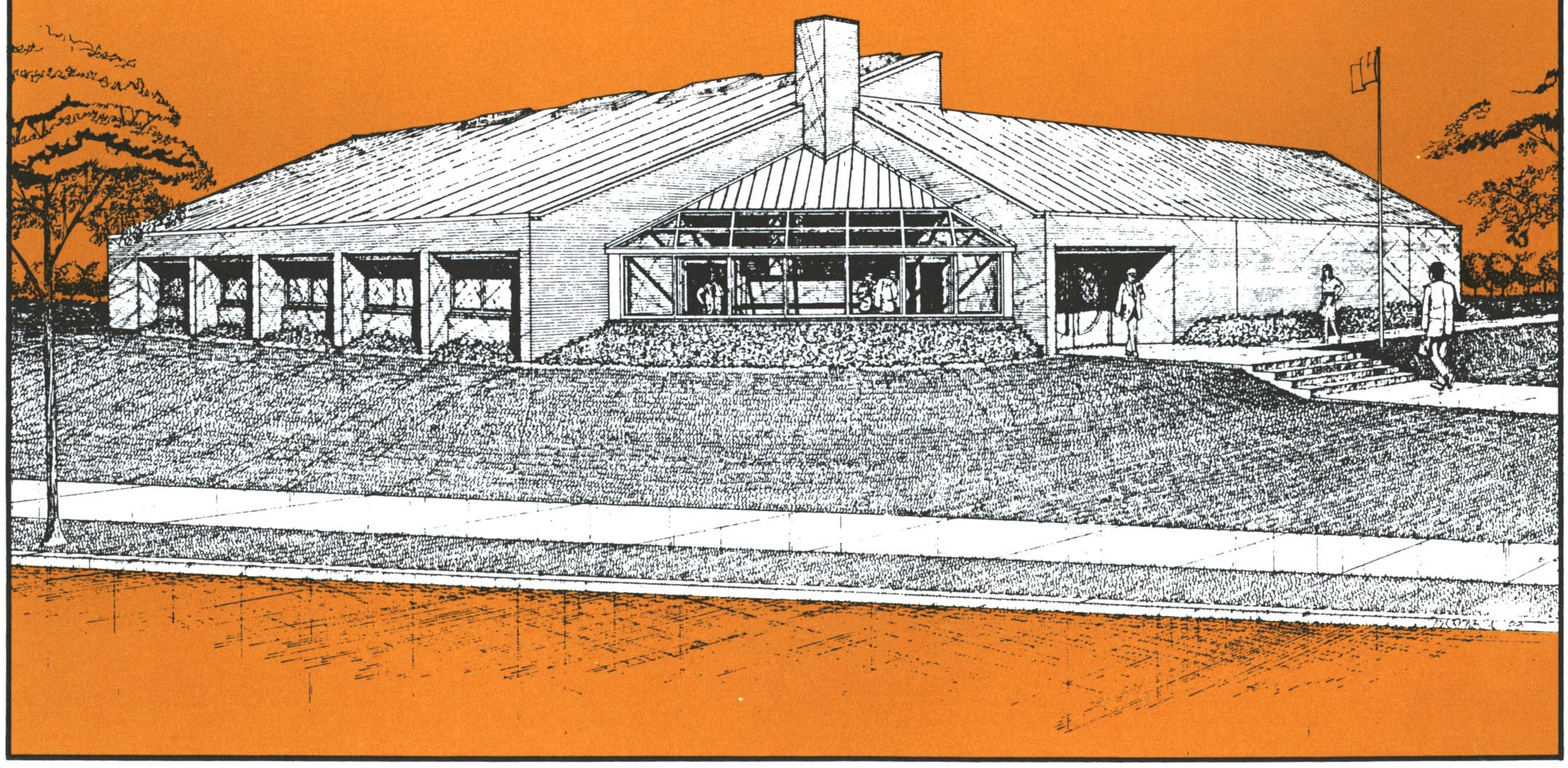
THE AUCTIONEER

The Magazine of the National Auctioneers Association ● May, 1983



Progress and Pride

On March 15, 1983 NAA President Newcom turned the first shovel of ground for the new headquarters building in Overland Park, Kansas.



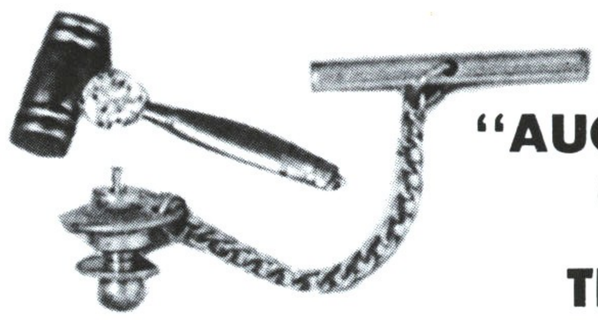
ATTENTION ALL NEW AND OLD MEMBERS OF NAA



Stetson "Wisp"



Auctioneer Hat



"AUCTIONEER'S GAVEL" TIE TACK

Warmer climate is upon us once again and it is time to shift gears and go for something cooler. We have the "Auctioneer" hat in Tan Milan Straw in all three brim widths (2⅛", 2⅜" and 2⅝") and also the White Panama hat in a 2½" brim. They will be ready to ship by the time you read this ad. We, of course, have the beautiful Silver Belly "Auctioneer" felt hat in all three brim widths and can ship any time of the year. The Stetson "Wisp" hat in 4X quality is also available the year around.

Our windbreaker (London Fog) type jackets become very popular this time of the year especially with our four color NAA embroidered emblem sewn on the left breast. We have them in several different colors. When ordering please specify first and second choice of colors.

Ladies, please remember the tie tacs make an outstanding birthday or anniversary gift for your favorite auctioneer. We have them to fit any budget.

You will note we have discontinued our ad on the custom handmade boots. While we have many satisfied customers now wearing our boots we find it very difficult to fit folks by mail, this being particularly true with a handmade product. We are extremely happy with our boots but find it too much of a burden when we have to ship several pairs before finding the right fit. We still have several hundred pair on hand, however, and if you would like to try a pair we will be happy to work with you.

Silver Belly Felt "Auctioneer" Hat	**$48.00**
Wisp 4X Beaver Felt Hat	**59.00**
White Panama Hat (2½" brim)	**27.50**
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London Fog Type Jackets w/Emblem	**30.00**
NAA Emblem — 4 color embroidered	**3.00**
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Add these members to your Directory

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

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

Additions to your NAA member Directory

The following were mistakenly omitted from the 1982-83 NAA Membership Directory.

CALIFORNIA

HOCH, MIKE, 10728 50th Street, Mira Loma 91752
STEFFEE, CLIFFORD E., Box 496, Bonsall 92003
VAN GORDON, STEPHEN, 1116 Capri Drive, Campbell 95008
WILLIS, WILLIAM LYNN, 7854 N. Sunnyside, Clovis 93612

MASSACHUSETTS

ZIAGOS, ANTHONY G., P.O. Box 28, Lowell 01853

MINNESOTA

EKDAHL, GARY J., 3411 North Nokomis, Alexandra 56308

MISSOURI

AKERS, DONALD H.; Star Rt. 11, Box 177A, Belleview 63623
EASTBURN, KEVIN L., General Delivery, Phillipsburg 65722

NEBRASKA

BLANK, WILLIAM, Madison 68748
GALUSHA, ELMER E., Route 2, Central City 68826

NEW JERSEY

LUBMAN, MAURY, 1080 Main Avenue, Clifton 07011
(Please omit Mr. Lubman from New York list.)
MIZANI, MOHAMMAD, 19-J Gardner Road, Fairfield 07006

NEW YORK

WHEELER, DENNIS A., Merritt Road, RD #7, Fulton 13069

OHIO

ROTH, RICK J., R.R. #1, Box 165, Archbold 43502

PENNSYLVANIA

BAIR, ROBERT A., RD 2, Box 67, Wrightsville 17368
CONSTANTINE, JAMES S., P.O. Box 38, Glenville 17329
DIETRICH, LYNN A., 2798 Warm Spring Road, Chambersburg 17201
FRYE, H. L., P.O. Box 37, Pleasant Unity 15376
GOEPFERT, MICHAEL J., 2099 C Old Bethlehem Pike, Sellersville 18960
HUBSCHER, CHRISTIAN, 529 E. Broad St., Souderton 18964
KRALL, PETER H., Willow Brook Farms, Catasauqua 18032
KUNKLE, R. DAVID, 240 East Hamilton Street, Allentown 18103
WELCER, JOHN, 724 Chain Street, Norristown 19401
YOUNG, KENNETH D., R.D. 1, Allenwood 17810

TEXAS

BOWERS, JAMES B., P.O. Box 25306, Houston 77005

SPITZER, GARY, P.O. Box 29004, Dallas 75229

VERMONT

BARROWS, ALTON WARREN, RFD #1, Box 125, Wallingford 05773

VIRGINIA

KAY, CHARLES J., JR., 7715 Erie Street, Annandale 22003

WISCONSIN

JOHNSON, JOHN, RR 1, Columbus 53925

LETTERS TO THE AUCTIONEER

In the February issue of THE AUCTIONEER, NAA members elected or reelected to public office were asked to write about their experiences. Below are two responses to that AUCTIONEER request.

Oklahoma State Legislature

This is my second term to the Oklahoma State Legislature, and I was reelected without opposition. I like to think that it is because I did such a good job the first time, but it may be that no one else wanted the job.

It has been very interesting work, and I am grateful for the opportunity to serve in this capacity. My legislative committees are Oil and Gas, Juvenile Justice, Wildlife, and Highways. All are areas to which I feel I can contribute. I stay very busy during session which begins on the first Tuesday of January and continues until we finish, which is usually about the middle of May. I am home by 3:00 pm on Thursday, which leaves me Fridays and weekends to keep up with my auction and real estate business. My wife manages the office, and I have a crew that I can depend on for almost everything that needs to be done to get an auction ready.

Representing the people of my district has truly been an education for me. We live in a great country, and for almost any problem, there is an answer if someone cares enough to look for it. You do find a lot of people who live off the land, but you find so many more good people that you can keep a good outlook on things.

I am sure in my heart that I would never have been elected in the first place if it had not been for my auction service. I had met so many people in my business that almost any place I went to campaign I met a friend. Now that I am in office, my auctions are a place where people know they can come and visit with me, and let me know how they feel about things. I have learned that a good listener is almost all they want in most of the cases, but I learn from it, and our State can profit from information I get from my people.

Continued page 11

1982-83 Officers

PRESIDENT

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Whitewater, KS 67154
Phone: 316 799-2278

PRESIDENT-ELECT

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P.O. Box 445
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Harvey L. McCray
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Lincoln, NE 68510-2487
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TREASURER

Dean W. Fleming, CAI
Atkinson, NE 68713
Phone: 402 925-2802

DIRECTORS

Terms Expiring 1985

Howard Buckles
Keosauqua, IA 52565
Phone: 319 293-3012

Marvin E. Alexander
239 University/Box 129
Martin, TN 38237
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Gary Day, CAI
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Portland, OR 97210
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Ronald C. Harris, CAI
2000-G Sullivan Road
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Florence, SC 29502
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Archie D. Moody, CAI
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437 East Atlantic Blvd.
Pompano Beach, FL 33060
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Robert H. "Bob" Glass, CAI
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Central Village, CT 06332
Phone: 203 564-7318

Walter J. "Wally" Laumeyer, CAI
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Inver Grove Heights, MN 55075
Phone: 612 455-9547

Terms Expiring 1983

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P.O. Box 248
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Phone: 303 842-2822

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Canton, OH 44718
Phone: 216 453-9187

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Phone: 812 867-2486

Dean H. Parker
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Logan, UT 84321
Phone: 801 752-7701

Joe E. Small, CAI
8231 Santa Clara Drive
Dallas, TX 75218
Phone: 214 241-1912

THE AUCTIONEER

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

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

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

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

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

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

Mrs. Sandy Chapin, Secretary
Ms. Marge Houser, Secretary
Mrs. Susan Koerber, Secretary
Mrs. Sharon Whisenhunt, Secretary

Success means CAI, The Week, Houston, and a new building

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

Two-hundred and fifty NAA auctioneers took time out of their busy schedules to attend the Certified Auctioneers Educational Institute in Bloomington, Indiana, on April 10-15, 1983. Congratulations, CAI candidates. The officers and directors of the NAA are extremely proud of you, as we are sure you are proud of your decision to update your auction education.

Because of your dedication to knowledge improvement, you have chosen a way to better serve your clients, both buyers and sellers. After the CAI week of intensive training has been completed, you have a greater understanding of "The People Business" we all are involved in. Also, your expansion on product knowledge adds to your capabilities as a more qualified auctioneer.

When you combine product knowledge and the people who buy and sell the product, you have a winning combination for a successful auction. Also, the training you received in personal and institutional management will improve your image as well as your financial standing in your community.

It was a very rewarding and successful week and I am very proud to have been part of this undertaking, which has the support of the National Auctioneers Association. I offer special congratulations to those who completed Course III and the Real Estate Specialist Course II. I am looking forward to seeing those of you who attended classes I and II this time again next year. NAA auctioneers, if you are not involved in this excellent educational program, I urge you to make arrangements now to attend next year's CAI course weeks. You will always be glad that you did!

Arrangements have been finalized for the 1983 NAA "Deep in the Heart of Texas" convention in Houston, Texas, July 27-30. If you haven't made hotel reservations, today is the time to do so. Use the hotel reservation form in this issue of THE AUCTIONEER magazine, and send it to the hotel immediately. You will certainly not be penalized for making an early hotel reservation; but you will be penalized if one is not made, and you want to attend the convention. Emergency cancellations can be made without any problem, but if all of the good rooms are taken, and you have not made your reservations, then you will be the one to suffer.

Register early for the convention as well. Help us to make this the largest NAA convention ever, and the greatest event in our history. The best part of an NAA convention is the "people participation" — the members attending with their families and guests.

National Auctioneers Week was a tremendous success. More and more recognition is given to our profession every year. We know we provide a great service to the citizens of the world, and it made me extremely happy to see and hear the thankful tributes given to our NAA auctioneers during our National Auctioneers Week. More state governors, city mayors and other important local dignitaries were involved in our National Auctioneers Week observance than ever before. We appreciate and offer our heartfelt thanks to the many State Auctioneers Associations who helped us observe jointly, the National and State Auctioneers Week.



PRESIDENT NEWCOM spoke after turning first shovel of NAA office ground. At left is Auxiliary president and wife, Naomi Newcom; at right, executive vice president Harvey McCray.

The headquarters office building in Overland Park, Kansas, is now under construction. We hope to move into our new facility in early fall, and perhaps early September, 1983. This project was made possible due to the support of the membership. In the April, 1983, issue of THE AUCTIONEER magazine we published a list of all of those who have made pledges and contributions to the headquarters relocation fund. We hope and expect that list to grow as we near the construction completion date. When the building is completed, we will then be able to recognize all of those NAA members who contributed funds to the project.

We need your financial support and want you to be recognized for the support you are giving to the headquarters building fund program. Recognition plaques will be prepared when we know the building can be occupied by the National Auctioneers Association. When we announce our grand opening, we want to have all contributors to this building fund program and the building fund program which was held to construct the headquarters office in Lincoln, Nebraska, on display. If you can contribute to the program, send in your pledge and contribution immediately. Use the pledge card which is printed in this issue of the magazine, and help us support the building fund program with your financial assistance.

This is "The Year of the Auctioneer" due to the help of all NAA auctioneers. Members of the NAA, we have arrived, and we are here to stay!

Construction has begun . . .

Ground breaking ceremonies held for NAA headquarters building

Ground breaking ceremonies were observed on March 15, 1983, in Overland Park, Kansas, the site of the new headquarters office building of the National Auctioneers Association. Nearly 100 persons — including NAA officers, directors, past officers, members and spouses, plus dignitaries from the City of Overland Park, Topeka, and Olathe, Kansas, and Kansas City, Missouri — all took their turn with the official ground breaking shovel to dig the foundation for the new building. NAA president Rex Newcom was the first to use the shovel, followed by the other officers, the Board of Directors, past NAA officers, the Headquarters Relocation Committee chairman, and NAA members. Then it was the non-member dignitaries' time to initiate construction. Overland Park Mayor Ed Eilert was first with the shovel, was followed by Richard J. Molamphy, executive vice president Overland Park Chamber of Commerce. Johnson County, Kansas, finance director Frank Dickson was next, folowed by Roger Christianson, director of development for the Kansas Department of Economic development, Topeka. James W. Monroe, president of the Kansas City Area Economic Development Council, Kansas City, Missouri, was next, followed by Dick Sneddon, manager,Agri-Business Department of the Kansas City Chamber of Commerce, then John E. Harter, vice president, Kansas City Area Economic Development.

Many NAA members, spouses, and guests from the states of Kansas and Missouri attended the ceremony, and it was their turn to "shovel the ground". Several friends of the NAA officers and directors were in attendance and they, too, helped initiate the construction of the new NAA headquarters building.

President Rex Newcom was the keynote speaker for the historic NAA event. He expressed appreciation for the many people in attendance and the support the membership had given to construct the new headquarters office building. Mayor Ed Eilert welcomed the National Auctioneers Association to the Overland Park area, as did Richard Molamphy from the Overland Park Chamber of Commerce.





THE FIRST SHOVEL FULL of dirt, commemorating the construction of the NAA headquarters office building in Overland Park, Kansas, was dug by president Rex B. Newcom. Mrs. Naomi Newcom, president of the Auxiliary to the National Auctioneers Association, showed husband, Rex, that she knows how to handle the shovel.

Interest in the ground breaking ceremony and the construction of the new headquarters building was evident when Oklahoma State Auctioneers Association president Wilford White, and OSAA newsletter editor Gary Garrison, arrived during the middle of the ceremony via chartered plane just to be present for the occasion. It is due to that kind of support and interest by many, many members that the National Auctioneers Association will be able to construct the new building, and provide more services to the membership.

A reception was held immediately following the ceremony where all in attendance become better acquainted and celebrated the great event. March



NAA TREASURER DEAN FLEMING, who was president of the National Auctioneers Association when the headquarters office building in Lincoln, Nebraska, was built, broke ground in Overland Park, Kansas, with the same shovel used at the Lincoln, Nebraska, ground breaking ceremonies in 1970. Henry Rasmussen of St. Paul, Nebraska, was Treasurer and his name is printed on the shovel.







EACH OF THE 85 PERSONS PRESENT at the ground breaking ceremony helped initiate construction of the headquarters building by turning a shovel of Kansas soil. Richard J. Molamphy, executive vice president of the Overland Park Chamber of Commerce, left, and the Honorable Ed Eilert, Mayor of Overland Park, right, joined Martin E. Higgenbotham, NAA president, 1977-78 and chairman of he Headquarters Relocation Committee at the shovel.

15 was a proud day for the National Auctioneers Association and a great day for the auction profession. Due to interest shown in the building project by the Overland Park, county, state, and Kansas City area dignitaries, it was a great day for the City of Overland Park, Johnson County, Kansas, and the entire Kansas City metropolitan area. However, the fact still remains that it is due to many, many individual NAA member efforts that the ground breaking ceremony occurred. The NAA was truly honored by the people in attendance at the ground breaking.

Fund raising drive efforts renewed

The ground breaking ceremony announcement created additional interest in members of the National Auctioneers Association to support the building project. Contributions have been received in sizeable amounts to support the program, and to fulfill the goal set by the Headquarters Relocation Committee chairman Martin E. Higgenbotham. Already, pledges and contributions have been received in the amount of nearly $600,000, but now that the building is under construction, additional members have the opportunity to pledge and support, then be recognized for their contributions.

The fund raising drive will end soon! The building will be ready for occupancy in early Fall, 1983, and the recognition plaques soon will be engraved so that all contributors can be recognized for their contribution within the gift-giving categories. Support has been generated from all segments of the membership, but there is still time for all members to contribute to this very worthwhile event. **You can be**

Continued page 9

Headquarters Relocation Fund, National Auctioneers Association

In consideration of the gifts of others, the undersigned pledges the sum of _____

_____ dollars ($_____). Payment to be made as follows:

☐ Entire amount now, or: ☐ $_____ now and balance in full on or before _____, 19____

in payments of: $_____ ☐ annually ☐ semi-annually ☐ quarterly ☐ monthly; or as follows:

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First payment due: (Date) _____, 19 _____.

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Pledge Amount	
Amount Paid Now	
Balance	
Payment Period	
Division	

Signed _____

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Residence Address _____

City _____ State _____ Zip _____

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Indicate preferred mailing address: ☐ Business ☐ Residence

Checks payable to: NATIONAL AUCTIONEERS ASSOCIATION







MEMBERS OF THE NAA BOARD OF DIRECTORS, members of the Archives Committee, members of the Headquarters Relocation Committee, and members of the Headquarters Office Staff from Lincoln, all were introduced during the ground breaking ceremony and listened as executive vice president Harvey L. McCray, introduced members and spouses of the National Auctioneers Association, city, state and area dignitaries, and guests of the NAA. Eighty-five persons were in attendance to observe the beginning of construction of the Overland Park, Kansas, headquarters office building.

PAST NAA PRESIDENTS were present to break ground, taking their turns at the shovel. Above, Howard Buckles (1981-82), left to right, B. G. Coats (1949-50), Joe Donahoe (1973-74), and C. P. "Terry" Dunning (1975-76). Two other past presidents were also present, Martin E. Higgenbotham and Dean Fleming, both pictured earlier.







Please use other side to make your pledge/contribution to the NAA Headquarters Building Fund Program.

Send completed form, your pledge/contribution to the National Auctioneers Association, 135 Lakewood Drive, Lincoln, NE 68510-2487.

recognized permanently in the new headquarters office building.

Designated areas for V.I.P. contributions are still available. Members wishing to make sizeable contributions for a designated area, such as an office in the building, the computer room, parking areas in the parking lot, etc., should contact committee chairman, Martin E. Higgenbotham, immediately and discuss the opportunities with him. The recognition program is being finalized, and members who wish to be recognized permanently in the new NAA headquarters office should make their wishes known to chairman Higgenbotham.

Seventeen State Auctioneers Associations have pledged the amount of $5,000 or more to the headquarters building fund, and will be included in the "Chairs of States" program. The conference chairs in the Board of Directors or President's Room will include a brass, engraved plate identifying the State Association as the giver of funds to purchase the chair. Several additional State Associations have indicated interest in purchasing the few remaining chairs, so that when the conference room is furnished and representatives of the State Associations serve on the NAA Board of Directors, then the chairs will be used by the State's representatives during all meetings in the NAA office.

The headquarters building fund program is in its final stages as the new office building soon will be occupied and ready to serve the NAA membership from Overland Park, Kansas. The building fund drive began July, 1979, when initial interest was made in a motion at the Board of Directors meeting held in Denver, Colorado, during the NAA convention. After the year's discussion, the decision was made in June, 1980, to relocate the NAA headquarters office to Overland Park, Kansas. The building fund drive was launched in July, 1981, in Las Vegas, and from that date on, enthusiasm has remained high, along with the support of many, many NAA members.

Let us all share in the pride and achievement symbolized by the new NAA headquarters office building.

Additional pledges, contributions needed to reach NAA Building Fund goal

Construction on the new NAA headquarters building has begun, and all funds contributed are being used for construction. Many NAA members already have paid off their pledges in full, and others have made sizeable, early payments on pledges so that the Board of Directors could begin construction. When the building is ready for occupancy, payment in full will be made to the contractor and architect for their services.

The NAA Board of Directors is very pleased with the support of the headquarters building fund by the contributors, and the list recognizing those making pledges in the following categories: VIP ($5,000 or more); Founders ($2,500 to $5,000); Sponsors ($1,500 to $2,500); Benefactors ($1,000 to $1,500); Friends ($500 to $1,000); and Donations ($250 to $500). If NAA members wish to be included in either of the above donors' categories, and want their names engraved on bronze plaques which will be displayed permanently in the NAA office, pledges or contributions should be submitted to the NAA office soon, before the opportunity is eliminated. When the building is completed and occupied, the plaques must be ordered. After the order is placed, it will be impossible to add more names to the donors' categories. Members making contributions (under $250) will be recognized also, not on engraved plaques but in printed lists which will be displayed in frames. When the lists are framed, that will eliminate the opportunity for further contributions to be recognized.

Several areas remain which can be purchased by VIP contributors. If any member wishes to purchase a designated area, or wishes to know which areas are still available, they should contact Headquarters Relocation Committee chairman, Martin E. Higgenbotham (1666 Williamsburg Square, Lakeland, FL 33803, phone 813-688-6094) immediately. Several areas already have been purchased by VIP contributors, and committee chairman Higgenbotham would enjoy hearing from anyone who is interested in making a sizeable contribution, and who wishes to be recognized for purchasing a specially designated area.

Seventeen state auctioneer associations are participating in the special "Chairs of States" program. All contributors were listed in the April, 1983, issue of THE AUCTIONEER magazine and if additional state associations wish to be included in the "Chairs of States" program, they should indicate their desires soon. Only 24 conference chairs will be available for purchase by the State Auctioneers Associations, and that represents a total of seven remaining. When the NAA headquarters office building is completed, it will represent an accomplishment for the auction profession, and the auctioneers who support the National Auctioneers Association. When the building is completed, then the NAA Archives Committee will be able to develop the NAA Archives or Hall of Fame. The Archives (or museum) will offer the members and the general public the opportunity to learn more about the auction profession, the methods and techniques employed by the auctioneers and see, in displays, the activities of NAA auctioneers who have made the Association what it is today.

If you have not yet made a pledge or contribution to the NAA headquarters building fund program, now is the time. The building is under construction and will soon be occupied. It is up to the NAA membership to support this very worthwhile program. Your contributions and support is meaningful to the auction profession and you can help your Association reach an important goal. Your support is vitally needed.

America's falling birthrate will lead to a severe worker shortage in this decade, says a San Francisco management firm. Only 15 million new workers will come out of the 1980's, and considerably fewer in the decade that follows.

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JULY 18 - 29

Continued from page 3

I treasure the friends that I have met at NAA conventions over the years and look forward to many more years in the business. If you are in Oklahoma, please drop by and see me.

Jay Blodgett
State Representative, District 50
NAA member auctioneer
Duncan, Oklahoma

Pemiscot County, Missouri

There was a very large obstacle standing in the way of this auctioneer/Realtor® becoming the next Collector of Revenue in Pemiscot County, Missouri. That obstacle was a well-respected, twelve year incumbant with a perfect record.

In order to overcome this obstacle, many hours were spent walking over the county, going door to door in each community, meeting people, and asking for their vote. Many unusual experiences occur when one knocks on doors in unfamiliar neighborhoods. A few of these occurrences include: being attacked by dogs, bees, and a garage door; having a wreck, getting stuck in a ditch on an isolated road; and tearing up the front end of your truck on an unseen pothole. Also, I encountered individuals answering the door with a mudpack on their face, parakeets on their shoulder, and thinly clad in a string bikini.

The successful election experience provided quite an education for this 32 year old political neophyte. Many people, especially senior citizens and shut-ins, appreciated the visit. Also many willing and able-bodied men and women were home because they were out of work. And lastly, seeking a political office can cause a lot of pressure, stress, and strain on an aspiring candidate. The outcome was decided by fewer than 300 votes with three candidates running for the office.

The responsibility of Collector of Revenue is to oversee the collection of approximately $3.5 million in county taxes. The wisest decision made thus far by this new office holder was to keep the existing office employees. They have made the transition a great deal easier.

Many auctioneers may be curious as to how this has or will affect my profession as an auctioneer. Certainly the risk of offending someone (possibly a potential client) by enforcing the law is ever present. However, the advantages appear to be many. Meeting approximately 10,000 people during the campaign can only help. Having daily contact with the public, including attorneys, loan officers and other officials, is an advantage. Getting my name before the public is also a plus. Most importantly though, is knowing that the public is willing to trust me with such a large responsibility. This has been a boost for my self-confidence, and reinforced a feeling that the future looks very bright.

Lance Walker
NAA member auctioneer
Hayti, Missouri

Baby announcement had auction message

After seeing the birth announcement of the twin sons of Ken and Carol Erickson in the September, 1976 issue of THE AUCTIONEER, Joe and Joanne Marino, Canton, Ohio, were inspired to use an auction theme for their birth anouncement of Joe William Marino III.

"We sent these to our auctioneer friends and 'regulars'," explained Joe and Joanne, "as well as to our family and personal friends. We have received many, many compliments. We would like to thank the NAA for such a joyous and clever inspiration."

DUE TO THE ARRIVAL OF:
Joe William Marino III
ON
January 26, 1983 - 8:10 pm
WEIGHING IN AT: 9 lbs. 11 oz.

SOLD ABSOLUTE TO:
Joe & Joanne Marino Jr., parents
Jennifer & Jaime Marino, sisters

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LEGAL ASPECTS OF AUCTIONS

You and the Bulk Sales Act

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

Unlike security interests which affect the title to personal property, and can be discovered by local and state UCC records check, the Bulk Sales Act (hereinafter referred to as the "Act") requires knowledge of the law itself and experienced judgement as to whether or not the Act applies to a particular auction sale. Because of he Act's financial penalty, if an auctioneer disregards its provisions, care must be exercised when a Bulk Sale issue arises. This article is a *brief summary only* and should not be substituted for a thorough review of the Act.

A) A "bulk transfer" is defined as any transfer in bulk, and not in the ordinary cause of the transferor's business, of a *major* part of the materials, supplies, merchandise or other inventory of an enterprise.
B) A transfer of a *substantial* part of the equipment can be a bulk transfer if it is sold in connection with a bulk transfer of inventory, but not otherwise.

While there are limited exceptions in the application of the Act, many states are expanding the definition of what is a Bulk Transfer by Statutory Amendment. This may include service type businesses such as hairdressers and restaurants which previously were not included.

The key issue in paragraph A above is what is a "major part"? Is it "major" if the *value* of what is sold is more than the value of the remainder? Or must it constitute a major part of the entire inventory in terms of quantity? Note also that in paragraph B the word *substantial* is used in reference to equipment, not *major.*

Suffice to say there are no clear-cut answers to the preceding questions. However, should the Act appear to apply, the auctioneer *must* follow the notification procedures outlined in the Act. This includes notice by registered mail to all creditors who appear on a signed and sworn creditor's list provided to the auctioneer by the transferor (consignor). The auctioneer is not responsible for the accuracy of this list unless the auctioneer knows of mistakes.

If the auctioneer fails to comply with the Act when he knows it is a Bulk Transfer, it renders the auctioneer liable to the creditors of the transferor (consignor) for the sums owing to them up to the net proceeds of the auctioneer. Also, in some states the auctioneer must act as an escrow agent under the Act and becomes responsible for the proper payment of proceeds to creditors. Thus, the auctioneer's responsibilities may not end with proper notification, but may continue after the sale.

The best protection from a Bulk Sales problem is to:
(1) Study the Act;
(2) Ask questions to develop the facts about the goods to be sold;
(3) Analyze the facts as they apply to the Act;
(4) Check with an attorney or another experienced auctioneer when in doubt;
(5) Comply if any doubt remains.

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

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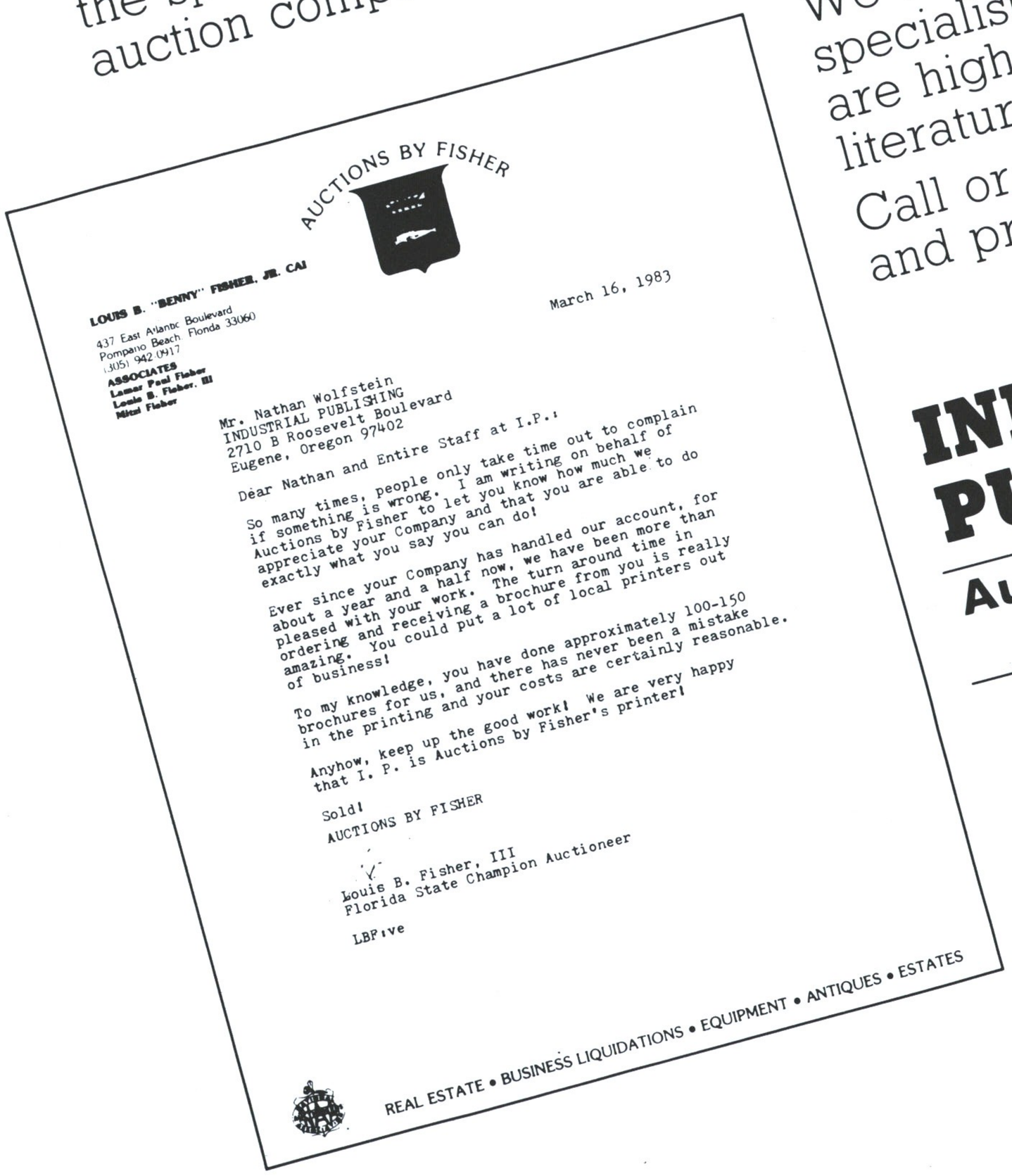
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March 16, 1983

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P.S. Who knows? One day you may even write us a letter like Louis Fisher did!

Job Market

All requests to THE AUCTIONEER Job Market are published in the next available issue after receipt at the NAA office.

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You can place an ad in the Job Market

To assist NAA members in both locating employment and recruiting, THE AUCTIONEER magazine offers this "classified" advertising section.

For $8.75 per column inch, per insertion, and a one-time typesetting fee of $10, an NAA member can provide job experience and address information as space allows. Please consult previous issues of THE AUCTIONEER for details and examples of what advertisements can be placed. Any questions should be directed to the NAA office before submitting advertisement.

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Auctioneers needed, contact prospects

Occasionally the NAA office receives inquiries about specific auction services. Since the NAA office cannot recommend one member over another, the inquiries will be published in THE AUCTIONEER magazine.

Below are letters received at the NAA office asking for auctioneers or auction services. The people have been informed that the letters will appear in THE AUCTIONEER, and can expect to be contacted by NAA members.

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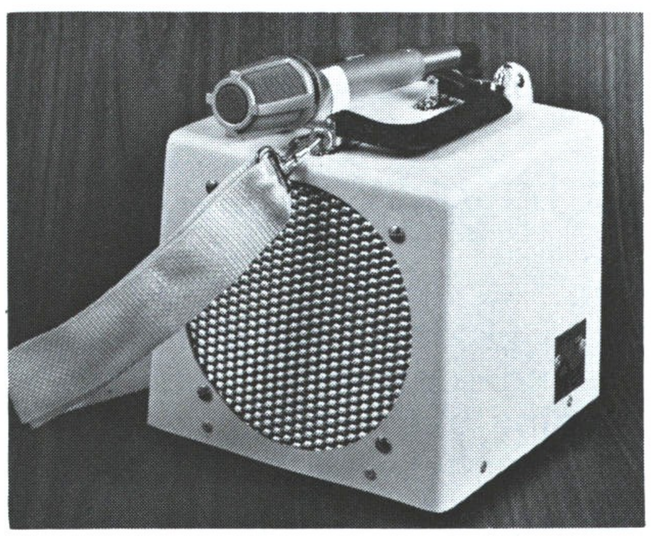
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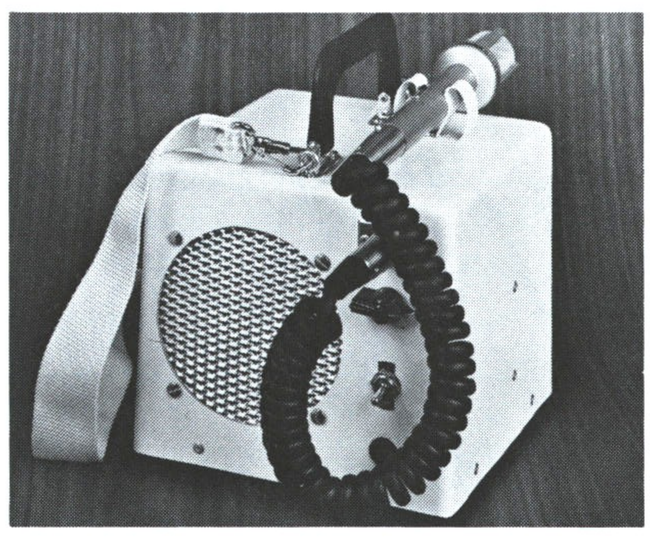
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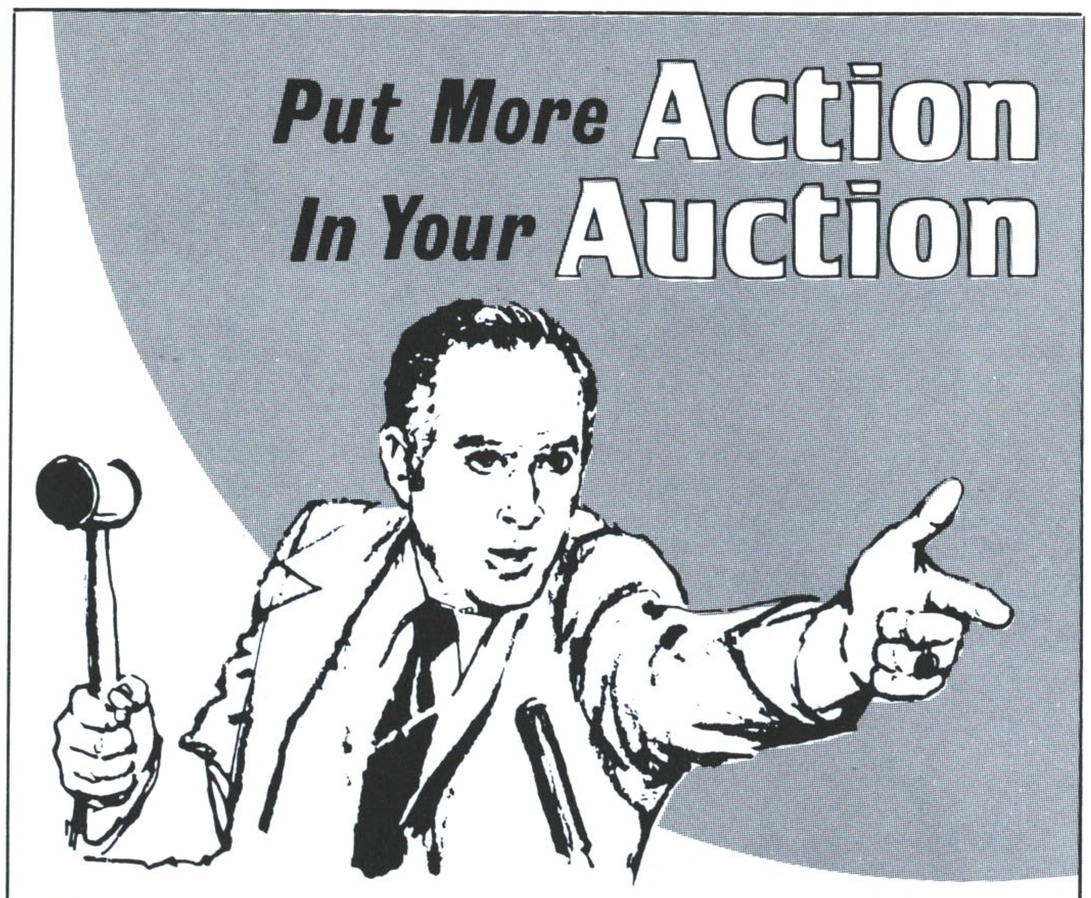
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Board revises NAA By-Laws; associate, affiliate members added

The Board of Directors of the National Auctioneers Association, in both a regular and a special meeting, voted to amend the NAA By-Laws. Notice of the proposed amendments had been given at least thirty (30) days prior to the meeting in accordance with Article X — AMENDMENT OF THE BY-LAWS in the current By-Laws of the Association.

The revised By-Laws are printed in their entirety in this issue of THE AUCTIONEER magazine. This is the most current By-Laws edition.

Of interest to the membership are the revisions in Article II — MEMBERSHIP, Sections one, two, three, four and five. Due to the revisions in the first five sections, it was necessary to renumber sections six, seven, eight, nine and ten. The content of sections six, seven, eight, nine and ten was not revised, but a major revision in sections one through five was made by the Board.

Prior to the proposed amendments being accepted by the Board, the National Auctioneers Association offered two classes of membership — individual, and honorary members. With the revisions, the NAA now will offer Active, Associate, Affiliate, Auxiliary and Honorary Members. The qualifications of each are shown in sections one through six of the newly revised By-Laws.

The amendment to include Auxiliary Members as a classification in the NAA By-Laws was requested by the Auxiliary to the National Auctioneers Association. The Auxiliary now will maintain its autonomy in elections of officers and direction of the membership, but the benefit is to allow the Auxiliary funds to be deposited within the NAA account without having to incorporate as a separate entity.

The second major amendment to the By-Laws affected ARTICLE III — DIRECTORS, Section three, Regular Meetings. The number of meetings scheduled by the Board will remain at three, but effective

Continued page 39

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By-Laws of The National Auctioneers Association

The following are the By-Laws of the National Auctioneers Association as ratified by the NAA Board of Directors, January 23, 1983, and March 16, 1983.

ARTICLE I — OFFICES

The office of the corporation shall be 135 Lakewood Drive, Lincoln, Nebraska 68510. The corporation may establish other offices as may be determined by the Board of Directors.

ARTICLE II — MEMBERSHIP

1. *There shall be five classes of members as follows:*

(a) *Active Members.* Any auctioneer who is of good moral character and recommended by a member or by affiliates through a state organization, shall be eligible for Active Membership in this Association.

(b) *Associate Members.* Individuals who are employees of Active Members, but who are not auctioneers, shall be eligible for Associate Membership in this Association.

(c) *Affiliate Members.* Individuals who are owners of auction businesses of any type, but who are not auctioneers, or, while not engaged in the auction business, have interest requiring information regarding the auction industry and are in sympathy with the objectives of the Association shall be eligible for Affiliate Membership in this Association.

(d) *Auxiliary Members.* Individuals who are past officers of the Auxiliary to the National Auctioneers Association, or spouses, parents, widowed spouses or children of an Active Member of this Association, shall be eligible for Auxiliary Membership in this Association. Active Members shall not be eligible for Auxiliary Membership.

Auxiliary Members may operate an autonomous organization to be named the Auxiliary to the National Auctioneers Association, pursuant to the conditions and objectives set out in the Auxiliary's Constitution and By-Laws so long as said Constitution and By-Laws do not conflict with the Articles of Incorporation and By-Laws of the National Auctioneers Association, Inc.

(e) *Honorary Members.* Honorary Membership may be granted by the Board of Directors to Members and non-members in recognition of any outstanding service rendered for or in behalf of this Association or the auction profession. Honorary Members shall not be required to pay dues.

2. *Qualification.*

(a) Application shall be made in such manner and form as may be prescribed by the Board of Directors.

(b) *Active Members.* An applicant for Active Membership shall be eligible for Active Membership provided that he or she affirms, "I solemnly swear (or affirm) that I will faithfully conform to the Articles of Incorporation, By-Laws, and Codes of Ethics of the National Auctioneers Association, as the same may be amended from time to time."

(c) *Associate Members.* An applicant for Associate Membership shall be granted such membership upon a showing that the applicant meets the requirements of Article II, 1. (b).

(d) *Affiliate Members.* An applicant for Affiliate Membership shall be granted such membership upon a showing that the applicant meets the requirements of Article II, 1, (c).

(e) *Auxiliary Members.* An applicant for Auxiliary Membership shall be granted such membership upon a showing that the applicant meets the requirements of Article II, 1. (d).

(f) Members, other than Honorary Members, shall be elected by the Board of Directors, provided that the Board of Directors may delegate its authority to act on membership applications to the President and Executive Vice President.

3. *Dues and Application Fee.*

(a) *Application Fee.* The Board of Directors may adopt a reasonable application fee for Active, Associate, Affiliate, and Auxiliary Members. There shall be no application for Honorary Members.

(b) *Annual Dues.* Annual dues for Active, Associate, Affiliate and Auxiliary Members shall be such as are established by the Board of Directors and shall be payable in advance. Dues of Active Members may be paid by the member or through State or affiliated organizations. Honorary Members shall not be required to pay dues.

4. *Vote.* Active Members shall be entitled to vote in all meetings of members. Associate Members, Affiliate Members, Auxiliary Members and Honorary Members shall not be entitled to vote.

5. *Annual Meeting.* The annual meeting of Active Members shall be held during, and at the same place as, the annual convention of the Association, at such time and place as shall be designated in a notice mailed to all Active Members, or published as hereinafter provided, for the election of elective officers and directors and for the transaction of such other business as may come before the meeting. If the election of officers and directors shall not be held on the day designated herein for any annual meeting of Active Members, or at any adjournment thereof, or should such election not take place within sixteen (16) months following the last annual election, the Board of Directors shall cause the election to be held at a special meeting of Active Members as soon thereafter as conveniently may be.

6. *Special Meetings.* Special meetings of the Association for any purpose or purposes, unless otherwise prescribed by statute, may be called by the President or by the Board of Directors, and shall be called by the President at the written request of ten percent (10%) or more of the Active Members of the Association. Only those items specified in the request for a special meeting may be considered at such special meeting.

7. *Place of meeting.* Any annual or special meeting may be held either within, or without, the State of Nebraska. The place of meeting shall be designated in notice thereof. The place of all special meetings shall be designated by the President.

8. *Notice of Meeting.* Written or printed notice, stating the place, day and hour of the meeting and, in case of a special meeting, the purpose or purposes for which the meeting is called, shall be mailed to each voting member of the Association, or published in a publication designated by these By-Laws as an official publication of the corporation, not less than ten (10) nor more than fifty (50) days before the date of the meeting. Such notice shall be deemed to be delivered when deposited in the United States mail, addressed to the member at the address as it appears on the books of the corporation, with postage thereon prepaid.

9. *Quorum.* Those individual Members present shall constitute a quorum for the transaction of business at any meeting of the members. A majority of the members present may adjourn the meeting to a subsequent time, without further notice. A meeting of members at which a quorum is present, may be adjourned by vote of a majority of the members, without further notice. At any adjourned meeting at which a quorum shall be present, any business may be transacted which might have been transacted at the meeting as originally notified.

10. *Termination of Membership.*

(a) *Non-Payment of Dues.* Should any member fail to pay dues when due as specified by Association's billing therefore, the membership of such member shall automatically terminate forthwith. Such membership may be automatically reinstated by payment of such delinquent dues and all subsequent dues made to the date of the member's reinstatement, within one year following the first delinquency in payment; thereafter such member shall be admitted only upon election as a new member.

(b) *Resignation.* Any member may resign from the Association by delivering a written resignation to the President or Secretary of the Association.

(c) *Suspension; Reprimand; Expulsion.* The Board of Directors by majority vote of those present at a duly-called meeting at which a quorum is present, may suspend, reprimand or expel any member found to have violated the Code of Ethics of the National Auctioneers Association, the Articles of Incorporation or these By-Laws. No such action shall be taken against any member until the member shall have been given written notice of the charges against him or her and have been granted a hearing before the Board of Directors regarding such charges. The decision of the Board of Directors in such regard shall be final.

11. *Rights of Members.* The right of a member to vote on or participate in any activities of the Association shall cease on termination of his or her membership.

ARTICLE III — DIRECTORS

1. *General Powers.* The business and affairs of the corporation shall be managed by its Board of Directors.

2. *Number of Directors, Election and Term of Office.* The Board of Directors shall consist of the President, President-elect, Vice President, Treasurer, the three (3) immediate Past Presidents and twelve (12) elected members of the Association, four (4) of whom shall be elected annually. The President, President-elect, Vice President and Treasurer shall hold office as Directors so long as they hold their respective positions as elected officers of the corporation. The terms of office of the elected Directors shall be for three (3) years. In addition, the Executive Vice President of the Association shall be a member of the Board of Directors but shall not be entitled to vote.

3. *Regular Meetings.* There shall be three regular meetings of the Board of Directors, the first to be held immediately after the annual meeting of the members, and which shall be known as the organizational meeting, the second to be held during October and the third to be held in May. Notice of such regular meetings shall be given at least thirty (30) days prior to such meeting.

4. *Special Meetings.* Special meetings of the Board of Directors may be called by, or at the request of the President or any four (4) Directors. The President shall designate the time and place for any special meeting which has been duly called which may be within or without the State of Nebraska.

5. *Notice.* Notice of any special meeting shall be given by mail posted at least ten (10) days prior to such meeting. Such notice shall deem to be delivered when deposited in the United States mail so addressed with postage prepaid. Any Director may waive notice of any meeting. The attendance of a Director at a meeting shall constitute a waiver of notice of such meeting, except where a Director attends a meeting for the express purpose of objecting to the transaction of any business because the meeting was not lawfully called or convened. Only those items of business set forth in the Notice of any special meeting may be conducted at said special meeting.

6. *Quorum.* A majority of the Directors shall constitute a quorum for the transaction of business at any meeting of the Board of Directors. But if less than such majority is present at a meeting, a majority of the Directors present may adjourn the meeting from time to time without further notice.

7. *Manner of Acting.* The act of the majority of the Directors present at a meeting at which a quorum is present shall be the act of the Board of Directors. The President, or in his or her absence, the President-Elect, or in his or her absence, the Vice President, or in the absence of the three of them, the Chairman chosen by the directors present shall preside at all meetings of the Board of Directors.

8. *Absence from Meetings.* Absence from three (3) consecutive meetings of the Board of Directors by an elected Officer or Directors without an excuse deemed valid by the Board of Directors may be construed as resignation from the office of directorship and the office and directorship may be declared vacant by the Board of Directors.

9. *Vacancies.* Vacancies among the Officers and Directors of the Association shall be filled by a majority vote of a quorum of the Board of Directors and the Officer or Director so chosen shall be appointed for the unexpired term of his or her predecessor in office.

10. *Presumption of Assent.* A Director of the corporation who is present at a meeting of the Board of Directors at which action on any corporate matter is taken shall be presumed to have assented to the action taken unless his or her dissent shall be entered in the minutes of the meeting or unless he or she shall file his or her written dissent to such action with the person acting as the Secretary of the meeting before the adjournment thereof or shall forward such dissent by registered mail to the Secretary of the corporation immediately after the adjournment of the meeting. Such right to dissent shall not apply to a Director who voted in favor of such action.

11. *Dispensing with Meetings.* Whenever the vote of the Board of Directors at a meeting thereof is required to be taken in connection with any corporate action, the meeting of the Directors may be dispensed with and the corporate action may be carried forward if each Director consents in writing to a written vote on the action without a meeting of the Directors, and if a majority of the entire Board files with the Secretary, written votes in favor of the corporate action being taken.

ARTICLE IV — OFFICERS

1. The elective officers of the corporation shall be a President, President-Elect, Vice President and a Treasurer. In the absence of the President, the President-Elect shall perform his or her duties. The corporation shall also have a Secretary who shall be appointed by and serve at the pleasure of the Board of Directors. The Executive Vice President of the Corporation may be the Secretary of the coporation.

2. *Election and Term of Office.* The elective officers of the corporation shall be elected at the annual meeting of the membership. In order to be eligible to hold the office of President, President-Elect or Vice President, a member must have previously served on the Board of Directors. All officers shall serve for one (1) year or until their successors are elected and qualify.

3. *Duties of Officers.* The duties of the officers shall be such as their titles, by general usage, would indicate and such as may be assigned to them, respectively, by the Board of Directors from time to time, and such as are required by law.

4. *Executive Vice President.* The Board of Directors shall employ an Executive Vice President who shall be the chief administrative officer of the Association, under the supervision and direction of the President and the Board of Directors and shall perform such other duties as may be delegated to him by the Board of Directors. The Executive Vice President, with the approval of the Board of Directors, may employ such other persons as may be necessary to conduct the activities of the Association. The Executive Vice President may be elected by the Board of Directors to serve as the Secretary of the Association. The Executive Vice President shall also keep the accounts and receive all monies paid to the Association and shall deposit them in the proper bank accounts of the Association.

5. *Bond.* The Treasurer and the Executive Vice President shall provide a surety bond in such amount as the Directors may determine, the cost to be paid by the Association.

6. *Vacancies.* Vacancies among the officers of the Association shall be filled by a majority vote of a quorum of the Board of Directors and the Officers so chosen shall serve the unexpired term of the office for which he or she has been appointed. Vacancies by the officers, other than the President, need not be filled if the Board of Directors do not deem it advisable to fill the vacancy for the remainder of the term.

ARTICLE V — FISCAL YEAR

The fiscal year of the corporation shall end on August 31 of each year hereafter.

ARTICLE VI — WAIVER OF NOTICE

Whenever any notice is required to be given to any member or Director of the corporation under the provisions of these By-Laws or under the provisions of the Articles of Incorporation or under the provisions of applicable law, a waiver thereof in writing, signed by the member or Director entitled to such notice, whether before or after the time stated therein, shall be deemed equivalent to the giving of such notice.

ARTICLE VII — CODE OF ETHICS

The Board of Directors shall adopt, and may amend from time to time, a Code of Ethics which shall be binding upon each member of the corporation.

ARTICLE VIII — OFFICIAL PUBLICATION

The official publication of the corporation shall be a magazine bearing the name "The Auctioneer", which shall be published at least eleven (11) times each year.

ARTICLE IX — ANNUAL CONVENTION

The time and place of the annual convention shall be determined by the Board of Directors.

ARTICLE X — AMENDMENT OF BY-LAWS

The Board of Directors shall have power to make, alter, amend, and repeal the By-Laws of the corporation by affirmative vote of two-thirds (2/3rds) of the members of the Board of Directors present at a meeting at which a quorum is present, provided, however, that notice has been given to the Board of Directors of the proposed action at least thirty (30) days prior to the meeting at which such action *is* taken.

ARTICLE XI — EXEMPT ACTIVITIES

Notwithstanding any other provisions of these By-Laws, no member, Director, Officer, employee, or representative of this corporation shall take any action or carry on any activity by or on behalf of the corporation not permitted to be taken or carried on by an organization exempt under Section 501 (c) of the Internal Revenue Code and its regulations pertaining thereto as they now exist or as they may hereafter be amended.

ARTICLE XII — COMMITTEES

1. *Executive Committee.* The Board of Directors may create an Executive Committee from its own membership, which may exercise, to the extent permitted by law and not otherwise specifically provided in the Articles of Incorporation or these By-Laws, all or such part of the authority of the Board of Directors as may be provided by resolution of the Board of Directors.

2. *Standing Committees.* The President, subject to the approval of the Board of Directors, shall appoint the following Standing Committees, the members of which shall serve for one (1) year, or until their successors are appointed and qualified:

(a) Nominating
(b) Resolutions
(c) Budget
(d) Grievance

3. *Other Committees.* The President, with the approval of the Board of Directors, may appoint such other committees as he or she deems advisable. The President shall be an ex-officio member of all committees.

4. *Duties of Committees.* Committees shall have such duties as their title indicate, and as the Board of Directors may assign. All actions of committees shall be subject to approval by the Board of Directors.

5. *Procedure for Grievance Committee.* Upon receipt of a written complaint alleging that a member has violated the Code of Ethics, By-Laws or Articles of Incorporation of the Association, the Executive Vice President shall forward a copy of such written complaint to the accused member and request that the accused member forward a response in writing to such charges. The complaint and the written response, if any, shall be forwarded by the Executive Vice President to the Grievance Committee which shall review said complaint and the response. The Grievance Committee shall thereafter make a written report to the Board of Directors concerning said complaint including a recommendation to the Board of Directors stating whether there is a reason to believe that such member has engaged in conduct in violation of the Code of Ethics. Articles of Incorporation or By-Laws, The Board of Directors shall thereafter review the complaint, response and recommendation of the Grievance Committee and, if the Board of Directors determines that there is not reason to believe that a violation of the Code of Ethics, Articles of Incorporation or By-Laws has taken place, then said complaint shall forthwith be dismissed without hearing. If the Board of Directors determines that there is reason to believe that a violation has taken place, then the Board of Directors shall set such matter for hearing and invite the accused member, who may be represented by counsel, to attend such hearing.

In the conduct of the hearing, the parties may introduce such documentary evidence and present such testimony of witnesses, sworn by the President, as the Board of Directors shall reasonably deem relevant to the issues and both sides of the controversy shall be accorded a full opportunity to be heard. At the conclusion of the hearing, the Board of Directors, as soon as it is practicably possible, but not later than two (2) weeks thereafter, shall consider the evidence and render a written opinion and decision, the Board of Directors may find the charges unfounded or may direct the reprimand, suspension or expulsion of any member found to have engaged in unethical conduct or violation of the Code of Ethics, Articles of Incorporation or By-Laws.

ARTICLE XIII — ORDER OF BUSINESS

1. *Rules of Order.* Except as otherwise provided in the Articles of Incorporation of these By-Laws, the latest edition of ROBERT'S RULES OF ORDER shall determine procedure in all meetings of the members and the Board of Directors.



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City.....

State..... **ZIP**.....

What to look for in Errors & Omissions insurance policy

By Rennie Walt
Vice President
Alexander & Alexander/Lincoln

Experience shows us that, for example, most real estate sales people are shopping for E & O coverage on the basis of price only and not coverage. Consider that this is extremely dangerous since you may be saving $50 per year on premium only to find that the one large claim against you is not covered under the policy you purchased. Or, the insurance company may say they cannot be sure you are covered until all facts are discovered, and they will assume your defense under a reservation of rights. This means you must secure the services of an independent attorney — at your own cost — to look after your rights in the claim should the company decide at later date that they are not covering the claim and withdraw your defense under the policy.

Therefore, review all proposals you receive carefully for the following items.

1. Is the contract issued to cover *negligent acts,* or the broader "pay on behalf of the insured . . . sums which he is legally obligated to pay"?
   A negligence contract is limited in the area of most real estate claims brought claiming misrepresentation of a property. Misrepresentation is not considered negligence and the initial claim will generally state that it was done knowingly and with dishonest intent.
2. Are defense costs paid in addition to the limit of liability you purchase, or does the payment of attorney fees reduce the limit left available to you for claim payment? With the rising cost of legal defense, your policy should pay these costs above the limit of liability you purchase. If it does not, you must secure higher limits for additional premium to cover a total claim.
3. Does the coverage provide for all of your activities in real estate including property management, consultation, appraisal and notary activities of your office?
4. Are your independent contractors covered as additional named insureds?
5. Is the definition of named insured broad enough to cover your former employees, partners or officers after they retire or leave your firm? This should be provided for their activities only while serving your firm to eliminate the need for a separate contract.
6. Does the policy require your consent to settle any claim? Or does the company have the right to settle any claim they wish to, and then send you the bill for your deductible?
7. Is personal injury coverage included to cover those claims including libel, slander, defamation of character and invasion of private occupancy?
8. Does the contract include a "waiver of exclusions, breach of conditions clause" to protect innocent parties of your firm in a fraud claim?

Real estate claim types

1. *Misrepresentation — value of structure of property*
   When claimant alleges that the insured misrepresented the dollar value of the property either too high or too low.
2. *Misrepresentation — quality of structure or property*
   When claimant alleges that the insured misrepresented the quality, adequacy or working order of the property.
3. *Misrepresentation — boundaries*
   When claimant alleges a misrepresentation as to acreage, square footage of structure, location of boundaries, or similar disputes.
4. *Misrepresentation of financing*
   When claimant alleges that the insured misrepresented availability, cost, terms or other similar financing problems.
5. *Misrepresentation — legal restrictions*
   When claimant alleges misrepresentation as to

Should the NAA logo be redesigned?

Members have indicated interest in redesigning the NAA logo to coincide with the move of the headquarters office to new facilities in Overland Park, Kansas. Some members have suggested an NAA logo easier to identify; others would like to keep the existing NAA logo. What is your opinion?

_____I recommend keeping the same NAA emblem.

_____I recommend revision of the NAA emblem.

_____No opinion either way.

If you recommend revision, please include your ideas and comment along with your survey response.

Mail reply to: Emblem Revision
National Auctioneers Association
135 Lakewood Drive
Lincoln, Nebraska 68510-2487

building codes, zoning laws or other similar legal restrictions.

6. *Conflict of interest*
   When claimant alleges a breach of fiduciary or contractual requirements due to a conflict of interest.
7. *Escrow dispute*
   When insured becomes involved in a dispute as to proper disposition of earnest money or other types of escrow funds.
8. *Commission dispute*
   Applies to claims which have their basis in a dispute over the insured's commission.
9. *Errors in document preparation*
   Claims which emanate from the insured's improper completion of documents.
10. *Failure to perform or complete negotiations*
    Claims where the insured has failed to do the necessary so that a transaction can be completed. Items such as failure to obtain financing, title insurance, releases, or any other required or promised functions are included. Failure to convey offers and acceptances are under separate code.
11. *Failure to convey offers of acceptance*
12. *Personal injury*
13. *Fraud*
    When the insured is accused of outright fraud in the criminal sense.
14. *Conspiracy*
    Claims where it is alleged that the insured has participated in a price-fixing scheme, tying contract, predatory tactics, or some other similar offense.

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STYLES
1, 2, OR 3

1,000..... $14.25
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5,000..... $65.50

LOT NO.	BUYER NO.

Do not move auction items without auction personnel present. Sold As Is, Where Is. All Sales Final. Thank You.

SAMPLER SPECIAL

Find out how smoothly your auctions can run with our labels. Try a sample roll of 200 Style 1 labels for ONLY $4.00 postage paid by us.

ACTUAL SIZE - STYLE 1

KASCO LABEL FEATURES

1. Bright yellow - Easy to Find
2. Ample Writing Areas
3. Permanent Adhesive "Prevents Movingof items and unauthorized regrouping of items"
4. Easy to Use Dispenser Box
5. You choose the style that suits your auction business.

LOT NO.

BUYER NO.

QUANTITY

All Sales Final.
Sold As IS,
Where Is.
THANK YOU.

STYLE 2

STYLE 3

#

Sold As Is, Where Is | All Sales Final. | THANK YOU.

Styles 2, 3, 4 NOT Pictured Actual Size

STYLE 4

IMPORTANT NOTICE

When you become the winning bidder at auction you have effected a binding contract. Everything is sold "As Is, Where Is", with no guarantees of any kind, regardless of any statement of condition made from the auction block. Buyers shall rely entirely on their own inspection. All sales are final. **Seller retains ownership until payment check is honored.** This receipt verifies payment and delivery of the listed items. Thank you.

Style 4 labels are for use on your statements. Sold in rolls of 200 for $4.00. 5 rolls, $17.00.

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KASCO

Direction Signs

Bright red ink on white. 7⅓ x 9¾.

50..... $ 7.50
100..... $12.00
250..... $25.00

AUCTION

Mixture
⅓ of each
Left
Forward
Right

Planning for the Houston NAA Convention

The following information will be helpful as you prepare to attend the 1983 NAA Convention in Houston, Texas. To register for the convention, complete the forms in the center section of this AUCTIONEER, but send your hotel reservation directly to the Shamrock Hilton. Send your convention registration and fees check to the NAA office.

Hotel information

Reservations must be received by July 5, 1983. Accommodations after that date will be confirmed on a space availability basis at regular room rates.

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

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

The higher the room charge, the better quality the room, and probably higher in the building. If your room is not available at the rate requested, your reservation will be confirmed at the next available rate.

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

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

A deposit is not required to hold your room, but your reservation will be held until 6:00 pm unless a later time is confirmed.

Automobile parking is free for registered guests of the hotel. Regular parking fee is $3.00.

All official convention activities will take place in the Shamrock Hilton. Therefore, you will be inside during July weather in Texas. Plan for temperatures in the 90's during the day accompanied by high humidity. Evening temperatures may stay in the 80's also with high humidity.

Hilton credit and check cashing policy

Credit information — billing to major credit card — will be requested at time of check in. Personal checks must also be accompanied by major credit card. If you do not have some form of credit, you will be asked to pay for your room in advance with cash. Traveler's checks are accepted with proper identification.

Getting from the airport to the hotel

Houston is served by two airports — Willim P. Hobby and Houston Intercontinental. Hobby Airport features smaller, local airlines as well as Southwest, Hughes, and Republic. The other major airlines fly into Houston Intercontinental.

To get from the airport to the Shamrock Hilton you can choose a taxi, or a bus shuttle. The taxi fare from Hobby Airport to the Hilton is $15-20; from Houston Intercontinental, $25-30. For around $5, you can ride a Continental Trailways shuttle which stops at "terminals", including near the Shamrock Hilton. Once you arrive at the bus' Main South Terminal, you can take the Hilton's van to the hotel free of charge.

Limousine service is also available at the airport, but prices may vary. Of course, all prices are subject to change without notice.

Private plane airport, flying services information

If you fly your private plane to the NAA Houston Convention, contact: Hobby Airport Flight Service, 713-644-8361.

Your complete registration packet for the convention is in the center section of this magazine.

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Contact Tammy Dent, 1101 Pacific Avenue, Dallas, Texas 75202, 214/741-1515.

Source: Dallas Times Herald Continuing Market Survey, 1981, 4,000 Telephone interviews.

Morning Dallas Times Herald

The best newspaper in the Southwest

Camping and RV parking

Because of recent parking lot renovations at the hotel, recreational vehicle (camper) parking is not permitted at the Shamrock Hilton. If you were to park near the hotel, you would be parking on a public street behind the hotel.

To accommodate NAA members and families attending the convention in recreational vehicles, the following camping facilities in the area of the Shamrock Hilton are suggested.

Old South Travel
Trailer park
8803 South Main
Houston, TX 77025
Phone 713-665-9344

South Main Trailer
Village
10100 South Main
Houston, TX 77025
Phone 713-667-0120

Pine Shadows Travel
Trailer Park
8080 South Main
Houston, TX 77025
Phone 713-664-4371

Recreation

Facilities on the hotel grounds are a "Texas size" swimming pool, plus tennis courts. In addition: the Hermann Park municipal golf course is a few miles away; a jogging track runs along a bayou near the hotel; and a theatre complex and bowling alley are within reasonable distance from the Shamrock Hilton.

NAA cancellation and refund policy

When an NAA member and family register for the annual convention, all meeting space, activity rooms, and food functions are planned months in advance for that member and family registration. Consequently, when cancellations must be made, advance notice of the cancellation becomes very important. At its January 1981 meeting, the NAA Board of Directors adopted a cancellation policy for NAA conventions.

The following guidelines apply to all convention registration cancellations and requests for refunds.

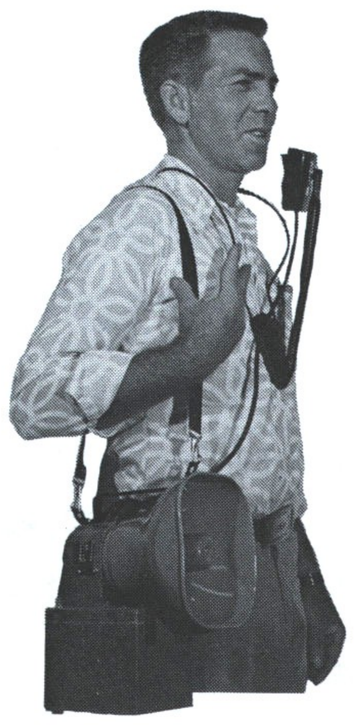
1. Convention registration cancellations must be submitted in writing and received at the NAA office on or before July 22, 1983. A refund of the total fees will then be made as soon as possible after the convention week.

2. If an emergency situation arises, and the convention registrant does not have time to give advance written notice, the registrant must call the NAA office immediately. The refund situation will then be reviewed at the next meeting of the Board of Directors' Convention Committee.

Continued page 27

The Reisch Auctioneer's Speaker

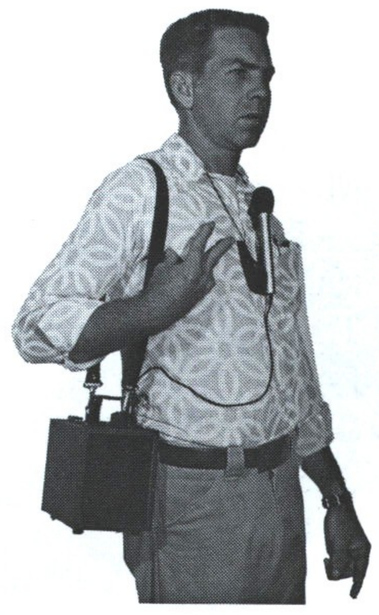
The greatest ever used in the auction profession. Nothing its equal. Either of these speakers will do the job — loud and clear — and can be heard for a half mile or more. The leading auctioneers throughout the U.S.A. and Canada use these speakers. Why not you? We have sold these speakers for the past 25 years. They are American made and of the finest quality.



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THE JR-1 is the most powerful portable speaker made. It is powered by three 6 volt lantern batteries, giving 18 volts of power. Batteries last 60 hours or more. Set weighs 8 lbs. Comes with 12 ft. cord and shoulder strap and mike support holder, which leaves both hands free. Easy to carry at side, or can be placed on truck top, or used on a ladder. If you want the best, this is it.

THE JR-2 "Reisch Special" is a powerful little set. Operates on two 6 volt lantern batteries and has a battery powered mike. Only weighs 6 lbs. Complete with neck support to hold mike, shoulder strap and 15 ft. cord.



REISCH SPECIAL
"LITTLE BIG VOICE" — JR-2

Be Modern. Use a Proven Up-To-Date Speaker

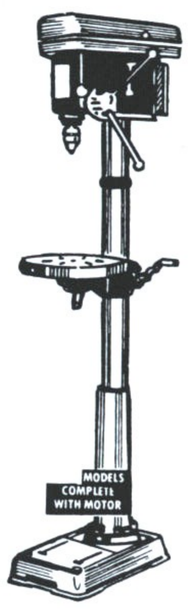
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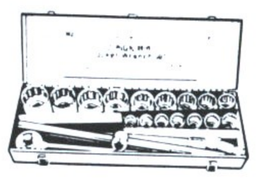


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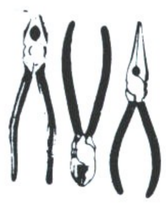
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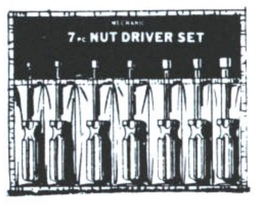
5 Piece MECHANICS PLIERS SET





3-piece FLEXIBLE RATCHET SET
¼", 3/8", ½" dr.



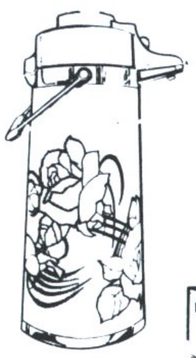




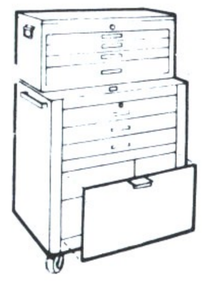
3/4" x 60ft PVC Electrical TAPE



Pump Pots





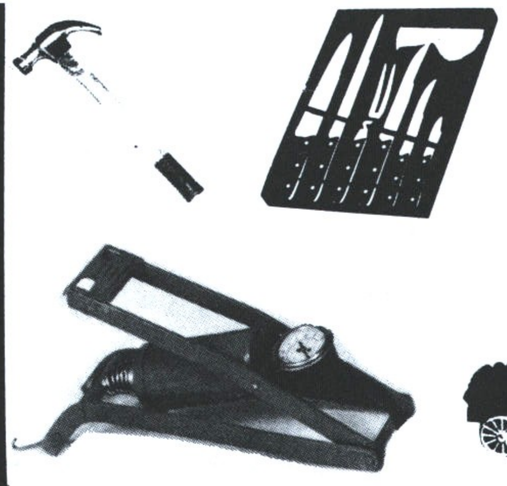


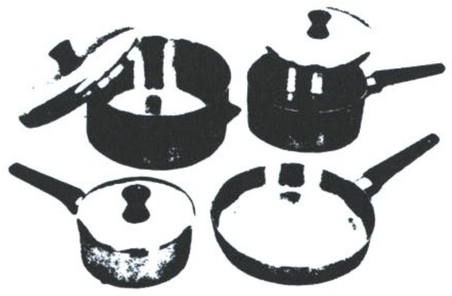


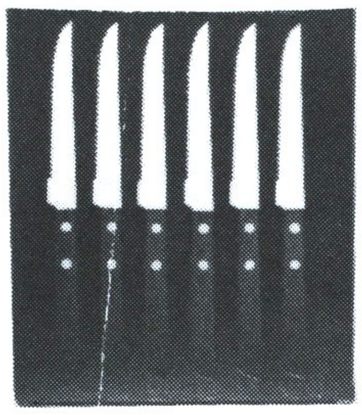
WALKING CANE POOL CUES













Lines We Carry:

ATARI
ACTIVISION
FUZZBUSTER
WHISTLER
INTELLIVISION
MAXELL
IMAGIC
PARKER BROTHERS
GAMES BY APOLLO
SANYO
TDK
PANASONIC
SONY
EXTEND-A-PHONE
SHARP
ALADDIN KEROSENE HEATERS

FRIEDER, INC.

2553 SUPERIOR AVE. / P.O. BOX 03109
CLEVELAND / OHIO / 44103

YOUR ONE STOP WAREHOUSE FOR TOOLS, GENERAL MERCHANDISE AND CONSUMER ELECTRONICS. FAST & FRIENDLY SERVICE.
CONTACT US FOR THE MOST CURRENT LOW PRICES.

HOURS 8:30AM to 5 Daily
8:30AM to 2 Sat.

Come in or Call In State:(216)781-6477
Out of State Watts: 1-800-321-8192

The NAA office will make every effort to cooperate with convention registrants who must cancel their registrations. However, cooperation on the part of the NAA members is equally important, because of the extensive advance preparation for the convention.

Win $50, $150 with contest entry form

At the Houston convention July 27-30, you can be $50, even $150 richer when the NAA Board of Directors announces the winners of its 1982-83 membership contest. The money awards will be presented to individual NAA members for sponsoring the most new members in a given region, a special auction school category, plus one overall winner for the entire nation.

At right is the official contest form to list the new members you have sponsored between October 1, 1982, and June 30, 1983. As a doublecheck, the NAA office has kept records of all sponsors during that time. After the deadline, all entry forms and the office list will be compared to verify the seven membership award winners.

Only those NAA members who complete and submit the contest form to the NAA office, postmarked on or before June 30, 1983, will be considered for the awards.

Only applications signed by current NAA members in good standing will be counted as acceptable entries for tabulation. Furthermore, a new member will only be credited to the NAA sponsor if and when that new member pays all dues, both NAA and reciprocal state dues when applicable, and submits an official, sponsored NAA application.

You are not limited to sponsoring new members from just your region. You can sponsor a new member regardless of where that prospective member lives.

For more information, consult the complete contest rules in previous issues of THE AUCTIONEER, or call the NAA office if necessary.

Exhibitors reserve convention space now

Pursuant to NAA Board of Directors' policies regarding convention exhibitors, all displayers at the Houston convention, and future conventions must be NAA members, or current advertisers in THE AUCTIONEER magazine. The cost of exhibiting at the NAA convention is $200.

Since there will be a limited number of exhibit spaces available, it is highly recommended that exhibitor advance payments be received at the NAA office as soon as possible.

Any questions regarding convention exhibitor space should be directed to the NAA office, not the Shamrock Hilton Hotel.

Official Entry Form

1982-83 NAA Membership Contest

NAA member name _____

Street _____

City _____ State _____ Zip _____

Business phone/area code _____

Are you in any way affiliated with an auction school? Yes _____ No _____

In what capacity? _____

From October 1, 1982 to June 30, 1983, I sponsored the following new NAA members. (Provide name only. Use separate sheet of paper if necessary.)

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____
13. _____
14. _____
15. _____
16. _____
17. _____
18. _____
19. _____
20. _____

I confirm that the above information is correct to the best of my knowledge.

Signature _____ Date _____

Your entry must be postmarked on or before June 30, 1983.

Mail to: **Membership Contest**
National Auctioneers Association
135 Lakewood Drive
Lincoln, NE 68510-2487

Print, radio, TV, film, all in NAA advertising contest

Whatever advertising media you use, the 1983 NAA Advertising Contest has a category for your entry. This year's contest will debut the Broadcast media/Audia-visual for radio and television commercials, plus film and sound presentations. That's in addition to eight other categories for your auction print advertising and business stationery.

Entries are now being accepted at the NAA office for this year's advertising contest. You are invited to consider entering any category you choose, but your selection is greater this year.

Rules adapted to "electronic" entries

Because of the playback equipment necessary to judge entries in the Broadcast media/Audio-visual category, plus other considerations, specific contest rules have been adapted to the new "electronic" entries. Therefore, read all the following requirements which also include a separate entry form.

All entries into the Broadcast media/Audio-visual contest category must include display of the NAA emblem or statement that the auctioneer is an NAA member.

Broadcast media

On television 60-second commercial, or one television 30-second commercial on either VHS half/inch, BETA half/inch or U-matic three/quarter inch video tape cassette, rewound and ready to play. Please indicate if entry is on VHS, BETA, or U-matic cassette.

One radio 60-second commercial, or one radio 30-second commercial on one/eighth inch tape cassette, rewoud and ready to play (entries on eight-track, reel to reel, or mini-cassette cannot be accepted).

You are permitted to enter one television commercial, and one radio commercial.

Audio-visual

One tape recorded presentation used in promotion of your auction service, or in promotion of a particular auction, on one/eighth inch tape cassette, rewound and ready to play (entries on eight-track, reel to reel, or mini-cassette cannot be accepted).

One, slide presentation with sound, in promotion of your auction service, or in promotion of a particular auction, in slide tray(s) with accompanying one/eighth inch tape cassette. (Do not submit slide presentation and script. Also, if your presentation requires a special type of playback equipment other than a common "carrousel" slide projector, it's possible that the NAA staff may not be able to locate that special piece of equipment. Check with the NAA office before entering.)

One film presentation with sound, either 16mm or 8mm loop cartridge, promoting your auction service or a particular auction. (Do not submit film and script. Also, the same special equipment consideration as described for slide presentations applies to film equipment.)

You are permitted to enter one promotional tape recording, one slide presentation, plus one film entry, or any combination.

Any questions? Call the NAA office to discuss your concerns regarding entries into the Broadcast media/Audio-visual category. Awards will consist of one winner in the broadcast media section and one winner in the audio-visual section. Winning entries will become part of the NAA archives; "one of a kind" winning entries — films and slide presentations, for example — will be duplicated.

More contest information

The rules for the Advertising Contest will be published in each AUCTIONEER until July, so that everyone will have time to prepare entries for the 1983 Contest. Awards will be presented at the Awards Festival of the 1983 NAA Convention, Friday, July 29.

To enter, photocopy or retype the correct entry form (one completed form for each contest print entry, three samples per entry). The completed form will help the contest judges in identification and evaluation of your advertising.

Advertising Contest Rules

1. Entries must display the NAA emblem or contain the statement that the auctioneer is a member of the NAA.
2. Entries must be submitted to the NAA office — *three copies of each print entry* — by July 1, 1983.

(An entry into Category H must consist of a set of three items — one piece of your auction business letterhead, one of your auction business envelopes, and one of your auction business cards. The letterhead and the card must both display the NAA emblem, or state that the auctioneer is an NAA member. The envelope is excluded from the rule. To this set of three items attach the entry form. The NAA office must receive 3 full sets of your auction business stationery to complete your entry.)

3. Entries must be on the current year sales (July 1, 1982, through June 30, 1983).
4. Each member entering the contest can select an entry to be represented in any of the particular categories. **Limit is one entry, per member, per category.** Each entry must be labeled, or clearly marked, as to the category for which it is being entered. (NOTE: If the advertising is not labeled as to which category it is being entered, it will not be submitted to the judges, and additional advertising pieces will be maintained in the NAA office for reference only.)
5. Members of the Advertising Committee are not eligible to compete for an advertising contest award.
6. Previous year winners — those who won an award in 1982 — are not eligible to compete in

the category in which they won in 1982, but they may enter any of the other categories.

7. Of the three samples submitted for each entry, one copy will be maintained in the NAA office; one copy will be maintained for judging; and the third copy will be displayed for viewing by the convention registrants, after the awards are announced.
8. Two, first place awards will be presented in each print category; one for one-color ink on paper; and the second for multi-color ink on paper. Two first place awards will be presented in the broadcast/audio-visual category: one for the best broadcast media commercial; one for the best audio-visual presentation.
9. A "Best of Show" award will be presented to the best entry submitted for the contest (and will not be included in the other award categories).
10. The categories are as follows.
    a. Commercial and Industrial

Continued page 31

ENTRY FORM

(Print categories only)

National Auctioneers Association
1983 Advertising Contest
NAA Annual Convention
Houston, Texas

Please type or print.

CONTEST CATEGORY _____
(include letter and name of category)

SUBMITTED BY _____
(name of NAA auctioneer advertiser)

NUMBER PREPARED _____

NUMBER DISTRIBUTED _____

HOW DISTRIBUTED _____

BRIEF DESCRIPTION OF AUCTION _____

DEADLINE FOR ENTRIES: July 1, 1983

Photocopy or retype this form. Include one completed form for each entry, three samples of the advertising per entry. Send all entries to:

Advertising Contest
National Auctioneers Association
135 Lakewood Drive
Lincoln, Nebraska 68510-2487

ENTRY FORM

(Broadcast media/audio-visual only)

National Auctioneers Association
1983 Advertising Contest
NAA Annual Convention
Houston, Texas

Please type or print.

CONTEST CATEGORY I. Broadcast media/Audio-visual

SUBMITTED BY _____
(name of NAA auctioneer advertiser)

STATEMENT OF PURPOSE FOR THE ENTRY

CHECK ONE

_____TELEVISION, 60-SECOND
_____TELEVISION, 30-SECOND
_____RADIO, 60-SECOND
_____RADIO, 30-SECOND
_____PROMOTIONAL TAPE RECORDING
_____SLIDE PRESENTATION WITH SOUND
_____16mm FILM WITH SOUND
_____8mm FILM LOOP CARTRIDGE

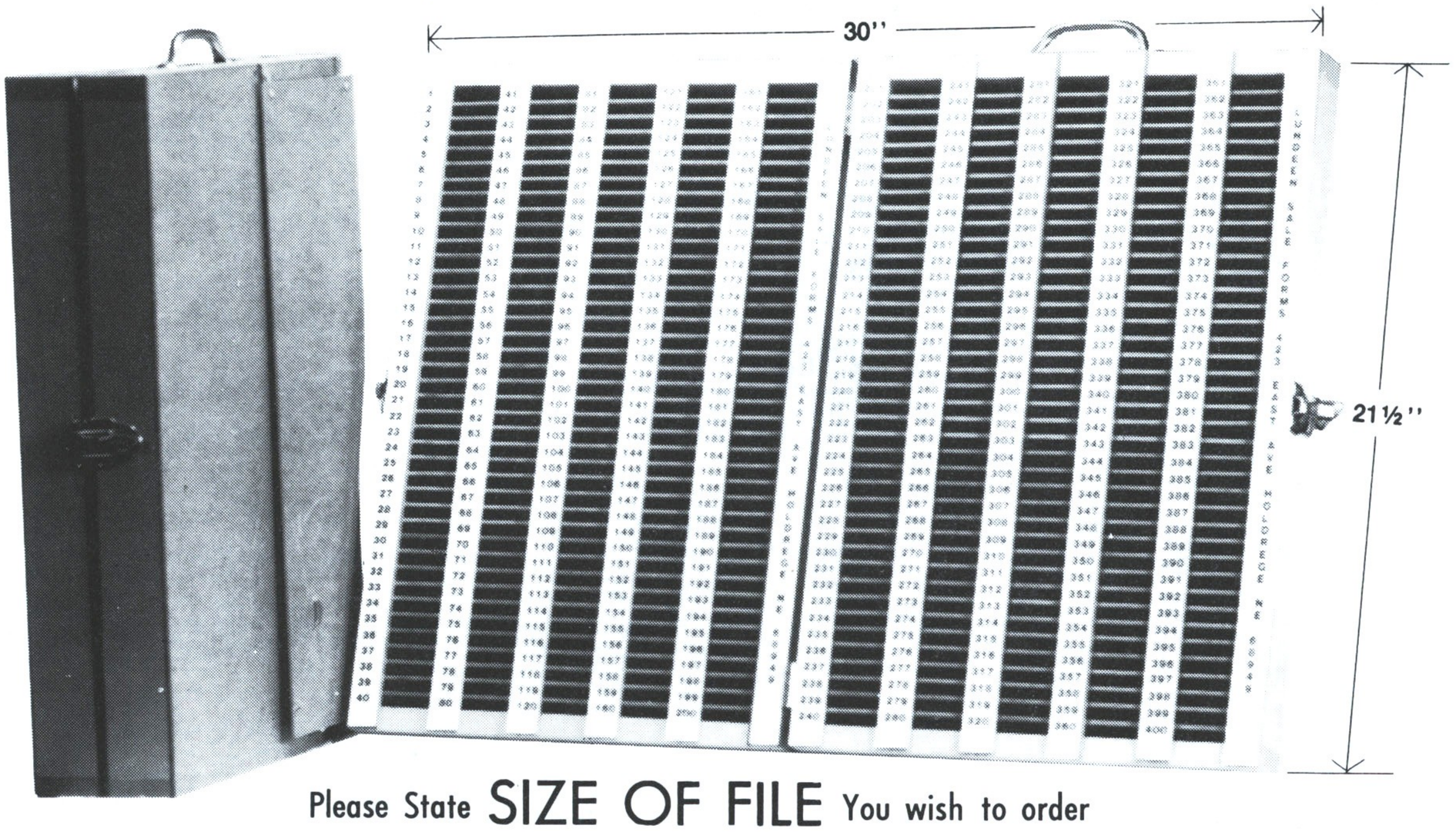
LENGTH OF TIME IF AUDIO-VISUAL ENTRY

DEADLINE FOR ENTRIES: July 1, 1983

Photocopy or retype this form. Include one completed form for each entry. Send all entries to:

Advertising Contest
National Auctioneers Association
135 Lakewood Drive
Lincoln, Nebraska 68510-2487

Makes Clerking Auctions Easier



Please State **SIZE OF FILE** You wish to order

400 Slot File	(Slots—3" deep - 2¼" wide)	**$169.95**
	36" Wide — 21½" High — Weight 32 lbs.	
400 Slot File	(Slots—2" deep - 1½" wide)	**$169.95**
	30" Wide — 21½" High — Weight 23 lbs.	
100 Slot File	(Slots—3½" deep - 2½" wide)	**$59.95**
100 Slot File	(Slots—2" deep - 2" wide)	**$59.95**
50 Slot File	(Slots—3½" deep - 2½" wide)	**$39.95**
50 Slot File	(Slots—2" deep - 2" wide)	**$39.95**

Sales Forms, in triplicate
200 sheets (4200 Items) **$40.00**

Item	No.
Purchaser	
Price	

We pay shipping charges on all items
Ship C.O.D. or Send Check to:

PLEASE STATE THE SIZE OF FILE YOU WISH TO ORDER.

We have the clerking sheets that come in triplicate, with three sides glued together. There are 21 items per sheet. These are made for the 2" file. We do not make a clerking sheet for the 3½" by 2½" file.

Package of 200 Sheets (4,200 Items) **$40.00**

Package of 600 Sheets (12,600 Items) **$115.00**

Telephones—Office (308) 995-8614
Home (308) 995-5098

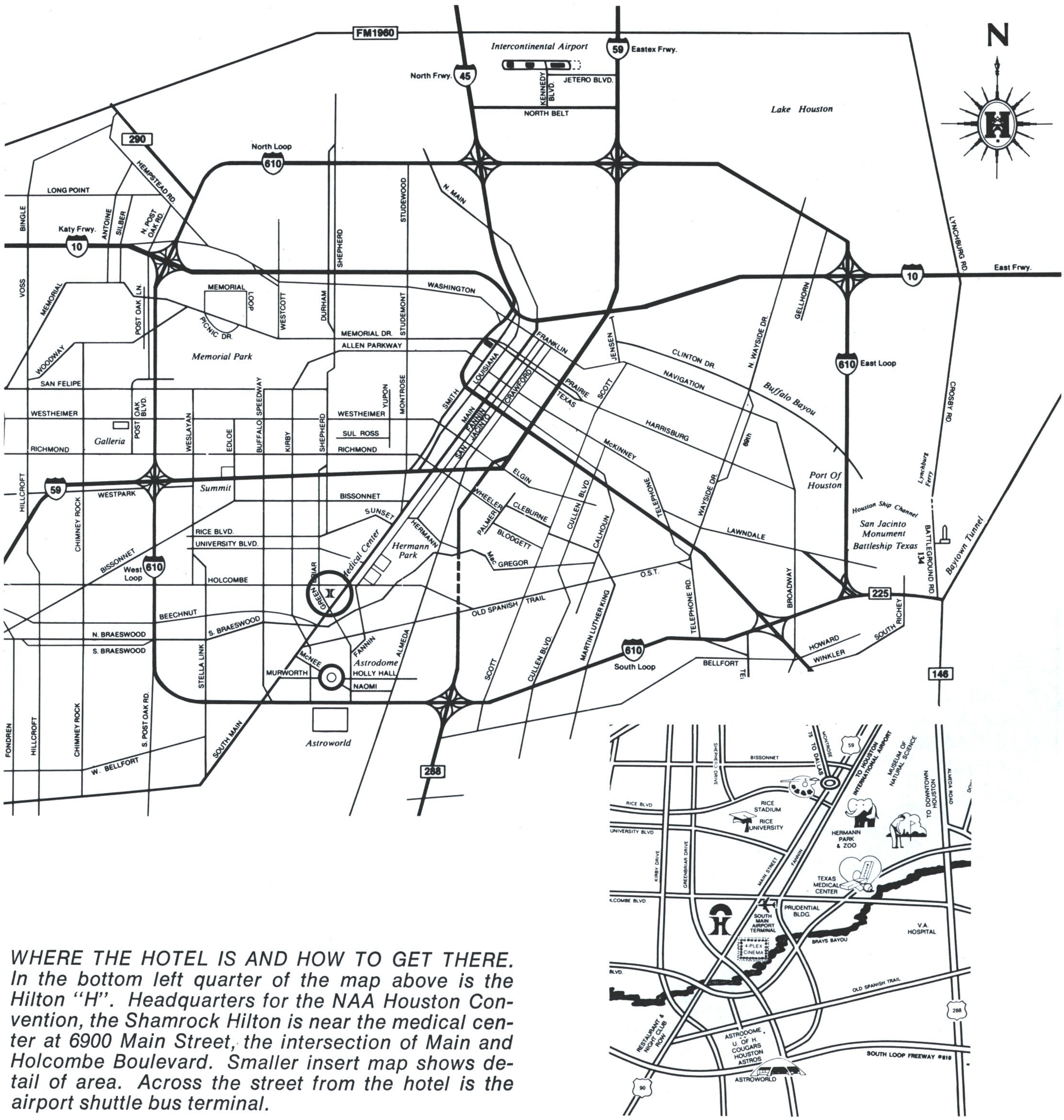
LUNDEEN SALES FORMS

423 East Avenue — Holdrege, Nebraska 68949

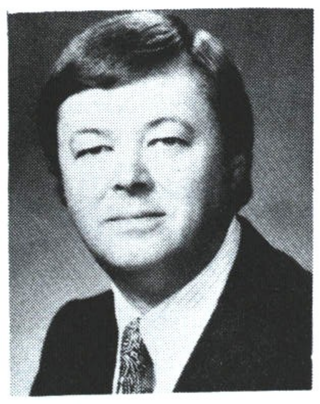
b. Farm (an operating farm liquidation)
c. Real Estate
d. Antiques
e. "Specialty" (cataloged sale)
f. Consignment Sales with General Household and Estate Liquidation
g. Institution (auction firm promotion)
h. Auction Business Stationery (letterhead, plus envelope, and business card)
i. Broadcast media/Audio-visual

Remember, all NAA members are eligible to enter their advertising (three copies of one entry per print category), but reference to the member's NAA affiliation must be displayed on the advertising piece, in the commercial, or in the audio-visual presentation (NAA emblem, or "John Doe, Member, National Auctioneers Association").

It is not too early to select your best auction advertising for the above categories, and submit it to the NAA office by July 1, 1983. Be sure and have a completed entry form attached to the set of three examples for each print entry. Any questions concerning advertising rules or contest procedures should also be directed to the NAA office.

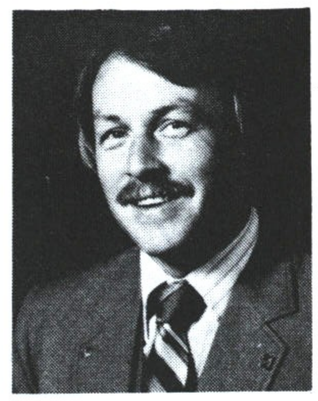


WHERE THE HOTEL IS AND HOW TO GET THERE. In the bottom left quarter of the map above is the Hilton "H". Headquarters for the NAA Houston Convention, the Shamrock Hilton is near the medical center at 6900 Main Street, the intersection of Main and Holcombe Boulevard. Smaller insert map shows detail of area. Across the street from the hotel is the airport shuttle bus terminal.



Col. Don Wendel
President

LEARN AUCTIONEERING AT THE MASON CITY COLLEGE OF AUCTIONEERING



William Meeker
Vice president

No other school has the instructors that can give you the world's most advanced methods of auction training. Most of our instructors were trained by Col. Joe Reisch, and all are endorsed by Col. Reisch who has trained over 15,000 auctioneers.

REMEMBER

• Small classes • Personal and individual attention • Comfortable environment along with actual selling assures you the auction training you need — AND YES, it can be accomplished in just one week.

FIVE TERMS EACH YEAR

Write for free catalog and how to get your ten-book, advanced auction library and pre-training free.

MASON CITY COLLEGE OF AUCTIONEERING, INC.

P.O. Box 1463 **Mason City, Iowa 50401** **Phone: 515-423-7200**

The Auctioneer's "Auctioneer"

WHEN YOU HAVE AN AUCTION THAT REQUIRES THE FACILITIES THAT ONLY A NATION-WIDE ORGANIZATION CAN OFFER, HUDSON AND MARSHALL, INC. IS READY TO WORK FOR YOU. IN ADDITION TO THE SERVICES AND EQUIPMENT LISTED HERE, A LARGE STAFF OF HUDSON AND MARSHALL SALES ASSOCIATES IS AVAILABLE FOR CONSULTATION IN PRACTICALLY EVERY CATAGORY OF REAL OR PERSONAL PROPERTY.

- **COLORFUL TENTS (For Outside Sales)**
- **ALL ASSOCIATED EQUIPMENT (P.A. Systems, Chairs, Organs, Sound Trucks, Cattle Pens, Portable Generators, Etc.)**
- **NATIONWIDE ADVERTISING (In House Agency)**
- **NATIONWIDE MAILING LISTS**
- **FINANCING AVAILABLE (On Most All Properties)**
- **NATIONWIDE TOLL FREE TELEPHONE**

CALL THE AUCTIONEER'S AUCTIONEER", HUDSON AND MARSHALL, INC. . . . WE'RE READY TO WORK FOR YOU!!!

BROKER PARTICIPATION INVITED.

Call Toll Free

In Georgia Call
800/342-2666
Elsewhere Call
800/841-9400

HUDSON AND MARSHALL INC.
REALTORS AND AUCTIONEERS
ONE BACONSFIELD PARK • MACON, GEORGIA 31211
TELEPHONE (912) 743-1511

Home Offices
Macon, Georgia
Atlanta Offices
Suite 109
333 Sandy Spr. Cir.
404/256-5450

Program-at-a-glance

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

Tuesday, July 26, 1983

ALL DAY
Tours sponsored by the Texas Auctioneers Association

Wednesday, July 27

ALL DAY
CAI Continuing Studies Workshop
NAA headquarters office
Tours sponsored by the Texas Auctioneers Association
Convention registration desk
AFTERNOON
Convention exhibits open
EVENING
Poolside reception for all convention registrants, includes water ski show, strolling musicians, comedian/magician, Walter "Zaney" Blaney in the convention hall, and more musical entertainment.

Thursday, July 28

ALL DAY
NAA headquarters office
Host association headquarters
Convention registration desk
Exhibits
Youth activities room
MORNING
State association officers' breakfast and workshop
Ladies Hospitality Hour and Educational Program
NAA Workshops
"Real Estate"
"Working the Auction"
Nominating Committee meeting
"Deep in the Heart of Texas" Luncheon
AFTERNOON
NAA Workshop
"Enthusiasm and Motivation" by nationally recognized speaker, Ira Hayes
Auction school receptions
Fun Auction preparation
EVENING
Houston Convention Fun Auction

Friday, July 29

ALL DAY
NAA headquarters office
Host association headquarters
Exhibits
Youth activities room
MORNING
State association breakfasts
Nominating Committee meeting
NAA Workshops
"Great Auction Ideas"
"Booking an Auction"
NALLOA Open Meeting
Auxiliary luncheon and program
AFTERNOON
NAA Workshops
"License Laws Update"
"Tobacco Presentation" by World Champion Tobacco Auctioneer, Page Roberts
NAA Board of Directors Open Meeting
EVENING
Awards Festival and entertainment by the Ark Valley Boys production show

Saturday, July 30

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

Sunday, August 1

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

State Associations, don't be left out of the Fun Auction

The NAA convention Fun Auction is a grand annual event — hundreds of auctioneers from across the country selling a great variety of items. Many of the auction's contributions are from State Auctioneers Associations and represent the state or region. A beautiful quilt from Tennessee, a handsome gun from Texas, gorgeous artwork and sculpture, delicous cheeses and other regional foods, they've all been sold at past NAA Fun Auctions.

In addition to the "Fun" part of the event, the Convention's premiere auction continues to set new proceeds records; all for a worthy cause. Funds raised at the Fun Auction are used to help defray the cost of the convention. This year should be no exception, and probably another record will be set. **As a State Auctioneers Association, don't be left out of the Big Auction in Houston.**

Continued page 34

INSTRUCTION

LEARN TO BE AN AUCTIONEER



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

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

WORLD'S MOST MODERN AND EFFICIENT AUCTIONEERING SYSTEMS
Registered U.S. Patent Office



Clerkmobile T.M.
Patented Clerking System Installed

Auction Tops
Fits on Standard ½ or ¾ Ton Truck

Used auction tops and Clerkmobiles for sale.

MAIL COUPON TODAY!

For Free Literature and Additional information —

Auctioneering Systems
Art Feller-Box 267
Cissna Park, Ill. 60924 Ph. 815-457-2202

☐ Yes . . . Send me Free Literature.

☐ Send me examples of clerking tickets and buyers numbers.

Name _____

Address _____

City _____

State _____ Zip _____

Now is the time to plan for your state's contribution to the 1983 Fun Auction. The months until Thursday night, July 28, could be just enough time for enthusiasm to build and an auction item chosen to represent your state. Any questions concerning contributions to the covention Fun Auction should be directed to the NAA office as soon as possible.

July nominations deadline for NAA candidates

Any NAA member can be nominated for elected office in the National Auctioneers Association. What must be submitted on behalf of the candidate is a resume of the candidate's qualifications for office, a letter (or letters) of support for the candidate's nomination (a candidate does not necessarily have to be nominated by a state auctioneers association), and a black/white glossy photograph of the candidate. The deadline for nomination is July 1, 1983.

In accordance with 1980 NAA By-Law revisions governing officer elections, not only will the members elect the four directors, but also elect the treasurer, a vice president, and a president-elect. The current president-elect will assume the president's office.

The nominations for the offices of directors (four) and officers (treasurer, vice president, president-elect) are open for the 1983 NAA Convention. **All letters declaring the candidate's nomination for an NAA elective office should be directed to: Harvey L. McCray,** Executive Vice President, National Auctioneers Association, 135 Lakewood Drive, Lincoln, NE 68510-2487. **Nominations will not be accepted after July 1, 1983.**

The Nominating Committee sincerely hopes that candidacies will be announced, and support letters submitted soon, so that ample time will be available to the committee for thorough review and consideration.

Houston convention, who may attend

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

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

2. Only NAA auctioneers can attend NAA sponsored functions. **If an auctioneer works for an NAA member, that non-member auctioneer employee must first join the NAA — full membership — in order to attend an NAA convention.**

3. On the other hand, non-auctioneer employees — clerks, cashiers, ringmen, secretaries, etc. — can attend NAA conventions only when they are accompanied by the NAA member employer.

4. **NAA spouses can attend the convention without the NAA member,** but the spouse must pay the full convention registration cost.



The NAA "Deep in the Heart of Texas" Convention

July 27 through July 30, 1983
Shamrock Hilton Hotel, Houston, Texas

Big State of Texas, Big NAA Convention this year in Houston. To assure your attendance, now is the time to register, make hotel accommodations, and air fare arrangements. And you'll certainly be in great company. Over 1500 NAA members, families and guests are expected for the 1983 Annual Convention. Here's auction workshops, family entertainment, tours, NAA fellowship and so much more, "Deep in the Heart of Texas".

Remove these pages for easy registration

To conveniently register for the convention and reserve your hotel lodging, remove these pages, A-D. Clip and send your hotel reservation form directly to the Shamrock Hilton. Send the remaining convention registration forms to the NAA office. Also, it is advisable to make flight travel arrangements now, to avoid spring and summer fare increases.

To help you plan for the NAA Houston Convention, this issue of THE AUCTIONEER contains travel information for the City of Houston and the convention hotel.

However, if for some unforeseen reason you must cancel your convention registration, you can do so by July 22, 1983. The NAA office must receive your cancellation in writing on or before that date. For more information, check the full cancellation policy explained in THE AUCTIONEER.



It's not too early to get set for a great convention week in July. The Texas Auctioneers Association and the NAA convention staff have planned five days of auction education and enjoyment just for you. Take advantage of this exceptional benefit of NAA membership by turning the page and submitting your early convention registration.

Send #1 directly to the Shamrock Hilton

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

No deposit is required, and children stay with their parents in the same room free. Rollaway beds and cribs are also free upon request.

Mail hotel reservation form to:

Reservations Manager
The Shamrock Hilton
P.O. Box 2848
Houston, TX 77252

Other forms, one fee check to NAA office

The remaining forms are designed to make your convention registration as convenient as possible. Enclose one fee check for all convention and tours registrations.

Use form #2 for payment of NAA Auxiliary dues. Form #3 registers you, your family and guests for the preconvention tours and the youth tours. Form #4 registers you for the convention and accounts for all fees in the single check accompanying your registration.

Questions about the convention should be directed to the NAA office before you register; questions about your hotel accommodations should be directed to the Shamrock Hilton.

Mail convention registration forms to:

National Auctioneers Association
135 Lakewood Drive
Lincoln, NE 68510-2487

2) Auxiliary to the National Auctioneers Association 1983-84 Dues Statement

I am enclosing my $5.00 annual membership dues for the Auxiliary to the National Auctioneers Association.

Name _____

Address _____

City _____ State _____ Zip _____

Please enter your Auxiliary dues on your convention registration form, and attach this completed form #2.

Special Ladies Luncheon Friday noon. All women who register for the Houston Convention are cordially invited to a special Ladies Luncheon on Friday, July 29. You do not have to be a member of the NAA Auxiliary to attend the Ladies Luncheon, but you must register in advance.

The cost of the Ladies Luncheon is $14.75 per person, to be included in your total registration check. **Please enter your Ladies Luncheon registration(s) @ $14.75 each on your convention registration form.**

1) *Shamrock Hilton*

"NATIONAL AUCTIONEERS ASSOCIATION"
JULY 27-30, 1983

Mail to: Reservations Manager
The Shamrock Hilton
P.O. Box 2848
Houston, TX 77252

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

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

Please Submit All Names:

Name(s) _____

Name(s) _____

Name(s) _____

Firm _____

Home Address _____

City _____ State _____ Zip _____

Phone (_____) _____

Remarks _____

Please circle room type below.

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

Please Note:

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

3) 1983 Houston Convention

Tours Registration Form

Please indicate the number and names of persons in your party for each tour. Unless otherwise noted, when stops are made for meals, the cost of those meals is not included in the cost of the tour.

Tour registrants should pickup special name badges 30 minutes before departure time. Tour desk will be in the Grand Ballroom Foyer, and buses will board near the Foyer entrance to the hotel.

Tuesday, July 26

TOUR A — Bayou Bend with drive-through tour of River Oaks
1:00 pm to 4:00 pm

Bayou Bend is the magnificent home of a Texas governor's daughter, now part of the Museum of Fine Arts, and housing an extensive collection of 17th, 18th and early 19th century antiques and fine works of art.

_____**persons @ $12.00 each (includes admission)** **$**_____

Tour A registrant names: _____

_____

TOUR B — (Family tour) Houston Astro/Philadelphia Baseball Game
6:30 pm until end of game

Game time is 7:35 pm, and cost of the tour includes your reserve seat ticket at playing field level, plus round trip transportation.

_____**persons @ $16.00 each** **$**_____

Tour B registrant names: _____

_____

TOUR C — (Adults only) Gilley's
6:00 pm to 10:00 pm

A real Texas "honky tonk" made famous in John Travolta's movie "Urban Cowboy". For adults only, Texas law prohibits anyone entering Gilley's under the age of 18. Price includes cover charge, barbecue dinner of two meats — beef and links — and entrance into the club after dinner.

_____**persons @ $23.00 each** **$**_____

Tour C registrant names: _____

_____

Wednesday, July 27

TOUR D — Johnson Space Center/NASA
10:00 am to 4:00 pm

Visit the Lyndon B. Johnson Space Center and see Mercury, Gemini, and Apollo spacecraft, moon rocks, space food, and more. You will visit Skylab to see how astronauts lived in space. Also visit Mission Control where NASA personnel will brief you on space flight. Luncheon will be at Jimmy Walker's which overlooks the Houston Ship Channel.

_____**persons @ $28.00 each (includes meal cost and admission)** **$**_____

Tour D registrant names: _____

_____

Special Youth Tours

Custom Convention Services (CCS) of Houston will manage the NAA Special Youth Tours program. No children under six years of age on tours unless accompanied by an adult.

Thursday, July 28

TOUR 1 — Hermann Park Zoo and Museum of Natural Science
1:30 pm to 5:30 pm

Visit Houston Zoo and Tropical Bird House where over 200 exotic birds fly free. Museum of Natural Science contains 13 large halls, including Hall of Space Science, Hall of Petroleum and dinosaur exhibit.

_____**persons @ $10.00 each (includes all admissions)** **$**_____

Tour 1 registrant names: _____

Friday, July 29

TOUR 2 — Sea-arama and Train Museum
9:00 am to 4:30 pm

Sea shows at Sea-arama Marineworld include porpoises, alligator wrestling, Noah's ark, water ski comedy, and more. Also visit The Center, a railway museum of four history theatres, restored depot and 39 life size "ghosts" of travelers of the past.

_____**persons @ $28.00 each (includes lunch and all admissions)** **$**_____

Tour 2 registrant names: _____

Saturday, July 30

TOUR 3 — San Jacinto Battleground, Tour of Battleship Texas, Ice Skating at Galleria
9:00 am to 4:30 pm

Visit the world's tallest masonry shaft, the San Jacinto Monument. Ride to the top of the monument for view of Ship Channel and surrounding area. Then, explore the battleship Texas, veteran of two world wars and now a state shrine.

Galleria shopping center has over 200 shops surrounding year-round ice skating rink.

_____**person @ $24.50 each (includes lunch and all admissions)** **$**_____

Tour 3 registrant names: _____

TOTAL TOUR FEES **$**_____

(For both regular tours and special youth tours)

Enter the above total amount on convention registration form.

4)

National Auctioneers Association

1983 Advance Convention Registration Form

Advance registration deadline July 1, 1983. Any and all registrations received after July 1, 1983 will be at the $75 regular registration rate.

Auctioneer's name _____ Received CAI designation? Yes___ No___
Last First Middle initial

Preferred first name or nickname to appear on convention badge _____ Is this your first NAA convention? Yes _____ No_____

Your address _____ Phone/area code _____

City _____ State _____ Zip _____

All members of family, guests, etc., must be listed if registering for convention activities. Name listed will be shown on name badge. Name badges will serve as official convention identification.

Children 12 years and younger register for $50 each when accompanied by adult registrant.

List full names (other than registrant) of all family members and guests, to be included in this registration, and give age if 12 years or younger.

Spouse's name _____ **3.** _____
First/Middle Initial/Last

1. _____ **4.** _____

2. _____ **5.** _____

Registration fee(s) enclosed for:

_____individuals @ $60 each for advance registration. Includes registration fees for badges and program, Thursday luncheon, Friday night awards festival/dinner, and Saturday night banquet and president's ball.

_____children twelve and younger @ $50 each for advance registration. Includes registration fees for badges, Youth Activities Program, Thursday luncheon, Friday night awards festival/dinner, Saturday night banquet, and young people's entertainment.

Total Convention Registration Fees $_____

SEND ONLY ONE CHECK FOR ALL REGISTRATION FEES AND TOURS

Enter the total from your tours registration on the back of this convention form.

Tour Registration Fees $_____

Enter Ladies Luncheon @ $14.75 each. **Ladies Luncheon** $_____

Enter Auxiliary membership fees @ $5.00 each. (Please attach Auxiliary dues form on page B.) **NAA Auxiliary Membership** $_____

Make one check payable to the National Auctioneers Association for **ALL** your convention fees and your chosen tours.

Total amount enclosed $_____

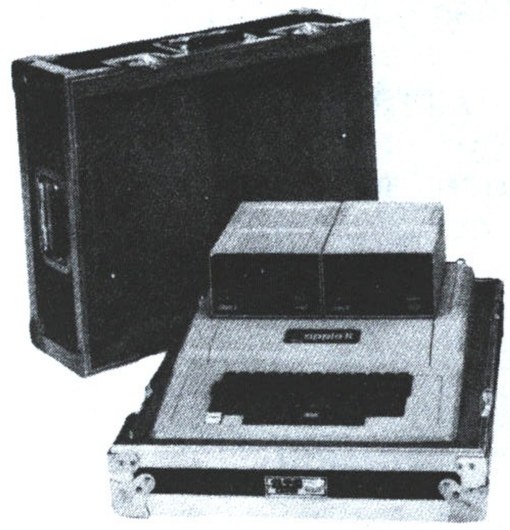
Registration Cancellations

To receive a refund of your convention registration, your cancellation must be received in writing at the NAA office on or before July 22, 1983. For additional information, check the full cancellation refund policy as published in THE AUCTIONEER.

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NAA officer/director articles . . .

Insurance necessary for auctioneers

By Sammy L. Ford, CAI
NAA Vice President

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



In today's complex business community, the professional auctioneer's need for insurance protection is probably greater than at any previous time in history. The necessity for a good insurance program has mushroomed in recent years as the result of: inflation rapidly increasing the cost for replacement of buildings and personal property; and our courts awarding larger judgements to plaintiffs, in our ever-increasing, lawsuit conscious U.S. society.

It would be impossible in this short article to go into detail in every area which you may need insurance protection. Therefore, I will concentrate on several of the basic and most important coverages which should be a part of all good insurance portfolios.

Building property insurance. Anyone who is the owner of their own building should carry this coverage, which can be written on a named peril or an all-risk basis. Also, make sure that your building is properly insured to its value. Most policies are written with a co-insurance clause, which requires you to carry a certain amount of insurance to the value of the building at the time of loss, in order to avoid a self insurance penalty if you incur a loss.

Business personal property. Contents of a professional office represent a substantial investment. Owners may insure contents under the same policy as the building. A tenant can insure contents along with any improvements and betterments to the property under separate policy. The contents coverage should be written on an all-risk basis.

General liability insurance. Professional men and women have a double barreled threat of third party injury and property damage claims. The auctioneers should make sure that they not only have their office premises liabilty covered, but also liability for any activities conducted away from the premises, such as auction houses, real estate auctions, farm machinery sales, purebred cattle sales, etc. This coverage can be written on a scheduled or a comprehensive basis.

Commercial automobile insurance. Most professional people have a business automobile. Higher limits of auto liability insurance should be selected for this coverage. You may be surprised to find that you are carrying the minimum liability required by the state where you do business. Also, non-owned and hired auto coverage should be included to provide protection for the named insured, for occurrences arising from others — employees — using non-owned autos in behalf of the insured's business.

Workers compensation. This is insurance for loss due to statutory liability, as a result of bodily injury or death suffered by employees. Workers compensation is mandatory in most states with a varying minimum of employees. This coverage is provided by private insurors in most states; the remainder have state funds. Be familiar with your state's requirements.

Auctioneer's Errors and Omissions. This coverage is written for auctioneers, to provide them with protection for claims made against the insured from negligent acts, errors, or omissions in the conduct of their business as auctioneers. This is a coverage often overlooked in our business. *(The NAA offers Auctioneer Errors & Omissions as an exclusive benefit of NAA membership.)*

Business life insurance. In addition to the various insurable property and casualty hazards outlined above, most business people have the additional need to protect their businesses from the hazard of financial loss caused by the death of an owner, death of a partner, or key employee. Business life insurance can be arranged to meet all of these needs.

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Disability insurance. When a disabling sickness or injury strikes, your income could stop but your expenses won't. The chances of suffering a disability are much greater than you may realize. At age 65, one out of every seven people will be disabled for five years or longer. A monthly disability insurance income plan can help prevent potential financial hardships by paying a monthly amount during a period of total disability.

Hospitalization and major medical insurance. Medical costs are the fastest rising component of the consumer price index, increasing approximately 12% annually. One out of seven people in the United States will become a hospital patient this year, average cost around $300 per day. The auctioneers would be wise to purchase hospitalization insurance with adequate limits for an extended hospital stay. Also, the major medical coverage should protect against a catastrophic illness or accident.

In conclusion, all professional auctioneers should select a knowledgeable and trustworthy insurance agent to advise them on their total insurance protection. The coverages outlined above are the foundation for a good insurance program. There are many other coverages available that can be selected to protect the most sophisticated auctioneering business. Let your insurance agent help you choose the coverages that best fit your business insurance needs.

Our National Auctioneers Association makes available a group hospitalization and major medical plan, plus errors and omissions insurance. These plans are managed by Alexander & Alexander/Lincoln, and information about the different programs can be obtained by contacting the NAA office.

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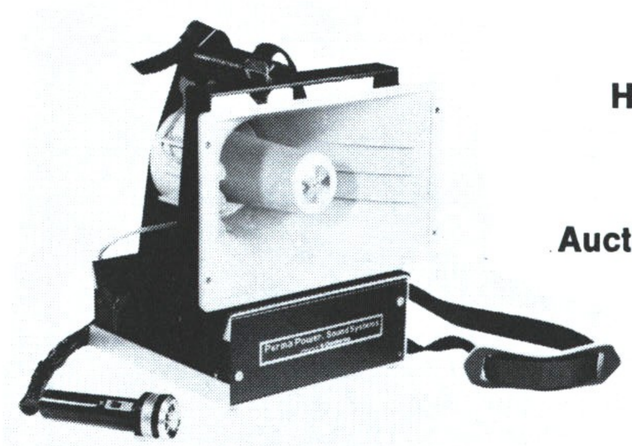
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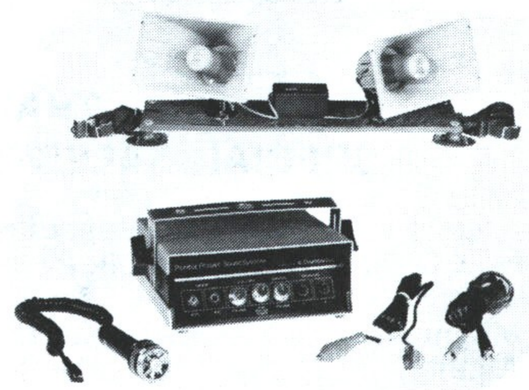
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Houston, TX	Quality Inn—University	3815 Gulf Freeway	January 9, 10, 11
New Orleans, LA	Holiday Inn—East Highrise	6324 Chef Menteur Hwy.	January 16, 17, 18
Tampa, FL	Holiday Inn—Downtown	111 W. Fortune St.	January 24, 25, 26
Miami, FL	Ramada Inn—North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

By Hugh B. Miller, CAI
NAA Director

Well, it looks like the day we have all been waiting for will finally arrive. The news media is full of the economic indicators indicating that the recession may be finally over. This means that there will be tremendous opportunities for well prepared auctioneers.

For those of us who have found selling real estate a bit tough, it looks like things may be turning around. At the time of writing this article, we have noticed in southern Indiana much greater activity at our real estate showings, and more response to our advertising.

It is my opinion that many auctioneers will be tempted to jump into the recovering real estate market prematurely. Be patient. If you are not careful, it is possible to destroy the confidence created in the auction method of selling real estate by having too many unsuccessful auctions. Select your properties carefully. When the market shifts into high gear, remember the basics. Use good and efficient advertising. Be thorough in gathering the information for your promotion. Plan your auction and presentation with great care. Most important, be sure to follow up on the details of closing the transaction. Our clients deserve the best possible service we can furnish. If your work load becomes too heavy, delegate the work to other members of your staff.

I want to encourage everyone to plan to attend the NAA Houston Convention this summer, July 27-30. You will be exposed to many auction ideas in the educational workshops; and you are sure to go home with several new ideas to improve your business and make your service more professional. You will be amazed how your business will increase when you improve your advertising from ideas you pick up from entries in the advertising contest. Your clients will be impressed when you demonstrate the new marketing ideas you have learned from some of the highly successful auctioneers at the NAA convention. I sincerely believe you will be glad you came to Houston for our annual convention.

What an exciting time to be an auctioneer! Be ready to participate in the long and strong economic recovery. Prepare yourself with a good education, practice your profession with pride, and enjoy this marvelous business, 1983 IS THE "YEAR OF THE AUCTIONEER".

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NAA director Hugh Miller was elected to the NAA Board in 1980. He is an auctioneer, Realtor®, and appraiser for the firm of Curran Miller Auction & Realty, Inc., Evansville, Indiana. Mr. Miller is a past president of the Indiana Auctioneers Association, and a member of the Charter Class of CAI in 1978.



Continued from page 18

immediately, the meetings of the Board of Directors will be held at different times than indicated in the former By-Laws. The first meeting of the Board of Directors, or organizational meeting, will be held immediately following the election of officers and directors at the annual meeting during the NAA convention. The first regularly scheduled annual meeting of the Board will be held in October, and the second and last regularly scheduled meeting will be held in May.

The final amendment affected ARTICLE V — FISCAL YEAR. Formerly, the fiscal year of the Corporation ended on June 30 of each year. The Board amended the fiscal year period now as follows: "The fiscal year of the corporation shall end on August 31 of each year hereafter." The fiscal year amendment will not affect the billing quarters now being observed by the Association, as they will remain the same. (Currently memberships are billed in either of the four quarters which begin on July 1, October 1, January 1, and April 1.) Advantages of revising the fiscal year period are to allow the Association to collect most of its first quarter dues, and to have completed the annual convention within the fiscal year, so that most of the monies collected will be accounted for within one fiscal year period. The new fiscal year period of September 1 through August 31 will allow for better accounting by the Association of its funds.

It is hoped that NAA members will refer to the new By-Laws whenever necessary. Comments or questions about the revisions or amendments to the By-Laws should be made in writing to: Executive Vice President, Harvey L. McCray, National Auctioneers Association, 135 Lakewood Drive, Lincoln Nebraska 68510-2487. It also should be noted that the amendments to the By-Laws were approved by the unanimous votes of the members of the Board of Directors at both meetings. All members present and voting voted for the revisions, and no one voted in opposition to the amendments.

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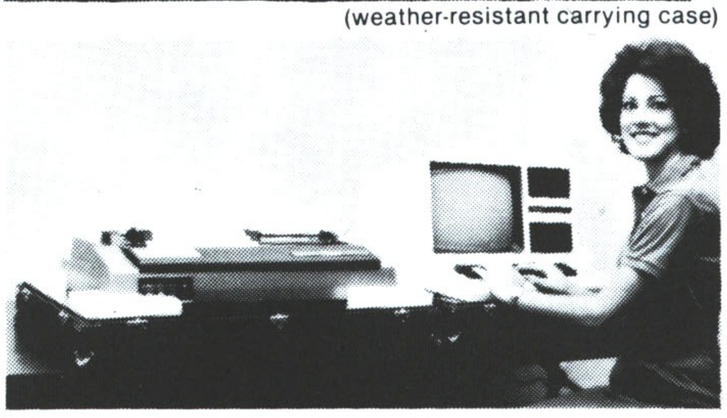


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Auxiliary to the National Auctioneers Association

Dear Auxiliary members and friends,

Time for the NAA convention in Houston, Texas, is fast approaching. I hope all of you have made your plans to attend. Members of the Auxiliary are now busy making arrangements for the youth program during the convention.

We have special youth tours available, and if any of you mothers or friends would like to volunteer as tour chaperons, we would be delighted to have you. We would certainly appreciate your assistance, but you must also pay for the tour. It will be a "fun time" for you as well. I went on youth tours many times with my children and always enjoyed the experience.

We are all volunteers trying to create an interesting program for the young people who attend the NAA convention, and your efforts are most welcome. Volunteer to help in the youth program by sending your name, either to the NAA office as you register your children for the convention, or to Gene Simpkins, 6729 Daleview Drive, Cincinnati, Ohio 45239. Gene was the NAA member in the clown suit who entertained the Atlanta convention children so well.

Of course, you can volunteer to help in the youth program by contacting me as one of your Auxiliary directors.

Thank you, and we'll see you in Houston.

Irene Dudley, youth program committee
Auxiliary to the NAA
Hampton, Iowa

Dear Auxiliary members,

Plans for our 1983 "Deep In The Heart of Texas" NAA convention are coming along very well. As usual, many interesting and entertaining activities have been planned for your enjoyment and education.

I want to remind you that the Auxiliary will be having a Fun Auction again this year just after the new officers are sworn in at the Ladies Luncheon on Friday. This is an excellent fund-raising activity for us, and we need your support. Please bring an item or two to donate.

I am looking forward to seeing all of you in Houston, July 27-30.

Alice Connour
1983 Auxiliary Convention Chairwoman
Dallas, Texas

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1982-83 Officers

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Livestock at Auction

Judges tell what it takes to be Champion Livestock Auctioneer

Kansas City, Missouri — What does it take to be the World Livestock Auctioneer Champion? Ask two-time judge George W. McAtee.

"The number one quality is the ability to handle a bad situation," according to the owner of Parsons Livestock Auction, Inc., Parson, Kansas.

McAtee defined handling a bad situation as "not making a buyer mad when you miss his bid," controlling a sale when several buyers are bidding on the same animal, and generally showing "grace under pressure". He was a judge at the 1979 and 1982 Championships.

When the 20th World Livestock Auctioneer Championship (WLAC) gets underway June 18 at the Dickson, Tennessee, Livestock Center, North America's top auctioneers will be competing for the world title.

Sitting nearby will be the judges, five veteran livestock marketing businessmen like McAtee. They'll be rating each contestant on such qualities as clarity, voice quality, and bid-catching ability.

The Championship is annually sponsored and conducted by Livestock Marketing Association (LMA), Kansas City, to focus on the importance of the professional auctioneer. This year participation will be limited to the first 125 qualified entries received by LMA.

A top-notch auctioneer "is a real asset to a market owner," McAtee said. "I'd rather give a real good auctioneer $300-$400 a day, than give $50 to a guy who can just get by."

Former judge James Seabeck, Spokane, Washington, echoed McAtee's comments about the importance to a market of a good auctioneer. "It can really make or break a sale. Having a good auctioneer is one of the most important things in the business."

Seabeck, who's judged four championships and attended "quite a few others," looks for several qualities in a contestant.

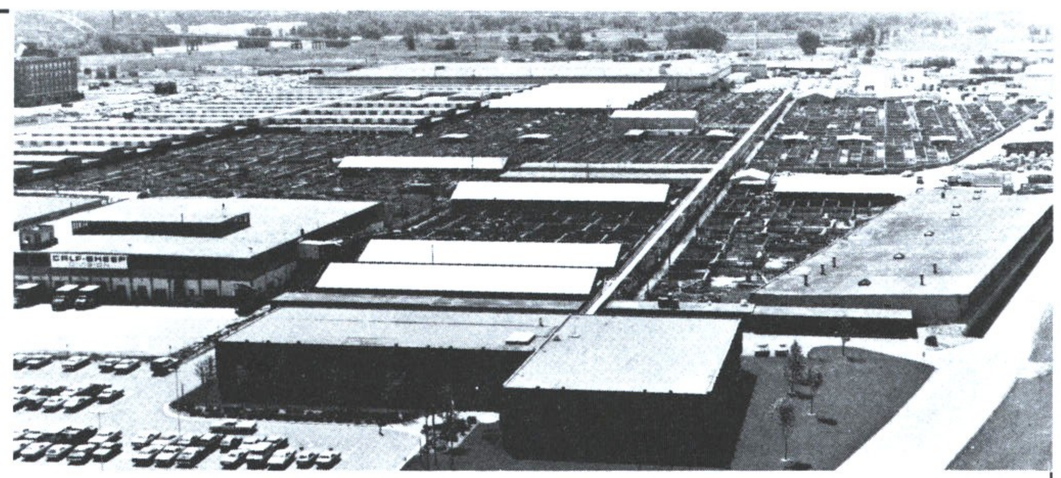
"He must have a good voice, a knowledge of livestock, and the ability to spot buyers."

Seabeck, the owner of Stockland Livestock Exchange, Inc., Spokane, said during a fast-paced sale,



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Antiques at Auction

Stolen art in your auction? Foundation has "Alert"

The International Foundation for Art Research publishes "Stolen Art Alert" ten issues annually, and also keeps track of some of the criminals who may attend auctions to buy or sell art illegally. For example, the following paragraph appeared in the October, 1982 issue of "Stolen Art Alert", discussing a con man identified as Charles Heller.

> Federal authorities believe that Heller may have several accomplices. One such man used the name Samuel Orenstein at a Massachusetts auction, where he attempted to buy a Tiffany lamp for $17,500. The auction refused to release the lamp until the check (from Anderson Galleries) had cleared, and the sale fell through. Another possible accomplice is a fair-haired man about 30, of smaller build than Heller, who has visited several New York area galleries in the company of Heller and a young woman.

Other benefits of Federation membership include "Art Research News", staff consultation, authentication of works of art, Art Theft Archive, and special educational events.

For more information about the IFAR contact: International Foundation for Art Research, 46 East 70 Street, New York, NY 10021, phone 212-879-1780.

"a lot of auctioneers can get mixed up. But a good one knows what's going on at all times."

He also debunked a popular myth about auctioneers. "Just because an auctioneer is real fast doesn't make him good."

Seabeck said WLAC contestants are getting better every year and added that he's encouraged by the fact that the Championship is attracting "more and more young fellows, who are trying harder every year."

The current champion, Dan Williams, Boone, North Carolina, "was so good in the final round last year that you couldn't believe it," Seabeck said.

The WLAC this year will again narrow down all the contestants into 15 finalists. In addition to the World Champion, a Reserve and a Runner-Up Champion will be picked.

A variety of trophies and merchandise prizes will go to the three winners. Further registration information can be obtained from LMA, 301 East Armour Boulevard, Kansas City, Missouri 64111, 816-531-2235.

Seabeck told a story to indicate how serious contestants are about winning the Championship. After judging last year's event, he was called later in the year "by 11 guys who asked me why I didn't rate them higher. Fortunately I had kept my judging sheets, and was able to talk with them about their performance.

"They weren't complaining, they just wanted to learn how they could improve."

Reporting on the major auction houses

As it is received at the NAA office, THE AUCTIONEER will publish news of interest to Association members from major antiques and art auction houses anywhere in the nation — Sotheby's, Christie's, and Phillips in New York, for example. Of course, NAA members are still encouraged to submit information about their own antiques auctions for publication in the "Antiques at Auction" column.

Sotheby's

Unfortunately worldwide sales at Sotheby Parke Bernet, Inc. were exceeded for part of an auction season by Christie's sales. Sotheby's figures issued in London and New York showed that sales for September-through December, 1982, were $131,220,000 compared to August through December's $137,679,150 at Christie's. Because of sagging sales and financial problems Sotheby's has moved all of its United States operations to York Avenue at 72nd Street in New York.

However, the auction house's management was still being critized by its major stockholders, Stephen Swid and Marshall Cogan of General Felt Industries, Inc., Saddle Brook, New Jersey. Two quotes from Swid and Cogan in the February MAINE ANTIQUE DIGEST underscore the need for a well run auction gallery.

> **What would Swid do if he had a chance to take an active part in the management of Sotheby's? "I'd add a human dimension," he said. "I'd treat clients better.** If you call Christie's, you get a return call that day or the next day. Call Sotheby's and they may return your call the following week. When Christie's has a major exhibition, an expert will tour the collection with a collector, take him to lunch, and even introduce him to another collector who shares his enthusiasm. Whatever Christie's has been doing right, I'd do that at Sotheby's".
>
> Had Swid thought about buying Christie's? "No," he said, "Sotheby's is the more important of the two. It's a 244-year old business that has

Continued page 45

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survived wars and depressions, no American company has that kind of history."

Swid and Cogan of General Felt apparently bought their large share of Sotheby's because they see a great future for the auction business. "The auction business is an oligopoly industry, and it will prosper over the next decade," said Swid in a telephone interview. "Art and antiques will stay valuable and the companies that deal in these things will do well, some will do better than others."

But all is not without progress at Sotheby's, especially at a January auction where two records were broken for American furniture: $687,500 for an 18th-century Chippendale desk-dressing table; and $242,000 for a 200-year old Philadelphia table.

Christie's

Just like Merril Lynch, Christie's is only the first part of a longer corporate name — Christie, Manson & Woods International, Inc. The company has a network of representatives in the U.S. and Canada that act as a liaison between Christie's clients and the New York and overseas staff: Beverly Hills and San Francisco, California, Bryn Mawr, Pennsylvania, Washington, D.C., Chicago, Illinois, West Palm Beach, Florida, Houston, Texas, and Toronto, Canada.

Recent auction records at Christie's include one for 20th century artist Grant Wood. His drawing entitled "Adolescence" sold for $143,000, March 18, and was the highest price paid at auction for a work by Wood. A second Grant Wood drawing in the auction realized $66,000, up from a pre-sale estimate of $10,000 to $15,000.

What trends do Christie's experts see for art in 1983? Here are three quotes from the gallery's April/May auction newsletter.

The drawing market

"There is a continuing vogue for neo-classical style material, epitomized by the elegant, linear work in the style of David and his early 19th Century French contemporaries, but is by no means limited to French material. Examples of non-French artists who 'drew' upon the neo-classical tradition and are much in demand today are the Englishman Flaxman and the Italian Sabatelli, to name a few. One thinks immediately of figure drawing in this context, but, this is the period in which we begin to get very appealing, clean architectural drawings, another highly prized type of drawing in today's market."

Kathleen Harwood, Old Masters and 19th century drawings

19th century pictures

"19th century pictures are frequently cited as the characteristic, dramatic example of wide fluctuations in taste. Pictures that received the highest critical acclaim — and good prices — when first shown at the French salons, for example, could hardly be given away 50 years later. Today this view is shifting again and 19th century works are bringing good prices. We may well see a new regrouping along aesthetic rather than the national lines that have been prevalent since World War II when Italians began buying Italian work, Germans bought German paintings, etc."

Peter Villa, 19th century European paintings

Contemporary art market

"Prices for contemporay art, that is work produced since World War II, continue to climb. The highest prices are realized for the very best work by best-known artists whose paintings and sculpture have been exhibited in leading museums all over the world, and whose work has been extensively studied by scholars. In the long run I expect these artists — Pollock, de Kooning, Rauschenberg, Kline, etc. — to hold their own with the best work of their 20th century predecessors; work incidentally that is becoming increasingly scarce on the open market. But while we are selling at auction fine works by Rothko, or Smith, for hundreds of thousands of dollars, we are also finding there is a steady market for good drawings, small sculptures and oils by these same artists, which bring good, but not enormous, prices."

Martha Baer, senior vice president, contemporary art

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Real Estate at Auction

Condominiums: the case for auctioning

By John Dixon
NAA member auctioneer
Atlanta, Georgia

(Mr. Dixon is director of condominium auctions with Hudson and Marshall, Inc., Realtors® and auctioneers. "In cases of lack of buyer enthusiasm and inadequate sales over a lengthy period, the auction provides an excellent alternative to conventional sales programs and a method by which the seller can minimize loss.")

From 1973 through 1977, the Southeast suffered a severe condominium depression. With that depression came the condominium auction. Certainly condominiums had sold at auction prior to this period, however, it was rare. During the first ten months of 1976, the five county, Metro Atlanta area recorded 1,157 condominium sales, 308, 26.6% were sold at auction. (1)

In the Southeast the oversupply of unsold units is not so severe as it was in 1976. However, to the lender or developer who owns a two-year old project of 120 units, of which 90 remain unsold, the problem is the same. Be assured the seller will consider an auction if it is properly presented.

Hudson and Marshall has conducted three auctions on the Southeast seaboard within the past seventeen months. Available in these projects were a total of 149 units, and all were sold. Granted, auction prices were not as high as those sold by negotiated sale methods (the ratio of listed price to auction ranged from 65% to 92%), but at the same time, there was no two-to-four year holding period plus associated expenses.

Typical expense savings created by the auction method can be substantial . . .

Advertising — the advertising budget seems extremely high for auction because virtual total market saturation is accomplished in a three-week period. However, the advertising period is much shorter than that covered by conventional marketing methods, and the total advertising dollars spent at auction are less.

Holding cost — every day the project doesn't sell there is a sacrifice of interest-earning potential on sales dollars. Through auction, you will realize a significant tax saving, and you will not have to pay

association fees on the unsold units through a lengthy sell-out period.

Interest earned on permanent loans — it has been found that auction purchasers are willing to pay market interest rates, while the same purchasers attempt to get lower rates in conventional situations.

No one-year warranties — it is accepted that units can be sold at auction without a seller's warranty. However, warranties are demanded when units are sold by conventional sales methods over an extended absorption period.

Less management time — project marketing and management requirements are far less. And, above all, every unit is sold and closed sixty days after auction day. You have no warranty problems to contend with or changing market conditions to project or worry about.

The following is a brief rundown of how a condominium auction is planned and conducted.

Typically, the project will be advertised and shown for a three-week period prior to the auction, during which time it is imperative that all units be completed and ready for immediate occupancy. The advertising during this period will be extremely intense and normally will cost as much as conventional methods over a six-to-twelve month period.

The number of people needed to carry out the auction and take loan applications naturally will vary according to the number of units being sold. It is safe to say that twenty to forty people will be required on sale day: an auctioneer and five or six ground people; eight to twelve people to get the purchaser's signature on the contract and collect the deposit; one or two contract-approval people to answer any questions regarding the contract, loan or closing; eight to twelve loan processors to take the credit information; and two to four hostesses to register all auction attendees and make purchasers comfortable while waiting to have their loan applications taken.

Not every condominium project should be auctioned. However, the auction method should be considered where sales activity has not been satisfactory. An owner should ask the following questions.

1) What would the sales pace be through a conventional program?
2) Based on past sales, how long will the project sellout be?
3) What would it cost to hold and sell the project over the estimated absorption period?

The answers to these questions will give the estimated net proceeds from the sales program. The owner then should compare this with the results of auctioned projects. Following is a suggested analysis outline and one used by this writer when making a proposal.

The sample project has a total of 100 units, 22 have sold. The analysis is based on 78 unsold

Continued page 51



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(Photo taken Nov. 1978)

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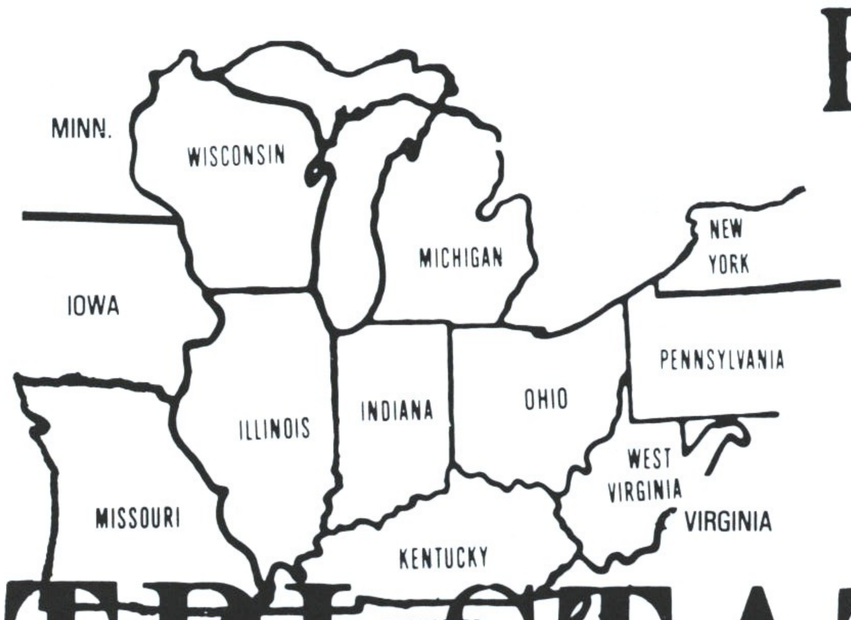


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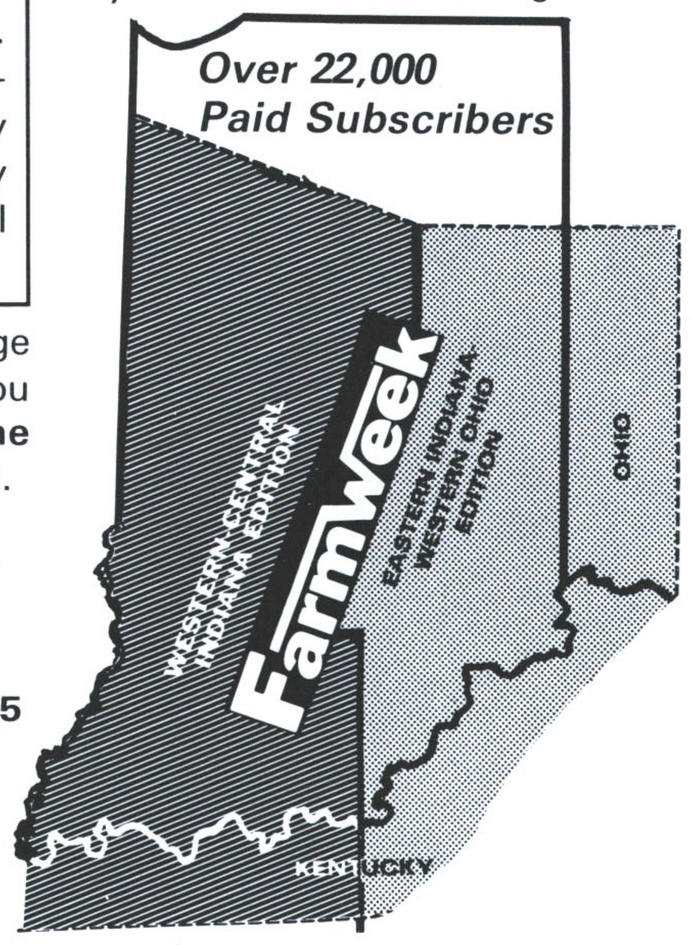
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units. The listed price of the units is $52,000 to $68,000. The total listed price, divided by the total square footage, is $80 per square foot. This is 8-12% higher than comparable units have been selling for, and the 22 previously sold units brought. An absorption period of two and one-half years is estimated after reviewing comparable projects and their past performances in the market area. Consideration was also given to the past sales record of the subject property.

	2-5 YEAR CONVENTIONAL SALES PROGRAM	(1) 2-MONTH AUCTION
Present Retail List Price	$4,368,000	N/A
Estimated Price Reduction	436,000	
ESTIMATED SALES PRICE	$3,931,200	(2) $2,948,400
Expenses: (3)		
Developer's Share of Homeowners Association Fee ($85/mo/unit)	99,450	13,260
Maintanence not Covered by Above	75,000	8,000
Taxes $800/unit/year)	78,000	10,400
Cost of Funds (12%/year)	589,680	91,728
Advertising (4)	195,000	75,000
Sales Commission	235,872	182,420
Security	60,000	6,000
Owner's Overhead	80,000	10,000
TOTAL EXPENSES	$1,413,002	$ 396,808
ESTIMATED NET PROCEEDS FROM SALE	$2,518,198	$2,551,592

(1) Time frame based on average 60 days from sale-at-auction to closing of all units.

(2) Price based on examination of numerous auctions which averaged 65% to 92% of original sales price.

(3) All conventional sales program expenses (except for lump sum categories) based on average holding period for ALL units of 1.25 years to accommodate sales pace and gradual erosion of inventory over the three-year period.

(4) Assumed 6% for conventional sales program and 6.2% for auction. The auction commission was computed in the following manner: 7.5% on the first $1,000,000, 6% on the next $1,000,000 and 5% on the remainder.

Condominium auctioneering is a highly specialized field which requires not only a skilled and experienced auction team, but also — and possibly more important — organization of the complete program from advertising to loan applications to closings.

But for various reasons, many lenders and developers are reluctant to have their names associated with an auction. However, this problem is easily solved by appointing a trustee and holding a trustee sale or in the case of a lender, a mortgagee's auction.

Not only does the auction often net the seller more than he would receive through a lengthy sell-out period, but the buyer also gets a home at 75% the amount he would normally have to pay. It is this 25% difference that makes the auction work. A seller normally can expect to have 200-600 people attend an auction, which may be more traffic than the project has had in the entire previous year.

The auction certainly isn't always a profit making marketing method. Rather, it can be a method by which the seller can minimize loss. Many owners are considering the auction as an alternative marketing method, and it appears that the rest of 1983 will see several projects auctioned which their original developer had projected to be sold out more than a year ago.

(1) Source: Land Data Corporation, Condominium Report, Nov. 1976.

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Auctioneers Association of Canada active and growing

One of the most historic events within the auction industry in North America has been the recent formation of the Auctioneers Association of Canada. Official Letters Patent was granted by Consumer and Corporate Affairs of Canada on September 30, 1982.

The first general annual meeting was held in Red Deer, Alberta, February 19, 1983, with auctioneers attending from nearly every Canadian province. At this meeting, 20 directors were elected representing all provinces, and the first officers were elected for the coming year. Committees were also established, including a grievance committee.

The first officers of the Auctioneers Association of Canada include: president Karl S. Zajes, Warburg, Alberta; vice president Jerry Stein, St. Laurent, Quebec; secretary Ken Knight, Winnipeg, Manitoba; and treasurer Vern Scown, Calgary, Alberta.

The 20 directors are all auctioneers and include: Wayne Yoos, Chase, British Columbia; Bob Forde, Agassiz, British Columbia; Karl Zajes, Warburg, Alberta; Vern Scown, Calgary, Alberta; Chuck Campbell, Lumsden, Saskatchewan; Norm Bronsch, Radisson, Saskatchewan; Ken Knight, Winnipeg, Manitoba; Royal Derhak, Dauphin, Manitoba; Joe Simmons, Sarnia, Ontario; Dan Murray, Woodstock, Ontario; Jerry Stein, St. Laurent, Quebec, Pierre Perras, La Sarre, Quebec; Hugh Cameron, Taymouth, New Brunswick; Wayne Gamble, Fredericton, New Brunswick; Robert Roberts, Winsloe, Prince Edward Island; John Lowe, Montage, Prince Edward Island; Frank Berkelaar, Truro, Nova Scotia; Gerald Moir, Halifax, Nova Scotia; John Fitzpatrick, St. John's, Newfoundland; and Director-at-Large Norm Moore, Alder Flats, Alberta.

Purpose for the formation of the Auctioneers As-

Continued page 52

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sociation of Canada is to promote professionalism within the auction industry. For the first time in Canadian auction history, a Code of Ethics was adpoted. By maintaining this Code of Ethics, this Association will better serve the public, auctioneers, and their clients. Auctioneers can now deal effectively with Federal legislation pertaining to the auction industry, and with any problems affecting auctioneers.

Over the past few months, membership has reached 700 and growing, with members from across Canada, the United States, and the United Kingdom.

The incorporation's first official publication called the "Canadian Auctioneer," in limited edition, includes a list of all charter members. This informative, auction publication will include advertising, coming events, news, history, Auction Acts, etc.; will be printed periodically, with circulation to all members and other subscribers. The publishing and editing is presently being handled by ACC president, Karl Zajes, Box 157, Warburg, Alberta T0C 2T0.

Next year's annual meeting is scheduled for February 10-11 at Saskatoon, Saskatchewan, and will be held in conjunction with the Saskatchewan Auctioneers Association Convention. This annual meeting will feature the first Canadian Bid Calling Championship and the first Best Canadian Auction Advertising Contest.

For further information, contact a director in your area or ACC president Karl Zajes, at the address above or phone 403-848-2508.

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State association reports

MAA held annual

The Montana Auctioneers Association held its annual convention in Lewistown, February 10-12. The three day convention included educational seminars and workshops, the annual business meeting, the merchandise and livestock auctioneer contests, activities for the ladies attending, and the closing banquet and dance. Special guest and keynote speaker for the convention was Howard Buckles, immediate past NAA president.

The merchandise contest winners were Kevin Gardner, first place; Davar Gardner, second place; Morris Gardner and Jack Bowser tied for third place.

The livestock division winners were Jack McGuinness, first place; Del Strommen, second place; and Pat Howey, third place. Lewistown Livestock hosted the livestock contest. Over 400 people attended, as 1500 head of cattle were sold.

The 1983 officers, elected at the convention are Robert McDowell III, president; Rick Stahl, vice president; and Carol Gordon. secretary. The new Directors are Colie Bass, and Morris Gardner, immediate past MAA president.

Indiana



INDIANA GOVERNOR Robert D. Orr, center, strikes a gavel proclaiming National Auctioneers Week in the Hoosier state. Indiana Auctioneers Association president Virgil Butts, left, and IAA director David Taylor assisted the governor. Decatur, Indiana, Mayor Harold B. Miller declared National Auctioneers Week thanks to the efforts of NAA member Edward Sprunger. The NAA news release and text of the proclamation, along with a signing ceremony photograph were published in a local Decatur newspaper.



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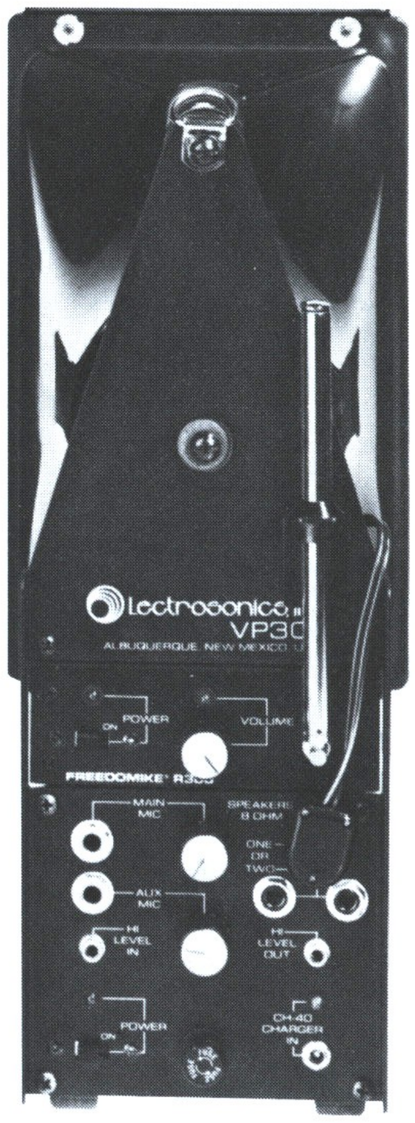
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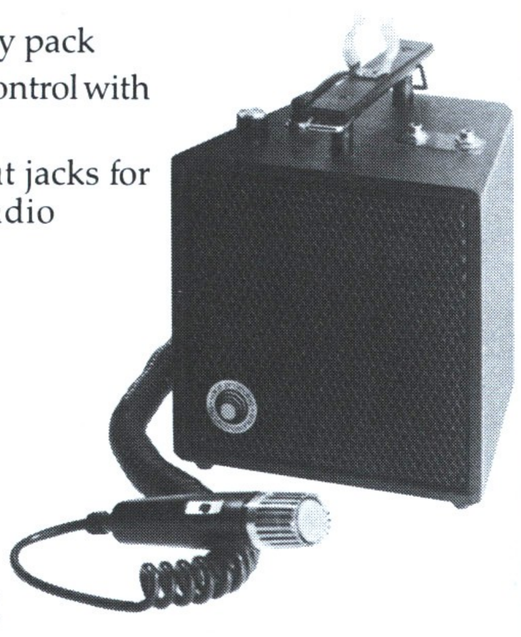
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CAA hosted annual meeting, seminars

The Colorado Auctioneers Association held its annual meeting in January, at a Denver Holiday Inn. NAA president Rex Newcom instructed on selling real estate at auction; and NAA director and past president, Chuck Cumberlin, held a bid calling seminar. CAA president Eldon Broughton discussed antiques at auction.

An evening social hour preceded the CAA Fun Auction raising over $700 for the Association. The next day, the CAA business meeting finalized the convention with the election of officers and directors: president Cookie Lockhart, Steamboat Springs; first vice president Gary L. Lockhart, Colorado Springs; second vice president Jim Civis, Lamar; and secretary-treasurer Steve L. McCrea, Denver.

Illinois proclamations signed

The NAA office received photocopies of Illinois proclamations for National Auctioneers Week, signed by Governor James R. Thompson, and Springfield Mayor J. Michael Houston. Both proclamations recognized the achievements of the Illinois Auctioneers Association and the state's auction industry.

Colorado



WRAY, COLORADO, MAYOR Jim McLaughlin, left, proclaimed National Auctioneers Week, and was presented an Honorary NAA Membership certificate by NAA member Troil Welton, also of Wray. The full text of the proclamation and the above picture were published in THE WRAY GAZETTE.

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In Memoriam . . .

H. G. BLACKWELDER, JR.

Mrs. Peggy Blackwelder, notified the NAA office of the death of her husband, H. G. Blackwelder, Jr., Concord, North Carolina, February 5, 1983. He had continued to work in his auction business despite a two-year illness from a malignant lung tumor that eventually took his life. Mr. Blackwelder was a graduate in the second CAI class, and was active in the North Carolina Auctioneers Association.

KINDELL KEETON

The NAA office was notified in March that member Kindell Keeton, Morehead, Kentucky, was deceased.

Minnesota



ALBERT LEA, MINNESOTA, MAYOR O. H. Hagen, seated, proclaimed The Week. Auctioneers present at the signing, from left, Eunice Michaelis, Hugh O'Byrne, Carol C. Lenz, Tim Allison, and Don Babbitt. Unable to attend the signing was another NAA member, Pat Callahan. The auctioneers pooled their promotion money and purchased four radio commercials to run each day during The Week, between 6 am and 2 pm. The radio also did live commercials, held interviews with the women auctioneers one day, and the men aucioneers towards the end of The Week. The women auctioneers were also interviewed by a local newspaper. In addition, each auctioneer did individual promotion for National Auctioneers Week.

Directory of state association presidents and secretaries — May, 1983

Alabama Auctioneers Association — President: Flora Parker, Rt. 3, Killen 35645. Secretary: John P. "Pete" Horton, 609 Hillmont St., Huntsville 35805, phone 205-536-7497.

Auctioneers Association of Arizona, Inc. — President: David * Yoke, 17613 N. 45 Ave., Glendale 85308. Secretary: Larry Everhart, 5033 N. 66 Ave., Glendale 85301.

Arkansas Auctioneers Association — President: Joe Wilson, * 2919 Marion Anderson Road, Hot Springs 71901. Secretary: Jayne Lowery, P.O. Box 34, Dennard 72629, phone 501-745-4261.

California Auctioneers Association — President: Grant Theodore, 4037 North Washington Blvd., P.O. Box 196, Livingston 95334. Secretary: Milton Costa, 11125 Tenth Avenue, Hanford 93230.

Colorado Auctioneers Association — President: Cookie Lockhart, * PO. Box 305, Steamboat Springs 80477. Secretary-treasurer: Steve L. McCrea, 7340 So. Costilla St., Littleton 80120, phone 303-795-5721, office 303-592-1840.

Florida Auctioneers Association, Inc. — President: Louis B. * Fisher, Jr., 437 East Atlantic Blvd., Pompano Beach 33060, phone 305-942-0917. Secretary-treasurer: Billy H. Wells, 121 Aldean Dr., Sanford 32771, phone 305-323-2820, office 305-323-8142.

Georgia Auctioneers Association — President: John Suarez, * 2025C Peachtree Road, Atlanta 30309. Secretary-treasurer: H. C. Thomas, 4C-3280 Austell Road SW, Marietta 30060. Executive secretary: Freddi S. Hagin, 6472 Church St., Douglasville 30134, phone 404-949-2010.

Idaho Association of Professional Auctioneers — President: Robert C. Hopkins, Jr., Route 1, Box 1036, Parma 83660, phone 208-722-5007. Secretary: Mrs. Robert Hopkins (same address.)

Illinois Auctioneers Association — President: Nelson Aumann, 603 Bottomley St., Nokomis 62075. Secretary: Harlan Henderson, RR 1, Box 133, Tuscola 61953, phone 217-253-3796.

Indiana Auctioneers Association — President: Virgil Butts, 204 N. Murhpy Ave., Brazil 47834, phone 812-448-1124. Secretary-treasurer Harry E. Buckles, RR 1 Box 262, Anderson 46011, phone 317-378-7924.

Iowa Auctioneers Association — President: Dean Leonard, Box * 583, Elkader 52043, phone 319-245-2520. Secretary-treasurer: Margaret H. Bloomer, Rt. #3 Box 43, Glenwood 51534, phone 712-527-3615.

Kansas Auctioneers Association — President: Milton Anderson, * 103 S. 4th, Manhattan 66502. Secretary: Rex B. Newcom, 215 S. Main, Whitewater 67154, phone 316-799-2278.

Kentucky Auctioneers Association — President: Chuck Layne, * 608 South Main, Franklin 42134. Secretary-treasurer: Ron Kirby, 604 North Main, Franklin 42134. Executive director: Wilma Atherton, Box 148, Hodgenville 42748, phone 502-358-3852, bus. phone 502-358-3812.

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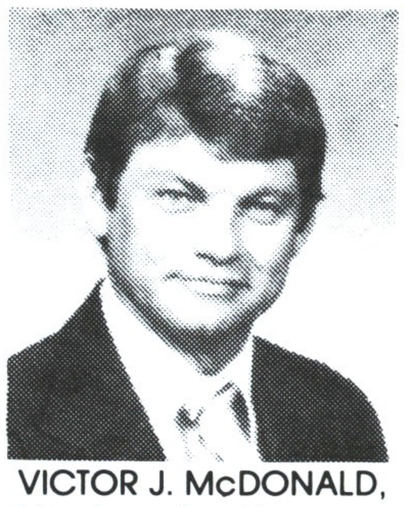
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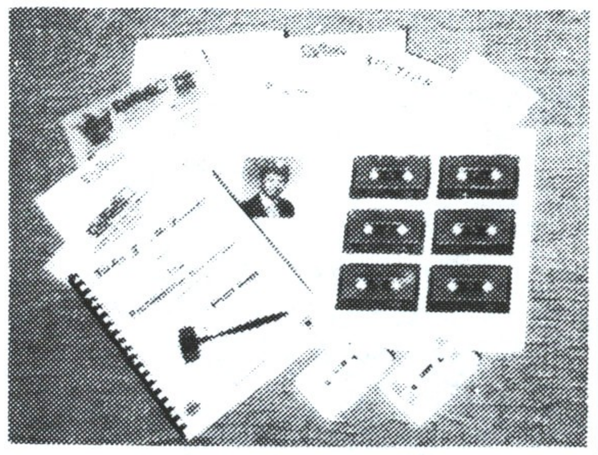
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Continued page 58

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* *Indicates a reciprocal membership agreement between the state association and the National Auctioneers Association.*

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State Association Conventions — Dates and Locations

Convention Dates	State association	Hotel/motel and city	Convention chairman or state association secretary
May 7-8	Missouri	Osage Beach	Doran Livingston
May 14-15	Okiahoma	Ramada Inn, Oklahoma City	Ray Patterson
May 21-22	South Carolina	Hyatt Regency, Greenville	Warren Wilson
June 5	Alabama	Montgomery	Pete Horton
June 5-6	Georgia	Hilton Hotel, Macon	Freddi S. Hagin
June 8-9	Wisconsin	Voyager Hills Inn, Reedsburg	Robert Massart
June 10-11	Texas	Lubbock	Dudley Althaus
June 10-12	South Dakota	Sheraton, Aberdeen	Kenneth R. Jark
June 11-12	North Carolina	Hickory	Johnston B. Gilbert
June 12-13	Tennessee	Holiday Inn, Briley Parkway, Nashville	E. B. Fulkerson
July 9-10	North Dakota	Medora	Jean Helgaas
July 27-30	**NAA Convention**	**Shamrock Hilton, Houston, Texas**	
November 6-7	Illinois	Holiday Inn, East Peoria	Harlan Henderson
November 12-13	Iowa	Red Fox Inn, Waverly	Margaret Bloomer

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

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

Successful auctioneering across the nation

Dusk to dawn auction kept all bidders awake

Central Village, Connecticut — An unusual auction event happened here in December last year, at the Robert H. Glass Auction Gallery. An all night marathon auction was conducted by NAA director **Robert H. "Bob" Glass** and his family of auctioneers and began at 6 pm Monday and concluded the following morning at 6 am.

The marathon auction was scheduled to coincide with the holiday season, last minute Christmas shopping and the return from college of the four Glass brothers and sisters, all auctioneers who assisted in the gigantic auction event.

However, the auction collided with what was believed to be winter's worst snowstorm, but only three inches of snow was recorded. Despite the storm, attendance was strong. The auction goers varied from 80 at 6 pm, to 175 at 11 pm, and attendance never dropped below 65 all night.

The Glass family offered the following incentives to the auction crowd:

1) Complimentary pizza dinner at midnight;
2) Turkey drawings at 1, 2, 3, and 4 am, for registered buyers who were present;
3) New merchandise every four hours;
4) Complimentary French breakfast at 6 am (ham and egg served on a criossant).

At 9:30 pm a recess was called in order to uncover merchandise that had been concealed under tables, in the back of the hall and in the 18' truck parked out front.

At 5:15 am, the last item to be sold was announced as people lined up to check out. Then, someone in the audience shouted, "We want more" and the remaining 64 people chimed in. Bob Glass went back to his truck for a third time and unloaded items that even he hadn't seen before.

This time the final item was sold at 6 am and the French breakfast followed. Everyone went home satisfied, a little sleepy but satisfied. Glass described the auction this way, "it was a fabulous event for all who attended and a rewarding experience for our auction company. We had happy customers, good fellowship, and strong prices. Events like this can happen only in the world of the auction."

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NAA member reflects on 37 years in the business

He started in 1945 and became semi-retired in 1982, after hundreds of auctions, "more than he can remember". NAA member **Reuben Stroh,** Loveland, Colorado, had a chance to reflect on his 37 year auction career in an article for the Loveland DAILY REPORTER-HERALD last November.

Stroh began in a sale yard in nearby Greeley after practicing the auction chant while working on the family farm. That led to a partnership with his brother, **Ray Stroh,** also an NAA member, and the two held auctions all along Colorado's Front Range in neighboring states, and as far away as Arkansas.

Now, 70, Reuben still handles auctions when asked to, putting to use his years of experience. Stroh explained in the newspaper article that after a while he could tell just by looking at someone's eyes if they were going to bid on an item or not; and could also tell when a person was going to stop bidding.

Even after 37 years, Stroh is not tired of auctioneering. "I've met a lot of people and made a lot of friends, and I still pick up little things every time I go to an auction. It's interesting."

Condominium developer chose "most effective way" to market

At the Ocean Crest condominiums in Jupiter, Florida, 61 units still remained unsold in January; that is, until the developer decided to have an auction. Before the five hour sale was over, all 61 luxury, oceanfront condos were sold, averaging $100,000 a unit, totalling $6.2 million. Conducting the successful auction was NAA member **Jim Gall,** Miami, who is also the president-elect of the Florida Auctioneers Association.

The auction was the topic of a number of newspaper articles, everything from "Biggest condominium auction ever" to "Agents, local resident irate over condo auction" and "Auction draws sell-out crowd". A follow-up newspaper article not only interviewed Gall about the benefits of the auction method, but also quoted NAA/Florida members **Ben Campen, Bob Woods, Billy Wells,** and **Jim Graham.**

Continued page 60

Needless to say, Gall was quite pleased with the success of the Ocean Crest condominiums auction. He explained to his buying public — via newspaper article — that "people are realizing in real estate that the auction method is the quickest, most effective way to get all the cash in a short period of time. I predict that within the next four years, 50% of the real estate sold in Florida will be sold at auction."

Luxury condominiums finally sold in Miami

The developer wanted to dispose of inventory and cut losses, but also wanted to "give people a condominium they could afford to own". During a four-day auction in March, 225 Miami condominiums sold for $100,000 to $334,000, with discounts of 30-45 cents on the dollar. Conducting the very successful auction was NAA past president **Marty Higgenbotham,** Lakeland, Florida.

The condominium auction business has been "heavy" for the Higgenbotham company, auctioning about 1000 units in 12 months. Previously, 250 units were auctioned in an average year.

A local real estate consultant had recommended the auction, observing that it would take an estimated three years for the overbuilt Miami condominium market to absorb the existing inventory. Volume buyers, for example, were able to buy 30 units for a cost of about $4 million.

First annual, San Francisco "Americana" auction

Over 800 lots of fine antiques were sold on a no minimum, no reserve, no buyer premium basis during a two day auction for Witherell Enterprises, Healdsburg, California in March near the San Francisco airport.

Auctioneer was NAA member **Robert A. Doyle,** Fishkill, New York. He conducted the sale at a quick pace, averaging 60 lots an hour non stop for seven hours straight, both days.

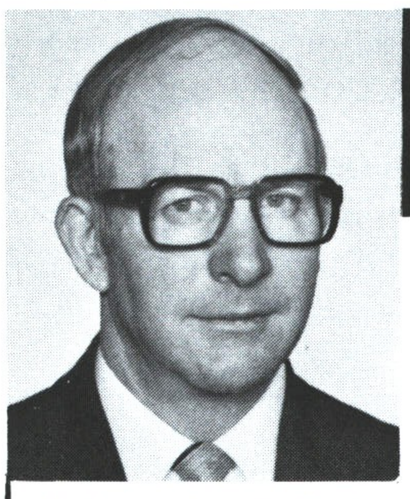
Each bidder was required to post a $50 registration fee (refundable with purchase), and the room was packed to a standing room only with over 400 in attendance.

Highlights of the sale included the ornate backbar from the "Ponderosa" used in the television series "Bonanza," complete with documentation, and photos of the Cartwrights; a coin-operated Carrousel in an oak case, $10,000; a U.M.C. Cartridge Board in excellent condition $4,750; and an engraved Colt Lightning rifle brought $8,000.

Witherell and Doyle have already signed contracts to produce the "Americana" auction next year.

Meek chairs highlight Illinois auction

NAA member **Richard Gaskill,** Monmouth, Illinois, conducted a successful antiques auction in



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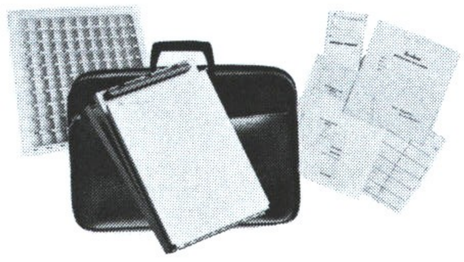


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February. Highlight of the sale was a pair of Meek side chairs that sold for $1875 apiece. Other high selling items included: a three-piece walnut bedroom set, $3500; and unusual Phillipine black mahogany hall table, $830; and a marble top, walnut sideboard reached a final bid of $750. A set of rose carved chairs also brought $750. Arrowheads sold for as high as $100.

Auctioneer Gaskill attributed the success of the auction to good quality antiques.

Antiques sell well in January

Gaskill's Action Auction Service of Monmouth was the sight of a large estate auction January 7-8. Everything from furniture, lamps, and glassware, to weayons, toys, and primtives sold well.

High selling items included: a walnut Etagere, $3500; a walnut cylinder bookcase, $2125; a very unusual baby carriage, $900; and a beautiful, blue, four faces lamp sold for $850. An evening auction of weapons and Indian artifacts also went well; a pair of moccasins brought $300. Other artifacts averaged $35 apiece, with one stone selling for $130.

Auctioneer Gaskill worked to a large crowd of 500, representing 12 states.

"MaineLife" magazine featured George Martin

The March/April issue of "MaineLife" contained a three page article on NAA member **George Martin**, East Lebanon, who is also the secretary of the Maine Auctioneers Association. An auctioneer for over 35 years, George explained his unique combination of showmanship, and wit when he approaches the podium as "Your Yankee Auctioneer".

One Martin quote in the article provided an answer to a question often asked of auctioneers — what is something worth? "Now, George, my neighbor tells me that I can get $250 for this item." He responds, " and did your neighbor offer to buy it?"

Doll auction draws Wichita crowd

More than 500 dolls of all types were sold at auction February 12 at the Airport Hilton Inn, Wichita, Kansas. Conducting the sale of the large collection was NAA member **John Woody,** Douglass. Owners of the collection, Mr. and Mrs. Eugene Dunn, also offered wicker buggies and carriages, doll furniture and dishes in the auction. Mrs. Dunn's mother started the collection more than 30 years ago.

Continued page 62

High selling dolls at the Woody auction included: a 26" Bisque Clown Doll, Germany SH 170/4, 1901, jointed composition, $1200; a 28½", SFBJ 256 Paris 1900 Laughing Boy in Baseball Suit, jointed composition body, $2700; and a rare pale French Bisque, 32" Tete Jumeau 1887 Diplome de Honneur, cork pate, sold for $2100. A wicker doll stroller sold for $225.

Twice 1983 Florida auctioneer champion

NAA member **Louis B. Fisher, III**, Pompano Beach, has been twice picked as a 1983 state champion auctioneer. His first contest was at the Florida Auctioneers Association December, 1982; but he was also chosen as the 1983 Florida State Champion Auctioneer in February, 1983 at the Florida State Fair in Tampa. Louis, 25, is the only auctioneer in the state's history to win first place in both contests.

The December contest was judged by his fellow FAA members, and the February contest was judged by the public. Louis is the son of NAA director **Louis B. "Benny" Fisher,** brother of **Lamar Fisher,** a finalist in the December contest, and husband of **Mitzi Anderson Fisher.**

Article speaks well of real estate auctions

It was the headline and first paragraph that probably made a very positive impression on readers, about NAA member **James Mitchell,** Bradenton, Florida, and the auction team at Dietch's Realty Inc.

Real estate auctioneers are
getting results for sellers
Morgan Stinemetz
BRADENTON HERALD Staff Writer

"There are four to five thousand pieces of property for sale right now in Manatee County," James Mitchell, real estate broker and auctioneer, said in a deep, resonant voice. "But we put all our emphasis — our real estate spotlight,

Continued page 66

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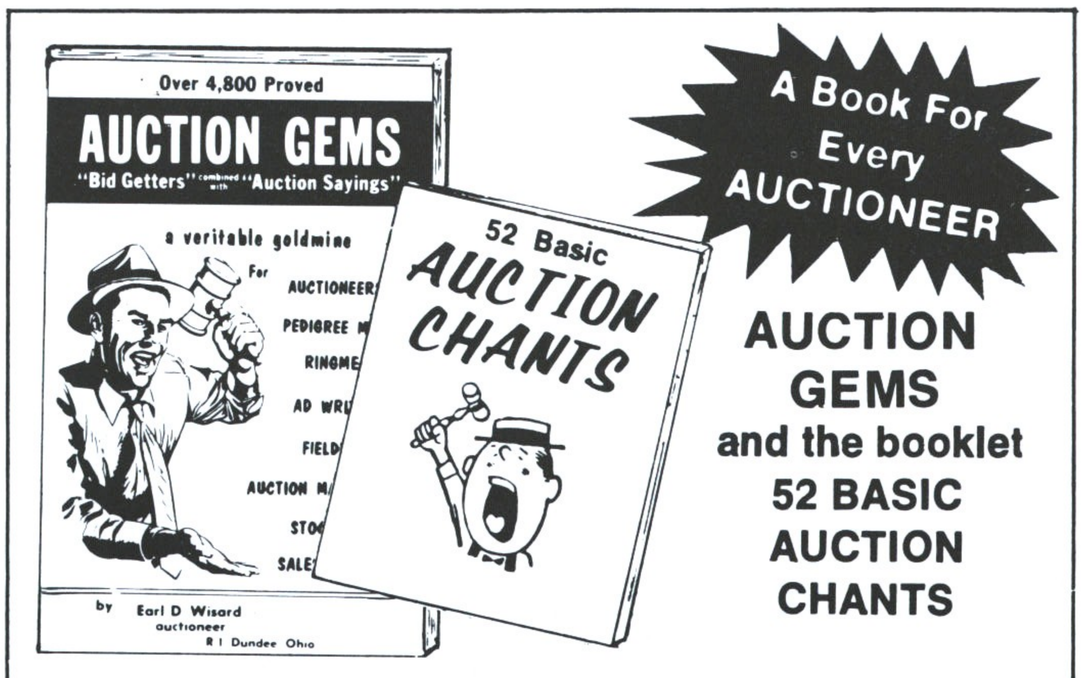
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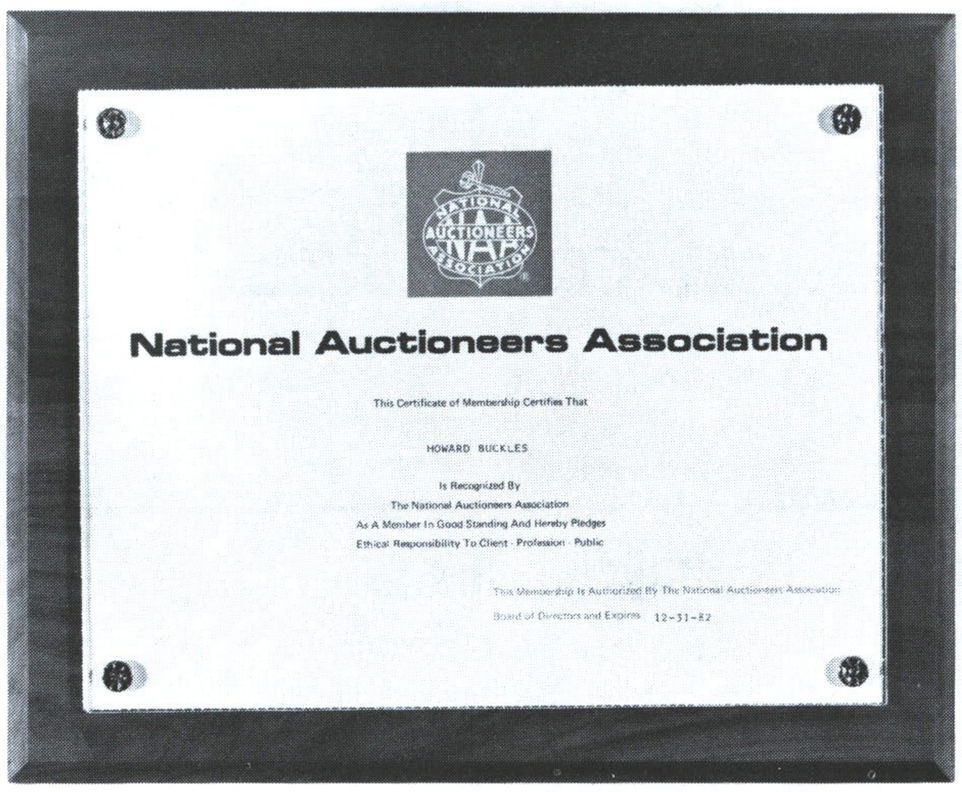
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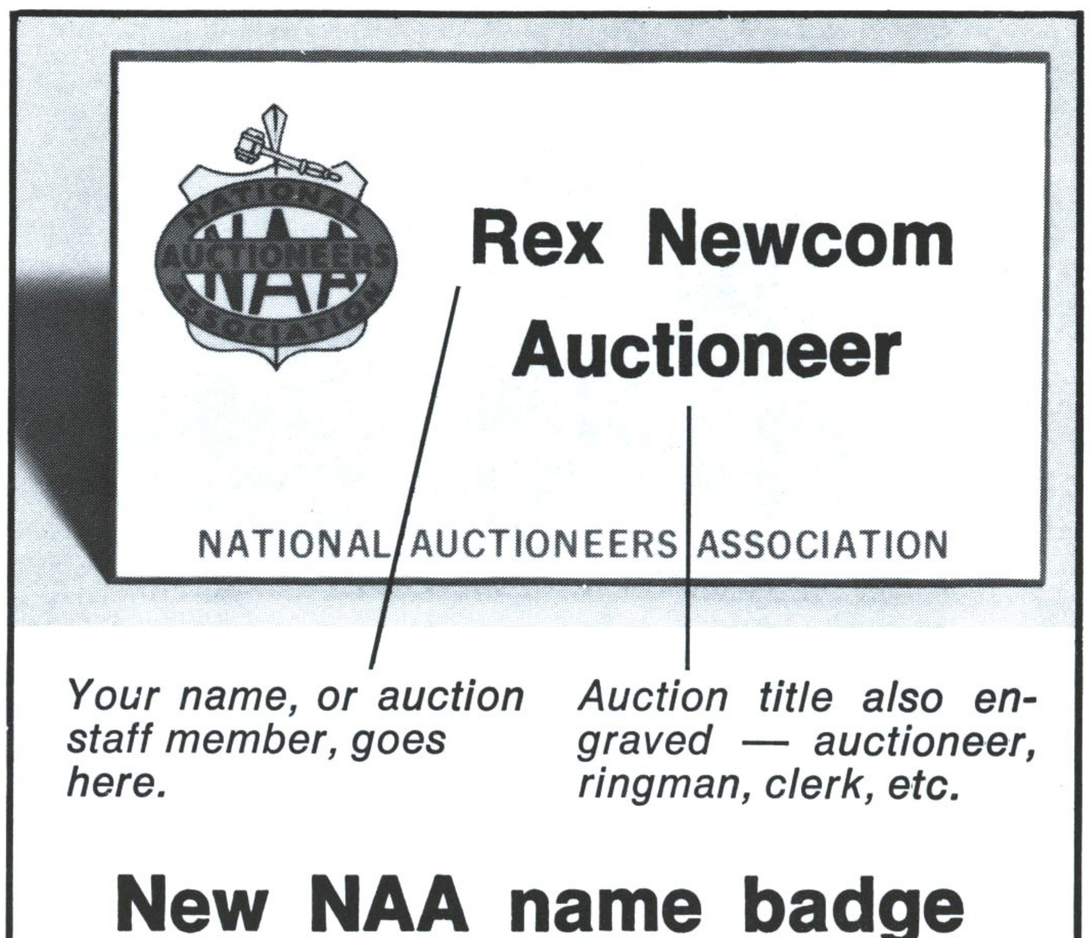


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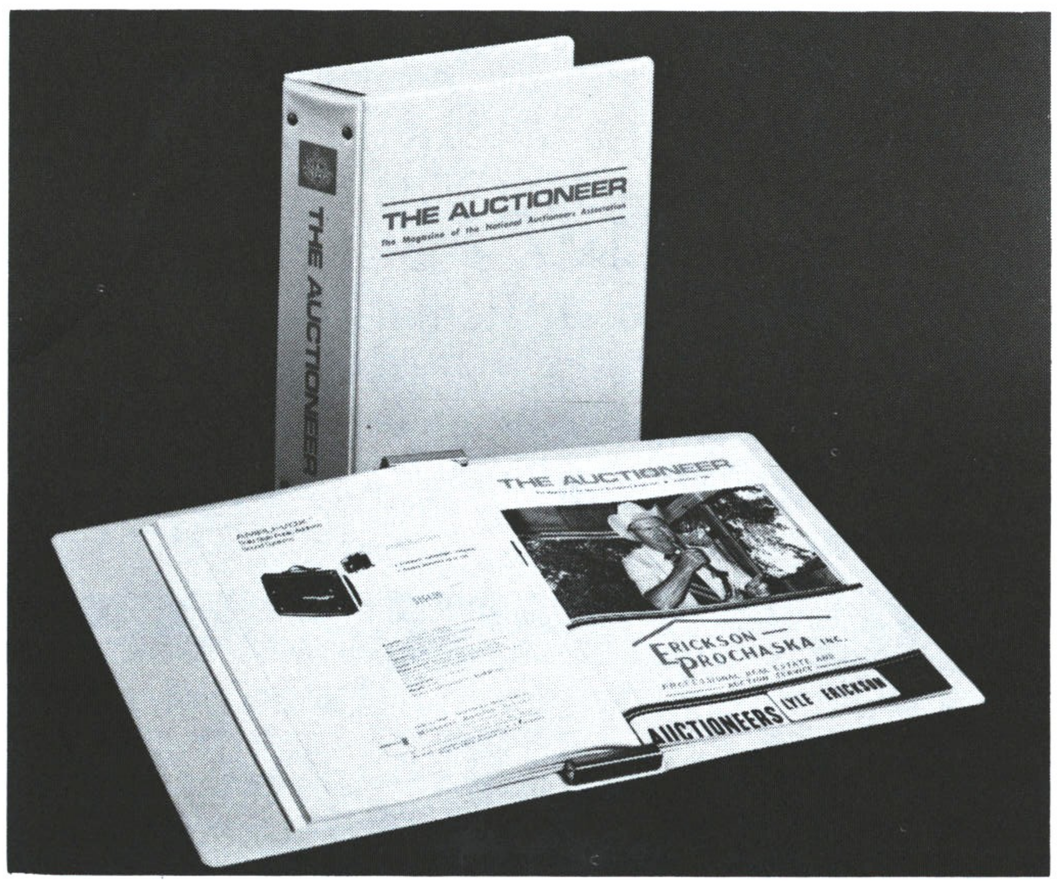
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so to speak — on only three to six pieces of real estate each week. We sell most of them."

Auctioneer Mitchell is the head of a group of real estate auction specialists at the realty firm which get 7% commission on residential property and 10% on commercial and acreage. The rest of the newspaper article described how real estate auctions sell property, and how successful Mitchell has been — properties selling at about 85% of listed value, with a 90% success rate in marketing the properties they agree to auction.

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FIVE STAR REPORT

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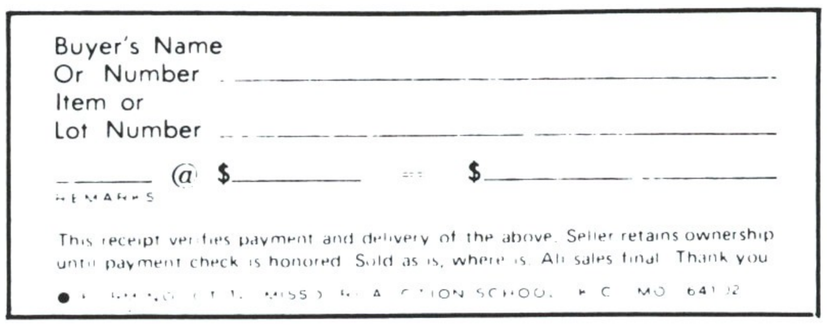
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3. **AGENCY COMMISSION:** Agencies must add amount of commission to stated rates above and collect from advertiser.
4. **COPY AND CONTRACT REGULATIONS:** The editor reserves the right to reject any advertisement. No cancellations accepted after closing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

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

CLERK-SAVER® — World's No. 1 Clerking System

More Professional Auctioneers Use the Clerk-Saver® System Than Any Other Method.



THE CLERK SAVER® IS:

- *Fast — check out in minutes.*
- *Accurate — Clerk writes buyer, item & price. Cashier writes nothing.*
- *Less expensive than any known system.*
- *Keeps a running total of the sale.*



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

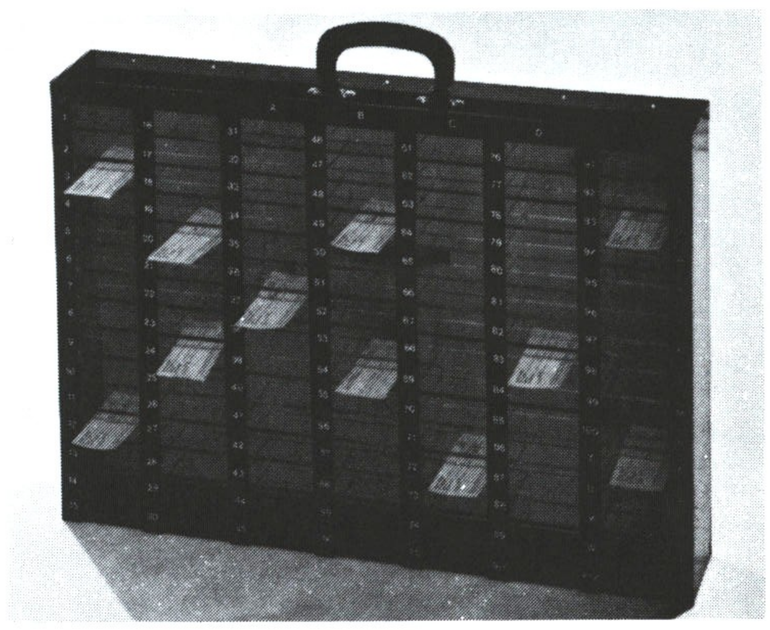
  Original and 2 copies on NCR paper (makes its own carbon copies) 8½x11" sheets perforated to make 12 tickets 1¾x4½". This is an extremely fast, easy, and accurate combination clerking and cashiering form. This one form replaces both the standard clerking sheets and cashiers statement. You'll like these.

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

- **ALUMINUM WRITING TRAY**

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

  Aluminum Writing Tray $14.95

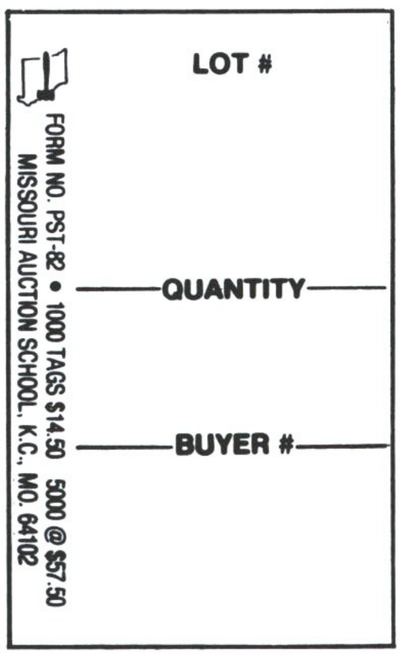


- **100 SLOT SMOKED PLEXI-GLASS CLERKING TICKET FILE**

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

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

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



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

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

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

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

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

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

SPECIAL CLERK SAVER STARTER KIT

THE SPECIAL KIT INCLUDES:

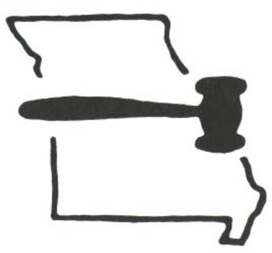
- Aluminum Writing Tray
- 9,000 CT-12 Clerking Tickets
- 1 Pad FS-69 Final Settlement Forms
- 1,000 BC-70 Buyer Cards
- 3 Pads BR-69 Buyer Registration Forms

All of the above plus:

One 100 Slot Clerking Ticket File (a $117.90 Value) Only **$89.95**

SAVE $27.00

Payment with Order—We Pay Postage . . . C.O.D. Orders—You Pay Postage
Order by Mail . . . Send Check or Money Order To:



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

PHONE: 816-421-7117

Now. . . . .

COLONEL®..."The Sound That Sells"
The all new *COLONEL* Series of Portable Heavy Duty P.A. Systems Designed Exclusively for Auctioneers



COLONEL 6 ®

- Astatic Model 959L Anti-Feedback low Impedence professional ball-type dynamic cardioid microphone with on-off switch, detachable 10 foot coiled cord, and built-in windscreen.
- SPECIFICATIONS: Batteries Eight "D" size flashlight batteries (not included) (Alkaline batteries will give many hours of extra service).
- Rugged metal re-entrant 9" weather resistant 8 ohm horn speaker.
- DIMENSIONS: 11¾" High x 8" Wide x 9¼" long.
- WEIGHT: 7 lb., 12 oz.
- There is a two year repair or replace warranty on everything except batteries.

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



COLONEL 7 ®

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

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

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

Payment with Order—We Pay Postage . . . C.O.D. Orders—You Pay Postage
Order by Mail . . . Send Check or Money Order To:

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

PHONE: 816-421-7117

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

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