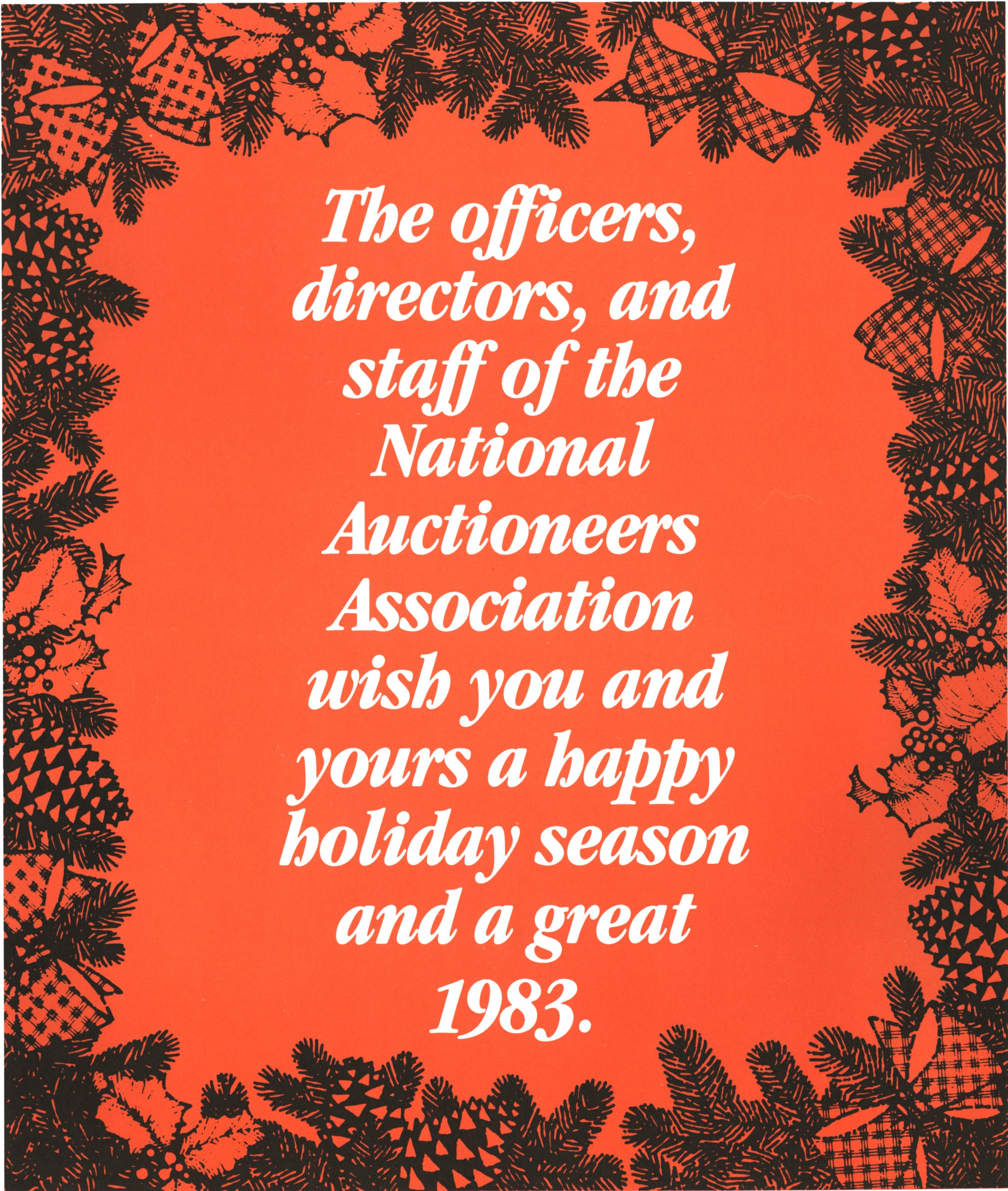


THE AUCTIONEER

The Magazine of the National Auctioneers Association ● December, 1982



*The officers,
directors, and
staff of the
National
Auctioneers
Association
wish you and
yours a happy
holiday season
and a great
1983.*

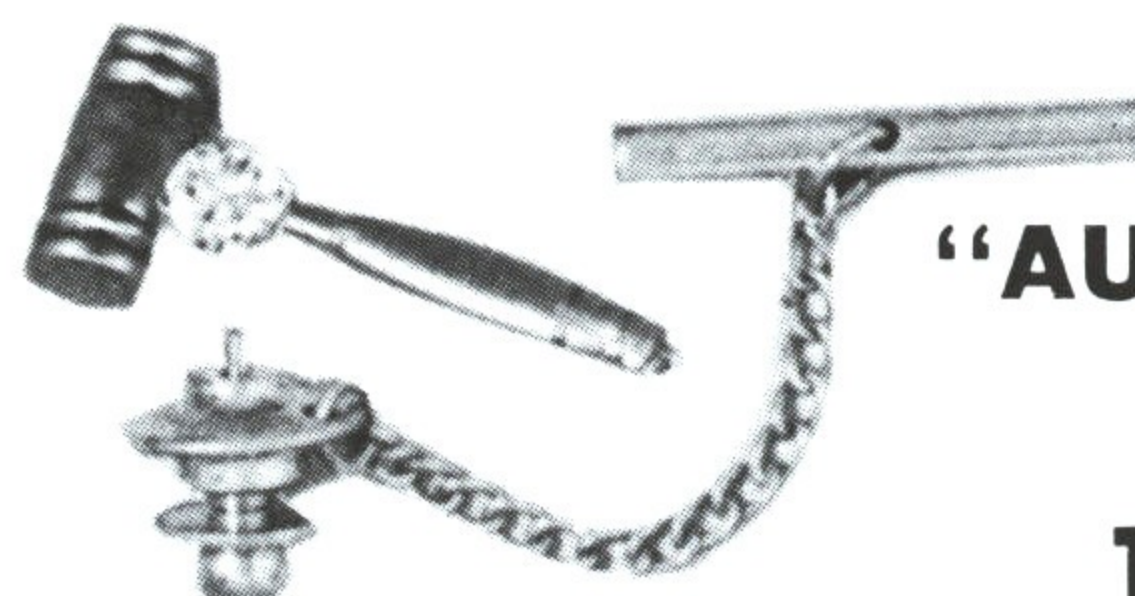
ATTENTION ALL NEW AND OLD MEMBERS OF NAA



Stetson "Wisp"



Auctioneer Hat



**"AUCTIONEER'S
GAVEL"**

TIE TACK

It has been fifteen years since we had the idea that NAA members should have something evident that would make them stand out in a crowd so that no one would wonder "Who is in charge of the sale?" We started at the top and designed a hat, pictured above, that comes in beautiful "silver belly" felt in three brim sizes: 2 1/8" - 2 3/8" and 2 5/8". Silver belly is light grey and it comes with a red satin lining and the NAA emblem is embossed in gold on the inside crown. This design and shape went over so well that we soon added the Milan straw in the same brim widths. The summer Milan straws come in light tan and can be worn with about any color clothing.

I then began to get calls for white Panamas and I prevailed on the folks who manufacture our hats, Stetson Hat Company, Inc., makers of the famous John B. Stetson hats, to make us a white Panama with a 2 1/2" brim. We have now added the Panama to our line of hats.

Those of you who like the traditional Western style hat kept after me to add a truly Western-type head piece, so we did. We

added the most popular style Western hat sold in the world today — "The Wisp". The Wisp, pictured above, is worn by the "Marlboro Man" and can be seen in about every magazine that advertises cigarettes. Our Wisp is silver belly and is 4X quality and has a 3" brim.

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

The next item we added was the London Fog type jacket. Primarily a windbreaker type jacket with lined sleeves and it comes with the beautiful 4-color embroidered 3 1/2" NAA emblem patch attached to the left breast. Just right for spring and fall weather. You can also order the patch separately.

NOW, HERE COMES THE BIG ONE!

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

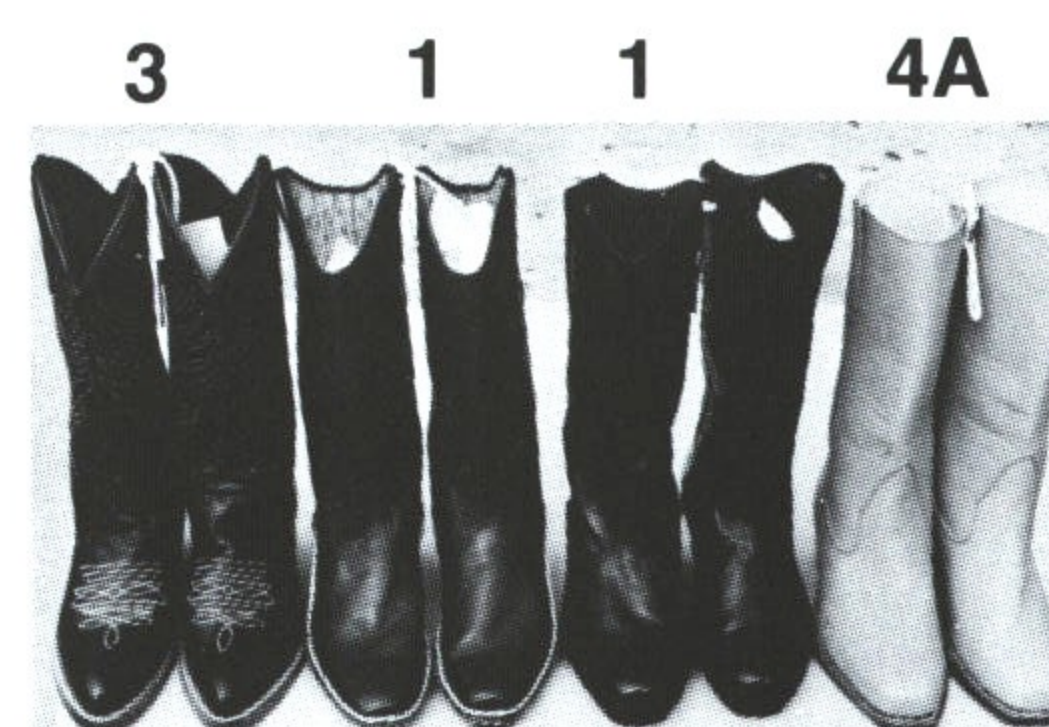
Here is the good part and why we bought the factory. Costa Rica is the only democratically controlled country in Central or Latin America. But, their economy is shot. When I was there two years ago it took 8 colonies (Costa Rican money) to make one of our dollars. When I was there this time it took 50 colonies to make a dollar. What this means is that the colonies have dropped from 12 1/2¢ to 2¢. Workmen in Costa Rica earn an average of \$500.00 per year or 25¢ per hour. These boots I am offering today would have cost \$175.00 to \$200.00 in American money two years ago. If the colonies come back in value we will not be able to do what we are doing now. I would advise you to get your order in now while the low, low price is prevailing on these beautiful, hand-made, easy wearing, bedroom shoe-feeling, multi-colored boots. Remember, you must be satisfied or 'ole Craig will make it right.

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

Felt Silver Belly Auctioneer Hats	\$45.00
Wisp 4X Beaver (Western Style)	55.00
White Panama (2 1/2" brim only)	25.00
Milan Straw (3 brim sizes)	22.00
London Fog type jacket w/emblem	30.00
NAA Emblem - 4-color Embroidered	3.00
Hand-made Boots (styles 1 & 2)	75.00
Hand-made Boots (styles 3, 4 & 4A)	80.00
Tie Tacks (18K gold, sterling silver, gold plated w/ or w/o diamonds and man-made diamonds)	from \$50.00
— Write for prices.	
Deer and Pig Skin Gloves	\$18.00 - 20.00

PLUS 4% SALES TAX

PLEASE INCLUDE BRIM WIDTH AND SIZE OF HATS AND BOOTS AS WELL AS STYLE-NUMBER OF BOOT.



3 2 4 2

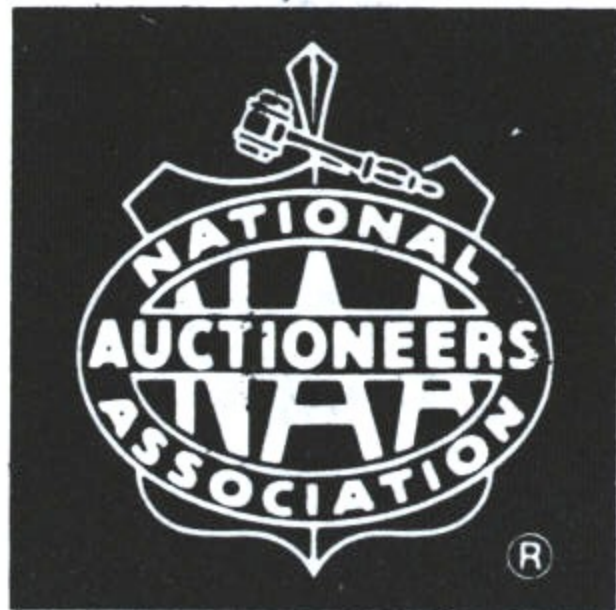
COLONEL W. CRAIG LAWING

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

Telephone: Area Code 704/ Office 399-6372

Home 399-3260





Letters to THE AUCTIONEER

Do you know these auctioneers?

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

Peter E. Desideri, 5041 N.W. 83rd Street, Fort Lauderdale, Florida 33319

A. Howard Golden, 9804 S. Stoney Creek Road, Carleton, Michigan 48117

Donald W. Lewis, P.O. Box 3033, Fayetteville, Arkansas 72702

You may have to sell one at auction someday — pet “hotel” kennel features air-conditioning, mood music, television, gourmet pet foods, and sheepskin beds. Only \$3 keeps your pet, but extra for family suites and swimming pool privileges.

AMERICAN BUSINESS

Need License Law Information?

For current license law information, consult the “License law update” on page 13 of the April, 1982, AUCTIONEER magazine.

If you need additional information about states which have auctioneer license laws, write NALLOA. Any and all correspondence with the National Auctioneer License Laws Official Association should be sent to the address below.

NALLOA
P.O. Box 5774
Lincoln, Nebraska 68505-0774

Add these members to your Directory

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

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

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

Additions to your NAA member Directory

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

NEBRASKA

BLANK, WILLIAM, Madison 68748

NEW JERSEY

LUBMAN, MAURY, 1080 Main Avenue, Clifton 07011
(Please omit Mr. Lubman from New York list.)

OHIO

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

PENNSYLVANIA

WELCER, JOHN, 724 Chain Street, Norristown 19401

A great many members have never sponsored an auctioneer for membership in the NAA, seeming to think that the “other fellow” will take care of our Association growth and advancement.

Someone has said that a chain is only as strong as its weakest link. So also will the NAA prosper and grow only in proportion to the manner in which the individual member makes his or her influence felt.

Certainly you have some influence. Then why not put it to use? If you have never done so, set out in an honest-to-goodness effort to sponsor a new NAA member. How about it?

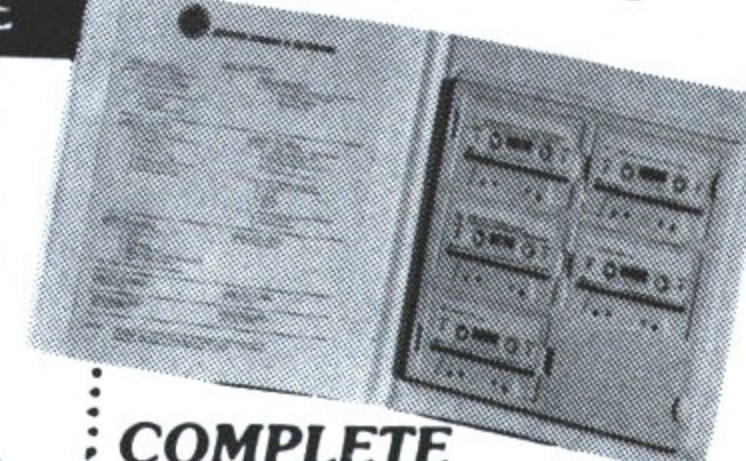
B. G. Coats

Learn Auctioneering AT HOME

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

American Academy of Auctioneers
1222 No. Kenwood, Broken Arrow, OK 74012

FREE CATALOG



COMPLETE COURSE \$49.95

1982-83 Officers

PRESIDENT

Rex B. Newcom, CAI
Box 458
Whitewater, KS 67154
Phone: 316 799-2278

PRESIDENT-ELECT

William L. "Bill" Gaule, CAI
909 West Walnut
Chatham, IL 62629
Phone: 217 483-2484

VICE PRESIDENT

Sammy L. Ford, CAI
P.O. Box 445
Mount Vernon, KY 40456
Phone: 606 256-4545

EXECUTIVE VICE PRESIDENT

Harvey L. McCray
135 Lakewood Drive
Lincoln, NE 68510-2487
Phone: 402 489-9356

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
Phone: 901 587-4244

Gary Day, CAI
2484 N.W. Thurman St.
Portland, OR 97210
Phone: 503 222-9000

Ronald C. Harris, CAI
2000-G Sullivan Road
Atlanta, GA 30337
Phone: 404 996-7355

William M. "Bill" Yonce, CAI
P.O. Box 4867
Florence, SC 29502
Phone: 803 665-6060

Terms Expiring 1984

Archie D. Moody, CAI
P.O. Box 795
Darlington, SC 29532-0795
Phone: 803 393-0431

Harry A. Anderson, CAI
R.D. 2, Box 50
Georgetown, PA 15043
Phone: 412 573-9533

Louis B. "Benny" Fisher, CAI
437 East Atlantic Blvd.
Pompano Beach, FL 33060
Phone: 305 942-0917

Robert H. "Bob" Glass, CAI
Box 237
Central Village, CT 06332
Phone: 203 564-7318

Walter J. "Wally" Laumeyer, CAI
7306 Cleve Avenue East
Inver Grove Heights, MN 55075
Phone: 612 455-9547

Terms Expiring 1983

Charles E. "Chuck" Cumberlin, CAI
P.O. Box 248
Brush, CO 80723
Phone: 303 842-2822

Richard T. Kilo
2805 Fulton Drive NW
Canton, OH 44718
Phone: 216 453-9187

Hugh B. Miller, CAI
18040 Volkman Road
Evansville, IN 47711
Phone: 812 867-2486

Dean H. Parker
P.O. Box 3266
Logan, UT 84321
Phone: 801 752-7701

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

THE AUCTIONEER

DECEMBER, 1982

Volume XXXIII, Number 11

FEATURE ARTICLES

"Alternate Plan" vital on auction day NAA president Rex B. Newcom, CAI	5
Legal Aspects of Auctions	
Bidding pools, legal or not, Gregory E. Michael	6
Benefits cited in hiring your children	8
Headquarters Relocation Fund Report	
Spring construction estimated for NAA Headquarters Martin E. Higgenbotham	9
Medical insurance exclusively for NAA members	11
Win \$50, \$150 in NAA membership contest	14
Hire, be hired in NAA "Job Market"	17
Priceless — the help of Association members, Mrs. Sherri Theurer	18
NAA Seminars in January, February	
Check topics	23
Registration information/forms	24, 25
Seminar instructors	27
NAA officer/director articles	
The advantages of absentee bidding, Joe Small, CAI	30
Big dollars and fun at charity auctions, Wally Laumeyer, CAI	35
Work closely with personal property clients, Howard Buckles	37
NAA/CAI members on British study tour, Gretchen Martin	40
Real Estate at Auction	
Urea-formaldehyde foam? One more thing to disclose	45
Antiques at Auction	
10/10 commission remains controversial	46
Livestock at Auction	
A tradition — Charles Riley and the buffalo auction Gary Carmichael	52
Members Hansford, Kessler finalists in tobacco championship	63

DEPARTMENTS

Auxiliary to the NAA	39	Spotlight on	
Letters to		NAA Auctioneers	60
THE AUCTIONEER	3	State Association	
In Memoriam	67	Conventions	67
State Association Reports	64	Advertiser's Index	70
State Association Officers	67	Advertising Rate Schedule	70
Successful Auctioneering	69		

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

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

Editorial and Advertising copy must be received in the NAA office on or before the 10th day of the month preceding date of issue. New Advertisers must submit payment in advance (with copy) before

advertising can be accepted. See rate schedule on last page.

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

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

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

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

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

“Alternate Plan B” vital on auction day

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



It's easy to get a feeling of how great we are, and how knowledgeable we have become. However, while hiding behind all of the wisdom and knowledge we believe we possess, we often fail to see just how fallible we can be. The best laid plans can be interrupted and if we don't have a backup to carry out our program for auction day, we can lose everything we have worked and planned so hard to obtain.

During my flight from Binghamton, New York, to Washington, D.C., after attending the New York State Auctioneers Association convention — a great convention — I was reminded how great it is that man has defied gravity and achieved flight. However, when mechanical problems occur, man's achieved flight remains on the ground! That was the case on this trip.

With one flight cancellation after another, and with many ticket changes and baggage shifting, an alternate route was found. My destination was reached, but only because a backup system was put into play.

I wonder how many times we build backup systems or alternate plans into our auction programs? I'm referring to that “Alternate Plan B” which will carry us through when the unexpected happens on that all important day of the auction. Dedicated auctioneers will do everything in their power to provide and conduct an excellent auction. However, the best made plans may go wrong!

Experienced, professional auctioneers will have in their program an alternate route to help guarantee a successful auction. The experienced, professional auctioneers must always realize, just as the Passenger Traffic Controller at Binghamton Air Terminal realized, that there can be another way to get to where you are going when your well-laid plans are interrupted by obstacles over which you have no control.

Blueprints for many of these alternate plans will be provided to “Auction Traffic Controllers” — NAA members — at the January NAA Real Estate at Auction Seminar (Louisville, Kentucky) and at the February NAA Antiques at Auction Seminar (New Orleans, Louisiana). **President-elect William L. “Bill”**

Gaule, the 1983 Seminars Chairman, has excellent programs planned for us in these two, very informative and educational seminars.

I honestly believe there is no way that you, as an auctioneer, can afford to miss these presentations, conducted by some of the finest professionals in our business today.

During my rescheduled flight from Binghamton, New York to Washington, D.C., and while gazing out of the plane's window I saw a panoramic view of Washington, D.C., lights glistening in all of their splendor. What a beautiful sight to behold!

The sparkling lights suggested to me the bright and cheerful month of December. May we all pause in our busy schedules to become involved in a wonderful and beautiful holiday season and the promise of a coming new year.

On behalf of my wife, Naomi, and my family I wish all of you the happiest of holidays and a prosperous beginning for 1983.

MOVE MERCHANDISE IN DALLAS, TEXAS

When you advertise in the Sunday, Dallas Times Herald, you reach more than 672,000 readers in the Dallas area.

When you want to reach auction goers with money to spend, Dallas is the place and the Dallas Times Herald is the newspaper.

Now featuring “The Auctioneer” every Sunday in the Classified section.

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

**REPPERT SCHOOL OF
AUCTIONEERING, INC.**

Box 189

Decatur, Indiana 46733

TUITION \$400 FOR 3-WEEK TERM—

ALSO HOME STUDY

Next Terms:

JULY 25 — AUG. 12, 1983

NOV. 28 — DEC. 16, 1983

FOUNDED IN 1921

Write or call for more information

219-724-3804

G. I. APPROVED — A.C. 0033



**The Legal Aspects
Of Auctions . . .**

**Bidding pools,
legal or not?**

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

The recent articles in *THE AUCTIONEER* prompted me to revive some research which had been previously done concerning bidding pools or "rings".

Essentially, a bidding pool or ring is a group of bidders that agree in advance not to bid against each other on particular pieces in which they all have some interest in acquiring. The history of rings dates to England when it was customary for collectors to retain dealers to bid on selective pieces at auctions. The dealers, desiring to keep their acquisition cost at the lowest possible level began to organize and conspire to control bidding at auction sales. Many times dealers interested in certain types of items such as silver or furniture would "ring" together, thus several rings might exist at any one sale.

As most auctioneers are aware, after the auction, the purchases made by the ring are sold at a private or "knock-out" auction among the members with one of them acting as the auctioneer. Any profit from the private sale is then distributed among the members of the ring. As can be imagined, the invasion of an auction by a ring has a tendency to depress prices and actual market values of many fine pieces.

Since auctioneers are engaged by clients to produce the highest possible price for the goods sold, what, if anything, can an auctioneer do when confronted by the ring? In England, rings are declared illegal by statutory law. In the United States, the legality of rings is not so easily answered. It has been said that rings are illegal under the anti-trust statutes which generally prohibit conspiracies and restraint of trade. (*American Tobacco Company v. United States*, 328 U.S. 781 (1946)). (See also 15 U.S.C.A. S 1 "The Sherman Anti-Trust Act" which states in part that every contract, combination in the form of trust or otherwise, or conspiracy, in restraint of trade or commerce among the several states, or with foreign nations, is declared to be illegal. Every person who shall make any contract or engage in any combination or conspiracy hereby declared to be illegal, shall be deemed guilty of a felony. This act provides for a \$100,000.00 fine and three (3) years in jail).

As a practical matter, however, gaining any en-



**joe small
auctioneers, inc.**

3114 Garden Brook Drive • Dallas, Texas 75234 • 214/241-1912

**ATTENTION
AUCTIONEERS
ANTIQUE SHOPS
WHOLESALE OUTLETS**

WE CAN SUPPLY YOU WITH

40 FT. CONTAINERS

OF BEAUTIFUL ANTIQUE FURNITURE, COLLECTABLES, AND BRIC-A-BRAC DIRECT FROM ENGLAND, IRELAND, SCOTLAND AND WALES. WE OPERATE A LARGE, WELL-RESPECTED AUCTION GALLERY AND ARE ONE OF THE LARGEST IMPORTERS IN THE SOUTHWEST.

- Merchandise Carefully Selected For Your Particular Market
- All Levels Of Quality Available
- Excellent "Mix" Of Items
- All Customs, Duties, Fees, and Freight Paid
- Guaranteed Delivery To Your Door

**CALL US NOW FOR PRICES AND REFERENCES!
(214) 241-1912**

member national auctioneers association and texas auctioneers association
Joe Small, CAI TXE-012-0252

forcement of small local rings by the federal authorities would be extremely difficult and cumbersome. What about state laws? While many states have statutes prohibiting collusive bidding practices between the auctioneer and bidders in the crowd, (See New Hampshire RSA 358-G) it does not appear that any states have specific laws outlawing or barring bidding pools or rings. However, many states have adopted consumer protection legislation which could be used to bring action against ring members. Finally, at least one state by Court decision has outlawed or defined the legality of bidding pools. In *Phippen v. Stickney*, 44 Mass. 384 (1841) the Massachusetts Supreme Judicial Court clearly defined the legality of bidding pools in the Commonwealth of Massachusetts. The one truly interesting aspect of this case is that the Court recognized that in certain instances bidding pools might not be illegal. Generally, the *Phippen* case stated what appears to be the general rule throughout the United States.

"That where such arrangement is made for the purpose and with the view of preventing fair competition, and by reason of want of bidders to depress the price of the article, offered for sale, below the fair market value, it will be illegal . . ."

However, it was clear to the Court that:

"If the arrangement is entered into for no such fraudulent purposes, but for the mutual convenience of the parties, as with the view of enabling them to become purchaser, each being desirous of purchasing a part of the property offered for sale, and

not an entire lot or induced by any other reasonable and honest purpose, such agreement will be valid and binding."

All auctioneers would be wise to remember this principal of the *Phippen* case. On occasion, higher prices for a valuable object may be obtained when two or more people agree to acquire title jointly for the purposes of resale where one could not afford it by himself. This is especially true when auctioning large lots of merchandise where individually it might be difficult for one person to purchase the entire lot.

As most auctioneers are aware, bidding pools do not usually have an honorable purpose. Thus, when an auctioneer spots a pool at an auction, what steps, if any, should be taken to remedy the situation? It is clear that the auctioneer has a right to briefly recess the auction and bring to the attention of the entire group of bidders present that a ring exists. By merely pointing out the existence of the ring, its effectiveness and those willing to participate may be reduced. Also, if the auctioneer feels that the bidding is clearly being depressed by the operation of the ring, the auctioneer, on behalf of the consigner, would be able to sue each and every member of the ring for any proved loss profits. Practically speaking, this would be difficult to do as the auctioneer may not know the individuals in the ring nor would it be easy to prove just how much the ring suppressed fair-market-value prices. Also, in a sale

Continued page 8

NOW something NEW by AUCTION SYSTEMS • John Green Press

ADVERTISE YOUR NAME ON YOUR "CLERKEASY" CLERKING TICKETS

• **LOW PRICES** • Form No. AT-18 imprinted 1 line at top right on ticket illustrated - size 1 3/8" x 2 3/4". The AT-18 form is size 8 1/2" x 9" overall and is furnished in 3 parts on NCR paper (which makes its own carbon copies). There are 18 perforated tickets to a page, size 1 3/8" x 2 3/4", as illustrated below. All 18 imprinted with your name. Tickets (1-3 White, Canary & Card) ▼

IMPRINTED PRICES

1,000 No. AT-18 Clerking Tickets	\$169 ⁰⁰	1M
2,000 No. AT-18 Clerking Tickets	\$154 ⁰⁰	1M
3,000 No. AT-18 Clerking Tickets	\$148 ⁰⁰	1M
5,000 No. AT-18 Clerking Tickets	\$139 ⁰⁰	1M

IMPORTANT

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

Number AT-18 Clerkeasy Clerking Tickets

Not Special Imprinted Prices

These In Stock For Immediate Shipment

200 Sets No. AT-18 Clerking Tickets	\$30 ⁰⁰
400 Sets No. AT-18 Clerking Tickets	\$54 ⁰⁰
1,000 Sets No. AT-18 Clerking Tickets	\$115 ⁰⁰

- Payment With Order, We Pay Postage
- C.O.D. Orders, You Pay Postage

Watch For Other New Items To Come — We Save Time

One Line Imprint Area

LOT NO. - ITEM	YOUR NAME PRINTS HERE	18
NAME OR NO.		
\$	\$	
YOUR RECEIPT FOR ABOVE		

No. AT-18 Actual Size

AUCTION SYSTEMS • John Green Press

430 West 35th Street

Davenport, Iowa 52806

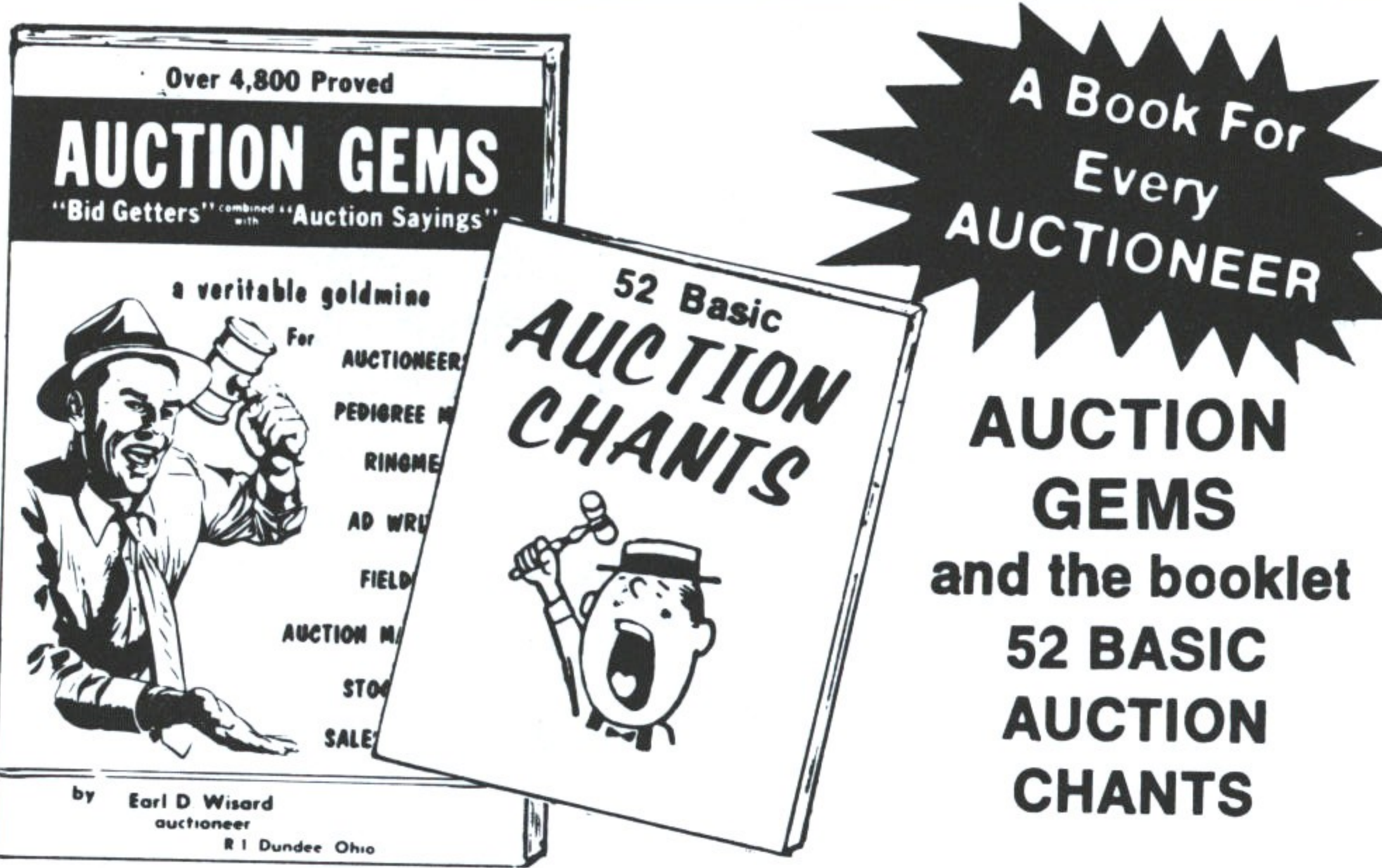
Phone 319-386-0636

After Hours Phone 319-391-5994

WRITE FOR SAMPLES AND PRICES
FOR OTHER AUCTION SALES ITEMS

with reserve, the auctioneer can, with the consent of the consignor, withdraw property being sold prior to receiving the final bid. By selectively withdrawing pieces being bid on by the ring, this may frustrate the operation of the ring until its membership returns to normal bidding procedures. Granted, these remedies are cumbersome and are not something that most auctioneers wish to be bothered using. However, if rings are to be combated by auctioneers there must be an effort to confront the rings head on, to let them know that they will not be tolerated.

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



A Book For Every AUCTIONEER

AUCTION GEMS
and the booklet
52 BASIC AUCTION CHANTS

A 200 page book loaded with auction sayings, quips, laughs, bits, facts, etc., mostly one-liners, gathered from 100's of auctioneers throughout the U.S. and Canada during a 53 year period.

Here is what auction schools and auctioneers say:

"An excellent book, used in our school." — Mendenhall School of Auctioneering, High Point, North Carolina

"Your book is a riot." — E. Grant Luter, Suffolk, Virginia

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

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

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

"Priceless." — Edward Esber, Canton, Ohio

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

Only \$12.50 for both, postage paid

Earl D. Wisard, Auctioneer, Dundee, Ohio 44624

Benefits cited in hiring your children

(It can be safely said that the auction industry is one of the most family centered businesses in the nation. Dad auctions, Mom clerks or cashiers and might also auction; the older children help in the ring, and everyone helps set up the merchandise. But there's more to it than just family unity when you hire your children.)

The following article is reprinted with permission of the USED CAR DEALER, the official publication of the National Independent Automobile Dealers Association, Raleigh, North Carolina. It's good advice for car dealers, but can also apply to auctioneers and the family auction business. Emphasis added by THE AUCTIONEER.

Mr. Wright is a partner in the international accounting firm Deloitte Haskins & Sells, and deals primarily in the area of assisting small businesses.)

Employing your children in your dealership can save you money

By G. Rudy Wright

If your dealership involves some work your children can do, hire them part-time instead of giving them an allowance. This can be a legitimate method of splitting income. Hiring your children can increase the deductible wages of the dealership and shift income to your children who are in a lower tax bracket. Since payments to relatives are closely scrutinized by the IRS, you must be able to prove that the payments are really wages and that a bona fide employment relationship exists.

Compensation is deductible under the tax laws only if it is:

- Reasonable in amount,
- Based on services actually rendered, and
- Paid or incurred.

There are other requirements for deduction, such as entry on the books and records of your dealership. The importance of keeping appropriate records of business expenses cannot be overemphasized — the burden of proof is on you.

The compensation you pay your children must be a reasonable amount paid purely for services rendered. The services performed must be necessary for the operation of the business and not capable of being performed by your existing staff — i.e., if the work is not performed by your children, a third party (or parties) would have had to be hired to do the job. To help ensure the deduction, make payments directly to your children, not to their college or creditors.

If your unmarried children will be earning \$3,300 or less and owed no income tax last year, their wages will be exempt from income tax withholding. They

WATCHES BELOW WHOLESALE

SPECIAL PRICE BREAKTHRU!

Now you can buy an **ASSORTMENT OF LCD'S**: 5 Function Men's, Ladies', Alarms, Musical Alarms, Chronographs, Stop Watches, Solar LCD, Slim Case LCD, Game Watches, Calculator Watches — for one unbelievable price of **\$3.50 EACH!** Or you can try our **WIND-UP ASSORTMENT** of watches which include: Men's, Ladies', Children's, Calendar, Day and Date, Fashion Styles, Dress Styles, and Sport-Styled Watches — all for one unbelievable price of **\$4.50 EACH!**

PEN WATCHES \$3.00 EACH! STICK-ON LCD \$2.00 EACH!

The choice is yours. So hurry and order your selection now! All watches under 2-year warranty! Order directly from this ad. Send Money Order, Certified Check or Cashier's Check for prompt 24 hour service. Minimum Order \$150.00. If samples only desired, add \$3.00 per watch to regular price. Our low wholesale prices are for resale only. Send \$1.00 for 1982 catalog.

WAGNER WATCH CO. Dept. ST1082
8 West 37 ST. New York, N.Y. 10018

should complete the appropriate line on Form W-4 and return it to you.

There are additional benefits to you besides the increased income tax deductions. If your children are under 21, the wages you pay them are not subject to FICA or Federal Unemployment taxes. Therefore, your business need not withhold for or pay FICA taxes, nor pay Federal Unemployment taxes on these wages. You can also take advantage of these benefits when other family members are legitimately working for you. But note, wages you pay to a parent are subject to FICA taxes and you must withhold accordingly, although they are not subject to Federal Unemployment taxes.

Example: Mark Nelson employs his son Jim, a 16-year-old student, during the summer months. Mark pays Jim the minimum wage for the hours he works. Due to the seasonal nature of his business, Mark must increase his staff during the summer. If he had not hired his son, he would have hired someone else since his regular staff could not handle the increased business.

Both Mark and Jim benefit. Because Jim will earn less than \$3,300 and owed no tax last year he may claim exempt status and, therefore, have no taxes withheld. Mark receives a business deduction for the wages and has additional savings his wages are not subject to FICA or Federal Unemployment taxes. Also, if Mark had simply paid Jim an allowance, he would have been giving him a portion of his income, which is taxed at a higher rate. Since the income in our example is Jim's it is taxed at his lower rate. In fact, he will pay no tax since he will earn less than \$3,300.

Whether amounts paid as compensation are reasonable and represents payments purely for services rendered are questions to be resolved on the basis of all surrounding facts and circumstances. If a deduction is disallowed for all or a part of your children's ages because they are found to be unreasonable, your children will still have to report the compensation as income, unless the disallowed wages are deemed to be a gift.

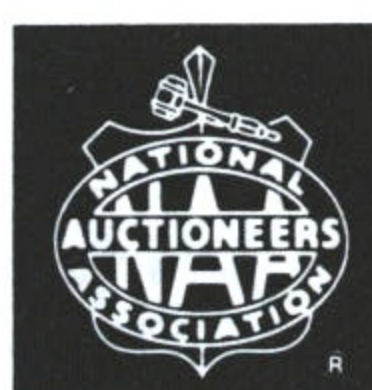
This method of shifting income within a family is not restricted to parents with teenage children. Recently, the Tax Court approved wage deductions claimed by a father for services performed for him in mobile home parks and shopping centers by his children, who were 12, 11, and 7 years old.

Note: Wages actually used by children for their own support may affect your claim for dependency exemptions. So, when in doubt, have your children bank their wages to save you the exemption.

These are just some thoughts to consider. Your tax advisor can provide more detailed information and should be consulted before any action is taken.

Supermarkets have a new weapon to fight shoplifting. A four-inch strip of tape is attached to food items, and sets off an alarm unless deactivated at the checkout stand. The tape is freezer proof and almost impossible to remove. Pilot tests in Europe show the device cuts pilferage by as much as 85%.

AMERICAN BUSINESS



Headquarters Relocation Fund Report

Spring construction estimated for NAA Headquarters Building

By Martin E. Higgenbotham, Chairman
Headquarters Relocation Committee

Contributions and payments on pledges to the Headquarters Relocation Fund program continue to be received at the NAA office, and the amount of "cash on hand" nears the magical figure of \$100,000. The NAA Board of Directors determined that when the Headquarters Relocation Fund account has \$100,000 "cash-on-hand" the go ahead can be given on the building project.

Nothing can be done, however, until the necessary funds are received — payments on on-going pledges and additional contributions — in the amount of \$100,000. That "cash-on-hand" amount was determined by the NAA Board of Directors at the meeting, held in June, 1982 and reaffirmed at the July, 1982 meeting. The Board of Directors is not interested in initiating groundbreaking on the new building until the necessary funds are available. Only those funds contributed to the Headquarters Relocation Fund program will be used to build the new NAA office in Overland Park, Kansas.

The Headquarters Relocation Fund Committee and the entire Board of Directors of the National Auctioneers Association needs everyone's cooperation to have as much money submitted — payments on pledges — as soon as possible so that the building construction can be started. It is hoped that as much of the pledges' payments will be submitted up to January 15, 1983, in as much as the meeting of the NAA Board of Directors is scheduled for January 23, 1983. At that time, the Board can then give the Headquarters Relocation Fund Committee the go ahead on announcing the date of a groundbreaking ceremony and commencement of construction.

We appreciate the continued support of the members of the National Auctioneers Association, and friends, who are making it possible to build a new headquarters office for the NAA membership. As chairman of the Headquarters Relocation Committee I sincerely appreciate the tremendous effort and support you have given us over the past year and wish you a very happy holiday season!



Go Antique Hunting with the Experts...

THE ANTIQUE BROKER

Why buy antiques from a container checklist when you can tour New England and purchase them yourself? Let our highly trained staff guide you through the scenic New England countryside to discover high quality antiques at reasonable prices.

WHO ARE WE?

Iroquois Auctions is one of New England's largest and most successful auction firms. Under the expert guidance of Gerald A. Petro - veteran auctioneer and antique broker - we design antique buying trips guaranteed to satisfy the most discriminating buyers.

WHERE WILL WE GO?

Your buying trip will take you through Pennsylvania, Vermont, New Hampshire, Maine and New York. Stops include some 200 small shops, country auctions and large antique wholesalers.

WHAT'S INCLUDED?

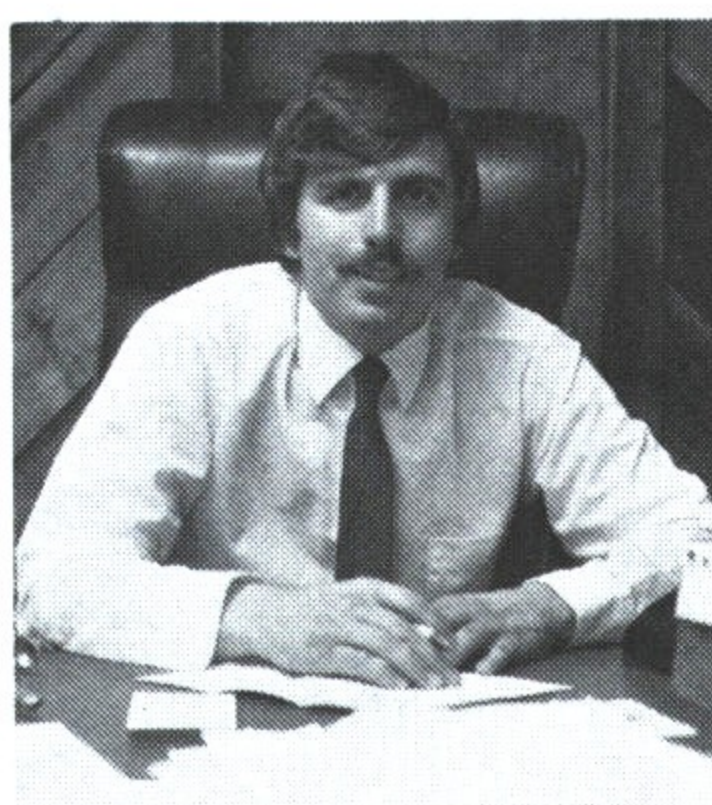
All transportation is provided, however you may choose to rent a car for personal sightseeing. Accommodations and restaurants have been carefully selected in advance for consistency and quality. Our 20 foot Mercedes truck is equipped to handle the largest antiques. And we will personally pack all of your merchandise to ensure its safety.

HOW MUCH WILL IT COST?

We charge 10% of whatever you spend on purchases. The minimum charge is \$500.00 and is due prior to arrival. You pay for hotel and restaurant charges which normally amount to about \$450.00 for 10 days. You also pay for half of the road expenses which include diesel fuel, tolls and mileage. That expense will not exceed \$300.00 for 10 days.

OUR GUARANTEE

We guarantee that you will have no trouble filling a 20-40 foot container with reasonably priced quality antiques. If you are not completely satisfied at the end of the buying trip we will offer our services absolutely free and will refund your \$500.00. However, you are obligated to pay your travel expenses in full.



If you have a genuine interest in getting involved with quality antiques, and want to make excellent profits, let us HELP. Inquiries should be made by calling 518-942-3355 or by writing Iroquois Auctions, Broad St., Port Henry, New York 12974. Gerald A. Petro, CAI, member National, New York, and Vermont Auctioneers Associations, and numerous appraisal and antique organizations.

Gerald A. Petro, antique broker

Medical insurance exclusively for NAA members

One of the benefits of NAA membership is insurance programs designed to meet your auction business needs. The November issue of THE AUCTIONEER presented the complete Errors and Omissions insurance program. Here is the accompanying medical coverage available to you as an NAA auctioneer.

For more information about the E&O program, request an application form from the NAA office. Complete the application in detail and return it in the special postage paid envelope. You will be contacted later regarding your annual premium.

For more information about the medical insurance program, complete and mail the request form on page 13.

Comprehensive Major Medical

Pays up to \$1,000,000 lifetime maximum.

Choose the deductible that fits you best:

\$100/\$250 per person/calendar year
\$300/\$750 per family/calendar year

There is no deductible for accidents.

Once you have paid the deductible, the Plan pays 80% of covered medical expenses. You pay 20% to a maximum of \$1,000 (including the deductible). Then the Plan pays 100% of covered expenses for the calendar year.

In-hospital charges include:

Semi-private room and board	Out-patient emergency care
Hospital services	Intensive care

Other covered charges include:

Prescribed drugs	Doctors charges
Registered private duty nursing	Radiation therapy
Rental of necessary medical equipment	Physiotherapy
Initial artificial eyes and limbs	Braces, supports and crutches
Blood	Certain prosthetic devices
	Treatment in an extended care facility

The Plan pays 80% of in-patient and 50% of out-patient treatment for nervous and mental illness, after the deductible, out-patient charges for doctor visits are limited to \$20 per visit, one visit per week. The lifetime maximum is \$10,000.

Maternity is covered the same as any illness.

At the first of each year 10% of all payments made in the previous year (to a maximum of \$1,000) will be restored to the insureds lifetime maximum.

Benefits for persons age 65 and over are the same as those for insureds less than age 65 . . . except covered expenses payable by Medicare are excluded.

To participate in this Plan you must also enroll in the Term Life Plan.

Dental

Pays up to \$1,000 per person per calendar year.

The deductible is \$50 per person/calendar year . . . a maximum of three deductibles per family.

After you've paid the deductible, the Plan pays: 80% of covered charges for oral examination, required x-rays and prophylaxis (if treatments are separated by at least six months), amalgam restorations and extractions . . .

50% of covered charges for inlays and crowns, gold fillings, bridges and initial dentures (except during the first 36 months of coverage), replacement of dentures after five years following your last expense for denture replacement.

All claims estimated at more than \$200 must have prior approval by the company before treatment.

To participate in this Plan you must also enroll in the Term Life and Major Medical Plans.

Term Life

\$5,000 of Term Life coverage (payable for death from any cause anywhere).

\$10,000 if death is accidental.

Benefits up to \$5,000 are payable for Accidental Dismemberment.

Benefits reduce by 50% at age 65.

For an insured person who is totally disabled before age 65, benefits are extended for one year after termination of employment.

You may name anyone you wish as your beneficiary (except the employer).

Optional Dependent Coverage:

Spouse	\$2,000
Each child	
6 mos.-19 yrs.	\$1,000
(23 if student)	
2 weeks-6 mos.	\$ 100

Limitations and Exclusions

Comprehensive Major Medical:

Other than the first \$1,000 of covered charges, benefits are not payable for pre-existing conditions until three consecutive months beginning and ending after your effective date have passed without treatment for such condition or until your coverage has been in effect for twelve months.

(A pre-existing condition is any illness or injury for which you've received medical care or prescription drugs or been known to be ill during the three months before the effective date of your insurance.)

If the Insured Person is not legally liable for payment, this Plan will not pay a benefit. In addition, it does not pay charges:

1. which are more than Reasonable, Usual, and Customary;
2. which are not medically needed;
3. which are increased due to the fact that there is

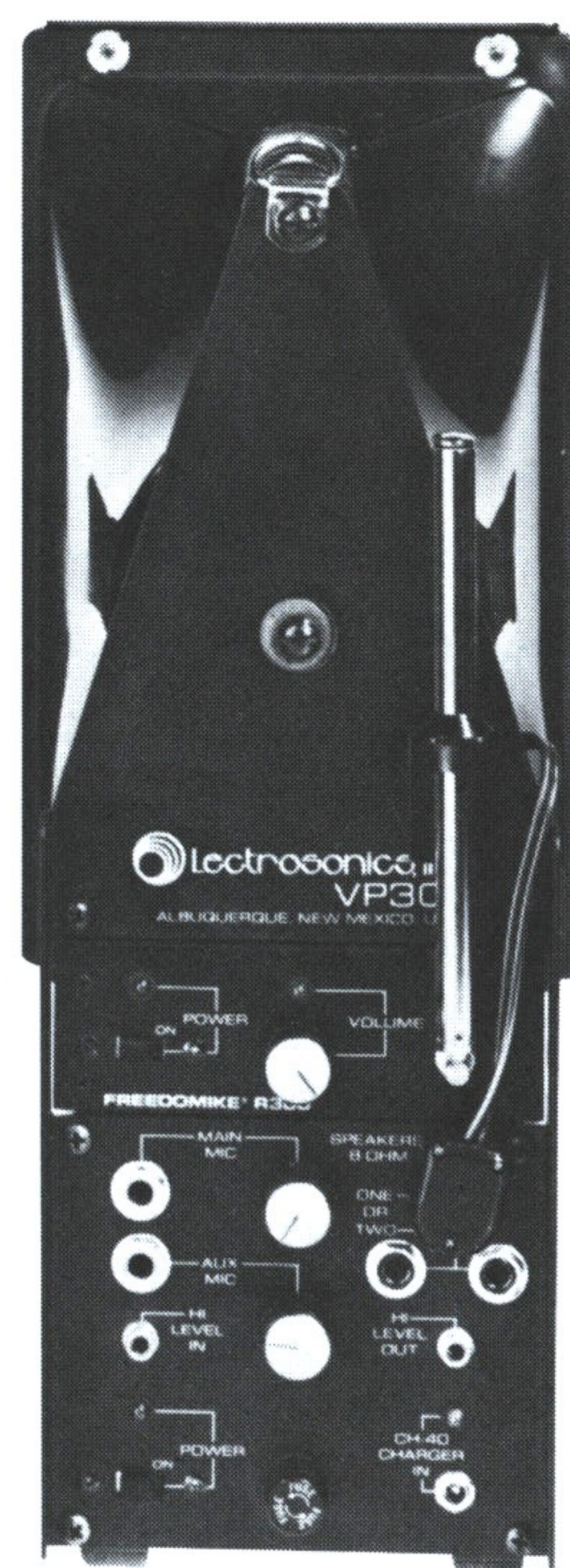
Continued page 13

PUT EVERY BIDDER IN THE FRONT ROW!

If an under-powered or cumbersome P.A. system has been hindering the action at your auction, check out the features of the **Voice Projector® VP300W** Wireless Microphone Sound System.

- **Powerful** — 30 watt, rms amplifier reaches large audiences up to a distance of 700 yards.
- **Wireless** — no microphone cords to restrict your mobility. Up to 100 yard transmission range. Also operates as a conventional P.A. system with a hard-wired microphone.
- **Convenient** — operates on either AC power or built-in rechargeable battery pack. Less than 16 inches high and weighs less than 17 pounds.
- **Versatile** — inputs for two hard-wired microphones and an auxiliary input for a tape recorder. Outputs for two remote speakers plus an auxiliary output for a recorder or amplifier.
- **Designed for Outdoor Use** — anodized aluminum construction with high-impact Cyclac horn. Controls and jacks are mounted to minimize entry of dust and moisture.

The VP300W comes complete with a charger, wireless transmitter, two microphones with accessories and a shoulder strap.



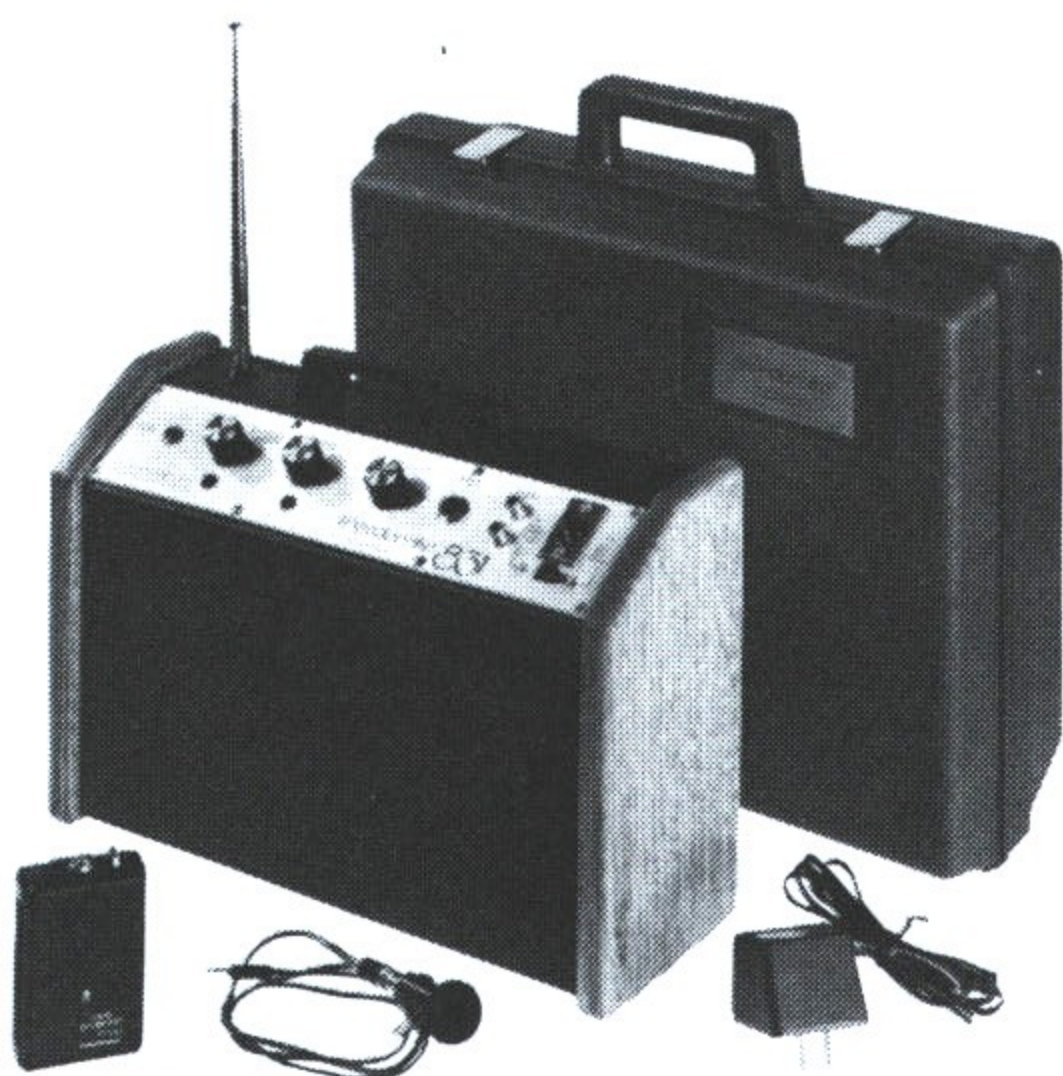
VP300W

(available without wireless as Model VP300)

Freedomike® FM-AV4

Wireless Microphone Sound System

For smaller audiences, consider the FM-AV4 — a complete wireless microphone sound system in a 13" × 18" × 6" carrying case.



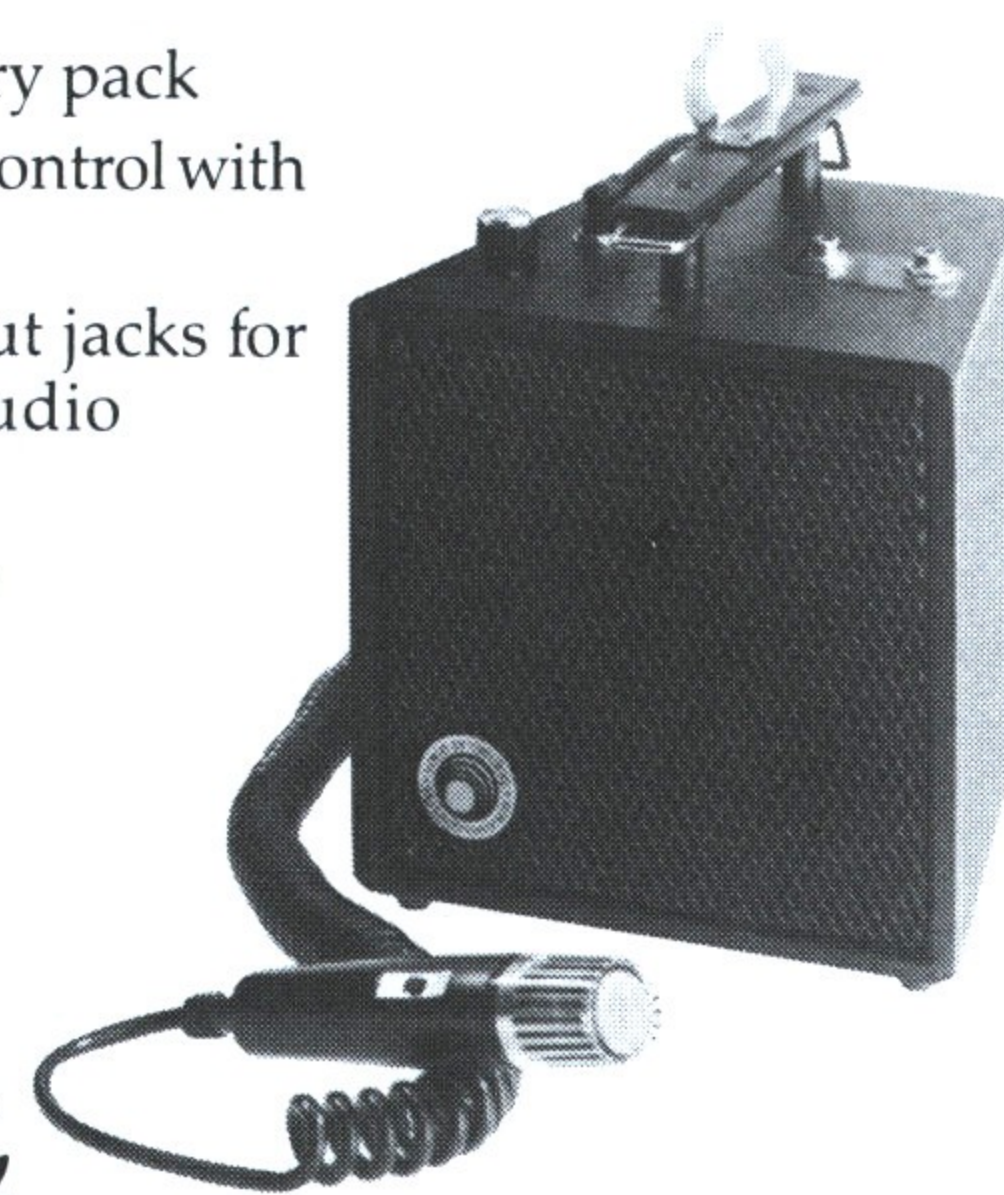
- AC or rechargeable battery operation.
- Auxiliary microphone and High-level inputs.
- High-level and microphone level outputs.

System includes microphone, transmitter, receiver/sound system, charger and carrying case.

Ultra Portable Voice Projector 18R

Full featured "over-the-shoulder" P.A. unit with microphone, charger and shoulder strap.

- 10.5 watt rms amplifier
- Built-in rechargeable battery pack
- On-Off switch and volume control with LED "power on" indicator.
- High level input and output jacks for connection to auxiliary audio equipment.
- Weighs less than 6 pounds
- 10¼" high × 7" wide × 7" deep



Lectrosonics, Inc.

P.O. Box 12617 • Albuquerque, New Mexico 87195 • (505) 831-1010

Lectrosonics products for auctioneers are available from:

COL. GORDON TAYLOR
Reisch World Wide College of Auctioneering
Box 949
Mason City, Iowa 50401
515-423-5242

RED WALLACE
Earl "Red" Wallace & Associates
1040 South West St.
Wichita, Kansas 67213
316-943-0217

HUGH MILLER
Curran Miller Auction
13020 N. Street, Highway 57
Evansville, IN 47711
812-867-2486

FORREST MENDENHALL
Mendenhall School of Auctioneering
U.S. Highway 29 & 70 (I-85)
High Point, NC 27263
919-887-1165

DAVID A. KESSLER
The Auction Marketing Network
122 W. Main
New Paris, Ohio 45347
513-437-0263

BOB MILLER
Indiana College of Auctioneering
8846 Holliday Drive
Indianapolis, IN 46260
317-844-1088

ROWLAND HUEY
John Huey & Sons
11660 Parkway Drive
North Huntingdon, PA 15642
412-863-4961

BUFORD EVANS
Nashville Auction School
233 East Gaines Street
Lawrenceburg, TN 39464
615-762-5534

insurance;

4. for intentional self-inflicted injury whether sane or not;
5. for injury from Accident or Illness which is a product of work for wage or profit;
6. arising out of an attempt at assault or felony;
7. resulting from the intentional taking of any gas or fumes;
8. for loss, except as mentioned in the policy, from:
 - a. eye examination, aids to vision, and orthoptics;
 - b. normal nursery care for a newborn child;
 - c. services performed on the teeth and surrounding, except for tumors;
 - d. casting for a foot appliance;
 - e. surgery which has only a cosmetic purpose;
 - f. abortion of pregnancy, unless:
 - 1) it is spontaneous; or
 - 2) it is required for medical reasons; and
 - 3) it is legal in the state in which it was performed; or
 - 4) if performed in a foreign country, it is legal under U.S. law.

Any complications from an abortion will be covered as any other expense.
9. mental, emotional or nervous problems except for covered expense for care for neurosis, psychopathy, psychosis, and other such sickness.

No payment will be made for:

 - a. counsel to change behavior or aid in marriage;
 - b. psychological tests or counsel to aid in career choice;
 - c. the study of the behavior traits of an Insured Person;
10. any benefit which the government or law or any other source would provide the Insured Person if this policy did not pay a benefit.

Dental

The Plan does not cover charges for cosmetic treatment, unless required because of congenital malformations or defects of a newborn baby; orthodontics; treatment covered by Workers Compensation or Occupational Disease Law; or charges payable or paid by Medicare. Exclusions are detailed in the certificate.

Accidental Death & Dismemberment

Accidental Death & Dismemberment benefits will not be payable for war or act of war; service in the armed forces; attempted felony; self-inflicted injury or suicide while sane or insane; inhaling gas; bacterial infections; hernia, disease, bodily or mental infirmity, or medical treatment thereof; or flying in any vehicle for aerial navigation, except as a paying passenger on a regular scheduled airline.

Nashville Auction School

Nashville, Tennessee

THE NATION'S FINEST SCHOOL

- ☆ School is held in Music City USA, Nashville, Tennessee . . . home of the Grand Ole Opry
- ☆ FREE CATALOG — LEARN AUCTIONEERING

Full and partial scholarships available.

NASHVILLE AUCTION SCHOOL

Box 190, Department 5
Lawrenceburg, Tennessee 38464

FREE INFORMATION ABOUT THE NATIONAL AUCTIONEERS GROUP INSURANCE PROGRAM

- ☐ **YES!** I'm interested in more information about the National Auctioneers Group Insurance Program.

Name _____

Address _____

City _____ State _____ Zip _____

- ☐ No thanks, I've already received a rate quotation and have decided not to participate for these reasons:
- ☐ Coverage was more comprehensive than I needed.
- ☐ I needed more information to make a decision.
- ☐ Cost for the coverage was too high in my area.
- ☐ I decided to keep my business with a local agent.
- ☐ I have questions. Please phone me at _____
- ☐ Other _____

MAIL TO:

National Auctioneers Association
Group Insurance Plans
P.O. Box 907
Four Seasons Office Building
Minneapolis, MN 55440

Western

college of auctioneering

1948-1982 — 34 Years

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

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

We Stress Quality — Not Quantity!

Smaller Classes — Large Results!

WRITE:

Western

college of auctioneering

Box 21116, Dept. NAA
Billings, MT 59104

Phone: 406-252-7066

OR

Box 5595 State University Station
Fargo, North Dakota 58105

SPRING TERM May 9-20

FACT #1

A professional-looking
auction brochure
does make a
profitable difference.

INDUSTRIAL PUBLISHING

Auction Brochure and Mailing Specialists

P.O. BOX 2328
EUGENE, OR 97402

Call Collect

(503) 689-2711

Win \$50, \$150 in NAA membership contest

At the Houston convention next July, 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.

Now is the time to get started. The May, 1983, AUCTIONEER will contain a form that you'll use to list the members you've sponsored between October 1, 1982, and June 30, 1983. As a doublecheck, the NAA office will keep a record of all sponsors between October 1 and June 30. After that deadline, the member's 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.

Below are the awards and regions for the membership contest.

\$50 each to winners in five regions

One winner from each region will be named as the NAA member sponsoring the most new members within the respective region. Cash award is \$50 each regional winner.

SOUTH — Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina and Tennessee.

SOUTHWEST — Arkansas, Arizona, Colorado, Kansas, Louisiana, Missouri, New Mexico, Oklahoma, and Texas.

NORTH CENTRAL — Illinois, Indiana, Iowa, Michigan, Minnesota, Ohio, Wisconsin, and the Canadian province of Ontario.

EAST — Connecticut, Delaware, District of Columbia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont, Virginia, West Virginia, and the Canadian provinces of Quebec, Newfoundland, New Brunswick, Prince Edward Island, and Nova Scotia.

WEST/NORTHWEST — Alaska, California, Hawaii, Idaho, Montana, Nebraska, Nevada, North Da-

kota, Oregon, South Dakota, Utah, Washington, Wyoming, and the Canadian provinces of British Columbia, Alberta, Saskatchewan, and Manitoba.

\$50 to winner in auction school staff category

Because instructors and staff members of auction school are directly involved with a great number of prospective NAA members, a separate auction school category winner will be named and awarded \$50.

Only auction school instructors or staff members who are NAA members are eligible to participate through this special category. Conversely, auction school instructors and staff members are not eligible to participate in the regional competitions. The official entry form in the May AUCTIONEER will allow you to indicate that you are employed by an auction school.

\$150 to overall winner

A grand prize of \$150 will be awarded to the NAA member who sponsors the most new members between October 1, 1982 and June 1, 1983. The overall winner cannot also be named as a winner in his or her region, and cannot be an instructor or staff member at an auction school.

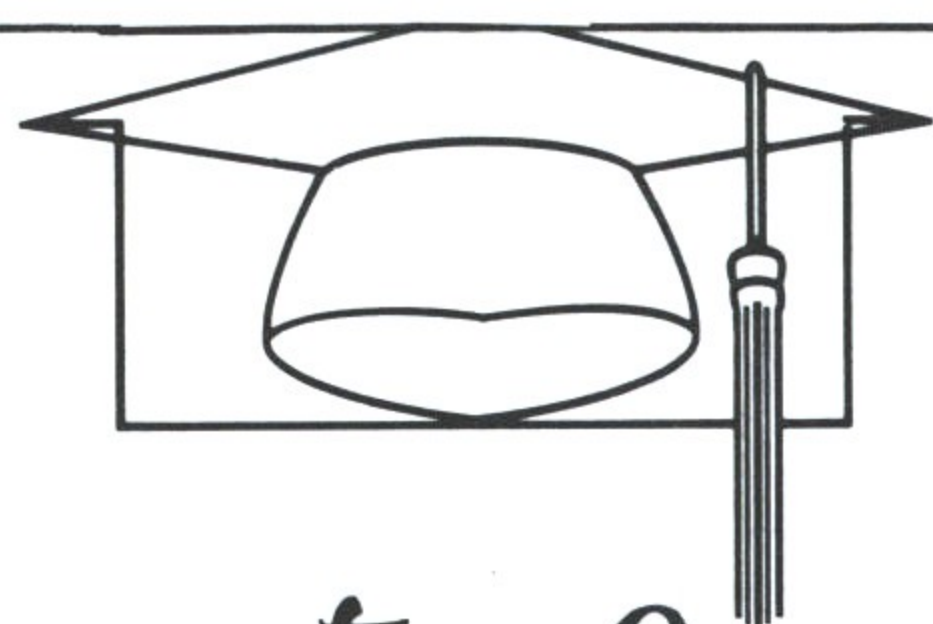
You can start right now

Begin your contest winning program to recruit the most new NAA members, and win a cash award at the Houston convention. Sponsor eligible, prospective NAA members, and keep a record. You will have to list all members that you have sponsored, from October 1, 1982 to June 30, 1983, on the membership contest form appearing in the May, 1983 issue of THE AUCTIONEER.

Also, 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.

Any questions? Contact the NAA office directly for additional information regarding the 1982-83 NAA membership contest and how you can participate.

Thank you FARM AND DAIRY. On the front page of a recent issue of the Ohio weekly, F&D cited a new record number of auction ads for a single issue. In 88 pages there were 136 auction advertisements. "We'd like to express our appreciation," said FARM AND DAIRY, "to the many fine auctioneers who use FARM AND DAIRY, and also express our thanks to you, the readers, for making it all possible."



International College of Real Estate Appraisal

*233 East Gaines St. P. O. Box 190
Lawrenceburg, Tennessee 38464*

Telephone: (615) 762-2599

BECOME A CERTIFIED REAL ESTATE APPRAISER

Certified Real Estate Appraisers are in great demand. We can teach you in a few short days how to prepare, research and put together an appraisal that will hold up in court, that will be accepted by FmHA, FHA, VA, banks and Savings & Loan institutions, and in cases of condemnations and many, many other fields where an appraisal by a certified appraiser is needed.

As a general rule, only the larger cities have people that are certified appraisers. They are the ones that are then given the high paying jobs of appraising.

We are the only approved college in the United States that teaches a fulltime course in Appraising, and offers certifications in residential, farm, commercial and industrial appraising.

Associate certifications and designations are available to those that can qualify by previous experience and work.

Write or call the above address or phone for more information and details on how to become a qualified certified appraiser.

Antiques ● Antiques ● Antiques ● Antiques ● FOR SALE!

CONTAINER BUYERS ANTIQUES BONANZA

Beat Inflation ● Buy Direct From England

Every item shipped is ready for immediate sale upon delivery in U.S.A. **WE DO NOT SHIP UNSALEABLE OR BROKEN ITEMS. Satisfaction Guaranteed.**

SAVE TIME; EXPENSIVE HOTEL BILLS; AIR FARES; PACKING CHARGES. OUR SHIPMENTS ARE EXPERTLY PACKED FREE OF CHARGE, saving at Least \$600 per Container Load.

Please select your shipment Requirements from **inventory below**. All these items can be included in your container 20 ft. or 40 ft. containers: Guaranteed: 200 to 250 items per load.

Please check in boxes below the type of merchandise you would like to receive with preference in your Antiques Shipment.

Rolls Royce Vintage Cars available by order

Roll Top Desks	<input type="checkbox"/>	Bowl & Pitchers	<input type="checkbox"/>	Windsor Chairs	<input type="checkbox"/>	Biscuit Barrels	<input type="checkbox"/>
Organs	<input type="checkbox"/>	Whicker Furniture	<input type="checkbox"/>	Draw Leaf Tables	<input type="checkbox"/>	Dressing Tables	<input type="checkbox"/>
Parlour Set	<input type="checkbox"/>	Smokers Stands	<input type="checkbox"/>	Cast Iron Items	<input type="checkbox"/>	Inlaid Furniture	<input type="checkbox"/>
China Cabinets	<input type="checkbox"/>	Carriages	<input type="checkbox"/>	Pianos	<input type="checkbox"/>	Spelter Figures	<input type="checkbox"/>
Gateleg Tables	<input type="checkbox"/>	Bentwood Chairs	<input type="checkbox"/>	Hall Trees	<input type="checkbox"/>	Dinner Wagons	<input type="checkbox"/>
Eterges	<input type="checkbox"/>	Flo Blue	<input type="checkbox"/>	Washstands	<input type="checkbox"/>	Piano Stools	<input type="checkbox"/>
Bamboo Furniture	<input type="checkbox"/>	Minton China	<input type="checkbox"/>	Fire Places	<input type="checkbox"/>	Swords	<input type="checkbox"/>
Towel Racks	<input type="checkbox"/>	Bureau Bookcases	<input type="checkbox"/>	Bureaux	<input type="checkbox"/>	Shefioneers	<input type="checkbox"/>
Marble Clocks	<input type="checkbox"/>	Buffets	<input type="checkbox"/>	Barrometers	<input type="checkbox"/>	Oak Furniture	<input type="checkbox"/>
Hat Racks	<input type="checkbox"/>	Queen Anne Chairs	<input type="checkbox"/>	Pottery	<input type="checkbox"/>	Corner Cabinets	<input type="checkbox"/>
Paintings	<input type="checkbox"/>	Leaded Glass	<input type="checkbox"/>	Wall Clocks	<input type="checkbox"/>	Silver Plate	<input type="checkbox"/>
Royal Doulton	<input type="checkbox"/>	Pine Furniture	<input type="checkbox"/>	Prints	<input type="checkbox"/>	Grandfather Clocks	<input type="checkbox"/>
Fern Stands	<input type="checkbox"/>	Bedroom Suites	<input type="checkbox"/>	Carnival Glass	<input type="checkbox"/>	Primitive Furniture	<input type="checkbox"/>
Mirrors	<input type="checkbox"/>	Coal Scuttles	<input type="checkbox"/>	Candlesticks	<input type="checkbox"/>	Sea Chests	<input type="checkbox"/>
Carriage Clocks	<input type="checkbox"/>	Paintings	<input type="checkbox"/>	Captains Chairs	<input type="checkbox"/>	Tapestries	<input type="checkbox"/>
Curio Cabinet	<input type="checkbox"/>	Sets of Chairs	<input type="checkbox"/>	Bookcases	<input type="checkbox"/>	High Boys	<input type="checkbox"/>
Player Pianos	<input type="checkbox"/>	Brassware	<input type="checkbox"/>	Pub Furniture	<input type="checkbox"/>	Oriental Items	<input type="checkbox"/>
Sideboards	<input type="checkbox"/>	Mantle Clocks	<input type="checkbox"/>	Wardrobes	<input type="checkbox"/>	Music Boxes	<input type="checkbox"/>
Secretarys	<input type="checkbox"/>	Cut Glass	<input type="checkbox"/>	Bronze Figures	<input type="checkbox"/>	Carvings	<input type="checkbox"/>
Rocking Chairs	<input type="checkbox"/>	Wedgewood	<input type="checkbox"/>	Chest of Drawers	<input type="checkbox"/>	Architecture	<input type="checkbox"/>
		Spode	<input type="checkbox"/>	Card Tables	<input type="checkbox"/>		



OUR WAREHOUSE

Could you handle a 40 ft. container every 1 Month ☐ 2 Months ☐ 3 Months ☐

What is the population of your area?

Do you sell Retail/Wholesale/Auction?

- ★ **Our prices** are quoted for 40 ft. high cube containers
- ★ **Economy** graded shipment \$9,000: **Better economy** grade \$12,000
- ★ **Auctioneers Wholesale Graded Shipment** \$15,000
- ★ **Fine Quality Graded Shipment** \$20,000

Swainbank Antiques Exporters Ltd.

EXECUTIVE OFFICE
34 CHURCH ROAD, ROBY
NR. LIVERPOOL L36 9TP
LANCASHIRE
ENGLAND
TEL: 051-489 1142

— SWAINBANK'S —
FURNITURE DEALERS
SINCE 1890
IN LIVERPOOL, ENGLAND

INTERNATIONAL HEAD OFFICE
LYNWOOD HOUSE
BALLURE ROAD
RAMSEY, ISLE OF MAN
BRITISH ISLES
TEL: 0624-814585

FOR INTERNATIONAL COMMUNICATION ORDER BY TELEX - 628488 ADMIN G

Please write for a catalogue or telephone for immediate delivery: 22 days door to door service.

Hire, be hired in NAA "Job Market"

To assist NAA members in both locating employment and recruiting, THE AUCTIONEER magazine now offers a "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. The member auctioneer's name will appear in boldface type, and the following examples will be useful in determining copy for an approximately one-inch classified ad. Specify which words to be all caps.

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

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

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

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

" . . . Reply to: **Truck Auctioneer**, NAA Office,

LABELS

ROLL OF 200

\$4.00

POSTAGE PAID

LOT NO.	BUYER NO.
<p>Label is 1 1/2 X 3 1/2.</p>	
<p>Do not move auction items without auction personnel present. Sold As Is, Where Is. All Sales Final. Thank You.</p>	

Try a sample roll of our style 1
label for ONLY \$4.00 Postage Paid.

These labels REALLY DO
HELP cut down on loss and
confusion. We sell tens of
thousands monthly across
the Nation to Auctioneers.

**KIEFER AUCTION
SUPPLY CO.**
P.O. Box 2141
Ft. Lauderdale, FL 33303

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

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

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

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

ASSOCIATED AUCTION SCHOOL

Since 1970

6349 Grapevine Hwy.

Fort Worth, Texas 76118

Phone 817-284-6416

FACT #2

Our published auction
brochure prices are the
same as they were in
December of 1979.

INDUSTRIAL PUBLISHING

Auction Brochure and Mailing Specialists

P.O. BOX 2328

EUGENE, OR 97402

Call Collect

(503) 689-2711

Put More **Action**
In Your **Auction**



METALWORKING MACHINERY AUCTIONEERS

**NOW YOU CAN REACH OVER
190,000 METALWORKING
MACHINERY PLANTS**

SELL-ECTIVE
mailing
lists



IMN's metalworking lists are the most complete, up-to-date, and productive available today. PLUS, IMN has all the options you need on your list.

Looking for a geographic list? We have it. Need a list of large metalworking plants? Small metalworking plants? We have them, too. How about a list specifying equipment in use? . . . Or one by S.I.C. numbers? You name it, we have it.

SELL-ective mailing lists have hundreds of satisfied users — including names such as Dunn & Bradstreet, Thomas Register, McGraw-Hill, the U.S. Government, Norman Levy Co., Thomas Industries, Inc., Wershow-Ash-Lewis, Stephen L. Winternitz, Inc., Ron Timmons & Co., Roland Grenier & Co., etc.

**IMN Can Also Handle Your Printing Work
From Concept To Finished Product.**

Call, Write or Wire For More Information Today!

HEARST BUSINESS MEDIA CORP.-IMN DIVISION



29516 SOUTHFIELD RD. — P.O. BOX 5002
SOUTHFIELD, MICHIGAN 48037
PHONE: 313-557-0100 — TELEX: 231237

Priceless — the help of Association members when you need it

By Mrs. Sherri Theurer

(Occasionally, you may be asked, "why do you belong to the NAA? What value is Association membership?" The following article is part of the answers to those questions.

NAA member Larry Theurer and his wife, Sherri, can speak for the value of membership, because so many fellow auctioneers freely offered assistance when help was needed most.)

My husband, Larry, and I have always known that auctioneers were a great bunch of people, but since September our thoughts have been greatly reinforced. I want to share with all AUCTIONEER readers the experience we have had, and how fellow Association members came through for us both local and state.

Our county fair here in Sumner County, Kansas, started on Wednesday, September 1. Larry had helped our three girls, Cammy, Carmen and Cari, load all the equipment for their livestock, to be shown at the fair for four days. However, just before loading the animals, Larry went to help our hired man hook up an anhydrous ammonia tank to the farm equipment, so he could apply anhydrous to the wheat. Larry had the hose in his hand, ready to hook it up, when the end exploded shooting anhydrous in his face. We took him to a Wichita emergency room for treatment, as the anhydrous went into his eyes, his nostrils and throat.

After examination by an ophthalmologist and consultation with a cornea transplant surgeon, we were sent home with medication and an appointment the next morning with the surgeon. Dr. Hall examined Larry the next day and explained that the anhydrous had not finished its course, and the damage could not be determined for another day or two. I asked him about Larry's eyesight and all he could tell me was "go home and pray!" What an empty feeling I had at this point.

The doctor also recommended an ear, nose, throat specialist be consulted. This doctor admitted Larry to the hospital with his nose completely sealed. He could not breathe except through his mouth, his throat was sore from swallowing the fumes, and his vision blurred. It was a very frustrating time for all of us.

Larry's main concern, other than his physical condition, was the worry of never being able to auction again. Everything vital to his business was affected. Auctioneering is very important to Larry, and he enjoys all aspects of it. Not being able to auction would be very difficult for him to cope with. **We also had the worry of five auctions coming up the following week and what were we to do.**

The first people we thought of, and always turn to when we have an auction problem or question, is Rex and Naomi Newcom, NAA president and Auxiliary president respectively. Rex and Naomi are very special to us and our girls, who have adopted them as "Uncle Rex" and "Aunt Naomi". Friday morning as soon as he received our message, Rex called us en-route home from an auction in Shreveport, Louisiana. I was very glad to hear his voice, and after explaining to him all of our problems, Rex answered, "don't worry, all of the auctions will be taken care of for the coming week, and don't turn any away. We will handle all of them!" Larry and I were so relieved all we could do was sit and cry. It was as if a big weight had been lifted from our shoulders.

The news of Larry's accident traveled quickly, and our phone started ringing with people offering their concern and help. Among these numerous people were auctioneers from our home town, Wellington, and surrounding areas. Also some out of state auctioneers offered to help in any way they could. **It certainly lessened our burden knowing that fellow auctioneers were concerned and wanting to help**, rather than being our competition and stepping in when the door was opened. This is one thing we feel that is truly unique about the auction business. *So many auctioneers are helping each other achieve goals and be successful in the auction profession.*

In addition to offers of help from the auctioneers, my parents moved in with us while Larry was in the hospital, and helped with the girls, their fair activities and trips to the hospital, as well as moral support for me. Larry's parents helped on trips back and forth for doctor appointments in Wichita, and staying with Larry after he came home. I was able to help with the auctions and get things as close to normal as possible. Neighbors also came in to do our farm work; and friends and relatives helped out at the fair. Others took over several chairmanships Larry and I were committed to.

The NAA/Kansas Auctioneers Association members and spouses who so willingly took time out of their own busy week to help us with our sales were Rex and Naomi Newcom, Bing and Maxine Carter, Roy Wood, Bob Bloomer, and Ken Patterson. Also, I would like to thank J. E. Cochran.

It has been over two months since Larry's accident, and his recovery is not yet complete. His nose healed without surgery, and his right eye is still blurred, but he has come along way these past two months. We are not sure, but he may require surgery on one eye. Hopefully, though it will heal on its own. Larry has been able to handle most of his auctions since the last part of October, except for lengthy auctions. His voice seems to be all right and his breathing is good. The numbers on the bidder cards are still difficult for him to see far out into the crowd, especially at an outside auction.

Our hearts will always be filled with gratitude to all the concerned auctioneers who called to volunteer their help; to those who sent cards and flowers; those who came to visit and offered prayers for Larry's recovery.

It has meant so much to Larry and me, knowing that so many people cared about our family and came willingly to our rescue in a time of need.

It is still very difficult for me to find words to express our feelings during this ordeal. However, I do know that without the love and support of our families, and fellow auctioneers, I personally would never have been able to cope.

Thanks again, auctioneers, you're the greatest! Here's one auction family that has a deep affection and respect for you all.

What if no one had invited you to become an NAA member?

But someone did, and now it's your turn. An NAA sponsor had confidence in your ability, integrity, and your professionalism. You can do the same with a prospective member by extending an invitation to join the Association.

Choose one of two ways to bring in a new NAA member. 1) The auctioneer completes a membership application, you sign as the sponsor and verify the correct amount of dues. 2) Recommend a prospective member, the NAA office sends that auctioneer an invitation to join kit with your name as the sponsor.

The headquarters office will fully cooperate with you to help other auctioneers realize the importance of NAA membership. You can receive applications, invitation to join kits, or recommendation cards upon request. Also, you are eligible to win \$50 or \$150 in the 1983 membership competition. See THE AUCTIONEER article for complete details.



Return the favor. Sponsor a new NAA auctioneer.



BIG EXTRA PROFITS

COOK BROS. INC.

113 N. May Street,
Chicago, IL 60607
Area Code 312-421-5140

Or Visit our Giant Showrooms

Mon.-Fri. 7 a.m.—5:30 p.m.
Saturday 7 a.m.—3 p.m.

Auctioneers and independent sales organizations have long relied on Cook Bros. as their leading source for a wide variety of merchandise . . . including tv's and radios, CB radios, stereos, appliances, watches, cutlery, jewelry, cameras and small novelties . . . items that can be profitably and quickly sold.

All orders are shipped the SAME DAY we receive them! Whether you sell strictly from the auction block, in a store, or house-to-house or business-to-business, Cook Bros. should be your NUMBER ONE supplier for all types of general merchandise and closeouts! Mail coupon below for your big, new wholesale catalog. You'll boost your profits promptly!

- *Lowest Prices *Name Brands *Large inventory always
- *Same day shipment *Direct importers
- *Merchandise warranted against factory defects
- *Catalogs without our name available for your use

**MAIL
THIS
NO-RISK
COUPON
TODAY**

To: Cook Bros., Inc., Dept. A976
113 N. May St., Chicago IL 60607

Yes, I want to make more money! RUSH my copy of your big, new wholesale catalog.

My name.....

Address.....

City.....

State..... ZIP.....

Now, Even Greater Results In A Farm Auction

In 1955, the *Eastern Indiana Farmer* began to make thousands of farm auctions a success throughout Eastern Indiana. Since 1976, many counties in Western Indiana and Western Ohio have been added under a new title, *Farmweek*.

We offer two zoned editions for auctions and ads, but for only a little more cost, more benefit comes from auction ads in the entire issue.

Try it for your next farm auction! Results guaranteed or no pay! As a trial guarantee if you feel the results did not merit the cost, tell us and we'll not charge you one dime for the advertisement (*exceptionally bad weather excepted*). But you must ask for a show of hands of who read it in *Farmweek*! In 26 years, only one auctioneer has ever claimed the response was poor and that was in a fringe area.

AUCTIONEER SUBSCRIPTION SPECIAL

Auctioneers are entitled to ½ price OFF on regular mail subscription price of *Farmweek*.

Write or call toll free and mention you are an auctioneer for ½ price subscription offer or **free sample copy**.

Nice commissions to auctioneers for selling subscriptions directly.

1 Edition or Both Editions

Full coverage or 1 edition only. Auction ads may go in both editions or for one zone edition only - (slightly less cost) - The best buy on an auction, however is full coverage.

PHONE TOLL-FREE

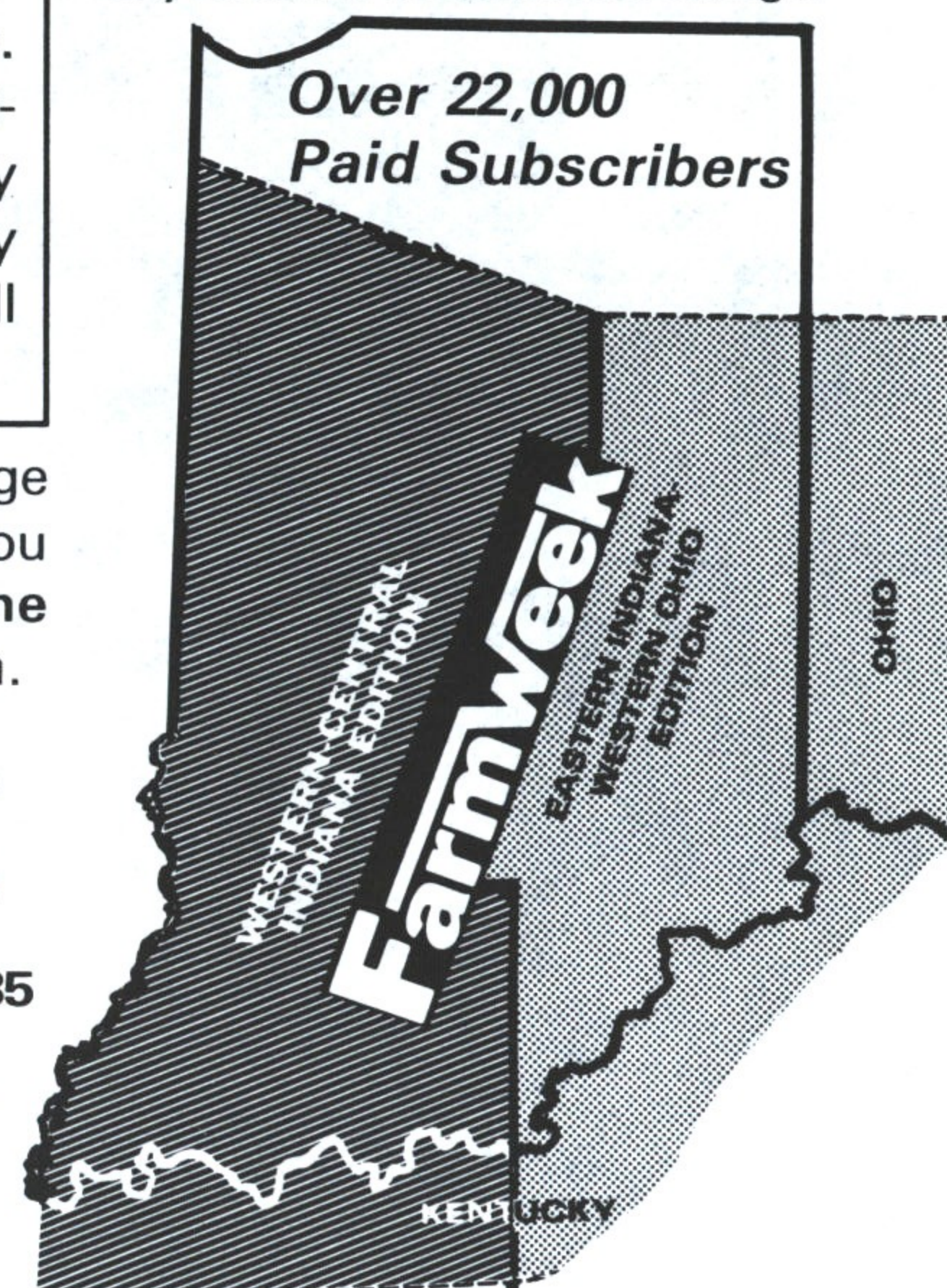
To Reserve Your Next Auction or for Advertising Info
outside Indiana 1-800-428-4156
Indiana 1-800-382-1050 or
Indianapolis North/East 326-2235
or Phone 345-5133

Free sample copies to auctioneers

FarmWeek

P.O. Box 90, Knightstown, Ind. 46148

Deadline: Monday at 3:00 pm for Thursday delivery. Ads accepted to 8:30 am Wednesday at small overtime surcharge.



Over 22,000
Paid Subscribers

FarmWeek
WESTERN CENTRAL
INDIANA EDITION
EASTERN INDIANA
WESTERN OHIO
EDITION

Publishers of Tri-State Trader

For That Antique, Estate or Collector's Auction

Be Sure to Use
The Weekly



TRI-STATE TRADER

P.O. Box 90TA, Knightstown, Ind. 46148
FOR A CROWD OF AFFLUENT BUYERS
WHO FLY AND DRIVE LONG DISTANCES

Circulated primarily in Illinois, Indiana, Kentucky, Michigan, Missouri, Ohio, Tennessee, West Virginia, Wisconsin, Western New York, Western Pennsylvania, Eastern Iowa. **IN OUR 14TH YEAR.**

The Tri-State Trader has more antique auctions in the Mid-Central states than any other publication in the world! Results guaranteed or no pay! (Inclement weather excepted). *Ask for a show of hands.* Yes, we're that sure!

Free Samples Sent to Auctioneers on Request

Auctioneers receive commission on subscriptions — Call or write.

Call **TOLL FREE** TO RESERVE ADS OR FOR INFO

AL AR DE GA IA IL KY MD MI MN MS MO
NC NY OH PA SC TN VA WV WI DC 1-800-428-4156

Indianapolis & NE suburbs 326-2235

Rest of Indiana 1-800-382-1050

Other States (not toll-free). Phone 317-345-5800 or 317-345-5133

TOLL FREE HOURS: 7 am-5 pm Mon. thru Fri. and Sat. 8 am-12 noon.
(Evenings after 5 and Sat. pm & Sundays BY CHANCE).

Delivered every Monday in most states.

Normal Ad Deadline: 9 am every Wednesday. Ads taken until 8:30 am Friday, but please call in reservation early. (Small surcharge for late ads after 9 am Wednesday.) Gelco or other Courier service recommended for late ads. Special delivery is good insurance.

NAA Seminars in January and February are an excellent beginning for a successful business year.

“ As the 1983 Chairman of the NAA Seminars, I would like to offer you a personal invitation to participate in two very educational and entertaining events. The Real Estate Seminar to be held in Louisville, Kentucky, on January 24-26 will be one that all auctioneers who sell real estate, or plan to enter a career in real estate, should attend. It has been designed for today's real estate market needs.

If you have a concern of any type that you would want discussed, please contact the NAA headquarters office or bring it with you, as we will have a special session this year in sharing these general concerns in responsibilities and liabilities of the auctioneer.

The New Orleans Seminar on February 21-23 at New Orleans, Louisiana, will be unique, educational, and a once-in-a-lifetime opportunity to visit a famous auction gallery and antique shops. Be sure to study the topics at these two seminars and then reserve your space now. The seminars are limited to 150 people and they will both fill up rapidly.

We will look forward to seeing you in Louisville and New Orleans. ”



1983 SEMINARS CHAIRMAN, NAA President-elect William L. "Bill" Gaule.

Check topics . . . information you can really use

Real estate in Louisville

Monday, January 24

- 8:30 to 9:00 am REGISTRATION. Only advance registration is permitted; registrants to receive their seminar materials.
- 9:00 to 10:15 am **LISTING, ADVERTISING, AND CONDUCTING THE REAL ESTATE AUCTION.** Instructor, Thomas R. Hunt, Hunt Auction & Realty, Bowling Green, Kentucky.
- 10:15 to 10:30 am REFRESHMENT BREAK. *(A special spouse orientation will be held on Monday morning. Information will be presented on shopping, tours, attractions, etc.)*
- 10:30 to 11:45 am **LISTING, ADVERTISING, AND CONDUCTING** continued.
- 12:00 pm to 1:30 pm LUNCHEON, fully paid seminar registrants only.
- 1:30 to 3:00 pm **APPRAISING REAL ESTATE FOR SALE AT AUCTION.** Instructor, D. Kim Ellis, MAI, Ostendorf-Morris Real Estate, Cleveland, Ohio.
- 3:00 to 3:15 pm REFRESHMENT BREAK.
- 3:15 to 4:15 pm APPRAISING REAL ESTATE continued.

Tuesday, January 25

- 9:00 to 10:15 am **REAL ESTATE LAW AS IT AFFECTS REAL ESTATE AUCTIONS.** Instructor, Thomas E. Tobin, attorney at law, Indianapolis, Indiana.
- 10:15 to 10:30 am REFRESHMENT BREAK.
- 10:30 to 11:45 am REAL ESTATE LAW continued.
- 12:00 pm to 1:30 pm LUNCHEON, fully paid seminar registrants only.
- 1:30 to 3:00 pm **REAL ESTATE AUCTION DEMONSTRATION.** Presentations by NAA members, their methods, chants, etc. Moderator, president-elect William L. Gaule, CAI, 1983 seminar chairman, Chatham, Illinois.
- 3:00 to 3:15 pm REFRESHMENT BREAK.
- 3:15 to 4:15 pm REAL ESTATE AUCTION DEMONSTRATION continued.

Wednesday, January 26

- 9:00 to 10:15 pm **CLERKING, CASHIERING, AND CLOSING THE REAL ESTATE AUCTION — MANUAL METHOD.** Instructor, Richard T. Kiko, NAA director, Canton, Ohio.

- 10:15 to 10:30 am REFRESHMENT BREAK.
- 10:30 to 11:45 am **CLERKING, CASHIERING, AND CLOSING — COMPUTER METHOD.** Instructor, J. Greg Ruthven, Vertimax Corporation, Lakeland, Florida.
- 12:00 pm to 1:30 pm LUNCHEON, fully paid seminar registrants only.
- 1:30 to 3:00 pm **GENERAL CONCERNS ABOUT REAL ESTATE AUCTIONS.** Moderator, William L. Gaule, seminar chairman.
- 3:00 to 3:15 pm REFRESHMENT BREAK.
- 3:15 to 4:15 pm GENERAL CONCERNS continued.
- 4:15 pm PRESENTATION OF SEMINAR CERTIFICATES.

Antiques, collectibles in New Orleans

Monday, February 21

- 8:30 to 9:00 am REGISTRATION. Only advance registration is permitted; registrants to receive their seminar materials.
- 9:00 to 10:15 am **DOLLS.** Instructor, Sophie Gunsalus, Putnam, Connecticut.
- 10:15 to 10:30 am REFRESHMENT BREAK.
- 10:30 to 11:45 am DOLLS continued.
- 12:00 pm to 1:30 pm LUNCHEON, fully paid seminar registrants only.
- 1:30 to 3:00 pm **AMERICAN GLASS.** Instructor, Kenneth Gunsalus, Putnam, Connecticut.
- 3:00 to 3:15 pm REFRESHMENT BREAK.
- 3:15 to 4:15 pm AMERICAN GLASS continued.

Tuesday, February 22

- 9:00 to 10:15 pm **PERIOD FURNITURE.** Instructor, Robert H. Glass, CAI, NAA director, Central Village, Connecticut.
- 10:15 to 10:30 am REFRESHMENT BREAK.
- 10:30 to 11:45 am PERIOD FURNITURE continued.
- 12:00 pm to 1:30 pm LUNCHEON, fully paid seminar registrants only.
- 1:30 to 4:15 pm **TOUR OF HISTORIC NEW ORLEANS HOME.**

Wednesday, February 23

- 9:00 to 10:15 am **CLOCKS.** Instructor, Dana J. Blackwell, vice president, E. Howard Clock Company, Naugatuck, Connecticut.
- 10:15 to 10:30 am REFRESHMENT BREAK.
- 10:30 to 11:45 am CLOCKS continued.

Continued page 24, column 1

Register now . . . limit 150 each Seminar

Only 150 registrants will be accepted for each NAA seminar in 1983. Therefore, early registration and hotel accommodations are even more important. After that 150 limit is reached, a waiting list will be formed to fill in after cancellations.

If you are unable to attend a seminar, refunds will be made for cancelled registrations. However, the NAA office must be notified of the cancellation well in advance of the particular seminar week.

To reserve hotel lodging at either seminar, a special hotel reservation form for each seminar hotel will be sent to the registrant only upon receipt of the completed seminar registration on page 25.

The following room rates will be in effect for the NAA seminars. The hotel reservation card will be the only means of assuring your hotel accommodations at either 1983 NAA seminar.

Real Estate at Auction Seminar

January 24-26, 1983

Hyatt Regency-Louisville, Kentucky

Single (s) (1 person)	\$ 47.00
Double (s) (2 persons-1 bed)	\$ 57.00
Double (s) (2 persons-2 beds)	\$ 57.00
plus 9.2% tax	
Additional person in room	\$ 15.00

Antiques and Collectibles at Auction Seminar

February 21-23, 1983

Hyatt Regency-New Orleans, Louisiana

Single (s) (1 person)	\$ 72.00
Double (s) (2 persons)	\$ 87.00
Suites:	
1 bedroom-small	\$210.00
1 bedroom-large	\$310.00
2 bedrooms	\$385.00
Plus 10% tax	

New Orleans continued

12:00 pm to 1:30 pm	LUNCHEON, fully paid seminar registrants only.
1:30 to 3:00 pm	IDENTIFYING ANTIQUES. Instructor, Phillip A. Viviano, Newell, North Carolina.
3:00 to 3:15 pm	REFRESHMENT BREAK.
3:15 to 4:15 pm	IDENTIFYING ANTIQUES continued.
4:15 pm	PRESENTATION OF SEMINAR CERTIFICATES.



LOUISIANA SUPERDOME, the world's largest indoor people place, is within walking distance of the Seminar hotel, the Hyatt Regency. French Quarter and the Mississippi River are less than a mile away.



BEAUTIFUL INTERIOR of New Orleans Hyatt Regency includes garden restaurants, striking architectural design.

Spouses, employees can attend

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

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

2. Only NAA auctioneers can attend NAA sponsored functions. **If an auctioneer works for an NAA member, that non-member auctioneer employee cannot attend the NAA seminars.** The non-member auctioneer employee must first join the NAA — full membership — in order to attend an NAA seminar.

Continued page 27

New Orleans February

1983 NAA Seminar Registration

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

SUBJECT: SELLING ANTIQUES AND COLLECTIBLES AT AUCTION

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

HOTEL RESERVATIONS

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

REGISTRATION FEES

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

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

_____ \$150 Three-day Seminar registration
_____ \$ 75 Spouse/guest three-day Seminar registration

\$ _____ TOTAL NEW ORLEANS SEMINAR FEES

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

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

Address _____

City _____ Phone _____

State _____ Zip _____

Send completed form and Seminar registration fee to:

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

Louisville January

1983 NAA Seminar Registration

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

SUBJECT: SELLING REAL ESTATE AT AUCTION

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

HOTEL RESERVATIONS

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

REGISTRATION FEES

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

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

_____ \$150 Three-day Seminar registration
_____ \$ 75 Spouse/guest three day Seminar registration

\$ _____ TOTAL LOUISVILLE SEMINAR FEES

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

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

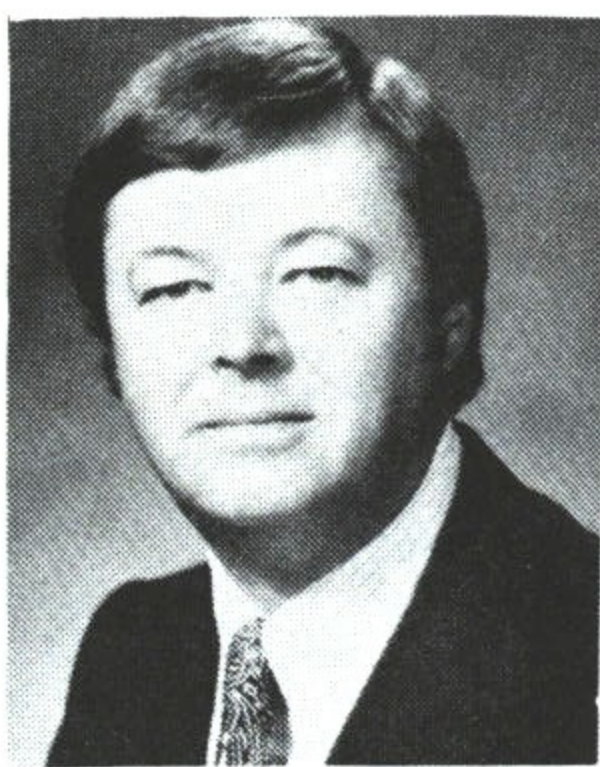
Address _____

City _____ Phone _____

State _____ Zip _____

Send completed form and Seminar registration fee to:

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



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

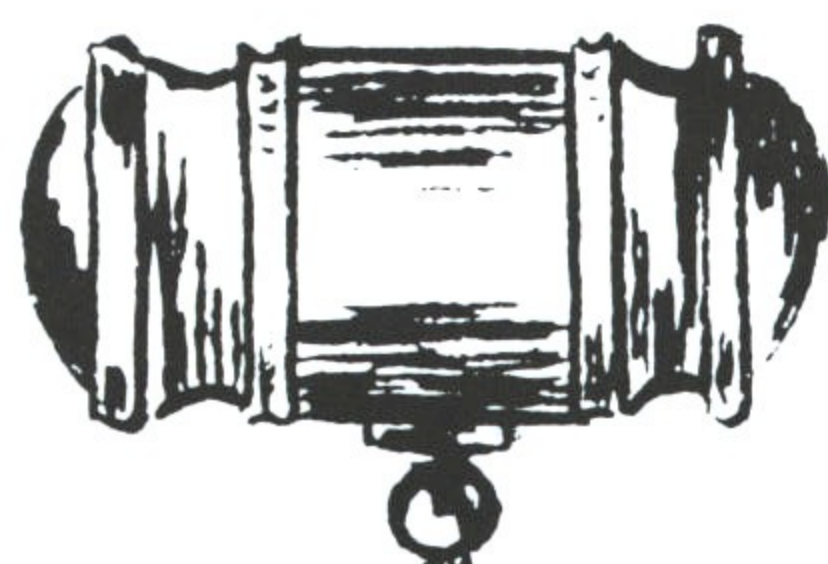
Write for free catalog and how to get your ten-book, advanced auction library and pre-training free.

MASON CITY COLLEGE OF AUCTIONEERING, INC.

P.O. Box 1463

Mason City, Iowa 50401

Phone: 515-423-7200



"The Souths Oldest Auction Company"
(Established 1917)

List Your
Property with Us

Reg. U. S. Trademark

J.L.TODD  **AUCTION CO.**
531 Broad Street Rome, Ga. (404) 291-7007

LICENSED • BONDED • INSURED

GA - AUCTIONEERS LIC. NO. 137

Atlanta Telephone 577-2634

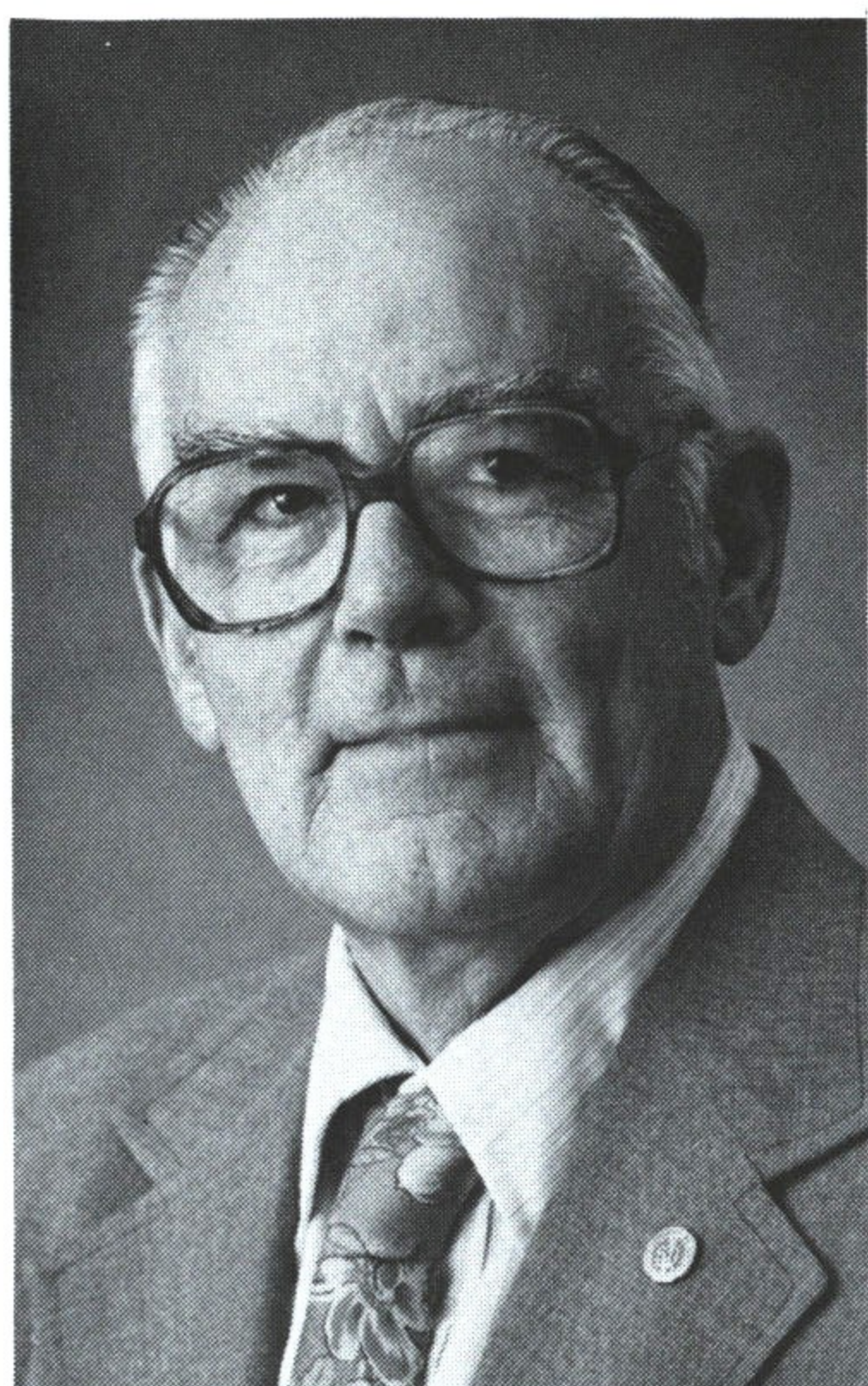
**Invites Participation
By Auctioneers & Real Estate Brokers, Nationwide**

We will be pleased to cooperate in turning your listings into immediate cash.

Call Toll-Free Ga. 1-800-282-2662/U.S.A. 1-800-241-7591



Seminar instructors



*INSTRUCTORS, from left,
Kenneth Gunsalus,
Sophie Gunsalus,
Richard Kiko.*

Kenneth and Sophie Gunsalus, Putnam, Connecticut, are a husband and wife team of antiques experts instructing at the New Orleans Seminar. Mr. Gunsalus will cover the topic of American glassware on the seminar's first day.

A busy lecturer and collector, Kenneth Gunsalus will draw upon 15 years of presenting glassware presentations to museum classes, schools, collector, and community groups. His preparation for the glassware program includes annual attendance at Corning Museum of Glass seminars, an extensive library of reference books, and over 3000 slides of glassware, dolls, and other antiques.

Sharing in the above credentials and expertise is Sophie Gunsalus, dolls instructor for the seminar. She has an extensive background in home economics and dress design, and has remained an avid collector of dolls for the past ten years. Mrs. Gunsalus often shares the stage with her husband, Kenneth, presenting historical programs on antiques to an ever expanding variety of interest groups.

Richard T. Kiko, NAA director from Canton, Ohio, will cover the topic of Clerking, Cashiering,

and Closing the Real Estate Auction/Manual Method, at the Louisville Real Estate Seminar. An auctioneer for over 23 years, Mr. Kiko and his firm conduct auctions of real estate, antiques, farm, and heavy equipment. He is the president of Richard T. Kiko Agency, Inc., Canton, and is active in the Ohio Auctioneers Association. He was elected to the NAA Board of Directors in 1980.

Continued from page 24

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

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

Because of the 150 limit in seminar registrations, **NOW** is the time to assure your seminar attendance for the 1983 NAA seminars.

Any questions about the upcoming seminars and your hotel lodging should be directed to the NAA office as soon as possible.

Future NAA convention and seminar sites

Conventions

- 1983 — Houston, Texas, July 26 to July 31 (Shamrock Hilton)
- 1984 — Minneapolis, Minnesota, July 17 to July 22 (Hyatt Regency/Holiday Inn Downtown)
- 1985 — Philadelphia, Pennsylvania, July 30 to August 3 (Franklin Plaza)
- 1986 — San Francisco, California, July 29 to August 3 (San Francisco Hilton & Towers)
- 1987 — Hollywood, Florida, July 7 to July 12 (Diplomat Hotel)

Seminars

- 1983 — Louisville, Kentucky, January 24-25-26 (Hyatt Regency)
New Orleans, Louisiana, February 21-22-23 (Hyatt Regency)
- 1984 — San Diego, California, January 23-24-25 (Hilton Hotel)
Memphis, Tennessee, February 13-14-15 (Peabody)
- 1985 — Kansas City, Missouri, January 20-21-22 (Hilton Plaza Inn)
Williamsburg, Virginia, February 11-12-13 (Motor House/Cascades Conference Ctr.)

If you have an on-

GOING

concern about the cost of auction control

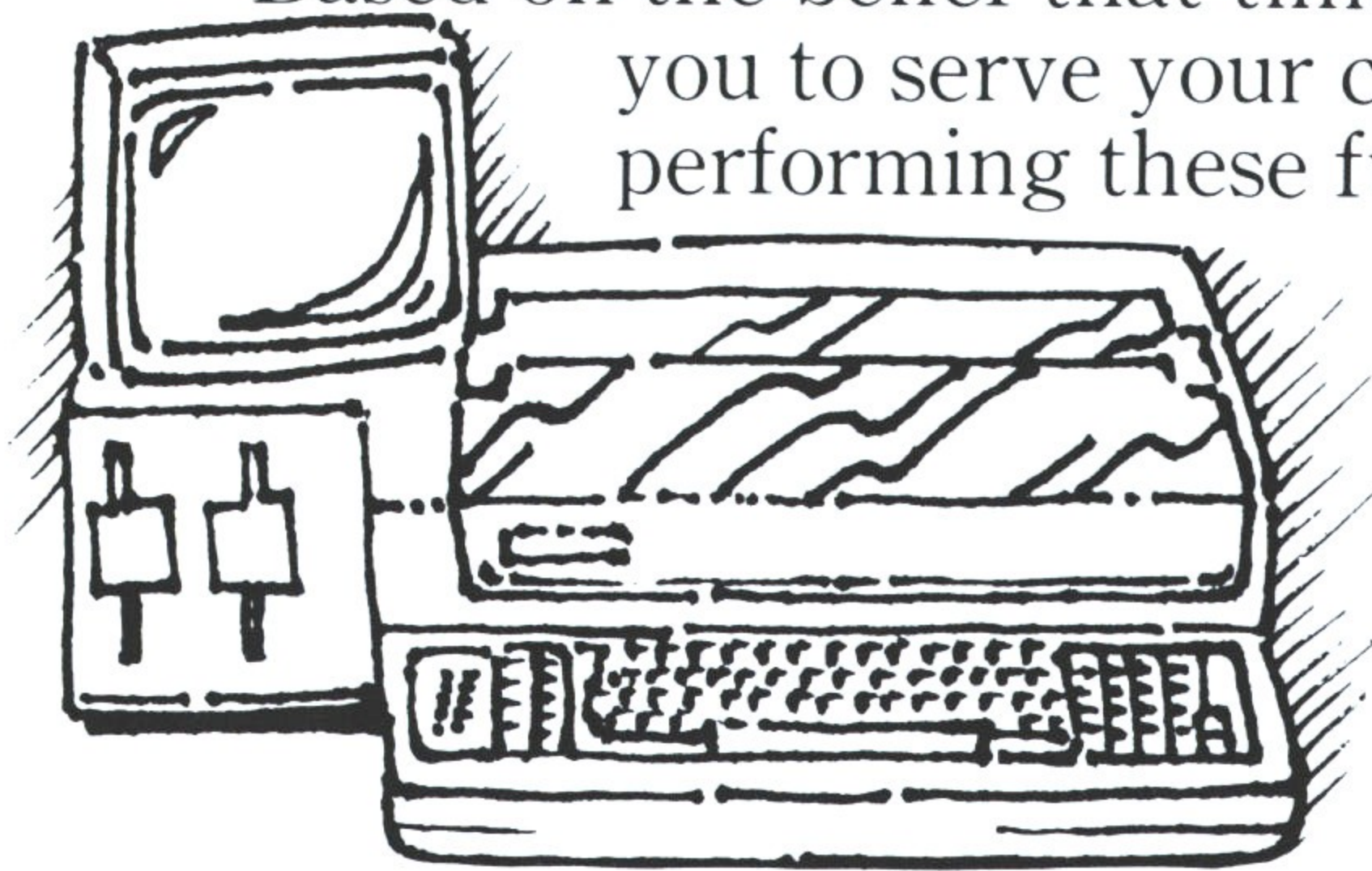
GOING

up, your worries may be

GONE.

The cost of operating an auction goes up every year. And in an effort to control these costs, RSI-Computer Group has developed a computerized auction control system.

Based on the belief that time is money, this software and hardware system enables you to serve your clients and bidders with speed and accuracy by performing these functions: —Sale Inventory Input, —Sale Catalogue,



—Auction Sheets, —Buyer Registration Input, —Buyer Registration Printout, —Sale Input, —Sale Control and Reconciliation, —Invoicing, —Buyer Status Inquiry, —Inventory Inquiry, —Sale Recapitulation, —Report of Sale.

Additional software handles payroll, accounts receivable, accounts payable, and a general ledger.

Under development is a comprehensive mailing label system.

Currently used by Norman Levy and Associates, Ralph Rosen Associates, S. Hochman & Co., Rabin Bros. Auctioneers and Jim Davis Auctioneers, this minicomputer weighs only 65 lbs. and costs under \$10,000.

r.s.i. computer group



For more information, write or call
Carla Murray or Jacquie Stephens.

2520 W. Mockingbird, Dallas, Texas 75235
Telephone 214-350-2381.
Outside Texas call toll-free 800-527-5134

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*



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



Import Tools

from our 3 warehouses
or by the CONTAINER LOAD
Direct to You From Overseas

**Call Dennis J. Reilly
for Price Quote**

Phone

1-800-228-2765

Omaha Industrial Tool
NEBRASKA BUYERS: 402-334-8185

**14685 Grover St.
Omaha, Nebr. 68144**

The advantages of absentee bidding

By Joe Small, CAI
NAA Director

Today's practicing auctioneer must always be on the alert for ideas that will help build business. One of the best ideas is to consider an "absentee bidding" system for each of your auctions.

When properly structured and managed, absentee bidding will do two things: (1) provide a very real, and much appreciated, service for those buyers who cannot attend the auction in person; and (2) give a considerable boost to every auction that you conduct.

When we speak of "absentee bidding", we simply mean to bid on behalf of a legitimate bidder who has inspected the item prior to sale time and wishes to bid, but for whatever reason, will be unable to attend the auction. Let me emphasize that this procedure has nothing to do with "selling to the coke machine," or to the "painting of Geronimo on the back wall". It is a serious, legitimate, well planned and scrupulously carried out service to your bidders. The integrity and forthrightness of both the auctioneer and the person charged with doing the actual absentee bidding will be crucial to the overall success of the entire procedure.

Simply stated, if it is consistently well done, and projects a feeling of judicial fairness and restraint, absentee bidding will earn the *trust* and *respect* of your crowd. From that point on, it will become an ever more important factor in your auctions. In my opinion, the auctioneer's biggest single challenge is not personality, repertoire of funny stories, pleasing voice, wealth, personal contacts, or the company vehicle. Nor is it a mesmerizing auction chant. The challenge is nothing more, and nothing less, than the ability to gain and hold the TRUST, RESPECT and CONFIDENCE of those served.

A very wise man once said that "the quickest way to take the measure of a person is to give the individual a little bit of power or authority". Perhaps an even more modern-day measure would be to observe how someone handles other people's money!

This procedure can be a lot like early man's experiences with fire and water. They quickly discovered that these elements were, if controlled, wonderful *servants*; however, if out of control, became monstrous *masters*. But I add this word of caution to those who would be tempted to misuse this kind of program: be aware that just as your auction business itself is much like a giant goldfish bowl, the absentee bidding system may be compared to a giant mirror. Absentee bidding will clearly reflect either greed, chicanery, and hypocrisy; or integrity, honesty, and fairness. One of these will seriously injure your business and make you a laughing stock in your community. The other will be a powerful tool,



NAA director Joe Small was elected to the NAA Board in 1980. He is the owner of Joe Small Auctioneers, Inc., Dallas, Texas, an antiques and estate auction firm. Mr. Small is a CAI charter member, and the institute's first president.

as well as a source of pride as you build a strong and enduring business reputation.

Here is how we structure our absentee bidding system

An "Absentee Bidding Sheet" is prepared. We order 5,000 at one time. Select a very bright colored paper stock — not like anything else you use, and certainly not the weak, washed-out four — six colors which most printers usually stock. Order a *bright* raspberry, lime, orange, red, green, etc., and stick with it. (It will stand out vividly, as your customers carry it around during the preview/exhibition period. This, in turn, builds confidence; and many more people will get absentee bidding forms and begin listing their bids.) The size should be standard 8½" x 11". We place a neat stack of our bright lime green forms in trays, at the front desk, and another beside the door entering the auction gallery.

At the very top in bold, black letters is the title "Absentee Bids". Next, and also very near the top, is a paragraph setting forth the terms and conditions of the absentee bidding process.

On the absentee bid sheet are six spaces, approximately 2" x 4", outlined by dotted lines. Later, when a bidder number has been assigned, it will be noted in each space, and then the sheet will be cut into individual "tickets" for use during the auction.

Our system. The completed bid forms may be turned in face-down in a designated tray at the front desk or dropped through a clearly identified slot-box

CALL OR WRITE FOR A FREE BROCHURE & SAMPLE KIT
(507) 645-4407

Clerking Sheets

3 part & 4 part - carbonless forms
One writing - eliminates posting errors
Each **slip** individually numbered
Tabulates progress of your sale

Kwick Klerk

Box 147 Northfield, Mn. 55057

nearby. (The container should be lockable to insure complete privacy to the bidders.)

Numbered bidder cards are assigned as the absentee bidding forms are turned in. This establishes an order if two bids are submitted with identical amounts. The *lowest* bidder number would take precedence over bids that were turned in later (*higher* bidder numbers). Another way to do this is simply to *stack* them in the order of arrival, for numbering at a more convenient time just prior to sale time.

The Absentee Bidding Desk. This "bidding station" or "bidding desk" should be located at the rear of the room, not in the way of the auction activity, but *prominently* displayed. Preferably, it should also be up high. We found that with an ordinary desk or table, people would cluster around, looking over the shoulder of the person doing the bidding and reading the amounts of the bids. We solved this problem by acquiring a beautiful oak pulpit from Scotland. We put a silver plaque on it saying "Absentee Bidding Desk", and placed it at the rear of the room. It has the prominence we like, out of the way, and yet can easily be seen by the auctioneer.

The Absentee Bidder. This person should be the kind of person who exemplifies confidence. He or she should be very much at home with auctions and the bidding process, be familiar with the merchandise being sold, and not be easily confused. Most importantly, the absentee bidder must learn to bid with confidence, yet with no show of emotion. The atti-

tude here is best described as a spirit of judicial fairness. No gloating, arm-waving, signs of remorse, elation, etc. It is also desirable to have the *same person* doing the absentee bidding at each sale.

Number of Bids. Expect this program to build slowly. We have from 75 to 125 absentee bids at each auction. You can imagine what a boost it gives to our auctions and how it builds enthusiasm in each sale. The "word of mouth" advertising from happy buyers will eventually be the key to making this procedure accepted and successful in your auction operation.

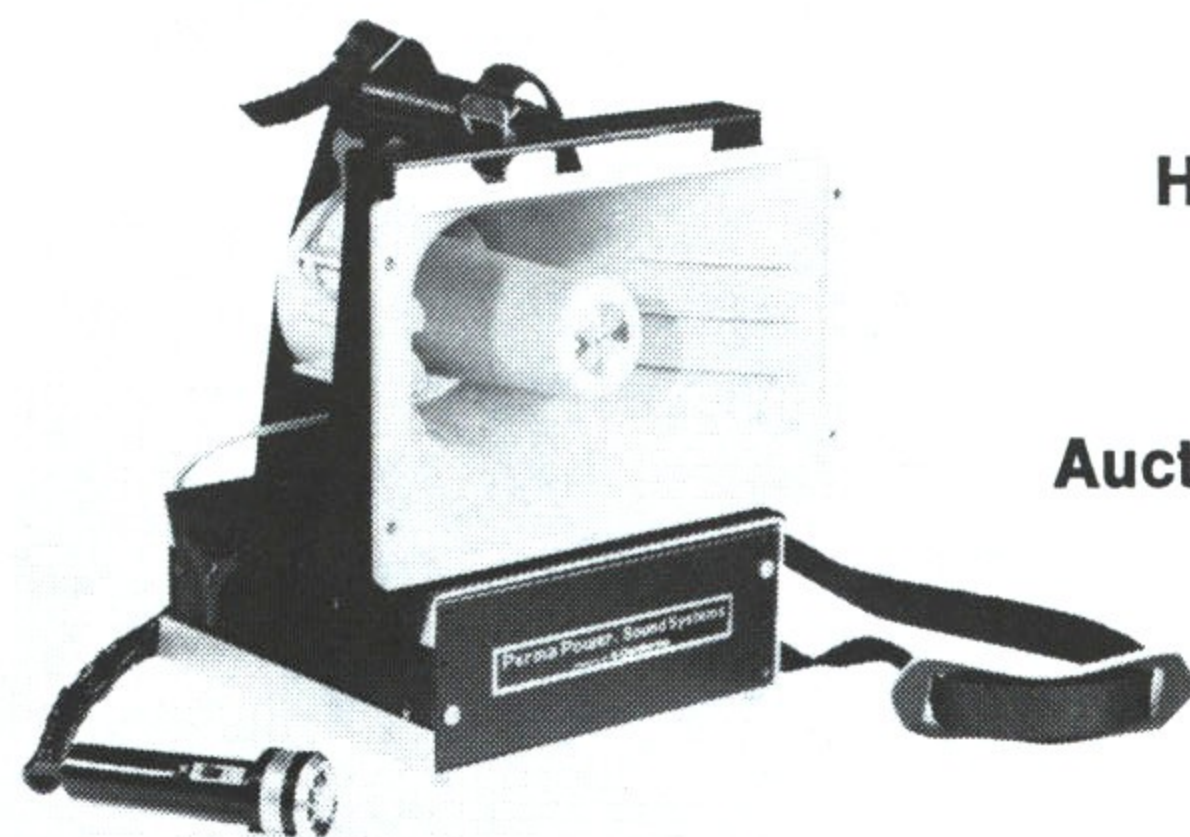
Techniques for the Absentee Bidder

- 1.) Stay alert, pay careful attention throughout the auction.
- 2.) Don't start the bidding. If possible, allow the crowd to start the bidding. Then, start low — half the bid, for example.
- 3.) Signify by a distinct, but subtle, shake of the head to indicate to the auctioneer when you are through bidding on an item.
- 4.) Plan *where* to enter the bidding, so that you are on even or odd dollar amounts to correspond with your high bid.
- 5.) **In case of a tie bid, between the absentee and a bidder who is present, the preference is given to the bidder who is present.**

Continued page 32

AUCTIONEERS P.A. EQUIPMENT AT WHOLESALE PRICES!

"The Professional Auctioneers' Choice"



HALF-MILE HAILER

MODEL S-610

List: \$257.00

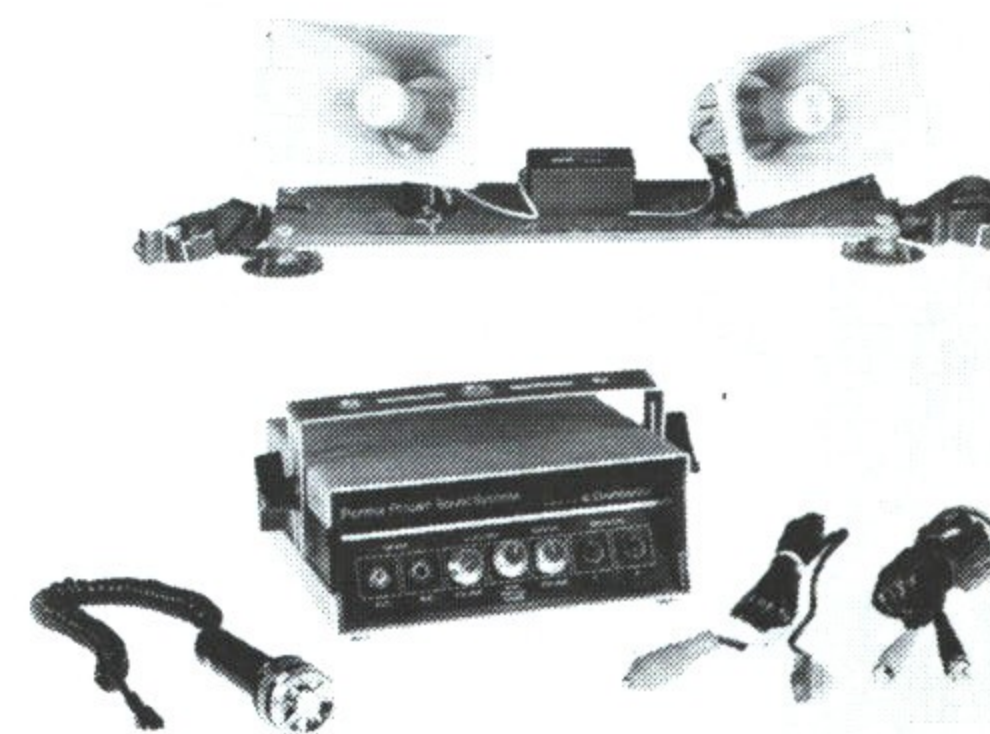
Auctioneers Cost: \$205.00

SOUND CRUISER

MOBILE P.A. MODEL S-310

List: \$440.00

Auctioneers Cost: \$374.00



HALF-MILE HAILER MODEL S-610 — Projects further, louder, clearer than horn hailers . . . doesn't block vision . . . perfect for crowd control, athletics and other outdoor use. **AMPLIFIER:** Model S-702: 35 watt: all transistor. **CONTROLS:** On-Off, Volume. **Inputs:** For ceramic or dynamic microphone: auxiliary input for phono, tuner, tape recorder, etc. **3 Outputs:** For additional speakers: tape recorder. **Power Source:** Ten "D" size flashlight batteries: alkaline type provides up to 200 hours operation. **MICROPHONE:** Cardioid probe-type, noise-cancelling, hand-held microphone, supplied with 8' coil cord, on-off switch. **SPEAKER:** Weatherproof horn, can handle full amplifier output: detachable. **CONSTRUCTION:** Removable metal bracket attaches to amplifier with screw knobs: gripper handle and shoulder strap included. **Dimensions:** 11½" high, 11" wide, 9" deep. **WEIGHT:** 14 lbs. (with batteries). **Order Model S-610**

SOUND CRUISER MOBILE P.A. MODEL S-310 — Make any car a sound truck in 45 seconds. Ideal for cars, trucks, buses, boats. **AMPLIFIER:** Model S-302: 32 watts: all transistor. **Controls:** On-Off/Tone; Master Volume; Auxiliary Volume. **Inputs:** For microphone: for radio, tuner, recorder, etc. **Outputs:** For 8 or 16 ohm speakers. **Power Source:** 12V dc: plugs into auto cigarette lighter socket. Terminals provided for permanent installation. 120V ac and flashlight battery adapters available. **Size:** 8¾" wide x 3¼" high x 8¾" deep. **Mounting:** Handle supplied for easy carrying or ready mounting under dash. **SPEAKERS:** Model S-1210: Two weatherproof horn speakers that swivel and lock in any direction, can handle full amplifier output, mounted on car-top carrier ready to clamp to car. **MICROPHONE:** Model S-2080: cardioid probe-type, noise-cancelling hand-held microphone, supplied with 8' coil cord, on-off switch, mounting clip. **WEIGHT:** Complete system, 25 lbs. **Order Model S-310**

Order by mail — payment with order — we pay postage . . . C.O.D., you pay postage.
North Carolina residents add 4% sales tax.

Col. Forrest Mendenhall,
 Member



*If you need good quality equipment,
 this is your opportunity.*
Write for Equipment Brochure today.



Mendenhall School of Auctioneering

P.O. BOX 7344 — U.S. HWY. 29 & 70 (185) HIGH POINT, NORTH CAROLINA 27263 PHONE (919) 887-1165

- 6.) Do not encourage or allow people to visit with the absentee bidder.
- 7.) Begin the auction with some items that you have absentee bids on, this gives a brisker start.
- 8.) Keep bid tickets in neat, orderly rows for quick identification.
- 9.) Show bidder card *quickly* when item is sold, have the card ready.
- 10.) As the evening progresses, keep two stacks of tickets: successful and a unsuccessful stack. Retain successful stack to verify later.
- 11.) Remember to assign an actual bidder card number to each bidder, rather than use a single number to which all absentee bids are charged.
- 12.) It is generally *not* a good practice to permit someone to *call* in an absentee bid prior to the auction. We prefer that the bidder see the item, then leave an absentee bid while in the gallery. We do make an occasional, rare exception if someone we know and trust calls to say they've been in, seen the item, but failed to list it on the bid sheet. We would then add it to the absentee's other bids.
- 13.) We recommend that you *do not* take telephone bids during the auction. This procedure fails to generate the degree of trust and confidence needed to be genuinely successful. People always wonder "who's *really* on the phone?" or "is the telephone even hooked up?", etc.

The principal reason is that the process

greatly favors the single bidder on the telephone. Also, a disproportionate amount of time is spent attending to the phone bidder's needs. What do you say to those who ask you to put in two more telephone lines, (or six lines) so that more people can utilize the service? Then, will you hire six more people to handle the phones?

- 14.) Do not accept "open-ended bids" where someone says "just buy it for me, no matter what!" Invariably, this strategy will come back to bite you. Insist on a *written dollar figure* every time!
- 15.) Nothing will destroy confidence in your absentee bidding system faster than having all successful bids "just happen to be" at the maximum limit of the absentee bid which was left. The idea is for *as little as possible*. Just think of the positive, word-of-mouth advertising you would receive if an absentee bidder purchased an item for \$600, after having left a bid limit of \$2000. (This actually happened at one of our sales. We also had a \$6000 absentee limit on a grand piano, but sold to the absentee bidder for \$4250.)

Your honesty and integrity when dealing with absentee bids will continue to payoff. Bidders will come to realize that you can be trusted with their money.

- 16.) "What did that bring?" We often get that question from unsuccessful absentee bidders, calling in to see if they got anything. Our answer is that "we treat each bid in complete confidence and do not reveal selling prices. All you can be certain of is that your bid was not high enough to be successful. Better luck next time!" The principal reason we do not research high bids is because of the great amount of time wasted. After all, it's a moot point. They obviously need to bid more next time.

If you are not now using a type of absentee bidding program, you are missing out on a valuable tool that can lead to greater profits, as you serve more of your clients more effectively. As suggested in the television commercial, "try absentee bidding, you'll like it," and most likely profit from it.

YOU CAN USE THIS FORM. Director Joe Small is making his absentee bidding sheet available to any NAA member who cares to use it. The form on the page at right may suffice as "camera ready art" for printing, or you may have your version of the form typeset. Whichever method, you must change the telephone number in the top paragraph to your own. The absentee bidding program in use at Mr. Small's gallery has been three years in the refining process, and may be quite adaptable to your auction business.

Dealer Auction

1st & 3rd Tuesday 11 a.m.

*Selling Overstock — Bankrupt Stock —
Salvage — Unclaimed Freight*

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

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

WISHING ROCK AUCTION

46 Wishing Rock Rd.
Pasadena, Maryland

(301) 647-9769

(301) 551-4371

Vic Mattucci-Auctioneer

BRITTEN AUCTION ACADEMY

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

Approved by Texas Education Agency

The School of Distinction

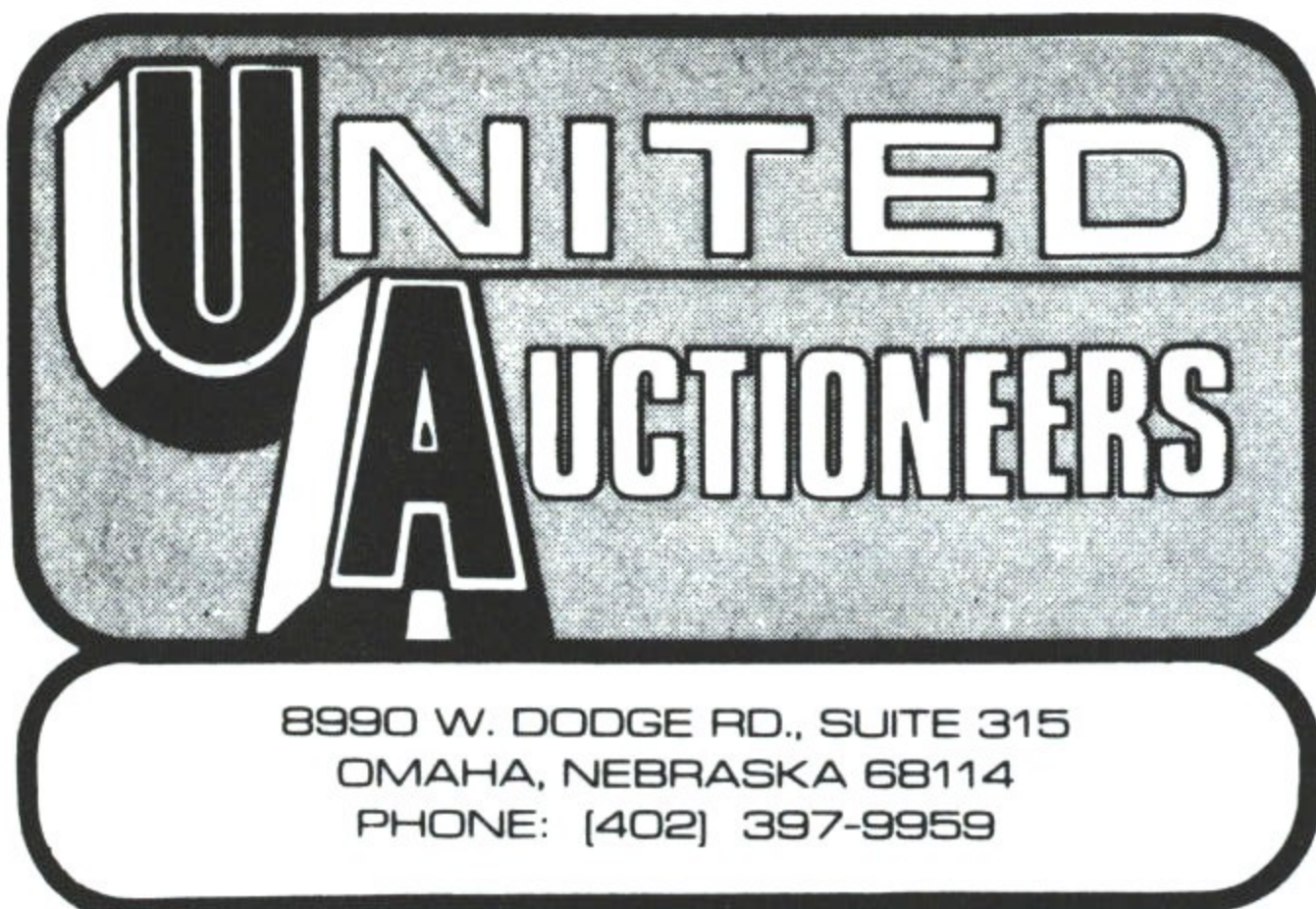
ABSENTEE BIDS

TO PLACE AN ABSENTEE BID YOU AUTHORIZE THE AUCTIONEER TO BID ON YOUR BEHALF UP TO THE LIMIT OF YOUR BID. HE WILL PURCHASE AT THE LOWEST POSSIBLE PRICE BELOW YOUR MAXIMUM BID. YOU MUST PROVIDE YOUR NAME, ADDRESS AND PHONE NUMBER ALONG WITH LOT NUMBERS, DESCRIPTIONS AND MAXIMUM BIDS. ALL SALES ARE FINAL. THIS SERVICE IS AVAILABLE WITHOUT CHARGE. YOU MAY CALL 241-1912 AFTER 10:30 A.M. IN THE MORNING AFTER THE AUCTION TO LEARN IF YOU WERE THE SUCCESSFUL BIDDER AND TO ARRANGE FOR PROMPT PAYMENT AND PICKUP!

NAME _____ HOME PHONE _____

ADDRESS _____ ZIP _____ BUS. PHONE _____

<div>LOT NUMBER</div> <div>ABSENTEE BID</div> <div>BRIEF DESCRIPTION OF ITEM / LOT: _____</div> <div>LABEL COLOR: _____</div> <div>SOLD FOR: \$</div>	<div>LOT NUMBER</div> <div>ABSENTEE BID</div> <div>BRIEF DESCRIPTION OF ITEM / LOT: _____</div> <div>LABEL COLOR: _____</div> <div>SOLD FOR: \$</div>
<div>LOT NUMBER</div> <div>ABSENTEE BID</div> <div>BRIEF DESCRIPTION OF ITEM / LOT: _____</div> <div>LABEL COLOR: _____</div> <div>SOLD FOR: \$</div>	<div>LOT NUMBER</div> <div>ABSENTEE BID</div> <div>BRIEF DESCRIPTION OF ITEM / LOT: _____</div> <div>LABEL COLOR: _____</div> <div>SOLD FOR: \$</div>
<div>LOT NUMBER</div> <div>ABSENTEE BID</div> <div>BRIEF DESCRIPTION OF ITEM / LOT: _____</div> <div>LABEL COLOR: _____</div> <div>SOLD FOR: \$</div>	<div>LOT NUMBER</div> <div>ABSENTEE BID</div> <div>BRIEF DESCRIPTION OF ITEM / LOT: _____</div> <div>LABEL COLOR: _____</div> <div>SOLD FOR: \$</div>



BE THE BEST — BE A

UNITED

AUCTIONEER

And You'll Pocket More Profit

A UNITED FRANCHISE CAN PUT YOU
ON THE ROAD TO SUCCESS
WITH THESE BENEFITS:

- 1. Increased business and profits***
- 2. Nationwide identity***
- 3. Professional training***
- 4. Protected territory***
- 5. Access to extensive mailing list***
- 6. Professional advertising advice***
- 7. Registered name and trademark***
- 8. Leads from national advertising***

***THIS IS ONLY A SMALL PORTION OF WHAT THE
UNITED FRANCHISE CAN DO FOR YOU.
THIS IS A UNIQUE OPPORTUNITY FOR THE AGGRESSIVE PERSON.***

Let the UNITED system work for you.
Call 402-397-9959 or 1-800-228-2544

or Write United Auctioneers, 8990 W. Dodge Rd., Suite 315, Omaha, NE 68114

Big dollars and fun at charity auctions

By Walter J. "Wally" Laumeyer, CAI
NAA Director

Let's say that you and I have been requested to conduct a large charity auction. Most of the items offered will be valued from \$100 into the thousands of dollars. Basically, the mechanics are the same as any other auction, except we will be dealing with a clientele who may not have attended many auctions. Most of the buyers will be claiming a tax deduction for contributing to the organization which is conducting the auction. At a large charity auction, admission is usually by invitation with a donation.

An "attitude adjustment" or cocktail hour might precede a dinner, at which time a pitch is made explaining how desperately the organization needs financial assistance. Immediately following dinner, we suggest everyone get up to stretch and take a break. During this time we have all the tables removed, and rearrange the chairs in rows. This cuts down on conversation, and we can hold the attention of the crowd more effectively.

(We always insist on a good door prize to be awarded at the conclusion of the auction. This keeps the people from leaving early.)

Because many of the bidders in the audience have never attended an auction, we briefly explain the benefits and history of auctions, then instruct them how to bid. We start the auction a little slower than usual for the first few items. As the pace increases, the audience gives us their undivided attention.

(At charity auctions, we have sold automobiles for \$8000 and paintings for \$20,000.)

Remember that the more generous benefit auction buyers like — and deserve — recognition. We have someone on stage to inform us who the high bidder was, so we can acknowledge the person with a big "thank you" and a round of applause.

Get everyone involved! People love the unique "event" of a charity auction, and enjoy spending money for a good cause. As a result of benefit auctions, your company can get some very good leads and contacts for future business.



NAA director Wally Laumeyer was elected to the NAA Board in 1981. He is the owner of Wally Laumeyer Auction Co., Inver Grove Heights, Minnesota, operating two auction houses, and selling antiques, autos, business liquidations, and raw furs. Mr. Laumeyer is active in the Minnesota State Auctioneers Association, having served as an MSAA president.

THE PROFESSIONAL AUCTIONEER AND WHAT HE NEEDS TO KNOW

BY RUSSELL KRUSE

A book every auctioneer should have in his possession. Prepared for practicing auctioneer and the student or beginning auctioneer.

CHAPTER HEADINGS

- | | |
|---|---|
| 1. Bid Calling | 10. License Law - Bonds |
| 2. Conducting the auction | 11. Fees — Commission |
| 3. Contracts | 12. Appraising |
| 4. Sale Summary | 13. Land description and surveys |
| 5. Uniform commercial code and auctioneer liability | 14. Working together |
| 6. Reserve bidding | 15. Definition of 276 terms and words every auctioneer should know or have available. |
| 7. Advertising | |
| 8. Ringman | |
| 9. Insurance | |

Price of book \$10.00 (Volume discount available). WRITE: Kruse Office, Auburn, Indiana 46706. ATTENTION — Russell Kruse.

**ALSO AUCTIONEER TRAINING AT
KRUSE AUCTION INSTITUTE
AUBURN, INDIANA (\$300)**

or

HOME STUDY COURSE

Plus LIVE KRUSE TAPE ON BID CALLING (\$50.00)

Phone 219-925-4004 or Write Russell Kruse
at above address.



AUCTIONEERS + DEE SIGNS

EASY TO USE
SLIP IN YOUR MESSAGE
NO BOLTS, NO SCREWS.

QUALITY SIGNS AT
FRIENDLY PRICES.

DEE SIGN CO

2501 NORWOOD AVE.
CINCINNATI, OHIO 45212
(513) 631-2222

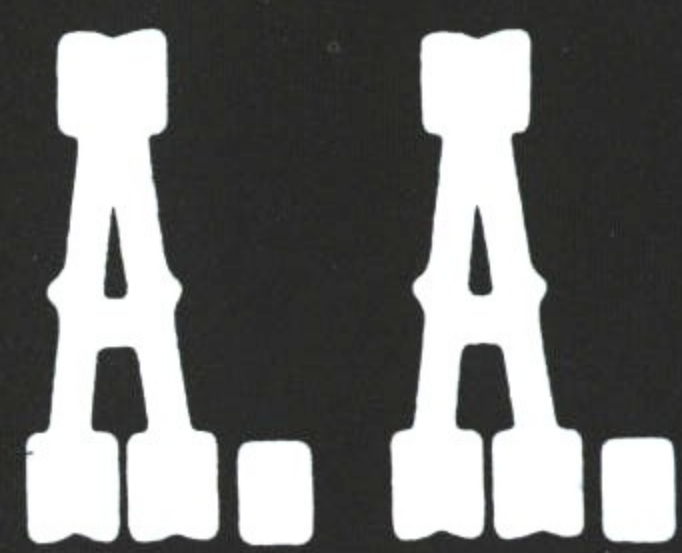
SALE CLERKING SHEETS and other Auction forms

Write for Samples and Prices

BURTON PRINTING CO.

P.O. Box 597

Hastings, Nebr. 68901



IMPORTING COMPANY, INC.

4244-48 OLIVE ST., ST. LOUIS, MO 63108 U.S.A. • PHONE 314-533-3477

47 YEARS OF SERVICE • FINE CLASSICAL REPRODUCTIONS

WHOLESALE TO DEALERS ONLY

- FURNITURE
- BRASS AND COPPER
- ART GLASS
- DOLLS
- PORCELAIN
- BISQUE FIGURES
- FINE HARDWARE
- IRON TOYS
- DECOYS
- DEPRESSION GLASS
- SPITTOONS
- PAPERWEIGHTS
- STEINS
- CRYSTAL
- TEA SETS
- WEATHER VANES
- TAXI HORNS



AS DIRECT IMPORTERS, WE ARE ABLE TO OFFER GOODS AT VERY FAVORABLE PRICES.

Dealers providing identification on card or letterhead to: Dept. AM, A.A. Importing Co., Inc. will receive our 120 pages, full color catalogue of over 700 Antique Reproductions. Please enclose \$3.00. This amount will be credited against your first order.

OUR MERCHANDISE IS IDEAL FOR AUCTION

- We feature authentic reproductions
- Most are designed by us in classical style • Many unusual items not elsewhere available • Items suitable for fine collections.



TRAVELING ROAD SHOW SCHEDULE: SPRING, 1983

SPECIAL SALES VALUES ARE OFFERED TO DEALERS ATTENDING ANY SHOW

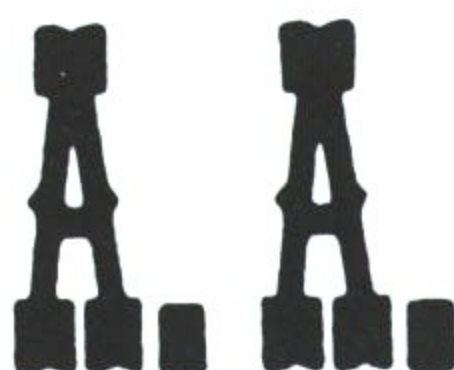
Houston, TX
New Orleans, LA
Tampa, FL
Miami, FL
Atlanta, GA
Charleston, SC
Roanoke, VA
Wash./Balt.
Hartford, CT
Boston, MA
Syracuse, NY
Pittsburgh, PA
Cleveland, OH
Detroit, MI
Columbus, OH
Des Moines, IA
Minneapolis, MN
Denver, CO
Milwaukee, WI
Kansas City, MO

Quality Inn—University
Holiday Inn—East Highrise
Holiday Inn—Downtown
Ramada Inn—North
Holiday Inn—South
Holiday Inn—Airport
Best Western Coachman Inn
Holiday Inn—Laurel
Ramada Inn—Wethersfield
Holiday Inn—Waltham
Syracuse Airport Inn
Holiday Inn—Parkway West
Holiday Inn—Airport
Ramada Inn—Metro Airport
Howard Johnson—North
Holiday Inn—North
Airport Inn
Holiday Inn—East
Ramada Inn—Downtown
Ramada Inn—Independence

3815 Gulf Freeway
6324 Chef Menteur Hwy.
111 W. Fortune St.
16805 N.W. 12th Ave.
6288 Old Dixie Hwy.
I-26 & W. Aviation Ave.
Exit 44, I-81 U.S. 220 North
Exit Wash./Balt. Pkwy. @ 198 West
1330 Silas Deane Hwy.
455 Totten Pond Rd.
Hancock International Airport
Rt. 22 & 30 Montour Church Rd.
16501 Brookpark
8270 Wickham Rd.
999 E. Granville Rd.
3501 E. 14th St.
7800 34th Ave. South
13800 Colfax
633 W. Michigan
4141 S. Noland

January 9, 10, 11
January 16, 17, 18
January 24, 25, 26
January 30, 31, February 1
February 6, 7, 8
February 13, 14, 15
February 20, 21, 22
February 27, 28, March 1
March 6, 7, 8
March 28, 29, 30
April 3, 4, 5
April 10, 11, 12
April 16, 17, 18
April 24, 25, 26
May 1, 2, 3
May 22, 23, 24
May 29, 30, 31
June 5, 6, 7
June 12, 13, 14
June 20, 21, 22

The headquarters of A.A. Importing Co., Inc. is in St. Louis, MO. Direct all mail orders and phone orders to:
4244 Olive St. St. Louis, MO 63108



For immediate pick-up purchases, you may come to our St. Louis headquarters, to our branch showroom warehouse at 17015 Kingsview Ave., Carson, CA 90746, or to our new branch showroom warehouse at 106 Sylvester Rd., South San Francisco, CA 94080.

Work closely with personal property clients

By Howard Buckles
NAA Director

Household auctions are numerous here in my area, and I am sure in many other localities as well. When I accept a household goods auction, one of my first items of business is to visit with clients about their future plans — moving into a smaller home, an apartment, or whether they are leaving the area completely. Many people, if they are moving from a large home into a smaller home, will automatically try to move too many belongings with them. I highly recommend and try to persuade them to move into their new location before we have the auction. This gives them time to realize their smaller home will not accommodate all of the articles they had intended to take.

Many times the furniture that clients had in their larger home looked very nice in those surroundings, but just won't fit in the smaller home, or maybe the color scheme doesn't match. In this case, they will elect to sell many more of their belongings and purchase new items for their new residence.

If the property they are moving from has a large yard, that would make a desirable place to conduct the auction. I highly recommend holding a household auction on the premises. I feel that merchandise will bring higher prices if it can be sold near the residence.

If it is a quality of merchandise that is worthy of renting a tent for weather protection, this should be considered. Also, if the yard space is very small perhaps the auction should be moved to a location near the home, with enough space to display the merchandise properly.

When the auction is in a rural area, advertising becomes a very important subject to discuss with the client. Advertising rates are high and rising all the



Howard Buckles, NAA immediate past president, was first elected to the Board in 1974, beginning a long career of service to the National Auctioneers Association. He is the owner of Howard Buckles Auctioneering Service, Keosauqua, Iowa, conducting farm, estate, antiques, and real estate auctions. Mr. Buckles is also active in the Iowa Auctioneers Association, having served as an IAA president.

time, but the auction should still be promoted in three of four newspapers. Certainly do not discount other means of advertising. This all can be quite expensive. Therefore, give as much consideration as possible to the dollar volume of the auction, to determine an appropriate amount to spend on advertising.

After the date, place and advertising has been completely finalized, I like to visit with the seller on the arrangement of the merchandise. Determine whether the owners are acquainted with auctions well enough to arrange their own auction with some assistance. Or do they want your firm to handle all of the arranging? A well arranged auction can put many more dollars in the client's bank account and much more commission in the auctioneer's pocket.

Often, while visiting with the owners, we go from room to room together listing merchandise. I'm sure that many of us hear of one article — or group of items — being mentioned more than other articles throughout the home. Be it a chair, television, table, or whatever, most usually it will be an article that means a lot to them. We as auctioneers, with our "people" experience and knowledge, should realize that this may be the article they are going to be most worried about bringing a good price. I believe that if they will give you an idea of what this particular article should bring, then make an effort to sell that item for a good price. I have found from past experience that if the particularly meaningful articles sell well, the client is happy about the entire auction; and a satisfied seller is what we want each and every auction.

CALL OR WRITE FOR A FREE BROCHURE & SAMPLE KIT
(507) 645-4407

Personalized Bidder Numbers
A Kwick Klerk Innovation!!

Get a free business card* for each bidder number you buy.

*We print your name, address & logo on a detachable card - you give them to your clients & prospects.

Kwick Klerk

Box 147 Northfield, Mn. 55057



100 AUCTION and AUCTION RELATED BOOKS

For Auctioneers - Collectors - Auction Goers - Antique Buffs.
Thousands already sold. Popular Titles. Beautifully illustrated.
Free Catalog - Today!

For prompt return send SASE

WATTS BOOK SALES

P.O. Box 80034, Indianapolis, IN 46280, Phone: 317/875-7063

YOU CAN LEARN TO AUCTION REAL ESTATE SUCCESSFULLY...AND BECOME A QUALIFIED AUCTIONEER

THE FIRST COMPLETE HOME STUDY COURSE
EVER DEVELOPED ON HOW TO SUCCESSFULLY AUCTION REAL ESTATE

BROKERS/AGENTS:

■ Offer this additional successful marketing technique to your clients. ■ There are many advantages to a public sale (Auction). ■ Learn what they are and offer this alternative to your clients. ■ Give yourself and your company this important edge. ■ Auctions can produce sales where all other marketing techniques fail.

For many of you this could mean the beginning of a whole new career in real estate; for others it will mean many extra dollars in income. This detailed course, authored by one of America's foremost real estate auctioneers, will teach you all you need to know...There is no other course offered anywhere quite like this one.

A comprehensive marketing education by an instructor who combines his knowledge as a highly successful practicing auctioneer, together with the teaching techniques from his seminars that have been so widely acclaimed by graduate students.

About the Author: Melvin A. (Mel) Giller. Realtor—Auctioneer. Thirty years' background in sales, sales management and marketing and is a nationally recognized author, lecturer and instructor on the Marketing of Real Estate by Public Sale. He entered the real estate profession in the early 1960's. He has been involved as a Real Estate Developer, and at one time in his career, operated a company that was comprised of 87 sales people. Several years ago, he recognized the enormous potential of the Public Sales as a marketing tool for the sale of real property, and he has dedicated himself to this profession. He is the President of Nationwide Auction Company, with offices in Newport Beach, California, Tucson, Arizona and Minneapolis, Minnesota.

GRADUATES WRITE:

Thank you for introducing me to a new Real Estate phenomena...Auctioneering.

My first auction was a tremendous success thanks to your training and support. By using your workbook as a guide, I was able to coordinate the entire auction step by step and everything fell into place.

J. Johnson, Real Estate Broker, Los Angeles, California

The most exciting thing to happen to me in the 10 years that I have held a real estate license, was to attend your course on how to auction real estate. The instruction was fast-moving yet complete in every detail.

You have introduced me to an exciting profession, and with all due respect to your excellent teaching, I am now conducting my own successful real estate auctions.

I heartily recommend your course to anyone interested in learning how to auction real estate.

J. Platt, Real Estate Broker, Anchorage, Alaska

Your course has changed my entire career. At my first auction sale, we offered 21 apartment houses and sold 19 of the 21 properties, with total sales in excess of \$4,000,000.

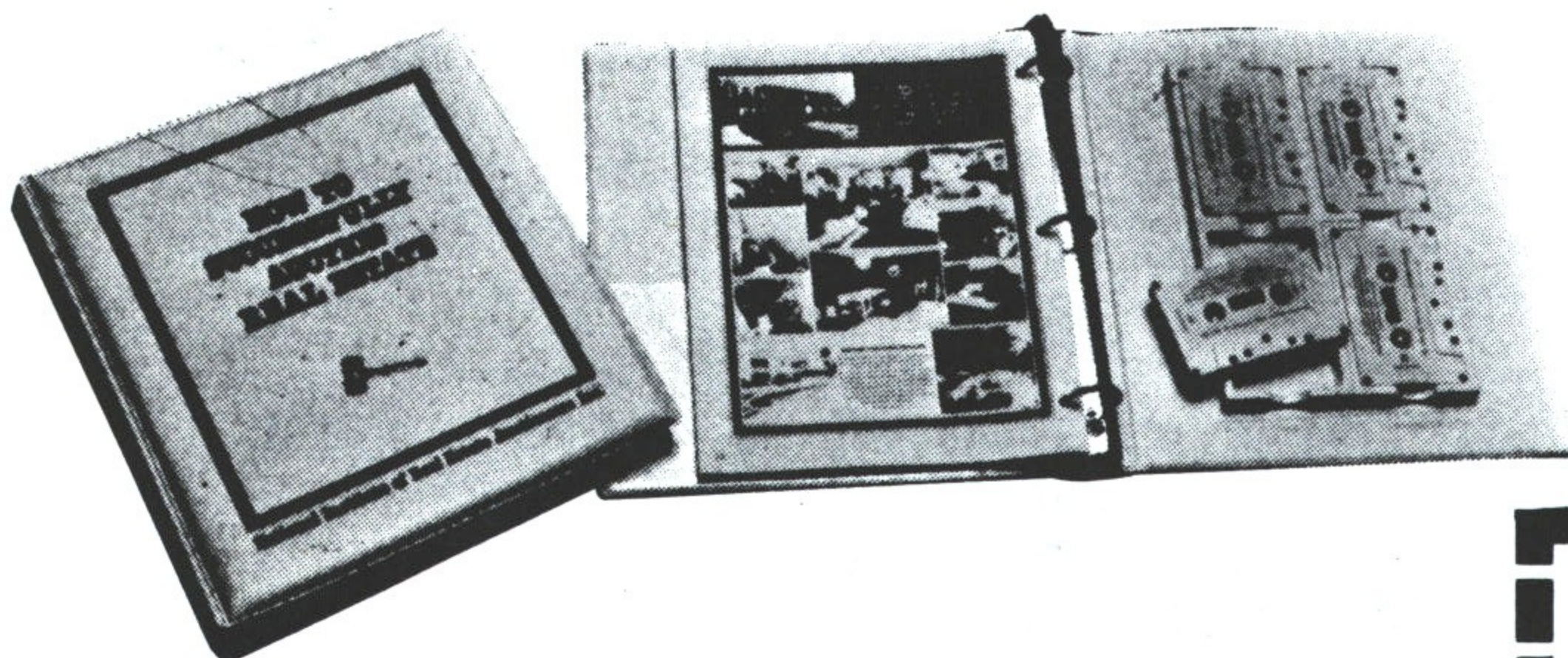
I was simply amazed as I watched the auction magic unfold. I followed the contents of your course to the letter, and they became words of gold, now proven again.

As a real estate broker, this marketing method is quite rewarding. Your experience and advice made the difference between mediocrity and the sensational success of our auction. I am deeply indebted to you.

C. Ormbrek, Real Estate Broker, Santa Fe, New Mexico

COURSE INCLUDES A 76 PAGE INSTRUCTION MANUAL, AND FOUR (4) cassettes covering 24 topics. The topics include: HOW TO ACQUIRE LISTINGS, CLIENT COUNSELING, HOW TO CHARGE FOR YOUR SERVICES, PROMOTING THE AUCTION, CONDUCTING THE SALE, THE SECRETS OF HOW TO CRY THE CHANT OF THE AUCTIONEER (a sound that has thrilled millions of auction goers throughout the generations). A separate section will instruct you on how to auction personal property. The course comes complete with samples of newspaper ads, brochures, and all the forms you will need to be a qualified auctioneer.

It's all here. Read it at home. Listen to it in your car.
Practice in your leisure. All for a one time cost of...



COMPLETE COURSE
ONLY

\$89⁵⁰

FOR THE YEAR 1981:
NATIONWIDE AUCTION COMPANY AUCTIONED ALMOST 500 PROPERTIES FOR A GROSS VOLUME EXCEEDING 70 MILLION DOLLARS. THE LIST OF PROPERTIES AUCTIONED INCLUDED SINGLE FAMILY HOMES, CONDOMINIUMS, COMMERCIAL PROPERTIES AND FULLY IMPROVED HOMESITES.

Send me my course on HOW TO BECOME A SUCCESSFUL REAL ESTATE AUCTIONEER. (Please Print) (California Residents add 6% sales tax.)

Name _____

Address _____

City _____ State _____ Zip _____

☐ Check enclosed. Make payable to Natl. Inst. of Real Estate Auctioneers Inc.

☐ Master Card ☐ VISA Card No. _____

Exp. Date _____ Signature _____

Mail to: National Institute of Real Estate Auctioneers, Inc., 3961 MacArthur Blvd., Suites 210 & 212, Newport Beach, CA 92660 • (714) 752-2298



Auxiliary to the National Auctioneers Association

Season's greetings, Auxiliary members and friends,

Another year is drawing to a close, and it's time to reflect on all the positive things in our lives, for which that we need to be thankful.

Personally, I am very thankful for all the wonderful friends I have acquired throughout the years as a member of the NAA Auxiliary. The love and support you have shown me during my year as president, and these years following, will always be cherished. Those of you who have not joined our Auxiliary are certainly missing out on being a part of a great, friendly family of auctioneer supporters.

This coming year in Houston, I am looking forward to taking my turn in making the NAA convention more enjoyable for the youth attending. NAA member Gene Simpkins, Auxiliary director Glenda Johnson and I are making plans now for the Youth Activities Program. Suggestions are certainly welcome from any of you.

It has been said many times, that the tasks we really want to do, we will find time for. I'd like to share with you a very important list that was written by Mrs. Carl Laabs and published in our area Farm Bureau paper.

Take time for these 10 things

1. Take time to WORK — it is the price of success.
2. Take time to THINK — it is the source of power.
3. Take time to PLAY — it is the secret of youth.
4. Take time to READ — it is the foundation of knowledge.
5. Take time to WORSHIP — it is the highway of reverence, and washes the dust from our eyes.
6. Take time to HELP, and ENJOY, friends — they are the source of happiness.
7. Take time to LOVE — it is the sacrament of life.
8. Take time to DREAM — it hitches the soul to the stars.
9. Take time to LAUGH — it is the singing that helps with life's load.
10. Take time to PLAN — it is the secret of being able to take time for the first nine "things".

I believe the above would definitely make a great way to begin the new year.

God bless all of you, and I will be thinking of you this holiday season. I wish you much happiness, joy and success, now and in the future.

**Irene Dudley, past president
Auxiliary to the NAA
Hampton, Iowa**

The Auxiliary to the National Auctioneers Association 1982-83 Officers

PRESIDENT

Mrs. Naomi Newcom, P.O. Box 458, Whitewater, Kansas 67154, phone 316-799-2278

PRESIDENT-ELECT

Mrs. Pat Dunning, P.O. Box 866, Elgin, Illinois 60120, phone 312-741-3483

VICE PRESIDENT

Mrs. Betty Short, 1341 E. Orchid Lane, Phoenix, Arizona 85020, phone 602-944-5626

SECRETARY-TREASURER

Mrs. Tomi Ayers, 2233 Jacksboro Park, LaFollette, Tennessee 37766, phone 615-546-2296 or 562-7810

HISTORIAN

Mrs. Judy Miller, Rt. #3 Box 457, Evansville, Indiana 47711, phone 812-867-2486

DIRECTORS

TERMS EXPIRING 1985

Mrs. Pat Lambright, 112 N. Detroit St., LaGrange, Indiana 46761, phone 219-463-2013

Mrs. Mary Witzel, 761 E. Lefty Lane, Oak Harbor, Washington 98277, phone 206-675-6262

Mrs. Marge Gaule, 909 W. Walnut, Chatham, Illinois 62629, phone 217-483-2913

Mrs. Carol Bambeck, Rt. #1 Box 392, Dover, Ohio 44622, phone 216-343-1437

TERMS EXPIRING 1984

Mrs. Glenda McCarter Johnson, 415 Kingfisher Ave., Sevierville, Tennessee 37862, phone 615-453-8417

Mrs. JoAnne Laumeyer, 7306 Cleveland Ave. East, Inver Grove Heights, Minnesota 55075, phone 612-455-9547. (From August 20 — June 1) 162 SW 53 Terrace, Cape Coral, Florida 33904, phone 813-549-4955

Mrs. Fran Smith, Angell Road, Silver Creek, New York 14136, phone 716-934-4875

TERMS EXPIRING 1983

Mrs. Virginia Dilgard, 135 Union St., Ashland, Ohio 44805, phone 419-325-2122 or 325-1337

Mrs. Lila Moody, P.O. Box 795, Darlington, South Carolina 29532, phone 803-393-7793 or 393-0431

Mrs. Irene Dudley, Rt. #4, Hampton, Iowa 50441, phone 515-456-4318

AUCTION FORMS

**IMPRINTED WITH YOUR NAME &
NUMBERED OR NUMBERED ONLY**

Payment with Order — We Pay Postage

C. O. D. Orders — You Pay Postage

THE COMPLETE LINE OF AUCTION FORMS

— WRITE FOR FREE SAMPLES TO —

STOCK YARDS PRINTING CO.

1613-A Genesee, Kansas City, Mo. 64102

NAA/CAI members on British study tour

By Gretchen Martin

(Mrs. Martin is the wife of CAI executive vice president, Stephen J. Martin, and accompanied him on the tour to England.)

Great Britain was the destination for the first annual Certified Auctioneers Institute Study Tour, September 28 through October 9. Forty-two NAA auctioneers and their spouses were able to learn firsthand the methods and techniques of the British auction system. The CAI members who chose to go on the tour represented fourteen states and as many varied professional specialties. We all received a royal welcome to the "Old World".

The ten day Study Tour began in Boston, where participants boarded a British Airways flight to London's Heathrow Airport. The London Hilton International Hotel, in the beautiful Mayfair district, was our home while in Britain. To help everyone become acquainted with the sights and historical areas, a guided tour of the city was conducted upon our arrival. Big Ben, Parliament, London Bridge, Buckingham Palace, and St. Paul's Cathedral where Prince Charles and Lady Diana were married, were just



AT F. C. BONHAM'S auction house in London, chairman Nick Bonham holds a lecture session for the CAI tour. Front row, from left: NAA Past President and Mrs. Marty Higgenbotham, Mr. and Mrs. Dudley Althaus, NAA Director and Mrs. Joe Small.

some of the locations visited. Everyone was free to visit these and other points of interest during their free time while in London.

After the city tour, the CAI group was welcomed to Britain at a reception by the Michael Davis Shipping concern. Mr. Davis and his staff spoke to us regarding the transport of containers full of antiques from Britain to various ports in the United States. We learned how merchandise shipping, an integral part of international business in the auction industry, can be expedient and efficient.

Teamwork



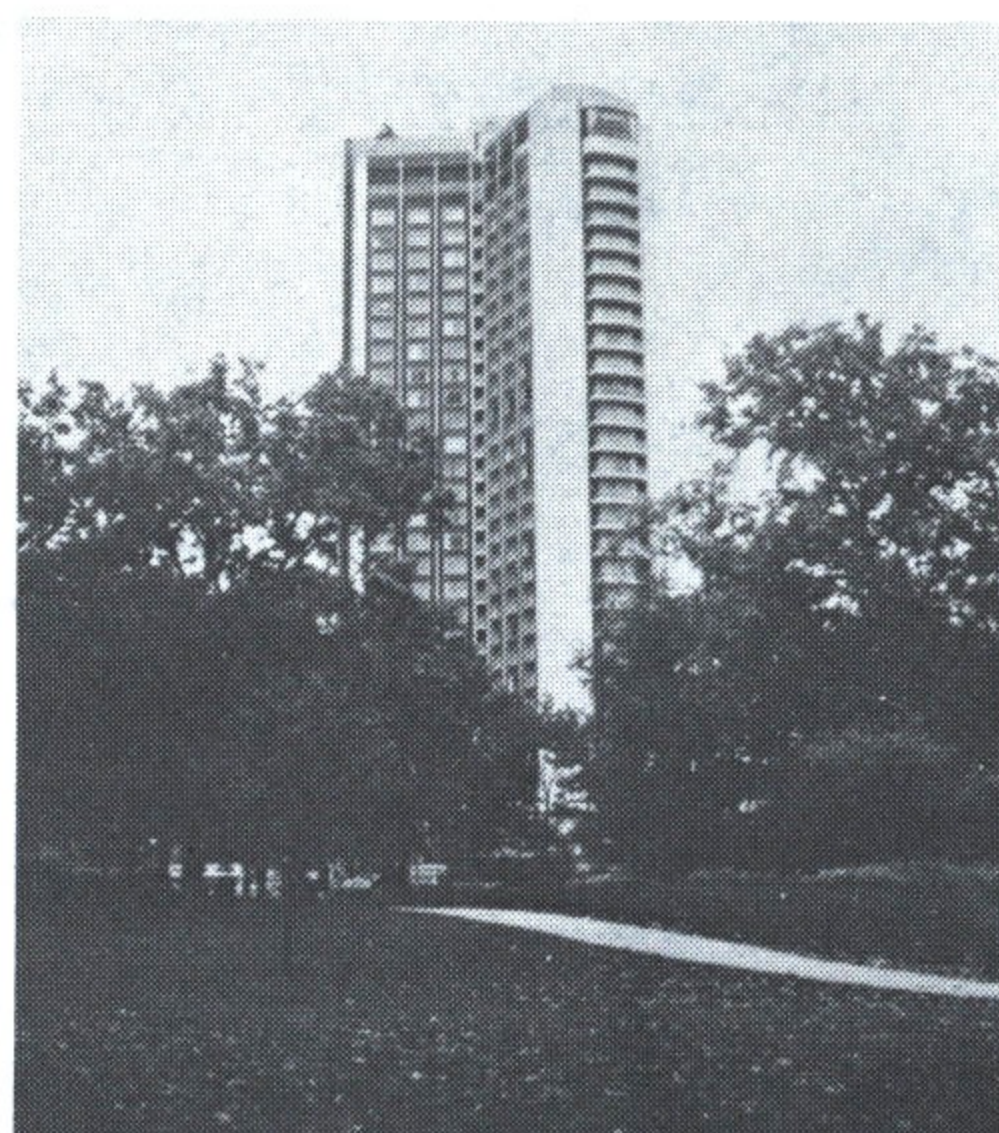
The execution of the right play creates the winning effort. Teamwork is what makes it all happen and can put dollars in your pocket. You may not always have the knowledge or experience to tackle every sale or lead. Michael Fox Auctioneers can be the part of your team that can make the difference between a touchdown and a field goal. In fact, Michael Fox Auctioneers can handle the entire job for you, at auction, or by outright cash purchase from the seller! We're specialists in the field of commercial and industrial auctions and liquidations and one of the country's largest. Our size, experience, financial strength and liquidation know-how can make Michael Fox Auctioneers and you an unbeatable team. Call us *collect* whenever you have a sale or a lead where teamwork can help.

Michael Fox Auctioneers, inc.

EXECUTIVE OFFICES
SUITE 1915 • CHARLES CENTER SOUTH • 36 S. CHARLES STREET
• BALTIMORE, MARYLAND 21201
(301) 332-1333 Baltimore • (301) 621-4321 Washington • (215) 564-1175 Philadelphia

TOWN CRIER announces day's events at one of the tour stops.

LONDON'S HILTON INTERNATIONAL, home for 10 days on the CAI British tour.



SOTHEBY'S SILVER EXPERT, left, explains a silver mark to NAA auctioneer Gary Garrison, and Mr. and Mrs. Richard Coleman.

The second day for the CAI study group provided tours, lectures, and auctions at two famous auction houses — Sotheby's and Bonham's. We were greeted by Nick Bonham, chairman of the firm which was established in the late 1700's. He spoke with us concerning auction methods and practices in Britain. A guided tour of Bonham's followed, where we visited the main furniture gallery, spoke with Oriental expert, Sebastain Pearson, and Hector Wright of the Evaluations Department, then viewed a European watercolors sale in progress. We also had the opportunity to participate in an antique furniture sale.

The next stop was Sotheby's on Bond Street. After a welcome by John Stancliff, a senior department head, we visited the silver department where we spoke with Sotheby's silver expert, Peter Woldrom. Upon visiting the picture gallery, we were able to view a Turner masterpiece — valued at \$1.5 million — being prepared for an upcoming auction. We also visited the rare books and manuscripts room where items were being shown prior to a scheduled sale. Auctions were held at both houses during our visits, providing the American auctioneers with an excellent opportunity for comparison.

That evening we attended a reception hosted by *THE ANTIQUES TRADE GAZETTE*, a trade magazine for antiques auctioneers in Britain. The reception was held at The Lamb and Flag, a well known pub in London's Convent Garden district. Our host, Ivor Turnball, and the staff of *THE ANTIQUES TRADE GAZETTE*, answered our questions and made us feel very British in the 400-year-old pub.

The CAI tour's third day began very early for those who wished to visit the famous Bermondsey Market which open at 5:30 a.m. Here one could purchase all kinds of antiques, and was expected to bargain with the owners for their goods. Later that morning, we visited another of the famous auction houses in London — Christie's — which probably had the most majestic salesrooms of all the galleries we visited. Here we were able to learn more about the unique manner in which the large international auction houses plan, promote, and execute sales of

consigned merchandise. The experts at Christie's provided considerable information regarding the sale of different forms of art and antiques.

Later that day, a very special luncheon was held at the Hilton International Hotel, where David Royal and Michael Bussey of the Royal Institute of Chartered Surveyors and Auctioneers were speakers. They discussed the differences between British and U.S. methods of selling real estate at auction, and also

Continued page 43

FACT #3

We deliver 1,000 to
50,000 auction brochures
(2 colors or 4 colors on 80 lb. gloss)
in 72 hours.

INDUSTRIAL PUBLISHING

Auction Brochure and Mailing Specialists

P.O. BOX 2328
EUGENE, OR 97402

Call Collect

(503) 689-2711



Col. JOE REISCH
Author & Publisher
 (Photo taken Nov. 1978)

THE AUCTIONEER'S LIBRARY & REFERENCE BOOKS
Latest Advanced Methods For the Professional Auctioneer
The Most Comprehensive Information Ever Published on Auctioneering
TELLS YOU HOW TO KEEP THE BUSINESS YOU HAVE AND HOW TO
GET THE SALES YOU HAVE NOT BEEN GETTING.

Nothing Is Left Out



Address All Mail To —

Col. Joe Reisch's Auction Library
Box 850, Dept. NA
Mason City, Iowa 50401

10 Books — First edition now off the press
WRITE FOR FREE BROCHURE



CERTIFIED
AUCTIONEERS
INSTITUTE
1983 Courses

April 10-15, 1983

Indiana University
Bloomington, Ind.

For application and information, contact: Certified Auctioneers
 Education Institute, 4211 East Third Street, Bloomington, IN
 47401, phone 812-333-0077



PHILLIPS CHAIRMAN, Christopher Weston, discussed the CAI tour of the famous auction gallery.



COURT JESTER entertains auctioneers and spouses during dinner at Hatfield Palace.

the British approach to professionalism in auctioneering. Mr. Royal will be the president of the group for next year, a position similar to the NAA presidency.

On our fourth day we combined sightseeing with antique buying, on a visit to the cities of Bath and Wells. In Bath we toured the ancient Roman baths and had a delightful lunch at the Royal York Hotel. After some shopping, our CAI group proceeded to Wells where we visited the famous Wells Cathedral and Bishops Palace, visited more antique shops, and browsed through the local market in the town square.

Sunday, was truly a day of rest. No group plans were scheduled, and everyone was free to sightsee and visit museums on their own. The following day we traveled to Farnham, Surrey, for an auto auction conducted by the British Car Auction Group. John Sanderson, their managing director, spoke with us prior to a tour of the BCAG facilities and a delicious luncheon which they hosted. After lunch, we enjoyed visiting the auction in progress of Bentleys, Rolls Royces, and other European luxury cars. The BCA Group is the largest auction company in Great Britain.

The following day we visited yet another famous

London auction house, Phillips. Christopher Weston, chairman of Phillips, spoke with us about their organization in both Great Britain and the United States. We toured the departments of rare books, silver, stamps, bonds and bank notes, talking with Phillips' specialists in each area. We were fortunate to be able to see Mr. Weston conduct a fine jewelry auction where several CAI auctioneers were active bidders.

Auction experiences were once again broadened by our visit to the Hereford market the next day. This market town on the English-Welsh border is one of Britain's most famous. Here we were able to see the auctions of sheep, cattle, pigs, fowl, plants, yard goods, fruit and vegetables. Even a butcher using the Dutch auction method, sold his beef and lamb to the public. These auctions, plus the opportunity to meander through a large open air market where a great variety of merchandise is sold, was very unique. The beautiful countryside to and from Hereford was also delightful.

Our last day in Great Britain was again spent touring auction towns and beautiful English countryside. We traveled through the Cotswolds, visiting Stratford-upon-Avon, Stow-in-the-Wold, and Broadway. Antique hunting was on the agenda for many. As we drove through quaint English towns and the tranquil beauty of the countryside, all agreed that Britain was an excellent choice for the first CAI Study Tour. The next day, we packed our luggage and looked forward to returning home, and the opportunity to put to work what we had learned.

Auctioneers and spouses experienced and realized a great deal about British auction methods during our stay. We also shared a great many ideas and observations amongst ourselves, during a truly broadening, educational tour.

Initial plans are already underway for the Second Annual Certified Auctioneers Institute Study Tour in 1983.

GOODWILL, OPPORTUNITY, COOPERATION, FELLOWSHIP and KNOWLEDGE personifies NAA members. Each of us should recognize it as our responsibility to recruit auctioneers, to become a part through membership in our active, progressive, and prestigious organization.

Invite at least one auctioneer to affiliate. In so doing you will not only make it possible for another member to give of time and talent in elevating the auctioneering profession, but make for greater NAA progress. Participate and help make people understand that NAA members are an accurate representation of American auctioneers, proudly wearing the lapel pin identifying them as members of the National Auctioneers Association.

B. G. Coats

The Public Broadcasting System raised \$4 million through auctions and other non-grant sources in the year ended June 30, up from \$920,000 the year before.

THE AUCTION NEWS

BE A PROFESSIONAL AUCTIONEER

FAST

PROVEN

RESULTS

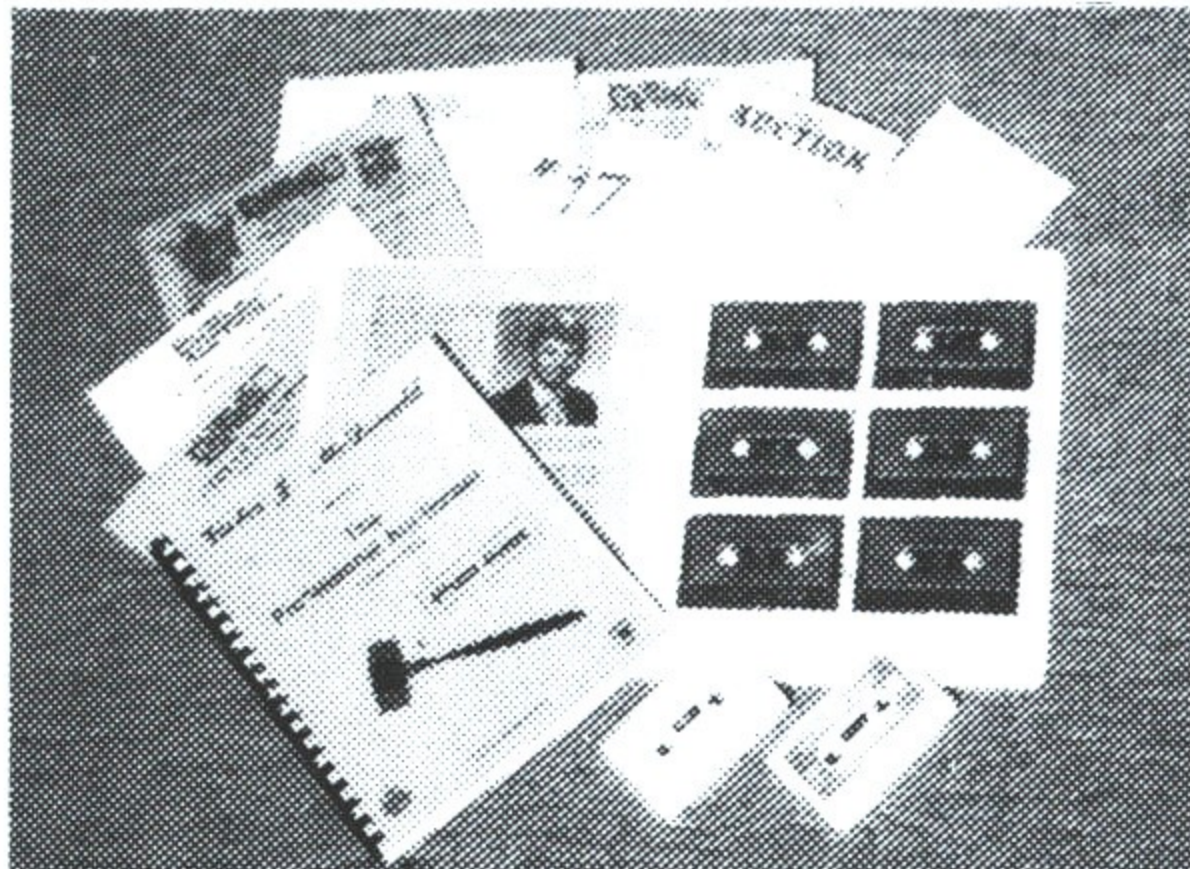


VICTOR J. McDONALD
Member

*You Will Soon Learn The Auctioneer's Chant &
How To Successfully Conduct Auctions*



Victor J. McDonald, Master Auctioneer, Real Estate Broker & successful businessman, has conducted many, many auctions. (Even one that was spotlighted on CBS' 60 MINUTES.)



Years of preparation and research have gone into this 8 cassette auctioneering course and study guide textbook. The steps you must follow to reach your goal are set out in an easy and practical plan designed to be followed at your own rate of progress.

No need to travel across the country and try to cram the foundation for a lucrative profession into a 1 or 2 week school. Listen, learn and practice at your own pace.

YOUR CASSETTE COURSE COVERS SUCH IMPORTANT TOPICS AS:

Auctioneer's Chant — Hear It on the cassettes and see it in the Study Guide Text Book.

Number Brackets — Transcribe them in your Study Guide and hear your progress on the practice cassette.

Filler Words — Learn how they link numbers and add continuity to your chant.

Opening Chants — Choose from many and create your own individual style.

History of Auctions — Know about your profession.

Opening Presentations — Set the pace for the auction and establish your authority.

Conditions of Sale — The finer points of a smoothly conducted auction.

Salesmanship — An auctioneer is a super salesman.

Buying and Selling — The true art of negotiation.

Contracts — Essential in any profession.

Banking — The right banker can be your best friend.

Ethics — The foundation of any successful business.

Practice Cassette — Use daily.

Sample materials include brochures, tags, buyer cards, contract, actual newspaper ads, opening presentations, solicitation letters and over 100 one-liner jokes.

Money Back Guarantee: If you are not completely satisfied with this course at the end of 3 days, return it to us for a full refund. (You pay postage.)

**Today's marketplace makes auctioneering
A VERY PROFITABLE BUSINESS, full-time or part-time or just using
it as an extra sale's tool in your present occupation. Real estate
brokers, lawyers, trust officers, used car dealers, antique dealers,
equipment brokers and, of course, APPRENTICE AUCTIONEERS.**

**MAIL TO: AUCTIONEERING
P.O. BOX 1968 VICTORIA, TX. 77902**

**COMPLETE COURSE
\$99.00**

NAME _____ ADDRESS _____

CITY _____ STATE _____ ZIP _____ PHONE NO. _____

☐ MASTERCARD ☐ VISA CARD NO. _____ SIGNATURE _____

☐ CHECK ENCLOSED (Texas Residents add 5%) ☐ C.O.D. (Call 512-578-9811) Victor McDonald Company, Auctioneers® Division
P.O. Box 1805 Victoria, Texas 77901

Real Estate at Auction

Urea-formaldehyde foam in the walls? One more thing to disclose

According to real estate law, you must disclose all known defects or hazardous conditions in a given property. Now, urea-formaldehyde foam insulation is a bonafide health hazard according to the Consumer Product Safety Commission. Last year, one broker didn't disclose the presence of the foam insulation, was sued by the new owners after they became gravely ill, and was forced to pay a large sum of money in damages.

Below is a portion of an article from AUCTION MARKETING NOW, a newsletter published by NAA member **Dave Kessler**, New Paris, Ohio. If you're not already familiar with urea-formaldehyde foam insulation, the following information is a warning to learn more, then thoroughly inspect the next building you sell at auction.

The Consumer Product Safety Commission ruling states that urea-formaldehyde foam insulation "presents an unreasonable risk of injury from irritation, sensitization and cancer because of the release of formaldehyde gas from the product after it is installed".

During the early part of the 1970's many commercial buildings and quite a number of homes were constructed using this substance as the insulation. It has also been used when insulating remodeled homes and buildings.

When being installed urea-formaldehyde based resin, the foaming agent and compressed gas are funneled into a mixture that looks like dirty yellow shaving cream. This is then pumped into wall cavities where it becomes firm after a short curing period. It was fairly easy to work with and apparently did a good job of insulating.

Some plumbers are using this substance as insulation, and a stiffener, when installing fiberglass bath tub/shower combinations. And they are also injecting it for these same purposes when they must make repairs to fiberglass shower/tub units.

The urea-formaldehyde gas vapors released into

living quarters can cause a whole range of health problems. The list of illnesses includes among others respiratory problems, skin irritation, headaches, nausea, asthma and is said to "pose a cancer risk to humans".

Recent installations of urea formaldehyde foam insulation may require that walls or paneling be removed in order to remove the insulation. Older installations may have reached the point where the release of vapors may be below the safety level. Corrections after the fact could be costly.

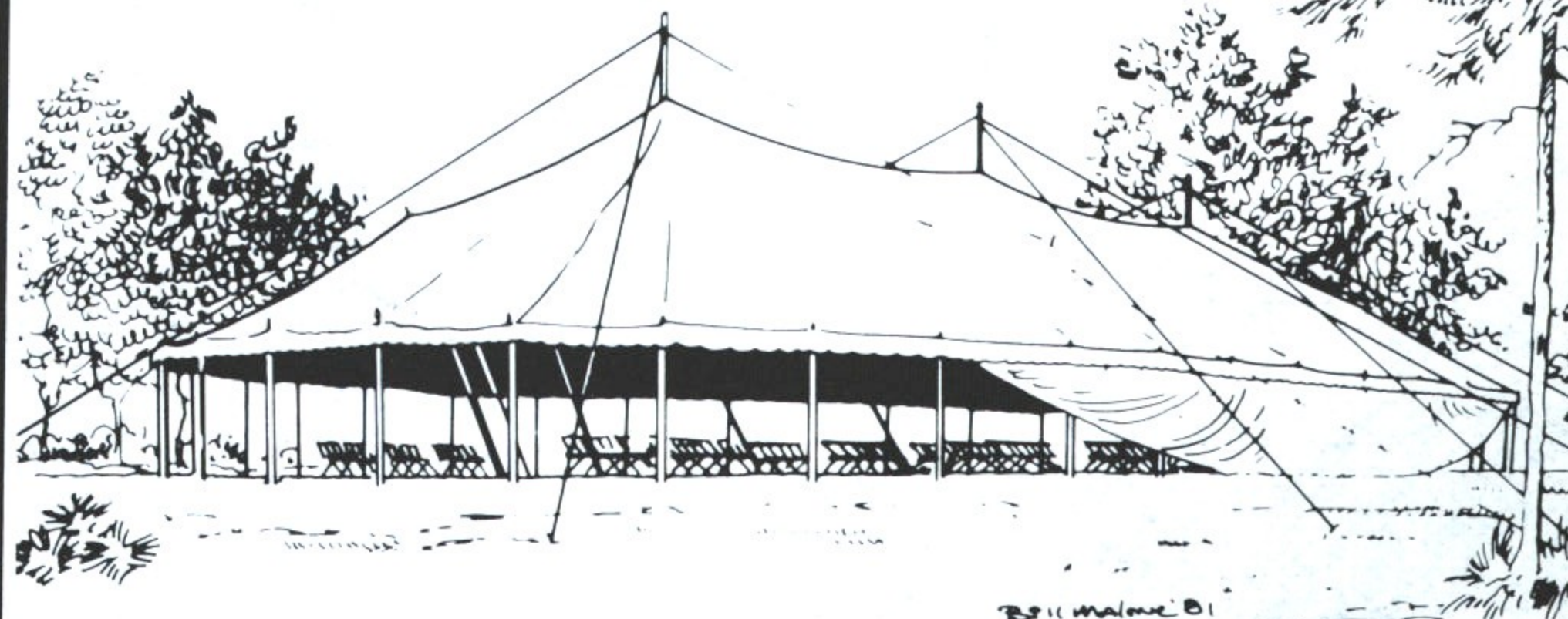
If you become involved with a property that has this type insulation you will be able to determine the degree of hazardous gases being released — and determine what must be done, if anything — by contacting your local department of health or independent laboratories. They'll be able to tell you the corrective action that must be taken.

Other substances found in homes and commercial buildings may also release formaldehyde gases. Known vapor producing materials include: plywood and particle board, synthetic materials such as carpeting, draperies and upholstery.

You may have to sell one at auction someday — energy efficient housing shaped in four domes. The design and construction techniques save as much as 80% on electric bills.

AMERICAN BUSINESS

AUCTION TENTS



Many sizes, styles and prices in stock now and available for immediate delivery!

VALDOSTA Tent and Awning

706 N. Forrest/P. O. Box 3178/Valdosta, Ga. 31601

GORDON L. SHAW

BUS. (912) 247-9843

RES. (912) 247-5209

Manufacturers of Quality Tents for 25 Years!

River Basin Auction School

Learn to be an Auctioneer and
Rodeo Announcer

- ★ Two Week Course.
- ★ Terms in December, March, June, and September.
- ★ Branch school in Salem, Oregon, with terms in September, January, and May.
- ★ We'll teach you the chant and all the basics of auctioneering. Some of the most successful auctioneers in the business will be your instructors. Courses in Farm sales, Real Estate, all types of sales and rodeo announcing.
- ★ Specializing in Livestock selling.
- ★ School is run by Truman (T.P.) Kongsli who has been an auctioneer and Rodeo Announcer for 22 years, named Rodeo Announcer of the Year for 7 years, State Champion Auctioneer 3 times, and has been an instructor in an auction college for 6 years.

**WRITE: RIVER BASIN
AUCTION SCHOOL**
Route #2 Bismarck, North Dakota 58501
OR CALL 701-258-1920

THE FACT IS: WE WANT YOUR BUSINESS!

Call or write today
for free auction company
literature, information
samples and price list.

INDUSTRIAL PUBLISHING

Auction Brochure and Mailing Specialists

P.O. BOX 2328
EUGENE, OR 97402

Call Collect
(503) 689-2711

Antiques at Auction

10/10 commission remains controversial

(The following article is reprinted from the November MAINE ANTIQUE DIGEST, Waldoboro, Maine. This information will be particularly useful to NAA members not familiar with the buyer's premium charge. Emphasis added by THE AUCTIONEER.)

A sample copy of the MAINE ANTIQUE DIGEST is available upon request to the publication.)

Buyer's premium at issue in New York City

By Samuel Pennington

The Art Dealers Association of America (ADAA) has been rebuffed in its attempt to get the "buyer's premium" outlawed in New York City. On September 22, Simon P. Gourdine, Commissioner of the Department of Consumer Affairs, declined a request from the ADAA for such a rule, saying a prohibition of the premium was "not an appropriate action for the Department to pursue".

On June 28 of this year, Ralph Colin, administrative vice president of the ADAA, had sent a letter asking Commissioner Gourdine to issue a rule forbidding New York City auction houses from charging buyers at auctions the surcharge on the hammer price known as the "buyer's premium". Because the Department of Consumer Affairs issues licenses to auctioneers, it would have the power to issue such a rule, after calling for public comment on the matter. Mr. Gourdine reportedly replied that he would consider the request and render a decision sometime after Labor Day.

On September 16, the ADAA called a press conference and outlined their request and the reasons for it. Saying they were acting on their own behalf, with the National Antique and Art Dealers Association, "and on behalf of auction buyers and consumers generally". They advanced the theory that auction houses, in defending the buyer's premium are "forced to an ethical, if not legal, inconsistency. If they admit that the buyer's premium is imposed solely to collect additional income, and is not a payment for services sought by the buyer and rendered by the auctioneer, there is no justification whatever for the

charge. If, on the other hand, the auction houses, by stretching their imaginations, contend that they are rendering services to the buyer for the payment of which a charge is justified, they must surely be in the indefensible position of attempting to serve two masters with diametrically opposite aims."

The ADAA further justified their proposal for a rule on the matter "because, even if all the auction houses saw the logic of abolishing the premium and would like to agree that all would abolish it at the same time, such a voluntary agreement among the auction houses would be impossible because it would violate anti-trust laws."

As might be expected, the major auction houses were hardly in agreement. Sotheby's president, John Marion, said he had met with the Department of Consumer Affairs and explained his position. "We feel there is nothing deceptive or unfair about the buyer's premium. Rather, it enables the auctioneers to maintain a healthy and competitive art market in New York, which would not be the case if the premium were eliminated or reduced."

Christie's president, David Bathurst, said that Christie's had no intention of changing a business practice that had been approved by the Department of Consumer Affairs in 1976 when Christie's was granted its New York license. He also noted that if the buyer's premium were restricted, America would be the only country in the world without it and at a serious competitive disadvantage.

In denying the request, Commissioner Gourdine

stated, "The real issue is that of proper disclosure, adequately notifying consumers of the existence of the buyer's premium . . . Since a great portion of the buyers at art auctions are sophisticated collectors or dealers, those persons are fully aware of the buyer's premium." He noted that there was hardly any lack of disclosure of the premium. It is noted in catalogues, order bid forms, posters, and verbally at the commencement of each auction.

Gourdine also took up the argument that auctioneers perform a service solely for the seller. He said there are real services provided to buyers and noted "guarantees of authenticity, assistance in shipping and insuring purchases, condition reports and other advice on property, credit arrangements for qualifying purchases, and detailed catalogues describing property offered for sale."

Gourdine's spokesman said that the letter from the ADAA was the only complaint they received, and that there were no formal consumer complaints alleging "unconscionable conduct". Had the department decided to pursue the rule further, he said, a notice would have been filed in the New York Register and a period allowed for public comment. A public hearing would have been a possibility, but not mandatory.

While admitting a temporary setback, the Art Dealers Association has not given up. "We regret this decision and the manner in which it was reached," the Association said in a formal statement released after the decision. "The Association had urged public hearings in which all interested parties, including



Col. Gordon E. Taylor
Owner and President
Full-time Auctioneer

REISCH

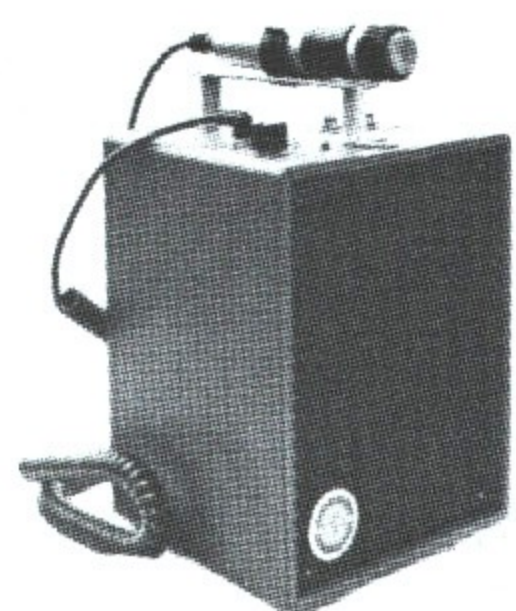
WORLD WIDE COLLEGE OF AUCTIONEERING, INC.

Since 1933 Largest in the World
Approved for VA
YOU can be an AUCTIONEER!

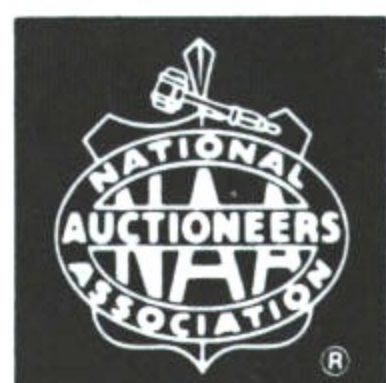
START YOUR NEW CAREER NOW
AND MAKE BIG MONEY

Attend 2 weeks intensive training in all phases of this respected and highly profitable profession, taught by 25 of the nation's leading professional auctioneers.

FOR THE
PROFESSIONAL
AUCTIONEER
Clerking Supplies
Sound Systems
WRITE FOR
INFORMATION



OBTAIN OUR MODERN AUCTION LIBRARY WITH YOUR CHOICE OF TRAINING RECORD OR CASSETTE TAPE. FREE WHEN YOU ENROLL IN THE TERM OF YOUR CHOICE.



Gordon E. Taylor, Member



GRADUATES RECEIVE LIFETIME SCHOLARSHIP, DIPLOMA & POST-GRADUATE ASSISTANCE. OUR "ON THE CAMPUS" HOUSING & DINING FACILITIES, CONTRIBUTE GREATLY TO ENHANCE YOUR PROFESSIONAL TRAINING.

Please send me your FREE CATALOG.

Col. Gordon E. Taylor
Reisch World Wide College of Auctioneering, Inc.
P.O. Box 949
Mason City, Iowa 50401 Ph. (515) 423-5242 or 6396

NAME _____
ADDRESS _____
CITY _____
STATE _____ ZIP _____

NA

consumers who buy at auction, could be heard. This evidence would have shown that the premium is, indeed, unconscionable and should be outlawed. Like the stamp act of 1765, the buyer's premium is an unfair British import that has been imposed on the American public. The buyer's premium is wrong. It is harmful to the public and to the art market. We intend to take further steps to fight against it."

What were those steps, we asked Susan Wasserstein, editor of the ADAA newsletter. "We will fight with all the means at our command," she replied. "We are definitely not dropping this issue." But, because the ADAA is an association, they will have to wait until after a general membership and board of directors meeting (scheduled for October 19th) before taking further action.

The "Premium" has had an interesting and controversial history. Every time it crosses a body of water, it seems to be for a different purpose. Basically, it is a surcharge on the hammer price paid by the buyer to the auction house, generally 10%. Long a feature of French and Continental auction houses, it was introduced in London for the autumn 1975 season by both Sotheby's and Christie's within a week of each other, a fact that gave rise to an unsuccessful lawsuit against the two houses by the British Antiques Dealers Association. They sued not on the legality of the commission but on possible collusion between the two major auction houses in London, where auction practices are regulated. As

part of the settlement of that lawsuit, both houses have agreed to "study" the premium system, but no one really expects any major changes. Christie's has dropped it for their South Kensington location and reduced it to 8% for King Street, their main London location. Sotheby's has kept its London premium at 10%.

Before introducing the premium, the English houses had previously charged an average of 14% commission to the seller. The premium was primarily a way of increasing commissions at a time of declining profits without losing consignments. The justification was couched in terms of the cataloguing services that the houses maintained for the buyers' benefit, and at least in Sotheby's case, the addition of a five-year guarantee against forgery for all buyers. But, such services to the buyer are not nearly so valuable as the French system, where the premium (ranging from 10 to 16%) goes to pay a government licensed expert who furnishes a guarantee of the objects sold. So, the premium crossed the Channel but the services did not really come with it. Phillips in London valiantly tried to hold out against the adoption of the premium and dropped its rates to a flat 10% for the seller, but within three years was forced to adopt the surcharge to keep itself profitable.

The next crossing for the premium was the Atlantic, and again, its character and reason for being changed. When Christie's came to New York in 1977,



Jim Graham

Want Professional Assistance?



We
Cooperate
To Help You!



NEW AUCTIONEERS - If you'd like professional assistance . . or if you've got a seller and are "just getting started" in business, call us. We'll handle the auction for you . . and jointly advertise your name . . to help you get established.

IF YOU'RE AN ESTABLISHED AUCTION COMPANY . . and would like to have some additional clout and expertise, you'll find us good people to have on your side while preparing and promoting the auction.

CALL AND TALK IT OVER!

Jim Graham, inc. AUCTIONEERS - REALTORS
. . and School of Auctioneering

204 US 1, North Palm Beach, FL 33408 (305) 844-1723

PORTA-BLOCK

NOW AVAILABLE — A FACTORY DESIGNED
AND BUILT FOLDING AUCTION BLOCK

FEATURES

- Light weight, sturdy, easy to transport. Will fit in the trunk of most compact automobiles.
- Can be set-up or folded in 30 sec.
- Carrying handle
- Wide stance legs
- Built for rugged use
- Adequate room for two adults

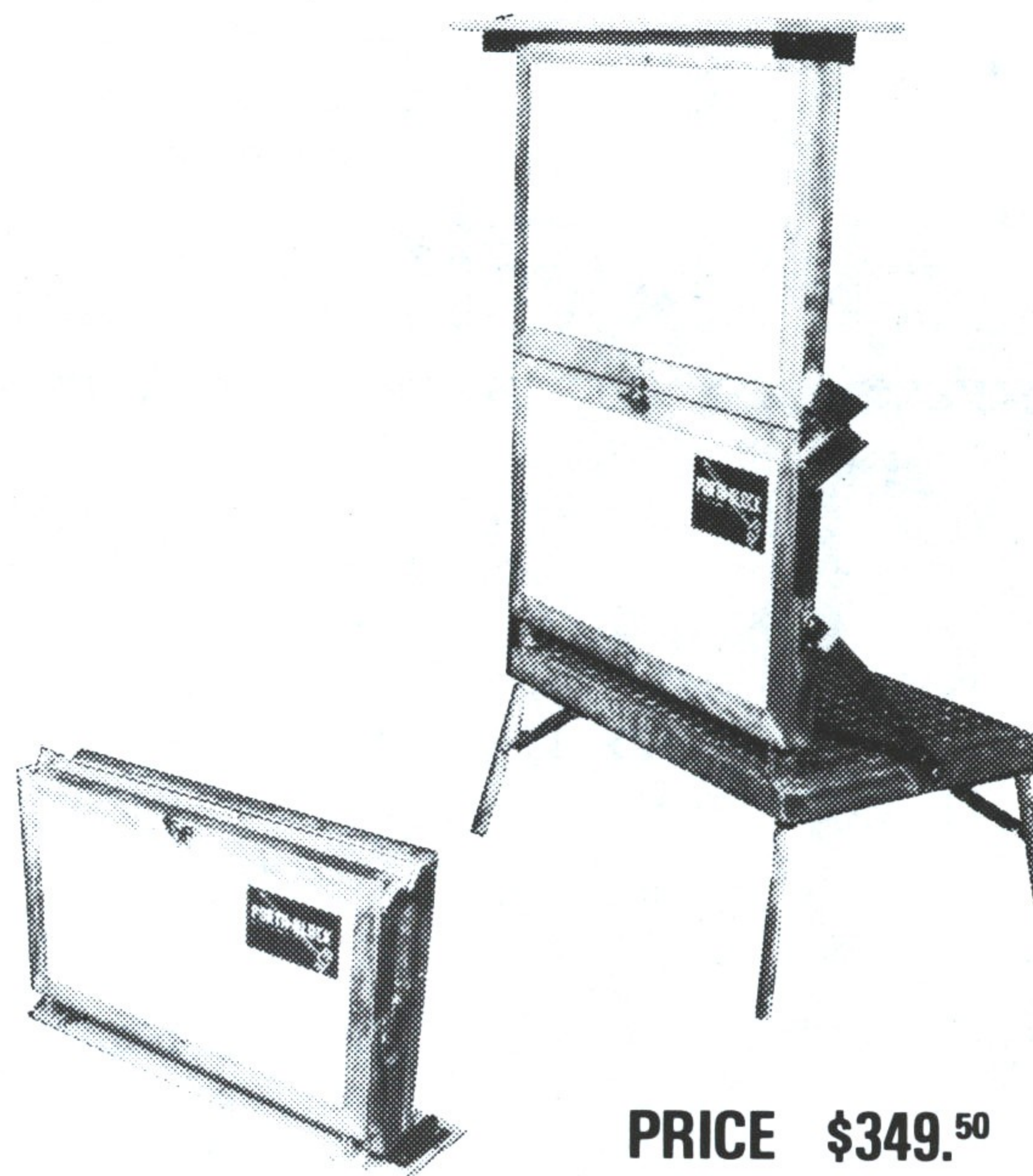
SPECIFICATIONS

- Welded aluminum construction
- Panel frames 3/16" x 2" x 2" aluminum angle
- Deck 3/16" diamond aluminum tread plate
- Hinges & brackets 5/16" aluminum
- Legs 1 1/2" diameter, .065 wall thickness
- Upright supports & leg braces, heavy duty Stanley hardware, zinc plated
- Panels 3/16" Duron, finished white
- Top, 1" solid maple, varnished
- Weight 60 lbs.

PRODUCTIVITY CORP.

contract manufacturers

425 N.W.K. ST.-RICHMOND, IN. 47374
317-966-2896



PRICE \$349.⁵⁰

Indiana residents add 4% sales tax. Satisfaction guaranteed.

Order direct from the factory. Make checks payable to Productivity Corp.

they brought the "ten and ten" system with them. At the time, American auction houses traditionally charged 25% or less, the accepted average being around 20%, with 16% almost automatic for dealers and larger estates. To the American market, 10% for the consignor and 10% for the buyer looked like a tremendous reduction of commission to the consignor, and, of course, with 10% coming from the buyer, the auction houses were free to cut the consignors' commissions all the way to zero for a good sale, or even to remit some of the buyer's premium to the consignor.

It was hard for executors and consignors to resist the logic. Since Christie's efforts were only directed to the top of the market, there really was not the discounting of dealer's bids, which, perhaps, does occur at the lower price levels of auctioning.

For a while, Christie's in New York was the only American auction house using the "ten and ten" and they secured a tremendous foothold. Many feel that not immediately adopting the system was Sotheby's worst mistake, that had they moved swiftly, their English rival never would have made it in America. Sotheby's kept putting out press releases that they would not adopt the system, but they were losing important consignments to Christie's. Finally, as of January, 1979, Sotheby's adopted the "buyer's premium" and many other American auction houses moved to adopt it also. The big holdouts so far are Bourne's and Eldred's on Cape Cod, Garth's in Ohio,

and Richard Withington in New Hampshire, who calls it "immoral". Several other houses, such as Morrill's and F. O. Bailey's in Maine, use the premium selectively, depending on how hard they have negotiated the sellers' commissions.

Curiously, the two strongest written guarantees in the auction business come from two houses without the buyer's premium. Both Garth's in Ohio and Richard Bourne on Cape Cod totally guarantee their catalogue descriptions as to age, condition, and authenticity.

There was some talk of a lawsuit in America, perhaps on the basis that the auctioneer was illegally serving as agent for both parties to the transaction by charging both of them, but such logic doesn't really hold up. The Art Dealers Association of America contributed to the unsuccessful London lawsuit brought by the British Antique Dealers Association and the London Antique Dealers Association. In New Hampshire, the State Board of Auctioneers proposed a rule outlawing any auction commission paid by the buyer, but it was voted down after auctioneer George Young of Portsmouth explained that his whole art auction system was set up on the "ten and ten", and such a change in the rules would work a hardship on him.

Most auctioneers and most buyers seem to have learned to live with the system. Most consignors are now sophisticated enough to understand that ten and ten equals just about twenty.

Home of

CHAMPION QUALITY TOOLS



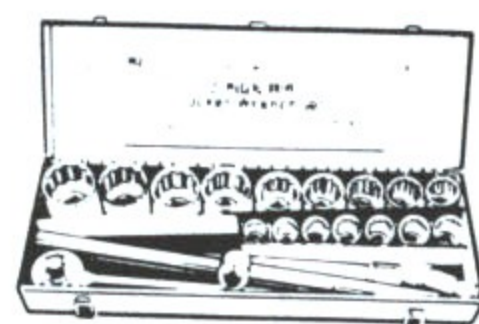
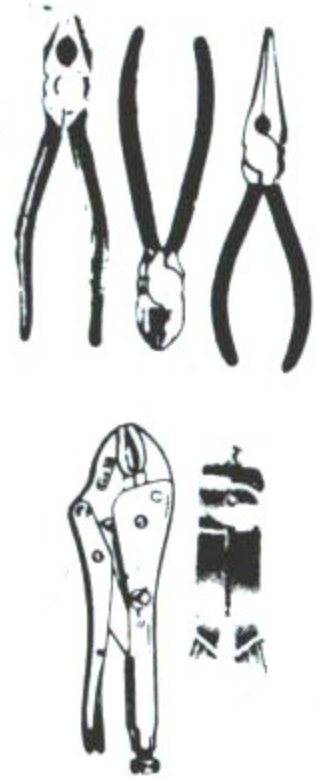
DEALERS THIS COULD BE THE MOST IMPORTANT AD YOU WILL READ.
CALL US FOR MONEY SAVING PRICES. FAST SERVICE - LOW PRICES.

HUGE INVENTORIES: LOW, LOW PRICES. WHOLESALE ONLY. IMPROVE
YOUR PROFIT PICTURE AND SALES VOLUME. BE ABLE TO MEET
COMPETITION AT A PROFIT.

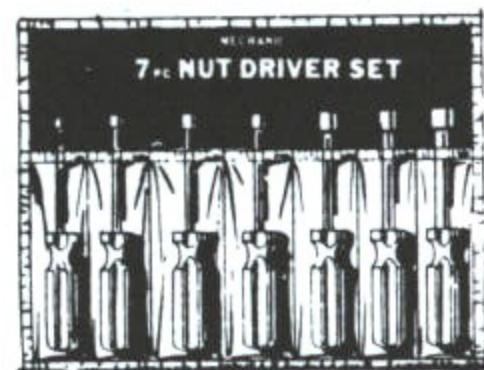
CHAMPION QUALITY TOOLS -- IMPORTED & DISTRIBUTED ONLY AT
FRIEDER, INC. ONE OF THE LARGEST IMPORTERS IN THE MID-WEST.
IN BUSINESS SINCE 1952.



5 Piece MECHANICS
PLIERS SET



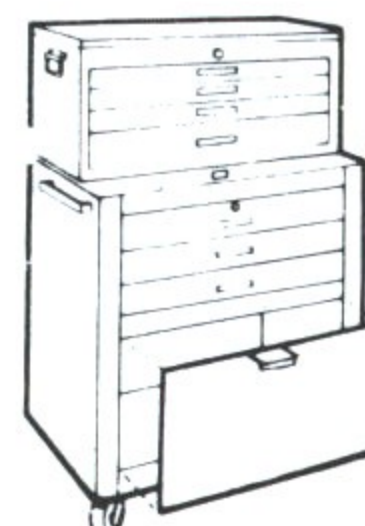
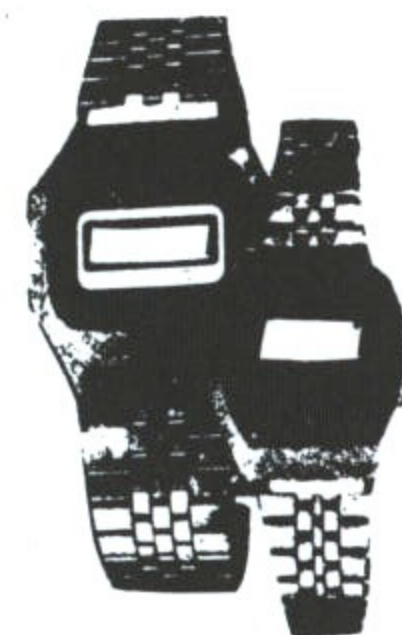
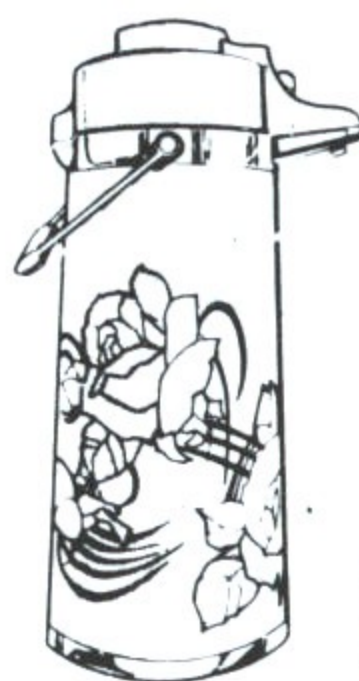
3-piece
FLEXIBLE
RATCHET
SET
1/4", 3/8", 1/2" dr.



3/4" x 60ft
PVC Electrical
TAPE



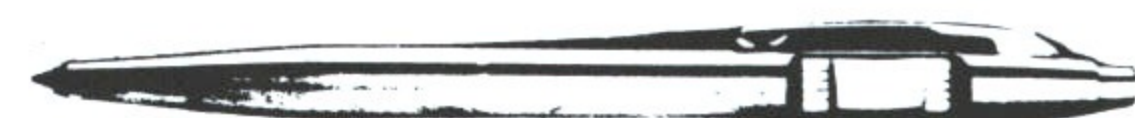
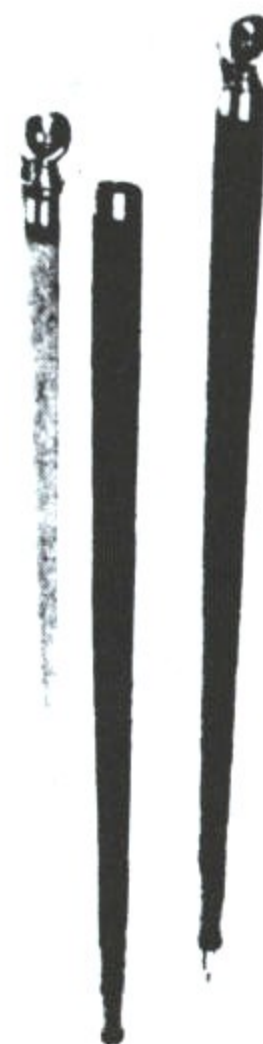
Pump
Pots



W
A
L
K
I
N
G

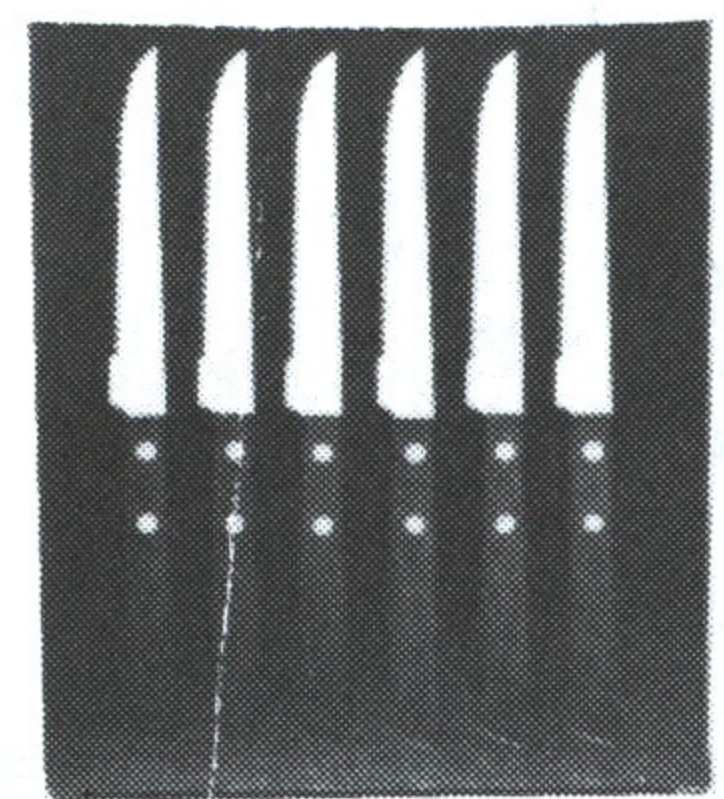
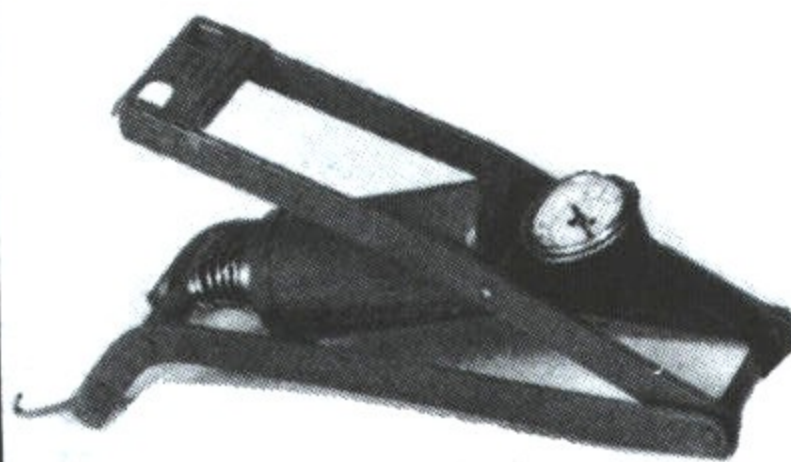
C
A
N
E

P
O
O
L
C
U
E
S



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



Col. Jim Graham
CCIM, CRB, AFLB



**NEXT CLASS
JANUARY 10**

LEARN AUCTIONEERING in Beautiful FLORIDA

— Enjoy the Ocean and the Palm Beaches while you learn —

Become a Professional Auctioneer in 1 Week

JIM GRAHAM training makes you **STRONG** . . as an Auctioneer; Businessman; Speaker. Men or women.

REAL ESTATE auctions . . our specialty

You'll like our FAST START system

Graduates from other schools are welcome

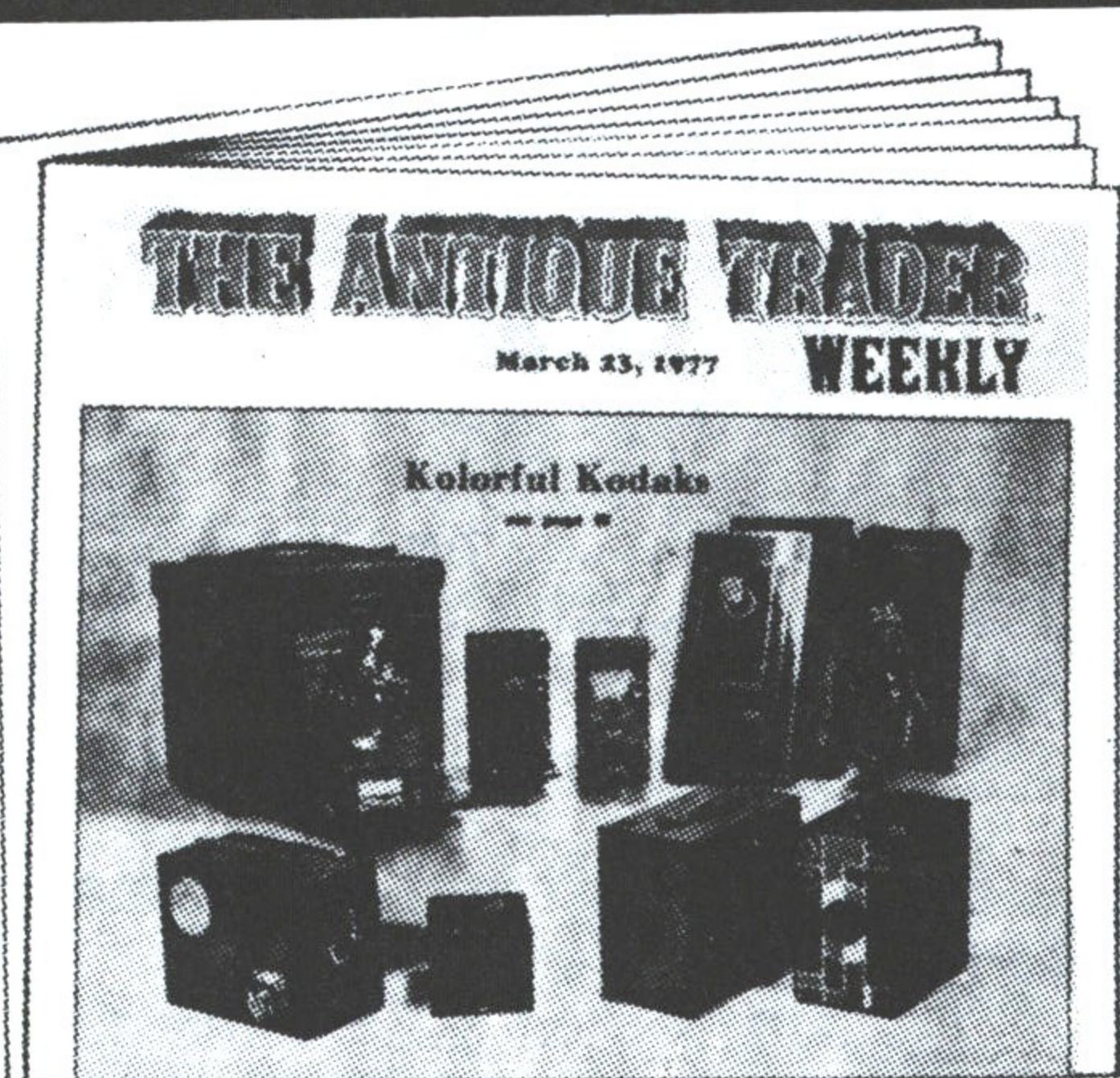
**MONEY
BACK
GUARANTEE**

- Learn the Professional chant
- Every type auction is covered
- Latest video training equipment . . lets you view your progress
- Every student personally trained by Col. Jim Graham
- Highly professional Instructors

FREE BROCHURE

JIM GRAHAM SCHOOL OF AUCTIONEERING

204 U.S. 1, North Palm Beach, FL 33408 (305) 844-1723



MR., MISS, or MRS. AUCTIONEER!

**ADVERTISE YOUR ANTIQUES OR COLLECTIBLES
AUCTION IN AMERICA'S LARGEST AND WIDEST
READ PUBLICATION ON ANTIQUES**

**THE ANTIQUE TRADER
WEEKLY**

With our weekly publication and national readership of over 200,000 antiques dealers and collectors, we can bring a good crowd to your antiques auction. Our national readership is in direct proportion to the population of the USA.

We will bring you the wealthy collectors and dealers, who will travel hundreds to thousands of miles to attend any auction in which they are interested, and they will buy your most expensive items. It is very rare when the most expensive items of any antiques are bought by someone locally, it is the people who have come from a distance that buy the best. **THE ANTIQUE TRADER WEEKLY** is the only paper that can bring those people from all across the USA as well as give you good local coverage. Our rates are the lowest per 1,000 readers of any publication in print in the antiques or collectors items field.

If you have not seen our paper, write or call for a free sample copy and a rate card.

THE ANTIQUE TRADER WEEKLY

PO BOX 1050-A

Phone (319) 588-2073

DUBUQUE, IOWA 52001

THE SCHOOL OF THE PROFESSIONALS

Learn to Be A Professional Auctioneer



INTERNATIONAL AUCTION SCHOOL

Route 5 - South Deerfield, Massachusetts
413-665-2877

Make plans now for
New England's only Auction School.
Call for information on next term.

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
1/2 or 3/4 Ton Truck

Used auction tops and Clerkmobiles for sale.



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 _____

Livestock at Auction

A tradition — Charles Riley and the “buffalo auction”

Mention buffalo to New York City meat brokers, and you'll hear about the small quantity they market — even in Manhattan. Discuss buffalo with Don Hight, Murdo, South Dakota, and he'll tell you about his herd of 2000; with contracts to fill for the meat, the hides, the heads and the horns. For Hight, buffalo is big business.

Between the producers and the marketers of one of America's first inhabitants, there is only a handful of auctioneers who regularly — or at least once or twice a year — auction buffalo. One of those auctioneers is NAA member **Charles Riley**, Valentine, Nebraska.

Each autumn, for over 20 years, Riley has conducted the surplus animal sale of buffalo and Texas longhorn cattle at the Fort Niobrara National Wildlife Refuge east of Valentine. Through good weather and bad, few buyers and many, auctioneer Riley has become a tradition, at a newsworthy auction in a small, Nebraska Sandhills town. NATIONAL GEOGRAPHIC covered the sale one year; newspaper reporters and photographers walk the corral “catwalks” along the buyers and the curious.

Especially nowadays, the longhorn cattle are a major part of the auction's attraction. Refuge manager Bob Ellis maintains a herd of color variety and horn shape that delights tourists throughout the year. The longhorns are currently a sought after animal my many cattle breeders. Calving ease, resistance to disease, size and constitution are among the longhorn's selling points. In recent years, the longhorn part of the auction has often outsold the buffalo, as the breed's popularity has increased.

The Fort Niobrara refuge sale remains special as livestock auctions go, still “fascinating” for Charles Riley who has been its only auctioneer. Before the auction in October, he'll get 25-30 phone calls about it. People will stop him on the street to discuss the “buffalo auction”; and he stays informed of the yearly selection of animals to be up for sale.

Safe, well organized auction

A buffalo is still a “wild animal raised under domestic conditions”, according to a definition by the National Buffalo Association. Fences were high and strong to protect the public; corrals solid and safe.



VANTAGE POINT AND VIEW. At left, auctioneer Charles Riley at the microphone with clerk Janice Edwards. Refuge manager Bob Ellis keeps the livestock moving. Below, auctioneer's view of sale ring, crowd and "pine ridge" landscape.



One of the reasons the Fort Niobrara auction is enjoyable is first rate organization by the refuge management. From start to finish, this "government sale" had all the contingencies covered, so that buffalo and Texas longhorns could change ownership on a windy and cold Wednesday, October 6.

This year's auction was the 39th annual surplus buffalo and Texas longhorn sale at the Fort Niobrara National Wildlife Refuge. (Before that auction method was adopted, surplus animals were privately purchased from the refuge.) A total of 525 people attended, with 63 buyers registered from 13 states, reaching from Alabama to Montana.

The 69 bison sold for a total of \$27,775, or an

average of \$402.54. Eighty Texas longhorns sold for \$98,750, or an average of \$1,234.38.

The top price for a bison was \$1,125 for a four year old bull, and a South Dakota rancher was the top buffalo buyer purchasing 9 head for a total of \$4,200.

Considerable interest was shown in the Texas longhorns. The top price for a bull was \$2,200 paid

Continued page 55

SOLD...

YOU — when you buy The Philadelphia Inquirer to announce your auction values in America's fourth market. Every Saturday, our **AUCTION PAGE** offers the biggest, and most diversified listing of advertised auction sales to be found in this area . . . in an informative, expertly presented editorial environment with our own auction pro, **DAVID IAMS**.

YOU — when you capture the tested and proven response of some 1.3 million daily Inquirer readers. Join with marketers of every discipline and design who



consistently find *Inquirer* and *quick results* to be synonymous.

YOU — when you take advantage of an outstanding daily Inquirer household penetration. Our 27.6% coverage in the Philadelphia metro area is greater than these leading papers:

Chicago Tribune — 26.2%;

Los Angeles Times — 25.1%;
San Francisco Chronicle — 24.8%;
Dallas Times Herald — 21.0%;
New York Times — 12.5%.

YOU — when you plan an on-target schedule in one of America's five top rated daily newspapers. At no obligation, get additional details today:

FRANK RUGGERI,
(215)854-2418
24-hour Telecopier Service,
(215) 563-8928
Deadline: Thursday, 5 P.M.

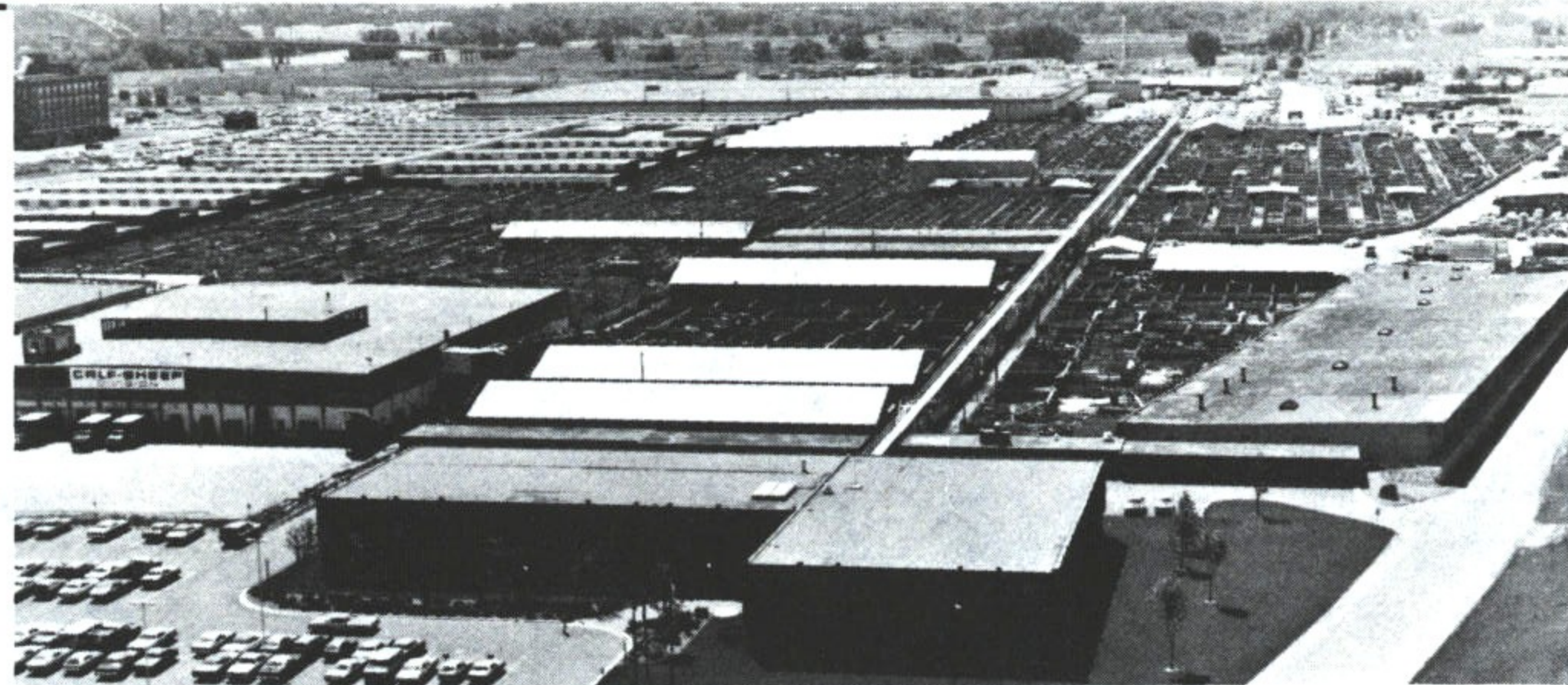
**The
Philadelphia
Inquirer**

400 North Broad Street
P.O. Box 8263
Philadelphia, PA 19101



Gordon E. Taylor
President

**St. Paul Union
Stockyards**



SOUTH ST. PAUL LIVESTOCK AUCTIONEERING SEMINAR **SOUTH ST. PAUL, MINNESOTA**

BRANCH OF REISCH WORLD WIDE COLLEGE OF AUCTIONEERING, MASON CITY, IOWA

*SPECIFICALLY FOR LIVESTOCK AUCTIONEERS AND THOSE
WHO WORK AS RINGMEN OR ASSISTANTS*

A specialized course in Livestock Auctioneering and Sale pavillion operation and management. You will be selling in the world's largest, near-new, air-conditioned cattle and hog pavillions at the South St. Paul Stockyards.

Seminar is held the 1st week in February.

For catalog and enrollment information Send to:

Col. Gordon E. Taylor

LIVESTOCK AUCTIONEERING SEMINAR

REISCH WORLD WIDE COLLEGE OF AUCTIONEERING, INC.

P.O. Box 949 — Phone 515-423-5242 or 6396

Mason City, Iowa 50401



Our Auction Mart is an action mart.

The midwest knows where to look for auction news...the Chicago Tribune.

We carry 90% of all auction ads running in Chicago papers.

Auction ads come to us from all over, not just the Midwest, mind you. They come from all parts of the U.S., from Canada, even from Europe.

Why to the Sunday and Wednesday Tribunes?

Because auctioneers from all over know we do the job for them for all kinds of goods . . . machinery and equipment, antiques, farms, autos, fine art, one-of-a-kind pieces . . . you name it.

We do the job because Chicagoans and Midwesterners have come to rely on us for the goods they want to know about.

Which spells success for our readers.

And our advertisers, too.

If you'd like to know more about our big, eager auction audience, call one of our Representatives for a free brochure on the Wednesday and Sunday Auction Mart classified ad sections.

And that's the first stop to getting in on the action.

Chicago: Sally McKoane
(312) 222-4493.

New York: James Dietz
(212) 682-3033.

Miami: Barry Werblow
(305) 989-8833.

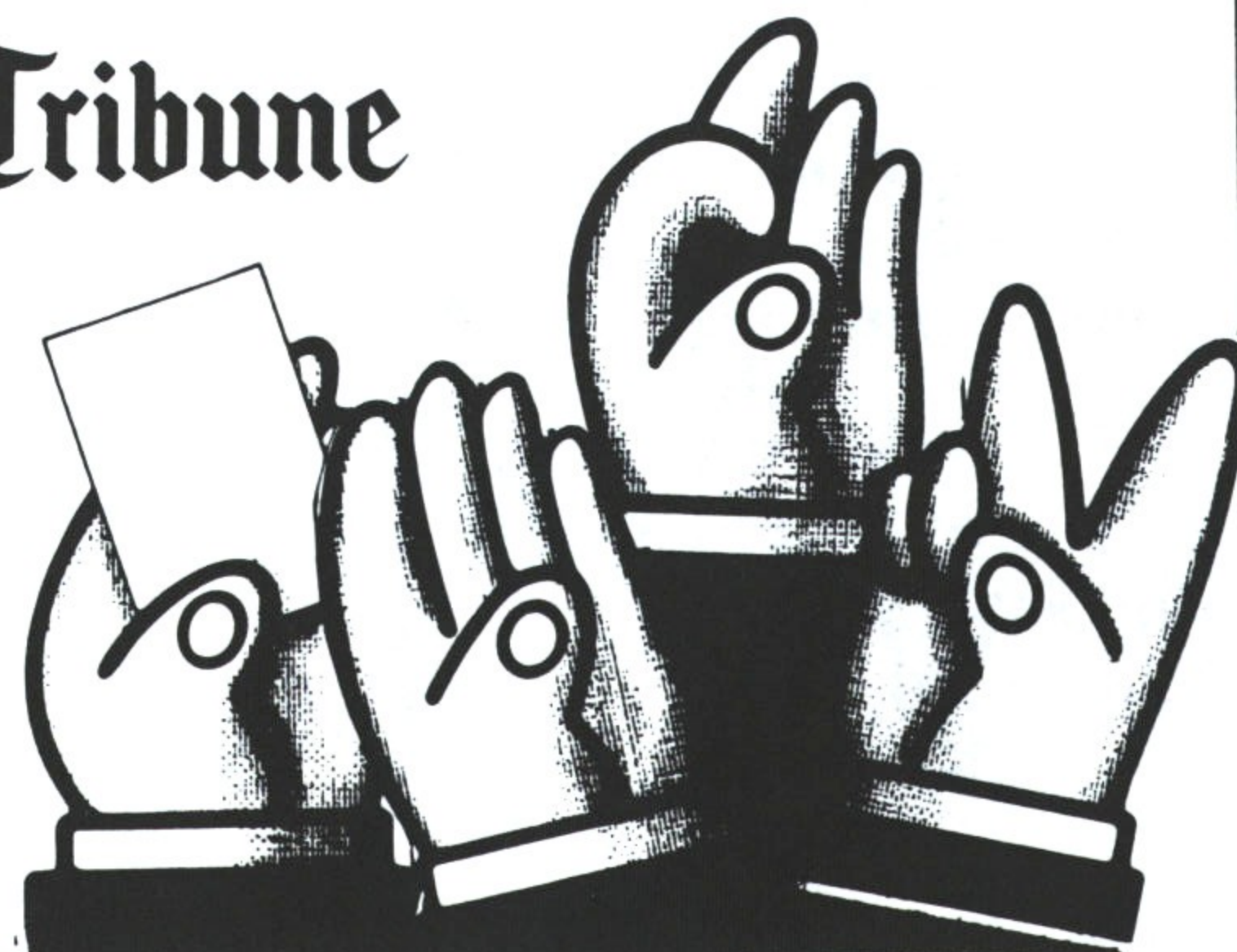
San Francisco: James Stanley
(415) 421-7946.

Los Angeles: Don Sharkey
(213) 933-8437

Detroit: Vincent Walker
(313) 569-0464.

Dallas: Thomas Stansfield
(214) 363-5044.

Chicago Tribune





BUYERS AND LIVESTOCK faced bitter October weather. Upper left, safety was a factor in constructing "catwalks" above corrals; buffaloes are still considered wild animals. Below left, longhorn selection included color and horn variety.



Riley's bid calling.

Traditions do not come easy, they're established year after year. However, for NAA member Riley, auctioning buffalo in October remains more than routine. It's still a special auction event for the only auctioneer that the time honored sale has ever had.

Article and photos by Gary Carmichael, NAA director of association services and AUCTIONEER managing editor.

Continued page 56

by a lady also from South Dakota. Two cows, two years of age, shared the top price offered for a Texas longhorn, bringing \$3,100 each, buyers were from Michigan and South Dakota. The top longhorn buyer was a North Dakota rancher with ten head purchased.

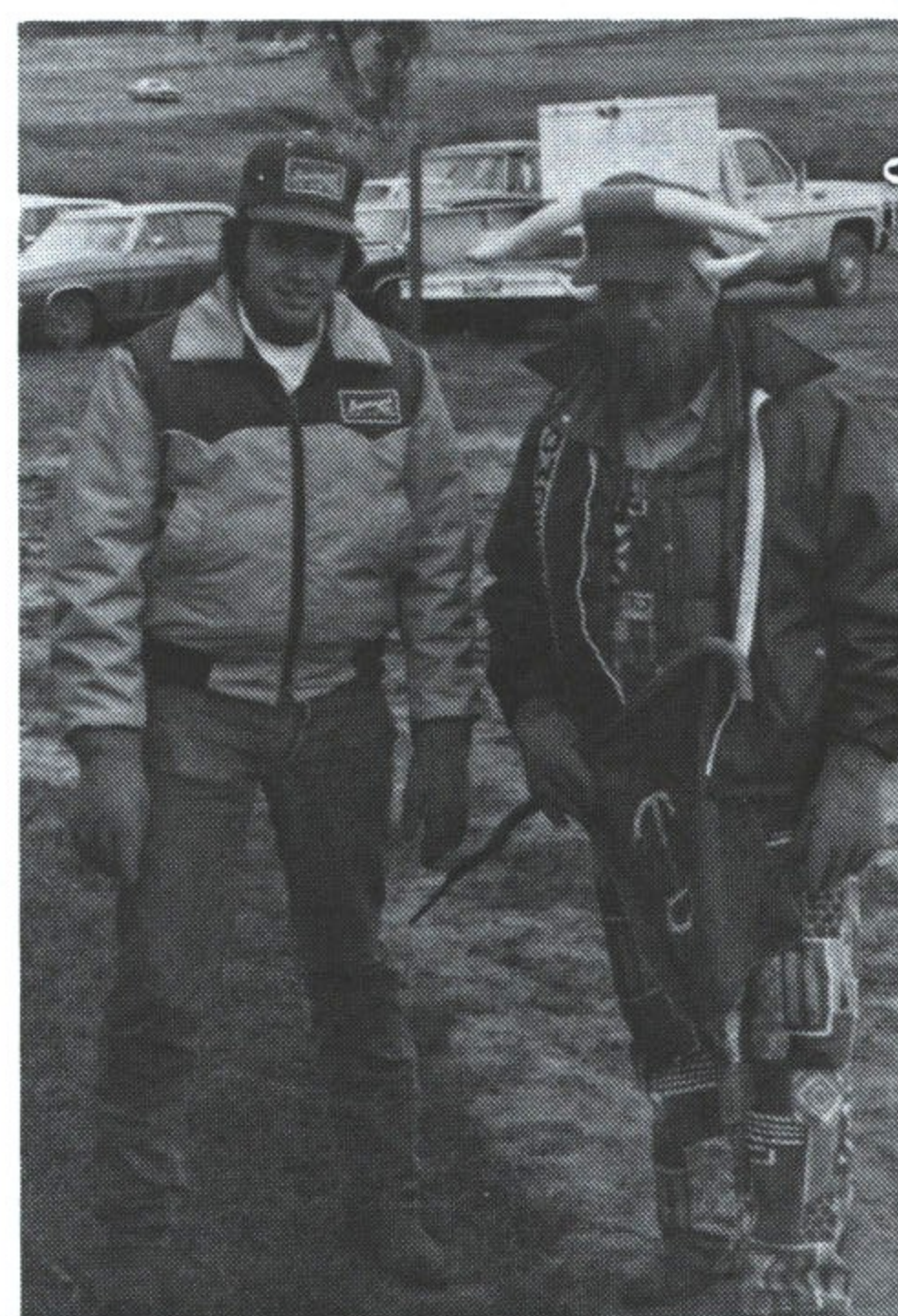
Total receipts from the auction were \$126,950. All clerking and cashiering duties were handled by refuge personnel.

Any buffalo for auction where you live?

The National Buffalo Association explained to THE AUCTIONEER that American buffalo are in every state in the Union, plus Canada, Germany, Japan, and Columbia. (The NBA president doesn't even live on the plains, but raises buffalo in Stormville, New York.) Who might have buffalo for auction? The market isn't that big — only 100,000 animals in the world — but auctioning buffalo presents a special challenge.

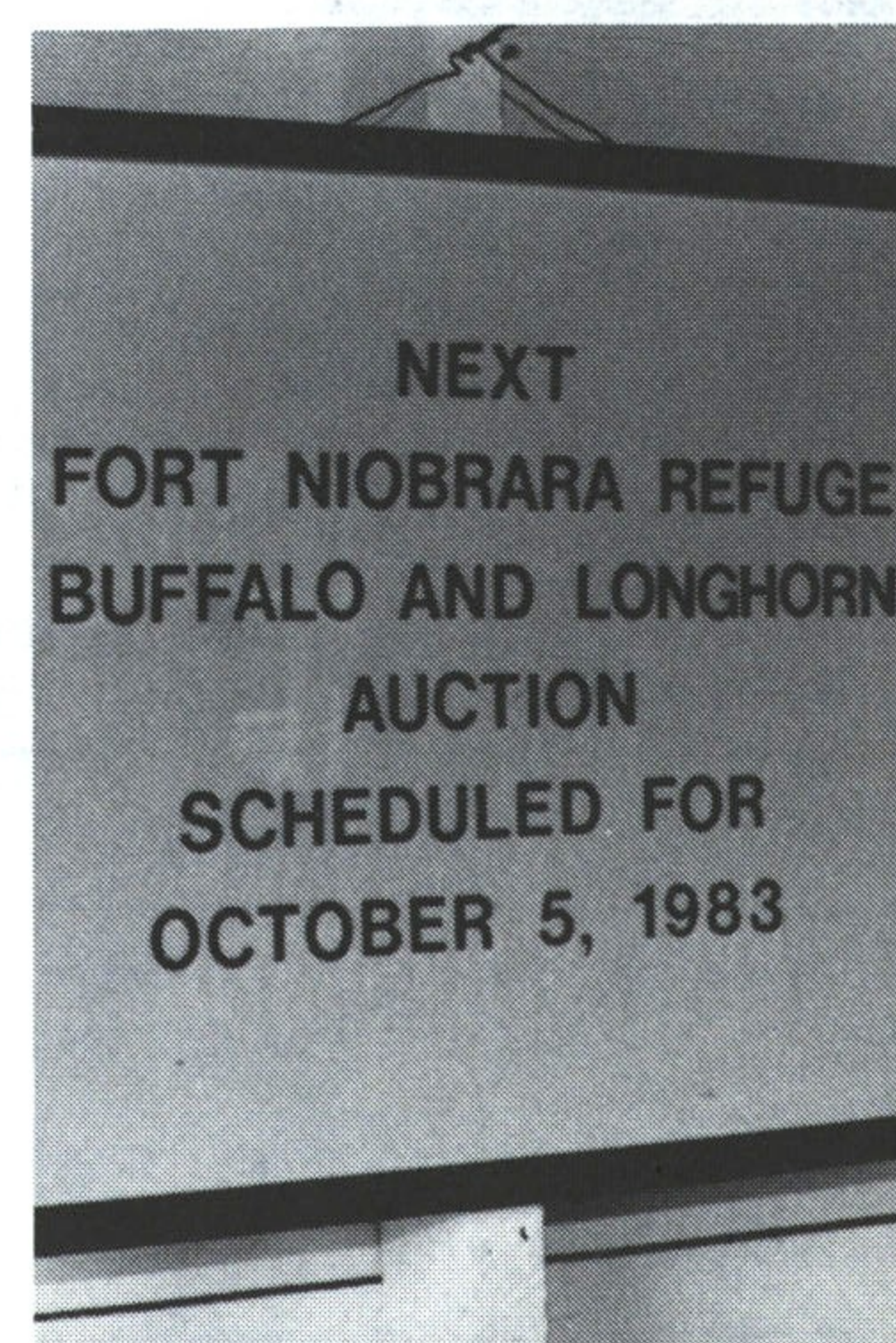
You may be selling for these buffalo owners; large producers who have auctions on their own property; refuge managers like the U.S. Department of Interior, or your state game and parks department; a special auction at a livestock market or show; even in an estate sale. Recently, one Dakota auctioneer contracted for a profitable estate sale, but there was one "challenge" in the inventory — numerous buffalo and where to find the buyers.

You can assume that some of those buffalo buyers would have probably attended a Fort Niobrara Wildlife Refuge auction, and responded to Charles



DRESSING FOR THE AUCTION, at least for the longhorn buyer at right, meant two sets of horns for warmth. The Kansas rancher explained that as long as his cane was in the air, he was bidding.

SIGN IN CASHIER'S OFFICE exemplified the Fort Niobrara auction's year of preparation for the surplus animal auction each October.



A black and white photograph showing three elderly women standing behind a long table covered with numerous small, round, individually portioned food items, likely for a social gathering or meal preparation. A large metal coffee pot is visible on the table.

Where and how to buy at auction

By Dorothy Knapp
NAA member auctioneer
West Nyack, New York

(Reprinted with permission from THE AUCTION BILL, the official publication of the New Jersey State Society of Auctioneers, Inc. Auctioneer Knapp was the 1981-82 NJSSA president.)

The novice, as well as the advanced collector, will no doubt find their best buys at small country auctions where the merchandise is consigned and the auctioneer has a good reputation for honest dealings. Check the newspapers and periodicals related to the antiques business and choose an auction away from your local area. Every auction has certain items which do not sell well in a particular area. Travel around and find one where your preference in collectibles is not in demand.

All auctions should have inspection period prior to the sale. Be sure to go during that time and carefully examine the things you expect to bid upon. Pick up small pieces and look them over for damage. Check and list any identifying marks, such as are found on china or glassware, in order so you may look them up in your reference books. Jot down the lot number of the item if there is one, and decide at this time what you want to pay for it. If you are in doubt as to the value, ask the value, ask the auctioneer what he or she expects it will bring and ask if there is a minimum price, as some auctions do have reserves.

When the auction starts, go to your seat and stay there. Nothing is more distracting to an auctioneer and to the other customers than to have someone continually getting up and walking about. This also causes the auctioneer to lose track of you and sometimes miss your bid. When the item of your choice is offered for sale, move in on it at a fair opening bid. Don't wait for it to drop down to a price where everyone will bid on it simply because it is too cheap. Bid quickly each time it is your turn to raise the bid, but when you reach your maximum and stop bidding — STOP! No matter how much charm is exerted to coax you into making another bid — DON'T! This is a sure way to run a temperature from that almost incurable disease known as "Auction Fever". Better to lose an item and be sorry than to be sorry you paid more than you wanted to.

The best buys, it seems, are often made at the beginning and the end of a sale. At the start, you can usually buy the first few items while everyone else is still trying to "get in time with the music," so to speak. At the end, many people have already left, and the competition is not as keen. Prime time when prices are highest is generally in the middle portion of the sale.

If you plan on buying furniture, be certain to go to the preview. This will give you ample time to examine it inside, outside, behind and beneath. Don't be smitten by outside appearance; look for the real construction.

Auctions are fun. An auction is about the only place you can go for entertainment where, instead of always costing you money, it can make money.

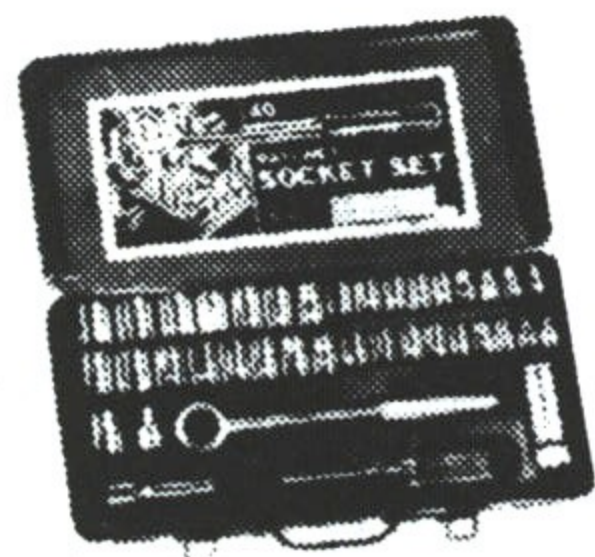
Going, Going,

Gone! When you advertise in the newspaper with the largest Sunday circulation in New England: 751,000. And no Boston paper has more auction ads. For more information, call: JoAnne McCoy (617) 929-2169 or Arthur Shachat (617) 929-2160.

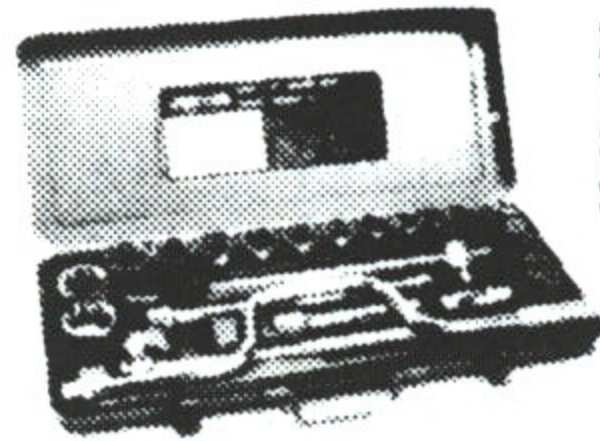
The Boston Globe

BOSTON, MASSACHUSETTS 02107

HERE ARE THE MONEY MAKERS! SHELDON



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



25-Pc.
1/2" Drive
Socket Set
\$9.00 set



2-Ton "Come Along" Pulley
\$7.50 ea.

SUNGLASSES



Disposable
Butane
Lighter
\$45.00
gross



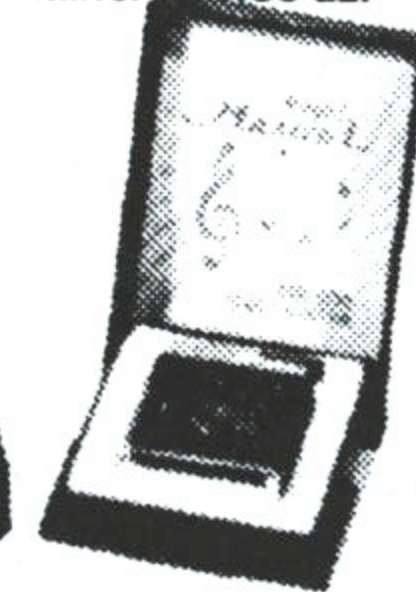
Asst. Color
T-Shirts
\$11.90 dz.



Cannon Bath
Towels
\$16.90 dz.



Smoke \$10.50 dz.
Mirror \$11.50 dz.



Musical
Lighter
\$7.50 ea.



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



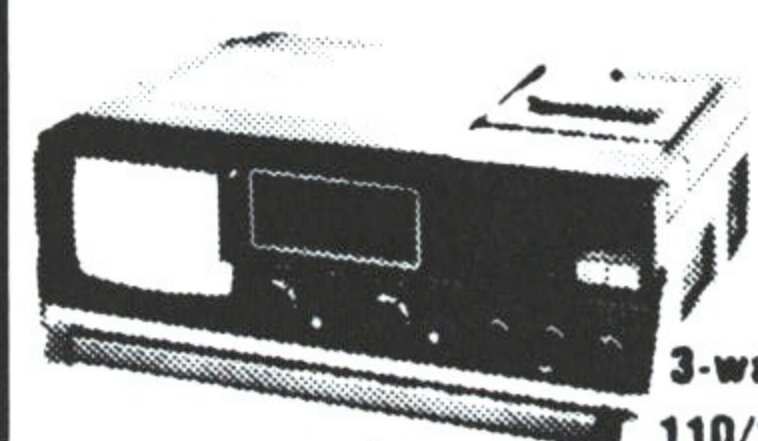
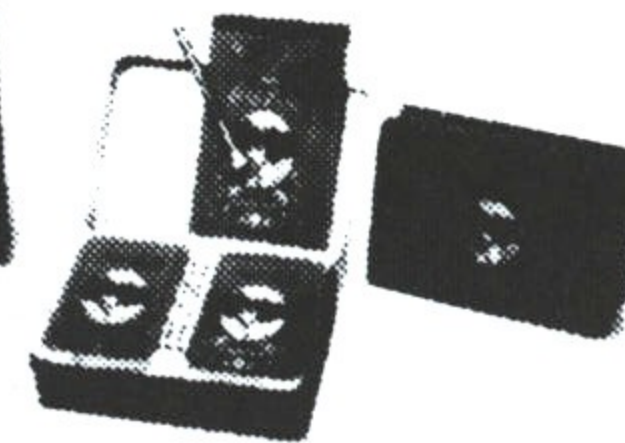
LCD Ladies
5-Func. Twist
band watch
\$4.50 ea.



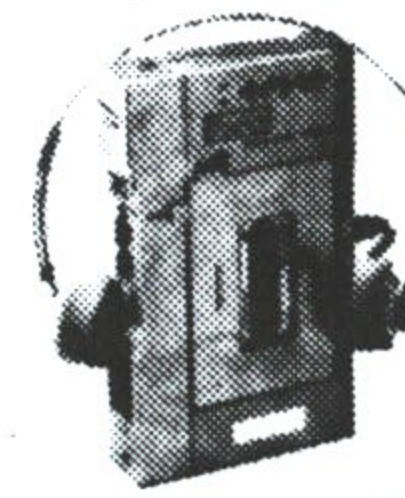
LCD
Pen
Watch
Stainless
Steel
Gift
Boxed
\$3.00 ea.



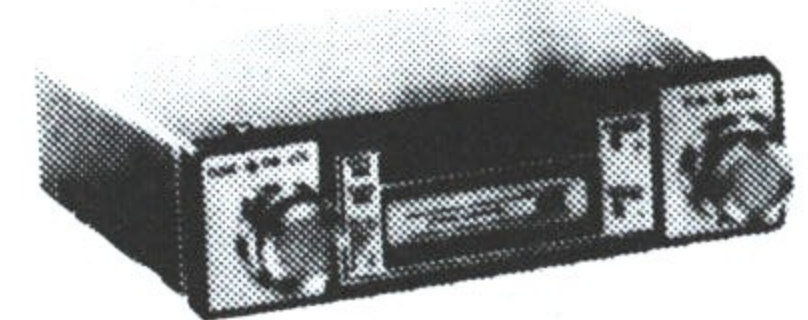
Coca Cola Game Set with 2 decks
of cards, Writing Pad and Dice
\$22.80 dz.



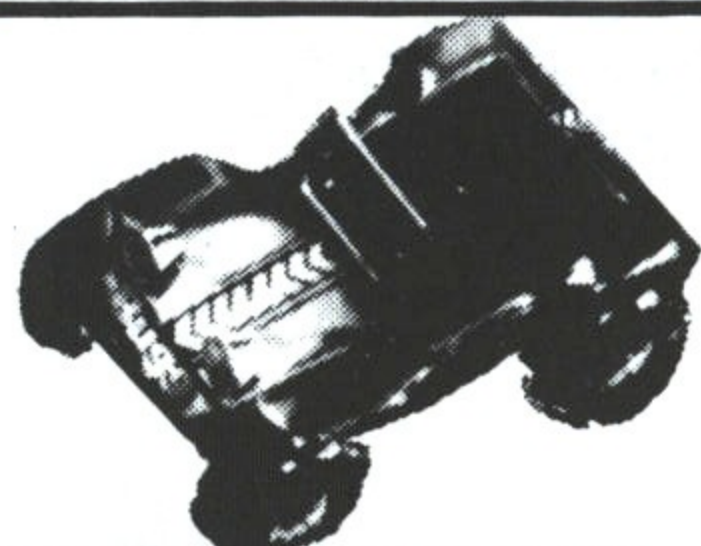
5" B&W TV w/AM/FM & Cassette
Recorder \$149.95 ea.



"Walk-Along"
AM/FM Radio
w/Headset
\$17.50 ea.
Also available
with Cassette only.
\$29.90 ea.



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



BATTERY OPERATED
FLIPOVER
BUGGY \$3.00 EA.

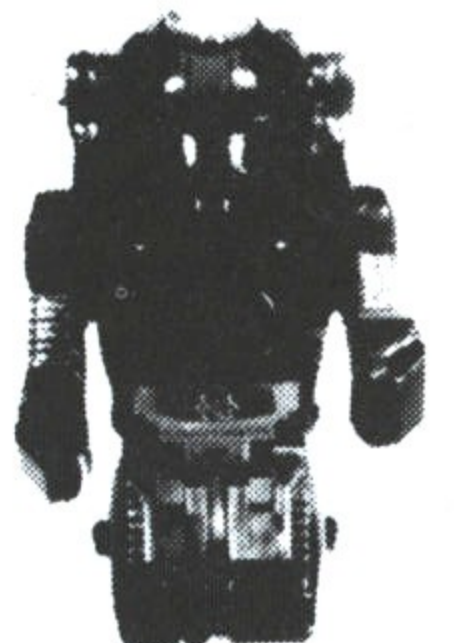
LARGE PLUSH
KOALA
MAMA &
PAPA BEAR
SET

\$48.00 DZ.

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

BATTERY OPERATED
MUSICAL
SANTA
PLAYS 4 TUNES
\$9.50 EA.

ATOMIC
ROBOT
\$9.90
EA.



BATTERY OPERATED
REMOTE CONTROL
GOLD PORSCHE
GIFT BOXED
\$8.90 EA.

BATTERY OPERATED
CRYING &
LAUGHING DOLL
BEAUTIFULLY
CLOTHED
GIFT BOXED
\$8.90 EA.

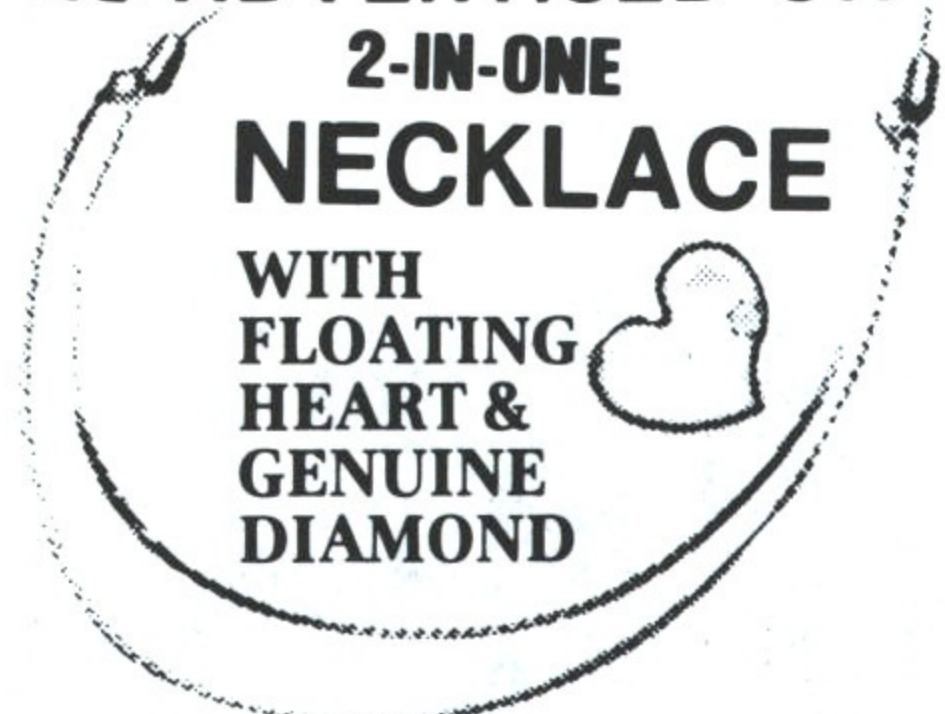


HIGHWAY
HAULER
\$10.90 EA.

BATTERY OPERATED
REMOTE CONTROL
ASSORTED
SPORT CARS
\$7.90 EA.

BATTERY
OPERATED
TRAIN SET
GIFT BOXED
\$24 DZ.

AS ADVERTISED ON TV!



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

\$18 GIFT
dz. BOXED

Assorted Necklace & Earring
Sets with beautiful variety of Pendants
\$12.00 dz.



LATE XMAS ARRIVALS



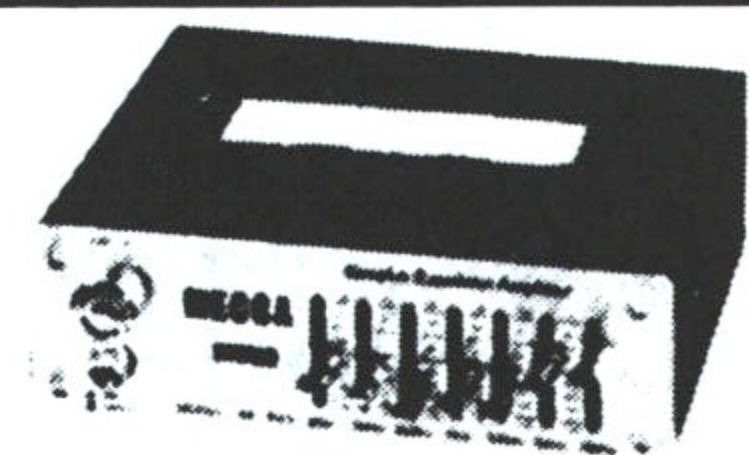
7 PC. STAINLESS
STEEL COPPER
BOTTOM COOKWARE
\$11.50 SET



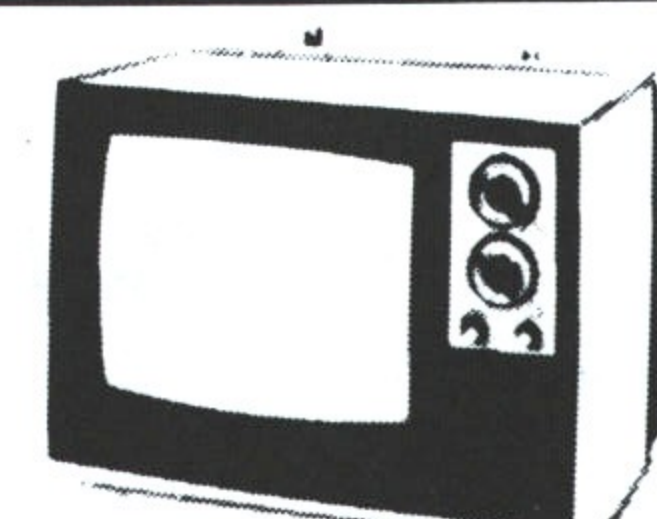
ROYAL CHEF TEFLON II
7 PC. COOKWARE SET
\$15.90 SET



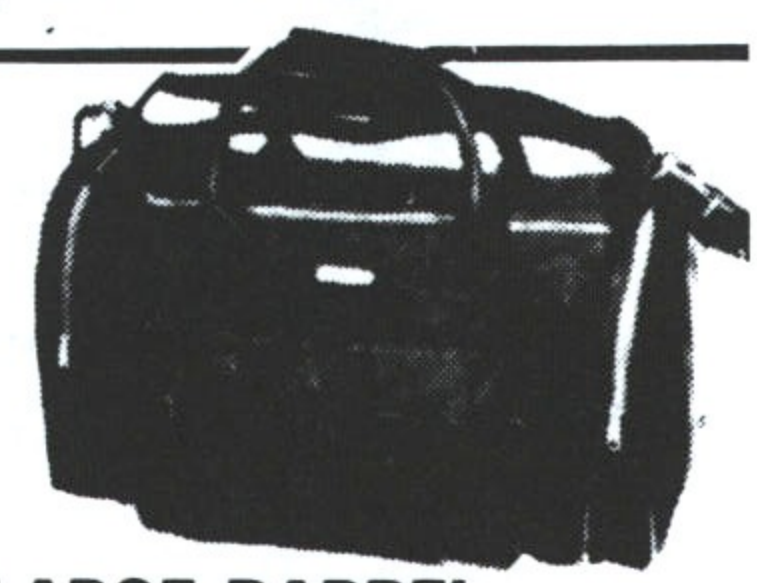
5 PC. STAINLESS STEEL
MIXING BOWL SET
\$10.50 SET



POWER BOOSTER
EQUALIZER
\$30.00 ea.



13" COLOR TV
\$199.95 EA.



LARGE BARREL
SHOULDER
TRAVEL BAG \$12.50
EA.

SHELDON CORD PRODUCTS

DEPT. ST-10, 2201 W. DEVON - CHICAGO, IL 60659

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

PHONES: (312) 973-7070 973-7071

CORD'S \$4 MILLION DOLLAR XMAS SALE!

THE BEST IN AUCTION & FLEA MARKET MERCHANDISE
ORDER FROM THIS AD NOW! NOBODY BEATS OUR PRICES!

SHELDON CORD'S
\$4 MILLION DOLLAR SALE

FOR ORDERS ONLY
CALL TOLL FREE (800) 621-7999

TOOLS		JEWELRY		ELECTRONICS & HOUSEWARES		NOVELTIES		TOYS	
7 PC. WOOD HANDLE SCREWDRIVER SET \$2.00 SET	11 PC. WOOD HANDLE SCREWDRIVER SET \$3.50 SET	STICK-ON CALENDAR CLOCK 5 STYLES \$57.00 DZ.	LADIES' LCD WATCH W/TWIST BAND \$4.50 EA.	MINI CREDIT CARD CALCULATOR W/ CASE & AUTO. SHUT-OFF \$4.90 EA.	DELUXE AM-FM DIGITAL ALARM CLOCK \$19.90 EA.	AMAZING SHELCO WONDER PEN \$36.00 DZ.	"BLINKS AS YOU GO" LIGHTED VISOR HAT W/BATTERIES \$3.00 EA.	BATT. OPERATED XMAS BELL PLAYS 4 XMAS CAROLS \$4.00 EA.	ZIG-ZAG WIND-UP TRAIN \$13.50 DZ.
40 PC. TAP & DIE SET \$9.50 SET	17 PC. 1/4" DR. SOCKET SET \$2.50 SET	LADIES' LCD WATCH PENDANT W/CHAIN \$4.90 EA.	LCD STICK-ON MUSICAL CLOWN CLOCK \$6.00 EA.	BATT. OPERATED GALAXY MULTI-PURPOSE LANTERN \$4.00 EA.	AM-FM POCKET RADIO \$6.50 EA.	DIAMOND CUT BUTANE LIGHTERS \$24.00 DZ.	MUSICAL REVOLVING SEA GULL W/MIRROR \$4.00 EA.	BATT. OPERATED MUSICAL CHURCH PLAYS 4 XMAS CAROLS \$4.00 EA.	BATT. OPERATED SOMERSAULT MONKEY \$48.00 DZ.
7 PC. NUT DRIVER SET \$2.50 SET	FOOT PUMP \$3.50 EA.	ULTRATHIN MEN'S OR LADIES' LCD WATCH DELUXE BAND \$8.90 EA.	MEN'S OR LADIES' LCD WATCH W/MUSICAL ALARM \$8.90 EA.	GIANT MUSICAL BEER STEIN \$6.90 EA.	HAMBURGER RADIO \$5.50 EA.	SMALL PISTOL BUTANE LIGHTER \$3.50 EA.	DECORATED BEER STEIN \$15.00 DZ.	18" SUPER DELUXE BACKGAMMON SET 7.50 EA.	BATT. OPERATED ALL PLUSH CHARMY DOG \$7.90 EA.
5 PC. PILER SET \$8.50 SET	10 PC. SCREWDRIVER SET \$10.80 DZ. SETS	MEN'S LCD WATCH W/ TWIST BAND GIFT BOXED \$4.50 EA.	CHILDREN'S 5-FUNCTION DIGITAL WATCH \$5.00 EA.	49 MHZ BAND WALKIE TALKIE SET \$18.90 SET	50 PC. HEAVY DUTY FLATWARE SET GIFT BOXED \$11.50 SET	WINDPROOF LIGHTER CARDED \$5.90 DZ.	TRAVEL ALARM CLOCK \$4.50 EA.	BATT. OPERATED HIGHWAY PATROL POLICE CAR \$5.25 EA.	MINI POODLE ASST. COLORS \$18.00 DZ.
6" MECHANIC'S VISE \$30.00 EA.	HEAVY GAUGE 19" TOOL BOX \$6.90 EA.	LCD DIAMOND CUT LIGHTER WATCH \$12.00 EA.	17-JEWEL POCKET WATCH W/ HUNT SCENE CASE \$18.95 EA.	17 PC PORCELAIN COFFEE OR TEA SET \$17.90 SET	PROCTOR-SILEX 2 SLICE TOASTER \$10.50 EA.	2 PC. PERFUME PEN SET \$10.80 DZ.	LG. PISTOL BUTANE LIGHTER W/FLASHLIGHT \$7.50 EA.	BATT. OPERATED TUMBLING CARS \$24.00 DZ.	ALL NATION DOLLS W/ASSTD. DRESS \$36.00 2 DZ.
3" LITTLE DUKE LOCK BLADE KNIFE \$8.00 DZ.	2-BLADE AMER. MADE BARLOW KNIFE \$18.00 DZ.	MEN'S CALENDAR WATCH W/ TWIST BAND \$6.90 EA.	ITALIAN HAND AND HORN PENDANT \$5.00 DZ.	AM-FM 8 TRACK HOME STEREO SET W/SPEAKERS \$49.95 SET	PROCTOR-SILEX STEAM & DRY IRON \$13.50 EA.	ANGEL MASCOT GOLD DERRINGER LIGHTER \$7.90 EA.	10 x 50 BINOCULARS W/CASE \$29.95 PR.	LEAPING SPORTS CARS \$12.00 DZ.	JET SPEED RACING CARS \$12.00 DZ.
EVEREADY LANTERN W/6 VOLT BATTERY \$30.00 DZ.	11 PC. BOX & OPEN END WRENCH SET \$7.00 SET	MEN'S RHINESTONE DIAL WATCH BOXED \$7.50 EA.	LADIES RHINESTONE WATCH BOXED \$9.90 EA.	12" B/W TELEVISION SET \$65.00 EA.	SANYO MICROWAVE RADAR RANGE \$190.00 EA.	IMPORTED PEN/PENCIL SET — GOLD GIFT BOXED \$30.00 DZ.	MEN'S OR LADIES' FULLY AUTOMATIC PUSH-BUTTON UMBRELLAS \$24.00 DZ.	METAL TRUCK ASST. STYLES \$24.00 DZ.	24" WALKING DOLL DELUXE DRESS \$5.90 DZ.
4 PC. PIPE WRENCH SET UP TO 18" \$9.90 SET	5" LOCK BLADE KNIFE W/LEATHER SHEATH \$21.00 DZ.	ASST. RING WATCHES \$12.90 EA.	MICKEY MOUSE WATCH \$6.90 EA.	10 PC. CARBON STEEL BUTCHER KNIFE SET \$6.75 SET	2 PC. CHEFMASTER CARVING SET \$2.50 SET	ANTIQUE DIE CAST PENCIL SHARPENER REPLICAS \$8.90 DZ.	MEN'S PROMOTIONAL WALLET \$10.80 DZ.	RACING TEAM SET BY GAY TOY \$3.25 SET	LARGE DC-10 METAL AIRPLANE \$5.90 EA.
14 PC. BOX & OPEN END WRENCH SET \$12.90 SET	4 PC. GROOVE JOINT PLIER SET \$7.90 SET	ASST. GOLD 48 PC. CHAIN DISPLAY \$18.00 DISP.	ASST. NECKLACE/ EARRING SET BOXED \$12.00 DZ.	19 PC. REGENT SHEFFIELD CUTLERY SET GIFT BOXED \$7.00 SET	AM POCKET RADIO ASST. COLORS \$2.00 EA.	8 PC. POOL TABLE COASTER SET ALL WOOD \$6.90 EA.	DELUXE LEATHER TRUCKER'S WALLET \$36.00 DZ.	LUCITE MUSICAL PIANO \$4.80 EA.	ASST. KEYCHAINS COWBOY BOOT FOOTBALL ICE SKATES \$3.60 EA.

ORDER DIRECT FROM THIS AD — SEND CASHIER'S CHECK, MONEY ORDER OR CERTIFIED CHECK FOR IMMEDIATE 24-HOUR SERVICE. \$100 MINIMUM ORDER. WHOLESALE — FOR RESALE ONLY. VISIT OUR GIANT NEW SHOWROOMS. BRING YOUR CAR OR TRUCK AND LOAD UP. BEST IN PRICES. SERVICE. QUALITY. SEND \$1.00 FOR BRAND NEW CATALOG. XMAS CATALOG JUST ARRIVED — 1000'S OF NEW ITEMS. CALL NOW!

Spotlight on NAA auctioneers

Auctioneer Michael on PBS

NAA member **George Michael** returns for his twentieth season on public television as host of "Antiques and Americana". This represents Michael's twelfth season with New Hampshire Public Television, producer of his popular "Antiques" series.

George Michael is also a frequent contributor to AUCTIONEER's "Antiques at Auction" column.

His new venture, which is funded by grants from the Eastern Educational Network and the Corporation for Public Broadcasting, will be distributed nationally to PBS stations. The new series focuses on turning today's collectibles into tomorrow's antiques.

An original corporator of the Shaker Colony in Canterbury, New Hampshire, Michael serves as a consultant on antiques to both YANKEE magazine and the Wistariahurst Museum in Holyoke, Massachusetts.

The first segment of "Antiques and Americana" aired nationally in mid-November. It served as an introduction to the 26-week series and provided tips

on collecting such common items as old kitchen utensils, farm tools, glazed ceramics, and toys.

Subsequent programs will feature guests who are experts in a specialized field. In all his years on television, Michael has the distinction of never repeating a topic. (Check local listings for time and station.)

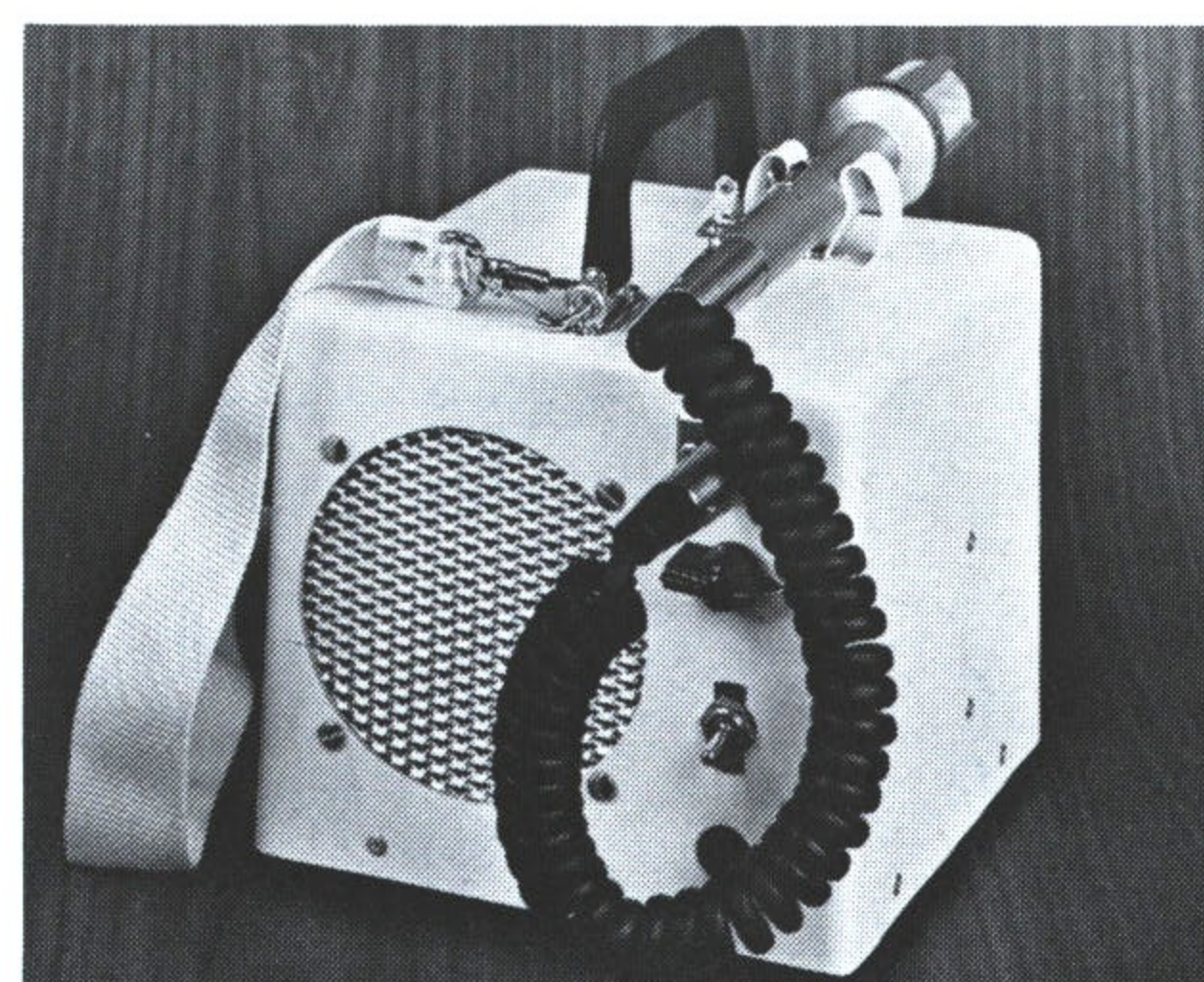
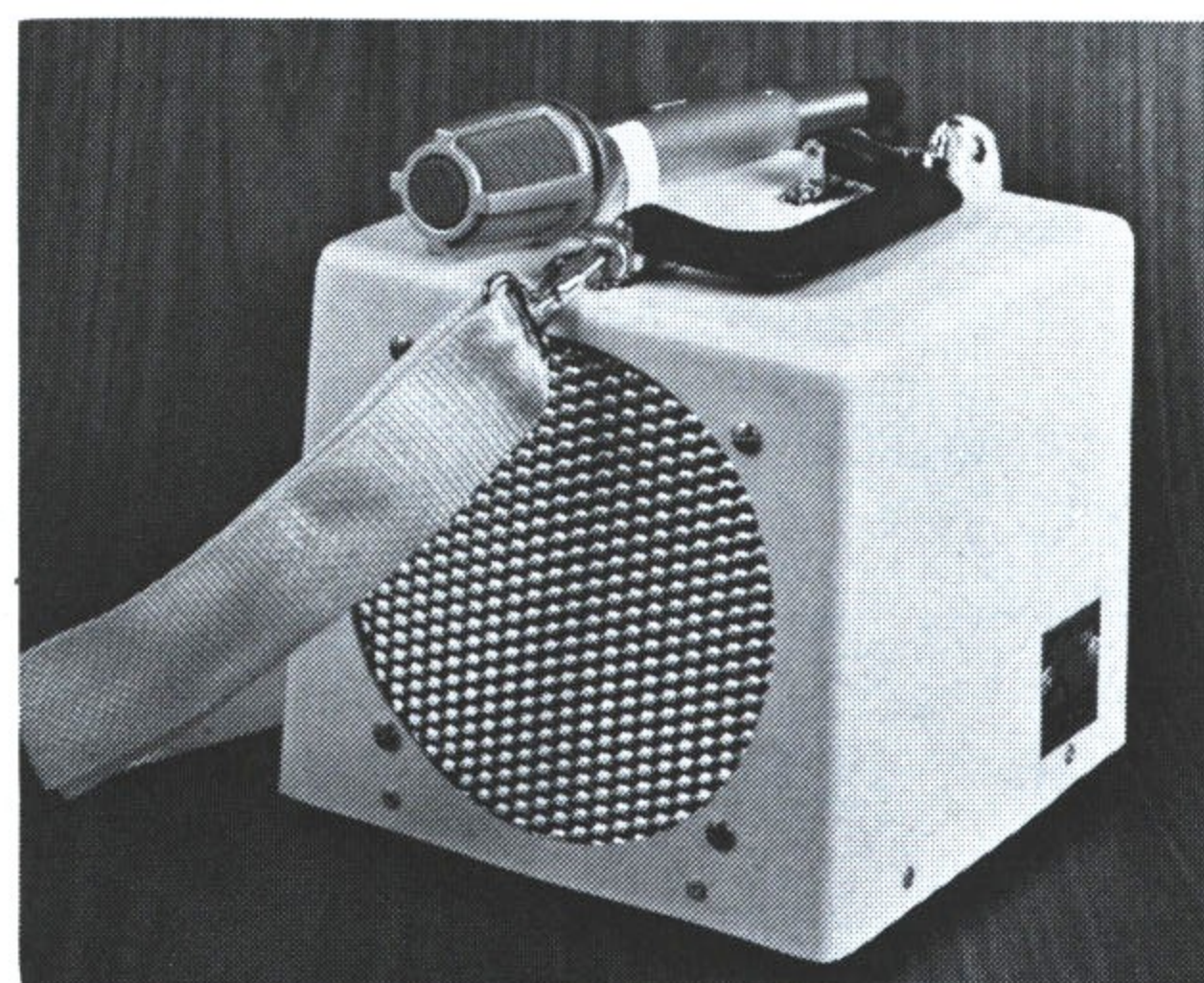
Topics to be covered by "Antiques and Americana" include print collecting, clothing, mochoware, gambling devices, Sandwich glass, carved eagles, dolls, European glass, Chinese paintings, and the Hudson River Valley School of painting.

Talented voices in Wells family

The skilled auction voice of NAA member **Billy H. Wells**, Sanford, Florida, is not the only talented one in the Wells family. Wife Linda, and daughters Dara, 17, and Jennifer, 13, were all cast in the musical "Oliver" last summer, staged by the Central Florida Civic Theatre.

Mrs. Wells has been interested in theatre since high school and college days, and the two daughters share that interest. Dara will compete in the Miss Sanford Pageant next year, and young Jennifer was cast in the "The Wizard of Oz" last summer.

Billy Wells is past president of the Florida Auctioneers Association and is currently serving as the FAA secretary treasurer.



D-VOX COMPLETE --- \$285.00

FIBERGLASS CASE — 25 WATT MODULE — TWIN SPEAKERS

INCLUDES: Rechargeable Ni-Cad Battery Pack — Charger — Carrying Strap — Shure Unidyne Microphone — Complete unit weighs approx. 5 lbs.

* * * **SATISFACTION GUARANTEED** * * *

Order by mail: Payment with order — we pay shipping . . . C.O.D. — you pay shipping. Kansas residents add 3½% sales tax.



DODGE MANUFACTURING CO.

DWIGHT V. DODGE, Owner

1016 W. 6th Street • P.O. Box 1513 • Topeka, Kansas 66601 • (913) 234-6677

NAA members elected, re-elected

Auctioneer **Glenn H. Binger**, Blue Springs, Missouri was re-elected to a fifth term in the Missouri House of Representatives. He informed THE AUCTIONEER that he intends to reintroduce a bill which came close to passing in the last session of the Missouri Legislature. Below is a reprint of that legislation.

HB #147
L. R. No. 275

AN ACT

Relating to certain liabilities of auctioneers.

BE IT ENACTED BY THE GENERAL ASSEMBLY OF THE STATE OF MISSOURI, AS FOLLOWS:

Section 1. An auctioneer as defined in chapter 343, RSMo, who in good faith sells personal property at auction which is in fact subject to a security interest, for a principal whose identity has been disclosed, in which property the auctioneer has no interest but acts only as an intermediary of the owner, is not liable to the holder of the security interest for any damages sustained as a result of the sale, notwithstanding any other provision of law.

Hodgins to Saskatchewan Assembly

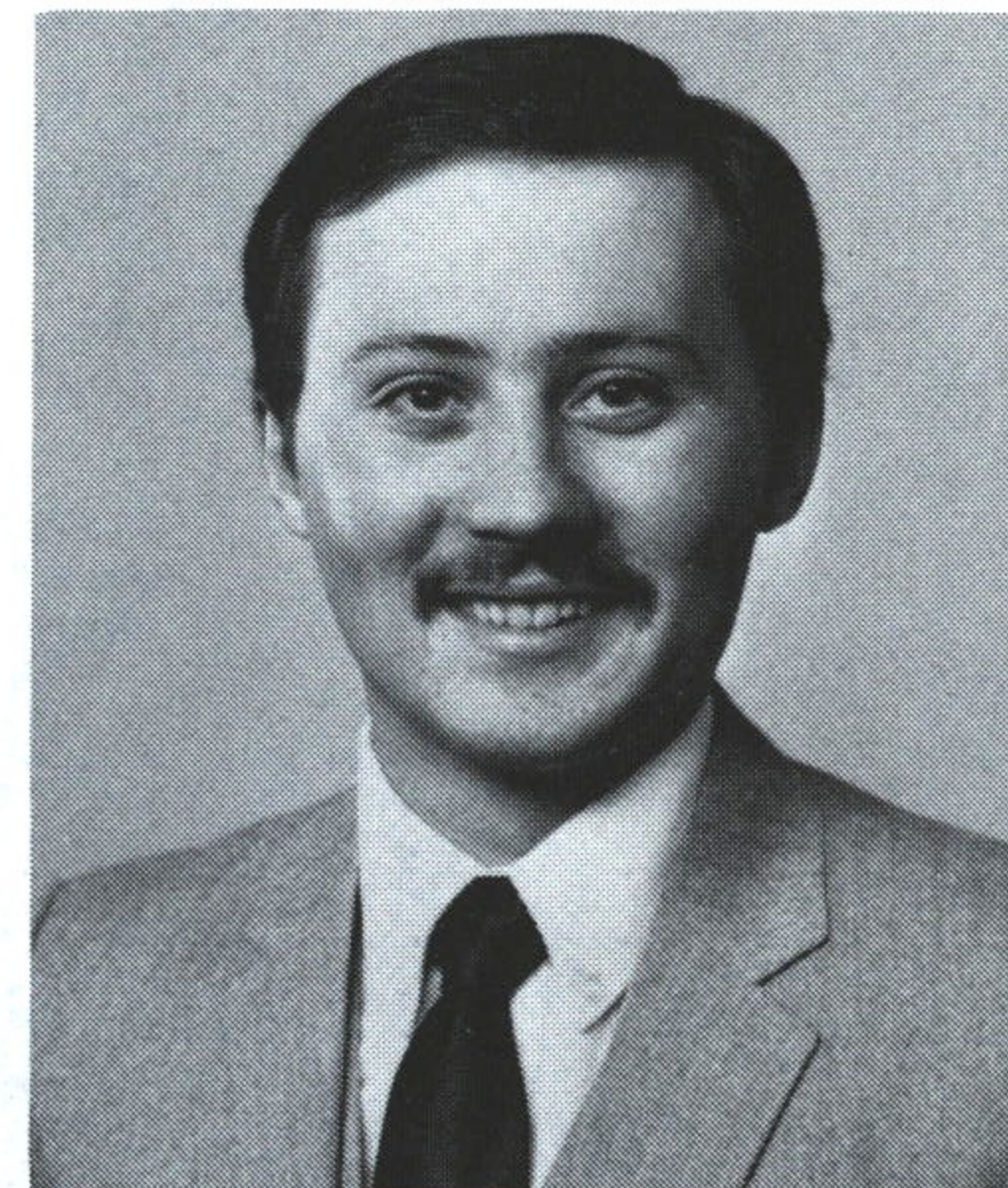
Canadian NAA member **Grant Hodgins**, Melfort, Saskatchewan, was elected to the Saskatchewan Legislative Assembly in April.

A second generation auctioneer, Hodgins defeated cabinet minister Norman Vickar by more than 1500 votes, while managing to conduct 23 farm auctions in the same month as the election. Grant has been a part of the auction business since he was a young boy, attending Reisch World Wide College of Auctioneering in 1973. He is also a graduate of the University of Saskatchewan, bachelor of commerce degree.

Grant Hodgins' father owns a separate auction firm, handling consignments of farm and construction equipment while Grant conducts 60-70 farm dispersal, or agriculture dealer reduction sales annual-

ly. When asked if politics has hurt his auction business, Hodgins replied that he had initially feared that it might. He realized, however, that it was time for those who did the "working and the paying, start, and do, the talking". He now says that politics has not hurt his business one bit and would encourage other auctioneers to be more involved in politics.

One of Hodgins' goals as a politician is to convince his colleagues to replace the outdated tender method of selling surplus government assets with the auction method. He also hopes to initiate a program similar to "Buy Back America", as outlined by South Carolina NAA member, W. Angus Davis (June, 1983, AUCTIONEER).



LEARN AUCTIONEERING



EST. 1965

**PLAN NOW
TO ENROLL FOR
NEXT TERM**

At The

FLORIDA AUCTION SCHOOL

**Classes are held four terms each year
JANUARY • MARCH • JULY • OCTOBER**

ATTEND 2 WEEKS INTENSIVE TRAINING
IN ALL PHASES OF THIS RESPECTED AND
HIGHLY PROFITABLE PROFESSION

SEND FOR FREE CATALOG

Write or call for information today



MAX HUEBNER, MEMBER



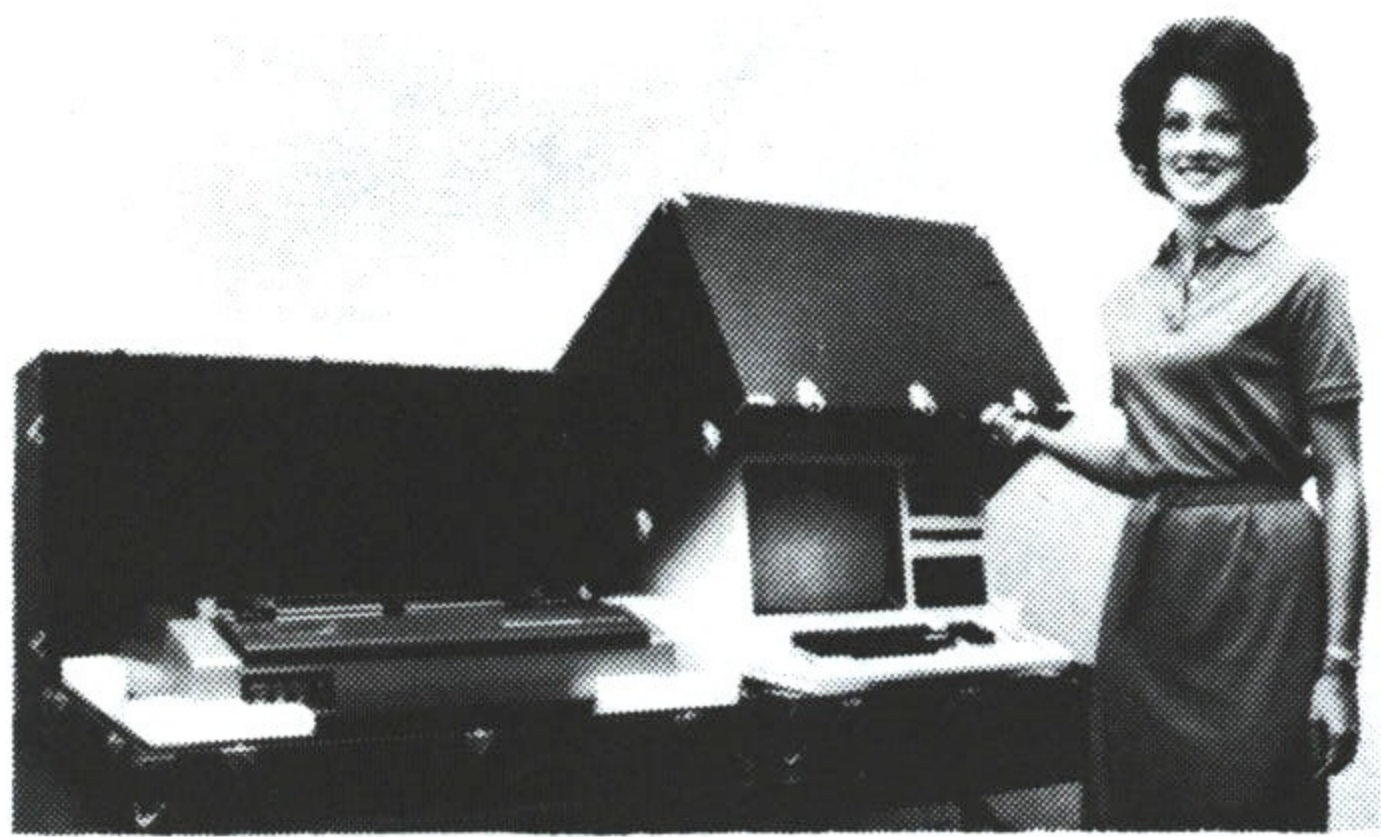
FLORIDA AUCTION SCHOOL
P.O. Box 1444 • PHONE: (904) 732-6991
OCALA, FLORIDA

CALL OR WRITE FOR A FREE BROCHURE & SAMPLE KIT
(507) 645-4407

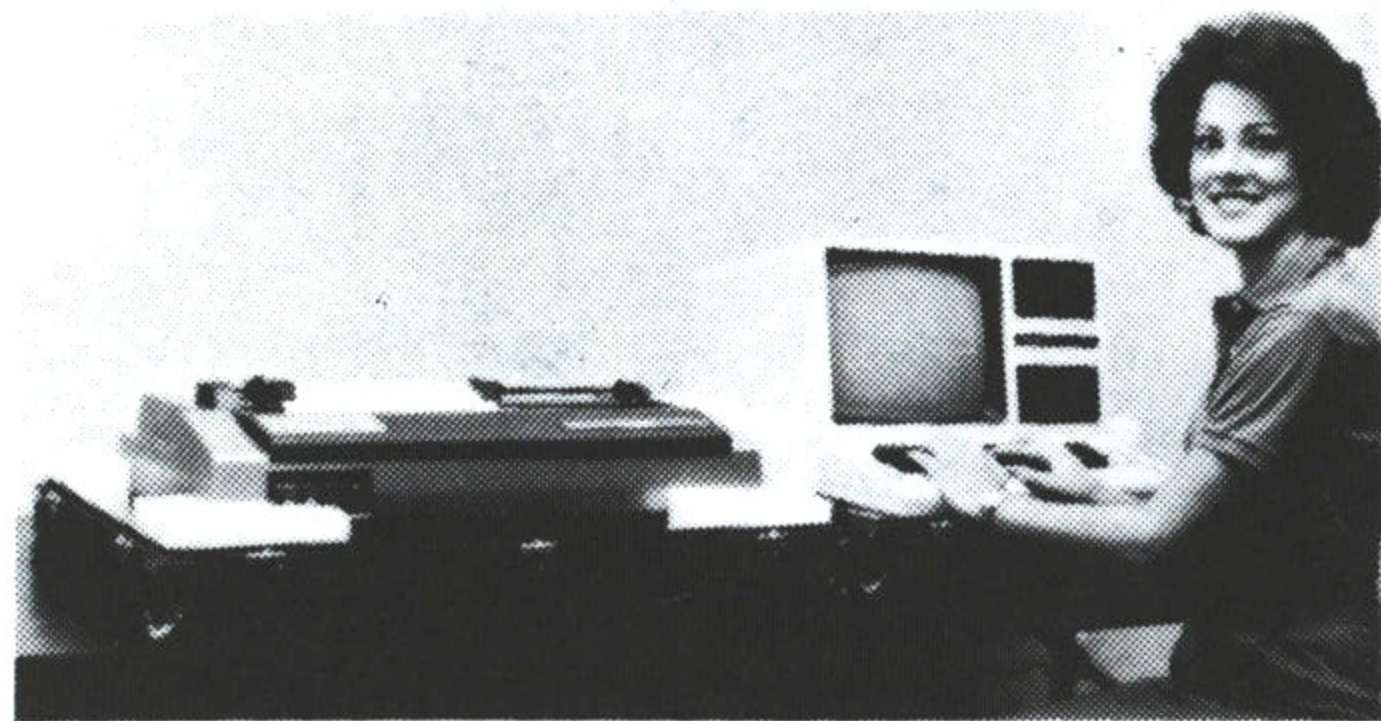
Personalized Bidder Numbers
Perfect way for qualifying your buyers
Your name printed in a second color
Give them a try - we know you'll like them

Kwik Klerk

Box 147 Northfield, Mn. 55057



(weather-resistant carrying case)



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

* (\$200/month range on lease/purchase)

Cashier's Statement

PURCHASER: JAMES ALEXANDER 1702 EDGEMOOD DR. • LAKELAND, FLORIDA 33801 • BUSINESS PHONE 888 8084

ADDRESS: 3428 WEST TENTH STREET APT. 1001

CITY AND STATE: ALEXANDRIA VA 22304

PHONE: 813-688-1882 DATE: 05/02/82 PAGE NO. _____ SALE NO. _____

LOT NUMBER	DESCRIPTION	QUANTITY	EACH	TOTAL
3830	BLUE GLASS VASE	1	55.00	55.00
3835	GREEN WINGBACK CHAIR	1	35.50	35.50
3875	BRASS WINGBACK CHAIR	1	12.50	12.50
3880	HAND PAINTED CUPS	1	10.00	10.00
3885	PORCELAIN STATUE	1	8.00	8.00
3895	CHELSEA SHIP'S CLOCK	1	355.00	355.00
3815	CHIPPENDALE CHAIR	1	15.50	15.50
SUB TOTAL				550.50
TAX				24.98
TOTAL AMOUNT DUE				575.48

WE ALSO BUY SPOKE STOCKS AND BULL AND BEAR STOCKS. IF YOU WANT TO BUY, CALL US.

And it's available on a 30-day TRIAL with no obligation!



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

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

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

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

PACS

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

PACS

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

PACS

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

PACS

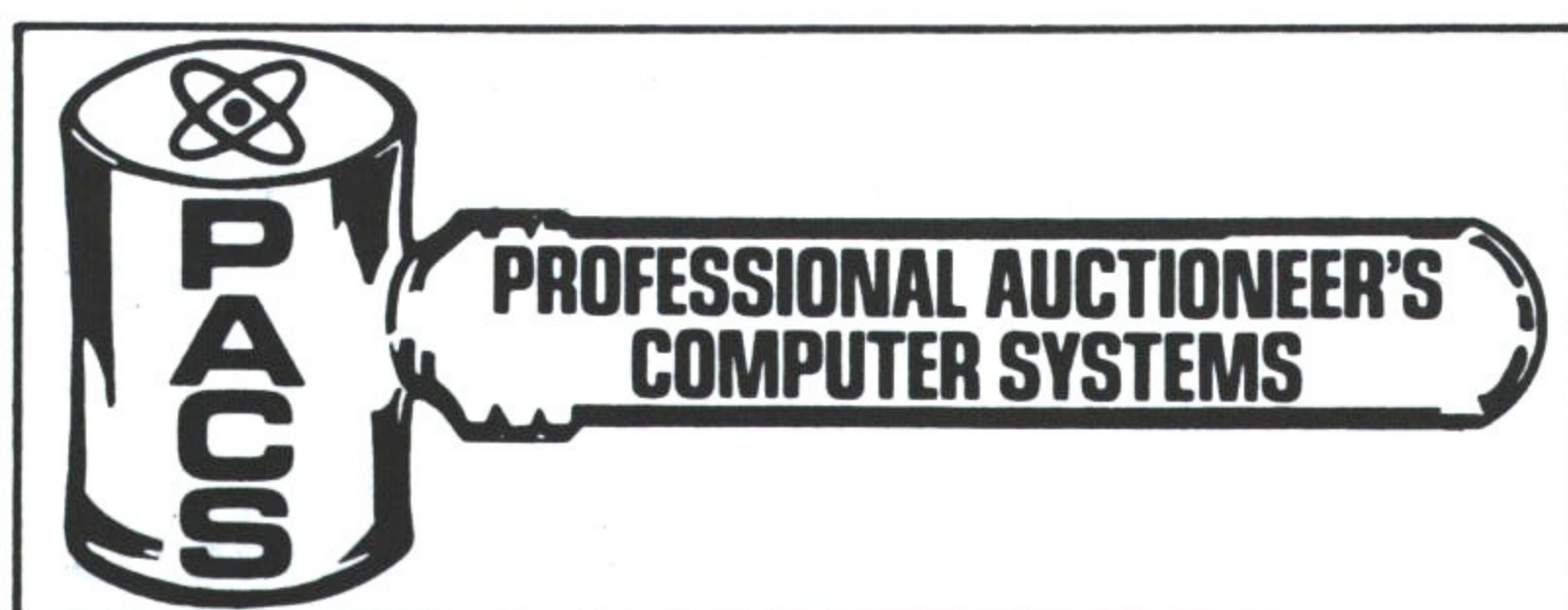
Would I want my auctioneer's computer to have nationwide service capabilities available, such as at all Radio Shack* stores?

PACS

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

PACS

*TANDY AND RADIO SHACK ARE TRADEMARKS OF TANDY CORP.



A DIVISION OF
VERTIMAX
CORPORATION

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

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

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

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

Members Hansford, Kessler finalists in tobacco championship

Danville, Virginia — Two tobacco auctioneers from Campbellsville, Kentucky, were finalists in the 1982 World Tobacco Auctioneering Championship held October 9 in Auctioneer's Park here.

NAA members **Rufus Hansford** and **Wayne Kessler** know each other quite well. Kessler gave Hansford his start in the auctioneering business 24 years ago. Both men finished in the top 10 in a field of 72 contestants who entered the second annual auctioneering competition, sponsored by R. J. Reynolds Tobacco Co. Last year's champion was NAA member **Mac Burnette**, Clarksville, Virginia.

Hansford, who auctions on flue-cured markets in Fairmont, North Carolina, and Dillon, South Carolina, and the burley market in Greensburg, Kentucky, was also a finalist in last year's competition.

Kessler, a 44-year auctioneering veteran, was competing in the championship for the first time.

"My 19-year-old son John talked me into all this," Kessler said. "I didn't think I'd stand a chance, but John insisted. So I said I'd do it if he would, and today both of us went up against some stiff competition."

Hansford said he wouldn't have missed returning to the World Championship for anything.

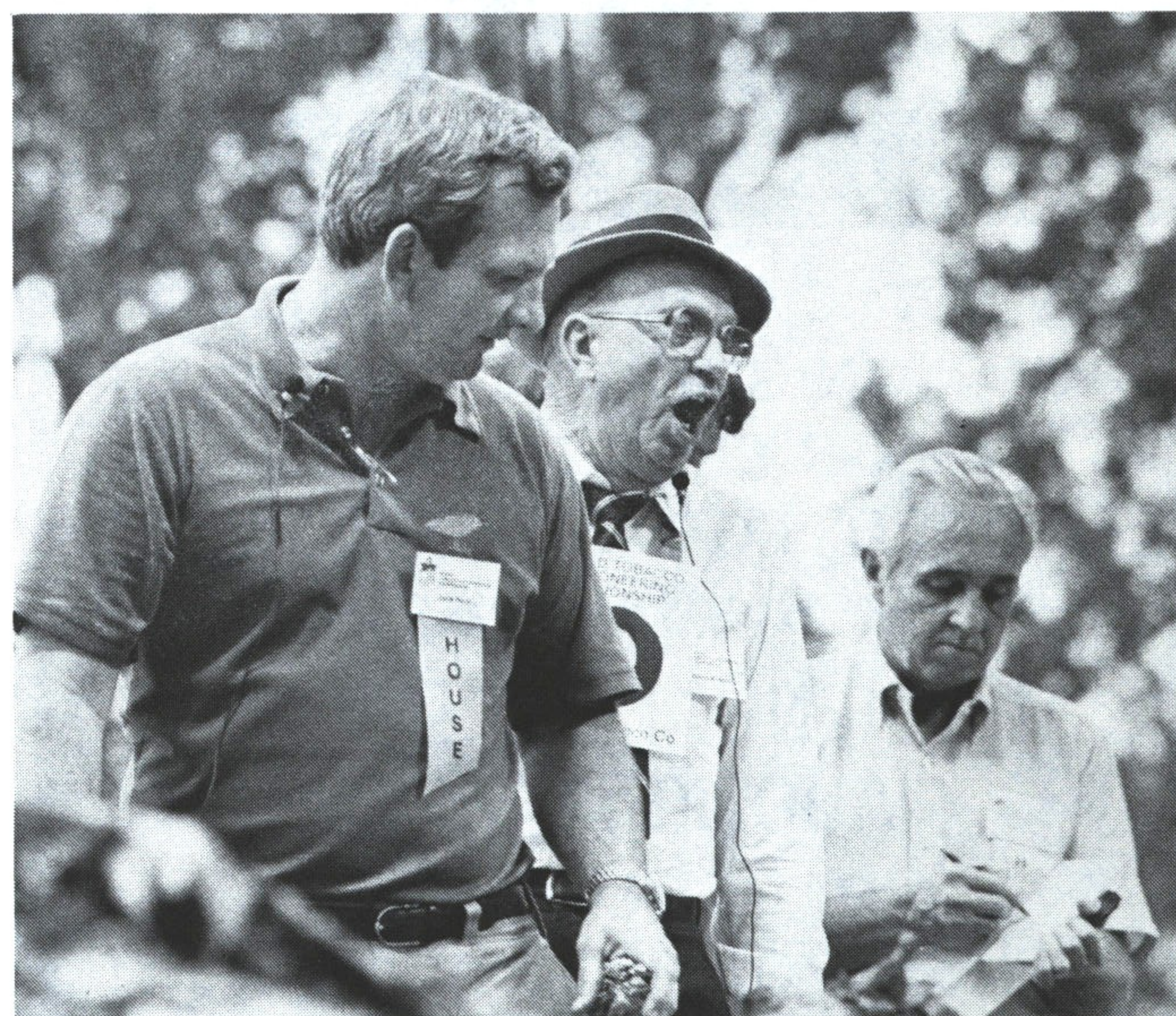
"This contest is what tobacco is all about. It brings to light what tobacco means to our nation's economy and ought to make those in government



"IT'S A WAY OF LIFE" — Rufus Hansford has been in the auctioneering business for 24 years, and a championship finalist both this year and last year.



1981 CHAMPION TOBACCO AUCTIONEER, Mac Burnette, greets another ambassador of the tobacco industry at this year's competition. He paused during the contest to chat with Miss Tobaccoland, Celia Horne of Rocky Mount, North Carolina. In the background is the special amphitheatre arranged for the auction event.



SMOOTH AND EASY, that's the tobacco auctioneering style that won Wayne Kessler a finalist's spot in the World Tobacco Auctioneering Championship. This was the auction veteran's first time in the competition.

and people at large aware of the importance of tobacco to Kentucky and the other southern states," Hansford explained.

The auctioneering championship was part of the Danville Harvest Jubilee, a three-day festival commemorating the South's two most important agribusinesses, tobacco and textiles. Reynolds Tobacco, working closely with the Danville Tobacco Associa-

Continued page 64

tion, chose Danville as the site of the contest because the art of tobacco auctioneering was begun here 124 years ago in Neal's Warehouse.


The contestants were judged on the basis of their chants, ability to recognize bids, pace and salesmanship during a mock tobacco auction held in a scenic outdoor amphitheatre in Danville's historic warehouse district.

As finalists, Hansford and Kessler received sterling silver belt buckles bearing the "Pride in Tobacco" symbol.

R. J. Reynolds Tobacco Co., a subsidiary of R. J. Reynolds Industries, Inc., manufactures Winston, Salem, Camel, Vantage, More, NOW, and Doral II cigarettes, plus a full range of chewing and smoking tobaccos.

INSTRUCTION

LEARN TO BE
AN
AUCTIONEER



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

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

CALL OR WRITE FOR A FREE BROCHURE & SAMPLE KIT
(507) 645-4407

Clerking Sheets
A Kwick Klerk Exclusive!!
Individual, snap-out slips
The fastest system going
Some say the time saved pays for them

Kwick Klerk

Box 147 Northfield, Mn. 55057

State association reports

Iowa auctioneers meet

The Iowa Auctioneers Association met for its fall convention, Monday and Tuesday, October 25-26, at the Holidome in Cedar Rapids. The Board of Directors met on Monday to formulate proposals and ideas for the General meeting Tuesday afternoon.

A Monday "kick off" luncheon preceded two afternoon seminars — "Radio Advertising" with station representatives from Cedar Rapids, Des Moines, and Waterloo; plus "Computerization for the Auctioneer". A Hawaiian Luau was enjoyed Monday evening, followed by a performance of Hawaiian dancing. Bidding was brisk at the convention's Fun Auction, with a respectable amount being realized for the Association's treasury.

The next day, two more seminars were presented, one by NAA director Dean Parker on "Sales Management", followed by "Business Liquidations for the General Auctioneer" presented by Dave Kessler, New Paris, Ohio. Tuesday noon, a luncheon was enjoyed after the invocation by the wife of the 1982 IAA president, Mrs. Jerry Tubaugh.

Introductions of IAA members, family and guests revealed that most in attendance were from the central and eastern parts of the state. Howard Buckles, Keosauqua, immediate past NAA president, reported on the Atlanta NAA convention and discussed the upcoming 1983 convention in Houston. Warren Collins, Jesup introduced this year's recipient of the IAA Auctioneer of the Year Award, Irving Leonard of Elkader.

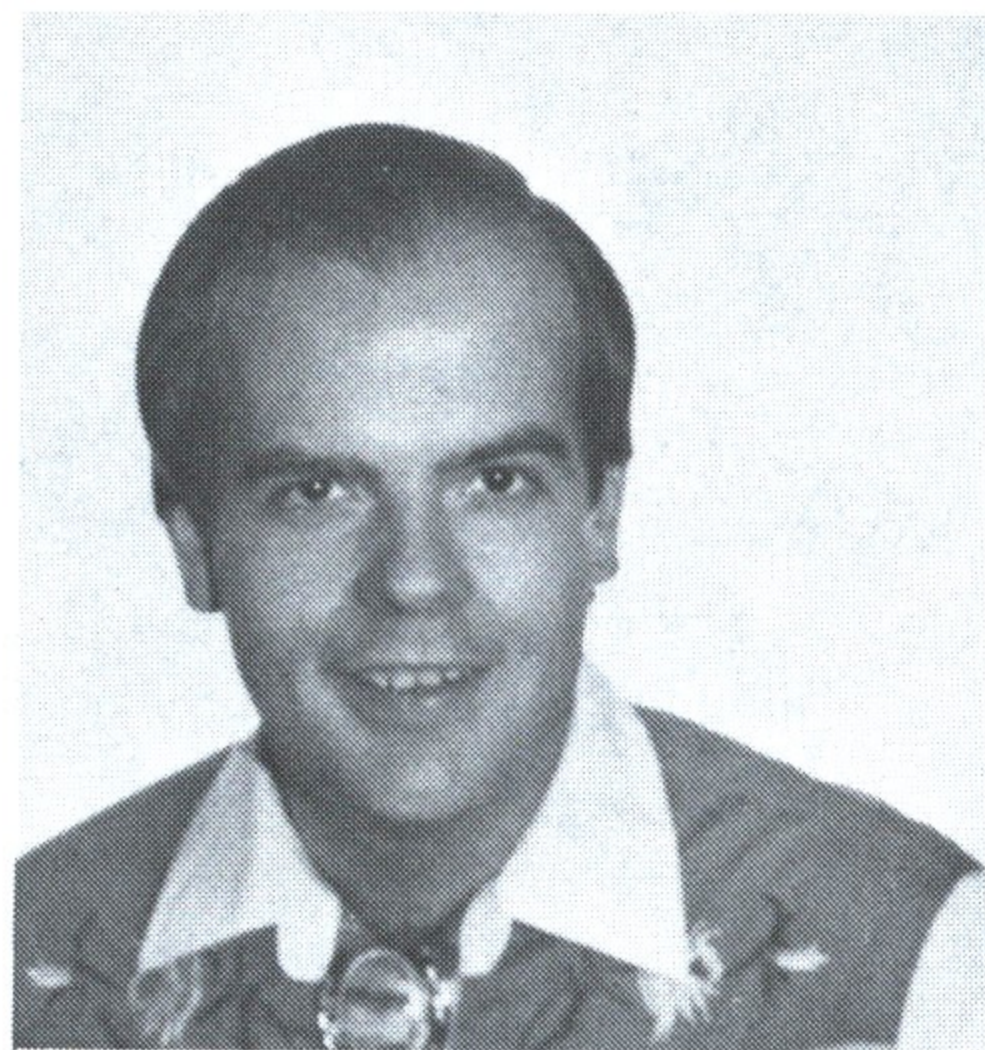
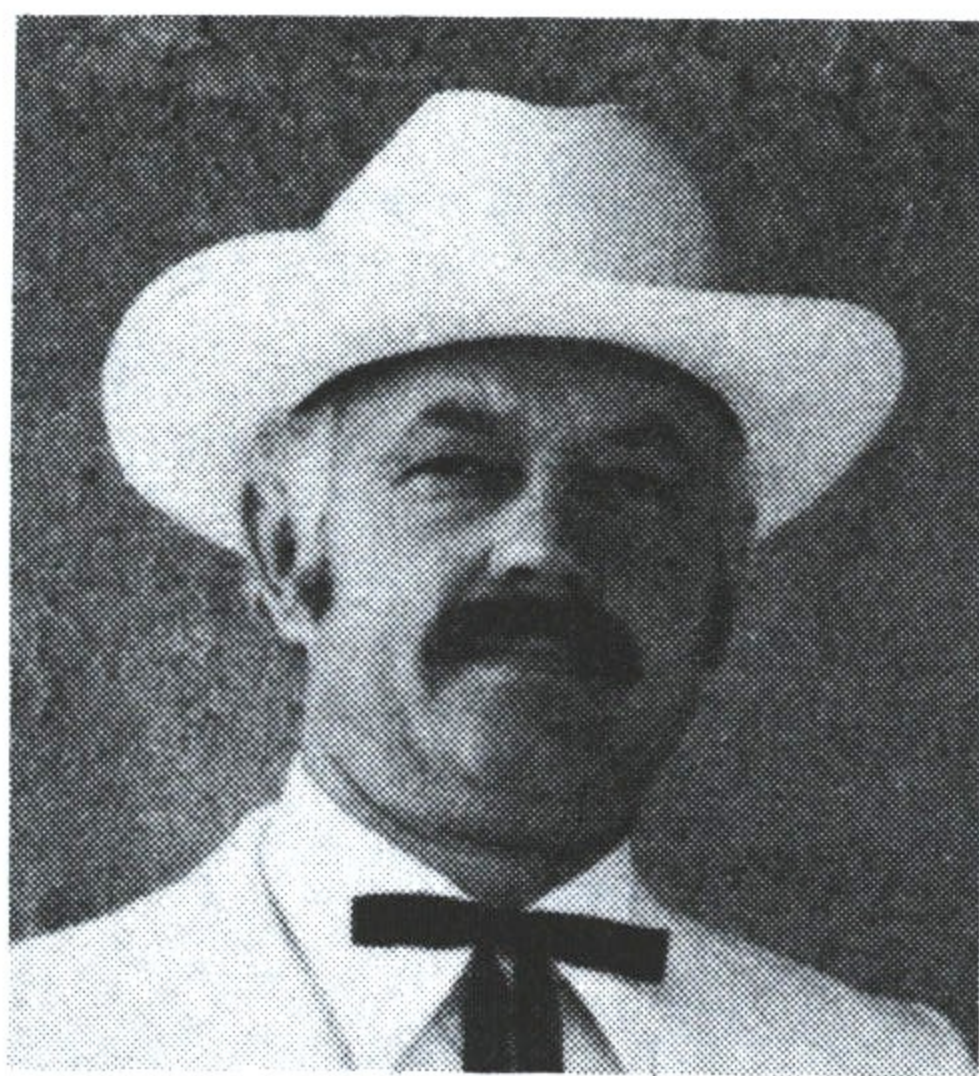
The advertising contest winners were also announced — Bob Humpal, Ft. Atkinson, Jim Rhodes, Melbourne, Leonard Auction, Elkader, and Hunter Auctions, Council Bluffs. NAA director Dean Parker was the after dinner speaker.

After the Tuesday luncheon, the IAA Auxiliary, under the direction of Bonnie Mallinger, Sigourney, held its meeting, with past NAA Auxiliary president Irene Dudley, Hampton, speaking on antiques.

The IAA auctioneers held their general Board meeting to discuss a variety of agenda items — increasing IAA meeting attendance, license laws, regional meetings during the winter months, auctioneer's contest at the Iowa State Fair, plus the IAA newsletter and its contents.

The annual election was held, with Dean Leonard elected as the 1982-83 IAA president; Elmer Gronawald, Donahue, first vice president, and Ed Malmanger, Grand Mound, second vice president. Howard Johnson, Story City, and Bill Ellison, Solon, were elected to three year terms on the IAA Board.

President Leonard and the Board of Directors met to approve the IAA spring meeting, April 10, in Des Moines, and the fall meeting, November 12-13, in Waverly.



NMAA OFFICERS, clockwise, from left, president Jacquelyn Russell, vice president J. David Hetzel, secretary Robert M. Dienst, treasurer Wade Worrell.

New Mexico Auctioneers Association elects new officers

Auctioneers from across the state met for the annual NMAA convention in September. One of the principal duties of the assembly was election of new officers.

Jacquelyn Russell was elected president, J. David Hetzel, vice president, and Robert M. Dienst, secretary. All have auction businesses in Albuquerque. Wade Worrell, Las Cruces, was elected treasurer.

Among the NMAA members, family and guests attending the meeting held at the Regent Hotel in Albuquerque was NAA president Rex Newcom. The New Mexico Auctioneers Association was formed two years ago to enhance the professionalism of its members throughout the state.



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.



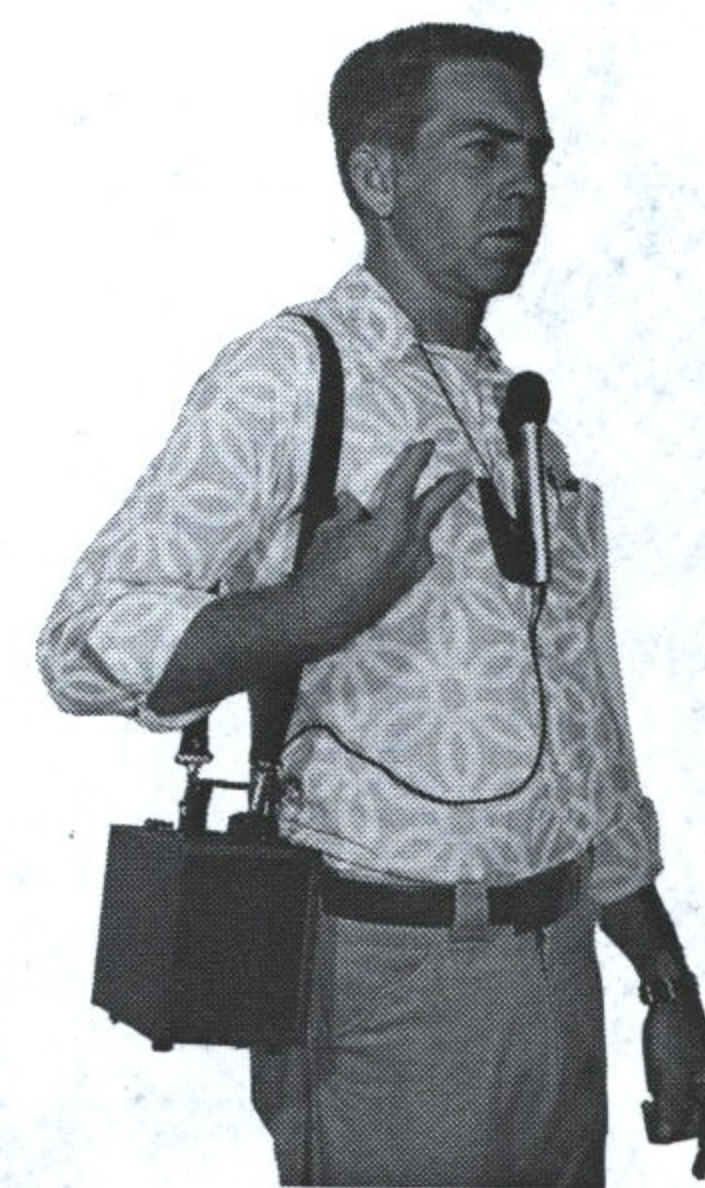
REISCH SPECIAL
"MR. BIG VOICE" — JR-1

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.

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

It is a voice saver. Select the set that you feel will work best for you.



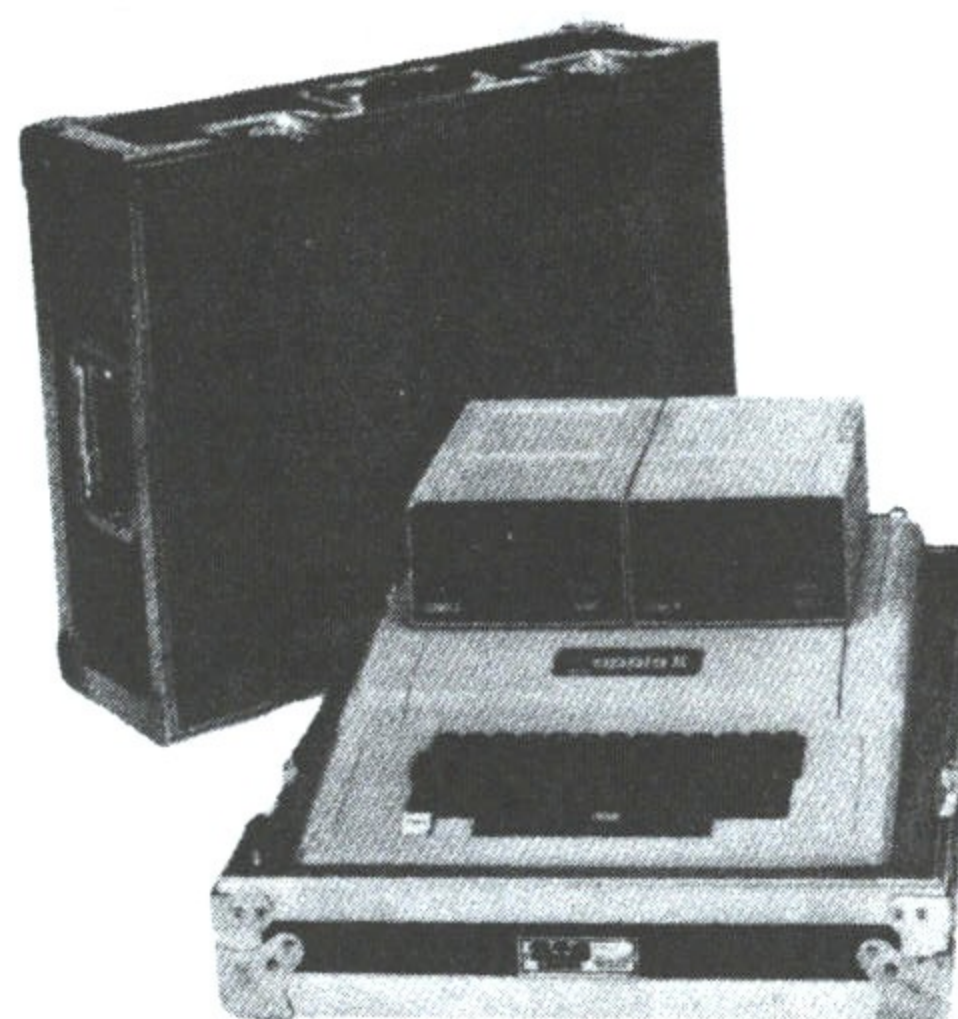
REISCH SPECIAL
"LITTLE BIG VOICE" — JR-2

THESE SPEAKERS CAN ONLY BE PURCHASED FROM:

**Col. Joe Reisch, Reisch Sales Company, Box 850, Mason City, Ia. 50401
Phone: 515 423-1465. Call or write for Special Wholesale Prices.**

ABCS

AUCTIONEERS BUSINESS COMPUTER SYSTEM*



The running of your auctions will be as
"SIMPLE AS ABCs"

With a proven, fast and easy to use computer system — designed for you the auctioneer and developed in the field by people who understand your needs.

- Numerical Catalog of Lots
- Buyer Registration Throughout Sale
- Sales Entry
- Automatic Calculation
- Sale Tally and Summaries
- Consignors Summaries
- Mailing Labels

Designed to run on the **Apple II Plus**** completely portable computer

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

Software available for Payroll, General Ledger, Mailing Lists, Etc.

*Copyright

**Trademark Apple Computer Co., Inc.

COMPUTER ASSISTED BUSINESS SERVICES

225 Worcester Road

Framingham, MA 01701

(617) 527-5563

(617) 875-1305

State association officers updated information

As it is received at the NAA office, THE AUCTIONEER magazine will publish the most current officer information from the state auctioneers associations. The last complete directory of state association presidents and secretaries was in the November issue of THE AUCTIONEER.

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.

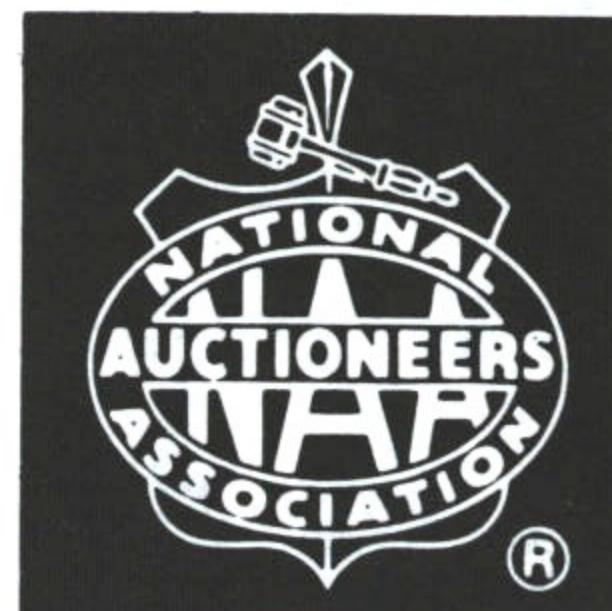
South Dakota Auctioneers Association — President: Rich Penrod, Gettysburg 57442, phone 605-765-9221. Secretary: Kenneth R. Jark, RR 1, Box 66, Stratford 57474, phone 605-225-1828. Executive Secretary: Lucy Fischer, Long Lake 57457.

* Indicates a reciprocal membership agreement.

FREE CAP!

... If you send your business card and a sketch drawing of your idea (any logos or artwork helpful and faster), we'll send you a FREE cap and a price list!

FREE CAP, Box 650, Holdrege, Nebraska 68949



In Memoriam...

JAMES E. HILL

The NAA office was notified of the death on October 9, of NAA member James Hill, Strasburg, Ohio. Formerly of New Smyrna Beach, Florida, Mr. Hill was a past president of the Florida Auctioneers Association.

Be An Auctioneer

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

FREE CATALOG!

Missouri Auction School

1600 GENESEE / KANSAS CITY, MO. 64102

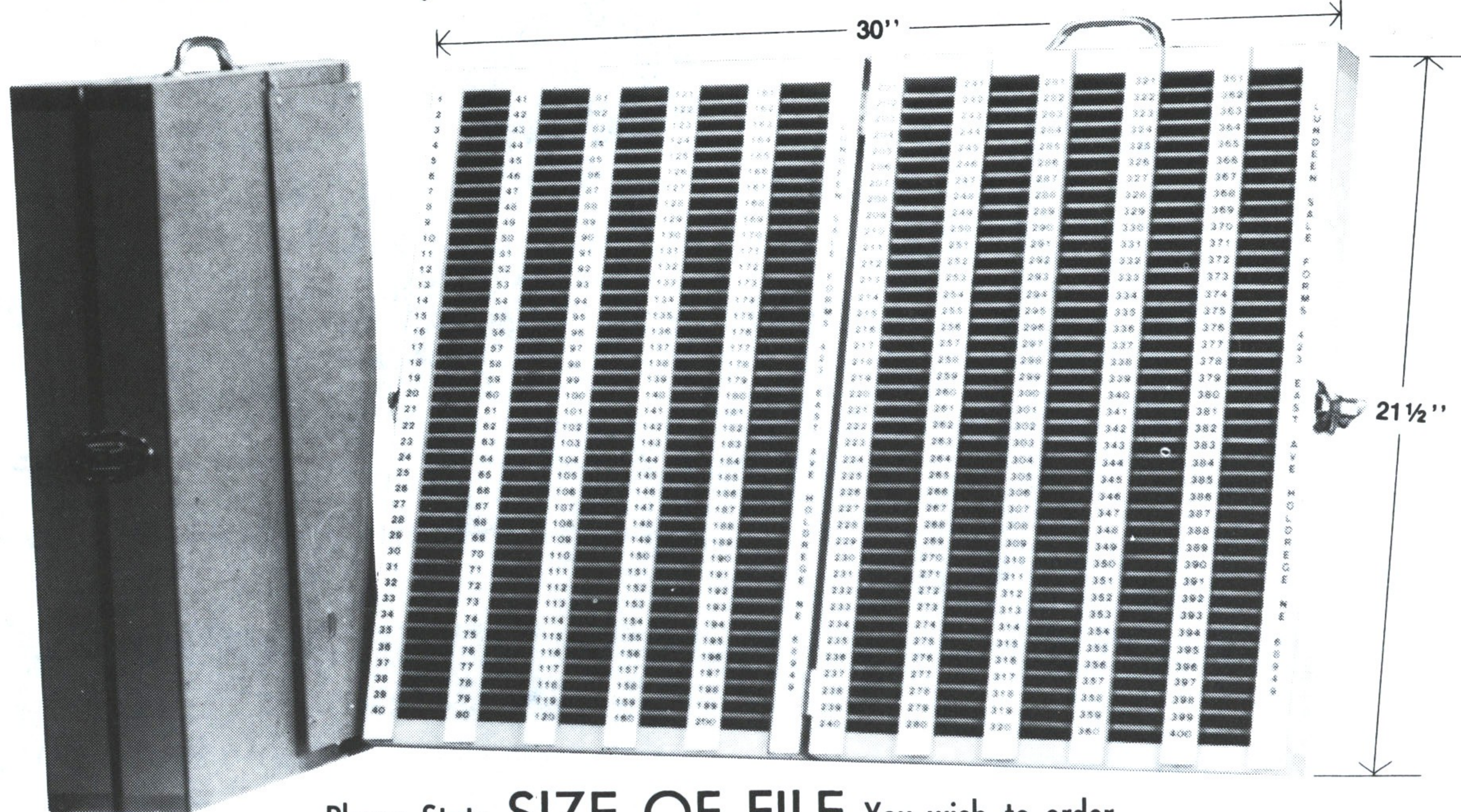
State Association Conventions — Dates and Locations

Convention Dates	State association	Hotel/motel and city	Convention chairman or state association secretary
December 11-12	Florida	Pompano Beach	Billy Wells
January 8-9, 1983	Virginia		Doris S. Jones
January 8-10	Ohio	Columbus Marriott Inn, No. Columbus	Byron Dilgard
January 13-15	Pennsylvania	Host Inn, Harrisburg	Blaine C. Brown
January 15-17	Minnesota	Holiday Inn, New Ulm	Eileen Reisch
January 15-16	North Carolina	Kinston or Goldsboro	Johnson B. Gilbert
January 24-26	NAA Seminar	Hyatt Regency, Louisville, Kentucky	
February 4-5	New Jersey	Marriott Hotel, Somerset	Art Williams
February 21-23	NAA Seminar	Hyatt Regency, New Orleans, Louisiana	
April 10	Iowa	Des Moines	Margaret Bloomer
April 17-18	Kentucky	Holiday Dome, Bowling Green	Wilma Atherton
June 8-9	Wisconsin	Voyager Hills Inn, Reedsburg	Robert Massart
June 10-12	South Dakota	Sheraton, Aberdeen	Kenneth R. Jark
November 12-13	Iowa	Waverly	Margaret Bloomer

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

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

Makes Clerking Auctions Easier



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

400 Slot File	(Slots—3" deep - 2 1/4" wide)	\$169.95
	36" Wide — 21 1/2" High — Weight 32 lbs.	
400 Slot File	(Slots—2" deep - 1 1/2" wide)	\$169.95
	30" Wide — 21 1/2" High — Weight 23 lbs.	
100 Slot File	(Slots—3 1/2" deep - 2 1/2" wide)	\$59.95
100 Slot File	(Slots—2" deep - 2" wide)	\$59.95
50 Slot File	(Slots—3 1/2" deep - 2 1/2" 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 3 1/2" by 2 1/2" 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

Successful auctioneering across the nation

Community-backed benefit raises \$10,000

The town of Jeromesville, Ohio, took care of one of its own in October, through a community benefit which included an auction with NAA member **Al Donelson**, Ashland. A 44-year-old Jeromesville resident, Betty Garman, remains in a semi-comatose state after being hospitalized in June. With the help of various community groups, a Saturday benefit event was organized to help the Garman family cope with medical expenses.

An auction was part of the fund raising effort which included a rock-a-thon, chain saw contest, concession sales and donations. The Aid Association for Lutherans pledged to match the amount raised locally at the benefit.

More than 170 people registered as buyers for the auction, with the community "very thankful for the professional manner in which the auction was conducted," according to Donelson.

Roebuck collection in St. Louis auction

Rarity and quality exemplified a September auction in St. Louis, Missouri, featuring a large portion of the Sam Roebuck collection of Carnival Glass and R. S. Prussia. Auctioneer and sale manager for the two-day dispersal was NAA member **John Woody**, Douglas, Kansas. Collectors were treated to an array of fine quality pieces held in reserve when the remainder of the Roebuck collection was sold.

To further enhance the sale, there were approximately 50 pieces of very fine French Cameo glass, Art Glass, Royal Bayreuth and other porcelain. High selling items included: an extremely rare R. S. Prussia

Admiral Perry bowl, top bid of \$4500; R. S. Prussia tankard, Fall Season in Poppy mold, \$4750; a Kittens cuspidor in marigold, \$500; and a very rare Morning Glory tankard in purple sold for \$6000.

Lobster brings \$35,000

During a Sunday evening auction, October 3, in Indianapolis, Indiana, the scholarship fund of the Associated General Contractors of America advanced over the \$1 million mark. Nelson International, an auction firm of construction and oilfield equipment headquartered in Tyler, Texas, broke the world's record for selling a new sterling pitcher at auction for \$16,500, a hunting trip in West Texas at \$17,000 and a lobster and clam dinner for four at \$35,000. The scholarship funds aids young Americans who are seeking careers in the construction industry. NAA member **Jim Short** is president of Nelson International.

Organized by Ken Barnicle: South Pacific/New Zealand-Australia Farm Tour

This tour is now in the planning stages, of interest to auctioneers and their wives. It will be a business trip, tax deductible, for 30 auctioneers and spouses, to be on the highlight trip of the year.

The date will be February 20, 1983, because this is the end of the summer in Australia. This is a once-in-a-lifetime opportunity to see how Australian real estate and the many livestock auctions are conducted.

You will spend 20 days you will never forget! There are so many sights to see, such as the world famous Sydney Opera House which can accommodate several performances at one time.

We must have 30 auctioneers and spouses to make the tour "auction oriented". Bring your camera. The parakeets will be as thick as the sparrows in the U.S.

The space is limited, and there are six spaces taken up already. My wife, Mary, and I made the trip on a dairy tour in 1975. We are planning to do it again. The dairy tour was good, but I'm sure an auction tour will be better.

The price of this tour is \$3498 per person, about half of what you would pay going on your own. Cost includes round trip air transportation from Los Angeles, all transportation on the tour, two meals daily (including full American breakfasts), and your lodging.

Send for your itinerary early. The schedule will be changed to accommodate the auctioneers if we have enough. I am working with Mr. Montgomery of "Southern Farm Tours" to organize this auction tour.

Contact: Ken Barnicle
3555 Blueberry Drive
Lakeland, Florida 33803

**FORT SMITH
AUCTION SCHOOL**

Ft. Smith, Ark. 72903 — (AC) 501-646-1181

QUALITY TRAINING SINCE 1947

**VETERAN
APPROVED**

**TERMS
FEB. — JULY
NOV.**

**WRITE
or
CALL**

THE AUCTIONEER Advertiser's Index

	Page
A. A. Importing	36
American Academy of Auctioneers	3
The Antique Broker	10
The Antique Trader	51
Associated Auction School	17
Auctioneering Systems	52
Boston Globe	57
Britten Auction Academy	32
Burton Printing	35
CAI	42
Chicago Tribune	54
Compuer Assisted Business Services	66
Cook Brothers Inc.	20
Dallas Times Herald	5
Dee Sign Co.	35
Dodge Manufacturing	60
Earl D. Wisard	8
Farmweek	21
Florida Auction School	61
Fort Smith Auction School	69
Frieder's	50
Hearst Business Media Corp.	18
Hudson & Marshall	29
Industrial Publishing	14, 17, 41, 46
International Auction School	52
International College of Real Estate Appraisal	15
J. L. Todd	27
Jim Graham, Inc.	48
Jim Graham School of Auctioneering	51
Joe Reisch Library	42
Joe Reisch Sales	65
Joe Small Auctioneers	6
John Green Press	7
Kiefer Auction Supply Co.	17, 56
Kwick Klerk	30, 37, 61, 64
Lectronsonics	12
Leslie Swainbank Antiques Inc.	16
Livestock Auctioneering Seminar	54
Lundeen Sales Forms	68
Mason City College of Auctioneering	26
Mendenhall School of Auctioneering	64
Mendenhall School of Auctioneering (PA Equip.)	31
Michael Fox Auctioneers, Inc.	40
Missouri Auction School	67, 71, 72
NALLOA	3
Nashville Auction School	13
National Institute of Real Estate Auctioneers	38
Omaha Industrial Tool	29
PACS	62
Philadelphia Inquirer	53
Productivity Corp.	49
Reisch World Wide College of Auctioneering	47
Reppert School of Auctioneering	6
River Basin Auction School	46
R. S. I. Computer Group	28
Russell Kruse	35
Sheldon Cord	58, 59
Stockyards Printing Co.	39
Tri-State Trader	21
United Auctioneers	34
Valdosta Tent	45
Victor McDonald	44
Wagner Watch	8
Watts Book Sales	37
Western College of Auctioneering	14
Wishing Rock Auction Co.	32
W. Craig Lawing	2

Full page coverage for benefit auction

He was center stage in the Manchester, Connecticut, JOURNAL INQUIRER newspaper. NAA member **R. J. Cameron**, South Windsor, did a "freebie" auction of donated antiques to raise expense money for the Wapping Fair. The newspaper covered the auction by featuring an entire page of auctioneer Cameron in action.

Women are running more farms according to the USDA's Economic Research Service. They are the principal operators of 128,000, or just over 5% of the nation's farms. That's 13% of all farms in Hawaii, 10% of farms in Florida and South Carolina, and 8-9% of farms in other states being run by women.

FARM AND DAIRY

Advertising Rate Schedule — THE AUCTIONEER MAGAZINE

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

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

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

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

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

(c) **Rate Change:** The editor reserves the right to revise all rates quoted herein upon sixty (60) days written notice to holders of contracts. If a rate revision is made and not accepted by the advertiser, the advertiser may cancel his contract.
- NEW ADVERTISERS:** All new advertisers are required to submit credit account information, an insertion order, and payment in advance (with copy), before advertising will be accepted. If applicable to the new advertiser, advance payment for the first three months is required. Submission deadline for new advertisers is the first of the month.
- AGENCY COMMISSION:** Agencies must add amount of commission to stated rates above and collect from advertiser.
- 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.
- 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 consultation with editor, second, or issue color. Dimensions for ad space: Full page — 7¼ by 9½ inches: Half page — 7¼ by 4½ inches; Quarter page — 3½ by 4½ inches or 7¼ by 2¼ inches.
- 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 promptly 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.
- 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.
- 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.
- 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.

Buyer's Name	_____
Or Number	_____
Item or	_____
Lot Number	_____
_____ @ \$ _____	\$ _____
REMARKS	
This receipt verifies payment and delivery of the above. Seller retains ownership until payment check is honored. Sold as is, where is. All sales final. Thank you.	
MISSOURI AUCTION SCHOOL, K.C., MO. 64102	

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

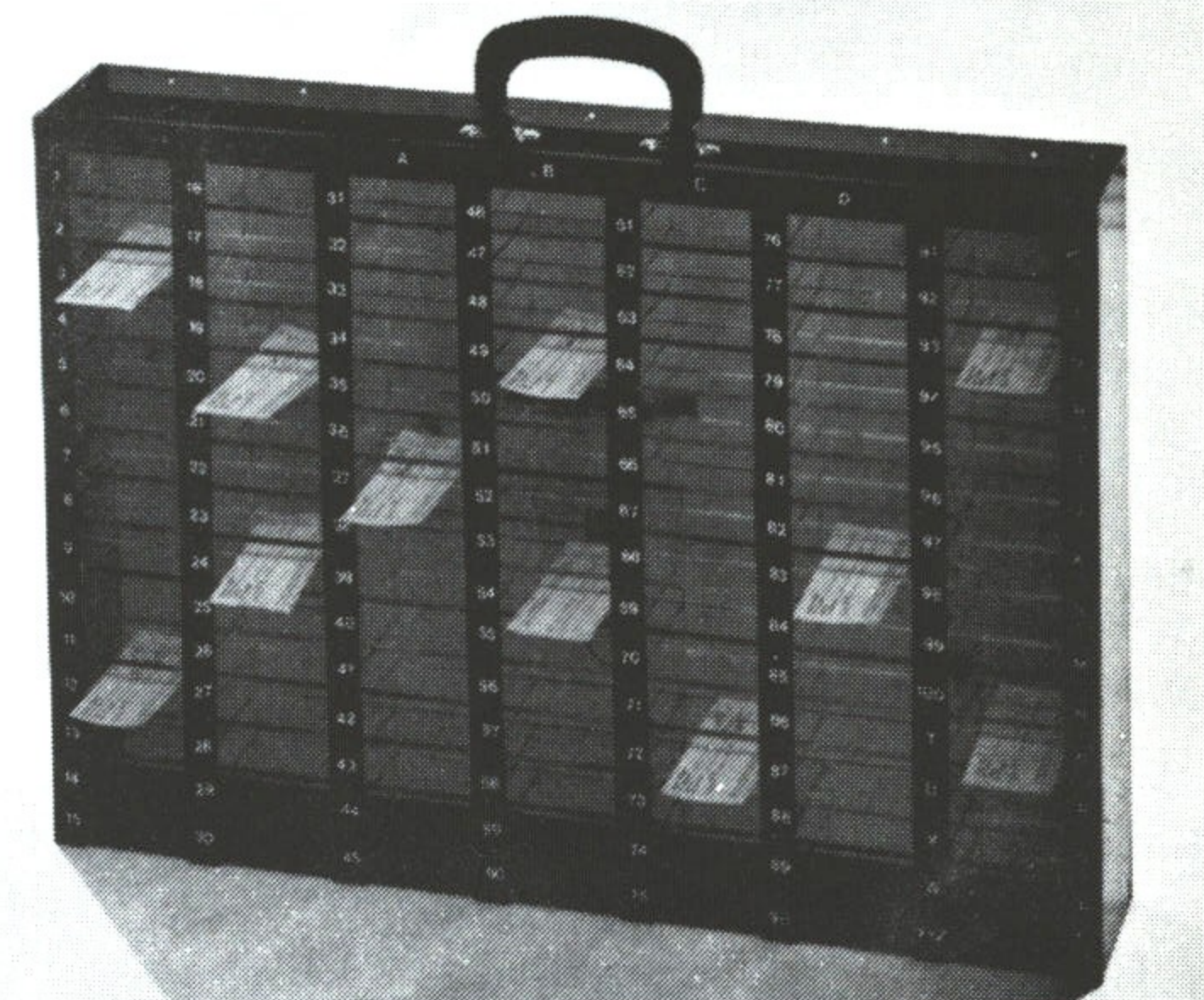
The aluminum writing tray is a lightweight, spring-loaded tray which is designed to hold ample forms for continuous operation throughout the sale. A storage compartment, a special feature of the tray, holds additional forms and completed auction item sheets.

Aluminum Writing Tray\$14.95

● 100 SLOT SMOKED PLEXI-GLASS CLERKING TICKET FILE

Overall size 23"x16"x4". Slots are 2¾" x 7/8" x 3½". Handle for easy carrying or nail to a wall for permanent installation.

Slots numbered 1 to 100 plus A to ZONLY \$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

FORM NO. PST-82 • 1000 TAGS \$14.50 5000 @ \$27.50 MISSOURI AUCTION SCHOOL, K.C., MO. 64102	LOT #
	QUANTITY
	BUYER #

● 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® 1

- Astatic Model 957L Anti-Feedback professional ball type dynamic cardioid microphone with on-off switch, detachable 10 foot coiled cord, and built in windscreen.
 - Deluxe padded shoulder strap.
 - Full range six inch baffled speaker.
 - Tough, attractive reinforced vinyl "Mule Hide" covering with metal corner protectors.
 - Space age solid state amplifier.
 - SPECIFICATIONS: Batteries: Eight "D" size flashlight batteries (not included) (Alkaline batteries will give many hours of extra service).
 - DIMENSIONS: 7¾" High x 6" Wide x 7¼" Deep.
 - WEIGHT 4 LBS., 14 OZ.
 - There is a two year repair or replace warranty on everything except batteries.
- List Price: \$395.00 Auctioneers Cost: \$237.00

COLONEL® 2

The COLONEL 2 has the same features as the COLONEL 1 plus:

- RECHARGEABLE BATTERY: Extra capacity battery will last all day long. Fully rechargeable overnight.
 - AUTOMATIC "Full Charge" indicator light shows when battery is fully charged.
 - Complete with recharger. Charger rated 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.
 - WEIGHT: 6 LBS., 12 OZ.
- List Price: \$570.00 Auctioneers Cost: \$342.00



COLONEL® 3

The COLONEL 3 has the same features as the COLONEL 2 plus:

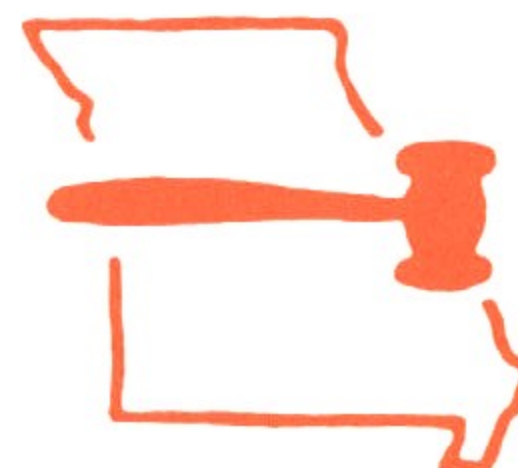
- Storage Compartment in back to carry recharger, microphone and cord.
- Slightly larger speaker baffle area with port hole.
- DIMENSIONS: 9¾" High x 6" Wide x 7¼" Deep.
- WEIGHT: 7 LBS., 6 OZ.

List Price: \$595.00

Auctioneers Cost: \$357.00

WE STOCK A COMPLETE LINE OF P.A. EQUIPMENT. WRITE FOR FREE LITERATURE AND PRICES.

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

BULK RATE
U. S. POSTAGE
Paid
Lincoln, Nebraska
Permit No. 9

ADDRESS CORRECTION REQUESTED