to High Prices for Each Item!

By Marcia W. Zabriskie
Sunderland, Massachusetts

"They're mad! They really are mad!" This was the way one New York book dealer summed up the atmosphere of enthusiasm at a recent book auction held at the Auction Galleries in Amherst, Massachusetts, as he left for the bus. He had put in a bid of \$15 for a certain book only to see it go for \$150. And he was a big book dealer from New York City, who apparently expected to make a fortune at this country auction, for he kept bidding, but each time was unsuccessful. He had taken four different buses to get there and had even walked from the bus station. His bids were losing battles, as all of them were much lower than the final sale price.

Apparently the factor which contributed most to making this the most exciting book auction in Bill Hubbard's ten years' career as an auctioneer, was that the entire collection was formerly in the library of the late Frederic March, noted star of stage and screen. Ray Murphy and Bill Hubbard, prominent auctioneers in the area, recount with the same degree of enthusiasm the excitement which characterized this auction, which attracted many diverse collectors, and which offered over 2,000 volumes. And young Chris Hubbard, Bill's son, an auctioneer in his own right who played a role that day too, echoes the same — "Wonderful auction — such fine people to deal with; best ones around."

March and his wife Florence Eldridge accumulated books on a wide selection of subjects for their library in Firefly Farm in New Milford, Connecticut.

The book in mint condition which brought the highest price of all — \$1,400 — was "Illustrations of the Book of Job" by William Blake. All the watercolor designs, pencil drawings, and engravings in facsimile, with appropriate introduction were included. A protective box, which was the container, had helped to preserve the condition of this one.

A two-volume History of the Indian Tribes of North America with biographical sketches and anecdotes of the principal chiefs sold for \$1100 — a world record price! Within the two volumes were 100 portraits from the Indian Gallery in the War Department at Washington, D.C., including the famed "Buffalo Hunt". The originals of these were destroyed when the Smithsonian Institute burned in 1865.

It seems fair to conclude that The March home was a haven for many of the well-known playwrights and stars of the time. Numerous books were inscribed by famous personalities — always an intrigue to the bidder.

"Progress" in the Graphic Arts by T.

M. Cleland carried his inscription together with a two-page letter done in the decorative handwriting of this important book designer and illustrator. "The Burden and the Glory," by John F. Kennedy was the book which Jacqueline (Kennedy) Onassis inscribed. The Presidential seal was on the front cover and inside were invitations and place cards for a dinner honoring Mrs. Kenedy.

A top bid of \$1,150 went for "The Complete Works of Charles Dickens" in 20 volumes by Nonesuch Press — 1937-1938, in various colored buckram with leather labels. Three volumes were lacking to make the set complete, but included were such familiar titles as "Oliver Twist", "Tale of Two Cities", "David Copperfield", and "Pickwick Papers". Included in this purchase was the "original steel plate" engraved by Phiz (original illustrator).

It was hard to tell at times who was the more excited, the auctioneers or the bidders! Chris Hubbard finds amusement even now as he recalls when he was trying to sell a book by Swinburne, and he calls out loud and clear, SWINE-BURNE! These little moments of levity seem to be a part of every auction and a necessary ingredient.

Throughout the March library were superb reminders that Frederic March and his wife were favorites in the theater world, for every so often there would appear marked-up script copies used by them in their starring roles in the original production. One such example was copies of "Long Day's Journey Into Night" by Eugene O'Neill. Taped into Frederic March's copy were various pictures of the elder O'Neill, and inside were pages of notes March had made about O'Neill's father while studying the role. The three copies brought \$850. The first edition (1942) of "The Skin of Our Teeth", by Thornton Wilder, was another book in this part of the collection. Taped in the book was a Christmas card from the Wilders. The two Marches starred in the first production of this play.

Fine volumes from such noted presses as Nonesuch, Dove, and Kelmscott attracted much attention and called forth many bidders. Book lovers and book dealers found book treasures hard to come by at this auction. Such books as these belong in that category: "Odyssey of Homer" by Nonesuch Press, 1931, limited edition; Malory's "Morte d'Arthur" with Aubrey-Beardsley, illustrations, limited edition, 1909; "La Divina Commedia" by Dante — Nonesuch, limited edition; "News from Nowhere" by William Morris, Kelmscott Press, 1 of 300 copies; "Eusebius Caesariensis, Chronicon" by Erhard Ratdolt, Venice, 1483; Nonesuch "Shakespeare", seven volumes, 1929-1933, bound in full niger

morocco; "The British Atlas", complete set of county maps of England and Wales — 1810, 58 colored maps, 21 plans of cities, each with engraved vignette view; poems chosen out of the works of Robert Herrick, Kelmscott Press, 1895, printed in black and red on handmade paper; "Utopia", by Sir Thomas More, Kelmscott Press, 1893, 1 of 300 copies printed in red and black on handmade paper; "The Compleat Angler", Lee and Dove edition, 2 volumes, 1888; limited edition of 500 copies signed by R. B. Marston, editor.

There were cook books, biographies, travel, illustrated books, juveniles, antiques, history (local and otherwise), genealogies, and many, many others.

Book lovers in the area will remember this six and one-half hour auction for some time to come. Auctioneers Murphy and Hubbard will also remember it for a number of reasons: their bidders came from a wide area, all over New England and New York State and as far away as Washington, D.C.; and this was the largest audience they ever had at a book auction — approximately 350 as compared to about 100 usually. But the most exciting thing they will remember is how wrong they were when they estimated a total sale of \$18,000, when in reality the sales amounted to in excess of \$30,000!

"They're mad! They really are mad!"

WELL RESTED

"I get up when the first ray of sunshine strikes my window."

"Isn't that rather early?"

"No. My room faces west."

CHEER

Personal column of County Sentinel reports: "After 40 years of hard work, Justin Case retired recently with \$190,000 which he had gained through courage, diligence, initiative, skill, devotion to duty, thrift, efficiency, shrewd investments . . . and the death of his uncle, B. Roken Case, who willed Mr. Case the sum of \$188,750."

RETIREMENT

A man can't retire on the money he wastes! — "CHEER"



**JIM
GRAHAM
AUCTIONS**

"Net you thousands more"

**204 U.S. 1
North Palm Beach, Fla.
305-844-1723**

Realtors

Auctioneers

Booster Club

The NAA members whose names appear within their respective states have each given \$5.00 for their names to appear for one year in support of their magazine — THE AUCTIONEER.

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

ALABAMA

Leslie E. Bates—Cullman
Don Burnham—Cullman
Robert Gooch—Florence
Herby Greenhaw—Athens
Jimmy Greenhaw—Athens
Oakley Greenhaw—Athens
Gordon W. Headley—Thorsby
Roy N. Hereford, Jr.—Faunsdale
John A. Horton—Huntsville
J. P. King—Gadsden
Donald Lonnergan—Gadsden
Donald Montgomery—Mountain Home
Hubert R. Owens—Gadsden
M. S. Pennington—Huntsville
C. W. Ramey—McCalla
Jon Ramsey—Dothan
W. D. "Bill" Ray—Five Points
Freeman Smith—Bryant
Kenneth E. Terrell—Boaz
Timmy Lynn Walker—Mountain Home
Ben Whigham—Dothan
Lamar Williams—Decatur

ALASKA

Andrew S. Hess—Anchorage
James Hess—Anchorage
Jack Ward—Anchorage

ARIZONA

Jake Brooks—Flagstaff
Richard Coleman—Tucson
Donald Montgomery—Mountain Home
Mary Parkhurst—Phoenix
Paul Perry—Mesa
Vernon St. John—Phoenix
Timmy Lynn Walker—Mountain Home

Western Sale Management, Inc.—
Phoenix

ARKANSAS

American Business Auctioneers—
Rogers
Wayne Adams—Bradley
Paul Alexander—Jacksonville
T. J. Allred—Dover
Richard S. Baker—Norfolk
Wayne Ball—No. Little Rock
O. A. Berger—Weiner
Bud Robinson Auction Co.—Pine Bluff
Harlis Camp—Stamps
Robert E. Creasy—Fayetteville
Leon Early—Helena
Rick Ellis—Searcy
J. W. Fogg—Mountain Home
Dennis Gordon—Mena
R. E. Harris—Mountainburg
Fred Hiett—Rogers
Virgil Irwin—West Memphis
C. J. Henson—Rogers
A. A. Johnson—Jonesboro
Ira N. Johnson—Mulberry
Don Kinder—Benton
A. W. Lowery—Dennard
Vance Mace, Jr.—Paragould
Vance Mace, Sr.—Paragould
Kenneth M. Witcher—Wynne
Larry Montgomery—Berryville
Mack Rainbolt—Lexa
Paul Robbins—Manila
Larry Ruffin—Dewitt
Tommie Walker—Mountain Home
James E. Wilson—Hot Springs
Joe Wilson—Hot Springs
B. L. Wooley & Associates—Little Rock

CALIFORNIA

Lorraine Betke—Anaheim
Sanford J. Blau—San Bernardino
Gilbert Bone—Bakersfield
Linville Burleson—Huntington Beach
Tom Caldwell—Ontario
Pat Cohen—Palm Springs
Keith Cullum—Pomona
Ken Cullum—Pomona
Steve Dorfman—Cotati
Bill Douglass—Fresno
Marsh Dozar—Beverly Hills
Mel Edwards—San Bernardino
Melvin H. Ellis—Napa
John Eubanks, Sr.—Port Hueneme
Hoke Evetts—Hanford
B. E. George—Oroville

K SCHOOL OF AUCTIONEERING KNOTTS

Learn the art of modern scientific auctioneering from our famous tape recorded course for home study or from classroom courses, which we conduct at various colleges, universities and vocational schools. This school is approved by the State Board of School and College Registration in our home state of Ohio. Reg. Number 71-12-0286H. Chief instructor, Col. R. E. Knotts, has thirty years experience and more than four thousand public sales to his credit. He has also been a professional auctioneer instructor and counselor since 1959.

Rt. 2, Box 161-C Gallipolis,
Ohio 45631 (614) 446-2917

Roger O. Gilman—Grass Valley
Arthur B. Goode—Los Angeles
W. O. "Bill" Hale—Lakeport
Harold Henry—Rosemead
Lucky Jenkinson—Folsom
Don Johnson—Eureka
Mike Kalman—Arcadia
Rudy Larkin—W. Covina
William F. Lefty—Lincoln
Mike Macon—Sonora
Nub Mahan—Sacramento
Bob Main—Garberville
Don McLeod—Arcadia
Rusty Meador—Ramona
Ed Norton—Oroville
Harry V. Olsen—Marysville
Harry Olson—Marysville
Louis Rasmussen—Petaluma
Ray Roberson—Napa
Max Rose—Whittier
Max E. Rose—Whittier
David Raue—Olivehurst
Wayne Schilling—San Jose
Gene Schobinger—Los Altos



THE AUCTIONEER'S SPEAKER

The greatest ever used in the Auction Profession. No other speaker in its class. American Made. Operates on three 6 volt lantern batteries giving it 18 VOLTS OF POWER. It can be heard for a mile. Very clear and distinct. Comes with 12 ft. Cord and Shoulder Strap for easy carrying. There is a mike support holder which leaves both hands free to move in any direction you wish. Easy to carry, or can be set on the top of a pick-up truck on in a building or on a 6ft. ladder on which the auctioneer can stand. We have thousands of these speakers out and the leading auctioneers in the U.S. and Canada use them. They say it has increased their business greatly plus saving their voice. These speakers are known as the Reisch Auctioneer's Speaker and are available only through Col. Joe Reisch, Reisch Sales Company, Box 850, Mason City, Iowa 50401. Phone — area code 515-423-1465.

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

Morris Schwartz—Hollywood
 R. E. "Bob" Stanley—Corona
 David Warner—Culver City
 Bob Young—San Jacinto
 R. Earl Young—Los Molinois

COLORADO

Ernie Austin—Greeley
 Steve Baldwin—Greeley
 E. R. Broughton—Colorado Springs
 Dave Brown—Holyoke
 Chuck Cumberlin—Brush
 Gene Doty—Ft. Morgan
 Floyd A. Edmonds—Niwot
 Al Hallcock—Greeley
 Willard Hartnagle—Longmont
 Herman W. Hauschildt—Denver
 Joe Hicks—Grand Junction
 Joe Hicks, Jr.—Grand Junction
 John J. Horvath, Jr.—Hesperus
 Edwin Kuntz—Loveland
 George A. Lamb—Brighton
 George R. Lamb—Denver
 Cookie Lockhart—Denver
 Si Lockhart—Steamboat Springs
 Lyle McColloum—Littleton
 Jim Odle—Brush
 Gus Pacific—Niwot
 Thomas L. Pearch—Eagle
 Daleard Pettijohn—Boulder
 C. E. Ken Reed—Ft. Morgan
 Avery V. Rich—Engelwood
 Ronald Rodenberger—Fort Collins
 Howard Roland—Grand Junction
 C. W. Rosvall—Denver
 E. W. Rundell—Salida
 Jack Salisbury—Ft. Collins
 Wayne Storm—Canon City
 Reuben J. Stroh—Loveland
 E. S. "Bud" VanBerg—Sterling
 Troil Welton—Wray
 Ben Weitzel—Brush
 Ernest Wimmer—Ft. Collins
 Beverly "Bud" Zaiss—Brighton

CONNECTICUT

Richard Centabar—Melrose
 Arthur Christman—Banford
 Fred Clark—Scotland
 Francis Collette—Stafford Springs
 Jim Coolahan—West Haven
 Milton R. Crosby—Sharon
 Tom Gagliardi—New Haven
 Emmet R. Gemme—Windsor
 Robert F. Gemme—Hartford
 Robert H. Glass—Central Village
 David Josko—Southport
 James Josko—Southport
 Seymour Manheimer—New London
 Richard K. Mather—Granby
 Dean A. Moore—Old Saybrook
 Joseph Pari—Hamden
 A. C. Richard Pinto—Trumbull
 A. C. Richard Pinto & Co. Auctioneers—Trumbull
 Edward G. Pinto—Trumbull
 Paul Sage—Chester
 William C. Shine—Kensington
 Al Tirella—East Hartford

DELAWARE

Crawford Carroll—Dover
 Riley Jefferson—Lincoln
 James O. Waterfield—Wilmington

DISTRICT OF COLUMBIA

C. T. "Jimmie" James—Washington
 Benjamin E. Weschler—Washington
 William P. Weschler—Washington

FLORIDA

A. G. Allan—Del Ray Beach
 American Auctioneer's—Miami
 George Anderson—Lakeland
 R. K. Beebe—W. Palm Beach
 Robert Berner—Daytona Beach
 Robert Bishop—South Daytona
 Henry Blaine—Tallahassee
 Charles Bolton—West Palm Beach
 William J. Borell—Eustis
 Luther Bynum—St. Petersburg
 Wylie Cobb—Archer
 Marvin Cohen—Orlando
 C. Andrew Cole—Jacksonville
 Floyd E. Cole—Zolfo Springs
 Gary Cook—Ft. Lauderdale
 Gene Cook—Mt. Dora
 D. D. Colburn—Brooksville
 Lewis C. Dell—Sanford
 Lisl Drake—Riviera Beach
 Richard Fentiman—Daytona Beach
 G. G. "Jerry" Finnell—Orlando
 Louis Fisher—Pompano Beach
 Florida Auction Co.—Seffner
 Jim Graham—N. Palm Beach
 Doc Hall—Tallahassee
 Jack E. Harrison—Ocala
 Charles Helfond—No. Miami Beach
 Betty Lou Hexamer—Orlando
 Martin E. Higgenbotham—Lakeland
 Jim Hill—New Smyrna Beach
 Neil L. Hoopingarner—Tampa
 Sidney P. Hough—Tallahassee
 Fred J. Hullett—Miami
 Fred E. Irving—Kissimmee
 Wayne Irving—St. Cloud
 Gerald Kidd—Tampa
 George Kittrell—Jacksonville
 Johnny R. Koske—Palm Bay
 Charles LaPerle—Gainesville
 A. R. McGowan—Maitland
 R. E. "Bill" McMath—Plant City
 George Pinkerton—Lakeland
 Harvey M. Poliner—Fort Lauderdale
 Michael Roussos—Winter Park
 Thomas A. Scarane—Miami
 Joseph F. Sedmera—Lakeland
 Joe Shepherd—Ocala
 Vince Simmons—Lakeland
 David L. Smith—Hollywood
 Ben Stewart—Avon Park
 George Stringfellow—Lynn Haven
 P. Frank Stuart—St. Petersburg
 J. Wayne Taylor—Miami
 Ron Tuggle—St. Petersburg
 George F. Van Deree—Venice
 Herman Van Pool—Kissimmee
 Stanley J. Vermillion—Longwood
 Russ Weir—New Smyrna
 E. J. Whitney—Jacksonville
 Wilma Wilkins—DeLand

GEORGIA

O. H. Adamson—Ellenwood
 Samuel L. Brock—Decatur
 Jack Charlesworth—Red Oak

Harold Cohn—Columbus
 Robert Crawford—Concord
 Douglas County Auction—Douglasville
 Wayne Evans—Columbus
 Charlie Gay—Rome
 Vernard C. Hurd—Bonaire
 Jim McDuffie—Blackshear
 Claud Pardue—Talgo
 Watson Reynolds—Ellenwood
 Bill Sanders—Warner Robbins
 Quinton Smith—Sylvester
 Noel D. Spears, Jr.—LaFayette
 Raymond J. Stephen—Adrian
 Julius Swilley—Norcross
 H. C. Thomas—Marietta
 Charles R. Trussell—Union City
 E. F. Van Buskirk—Calhoun
 R. A. Waldrep—Gainesville
 J. D. Weldon—Tifton
 Daniel R. Wright—Plainville

HAWAII

Wm. H. Ferem—Honolulu
 Don Miguel—Waipahu
 David Paul St. John—Honolulu
 Steven Rosen—Honolulu
 Louis Stambler—Honolulu

IDAHO

Irvin Eilers—Kimberly
 Lyle Masters—Buhl
 Jim Messersmith—Jerome
 Charlie N. Phelps—Ashton

ILLINOIS

Abe Cantor & Co.—Chicago
 Dennis Aherns—Staunton
 Ronald L. Albert—Mundelein
 American Auction Associates—Chicago
 Nelson E. Aumann—Ohlman
 John Bearrows—Rochelle
 William Beck—Edinburg
 Ed Blin—Marengo
 Franklin E. Bohn—Elkhart
 William Braid—McLean
 Miles M. Chappell—Washington
 Nevlyn Christeon—Riverside
 Gordon Clingan—Danville
 Sandra Cohen—Chicago
 James Cook—Macomb
 Gail Cowser—Glasford
 Danhelka's Antiques—Westmont
 Timothy Danner—Grayslake
 Gene Darfler—Somonauk
 Bill Decker—Milford
 Delmar Decker—Danforth
 Don Decker—Milford
 R. J. "Jim" Donovan—Heyworth
 W. P. "Bud" Drake—Decatur
 Dunning's Auction Service—Elgin
 Ernest E. Edwards—Midlothian
 Mike Fahnders—Pekin
 Art Feller—Cissna Park
 Donald Flugger—McHenry
 William L. Gaule—Chatham
 Gilliland Auction Co.—Walnut Hill
 Michael M. Gordon—Chicago
 O. W. Hadley—Lake Zurich
 Marvin Harris—West Frankfort
 Marvin Haycraft—Wapella
 Don Hayden—Decatur
 Rick Hilliard—Greenville
 Fred Howerton—Galesburg
 Lane R. Hyett—Aledo
 Emil Iwanski—Chicago
 Roxy J. Jackson—Villa Grove
 Harry T. Karr—Kane

Be An Auctioneer

Two week term and home study.
 Nationally recognized. G.I. approved.

FREE CATALOG!

Missouri Auction School

1600 GENESEE / KANSAS CITY, MO. 64102

William Keeton—Harvey
 Ray Kiefer—Monee
 Charles F. Knapp—Cissna Park
 Albert A. Kodner—Chicago
 Howard Kodner—Chicago
 Jay I. Kodner—Chicago
 J. C. Korngrust—E. Moline
 G. J. Lathrop—Chicago
 Doyne Lenhart—Georgetown
 Roger McGill—Morris
 Tony R. McGill—Morris
 J. Hughey Martin—Colchester
 Howard McAnly—Rochelle
 Michael Modica—Chicago
 Joe Mosley—Sumner
 Gordon Pace—Round Lake
 Lyle Paddick & Son—Oblong
 Albert Paletz—Chicago
 Frank Pelate—Dupo
 Melvin R. Penning—Forreston
 Duke Rath—Elgin
 James Read—Maple Park
 James P. Read—Maple Park
 Keith Reid—Albion
 Joe Rosenberg—Chicago
 Tom Sapp—Springfield
 Howard Schultz—Elgin
 Orison R. Seibert—Belleville
 Carl Steck—Maquon
 J. H. "Swanie" Swanson—Sandwich
 Charles Vaughn—Kankakee
 Alfred Wall—Watseka
 House of Williams—Chicago

INDIANA

A is for Auction Co., Inc.—Indianapolis
 John E. Anderson—Lafayette
 Sharon Anderson—Huntington
 Dan Baker—Lafayette
 Jim Bayman—So. Whitley
 Boswell Wholesale & Auction—Boswell
 James A. Buckley—Shelbyville
 Harry M. Carr Jr.—Indianapolis
 Steve Chandler—Terre Haute
 Ray Clark—Dyer
 Charles W. Chaudion—Cicero
 G. W. Croddy—Madison
 Curran Miller Auction & Realty Co.—
 Evansville
 D & D Auction—Ossian
 Jack Earlywine—Kokomo
 Robert Ellenberger—Bluffton
 William E. Graham—Jamestown
 Joseph Gratzol—Mishawaka
 Leonard Greer—Syracuse
 Bob L. Harrison—Monticello
 Jack C. Harrell—Linton
 William J. Healy—Wolcottville
 Joseph M. Justice—Crown Point
 Don Kambol—South Bend
 Winford J. Lewis—LaGrange
 Harold J. Mason—South Bend
 Amon H. Miller—Evansville
 Leonard F. McGowan—Portage
 Rex C. Munson—Wolcottville
 Morris Nobles—Chesterton
 Fred Overlease—South Bend
 C. Eugene Phillips—Indianapolis
 Melvin Powers—Poseyville
 Ernest Pyle—Churubusco
 D. Noble Ratts—Whitestown
 Roland Reppert, M. D.—Decatur
 Reppert School of Auctioneering—
 Decatur
 Thomas Reynolds—Milan
 Fred Richards—Fort Wayne


Meredith Richwine—Brownsburg
 Rossville Auction Exchange—Rossville
 Romaine Sherman—Goshen
 Harold Smith—Brownsburg
 Don Stevens—Anderson
 Ferrell Taylor—Sellersburg
 Paul Taylor—Mariah Hill
 Carl Tebo—Brook
 Mary Jane Weddell—Bloomington
 C. E. "Bud" Towner—Elwood
 Jerry J. Weese—Royal Centre
 Albert W. Wells, Jr.—Fort Wayne
 Karl Wise—Brookville
 David R. Yager—Spurgeon
 John E. Yager—Spurgeon
 John E. Yager, Jr.—Spurgeon

IOWA

Loren Albrecht—Wall Lake
 Glenn Baumgarten—Ottumwa
 Bart Bielenberg—Schleswig
 Emmitt Cobb—Bartlett
 Lyle Erickson—Cresco
 Dale H. Fessler—Greenfield
 W. Robert Herbold—Lawton
 Roy B. Johnson—Buffalo Center
 Leon Joy—Ames
 John "Scotty" McFedries—Davenport
 Erv Pauley & Son—Defiance
 Paul A. Pauley—Harlan
 Clint Peterson—Webster City
 Wallace E. Plueger—LeMars
 Max Reno—Bonaparte
 Jack Shepherd—Cedar Rapids

BUSINESS CARDS


EMBOSSSED



\$10.00 per 1000

2 color - **\$12.00**

Either emblem \$1.00 extra



CARDPRINT

701 Park Ave., Galion, Ohio 44833

Ray E. Sweeney—Waukon
 A. Dean Thompson—Nevada
 Howard Youngberg—Sioux City

KANSAS

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

KENTUCKY

Adrian Atherton—Hodgenville
 J. H. Barnard, Jr.—Bowling Green
 Bailey & Grissom—Glasgow
 C. W. Borden—Bowling Green
 James O. Briggs—Stanton
 Carter Realty Auction Co.—Scottsville
 Frank Crain—Elizabethtown
 Carl K. Eley—Erlanger
 Linda Oaks Fiese—Hopkinsville
 Aleck Gribbins, Jr.—Louisville
 Joseph Gribbins—Louisville
 E. Howard Hunt—Louisville

Bill James—Bowling Green
 Hilda Johnston—Mortons Gap
 Wayne Kessler—Campbellsville
 James R. Knott—Owensboro
 C. Roger Lewis—Morehead
 Bill McConnell—Paris
 R. E. McConnell—Paris
 J. R. McGowan—Russell Springs
 John P. O'Connor—Owensboro
 Rex Profitt—Tompkinsville
 J. C. Reed—Richmond
 Charles Shelton—Elizabethtown
 Taylor Realty & Auction Co.—
 Burkesville
 Julius Wise—Elizabethtown

LOUISIANA

Robert Danzy, Jr.—Alexandria
 Lawrence Franks—Monroe
 Herman Gaspard—New Iberia
 Francis S. Laffitte—Mansfield
 Douglas Sellers—Tioga
 Kenny Wallace—Dixie
 Ray Wallace—Shreveport
 Valery C. Watts—Livingston
 James Wilson—Houma

MAINE

Stephen D. Cardelli—Cape Elizabeth
 R. I. "Razor" Crosman—Corinna
 George A. Martin—East Lebanon
 William McKinnon—Cornish
 E. A. "Ed" Mains Sr.—Gorham
 Joseph D. Morrison, Jr.—Westbrook
 Richard W. Oliver—Kennebunk
 Dick Ward—Limestone
 Morgan Willis—Kittery

MARYLAND

Lee Roy Baublitz—Hampstead
 Raymond Bender—Accident
 Daniel Brittingham—Salisbury
 Emmert R. Bowlus—Frederick
 R. C. Burkheimer—Elkton
 Mike Burzynski—Baltimore
 Robert H. Campbell—Annapolis
 Michael A. Conover—Westminster
 Joseph A. Cooper—Baltimore
 Don Davis—New Carrollton
 James R. Edwards—Bel Air
 Grant Harding—Reisterstown
 Barr Harris—Baltimore
 Burton Hoffman—Hagerstown
 C. P. Jacobs, Jr.—Frederick
 C. T. "Jimmie" James—College Park
 S. Braden King—Boonsboro
 Clair Martin—Hagerstown
 Jonathan Melnick Auctioneers, Inc.—
 Baltimore
 E. T. Newwell & Co.—Baltimore
 Thomas R. O'Farrell—Westminster
 Richard L. Otto—Silver Spring
 Neal Owings—Hampstead
 Sam W. Pattison Rea—Baltimore
 Theodore Raynovich—Oakland
 Jack Reedy—Hampstead
 Barry Rogers—Rockville
 Raymond Smallwood—Potomac
 Homer Snyder—Hampstead
 Ray Strick—Eden
 J. G. Trout—Frederick
 Wittstadt & Son Inc.—Cambridge
 G. Michael Whitson—Westminster
 David S. Wright—Frostburg

MASSACHUSETTS

William B. Allsbrook—Woburn
 Lawrence Anthony—Lowell
 Henry A. Berman—Worcester

Douglas P. Bilodeau—Sunderland
 Albert A. Burke—Braintree
 Barbara E. Chaffee—Monson
 Bruce Chaffee—Monson
 Raymond E. Chaffee—Monson
 Robert E. Chaffee—Monson
 Roland E. Chaffee—Monson
 Oliver Chase—Westfield
 Louis A. Cook—Pembroke
 Florence Cornell—Lakeville
 John E. Correia—Norwood
 Louis Dansky—Sharor
 Anthony Ferolito—Cambridge
 David I. Gilgun—Weburn
 Jack Armstrong Hilditch—Bellingham
 Francis Horgan—Roslindale
 John J. LaCroix—Auburn
 Joseph Legere—Fitchburg
 Abe Levin—Fitchburg
 William F. Moon—North Attleboro
 Frank "Honest Chuck" Onischuk—
 Westminster
 Clifton D. Rockwell—Newburyport
 Leonard Sheinfeld—Framingham
 John Shibley—Southwick
 Walter Szary—Peabody
 Owens Taylor—Amherst
 Robert Temple—Foxboro
 D. Francis Zullo—Somerville

MICHIGAN

Lloyd E. Adams—Shepherd
 Sam Babock—Alpena
 John R. Bell—Flint
 George P. Blackford—Flint
 A. Howard Block—Mayville
 Jim Brannan—Boyne City
 Richard Brodie—Westland
 Billy C. Butts—Benton Harbor
 Harold Cole Auction & Realty—Flint
 Robert Gerhart—Climax
 Freeman F. Glenn—Port Huron
 Julius C. "Tex" Haas—Dexter
 Howard Herzberger—Bay City
 Ben Kleinman—Grand Rapids
 David A. Norton—Coldwater
 Lee L. Norton—Alto
 James L. Ockerman Sr.—Sylvan Lake
 City

Sherry Olin—Sparta
 John Pace—Marquette
 William Podell—Grand Rapids
 Willie Reese—Edwardsburg
 Clyde Russell—Caledonia
 Douglas Scratch—Brighton
 Tom Sparks—St. Joseph
 N. Iver Schmidt—Ypsilanti
 Robert J. Wellman—Decatur
 Brent Wilber—Bronson

MINNESOTA

Donald Babbitt—Conger
 John M. Bliss—Clarks Grove
 Larry Born—Weseca
 W. A. Dickenson—Austin
 Wayne Ediger—Belle Plaine
 Wayne Estby—Delano
 Martin Ewert—Janesville
 Emery Henn—Zumbro Falls
 James Henry—Long Prairie
 Tom Klyve—Benson
 Albert O. Maas—Millville
 Joseph J. Maas—Plainview
 Rene Marguth—Morton
 Terry Marguth—Redwood Falls
 P. J. Peterson—Badger
 Wayne Pike—Princeton

Superior

SCHOOL OF AUCTIONEERING

"A Very Select School"

If you miss our next term, it will be SIX MONTHS before you have another opportunity to attend SUPERIOR.

A term only lasts two (2) weeks. YOUR EDUCATION IS FOR A LIFETIME. Doesn't it make sense to learn from TODAY'S auctioneers? From the people who are selling many of the Nation's top sales — not from someone who is not an auctioneer or not enough business, as an auctioneer, to keep him busy? He cannot tell YOU how to be a SUPERIOR auctioneer.

SEND FOR OUR FREE CATALOG. YOU WILL KNOW US.

SUPERIOR SCHOOL OF AUCTIONEERING,

**P.O. Box 1281, Desk A
DECATUR, ILLINOIS 62525**

Fred Radde—Watertown
 Steve Reinhardt—Palisade
 Joe S. Schmidt—Blaine
 Gerrit Smith—Hutchinson
 J. A. Sundberg—Minneapolis
 Bert Trane—Karlstad
 Lowell Wagner—Moorhead

MISSISSIPPI

Perry Baygents—Waynesboro
 Quincy Bryant—Jonestown
 Harry T. Collins—Tupelo
 A. O. Dilley, Jr.—Belzoni
 Toxey Fortinberry—Water Valley
 David Gillentine, Jr.—Tupelo
 Lew Henderson—Gulfport
 Kline Ozburn Jr.—Canton
 Terry Ozburn—Canton
 Meadow Perry—Yazoo
 Howard Reed—Cleveland
 Liston Shows—Soso
 Thomas Skinner—Jackson
 David Wigginton—Guntown

MISSOURI

W. L. Abney—Piedmont
 Ken Barnicle—Ballwin
 Joe Beck—Sikeston
 Lenzie Beck—Sikeston
 Herbert Butterbaugh—Kansas City
 Central States Auction School—Kansas City
 Bill Edwards—Salem
 William L. Elder—Kansas City
 W. L. Ellis—Kansas City
 P. M. Farrell—St. Joseph

Kenneth Gaines—Shelbyville
 Bob R. Hale—Sikeston
 Roy Hansen—Linn Creek
 Otis J. Hawthorne—Maplewood
 Cecil Hillis—Poplar Bluff
 Jackson Clay Hunter—New Madrid
 James Jones—High Hill
 Carl Kimble—Stewartsville
 Robert McCann—Harrisonville
 Joe McCord—Sikeston
 Robert Merry—St. Louis
 Kathy Lynn Mills—Mexico
 Missouri Auction School—Kansas City
 Ace Modglin—El Dorado
 Jerry Ondracek—Sedalia
 Billie Orton—Memphis
 Sam Pickering—Licking
 Jerry D. Popplewell—Amity
 J. H. Shell—Sikestown
 Dean Shepherd—Lee's Summit
 Charlie Sutter—Sullivan
 3-M Auction Service—Sunrise Beach
 Bob Turnage—Hayti
 Kenneth Uplinger—Columbia
 R. E. Voorheis—Harrisburg
 Gerard Weisbrod—St. Louis
 John F. Wagster—Broseley

MONTANA

L. Doug Allard—St. Ignatius
 Bass Auction Company—Lewistown
 Gene Gabel—Billings
 W. J. Hagen—Billings
 Jack Hargrove—Helena
 Earl W. Kinney—Billings
 R. J. "Bob" Thomas—Billings
 Westernmark Auction Co.—Shelby
 Western College of Auctioneering—
 Billings

NEBRASKA

Jack Bernard—Omaha
 Capitol Auction & Realty—Lincoln
 Kenneth Carnes—Phillips
 Don Dirks—Bruning
 Jack Fajman—Columbus
 Richard A. Fajman—Columbus
 Elmer Galusha—Central City
 Harry Galusha—Central City
 H. A. "Hoot" Gibson—Aurora
 Rod Gillespie—North Platte
 Elmer Jacobsen—Grand Island
 Rose Ann Jacobsen—Grand Island
 Stacy McCoy—Arapahoe
 Gerald N. Miller—Hartington
 Henry I. Neuhaus—Elkhorn
 Gerald Phillips—Wallace
 Henry Rasumssen—St. Paul
 Frank Thimm—Beatrice
 Jim Walker—Omaha
 Gary Woodring—Davenport
 Rex Young—Plattsmouth

NEVADA

Ken Brown—Las Vegas
 Leo Grindley—Las Vegas

NEW HAMPSHIRE

J. W. Barber—Lebanon
 Norman Goss—Brentwood
 Larry Gray—West Lebanon
 Lawrence J. Guay—Gorham
 Ray Kacey—Brookline
 Paul W. Lawton—Chesterfield
 Edward G. Stevens—Rindge
 Merle D. Straw, Jr.—Seabrook

NEW JERSEY

William T. Anton, Sr.—River Edge
 Edward F. Barber—Williamstown

Edward Berman—Dover
 John Broadnar—Camden
 Fred Daniel—Neshanic Station
 Fred R. Daniel Auctioneers, Inc.—
 Neshanic Station
 Ralph S. Day—Leonia
 James E. Fawcett—Dumont
 George W. Hand—Robbinsville
 Paul Hauke—Oakhurst
 Elwood Heller—Somerville
 Esler Heller—New Egypt
 Ralph D. Hughes—Richwood
 John Kachmar—Flemington
 Marge Kennelly—Ridgewood
 Jerome Krawitz—Fair Lawn
 Ellie Maher—Piscataway
 Roman Osadchuk—Wildwood
 John R. Potts—Neshanic Station
 George Puglia—Paterson
 John Reed—Neshanic Station
 Charles Roeder—Oakland
 Joseph Sartor—Towaco
 J. Edward Scott—Williamstown
 D. A. "Knot" Smith—Salem
 Dallas Smith—Salem
 Gerald Sterling—Berkeley Heights
 Arthur Stryker—Frenchtown
 T. J. Sullins—Malaga
 John Torlish—Raritan
 Bill Wentzell—Elmer
 Howard Wikoff—Saddle River
 Arthur Williams—No. Plainfield
 Warren Young—Bordentown

NEW MEXICO

Elmer Bunker—Albuquerque
 James Cecil—Hobbs
 Wayne Connell—Mountainair
 Bill Hernandez—Alamogordo
 Gene Navalesi—Albuquerque
 John Overton—Albuquerque
 James H. Perkins—Sedan
 Chuck Stocks—Albuquerque

NEW YORK

Roy Abbey—Angola
 Rex Accurso—Oneonta
 Raymond W. Allen—Niverville
 Rick Amendola—Highland
 Tim Anspach—Albany
 Lorion Bacorn—Ithaca
 William C. Baird—Elmira
 Merritte L. Barr—Walkins Glen
 Al Bigelow—Springville
 Lewis Bronstein—Buffalo
 Richard W. Bronstein—Buffalo
 Clare Brown—Staten Island
 Ted Bucknam—Holland
 Paul Calkins—Peru
 Walter Case—Belmont
 Peter Catanese—Pearl River
 Douglas A. Cater—Gallupville
 William Connolly—Liverpool
 Joseph N. Corsdale, Jr.—
 Saratoga Springs
 Thomas Coyne—Avon
 John DiBello—Sterling
 Bruce Edwards—Yaphank
 Wilbur Edwards—Patchogue
 Donald J. Elliott—Blue Point
 Pamela Moore Epstein—Liberty
 Peter L. Fields—Amsterdam
 George W. Forrest—Holley
 Clarence Foss—Wales
 Robert J. Gallow—Bronx
 George Gates—East Freetown
 Harry Goetzman—Ransonville

Regina Hayes—Forest Hills
 Morris Hodkin—Melville
 J Kay's Auction Service—Dalton
 Harold Jones—West Winfield
 Ted Kay—Hamburg
 Victor Kent—Cuba
 Elmer Kilmer, Jr.—Port Byron
 Dorothy Knapp—W. Nyack
 Henry Leonard—Yorktown Heights
 George Leontis—New York City
 Robert S. Linwood—North Merrick
 Bernard G. Lusk—Rochester
 George K. Lusk—Rochester
 Stuart R. Maguire—Schuylerville
 Mel Manasse—Whitney Point
 Donald Martin—Ballston Spa
 L. W. Mason—Ganesvoort
 Robert Matson—Kennedy
 Crawford McFetridge—Penn Yan
 Doyt McGinnis—Nedrow
 Dick Monasky—Binghamton
 Leon Moody—Syracuse
 Cliff Newman—Owego
 Frank Nickerson—Hamilton
 John O'Sullivan—Brooklyn
 Hugh Parker—Pitcher
 Jack Perry—Wilson
 Hubert Punchard—Elmira
 William E. Ransom—Utica
 Robert Rappaport—New York City
 Norvel T. Reed Jr.—Sherman
 Ronald Reed—Sherman
 Kenneth M. Rice—Hamburg
 Gene Rosenberger—Albany
 Pearl Rosenberger—Albany
 Louis Rudin—Owego
 Elinor Schlossman—Tuxedo Park
 Joseph Senay—Jackson Heights
 Carmen Serianni—Kirkland
 M. Robert Shuster—New Windsor
 Marvin L. Smith—Silver Creek
 Harold Spoor—Cato
 Robert Thatcher—Hudson
 David H. Tracy—Pavilion
 Richard C. Tracy—Dansville
 Brian Trageser—Java Center
 J. Vernon Trageser—Java Center
 Howard W. Visscher—Nichols
 Oakley F. Wayman—Middleburgh
 Craig Wilcox—Bergen
 Harris Wilcox—Bergen
 Tor J. Worsoe—Holtsville
 Raymond T. Zipfall—Fort Edward

NORTH CAROLINA

Earl Alligood—Washington
 Kenneth Aycock—Kenly
 Joe W. Beaver—Statesville
 Craig Delane Bennett—Statesville
 Harvey Benson—Salisbury
 Robert D. Bunn—Asheville
 J. T. Bolt—Charlotte
 James E. Carpenter—Claremont
 Bobby F. Cheek—Winston-Salem
 Don Cox—Paw Creek
 Boy Man Dixon—Hickory
 George K. Dukes—Winston-Salem
 Billy Dunn—Moxton
 G. T. Gilbert—Lincolnton
 Frank Godley—Charlotte
 Johnny Godley—Charlotte
 E. Brooks Harris—Henderson
 George Hawley—Stokes
 J. Martin Haywood—Rockingham
 Johnny Hendricks—Zebulon
 Phillip P. Hockett—Greensboro

Ben G. Hoffmeyer—Charlotte
 Edmund Huntley—Wadesboro
 William Kester—Salisbury
 Charles Langston—Whiteville
 W. Craig Lawing—Charlotte
 Ed Leatherbury III—Whiteville
 William Long—Candler
 John Loy—Greensboro
 C. D. Maxwell—Fayetteville
 Kevin McDaniel—Woodleaf
 Thomas M. McInnis—Rockingham
 Red Mendenhall—High Point
 Forrest Mendenhall—High Point
 Mendenhall School of Auctioneering—
 High Point
 Fred Mock—East Bend
 Lawrence Nichols—Winston-Salem
 F. W. Pearson—Charlotte
 Keith Pierce—Winston-Salem
 Paul T. Reeves—Sparta
 Helen Robertson—Brevard
 Donald Rogers—Culberson
 Bernard Routh—Bennett
 Hugh Simpson—Rutherfordton
 Foy A. Smith—King
 Robert Stewart—Whitsett
 Johnnie Sutton—Salisbury
 Kenneth W. Teague—Burlington
 Phillip A. Viviano—Newell
 J. W. Walden—Charlotte

NORTH DAKOTA

H. O. Berg—Bismarck
 James Buchholz—Lehr
 Don Clark—Bismarck
 Jim Davis—Ypsilanti
 Edmer Goetz—Bismarck
 Gerald Henry—Westhope
 Wilbert Kroh—Bismarck
 Robert E. Penfield—Bowman
 Bud Rice—Tioga
 Chuck Rodin—Marion
 Arlo Schmidt—Maddock
 Roger Skiftun—Manfred
 Jim Smykowski—Cayuga
 Milton Zimbelman—Bismarck

OHIO

Ulysses S. Allen—Xenia
 John Anglin—Middletown
 Bob Baber, Sr.—Middletown
 Leonard Baker—Montpelier
 Walter R. Burgess—Valley City
 Gary W. Cain—E. Springfield
 Charles Christerson—Goshen
 Phillip A. Cole—Findlay
 L. A. Daniels—Columbus
 Darbyshire & Associates, Inc.—
 Wilmington
 Richard Davies—N. Olmstead
 Herb Demaree—Hamilton
 Dan L. Fiely—New Carlisle
 Donald R. Florea—Bainbridge
 Donald R. Florea—Hillsboro
 Donald R. Florea—Milford
 Arthur L. Forney—Bellevue
 Jerry French—Defiance
 Ford Good—Seville
 Rose Marie Gribble—Marion
 Walter Hartman—Camden
 Ron Hartung—Vandalia
 William Jesset—Westlake
 Harry W. Kerns—Urbana
 Richard T. Kiko—North Canton
 Edward King—Washington C. H.
 Knotts Auction School—Gallipolis

James B. Lawless—Portsmouth
 Roy Edward Leach—Cuyahoga Falls
 Mearl Maidment—Bowling Green
 Bill McNamee—Kenton
 John R. Murphy—Grafton
 Thomas A. Nero—Brecksville
 Jim Peddicord—Newark
 Boyd L. Owens—Westerville
 Larry G. Rainsburg—Kenton
 Albert L. Rankin—Alger
 Floyd Rhoades—Germantown
 Walter Roderberger—Parma
 George Roman—Canfield
 Jason H. Sheppard—Gallipolis
 Bob Shoemaker—Columbus
 Don Standen—North Ridgeville
 Paul Stowers—Louisville
 Harold Vaughn—Hamilton
 Roy J. Viall—Wooster
 Don Zalewski—Hinckley

OKLAHOMA

Sherman "Shug" Bledsoe—Lane
 Bob Crouch—Hooker
 Orval Free—McAlester
 Roy Georgia—Oklahoma City
 Lee Hickman—Oklahoma City
 D. B. Hoskins—Oklahoma City
 Jack Hoskins—Oklahoma City
 William Hudman—Edmond
 Clyde Jones—Alva
 Clay Powell—Oklahoma City
 L. Leon Remy—Tulsa
 Bill Riggs—El Reno
 Glenn Wayne Ritter—Bokoshe
 Paul Spitler—Prague
 F. E. Springer—Red Oak
 Earl Straughan—Oklahoma City
 Robert Turman—Hartshore
 Ed Vierheller—Claremore
 Walter W. "Dutch" Voss—Stillwater
 Clara Wallace—Durant
 V. Paul Wells—Tulsa
 John West—Cashion
 Don White—Longdale
 W. W. Wilkinson—Tulsa
 Norman C. Wilmeth—Guymon
 Delbert Winchester—Enid

OREGON

Harold E. Ball—Portland
 Dick I. Boyd—Portland
 Orland J. Brenner—Medford
 B. J. Fox—Salem
 Frank M. Gwinn—Portland
 Jack Healy—Portland
 Donald F. Kennedy—Portland
 Edgar Lane—West Linn
 Bobby Mendenhall—Portland
 C. A. Morrison—Grants Pass
 Virgil Munion—Roseburg
 Eldon R. Sherlock—Milton Freewater
 William H. Soeby—Tillamook
 Jim Suiter—Winston
 Lynn Walters—Clackamas
 Forrest Witthar—Portland
 Helen Wood—Roseburg

PENNSYLVANIA

Affiliated Auctioneers—Philadelphia
 Mrs. Tom Berry—West Newton
 Sandy Billstein—Philadelphia
 Frank Black, Jr.—Carlisle
 Harry Boring—New Florence
 Dale Cunningham—Elwood City
 John A. Davidson—Norristown
 Dan L. Fiely—New Carlisle

SUBSCRIBE NOW

Are you interested in equipment, trucks, auctions, etc.? Then subscribe to the **TEXAS TRADER**, semi-monthly publication. \$10.00 per year Box 3945NA, Bryan, Texas 77801

H. L. Frye—Pleasant Unity
 Jacob A. Gilbert—Wrightsville
 Clay Hess—Collegeville
 Ralph W. Horst—Marion
 Leo Jesion—McKeesport
 John Magil—West Newton
 Glenn Moyer—Allentown
 Richard J. Moyer—Spring City
 George Paich—Irwin
 Raymond Patterson—Eighty Four
 A. J. Plone—Philadelphia
 Michael Quinn—Washington
 Larry Reed—DuBois
 Alexander Smith Realty Auction—Devault
 Alfred Traiman, President, Louis Traiman Auction Co.—Philadelphia
 Wylie Rittenhouse—Uniontown
 Walter F. Vilsmeier—Montgomeryville

RHODE ISLAND

Jos. W. Champagne, Jr.—Coventry
 Ernest O. Maine—Hopkinton
 Max Pollack—Providence

SOUTH CAROLINA

Jimmy Blocker—Waterboro
 Ralph D. Brooks—Ft. Mill
 L. J. Calder—Charleston
 Hilton Dodgen—Greenwood
 William Gray—Orangeburg
 Andrew Fontana—Society Hill
 Lester T. Hite Jr.—Leesville
 C. Don Hyleman—Spartanburg
 Steve Ivey—Lakeview
 Wallace Jackson—Spartanburg
 John Longan—Allendale
 Otis C. Magaha—Anderson
 Larry Meares—Pelzer
 Lloyd Meekins—Dillon
 Lloyd Meekins, Jr.—Dillon
 Harry E. Miller—Ward
 Archie Moody—Darlington
 Fred Mullis—Lancaster
 Stanley R. O'Neal, Sr.—Hartsville
 Richard Patterson—Lancaster
 George P. Pechilis—Columbia
 J. L. Pinckney—Orangeburg
 W. C. Smith, Jr.—Columbia
 Donald Therrell—Darlington
 William D. Tinsley—Easley
 Don Weatherford—Darlington
 Benny Wiles—Summerville
 Don Wise—Florence
 Marion Wooten—Greer
 Wm. Yonce—Florence

SOUTH DAKOTA

Jim Farrell—Milbank
 Wild Bill Hickok—Hot Springs

Truman P. Kongsle—Herreid
 Wes Mader—Sturgis
 S. G. Meyer—Mobridge
 Jim Payne—Yankton
 C. V. Penfield—Lemmon
 Earl Penfield—Lemmon
 Vernell Qualm—Platte
 Ralph Stark—Rapid City

TENNESSEE

Rubert Ainley—South Fulton
 Richard W. Bethea—Chattanooga
 M. C. Bowers—Elizabethton
 Brooks Realty & Auction—Nashville
 Bob Byrum—Hixson
 Willie Coe—Livingston
 Claude H. Coleman—Madison
 Everett Auction Company—Maryville
 Wilton K. Giliam—Alexandria
 Will Ed Green Jr.—Lewisburg
 Larry Haas—Nashville
 Billy Hobbs—Lebanon
 J. Robert Hood—Lawrenceburg
 Jacob L. McClary III—Cleveland
 L. Paul Monks—Fayetteville
 Donald J. Smith—Sparta
 Noel Spears, Jr.—Lafayette
 J. Stanley Tisdale—Memphis
 A. Virgil Wilder—Knoxville
 Norman Wilder—Morristown

TEXAS

Adams & Adams Auction Service—Corpus Christi
 Albert Bass Jr.—Bryan
 Bert Bertrand—Orange
 Art Binder—Houston
 Walter S. Britten—Bryan
 Dub Bryant Auction Co.—Big Springs
 Arthur Bunnell—Marble Falls
 Phil Bunnell—Marble Falls
 Roy Cagle—Tyler
 Jim Davis—Richardson
 Jimmy Davis—Odessa
 Sam Edlin—Kingsville
 Joseph Gauthier—Georgetown
 Bob Goree—Amarillo
 Grover Howell—Conroe
 B. W. Jett—Ft. Worth
 D. A. Jones—Grand Prairie
 James O. Lawlis—Houston
 Jerry McClellan—La Porte
 Theresa McCracken—Houston
 William P. McCracken—Houston
 Don McNally—Mesquite
 Homer O'Haver—Beaumont
 Jack V. Ogle—Greenville
 Jim Parks—Richardson
 Dorothy Rosebush—Sandia
 Ralph Segars—Longview
 Jim Short—Dallas
 Blaine Smith—Dallas
 R. J. Smith—Lone Oak
 Jack W. Van Hauen—Keller
 Bill Wade—Dallas
 Bill Watson—Kilgore
 Norma Weiss—San Angelo
 W. J. Wendelin—Henderson
 R. C. Wiley—Rockdale

UTAH

John R. Grimsley—Vernal
 T. I. Mann—Salt Lake City
 John Owada—Salt Lake City

VERMONT

Walter Flatow—Waterbury Center
 Terry P. Lawton—Brattleboro

VIRGINIA

C. W. "Buck" Bayne—Covington
Harold D. Bennington—Sugar Grove
Sim Brewster—Cedar Bluff
Ronald C. Buchanan—Chesapeake
D. E. Bumpass, Jr.—Mineral
Jeff Burton—Bland
Willie T. Catlett—Lynchburg
Paul Carrithers—Newport News
Edmond B. Cherry Jr.—Hampton
George & Martha Daniel—Blackstone
Haywood L. Darnell—Barboursville
Harold Entsminger—Buchanan
Morris F. Fannon—Pennington Gap
David H. Gladstone—Norfolk
Hilton and Smith Auction Service—
Newport
Paul S. Hilton—Newport
Charlie Hope—Arlington
Roger Isaacs—Rustburg
Thomas Keen—Nokesville
Dan E. Kerbel—Alexandria
Robert Kinder—Dublin
Vincent J. Kopek—Virginia Beach
Richard Lackey—Hampton
H. Layton Laws, Jr.—Manassas
Clarence L. Marshall—Hillsville
Nichols Auction Co.—Fredericksburg
Robert Pangle—Woodstock
Jack Peoples—Chesapeake
Bob Pratt—Bealeton
Tom W. Reese—Remington
Maury Riganto—Norfolk
J. E. Sutphin—Newport
J. D. Vaughan—Keysville
Raymond N. Waldrop—Montpelier
A. J. Wilkas—Norfolk
Thad Williams—Wytheville
Calvin Zedd—Virginia Beach

WASHINGTON

Bob Berger—Pasco
Ken Blankenship—Vancouver
Ray S. Brock—Pasco
Burnham & Burnham—Thornton
L. Thomas Carns—Edmonds
Bud Chapman—Seattle
Bob Etherton—Seattle
Al Gay—Seattle
Bill Johnson—Seattle
Bill Jones—Othello
Bob Laggart—Seattle
Arthur A. Lee—Bellevue
Robert F. Losey, Sr.—Renton
Mark Macon—Walla Walla
Lawrence Matlock—Seattle
Cecil E. Mings—Dayton
James G. Murphy—Edmonds
C. A. "Chuck" Porter—Cunningham
Mick Sather—Conway
Orville Sherlock—Walla Walla
Jeff Stokes—Bremerston
Lawrence Stokes—Port Orchard
R. M. (Bob) Williams—Arlington
Richard E. Williams—Kennewick
Fred F. Wood—Vancouver

WEST VIRGINIA

Jim Alvis Jr.—Rupert
Roy Clark—Milton
Cleo L. Johnson—Fairmont
James McCutcheon—Parkersburg
B. G. Park—Paden City
Bill Sheets—Buckhannon
Duward Sprowls—Elm Grove
R. C. "Rick" Woodard—Barboursville

WISCONSIN

Jim Appleman—Cashton
Lyle Atkinson—Mauston
Jack Barrett—Wisconsin Rapids
Rollie Bast—Richfield
Ron Bast—Richfield
Robert C. Behnke—Oshkosh
Rodney Behnke—Oshkosh
Andy Blystra—Two Rivers
William K. Bodell—Hazel Green
Robert Brandau—Wilton
W. C. Broughton—Hollandale
Lester M. Bue—Beloit
Earl Clauer—Mineral Point
Donald K. Clayton—Cuba City
Gordon Clayton—Belmont
Earl Culp—Madison
Riley Cummings—Baraboo
Anita B. Dahlke—Oshkosh
Art Doede—Rosholt
Marlyn Doede—Rosholt
Joe Donahoe—Darlington
Donald Dumman—Algoma
Leonard Dye—Oxford
Jim Esch—Showano
Peter Faith—Whitewater
Charles A. Fandrich—Portage
George H. Felton—Madison
Dean Ferris—Lancaster
Judy L. Fish—Poynette
Fred Freeman—Beloit
John Freund—Omro
Robert Freund—Omro
George Froom—Three Lakes
Harold Gavin—Baraboo
James Gavin—Reedsburg
Dean George—Evansville
Paul George—Evansville
Fred C. Gerlach—Brookfield
Ray Gevelinger—Dodgeville
William Glass—Racine
Robert Grochowski—Durand
Henry Sonny Gygi—Cornell
Roland G. Hansen Sr.—Larson
Donald J. Hanson—Strum
James Heike—Mondovi
W. C. Heise—Oconto
Neil C. Hilgenberg—Shawano
Jack Hines—Ellsworth
Chester Hollenbeck—Rhineland
William Horn Jr.—West Bend
Wenzel Humpal—Boyceville
Wayne Huntzicker—Cashton
John Johnson—Columbus
Bill Jones—Pickett
Leroy Jones—Watertown
Edwin Kjendle—Janesville
Foy Kneisel—Friendship
Fritz Koehler—Shawano
Ernie Kueffner Jr.—Hartford
Ernie Kueffner Sr.—Hartford
Fred Lehman—Rosendale
Jerome Liebe—Iola
Don Lloyd—Oshkosh
Gordon Lockwood—Hollandale
Bob Logslett—So. Milwaukee
Ed McNamara—Lancaster
M. M. Malinowski—Thorp
Clair M. Meighen—Eastman
Alvin Miller—Holmen
Robert Mulliken—Janesville
Neil Nelson—Westby
Albert Noble—Mineral Point

Walter Nowatske—Mukwonago
James D. O'Brien—Eden
Pat F. O'Brien—Eden
Francis O'Connor—Clintonville
William S. Otradovec—Kewaunee
John Paffel—Cumberland
H. Jim Paul—Kewaskum
Gerald Pearson—Plainfield
Donald Poller—Platteville
Eugene Pourchot—Oxford
Jeff Pourchot—Oxford
John Reynolds, Jr.—Dodgeville
Lloyd Riek—Woodville
Tom Rusch—Oshkosh
Gene W. Schmit—Grafton
Eldon Schraepfer—Hollandale
Donald A. Shaw—Fond du Lac
James Spetta—New Holstein
John Spies—Waterloo
Larry Springer—Linden
Clarence M. Sturgul—Shawano
Robert Sweeney—Ripon
M. T. Szatalowicz—Stanley
Julius Temkin—Beaver Dam
LeRoy Teske—Berlin
Jerry Thiel—Chilton
Jeffrey Thomas Bahrke—Gillett
Dean Travis—Milwaukee
Thomas D. Troon—Milton Junction
Frank Van Veghel—De Pere
Victor Voigt—Reedsville
George Wagner—Baraboo
Chan Walker—Manawa
Chris Walker—Potosi
Darrel R. Weber—Milton
Bob Wedel—Columbus
Walter Zeck—Eau Claire

WYOMING

Peter Briscoe—Dayton
Thomas Harrower Jr.—Kemmerer
Hugo Ward—Greybull

ELSEWHERE

Charles Benovoy—Ottawa, Ont.
Jerry Brooks—Clear Creek, Ont.
Frank Buuck—Milverton, Ont.
Charles M. Campbell—
Republic of Singapore
John Glass—Sudbury, Ont.
Harold P. Higgins—Quebec
Robert Flora—Bermuda
Ross H. Kemp—Stratford, Ont.
Ralph C. Neeley—London, Ont.
Joe Perlich—Lethbridge, Alta.
John E. C. Russell—Castlegar, B.C.
Frank Stapleton—Newtonville, Ont.
Ladies Auxiliary to the NAA

TRI METRIC "3D" SIGNS

Removable Magnetic signs for cars, trucks and stands for all trades. All Logoes available. Send for brochure. FREE layout when details are given.

"NOTE NEW ADDRESS"

"SIGNS OF THE TIMES"
5 TRACY DR.
RD #3

SKANEATELES, N.Y. 13152



AUCTION SUPPLIES

WRITE FOR FREE SAMPLES

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

Original and 2 copies on NCR paper (makes its own carbon copies) 8½x11" sheets perforated to make 12 tickets 1¼x4½". This is an extremely fast, easy, and accurate combination clerking and cashiering form. At the moment of the sale the clerk writes the item sold, the buyer, and the price. The clerk writes only these 3 words and the cashier never writes, rewrites, or copies a word. The buyer receives one copy as a paid receipt, and the seller and auctioneer each keep one. There is no duplication or posting errors. This one form replaces both the standard clerking sheets and cashiers statement. You'll like these.

9,000 Tickets (1/3 White, Green & Card) . . . \$19.50
18,000 Tickets (1/3 White, Green & Card) . . . 38.00
36,000 Tickets (1/3 White, Green & Card) . . . 75.00

STANDARD CLERKING SHEETS . . . Form No. CLS-2

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

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

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

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

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

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

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

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

WIRES FOR EQUIPMENT AUCTION TAGS, 12" long.

1,000 Wires \$10.00 5,000 Wires \$47.50

BUYER CARDS . . . Form No. BC-70

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

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

CONSIGNMENT CONTROL . . . Form No. CC-73

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

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

FINAL SETTLEMENT FORMS . . . Form FS-69

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

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

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

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

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

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

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

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

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

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

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

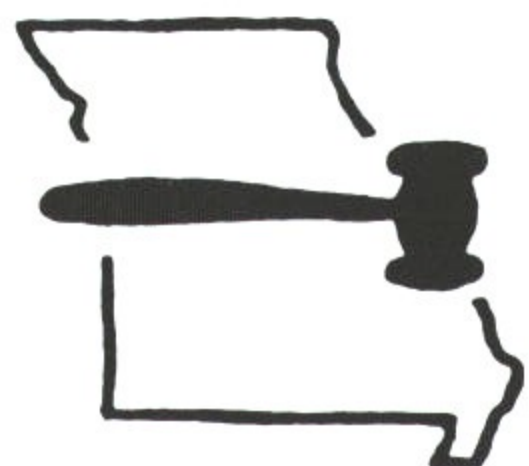
AUCTION PROMOTION SCHEDULE . . . Form No. APS-72 8½ x 11. 50 sheets per pad. Column to list seller's name, property location, date, estimated cost, date ads ordered, amount paid and amount advanced by seller. Itemized by newspaper, radio-T.V., signs, sale bills, postage, addressing, labor for tagging,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

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

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

Payment with Order—We Pay Postage . . . C.O.D. Orders—You Pay Postage

Order by Mail . . . Send Check or Monney Order To:

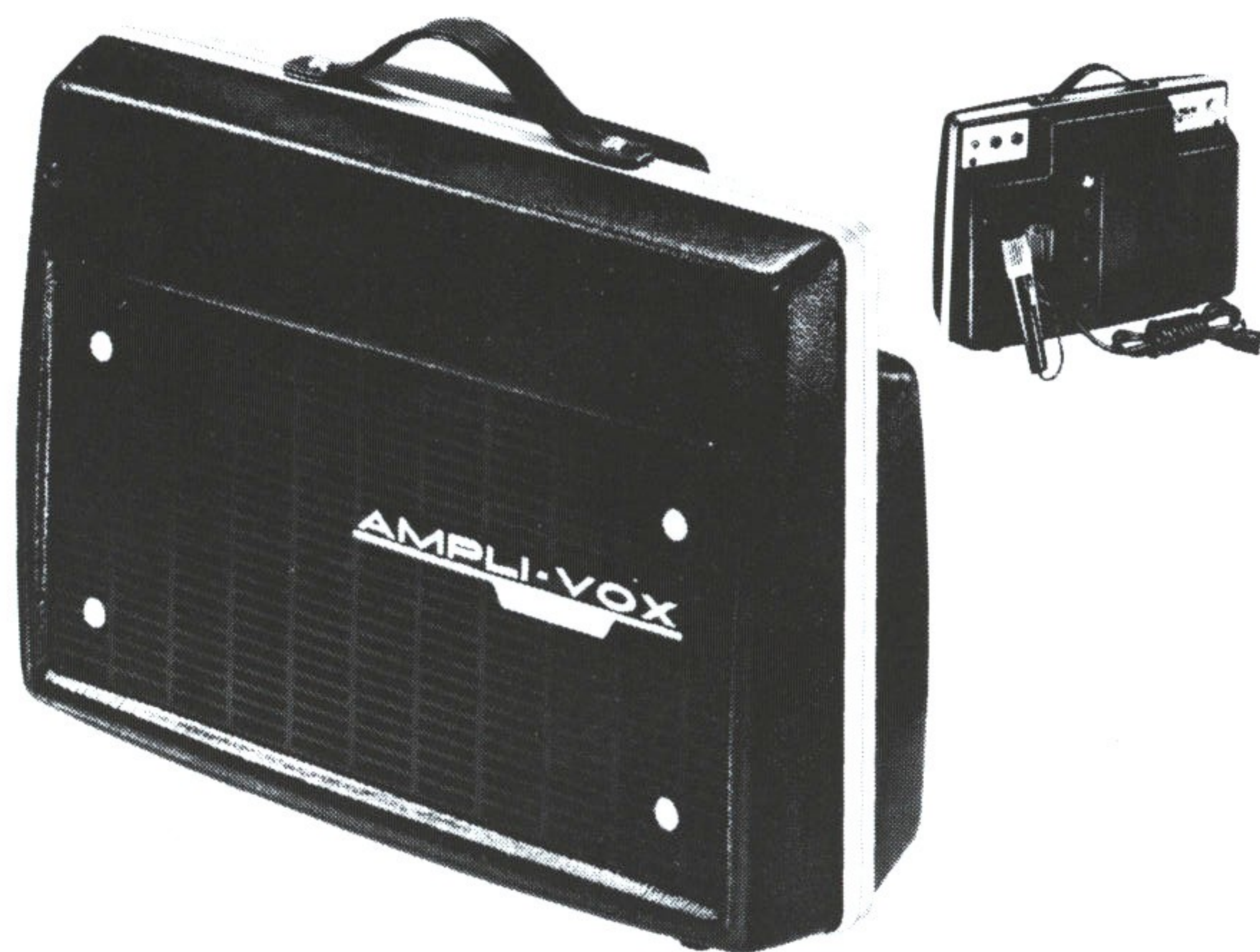


Missouri Auction School

Top Floor Livestock Exchange Building
1600 GENESEE / KANSAS CITY, MO. 64102

AMPLI-VOX®

Solid State Public Address
Sound Systems



ANNOUNCER

- Compact, lightweight, complete
- Covers audience up to 150

\$154.00

Amplifier: Solid state, 20 watt peak, simple one-knob control, automatic gain control.

Microphone: Sensitive dynamic cardioid microphone with 15 ft. cord.

Speaker: 9" oval, ceramic magnet, in anti-feedback housing.

Inputs: For microphone and external music source.

Power Source: Works on 117V. A.C. or on 8-9V. transistor radio batteries. Built-in trickle charge circuit for battery life renewal when plugged into A.C. U.L. listed.

Dimensions: 12" x 19" x 4"

Weight: 8 lbs.

Model S-220 complete—**\$154.00** net.



Order by Mail . . . Send Check or Money Order To:

Missouri Auction School

Top Floor Livestock Exchange Building
1600 GENESEE / KANSAS CITY, MO. 64102

We stock a complete line of Auctioneer's P. A. Equipment.
Write for FREE literature and prices.