

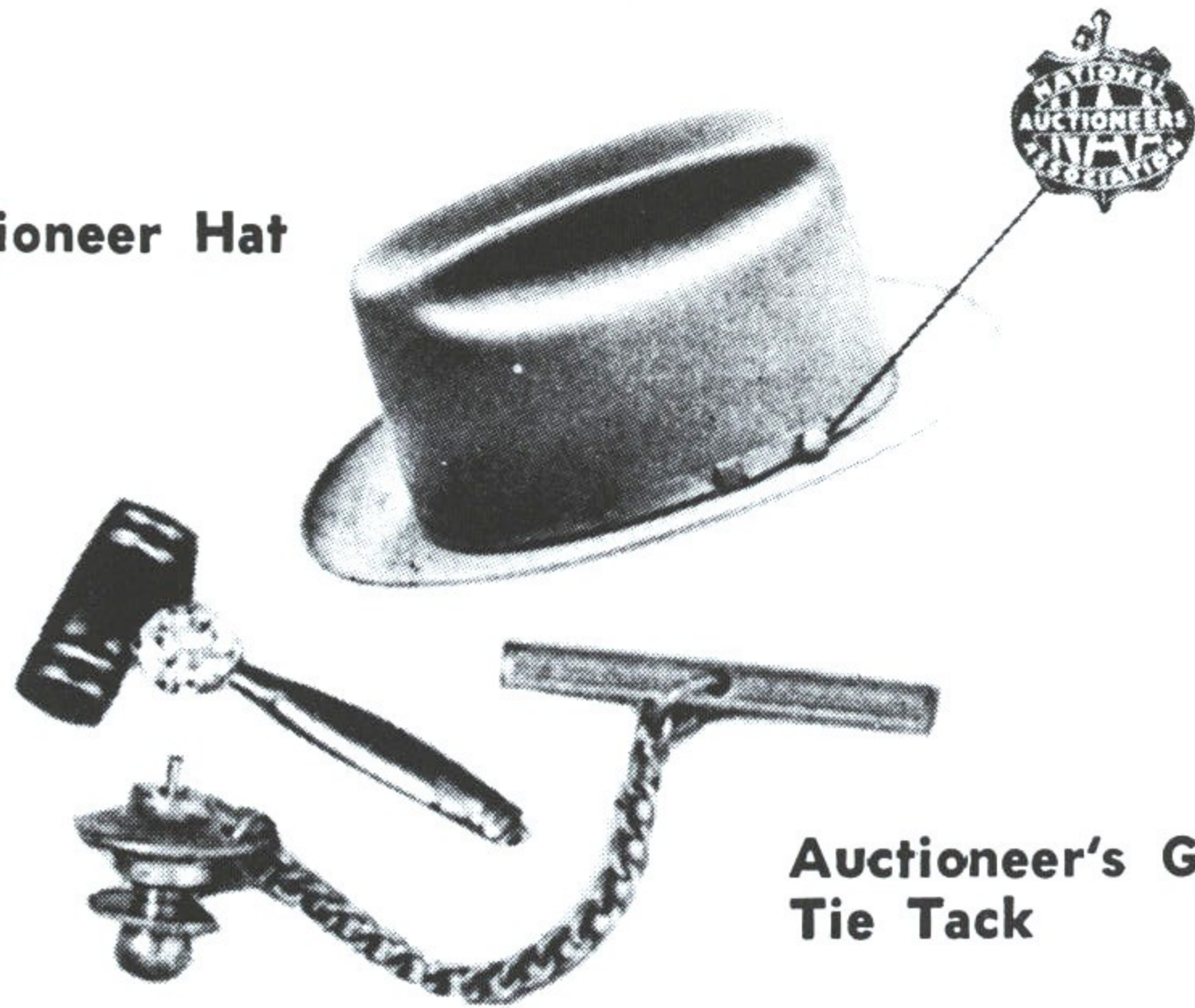
THE AUCTIONEER

The Magazine of the National Auctioneers Association • February, 1978

CERTIFIED AUCTIONEERS INSTITUTE
April 3-7, 1978



Auctioneer Hat



Auctioneer's Gavel Tie Tack

Fellow Auctioneers:

If you are a regular customer of ours and your hats are soiled or messed up, order a replacement today. If you have never worn one of our "AUCTIONEER" hats made by the same folks who make the world famous "Stetson" hat, then you should order yours today. We have been offering these Silver Belly colored felt hats with the red satin interliner (with NAA emblem embossed in gold inside) in brim widths of 2 1/8"; 2 3/8"; and 2 5/8" for over 12 years and we find that once you use these hats you will always use them. I would say 80% of our current sales are repeats. This should tell you something.

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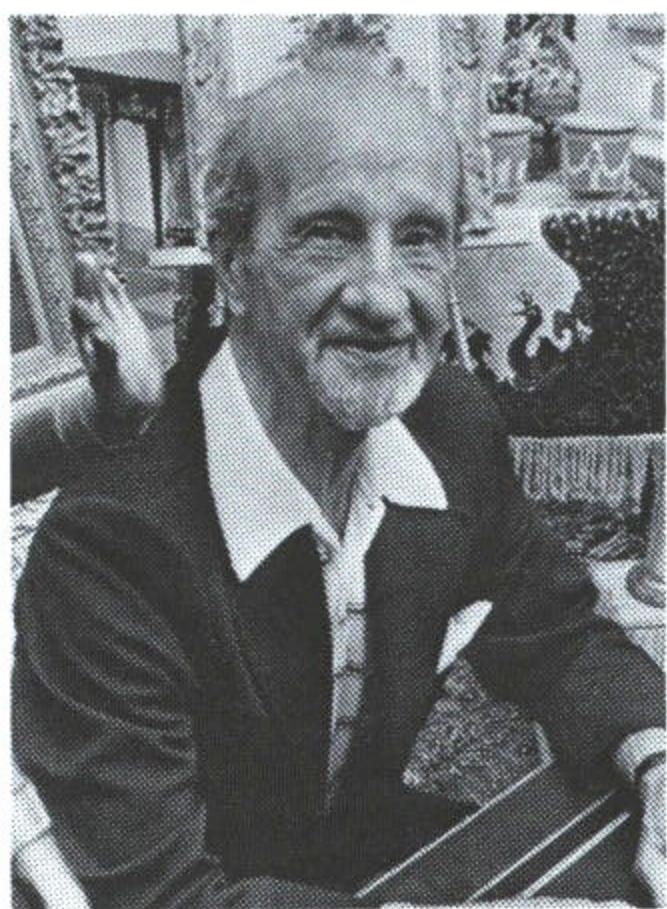
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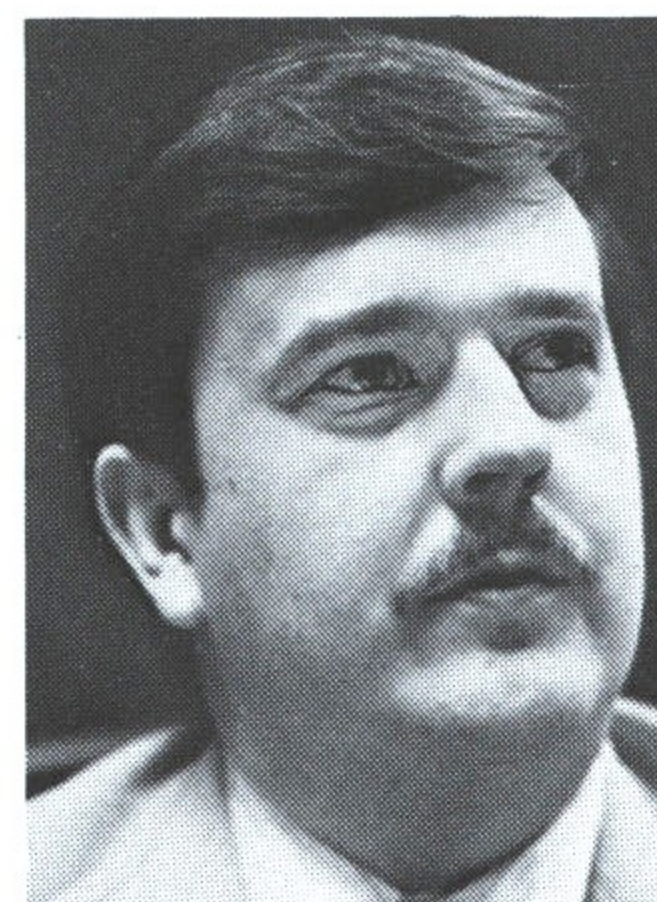
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Turn to the
Chicago Tribune

Auctions Continue to Receive Attention

MARTY HIGGENBOTHAM



Dear Fellow Auctioneers:

As I am in the process of finalizing the preparations for the mid-winter director's meeting, it seems almost incredible that the Seattle Convention was six months ago! But, as I look back over my travel log and correspondence that has come and gone from my office, it makes it a lot easier to believe!

Everywhere I have been this year, I find that the state conventions are BIGGER and BETTER than ever! I find the programs to be extremely well planned with a great deal of emphasis put on the education and professionalism in the auction business.

I think much of the credit for these outstanding state conventions should go to some people who are many times overlooked in their own associations in regards to the job they are doing. That is — the state secretary (and treasurer). This office has the responsibility of putting together a newsletter, getting information out to the members and to do the officers and board's bidding, usually with no remuneration whatsoever, but works solely out of the goodness of his heart.

And, I think it would behoove all of us to remember our state secretary certainly with a letter of thanks, a Christmas card — whatever — just to let them know that we appreciate all of their efforts and what they have done for us.

As I mentioned in one of my newsletters earlier this year, I am excited about the tremendous coverage that the auction profession has received from various medias nationwide. I find the trade publica-

tions are now eagerly searching and asking for auction reports; they are advertising auction dates at no cost; they are offering reduced rates in many instances; and these are the benefits which are not only good for the profession, but also quite financially rewarding to the individual auctioneer.

As the February Seminar is being conducted in Orlando, Florida, I sincerely look forward to having a number of you visit with us here in the "Sunshine State".

I am scheduled to be in North Carolina, California, Iowa and Montana in the upcoming months. Looking forward to seeing you at your own association's meeting.

Martin "Marty" Higgenbotham
NAA President

Connecticut Auctioneer Publicized In Nationwide Auction News Article

United Press International, the worldwide news agency headquartered in New York City, released nationally, during the Christmas week, a feature news-story on National Auctioneers Association member Robert H. Glass of Central Village, Connecticut.

The full half-news-sheet story focused on the family operation of the auctioneering business located in northeastern Connecticut, and included a large photo of Bob Glass, his wife Barbara, and their six children, all of whom are professionally-trained auctioneers and members of both the NAA and the Connecticut Auctioneers Association. All eight were trained at the Reisch World-Wide College of Auctioneering in Mason City, Iowa.

The UPI story traced Bob's teaching career as a public school instructor in United States' history, his entry into the antiques field as a collector and then an auctioneer, and finally into auctioneering as a full-time profession. The story also deals with many of the humorous as well as trying aspects of auctioneering.

UPI indicated that the story has been released to the complete roster of newspapers throughout the United States who subscribe to their news services.

Editor's Note: Proof that the UPI news story, relating to the auction activities of the Robert H. Glass, Sr., family, was published nationwide was when the article, minus the photograph of the family, was published in the December 25, 1977, edition of the Lincoln, Nebraska, Sunday Journal and Star newspaper. Congratulations to the Robert H. Glass, Sr. family for the good publicity received due to this article and for the enhancement of the public image of NAA auctioneers.

Harvey L. McCray,
NAA Executive Director

Utah Auctioneers Trying to Form State Association of Auctioneers

Utah is one of the few remaining states left in the United States, which does not have a State Association of Auctioneers. However, it appears that soon this situation will change as auctioneer Glenn Short and other auctioneers are getting together soon to form such an association.

Utah includes enough auctioneers to form an association and if anyone can offer assistance to this formation procedure, please contact Glenn Short, Glenn Short & Associates, 250 East 6790 South, Midvale, Utah 84047.

Executive Director Harvey L. McCray will visit the State of Utah soon to offer his assistance in the formation of the State Association. Other states have indicated their desire to form State Associations (Arizona, Alaska, New Mexico have asked for assistance) and if you have information which will be of interest or value to these efforts, or you work or reside in the states and wish to be a part of the charter formation, please contact the NAA Office immediately.

THE AUCTIONEER

FEBRUARY, 1978

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

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

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

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

	1-time	6-time	11-time
One Page	\$125.00	\$120.00	\$115.00
Half Page	62.50	60.00	57.50
Quarter Page	31.25	30.00	28.75

Column Inch Rate (21 picas wide columns):
\$7.00 per column inch.

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

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

Harvey L. McCray, Editor and Executive Director
Mrs. Cheryl Griffith, Office Secretary
Mrs. Helen Witters, Office Secretary

SPECIAL NOTICE TO ADVERTISERS OF THE AUCTIONEER MAGAZINE

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

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

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Historians will tell you that the city in which the British colonialists decided to gain their independence was Boston during the preliminary stages of the American Revolution.

Boston is Where It Will Begin Again in 1978!

The members and families of the National Auctioneers Association will again "revolutionize their dedication to the auction profession" during the 1978 Boston NAA Convention, which will be held at the Sheraton Boston Hotel on July 19-22, 1978.

Predominate on the Boston "Clambake" Convention's agenda will be the 3-Es of NAA Conventions — education, excitement and entertainment. Add to that the 2-Fs or social necessities of convention planning, — fun and fellowship — and you have the Boston Clambake Convention '78.

1978 Boston Convention Chairman William F. "Bill" Moon has been given all of the necessary tools with which to host the Boston Convention — NAA auctioneers in six states (Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont) who will help host the 1978 NAA Convention. Bill's assistance from the leaders in the six New England states has already proven invaluable, as much work and planning has already been made for the convention.

You can expect a full agenda during your attendance at the 1978 Boston Clambake Convention, including:

... Educational workshops and seminars, conducted by the best in the field of auctioneering and covering those subjects demanded at the 1978 convention from past participants;

... Fellowship with auctioneers from throughout the NAA membership and including every U.S. state, several provinces of Canada and perhaps other countries;

... A Fun Auction, where every auctioneer in attendance can perform his profession with the best in the field;

... An authentic Boston Clambake at the Boston Aquarium, with lobster, clams, corn on the cob and the many other mouth-watering delights provided at a clambake;

... Luncheons and Banquets, where the officers and directors of the NAA will keep you informed on the progress of the Association;

... The NAA annual meeting where the membership has the opportunity to elect the officers and directors, who will administer their organization for the coming year.

This and so much more will be available at the 1978 NAA Boston Clambake Convention.

Succeeding issues of THE AUCTIONEER magazine will include the **Hotel Reservation Forms** and the **Advance Registration Forms**.

Early hotel reservations will be needed if you are to have a room at the Sheraton Boston Hotel (it is the practice of all large convention hotels to release all space being held

TWO BOOKS FOR AUCTIONEERS



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

In "Let's Talk About Auctions", the basic ideas from the "Common Sense" series are enlarged upon, added to and reorganized to logically cover both broad and specific aspects of general auctioneering. Topics include "The First Steps", "Getting the Sale", "Preparing for the Sale", "Conducting the Sale", "The Auctioneer", "Your Crew", "Ordinances and Security", "Ethics in Auctioneering", "Partnerships — Good or Bad?", "Auction Accessories", and more. The text is illustrated.

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

I'm sure you'll like them. Hang in there.

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for a convention if reservations are not made at least one month in advance). There will be no penalties to anyone who cancel their reservations, but if you wait too late, you will be assessed the penalty of not having a room reservation if you wait too long!

Advance Registrations also are needed so that the convention management can determine — well in advance — how many registrants to plan for. **The cost of registering in advance is less than the cost of registering at the convention** — the board of directors of the National Auctioneers Association has approved the registration fees so that you can save money on registrations if you register prior to July 1, 1978. Information about the registration packages will be promoted in succeeding issues of THE AUCTIONEER magazine.

Tours of the Boston area — the many historical sites which will be offered to NAA Convention attendees — will be announced by the New England hosts soon. Be prepared to make your decision soon on attending the NAA Convention and joining the many other NAA auctioneer families who will enjoy the sites of Boston and New England and the 1978 NAA "Boston Clambake Convention".

Let it all begin again for you and your family in Boston — July 19-22, 1978 — National Auctioneers Association Convention.

Auction News

The Missouri Ruralist magazine includes a "Bulletin Board" article, written by John Horton, and recently included the following information about tobacco auctions (material submitted to THE AUCTIONEER magazine by Leona Drake):

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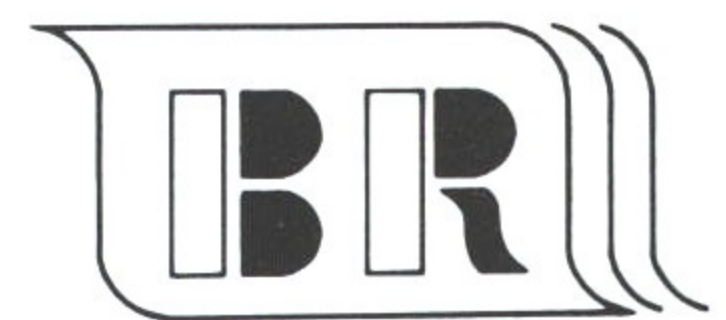
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Bus Retmier is a 1951 graduate of the Reppert School of Auctioneering and successfully completed the 1977, Course I of the NAA-sponsored CAI (Certified Auctioneers Institute) and has sold the above appraisal books to the auction profession for the past 40 years on a money-back guarantee.

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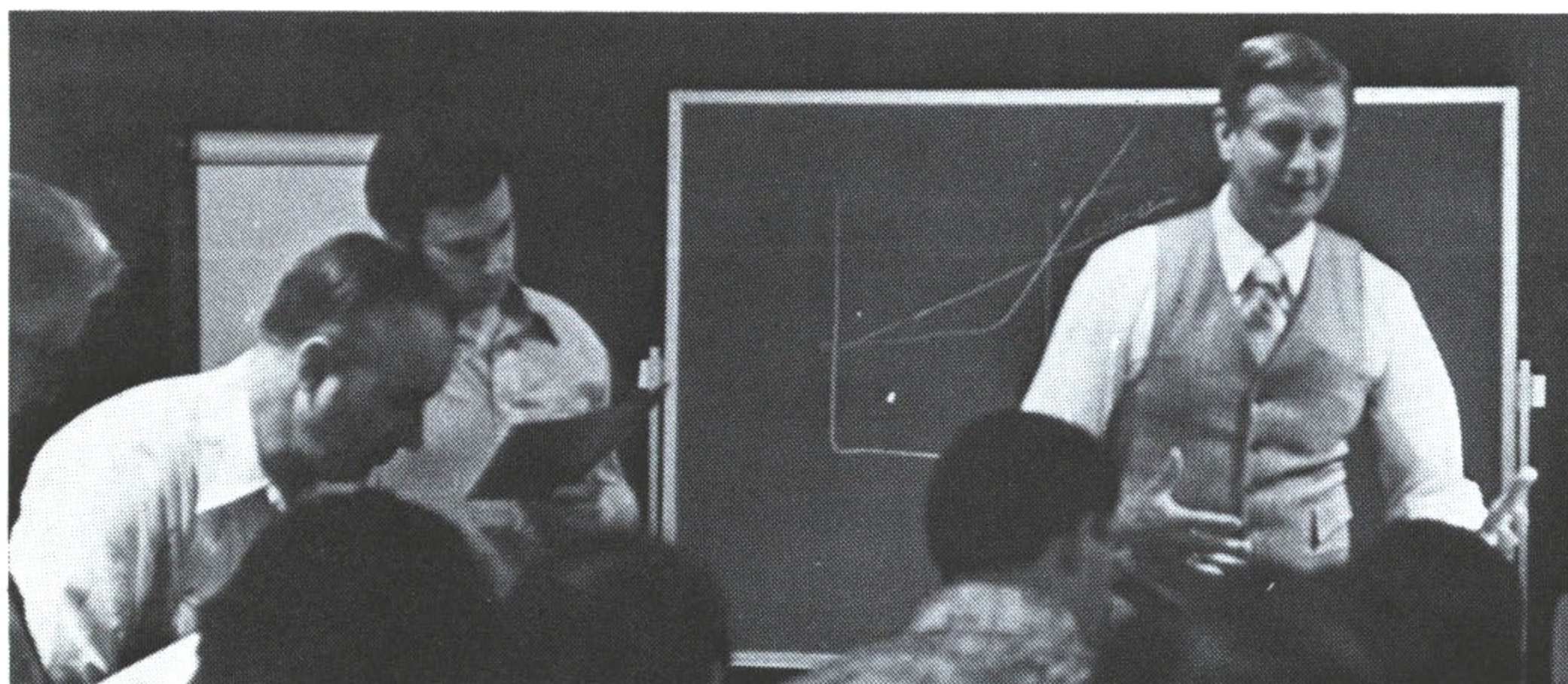
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About the Cover . . .

The 1978 CAI (Certified Auctioneers Institute) will be held on April 3-7, 1978 at the Indiana Memorial Union in Bloomington, Indiana, and the 1978 session will result in the first class of CAI auctioneers to complete their requirements to display their CAI designations (presuming that all or most will successfully complete the three-hour examination on Friday, April 7).

Registrations for the 1978 CAI courses — Course I, II and III — have been received by CAI Executive Vice President Stephen J. Martin and a full class of Class I students are anticipated (over 100 applications have been submitted as of January 1, 1978). Also expected back are the majority of the students who have successfully completed Class I and Class II.

Accompanying this article is a pictorial review of some of the activities in which the CAI students participate in during the courses of the past two years.



AUCTIONEERS serve as instructors at the CAI courses in auction-related subjects. Bill Gaule, pictured right, served as an instructor for Course I in real estate.



COURSE II students pay strict attention to the instructor during the 1977 session.

THE CAI CLASS OF 1978 (auctioneers who began in 1976 and who will earn the designation of CAI if they successfully complete the requirements during the 1978 session) gather outside of the Indiana Memorial Union building for this photo.



1977 NAA PRESIDENT Lyle Erickson joined the officers of the CAI Classes during the 1977 sessions. The Class of 1978 officers pictured, left to right (top panel), are J. Wayne Taylor, secretary; Lyle Erickson (top center), Ed Vierheller, vice president (lower center) and Robert "Bob" Ellenberger, president. Class of 1979 officers include Arthur Unruh, secretary; Lyle Erickson, Lanny Thomas, president; and Frank Bass (seated), vice president.

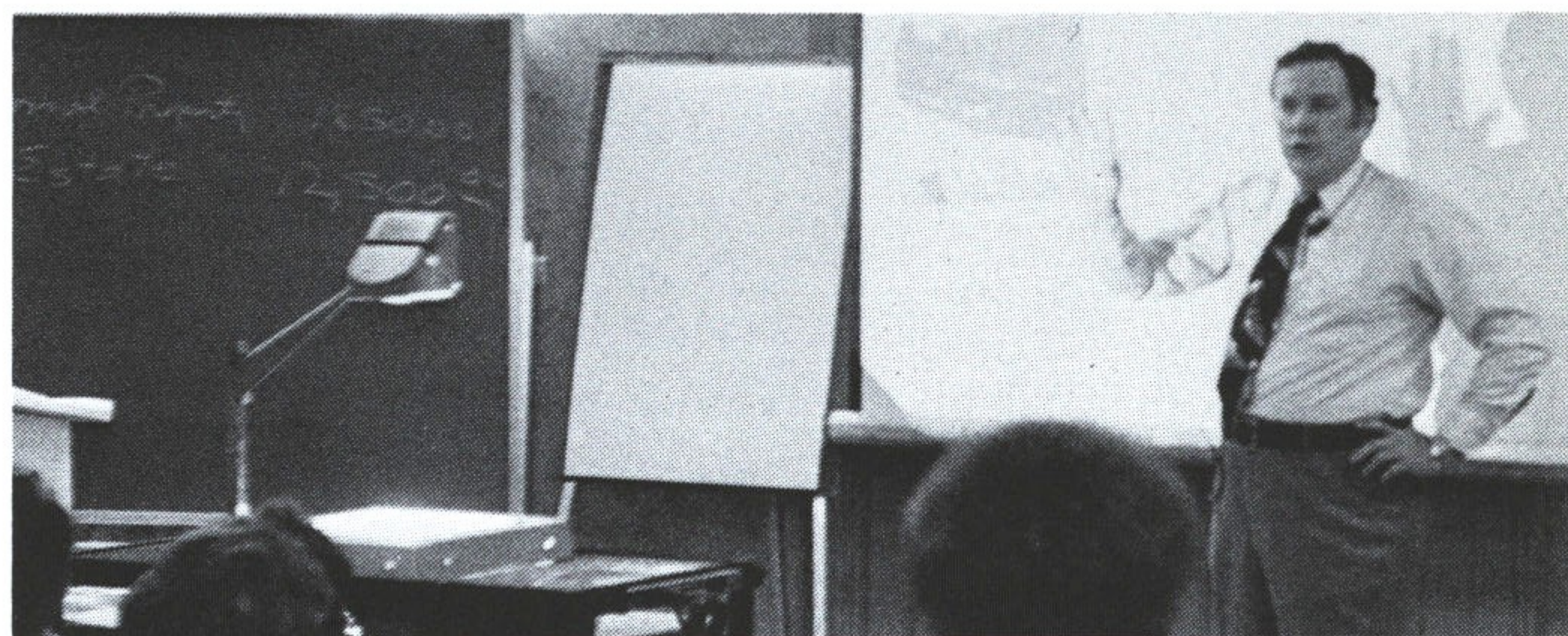




THE CAI CLASS OF 1979 (auctioneers who attended Class I in 1977) pose for this class photo during the April, 1977, session.



STUDENTS IN THE CAI Courses benefit from the experiences of faculty members obtained by Indiana University. The photo above shows the attentiveness given to the IU faculty members.



WYLIE RITTENHOUSE served his second term as instructor in the CAI Course I. Here Wylie illustrates a point in his subject of real estate.



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THE THURSDAY night banquet is the last session held prior to the examination. The banquet is brief so that the CAI students can retire to their rooms and study course materials. Pictured are NAA and CAI officers who are being "briefed" by CAI Executive Vice President Stephen J. Martin at the banquet.



CONCENTRATION is needed by the students on Friday of the 1977 CAI session. Here, 1977 Course I students take the very intense, three-hour examination, which is made up of only that material which was presented during the four previous days.

Historic Auction Conducted By Webb Auction Company

A historic auction was held on Saturday, December 10, 1977, selling a parcel of land associated since 1920 with Cumberland County in Tennessee. The sale was for The Tennessee Conference of the United Methodist Church by the Tennessee firms of Webb Real Estate and Auction Co., Cookeville, and Strout Realty, Crossville.

Approximately 182 acres of the original 400 was sold for the amount of \$600,600.00, with the proceeds to be used for the improvement of the existing Church Camp Grounds, which is nearly 218 acres.

Originally a boarding high school, it graduated its first class in 1922—all five of them. The school was closed down in the late 1930's when the boys dorm burned down. For a while the property was used by Scaritt College of Nashville as a center to train young men and women in rural religious work.

For a number of years now the property has been used as a Church Camp Grounds for religious retreats and other worship services. When Route 127 split the grounds, the decision was made to sell off the isolated area and improve the conference facilities presently established.

According to Draper Keisling of Strout Realty, it was the only such center for a five-county area in its time — long before modern transportation sent local students off to Knoxville, Nashville or other points to study.

AUCTION FORMS

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CLERKING SHEETS CS-3

CASHIER'S STATEMENTS CS-4

BUYER'S REGISTRATION FORM BR-7

TERMS OF SALE FORM TOS-5

CONSIGNMENT CHECK-IN FORM CCI-8

CONTRACT FORM PPC-9

PROMOTION SCHEDULE FORM APS-10

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National Office Products Association Warns Public About Questionable Suppliers

The National Office Products Association, in an attempt to warn customers about suppliers of office and stationery products, distributed the following information in pamphlet form to purchasers of office supplies:

The National Office Products Association warns its members and its member's customers that questionable office and stationery supply firms have been the source of numerous inquiries and complaints over the past few years. Their incidence is on the increase. It is characteristic for these firms to change their name and address frequently, making it difficult to maintain accurate records on their operations.

The operators of these questionable firms use several techniques to sell their products, some of which may be familiar to you already. Usually the sales pitch is delivered via long distance telephone calls to business firms, schools, churches and other organizations. Typically, the caller claims that he has a large surplus of merchandise in the geographic area due to a cancelled order. The caller then offers a tremendous reduction in price on the pretense that he will not be paying the freight back to his central offices or warehouse.

In another pitch, the promoter claims that a relative (the owner of an office supply company) has just passed away leaving a large inventory to be liquidated. Again, the target firm is offered the merchandise at unusually low prices. Still other promoters use free gifts to sweeten the pot should the firm place an order the same day. Promoters may also say they have been referred to you by a friend of yours and actually use his name.

Although the merchandise is identified over the telephone as a name brand, in most cases the supplies are an unknown brand of substandard quality. Other complaints allege billing for unordered and/or undelivered merchandise; shipments containing greater quantities and/or additional items not in the original order.

Recently a new wrinkle has been added to the list of schemes used by promoters. Reports indicate that a number of promoters are identifying themselves, or creating the impression that they are associated with an agency of the Federal Government. They use words such as "Department of", "Agency" or "Bureau". To the uninformed, the pitch has a ring of authenticity.

What can be done to protect yourself from these schemes? The National Office Products Association suggests:

1. **Ask the caller to put his offer in writing, including the brand name of the supplies, the price list and the full name and address of the company. That's usually the last you'll hear from him. If the merchandise is shipped, there is no obligation to return it or pay for it.**
2. **Assign one staff person to approve all supply orders and offers. Keep your purchasing department alert.**
3. **If you receive unordered items, refuse shipment if at all possible.**
4. **If the shipment was accepted, don't use any of the order. Write the company advising you didn't order and tell them payment will not be made. Also tell the company to make arrangements to pick up the unordered merchandise.**

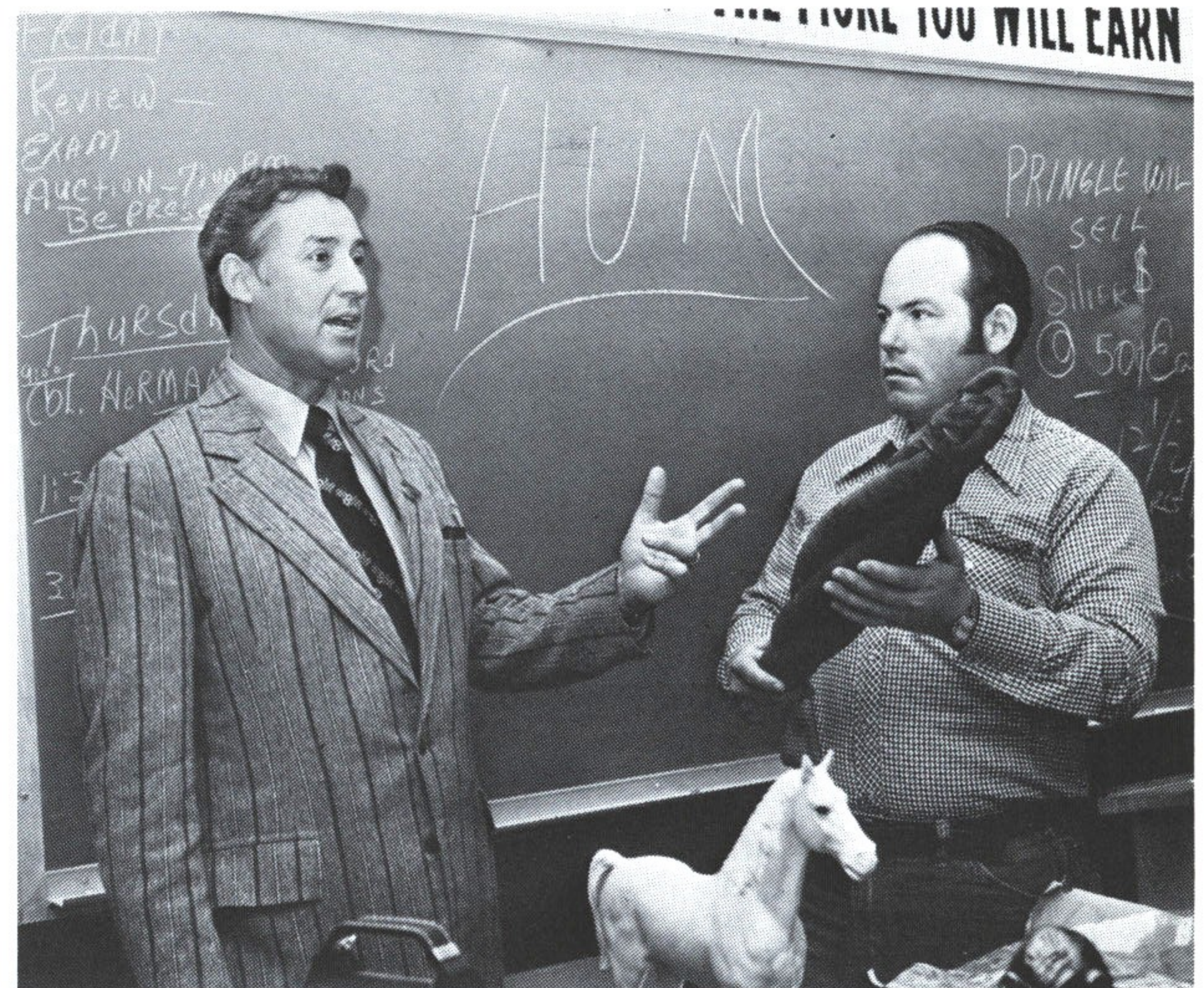
Your best defense, however, is to do business only with regular, recognized office equipment and supplies dealers in your community.

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We are very proud to have had Col. Crawford on our staff since 1962. He, along with our staff of 14 "top" auctioneers and instructors, has helped hundreds of future auctioneers get started right as an auctioneer, from all over the United States and other countries too. If you want to be the best auctioneer, you must learn from the "masters of the profession". That's what we have to offer — the best! All of our instructors are professionals.

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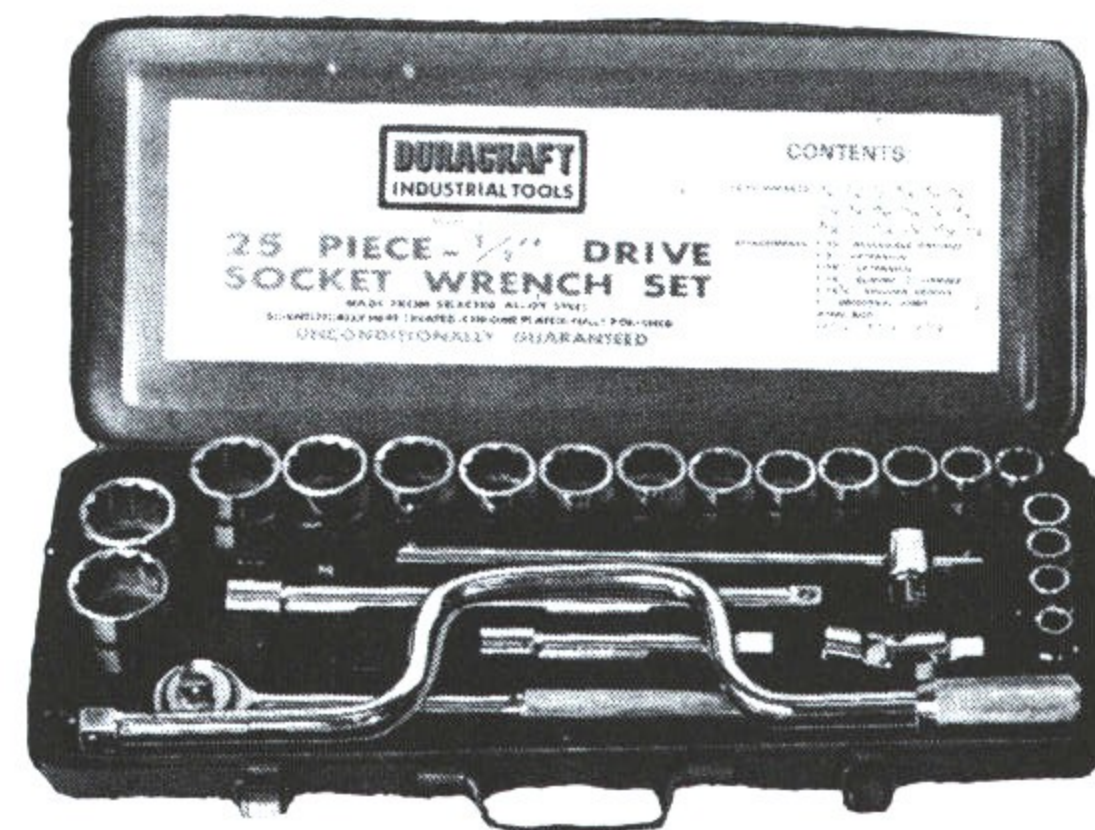
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Need Proof of the Value of Selling at Auction? Traiman Company Provides Proof at Ten Sales

By Daniel F. O'Leary
Philadelphia, Pennsylvania

The auction business is growing, gaining new adherents each year as owners, investors, financial institutions, courts and fiduciaries turn to the auction method for action and results.

No better evidence of this trend is needed than the results which Louis Traiman Auction Company produced in six summer weekends of 1977. Sales totaling more than \$7 million were realized in that period as Alfred Traiman, president of the Philadelphia-based national auction firm, led his sales team from the seashore of New Jersey to the ranch country of Montana, to Pennsylvania farms and the Eastern Shore of Maryland.

Alfred Traiman, who has been a leading exponent of the auction method for many years, has spoken before sessions of the National Auctioneers Association on several occasions. He has many times stated that the auction method is the most effective means of creating a market where none seems to exist.

For a dramatic example of this, consider the plight of the owners of 500 Bay Ave., a luxury seven-story condominium in Ocean City, New Jersey. More than two years after completion, not a single one of its 60 apartments had been sold. Worse yet, traffic through the sample suites was virtually non-existent.

Tabor Service Corporation, owners of the 500 Bay Ave. Condominium, knew that the Louis Traiman Auction Company had successfully sold out a similar complex in Stone Harbor, New Jersey, in 1976, disposing of 24 apartments for \$963,000 in one afternoon. Tabor called in the Traiman organization to inject new life into its failed marketing program.

Advertising and promotion programs were accelerated to meet deadlines, geared to hold the sale on the Labor Day weekend, the last big seashore weekend of the year. A brochure in color with pictures of exterior and interiors, text and map was distributed to thousands of prospective purchasers.

Even before the day of the sale, the Traiman organization knew that their promotional program was working. Traffic through the sample suites zoomed from nil to more than 3,000 persons in the ten days preceding the sale.

On sale day, more than 1,500 persons crowded into a tent set up beside the building. Every seat was filled and the overflow of hundreds thronged around the open sides of the tent. Excitement was in the air as the first 30 units were put up for sale at absolute auction to the highest bidders.

The 30 units to be offered to the highest bidders were



THE 500 BAY AVENUE, seven-story condominium at Ocean City, New Jersey, was sold at auction on September 3, 1977, by the Louis Traiman Auction Company. More than 1,500 person crowded the tent to overflowing.



FIFTY CONDOMINIUMS were sold, out of the total 60, by the Louis Traiman Auction Company when the seven-story condominium in Ocean City, New Jersey, was sold at auction for a total price of \$2,563,500.

selected by the audience, with those units having the highest number of requests being auctioned first.

The bidding soon confirmed that there was indeed a market for 500 Bay Ave. In less than three hours, Alfred Traiman knocked down 50 apartments for a total of \$2,563,500.

When the first 30 were sold to the highest bidders, the remainder were put up for reserve bids, of which 20 were approved on the spot by officials of Tabor Service Corporation. Thus 50 of the total of 60 units in the building were sold at auction, assuring viability of the condominium. The management decided to retain the balance of the units for the present.

The 500 Bay Ave. sale attracted wide interest in the industry and was reported at length in area newspapers. Just a week before, the Traiman organization had conducted an even bigger auction, selling 23,815 acres in Montana, along with equipment and cattle, for almost \$3.5 million.

The owners of the Yellowstone Valley Ranch in the Paradise Valley of Montana had offered it at private sale for months without success. The Traiman firm was engaged to sell the entire property at absolute auction.

An extensive advertising and promotion program preceded the day of sale, an event which drew thousands to that auction sale site, a clear-span, steel-framed building with more than an acre under roof, ten miles south of Livingston, Montana.

The ranch was offered to the highest bidders in nine main parcels and one parcel, which was subdivided into 29 tracts of from 20 to 40 acres. All of the real estate was sold for a total of \$3,161,480. The equipment brought \$177,000 and the cattle \$106,000.

Howard Medholdt, retired Philadelphia advertising executive, wished to dispose of his 54-acre farm/estate located on the Northeast river of the Eastern Shore of Maryland. The Traiman Company offered the estate as several parcels as well as an entirety. The result was \$310,000 cash for the high bid. Personal property was also disposed of at the same sale.

An historic Lancaster County, Pennsylvania farm, with 1740 farmhouse, happened to be where a cloverleaf was built for I-283, the main Lancaster-Harrisburg corridor. The estate of Herbert N. Bowser was asking \$250,000 as an acceptable total for six tracts totaling 92 acres. The Traiman Company sold them for a total of \$468,825 cash.

The American Bank & Trust Company, of Reading, Pennsylvania, took over the former Windmill Dairies supermarket and retail jug operation, ten miles north of Reading. The Traiman Company was ordered to completely dispose of the real estate and equipment.

The property included 135 acres of excellent farmland in the Pennsylvania Dutch region and each of the eight par-



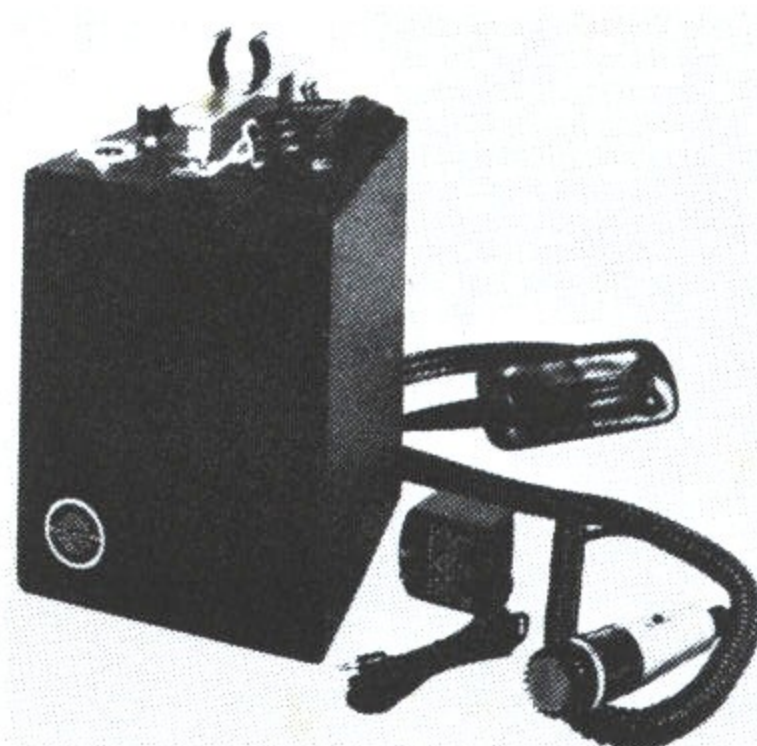
A POOLSIDE VIEW of the auction tent, used by the Louis Traiman Auction Company to sell the 500 Bay Avenue condominium.

cels attracted spirited bidding as parcels and then, as an entirety, brought a high bid of \$445,000.

Charles C. Bryan, a retired New York City executive, put his Bucks County farm/estate on the market three years ago when he decided to move to Florida. When no sale resulted, he called in Traiman Company to dispose of "The Chimneys," with 1734 residence, including swimming pool, barn, greenhouse and tenant house. Offered as an entirety only by Traiman Company, it brought \$325,000 cash.

For many years, "Town's End," was a dairy farm operated by the late E. Page Allinson just outside the limits of West Chester, county seat of Chester County, Pennsylvania. The heirs of the Allinson estate retained the main residence and buildings and engaged Traiman Company to sell the remaining 167 acres. It brought \$626,315 cash as four separate tracts.

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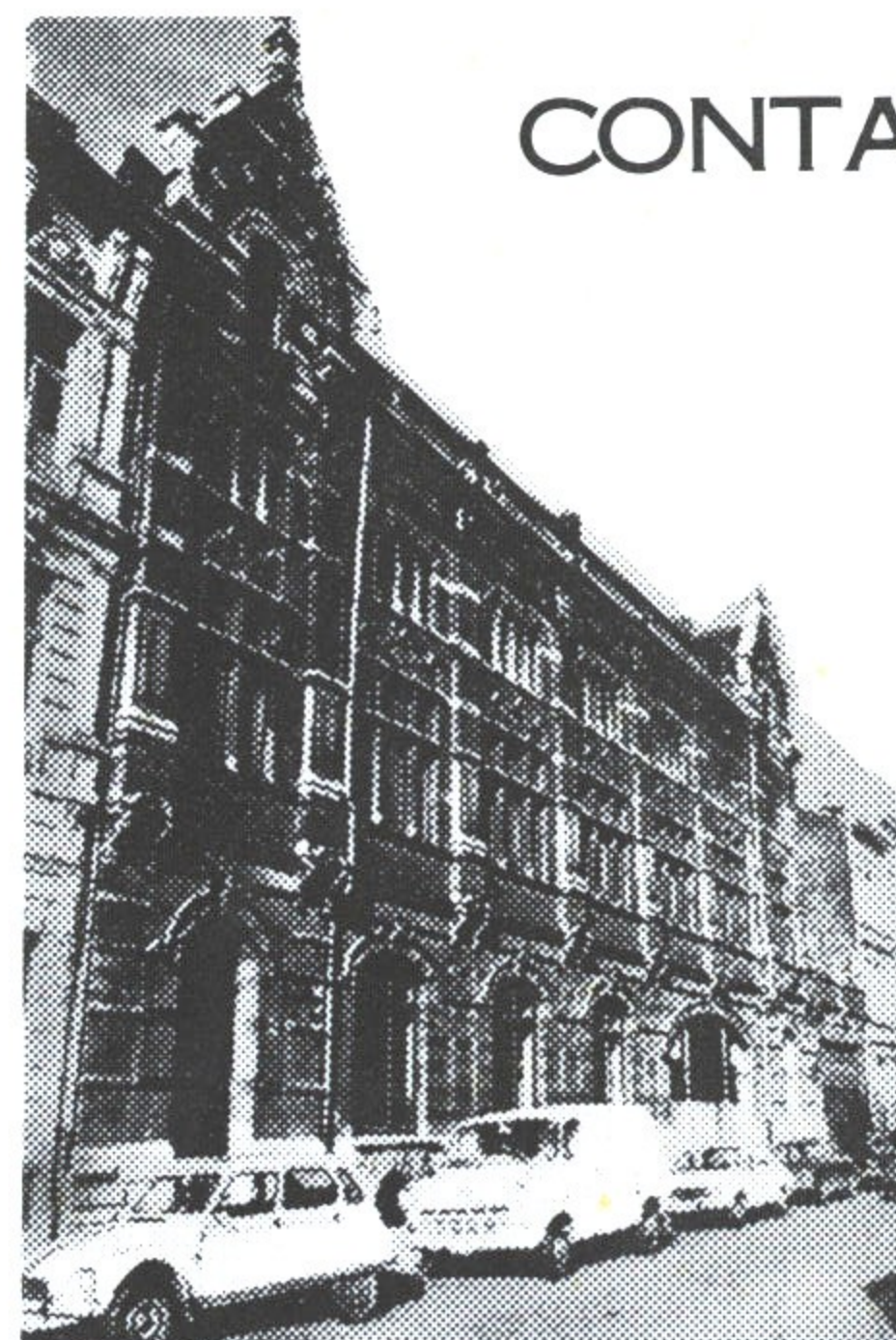
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Though badly in need of renovation, a Georgian brick residence with matching carriage house occupied a beautifully landscaped five-acre site at Villanova on the Main Line in an area of expensive estates. Girard Bank ordered Traiman Company to offer it at auction. When the bidding reached \$200,000, the bank confirmed it as an absolute auction. The final high bid was \$220,000 cash. Personal effects in the residence were sold piece by piece for more than \$47,000.

In 1962, W. Marshall Hughes, Sr., purchased a large tract at Shillington, Pennsylvania, overlooking the city of Reading, at a Traiman Company Auction. After developing much of it, he called in 1977, in the Traiman Company to dispose of the remaining 100 acres at absolute auction. It brought \$300,000 in an offer accepted in advance of the auction.

Mrs. F. Lawrence Goodwin owned a 170-acre estate and farm called "Mill Green" at Mill Green, Harford County, Maryland. Traiman Company obtained \$312,500 for the property.

Estate Sale Brings Nearly \$600,000 By Bailey & Grissom Auctioneers

David W. Bailey of the Glasgow, Kentucky, firm of Bailey & Grissom, Realtors, Auctioneers and Appraisers, informed the NAA Office that two sales brought nearly \$600,000; one an estate sale of the late Dogue Carver (over \$300,000) and the other, a Cave City sale of 101 acres for \$274,000 or \$2,700 per acre.

The Dogue Carver estate sale included 39 separate tracts of real estate, including commercial, residential, baby farms, potential subdivisions acreage; seven houses and personal property.

The Carver Estate Sale was held on Friday, December 16, in a large tent on highway Kentucky 90 near Cave City, where 31 tracts of real estate, tobacco and feed grain allotments, which were divided according to ASCS regulations; and personal property of the late Dogue Carver.

On Saturday morning, December 17 at 10:00 a.m., eight lots were sold at the Carver Court in Glasgow. These residential lots were offered for sale at 20 percent down on the day of the sale and the balance on delivery of the deed. All personal property was purchased under the terms of cash. Possession of the property was taken on delivery of the deeds, subject to tenants agreement on rental property.

Auctioneer David Bailey submitted the information with the following comment, "This is to give you an idea that the market down this way is still good!"

Appraisals of Household Furnishings

By Bill Wade

I do quite a number of appraisals of household furnishings for banks, attorneys and individuals. Some are for insurance purposes, some divorce cases but the large majority for inheritance tax purposes. I began this work in a small way but over the years it has grown to where it makes a nice addition to one's income. Being an auctioneer is a valuable asset to an appraiser, as it keeps you up to date on current market values.

On appraisals for inheritance tax purposes, one must be very accurate, as these are closely reviewed by the Internal Revenue Service and one is some times called in for questioning on them.

Great tact is also required on estate appraisals, as the person you are dealing with is usually recently bereaved and emotionally upset. It is hard for them to understand what they consider an invasion of privacy when you must check closets, drawers, china cabinets, sideboards, kitchen cupboards, pantries, attic, basement, garage etc. Sometimes it is necessary to call in the trust officer or attorney to convince them.

Two items I always carry with me on appraisals are a magnifying glass and a steel tape. The magnifying glass for marks on china, crystal, silver, art objects and signatures on paintings; the tape for measuring mirrors, pictures, frames, paintings, silver and china pieces, rugs, etc. Quite often on paintings I need to seek other help; the library is one good source. Of course, if there is a large collection of valuable paintings, an art expert is employed.

My tips for accurate appraisals: List each room separately and so identify each object in that room that it can readily be located from reading the appraisal. For instance, when you list a coffee table, list the items on the coffee table; a china cabinet, the items in the cabinet and on what shelf. State on what item lamps are located, where pictures are hung. On Bedrooms, list as southeast bedroom, northeast bedroom, etc. On China sets list the number of pieces, the same on crystal, silver plate and sterling silverware.

I find appraisal work very interesting and the contacts one makes most beneficial. As an extra bonus, on a number of estate appraisals, I am later asked to auction them, and they are usually very rewarding sales.

Tennessee Auctioneers Meet For 19th Mid-Year Meeting

By Hubert Songer, Secretary
Tennessee Auctioneers Association

The Tennessee Auctioneers Association met in the Hilton Airport Inn in Nashville, December 4 and 5, followed by a seminar on Tuesday, December 6.

The meeting began with registration on Sunday afternoon, followed by a board of directors meeting. Later that evening a social gathering of seventy people, made up of auctioneers and their wives, enjoyed slides taken by E. B. Fulkerson and his wife Patsy, of their tour through Canada and into Alaska. The Fulkersons made this tour after leaving the Seattle N.A.A. Convention.

Jim Stevens, as always, was a perfect host for the evening and had well provided for the occasion. In fact every one enjoyed themselves so much it was difficult to say good night. Sincere thanks go to Jim.

The meeting proper began at 9:00 a.m. on Monday, December 5 with President Haskell Ayers giving the president's message. Terry Evans was then introduced as the program chairman. We were very fortunate to have Terry acquaint us with the proposed changes in the Tennessee state constitution as they will be affecting Tennessee auctioneers. Terry has served as an elected delegate to the Constitutional Convention.

Edgar Acres, of Oneida, Tennessee, presented a very fine program of sales mobilization which was greatly appreciated by all and was very educational. This was followed by a very

informative talk by W. Gerald Ezzell, President of Advanced Financial Corporation. After listening to these two presentations I think we all were ready to go out to sell refrigerators to eskimos, or at least to try.

We were very pleased to have N.A.A. President Marty Higgenbotham and N.A.A. Executive Director Harvey McCray with us and to have them speak to us regarding the National Auctioneers Association, its educational programs, upcoming conventions, etc. Certainly Marty's presence helped our treasury for he auctioned his bronze belt buckle. After very spirited bidding the buckle was sold to Terry Evans for \$210.00.

The Twentieth Annual Convention of the Tennessee Auctioneers Association will be in Gatlinburgh, Tennessee, at the Holiday Inn. The meeting dates are June 11 and 12, 1978. James Stiner will be program chairman.

After the regular meeting adjourned approximately fifteen auctioneers, who were among those staying over for the Tuesday seminar, were requested to come to the convention of the Tennessee Conservation Districts and hold a Fun Auction. There was a large crowd in attendance and while the final total is not known considerable money was raised for the Soil Conservation districts. We appreciated this opportunity for many of those present were not acquainted with the auction method of selling. The items sold, for the most part, were items made by the ladies of their membership, plus commercial donated items.

On Tuesday, for our Seminar, we were fortunate to have Harvey Lambricht, First Vice President of N.A.A. and Mrs. Lambricht with us. Harvey presented a very informative seminar on farm and real estate auctions. Along with his presentation Harvey made available for study much of his auction materials.

Jim Stevens conducted the afternoon Seminar on general auctioneering and the answering of many questions. We are very grateful to both Harvey and to Jim for their presentations.

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Kansans Come to the Aid Of Agricultural Hall of Fame's Sale of Gladys Hatfield Estate

Bidders from Kansas and Missouri — approximately 300 — gathered at the National Agricultural Hall of Fame near Bonner Springs, Kansas, for the Gladys Hatfield estate auction. The Hatfields were prominent western Kansas pioneers with a lifelong interest in agriculture. Their sons, James and Ross Hatfield of Jamestown, Kansas, donated the estate to the Agricultural Hall's building fund.

The auction was conducted inside the museum, and among ancient tractors, combines and horse-drawn farm implements, NAA member L. H. "Bing" Carter of Gardner, Kansas, gave the opening speech of the seven-hour auction. The Kansas State Auctioneers Association donated the talents of its members to conduct the sale.

Eighteen auctioneers joined Bing on the selling platform, including past State Association presidents Paul Hurst, Valley Falls and Don Godwin, Belle Plaine; State Secretary (and NAA director) Rex Newcom, Whitewater; and KAA Director Vern Gannon of Rossville.

The estate included a great deal of old glassware with several outstanding collector pieces. The bidders also had an excellent selection of over one hundred dolls of every description, along with many fine items of furniture, primitives and "Americana" mementoes. Family estate jewelry included pocket watches, gold rings (some with diamond settings), cameos and necklaces.

Sale receipts added \$14,500.00 to the Agricultural Hall building fund. Because of the huge size of the estate, only one-half of it was offered at this auction, with the remaining half to be sold in May, 1978.

Prices were consistently good. Antique dolls of all



A COLLECTOR'S DELIGHT — dolls lined up on the tables, in preparation for the Gladys Hatfield estate auction.

descriptions ranged from \$25 to a high of \$280 for a German Bisque. Most ranged in the \$75 to \$150 bracket. An R.S. Prussia creamer and sugar set brought \$180, and old pieces of carnival glass brought \$40 to \$60. A weighted wall clock sold for \$200 and a kitchen clock for \$100. A pair of wall spice cabinets brought \$100 each; a slant-top teacher's desk \$290; and a stack bookcase, \$300.

A combination secretary-bookcase with curved glass had a top bid of \$320. The old farm primitives were in great demand and sold very well.

The auction received considerable media attention and newspapers donated generous advertising space. The public relations exposure for the Kansas Association was outstanding and the crowd obviously enjoyed the many different styles of selling.

Other auctioneers helping at the sale were Sam Bell, Peck; KAA directors Leroy Burkett, Milton, and Ernie Persinger, Langton; Ron Carter, Olathe; Jerry Stricker, Gardner; KAA directors Earl Brown, Junction City and Bob Shank, Salina; David Green, Independence; KAA director Leland Boesker, Moundridge; Bill Whittaker, Kansas City; Harold Leaberg, Reeding; Jack Tobin, Fort Leavenworth; Jay Williams, Atchison; Jay M. Berman, Winchester; Mary E. Portor and Rodger L. Portor, Olathe.

The estate auction came close to serving as a mini-



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convention with the opportunity to exchange news and see old friends. Especially gratifying was word from Secretary Newcom that twenty-four new members had joined the association in the past four months, bringing Kansas membership to an all-time high of 178.



KANSAS AUCTIONEERS ASSOCIATION secretary (and NAA board member) Rex Newcom took his turn on the block, selling antiques of the Gladys Hatfield estate sale.



A LARGE CROWD was on hand to hear Bing Carter give the opening remarks at the Gladys Hatfield estate auction. Many of the Agricultural Hall of Fame museum pieces can be seen in the background.

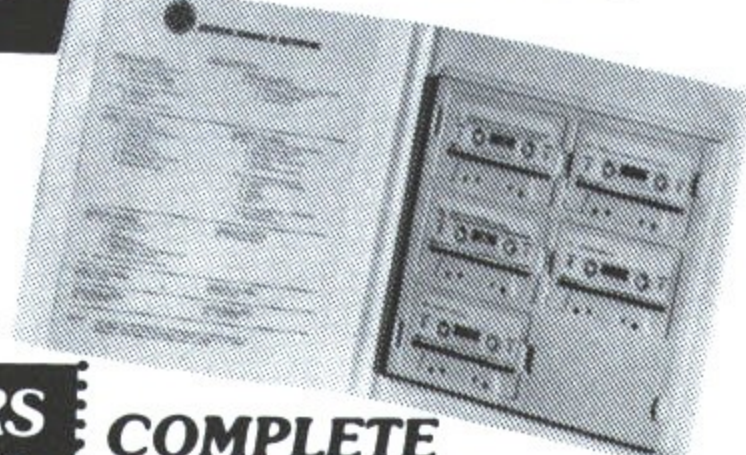


KANSAS AUCTIONEER L. H. "Bing" Carter made the opening speech at the Gladys Hatfield estate auction, held at the National Agricultural Hall of Fame museum in Bonner Springs, Kansas. Members of the Kansas Auctioneers Association donated their services to help raise money for the Hall of Fame building fund.

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Man Uses More Than One Registration To Obtain Items at Albrecht Auction

People will go to almost every extreme to obtain items, without paying, at auction, so reported Garnett Case, secretary of the Michigan State Auctioneers Association in a letter to MSAA members. Garnett reported on the misfortune reaped on Herb Albrecht of the Albrecht Auction Service, Vassar, Michigan.

The letter, reporting the illegal actions of a "buyer" is being reprinted in full in hopes that it may offer information about the manner in which items were taken from NAA member Herb Albrecht's sale.

On Friday and Saturday, November 11 & 12 the Albrecht Auction Service sold the personal property of the Les Hazzard Estate. The Friday Auction, consisting of household furnishings and collectibles, was held at the Hazzard home at Fillion, Michigan. The Saturday auction, consisting of good glass, china and collectibles, was held in the Huron County Farm Bureau building in Bad Axe, Michigan.

On Saturday a man with buyer's number 149 purchased 10 items in the amount of \$477.00, and left before the end of the auction without paying. The man registered under number 149 was called by phone, and claimed that he hadn't made any purchases, but had laid his card down on the cashier's table and left about noon. It is likely the other man came in and waited till he was able to pick up a discarded number and began to buy. He was a smart buyer as he didn't always buy everything he bid on.

The main items he stole are as follows: Intaglio pattern custard glass water set (pitcher and four tumblers) for \$230.00; oval frosted yellow bowl with H.P. sponge trees signed — Pouissant(?) for \$75.00; cranberry with opalescent white stripes bowl and repaired plate — Lutz for \$40.00; sleeve iron with gold paint; three lamps — one dated 1880; finger lamp — turkey foot pattern; one with small chip; two of the lamps were \$22.50 each and one was \$35.00.

The man's description is as follows (as recalled by several of the auction staff): height: 5'8" to 6'; weight: 160 to 180 lbs.; age: 40 to 50; hair: short brown or sandy colored; no glasses; dress: neat & clean cut, wore dark blue wind-breaker or ski jacket.

At the auction he stood at the side of the building, towards the front and handled lots of glassware on tables. It is believed he attended Friday's Auction but didn't make any purchases. This may or not be the same man that recently stole merchandise at Anderson, Indiana.

If anyone has had a similar incident to report or for more information, please call:

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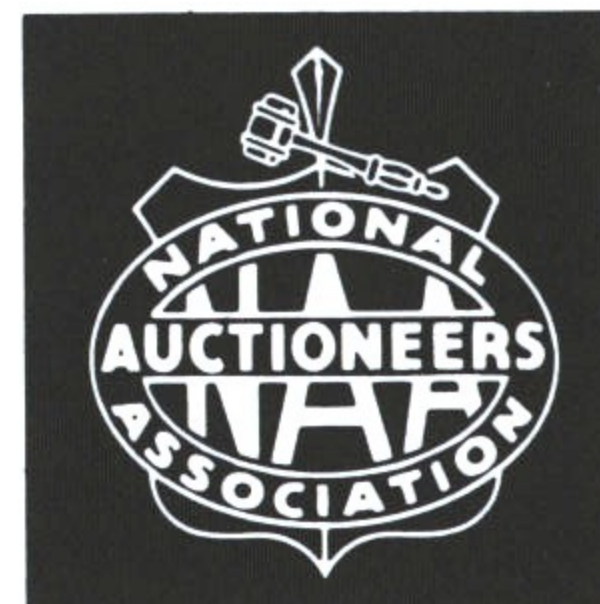
By RUSSELL KRUSE

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| 4. Sale summary | 12. Appraising |
| 5. Uniform commercial code and auctioneer liability | 13. Land description and surveys |
| 6. Reserve bidding | 14. Working together |
| 7. Advertising | 15. Definition of 276 terms and words every auctioneer should know or have available |
| 8. Ringman | |

Price of book \$5.00 (Volume discount available). Being used by several states — auctioneer associations and auction schools. WRITE: Kruse Office: 305 South Union Street, Auburn, Indiana 46706.



Letters To The Editor

Read Josko's Charity Auctions Article

"I read the article on 'charity auctions' by Bill Josko with interest as I am called upon to do charity auctions quite frequently. His checklist is much more complete than mine and I will take particular note of his insistence to use the auctioneer's name in advertising and publicity and to eliminate reserve bids.

"I am surprised that auctioneers are called upon to donate their services for auctions, which we have no connection with. If I am affiliated with the group or church sponsoring the auction I always donate my services. If not affiliated with the group I ask for an "honorarium" of \$25 to \$50, depending on the scope of the auction and then ask them to make a check payable to my church or other favorite charity."

Art Williams, Auctioneer
North Plainfield, New Jersey



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At the November, 1977, meeting of the New York State Auctioneers Association, Executive Director Harvey L. McCray talked with NYSAA member and past president George "Bill" Forrest about having illustrated cartoons prepared for publication in THE AUCTIONEER magazine, which will offer — in cartoon manner, but with serious intent — "The Voice of Experience — tips for auctioneers from auctioneers".

Bill Forrest has had previous cartoons published in THE AUCTIONEER of NAA and NYSAA leaders, who have visited the NYSAA conventions. His artwork is self-explanatory, in regards to his talent.

Bill has proposed that each issue of THE AUCTIONEER include a cartoon, which include "tips for auctioneers from auctioneers" and the "tips" will be submitted to the NAA Office by NAA members and then illustrated by auctioneer/cartoonist Forrest.

The tips will have to be selected by Bill Forrest as many times, it is very difficult to put in cartoon some of the tips.

The first "Tips for Auctioneers from Auctioneers" cartoon published in this issue of THE AUCTIONEER was submitted to Bill Forrest by NAA member Henry Ott of Ott's Auction Service, Middleport, New York.

If you have a "Tip for Auctioneers" and wish to have it considered for illustration by Bill Forrest and published in a future issue of THE AUCTIONEER, send it to:

Tips for Auctioneers
c/o Harvey L. McCray
National Auctioneers Association
135 Lakewood Drive
Lincoln, NE 68510

All "tips" will be considered and as many will be used as possible in succeeding issues.

Come 'on, NAA members, let's hear from you. What's your "Tip for Auctioneers from Auctioneers"?



February, 1978

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

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Mrs. John (Lucille) Freund, Omro, Wisconsin

In Memoriam . . .

HENRY L. JONES

Henry L. Jones of Winchester, Kentucky, died Tuesday, December 6, 1977, and was buried Thursday, December 8 at a Lexington cemetery.

Col. Jones had been a member of the Kentucky Auctioneers Association since 1968 and was a past president of the Association. He loved the auction business and was equally at home as a land appraiser. At the time he was stricken he was on the stand in a condemnation case.

FRANK BISHOP

Frank Bishop of Nicholasville, Kentucky, died April 29, 1977, of a heart attack. No information was made available on Col. Bishop's death, other than the information about the date, which was returned on his membership billing statement.

JEFFERY HEAVERLO

The body of Jeffery Joe Heaverlo of Moses Lake, Washington, was found on December 19, 1977, at the bottom of a Columbia River cliff by a sheriff's deputy, after Jeffery had been missing since December 8.

Jeffery, age 24, was the son of Mr. and Mrs. Bill Heaverlo of Moses Lake who survive him in addition to his sister, three brothers and his grandmother.

NED HILDERBRAND

The wife of Ned Hilderbrand, Deep River, Iowa, reported that her husband died unexpectedly on August 15, 1977. He developed multiple myeloma, which is a primary tumor of the bone marrow.

Ned Hilderbrand had served as an auctioneer for 26 years.

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New York State Auctioneers Name Gansz "Man of the Year"

The New York State Auctioneers Association, Inc., held its annual convention at John's Flaming Hearth and Motor Inn at Niagara Falls, New York, on November 6 and 7. President Mel Manasse, Whitney Point, presided over the excellent convention, which was attended by approximately 60 auctioneers, their families, and staff.

The delegates enjoyed a most interesting convention with seminars being held on bid calling, crime prevention, and the criminal apprehension of stolen auction merchandise.

Norman Aldinger, Cleveland, South Dakota, an NAA member, was present and gave an interesting talk on auc-



DUANE GANSZ, executive secretary of the New York State Auctioneers Association, was honored as New York "Auctioneer of the Year" and received his recognition at the 1977 NYSAA Convention, held in December in Niagara Falls.

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tion advertising. Mr. Harold V. A. Drumm, Chatham, New York, an attorney, spoke on a state liquidation and law to the group.

Other highlights of the New York convention, was the annual Fun Auction, at which many excellent items were sold by the membership to raise money for the association's treasury. Harvey McCray and his wife Linda, from Lincoln, Nebraska, were present and Harvey spoke in regards to his

Graduates of Western College of Auctioneering, Billings, MT, December, 1977



GRADUATES OF WESTERN COLLEGE of Auctioneering of Billings, Montana — the December, 1977 class — join their instructors for this photograph. The instructors who were present for the photo are seated in the second row (left to right): Otto Streberg, Camrose, Alberta, Canada. Lorraine Diver, Secretary; R. J. "Bob" Thomas; W. J. "Bill" Hagen; Dean Roberts and Jack Bowser. Sixteen other instructors were not photographed. The December class was the 101st class at Western and included students from 16 states and four provinces of Canada.



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office as executive director of the NAA.

Another highlight of the 1977 NYSAA convention was the awarding of the "Auctioneer of the Year" Award. This year's recipient was Duane E. Gansz, Lyons. Duane has been a member of the board of directors, held offices as vice president and president of the state association, and was elected in 1974 to the position of executive secretary for NYSAA, and has held that position continuously since his election.

Greetings were extended by Mayor Michael O'Laughlin, Mayor of Niagara Falls, who welcomed the group to Niagara Falls and urged all delegates to take time from their busy schedule to see the many wonderful sights in Niagara Falls. He also extended an invitation for NAA to consider holding one of their fine national conventions in Niagara Falls.

The convention closed with the election of officers.



THE FUN AUCTION of the New York State Auctioneers Association helped raise in excess of \$1,200 during the 1977 NYSAA Convention. Pictured, from left to right, selling donated items at the Fun Auction, are 1978 NYSAA president Hugh Parker; Eddie Holthouser and Robert Monica. Items sold at the auction included apples for \$3 each and grapes for \$11 a basket.

Hugh R. Parker, Pitcher, was elected president; Donald I. Martin, Ballston Spa, was elected vice president; and several new directors were elected.

The New York association has approximately 200 members, and anyone interested in joining NYSAA should contact Duane E. Gansz, Secretary-Treasurer, 14 William Street, Lyons, NY 14489.

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

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CONVENTION DATES

- February 6, 1978 — New Jersey State Society of Auctioneers, Van's Inn, Freehold.
- February 10-12, 1978 — North Dakota Auctioneers Association, Hamilton Motel, Rugby.
- March 30-31 — Illinois Auctioneers Spring Convention, Fairview Heights.
- April 2-3, 1978 — Kentucky Auctioneers Association, Hyatt Regency House, Lexington.
- April 15-16, 1978 — Kansas Auctioneers Association, Silver Spur Lodge, Dodge City.
- April 28-29, 1978 — Montana Auctioneers Association, Outlaw Inn, Kalispell.
- May, 1978 — South Carolina Auctioneers Association, Quality Inn Motel on I-20, Columbia.
- May 6-7, 1978 — Missouri State Auctioneers Association.
- May 6-7, 1978 — Oklahoma State Auctioneers Association, Holiday Inn — East, I40 & Sooner Rd., Midwest City.
- May 14-15, 1978 — Alabama Auctioneers Association, Gadsden.
- June 8-9, 1978 — Wisconsin Auctioneers Association, Fond du Lac.
- June 10-11, 1978 — West Virginia Auctioneers Association, Cedar Lakes (FFA-FHA Camp), Ripley
- June 11-12 — Tennessee Auctioneers Association, Holiday Inn, Gatlinburg.
- June 16-17, 1978 — Texas Auctioneers Association, Hilton Inn, McAllen.
- July 19-22 — NATIONAL AUCTIONEERS ASSOCIATION, BOSTON SHERATON HOTEL, BOSTON, MASSACHUSETTS.
- November 5-6, 1978 — New York State Auctioneers Association.



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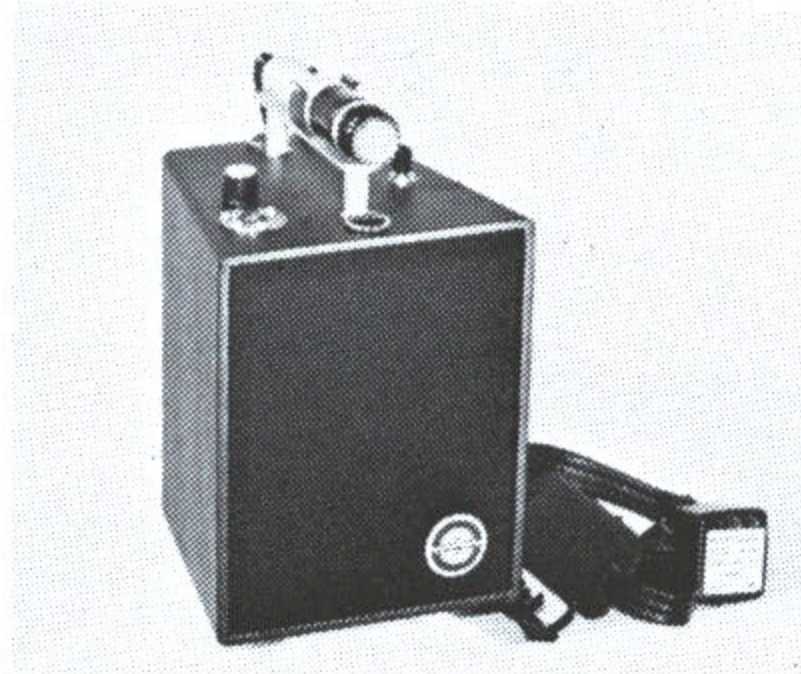
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More Information On . . . State License Laws

The October, 1977, issue of THE AUCTIONEER magazine included an article on Auction License Laws and offered information, which was submitted to the NAA Office by State Association leaders, on the various laws of the states being reported on.

Since publication of the October article, a few additional state association leaders have submitted information about the auction/auctioneers license laws in their respective states. Auctioneers may wish to add the following information to that which was submitted in October:

Florida — Does not require an auction/auctioneers license. (Information submitted by J. Wayne Taylor)

Missouri — Does require an auction/auctioneers license. Missouri auction license law is governed by State Statute 343:010. The statute calls for the county clerk of each county to issue a license valid only in the county issued. (Information submitted by D. H. Livingston)

Oregon — Does require an auction/auctioneers license. Name of agency: State Board of Auctioneers, Marge Helvin, Administrator, 4th Floor, Labor & Industries Building, Salem, OR 97310. Phone: 503 378-4492. (Information submitted by Helen M. Wood)

Virginia — Does require an auction/auctioneers license. No board — license is purchased through county clerk's office. The State of Virginia does not have an auctioneer license law as such, however, the only requirement is that you purchase either a Crier's license (\$10) or an auctioneer license (\$75) per year. The State does not require any qualifications on the part of the licensee and does not protect the public in any way. (Information submitted by Martha M. Daniel)

West Virginia — Does require an auction/auctioneers license. Name of agency: West Virginia Department of Agriculture, Hon. Gus R. Douglas, Commissioner of Agriculture, State Capitol, Charleston, WV 25405. Applicant must file bond before license is issued. All arrangements may be made by mail. No examination is required. A few cities also have local license requirements and auctioneers must ask at time of securing state license. (Information submitted by Wilson E. Woods)

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"Children," said the teacher, "in honor of George Washington's birthday this month, can you tell me one great difficulty Washington had to face?"

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Record Attendance in Indy At Annual Indiana Convention

By Ruth Ann Buckles

The annual State Convention of the Indiana Auctioneers Association was held November 6 and 7 at the Atkinson Hotel in Indianapolis, Indiana. A noon luncheon kicked off the two-day meeting, with former United States Secretary of Agriculture, Dr. Earl Butz, addressing the group following the meal.

Later in the afternoon George Michael, well known antique authority from Merrimack, New Hampshire, enthralled the group with his knowledge of antiques.

The main event of the day was the traditional Hoosier Bid Calling Contest. Seven district finalists participated in the afternoon runoff, demonstrating their chanting ability and individual style by each selling three items. Two men were chosen to perform that evening at the Grand Banquet before a record attendance of 318 auctioneers, wives, and guests.

After the final competition, Vince Miller of Indianapolis, was chosen Hoosier Bid Calling Champion. Bill Harter of Springport was chosen first runner up. The well known classic car auctioneer, Russell Kruse of Auburn, was chosen Indiana Auctioneer of the Year.

Those in attendance were awed by the "down home" attitude of Monday noon luncheon speaker Chris Schenkel, and were impressed by the nationally known sportscaster's typical Hoosier friendliness.

The annual business meeting was held prior to adjournment of the convention. IAA officers and directors serving for 1978 will be as follows: President — A. M. Wittmer, Montgomery; 1st Vice President — John E. Anderson, Lafayette; 2nd Vice President — Jack Earlywine, Kokomo; Secretary-Treasurer — Harry E. Buckles, Anderson. Direc-



OFFICERS AND DIRECTORS of the Indiana Auctioneers Association were sworn in by former IAA president Emerson Lehman (top) of Berne, Indiana, following the election held at the November, 1977, convention. Pictured, left to right: Kenneth E. Sherbahn, director, South Whitley; Harry E. Buckles, secretary-treasurer, Anderson; John E. Anderson, first vice president, Lafayette; Jack T. Earlywine, second vice president, Kokomo; Jerry I. Fears, director, Oakland City; and A. M. Wittmer, president, Montgomery. The other state directors elected were not available for the photograph.

tors: Kenneth Owens, Westport; Daryl Ball, Bourbon; Larry Aaron, Logansport; Jerry Fears, Oakland City; Ed F. Sprunger, Decatur; James Harris, Indianapolis; Marlin Maddux, Greensburg; James Bayman, South Whitley; Ken Snider, Vincennes; and Kenneth Sherbahn, South Whitley.

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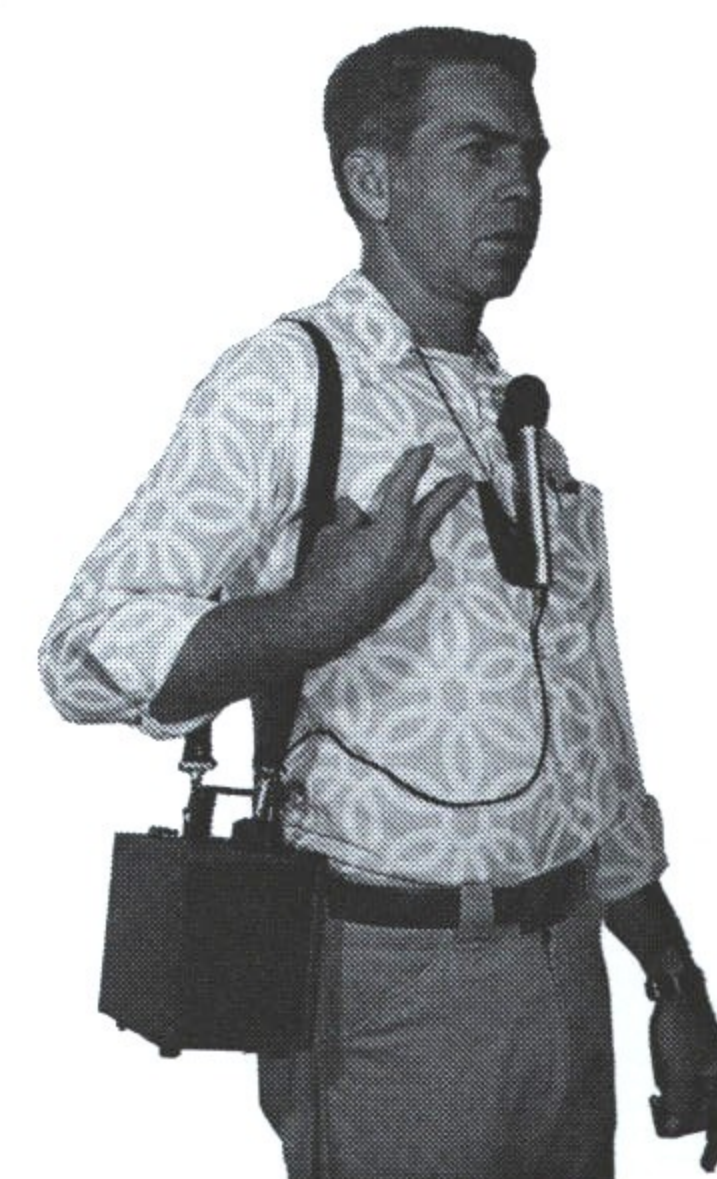
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Selling of Autenreith Collection Helps Ed Berman Have Banner Year

NAA member Ed Berman of Berman's Barn, 4 Dewey Street, Dover, New Jersey, reports that he and his wife, Millie, have concluded what has proven to be the best year in the history of their business. Berman's Barn is considered by many to have been established as one of the premier seller's of American brilliant cut glass. Millie is the acknowledged authority in cut glass in her field.

One of the outstanding auctions, which was conducted by Berman's Barn, was the selling of the "Autenreith Collection" of steins, which was attended by over 300 people; most of whom were avid bidders.



THESE STEINS of the Autenreith Collection were sold at auction by NAA member Ed Berman, Dover, New Jersey.

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Additionally, in this auction was a surprising amount of extraordinary Russian enamel complimented by a superior collection of American brilliant cut glass.

Tiffany and other art glass has also played a prominent part in the 1977 success story at Bermans. Orientalia and fine art can always be found at Bermans.

Some of the memorable prices realized at the auctions in 1977 was a carousel horse for \$1,750; a green cut to clear punch bowl for \$2,050; a sterling silver service for 24, consisting of 185 pieces (and the rarest item was a huge Tiffany bowl) for \$2,750.

Ed Berman was further honored in 1977 by being chosen as the auctioneer to appear on closed circuit television for four hours, auctioning works of art, soliciting bids through the camera and asking the audience to call their bids in.

Ed commented, "This had to be the strangest auction experience I have had in fifteen years, as the camera doesn't laugh or hiss and you really are going on guts for four full hours."



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Assemble Tax Records Early, IRS Advises U.S.A. Taxpayers

Because of so many changes in the tax laws, it's important for taxpayers to begin gathering their records now, the Internal Revenue Service said.

Since records are especially important for taxpayers

who itemize, the IRS suggested that taxpayers locate all records pertaining to itemized deductions and sort them into categories as they appear on Schedule A of Form 1040. Records also can alert taxpayers to deductions or tax credits which they might have overlooked.

If any records appear to be missing, the IRS said, taxpayers still have time to look for them or to request copies of bills or statements from banks, hospitals, or other sources.

Taxpayers who wish to make contributions to an Individual Retirement Arrangement (IRA) will want to gather their records to help determine their income as soon as possible so they will know how much they may contribute to their plan.

Taxpayers who sold capital assets during the year, such as stocks or real property, should locate records indicating the date and price of the purchase.

Some areas where the law has changed and where affected taxpayers will require records including moving expenses and sale of a residence by those age 65 or over.

Taxpayers with questions about how long to retain records or what types of records are necessary to substantiate deductions should check with their local IRS office.

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Internal Revenue Service**

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Wisconsin Auctioneers Seminar Held During Midst of Snow Storm But 81 Attend at Wisconsin Dells

"... Neither rain, sleet or snow will stop me, etc., etc." is an old expression, or version of it, when the weather prevents, or at least tries to, people from traveling to their destinations on a given date.

That old expression may well have been written about the Wisconsin Auctioneers Association's mid-winter seminar, which was held at the Wisconsin Dells on December 8. Eighty-one people registered and were in attendance in spite of a Wisconsin snowstorm that created hazardous driving along with picturesque beauty in the Lake Delton (Wisconsin Dells) area.

Dave Kessler of New Paris, Ohio, a twenty-six year veteran of antique sales, shared his humor and a number of ideas for improvement when buying and selling antiques. A slide presentation, showing his procedure when selling, and some outstanding pieces of furniture and glassware, was one of the highlights of the seminar.

Harvey McCray, NAA executive director, announced the forthcoming seminars to be held in Chicago and Orlando, which are sponsored by the NAA. He also commended the WAA for its efforts to provide educational programs to enhance the auction profession in Wisconsin.

Bankruptcy attorney J. Siehr of Madison brought new insight for those who wish to sell in this field.

It was a day devoted strictly to education and the cost of the seminar was \$10 per auctioneer. Bill Bodell, WAA president, served as master of ceremonies.

**Mrs. Robert (Alice) Brandau
Wilton, Wisconsin**

Editor's Note: The Wisconsin Seminar proved that interest is high when auctioneers brave a foot of snow to attend the event. Executive Director McCray will remember the picturesque beauty of Wisconsin for many years as a very beneficial educational event, regardless of the problems witnessed during his travels homeward from the Wisconsin Dells, Madison and ultimately Chicago (the weather created a new airline: Northwest Orient "ground lines" — a bus trip from Madison to Chicago on icy highways. It was a safe and pleasant trip and in ample time for McCray to catch his return flight back to Lincoln, Nebraska — all other airlines were having delays also).

Santa Was an Auctioneer!

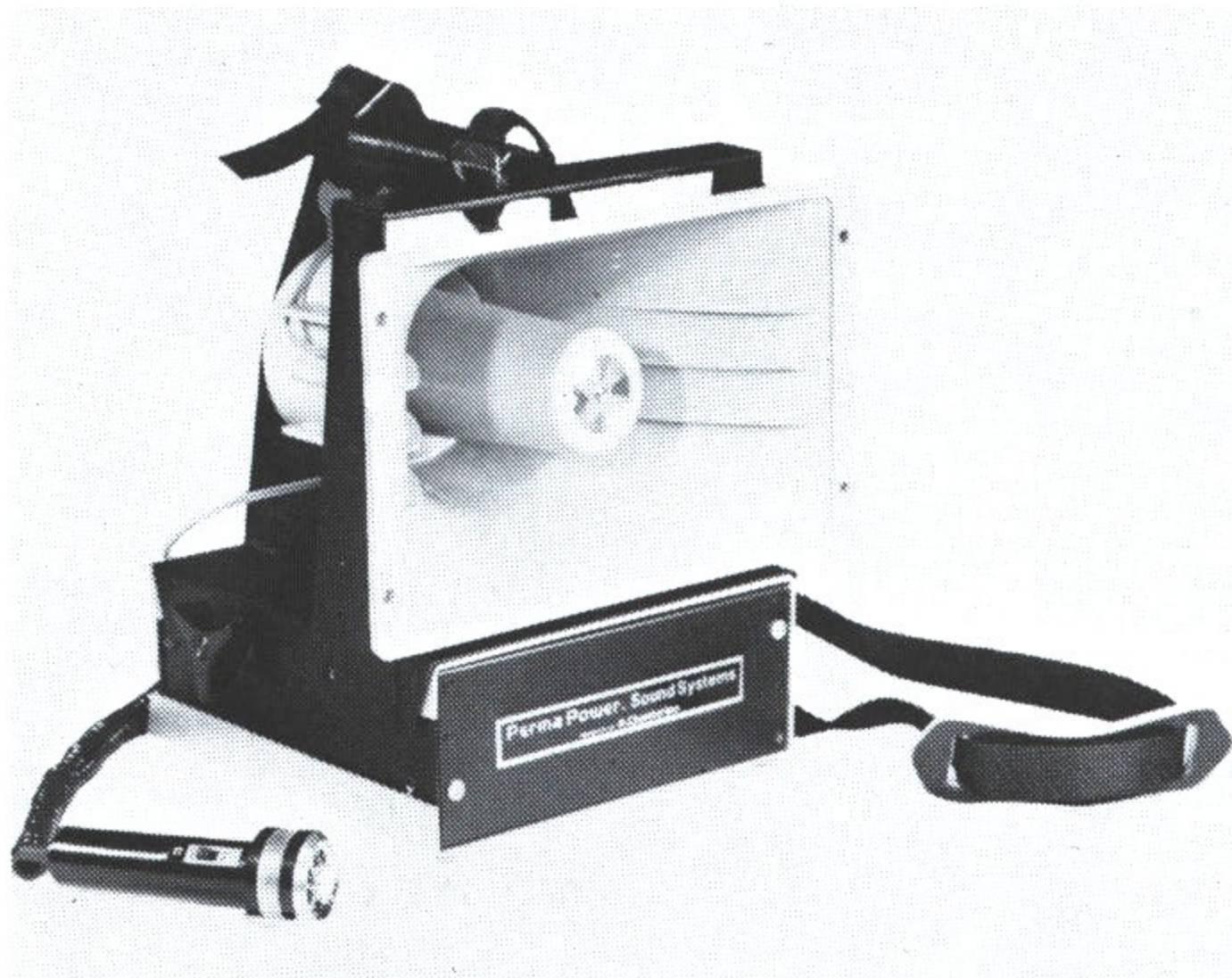
NAA Auctioneer Tom Cawood of Clarksburg, Maryland, sent the following news clipping which featured information about his services as Santa Claus during the Christmas season.

When Tom Cawood conducts his weekly Monday night auction at the Urbana firehouse on Monday, December 5, at 6 p.m. Santa Claus will be the auctioneer. It is suspected that Santa Claus will have the voice of Tom Cawood and that Tom Cawood, wearing his familiar western hat, won't be seen.

Cawood said he is offering a "Christmas Gift Auction," featuring toys, wrapping paper, games, bicycles, typewriters, tools, tool boxes, and many other items ideal for holiday giving.

Cawood, who is known for wearing many hats, served in the Montgomery County Police Department from 1964 to 1971, a motorcycle officer for the last six years. He resigned in 1971 to launch a business of outhouse rentals, which he still operates. And in November 1976 he started the auctioneering business.—K.W.

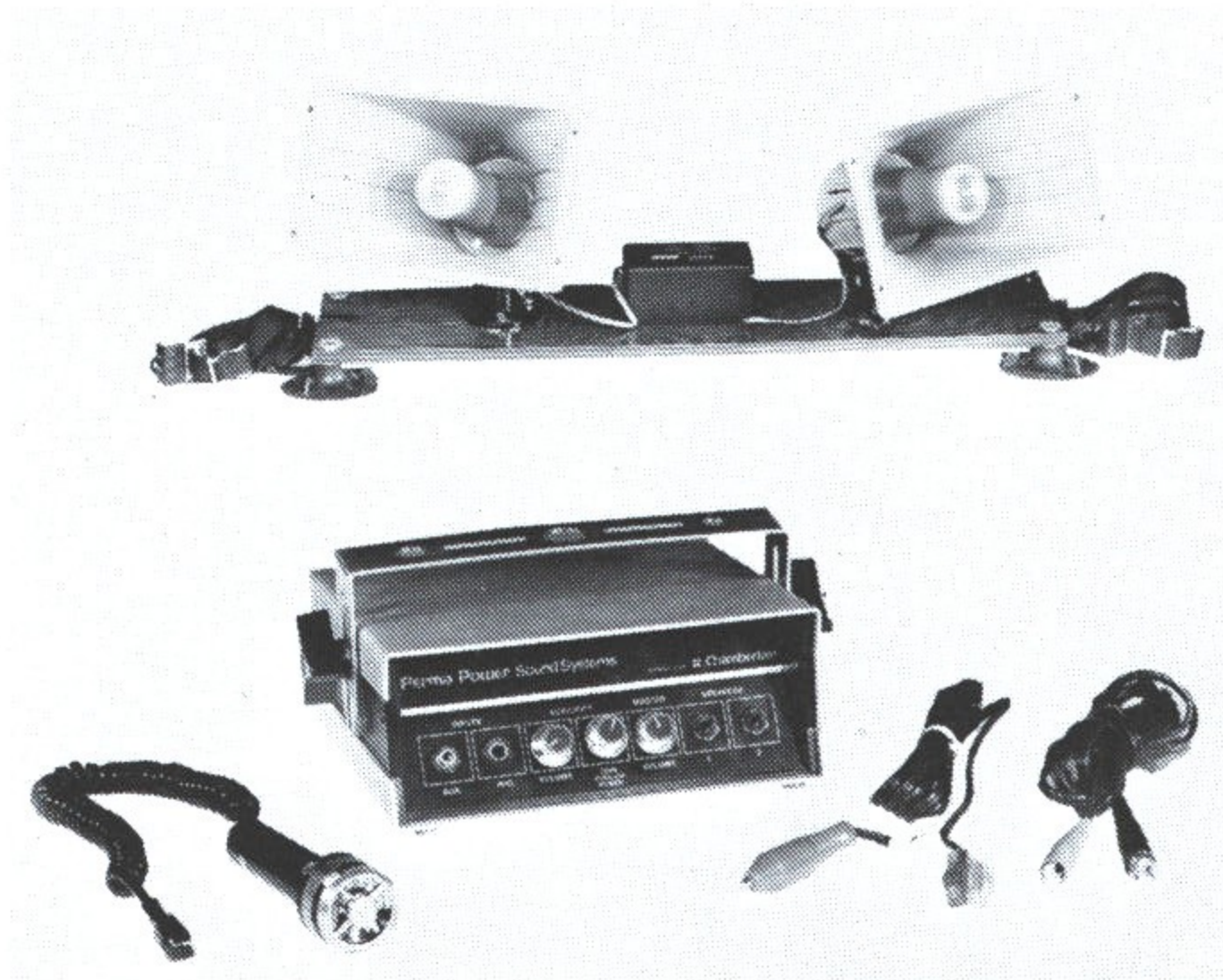
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Felice Ferrell Antique Collection Sold at Auction by Parks Realty

An auction of the antiques from the estate of Felice Ferrell, Gallatin, Tennessee, recently attracted widespread attention. The sale of the contents of Miss Ferrell's home and antique shop consisted of some of the finest and most unusual pieces of antique furniture, china and dolls.

The sale was conducted by the Parks Realty Company; auctioneers William A. Parks, Jr. and David Armistead conducting the sale. The sale required six days to dispose of the huge collection with prospective buyers from 10 states attending the sale.

Felice Ferrell was well known nationwide for her knowledge of fine antiques, and her shop on the Nashville Pike was an exhibit of quality Antiques for over 50 years. In 1939 Felice moved to the log house and acquired considerable knowledge in the business of antiques, becoming an expert in the appraisal of antiques, and in great demand for the tasteful furnishing of fine homes.

Felice Ferrell would have been 80 years old this year, and until her death she remained a very active lady in her community. She was a very unselfish lady, and gave much of her time, talents, and material gifts to her church, the county historical association, and the community as a whole. The highlight of any year in Sumner County Community, was attending Felice's Christmas Open House. She would decorate all 14 rooms of the huge log house with the Christmas spirit.

Some of the more interesting items that were auctioned included a George Miller grandfather clock for \$3,400; Betty lamps for \$45.00; Windsor comb back chair for \$400; Sheraton mahogany hunt board for \$3,100; Sheraton mahogany banquet table for \$2,950; pair of brass andirons for



THE FELICE FERRELL log house, consisting of 14 rooms, was the place where Miss Ferrell became well known for her expertise in the appraisal of antiques. The home and antique shop and the contents within were sold by the Parks Realty Co. in November, 1977.

\$710; collection of 45 antique dolls with a french fashion doll and metal body selling for \$790; a German Bisque doll for \$430; and a French Fashion doll for \$500.

Advance planning for a sale of this magnitude contributed to the success of this sale. The full cooperation of the heirs, and their interest in the convenience and comfort to the people attending the sale was also a major factor in the sale's success.

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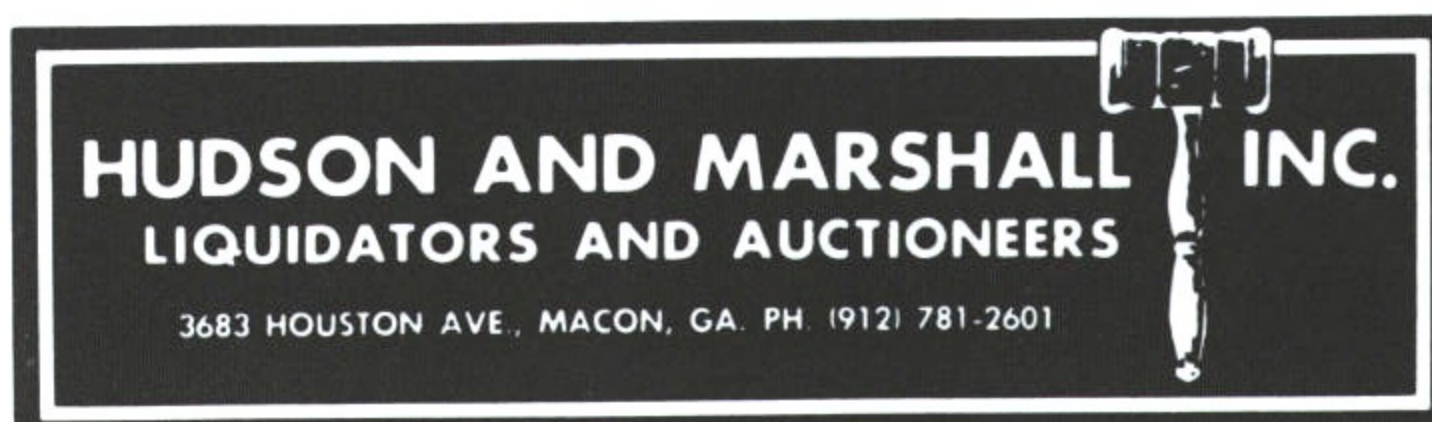
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Improving Personal Behavior

The following comments were submitted to the NAA Office by S. L. Brewster, NAA member from Cedar Bluff, Virginia, about "Improving Personal Behavior" and are his own comments on the subject. Recognition is being given now to S. L. Brewster for his "tips for the auctioneer" and for use in THE AUCTIONEER magazine:

Have you ever felt that you, more than anything at a given point in time, wanted to portray your best behavior, but, could not bring yourself to do so?

Well, you are not alone! Everyone, at some time or other, is at that moment a "private person". When he wishes to be outgoing and "extroverted" if you wish.

The interesting and exciting thing to learn, however, is that we can alter these "down", or "moody" times by practicing some important self-helps, such as:

. . . be courteous — treat others as we wish to be treated;
. . . listen — pay others your best respect; your ability to listen;

. . . practice self-control — keep cool, calm; remember the famous saying, "if you can keep your head when all about you are losing theirs"; a distinct and decided advantage;

. . . delegate — remember, "it's not one man who can do ten men's work that succeeds, but one man who can get ten men to work for him;

. . . smile — enjoy life. I have never met anyone coming back! Have you?

Have a nice day!

S. L. Brewster, Auctioneer
Cedar Bluff, Virginia

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THE GREAT FLOOD

A traveler was marooned in a small mountain town because of a landslide caused by heavy rain, which was still falling in heavy torrents after three days. Looking out of the window of the restaurant, he remarked to the waitress: "This is like the flood."

"The what?"

"The flood. Surely you have heard about the great flood and Noah and the Ark?"

"Mister," she replied, "I haven't seen a newspaper in four days."

K. C. Sertoma News

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Mullis Brothers Sell Property For \$181,000 in October Sale

"Commercial — Industrial — Residential Land — Buildings" was sold at auction on October 29 in Lancaster, South Carolina, by the Mullis Brothers Auction Company. The property was the former Mullis Engineering and Manufacturing Company and Mullis Lumber Company, which is, as the sale bill described it, "prime property with 1,000 uses and opportunities".

The property was divided into eight or ten tracts, making it easy for business men, builders, contractors, speculators, investors and the general public to buy a tract of their choice or as many tracts as needed.

The auction was being held for settlement of the heirs' interests and to dissolve the partnership of nine people throughout several states.

On auction day the Mullis Brothers gave away a brand new 1978 Chevette automobile, plus hundred dollars in cash prizes to lucky names drawn from register baskets. Included was a cash prize to the person guessing the nearest amount all property sells for; a prize for the person attending from the longest distance.

The Mullis Brothers staff of nine included: Fred and Sherrill Mullis; "young" Sam Mullis; real estate man Billy



THE NINE-MAN MULLIS auction staff, which conducted the October sale of \$181,000 property sale, included, from left to right: in truck bed — "young" Sam Mullis; Sherrill Mullis and Fred Mullis, chief auctioneer. Standing — real estate man Billy Haire; Harvey "Chain Saw" Benson; North Carolina State Senator and NAA member W. Craig Lawing; George Pechilis; Ed Huntley; and realtor Lonie Watts.

Haire; Harvey Benson (better known as Mr. Chain Saw); North Carolina State Senator W. Craig Lawing; George Pechilis; Ed Huntley and realtor Lonie Watts.

Reppert School of Auctioneering — November 28-December 28, 1977 Class

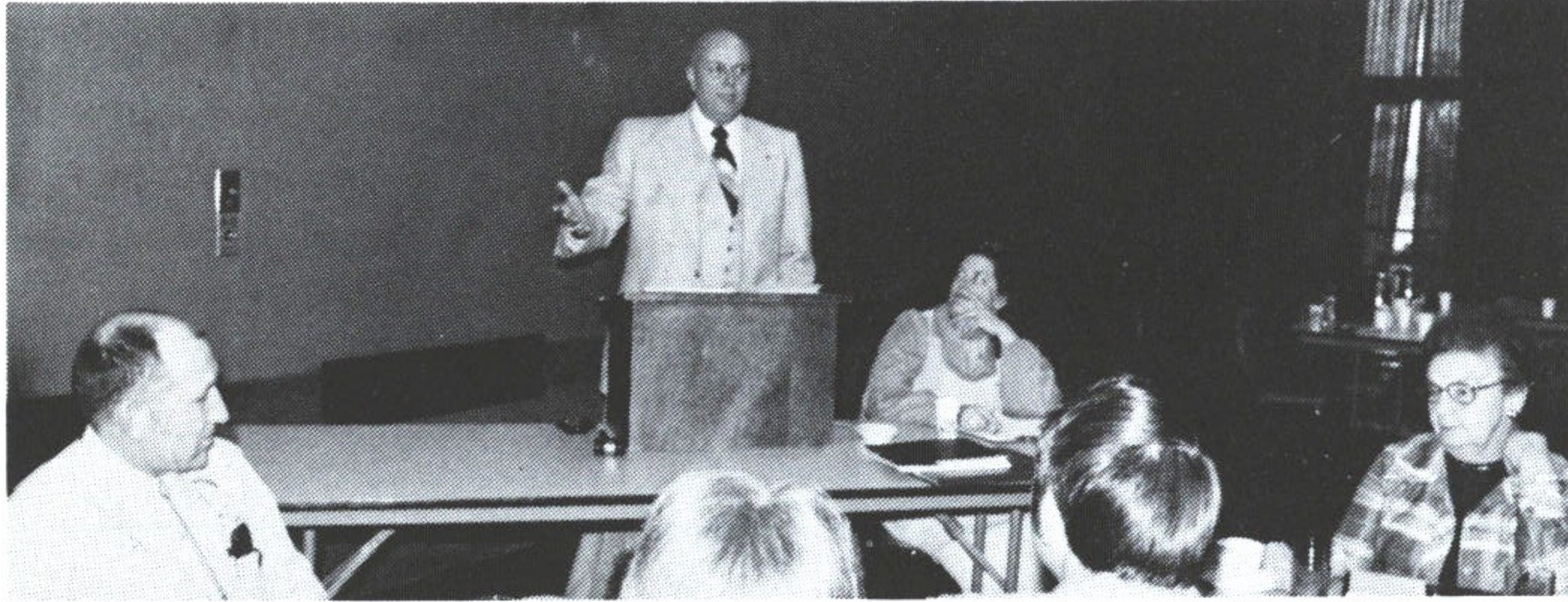


PICTURED LEFT TO RIGHT — Top Row: Kent S. Ennes, PA; Raymond W. Hoppings, IN; Don A. Wadrich, IA; Paul B. Tellef, IN; Rodney D. Frisby, OH; Davis S. Cox, OH; David F. Jennings, IL; Ricky J. Peddicord, OH; Jesse W. Crabtree, IL; Mark J. Werris, IL. **Fifth Row:** James M. Yoder, IN; Byron B. Wilson, OH; Arthur Rowell, Hamilton, Ontario, Canada; Max L. Johnson, IL; James E. Welch, IN; Darrell Carman, TN; 63 Upshaw; Rex E. Grodon, IN; John L. Myers, IN; Larry Barnhart, IN. **Fourth Row:** Geoffrey G. Smith, OH; Harold D. Bellmeyer, PA; William J. Swart, IN; Harold H. Thomas, OH; Louis Light, OH; Terrell W. Timmerman, IN; John E. Bernstein, WI; Lloyd Andrews, TN; H. Fred Schlen, IL; Harold Lloyd Downham, Sarnia, Ontario, Canada; Roy C. Crunkleton, OH; **Third Row:** Kent E. Kruecheberg, Decatur, IN; Michael J. Stucky, OH; Robert L. Irwin, OH; John H. Dyer, IN; Francesco B. Russo, Jr., MD; Kenneth I. Red Elk, IN; Carl B. Ward, IN; Keith Buck, FL; Leonard E. Summerlin, OH; James M. Higgins, IN; Waldo C. Coverstone, OH. **Second Row:** Ricky Scurlock, TN; Scott A. Younkin, PA; Cody L. Westbrook, MT; Dick D. Rolfe, MT; Tad R. Westbrook, WY; Donald T. Huntington, OH; C. Wayne Bloodworth, TX; Ralph E. Phillips, MI; Corbin W. Kingsbury, MI; Randall Renaud, Maidstone, Ontario, Canada. **First Row:** Sam L. Bolinger, OH; Jon K. Niemeyer, IN; Golda M. Pahl, OH; Diana Lynn Beach, IN; H. Poochie Burford, WV; Randall L. Gray, OH; Gary L. Olson, IN; Gary D. Bruett, IN; Randall T. Buuck, Decatur, IN; Don MacMillan, Scarboro, Ontario, Canada. **Instructors Seated:** H. D. Darnell, KY; Paul Z. Maerin, PA; Phil Neuenschwander, IN; Roland Reppert, M.D., President, Decatur, IN; Q. R. Chaffee, PA; Gene Slagle, OH; Ed Sprunger, Decatur, IN.

Washington State Auctioneers Meet In Moses Lake; Elect Garrett President

The Washington State Auctioneers Association held the winter convention in Moses Lake at the Hallmark Inn. The two-day meeting was packed with information, fun, and the election of officers for the coming year.

Elected were Lee E. Garrett of Moses Lake, president; Bob Williams of Arlington, 1st vice president; Earl Witzel of Oak Harbor, 2nd vice president; Ann Williams of Arlington, secretary; and Roberta Abhold of Renton, treasurer. The new directors are Mick Sather of Mt. Vernon (immediate past president); Bill Jones of Moses Lake; Jess Heaverlo of Yakima; D. L. Booker of Connell and Elmer Burnham of Royal City.



NAA Treasurer Dean Fleming of Atkinson, Nebraska, spoke, regarding the selling of livestock at farm sales and of general sales at auction. Miss Linda Dunn of the Spokane office of Consumer Protection Agency told of their interest in fair treatment, resolving problems for both the consumer and the alleged defendant. She gave credit for the apparent policing of our own profession since she has had only one of two complaints in the three years she has been with the Agency.

Sale of Own Home at Auction Results in Poem Written By Daughter of Auctioneer Bill Fox

Emotions are sometimes generated to a high ebb when a family has to, or wishes to, sell their own home. Memories sometimes are shared when these sales result.

William Z. "Bill" Fox, president of Maryland Auctioneers Association and chairman of the Michael Fox Auctioneers, Inc., Baltimore, Maryland, had the occasion to sell his own home, due to the purchase of a new and larger one.

Bill relates, "Of course, I sold it myself at absolute public auction sale and needless to say, was very successful."

The emotions, as discussed above, came from the poem, written by Bill's ten-year old daughter, Janice and the editor of THE AUCTIONEER magazine wishes to share her talents with you in the following poem:

OUR HOUSE AUCTION

Our house was auctioned off, Thursday
My father did it, that's the way!
People gathered from far and near,
Just to be able to see and hear!
100 or more people came,
To see the winner of the game.
My father's an auctioneer, you know,
And when he auctions, it's a great show!
So come and see my father next time,
The bidding may only start at a dime!

SPORTS MODEL

Two little boys were gazing at a zebra in the zoo. "What a funny animal," said one. "What is it?"
"I don't know for sure," replied the other, "but I think it's a sport model donkey."

K. C. Sertoma News

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First Monday in November
Second Monday in February
First Monday in April
Second Monday in June

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Charolais Sales Averages \$1,224; NAA Member Morris Conducts Sale

NAA Director Wayne Ediger of Belle Plaine, Minnesota, reports that 60¼ lots of Charolais were sold at auction at an average price of \$1,224.23. The Northland Invitation Classic Sale was held at Rochester, Minnesota, and Wayne's Triple E Charolais Farm had two heifers in the sale.

The Grand Champion bull was sold for \$3,500; Grand Champion female brought \$1,700; the top-selling bull sold for \$7,100 and the top-selling female, \$3,325, with a calf at her side. Information about the sale was contained in the publication THE FARMER, published in December, 1977.

BELIEVE IT . . . OR NOT!

Items in the current US. budget paid by your tax dollars:

\$16,000 to look into the bisexual behavior of Polish frogs;

\$375,000 to determine if Frisbees might be used to carry flares;

\$121,000 to find out why so many people say "ain't";

\$25,000 to study biological rhythms of catfish in India;

\$37,314 for a potato chip machine for Morocco;

\$23,000 to study why children fall off tricycles.

What we really need is a study to find out why such studies (totaling \$597,314) are ever studied!

NC+ Hybrid News

A SECOND CHANCE

If we might have a second chance

To live the days once more,

And rectify mistakes we've made

To even up the score,

If we might have a second chance,

To use the knowledge gained,

Perhaps we might become at last

As fine as God ordained.

But though we can't retrace our step,

However stands the score,

Tomorrow brings another chance

For us to try once more.

Submitted by Ron Maynard, Secretary,
Massachusetts State
Auctioneers Association

NAA Meetings Schedule

Scheduling has been approved by the NAA board of directors and the following "educational" meetings and/or NAA Conventions have been announced by the board for future years:

NAA Convention Sites

1978 — Boston Sheraton Hotel, July 19-22, Boston, Massachusetts

1979 — Denver Hilton Hotel, July 11-14, Denver, Colorado

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

1978 NAA Seminars Sites

February 20-21-22 — Orlando Hyatt House, Orlando, Florida

1978 Certified Auctioneers Institute (CAI) Courses I, II and III

April 2-7 — Indiana Memorial Union, Bloomington, Indiana

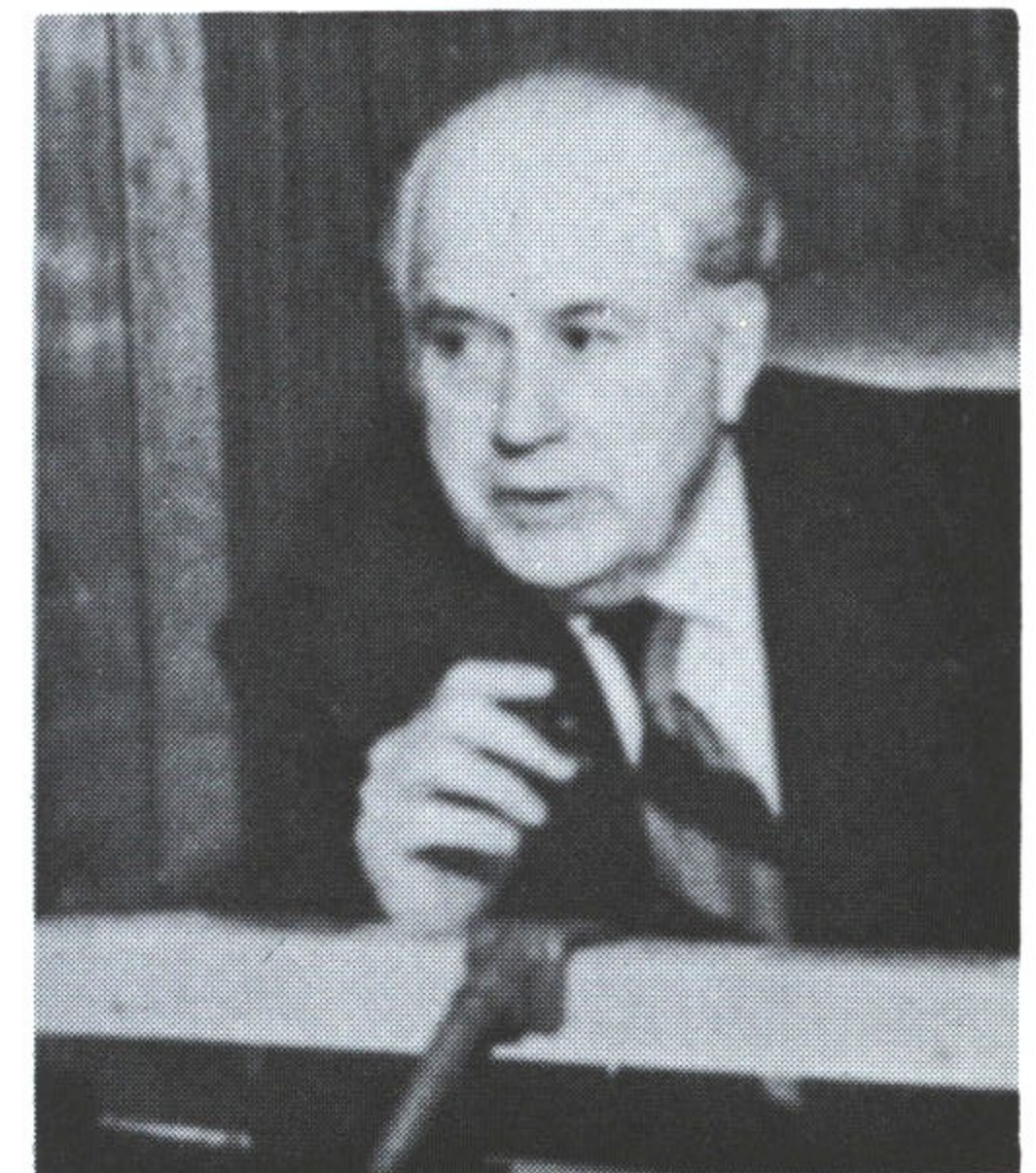
1978 Orlando Seminar Filling Up; Hotel Accommodations Hard to Get Reservations Are Not Made Soon!

Registrations are being submitted to the NAA Office in greater numbers, now that the Christmas season has past and New Year's scheduling allows auctioneers the opportunity to know if he can devote the dates of February 20-22 to auction education.

If you are planning on attending the 1978 Orlando NAA Seminar, REGISTER IMMEDIATELY and just as importantly, USE THE HOTEL RESERVATION FORM, WHICH HAS BEEN PUBLISHED IN PRECEDING ISSUES OF THE AUCTIONEER MAGAZINE AND MAKE YOUR HOTEL RESERVATIONS NOW — reserve your room directly with the hotel.

You can learn from the experts by attending the NAA Seminars!

FURNITURE AUCTION BOOK AVAILABLE



AUCTIONEERS:

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 will be the last time offered. 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.

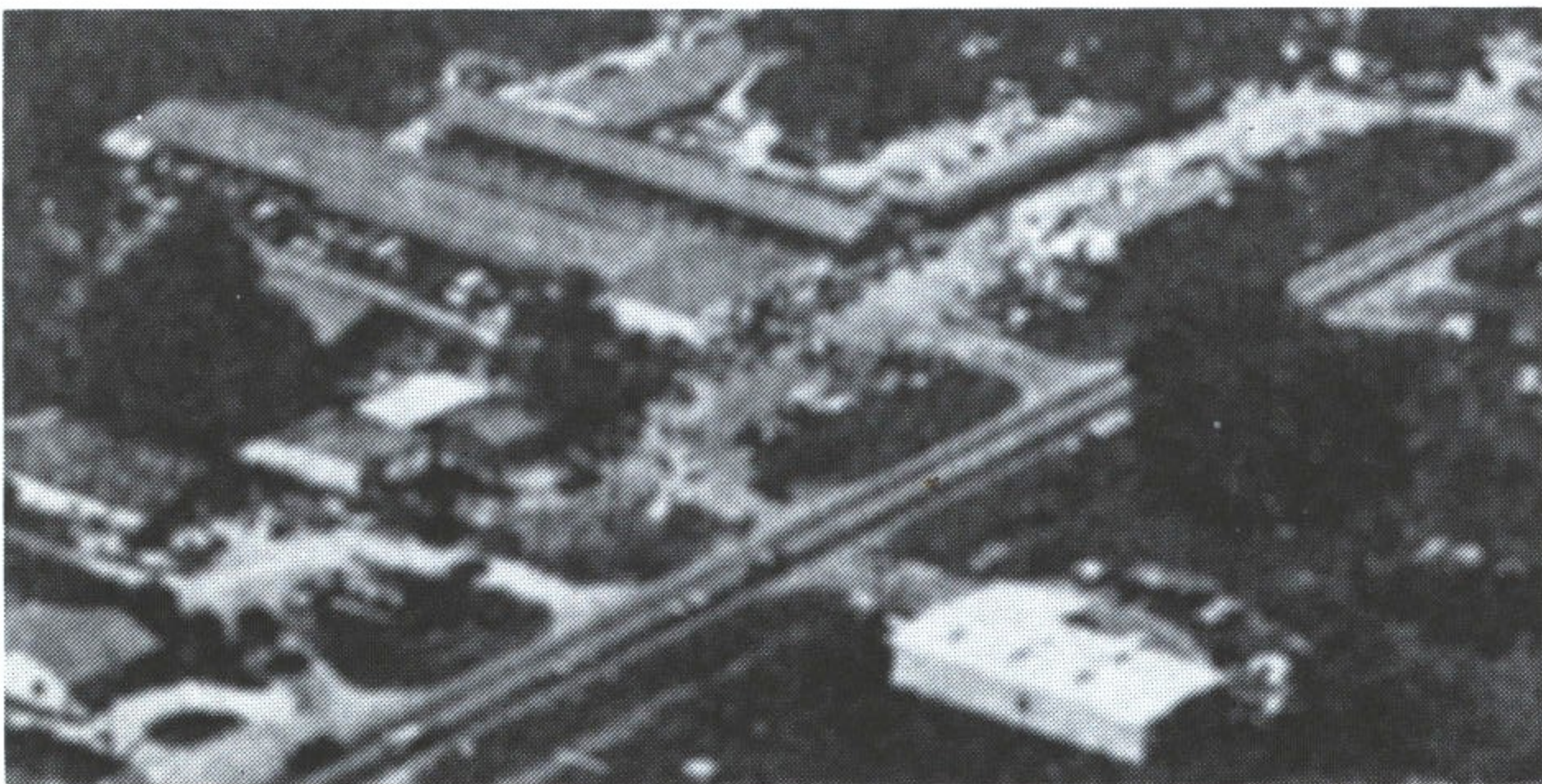
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RHODE ISLAND AUCTIONEERS met in Boston, Massachusetts, at the office of the Boston Globe newspaper in November and the meeting was not only well attended, but included auctioneers from other states as well. Limited business was conducted during the meeting where Rhode Island Association president Roger Houle presided. After a film of the Boston Globe was shown and a dinner, hosted by Lawrence B. Healy, Manager of the Globe's Classified Advertising department, who was assisted by Barbara Carroll and Arthur Schachat of the Globe — both of whom work very closely with auctioneers in the New England area on their advertising. Pictured, from left to right, are Rhode Island President Roger Houle; Boston Globe's Lawrence Healy; and NAA Executive Director Harvey McCray, who spoke to the auctioneers assembled from Rhode Island, Massachusetts, Maine and Vermont.

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ATTENTION BOOSTER CLUB CONTRIBUTORS

In accordance with the decision of the NAA board of directors (January, 1977), Booster Club contributors will be listed four times annually in the January, April, July and October issues of THE AUCTIONEER magazine.

The voluntary contribution amount, to have your name added to the Booster Club contributors' listing, is \$10 annually.

Booster Club contributors will not be billed, but should add the \$10 contribution to the annual membership billing if desired. The \$10 contributions are for a one-year period, which should coincide with your annual billing, or membership, period.

The board of directors offers their thanks and appreciation to those of you who have offered voluntary Booster Club contributions in past years, knowing that it was with your help that the NAA could offer you a magazine, which merits your dedication and support to the auction profession. Increases in the costs of printing, publishing and mailing the magazine made it impossible to continue listing Booster Club contributors at the \$5 rate, and in each issue.

The increase in the numbers of members also has increased the per page cost of each issue, thus making the new policy necessary.

The April issue of THE AUCTIONEER magazine will include only those Booster Club contributors who have paid \$10 as their voluntary Booster Club contribution. Announcements to this decision by the NAA board of directors have been published in each issue of THE AUCTIONEER magazine since the decision was made in January, 1977.

INTERNAL REVENUE SERVICE



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THE AUCTIONEER

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NAA Belt Buckle, in either brass or pewter finish. Specify either brass or pewter finish.

\$4.00 ea., postpaid

NAA Emblem Electrotpe (not pictured) for use by printer in advertisements, sale bills, etc. Size of Emblem shown is 7/8" wide.

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NAA Emblem Decals (not pictured), showing the red, black and gold emblem in two sizes: 8" and 4". Large size is self adhesive; smaller size water soluble to display on either side of glass.

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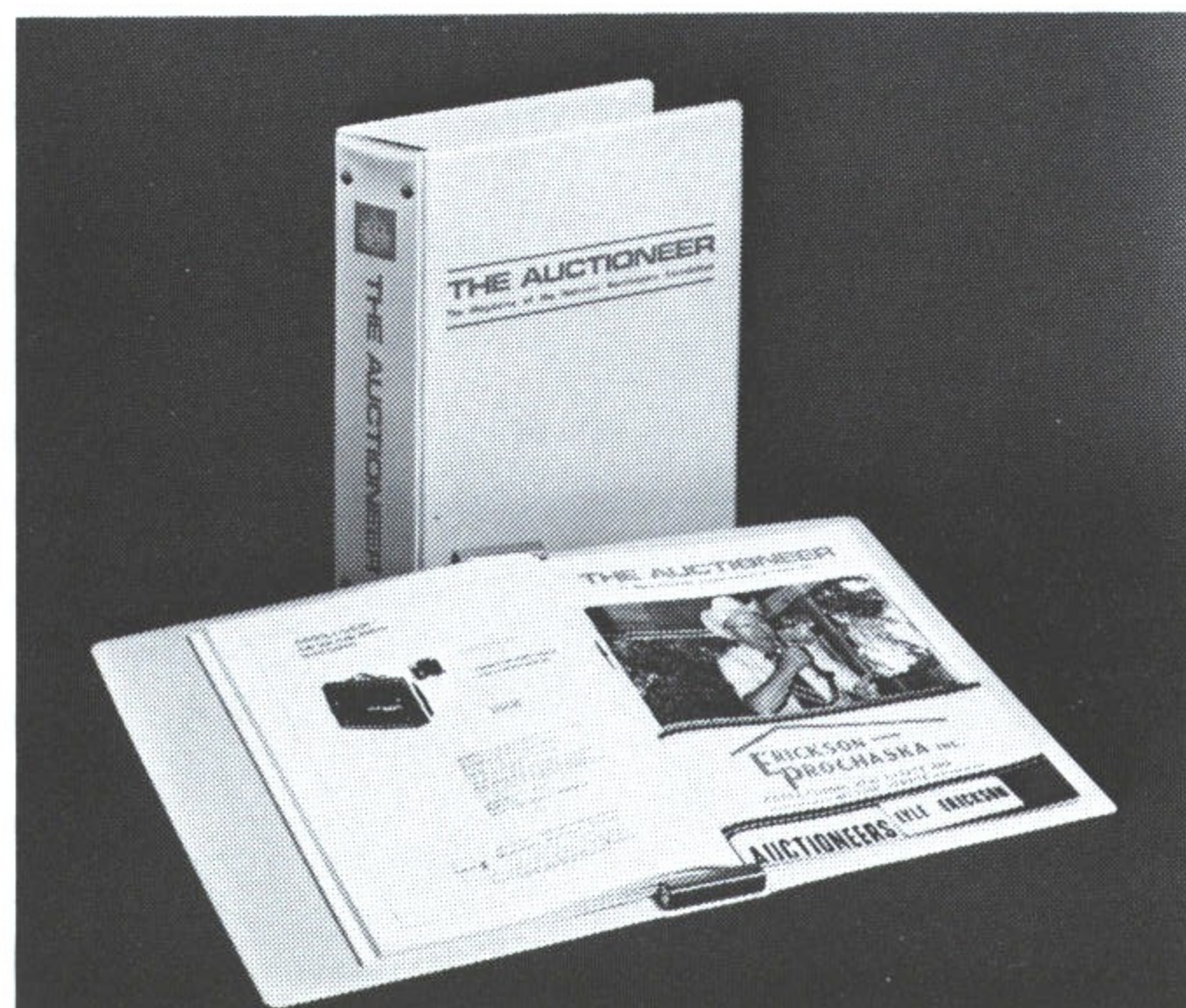
4" Decal 4 for \$1.00 postpaid

NAA Name Badges (not pictured), for use at all auctions. Select either pin or clip-type fastener. Uses any 3/8" tape-writer for name. White plastic badge with red, gold and black NAA emblem.

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NAA Magazine Binder to maintain permanent copies of THE AUCTIONEER magazine. Binder is bone color with red NAA emblem and holds 11 issues annually (plus NAA Directory). Designed to hold current 8 1/2" by 11" magazine, but will also hold former 6" by 9" size magazine.

\$3.75 ea., postpaid



There are many reasons why NAA auctioneers are chosen over other auctioneers and the primary reason is the professionalism and ethics represented in and promoted thru the display and use of the NAA emblem.

Put your NAA membership to work by displaying the NAA emblem. Let the public know you belong to the professional team of auctioneers!

NAA Lapel Button (not pictured), to be worn as tie tac or in your lapel or collar. Red enamel on 14K gold filled emblem, 1/2" wide.

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NAA Single Deck Playing Cards (not pictured), with the photo of the NAA Office in full color. Perfect for gatherings with friends or business clients with whom you meet socially.

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NAA Blazer Patch for display on blazers, coats, jackets, dresses, etc. Size of handsome red, black and gold emblem is approximately 3" wide by 3 1/2" high.

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8½x11", 50 sheets per pad. Has column for lot number, description of item, quantity, purchase price, etc.
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1,000 Wires.....\$10.00 5,000 Wires.....\$47.50
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8½x11, NCR paper, 3 sheets per set. Space to list many items. Seller signs he has good title. Original for auctioneer, copy to seller at check-in and last copy mailed with payment check. Eliminates Form CC-69.
250 sets \$16.50 500 at \$32.50 1,000 at \$59.50
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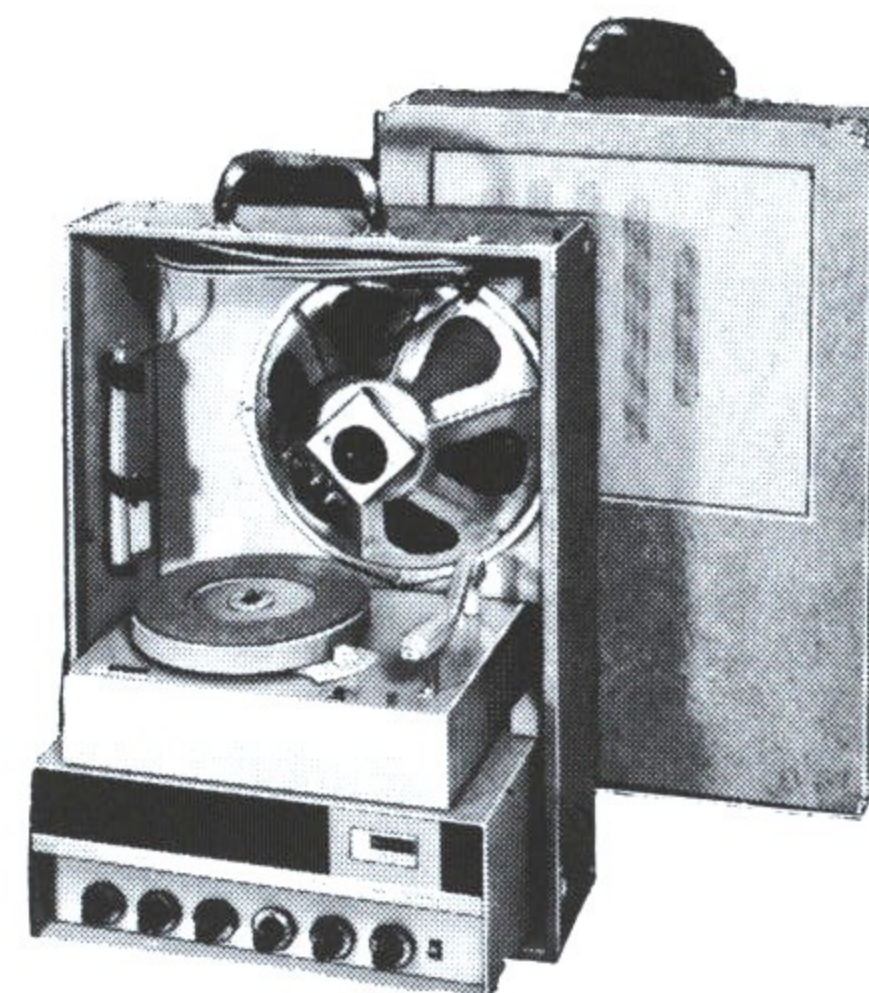
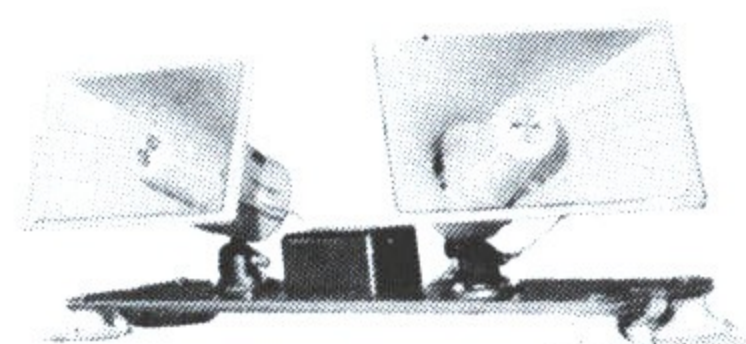


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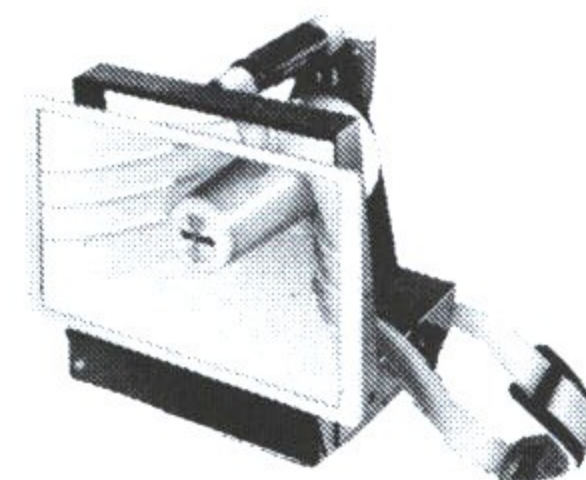
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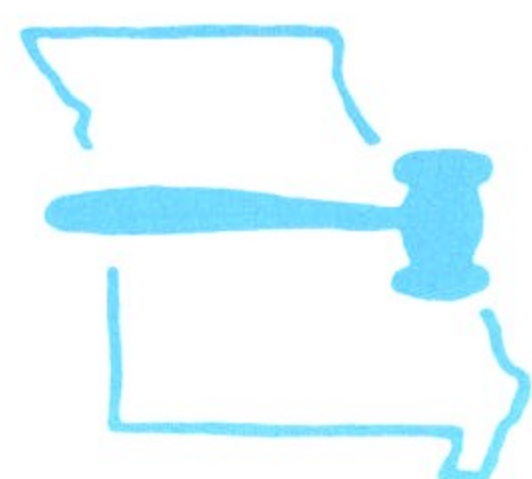


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