

THE AUCTIONEER

The Magazine of the National Auctioneers Association • April, 1980



NAA GRAND OLE CONVENTION • JULY 30-AUGUST 2, 1980 • NASHVILLE, TENNESSEE



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NAA Office Asks for Consideration — Have Auctioneers on Special List To Receive Extra Gas if Rationed

An article in the National Association of Realtors' publication "Realtor News" prompted Executive Vice President Harvey L. McCray to write to the Department of Energy's Economic Regulatory Administration, requesting that auctioneers receive supplemental gasoline allotments above those received by non-essential gasoline users if and when President Carter's latest proposed gasoline rationing plan goes into effect.

Actually the federal government is operating on very little information about the auction industry. A report showing a projection of career opportunities, which was published by the Bureau of Labor Statistics, did not even list auctioneers as a profession. Further inquiries by the NAA office showed that the Bureau of Labor Statistics (and the government in general) has very little auctioneer information to refer in their surveys.

Auctioneers should individually write to his or her Congressman and request consideration for a gasoline supplement if rationing is approved or initiated. Hopefully the administrator of the Economic Regulatory Administration, Ms. Hazel Rollins, will become aware of auctioneers' needs if and when your senators and representatives receive over 6,000 individual letters from the membership of the National Auctioneers Association. The Economic Regulatory Administration is within the Executive Branch. Your Congressman should support your goals to the Economic Regulatory Administration.

It is hoped that each NAA member will respond *immediately* to his or her Congressman. To help prepare your individual letters, the letter written to Ms. Rollins is being published for reference purposes only (**please don't write to Ms. Rollins — write your senators and representative**) in hopes that each NAA member will write immediately and request special consideration.

March 12, 1980

Ms. Hazel Rollins
Economic Regulatory Administration
Department of Energy
United States Government
2000 M Street, N.W.
Washington, D.C. 20461

Dear Ms. Rollins:

On behalf of the board of directors and members of

April, 1980

the National Auctioneers Association, I am requesting that consideration be given to auctioneers to receive supplemental gasoline allotments above those received by non-essential gasoline users if and when President Carter's latest proposed gasoline rationing plan goes into effect. Auctioneers are very dependent on the automobile and motor vehicles for their livelihood and if a program of gas rationing is put into effect, and without special consideration, auctioneers' livelihoods are in jeopardy.

I am aware that you have offered testimony before two congressional energy panels and have outlined which businesses, those that are directly dependent on the automobile for their livelihood, will receive supplemental gasoline allotments if the proposed gasoline rationing plan goes into effect. I am not aware, however, if the auction profession and auctioneers were included within your proposed changes.

The auction method of marketing real and personal property is a viable and valuable method and auctioneers who perform their auction business methods in an ethical manner and within the laws deserve consideration. And, on behalf of the members of the National Auctioneers Association I request immediate consideration so that information can be published to the membership of the National Auctioneers Association in this regard.

Thank you for your immediate response and attention to this request as the livelihood of many professional auctioneers is dependent on the use of automobiles and motor vehicles if a gasoline rationing plan is put into effect.

Sincerely yours,
Harvey L. McCray
Executive Vice President
National Auctioneers Association

cc: Board of Directors, National Auctioneers Association
Stephen J. Martin, Executive Vice President, Certified Auctioneers Institute
Hugh B. Miller, Past President, Certified Auctioneers Institute
John Friedersdorf, President, National Auction License Laws Officials Association
Presidents, State Auctioneers' Associations and Societies
Secretaries, State Auctioneers' Associations and Societies

Your auction livelihood is at stake unless you make yourself known to your Congressman in regards to your gasoline (fuel) needs if gas rationing is put into effect. Write your Congressman immediately and make your needs known!

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THE AUCTIONEER

APRIL, 1980

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

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

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

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

Mrs. Cheryl Griffith, Office Secretary

Mrs. Helen Witters, Bookkeeper

Mrs. Sandy Chapin, Office Secretary

Auction Education Vital Part of the "Grand Ole Convention"

By C. E. "Chuck" Cumberlin, President
National Auctioneers Association



Education is an important aspect of the auction profession, and the National Auctioneers Association has initiated several educational programs which prove that statement. The Board of Directors of the National Auctioneers Association is aware of the educational needs of our membership, and I feel that our programs have been improved steadily from year to year.

Several years ago the Board of Directors voted to conduct seminars during the winter months. However, the Board was not sure if the membership would accept the program with enough registrations to be successful. The two 1980 seminars — Williamsburg (Antiques at Auction) in January and Phoenix (Real Estate at Auction) in February — proved to be the most successful of all. One hundred-twenty auctioneers, their spouses and non-auctioneer associates, gathered in Williamsburg to hear non-member as well as member-instructors provide information on antiques; and 160 registrants braved the rain, floods, and unusually wet Phoenix weather to hear many fine presentations on real estate at auction.

Few NAA members who assembled in Chicago in January, 1973, for the first NAA seminar (Real Estate at Auction) would have believed that in 1980, the demand for a real estate seminar would be so great that a limit on the number of registrations would be required. Over two hundred or more registrations were received, but room and meeting space were just not available to increase the size of the 1980 seminars.

The Education Committee is using the 1980 Seminar Program as the basis for preparation of the 1981 seminars — in Atlanta, Georgia (Hilton Hotel) on January 26-27-28 and Oklahoma City, Oklahoma (Sheraton Century Center Hotel) on February 16-17-18. Space is being reserved which will accommodate any and all who register for the two seminars. The subject matter will be determined by the Education Committee of the NAA Board, and announced during the Nashville Convention.

The demand for auction education remains a determining force in the preparation of the NAA Annual Convention. Twelve workshops are being planned for the Nashville Convention, which will encompass a variety of auction specialties. The twelve workshops will be organized in topic areas requested by previous years' attendees, or in accordance with

the number of convention registrants who attend the workshops. The workshops and the instructors will be announced in a future issue of THE AUCTIONEER magazine.

My year as NAA president has been a good one, thanks to the many auctioneers who have assisted me, and the Board of Directors who develop and carry out the NAA programs. We all hope that these programs will continue to be beneficial to the membership. We have added services this year, though the membership may not have realized at this date. For example, the computer (John Fishdick Memorial Computer), which was purchased and programmed during this NAA year, will be beneficial to all.

Soon, after the NAA survey questionnaire has been published and the results tabulated at the NAA office, we will be able to provide prospective clients with complete listings of NAA auctioneers who specialize in certain auction methods (real estate, commercial, industrial and big machinery, antiques and fine arts, collectibles, farm machinery and farm property, etc.). The NAA Office does not, and will not, recommend one NAA auctioneer over another, but the NAA office will offer the listing of all those in the areas requested who specialize in certain auction methods of selling property. This referral opportunity will be an added benefit to all who pay annual dues to the NAA.

Because education is so important, I hope all of you use your membership to great advantage by registering for the NAA educational programs: 1980 NAA Nashville "Grand Ole Convention" (July 30-August 2); 1981 Seminars (Atlanta, January 16-17-18; Oklahoma City, February 16-17-18); and apply for attendance at the Certified Auctioneers Institute (CAI) — the first week in April, 1981.

You don't realize how important auction education is until you've attended NAA educational programs. They have certainly been very beneficial to me in my auction business.





Letters To THE AUCTIONEER

Coverage Minimal, But Coverage Nonetheless

At the Williamsburg seminar you indicated that you would like some feedback on the press release that was given to each seminar registrant. My press release and picture were published by the BEACON — a three times a week magazine supplement to the VIRGINIA PILOT — and the LEDGER STAR. Each of these papers has a circulation of about 500,000.

The BEACON, however, reduced the seven paragraph news release to a cutline below my picture. Metropolitan area papers can really condense a news release, but the minimal coverage was coverage nonetheless.

Vincent J. Kopek
Virginia Beach, Virginia

(Editor's Note: NAA member response to the news release provided in the seminar registration materials has been very good. For a time period after the seminar, large regional publications received at the NAA office would occasionally, include an NAA member news release.)

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NAA Officers, Directors To Be Elected By Membership

Candidates for Offices in the National Auctioneers Association Will be Elected According to New NAA By-Law Re- visions

The 1980 NAA Nashville "Grand Ole Convention" will incorporate a major change during the Annual Meeting, and when the election of officers is held. Not only will *the members* elect the four directors (the retiring president automatically assumes the fifth directorship), but the members will also elect the treasurer (previously an appointed position); a vice president (previously the 2nd vice president); a president-elect (previously the 1st vice president); and for the last time ever, a president.

July Nominations Deadline

Several candidates for the offices of director and officer have submitted to the NAA Office, or had their names submitted by State Associations, their resumes and photographs. It is a policy of the National Auctioneers Association that announcement of candidate declarations be submitted in writing to the NAA Office prior to July 1 of the year in which the elections are to be held, and that the NAA Office then will reproduce the candidate's resumes and photographs to submit to the Nominating Committee for review and consideration.

The nominations for the offices of directors (four) and officers (treasurer, vice president, president-elect and president) are open for the 1980 NAA Convention. All letters, declaring the candidate's nomination for an NAA elective office, should be directed to: Harvey L. McCray, Executive Vice President, National Auctioneers Association, 135 Lakewood Drive, Lincoln, NE 68510. Nominations will not be accepted after July 1, 1980.

Remember, if you are supporting a candidate for NAA elective office, submit your letter immediately to Harvey L. McCray and enclose with the letter of support the candidate's resume (qualifications) and glossy photograph. The Nominating Committee sincerely hopes that candidacies will be announced, and support letters submitted soon, so that ample time will be available to the committee for thorough review and consideration.

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The Legal Aspects Of Auctions . . .

License Law Update

In an effort to keep the membership as currently informed as possible, concerning auctioneer license laws throughout the nation, THE AUCTIONEER offers this license law update. Information was contributed by two sources — the various state association secretaries, and the National Auctioneer License Law Officials Association (NALLOA). The information in parentheses is from NALLOA.

For more specific information contact either the state association secretary, the licensing body in the particular state, or NALLOA. In the coming months, THE AUCTIONEER will publish additional license law information as received at the NAA office.

ALABAMA — The state DOES REQUIRE an auction/auctioneers license. Contact: Mrs. Patricia Reid, Executive Secretary; Suite 209 Downtown Plaza; Cuulman, AL 35055, (205) 739-0548. Submitted by Pete Horton, AAA Secretary/Treasurer.

ALASKA — (The state does not require a license law.)

ARIZONA — (A license is required for any person who sells or attempts to sell jewelry. Contact Board of Supervisors of the county.)

ARKANSAS — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Jayne Lowery, AAA secretary.

CALIFORNIA — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Barbara Dobbas, CAA Executive Secretary.

COLORADO — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Art Parker, CAA member.

CONNECTICUT — (Town and city permits only. There is a state law governing sale of jewelry, livestock, horses, and motor vehicles. Request from various commissioners.)

DELAWARE — (Every person engaged in business of crying sales of real or personal property for others for profit are subject to tax.)

DISTRICT OF COLUMBIA — (License required for any person, firm, or corporation, either for himself or others sells or offers for sale at public auction, stocks or stocks of merchandise in whole or in part. Apply at Mayor's office.)

FLORIDA — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Lewis C. Dell, FAA Secretary. (Local ordinances may impose license requirements.)

GEORGIA — The state DOES REQUIRE an auction/auctioneers license. Contact: Georgia Auctioneers Commission, 166 Pryor St. SW, Atlanta, GA 30303.

HAWAII — License required for any person who sells goods, ware, merchandise or other property at auction. Apply County Treasurer or Director of Finance.)

IDAHO — (Pay tax to county tax collector, on new merchandise sold at auction.)

ILLINOIS — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Janet Gravlin, IAA Secretary.

INDIANA — The state DOES REQUIRE an auction/auctioneers license. Contact: John Friedersdorf, Chairman of Commission; State Office Bldg. Room 1025; Indianapolis, IN 46204. (317) 232-3950. Submitted by Harry Buckles, IOA secretary.

IOWA — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Margaret H. Bloomer, IAA secretary. (However, to see NEW MERCHANDISE outside of city limits where ordinances require license, a state license is required.)

KANSAS — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Rex B. Newcom, KAA secretary/treasurer. (Any individual, firm, association, corporation or any other legal entity which sells new goods, wares or merchandise, apply at clerk of county or city.)

KENTUCKY — The state DOES REQUIRE an auction/auctioneers license. Contact: Ina Schoen, Executive Secretary or Charles Switzer, Chairman; 1210 Kentucky Home Life Bldg.; Louisville, KY. Submitted by Wilma Atherton, KAA secretary.

LOUISIANA — The state DOES REQUIRE an auction/auctioneers license. Contact: Gilbert Lagasse, Secretary of Department of Commerce; P.O. Box 44185; Baton Rouge, LA 70804. (504) 342-5388. Submitted by Melvin L. Bellar, Legal Unit, Dept. of State.

MAINE — The state DOES REQUIRE an auction/auctioneers license. Contact: Alfred W. Perkins, Commissioner-Business Regulation; Augusta, ME. Submitted by George A. Martin, MAA secretary. (Non-residents in addition must obtain license for each auction.)

MARYLAND — The state DOES REQUIRE an auction/auctioneers license. Contact: Raymond C. Nichols, Secretary/Treasurer; 3420 Reisterstown Road; Baltimore, MD 21215. Phone: (301) 542-9300. Submitted by Raymond C. Nichols.

MASSACHUSETTS — Under Chapter 100, each auctioneer is licensed by the town he/she resides in. The auctioneer must acquire a permit to conduct an auction in another town or city. The auctioneer must file with the selectmen of the town or city for the permit. Submitted by Evan N. Garvilles, MSAA president. (A person must obtain license to sell jewelry, and also bankruptcy.)

MICHIGAN — The state is currently (2/1/80) considering an auctioneer certification bill in the legislature which will eliminate certified auctioneers from having to purchase local or municipal licenses. Submitted by John Schowalter, MSAA secretary. (Sale of new merchandise is regulated.)

MINNESOTA — The state DOES REQUIRE an auction/auctioneers license. Contact: Joan Growe, Secretary of State; State Capitol, State Office Bldg.; St. Paul, MN 55155 Phone: (612) 96-3266. Submitted by Sharon K. Henry, MAA secretary.

MISSOURI — The state DOES REQUIRE an auction/auctioneers license. License obtained at the county clerk's office, at any county courthouse. Submitted by D. H. Livingston, MSAA secretary.

MONTANA — The state DOES NOT REQUIRE an auction/auctioneers license. However, the state does require that each auctioneer carry a \$500 bond. Submitted by Steve Herman^{son}, MTAA secretary.

NEBRASKA / The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Harold Kraupie, NEAA president. (Non-resident apply at county clerks office.)

NEVADA — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by G. Robert Deiro, NVAA president.

NEW HAMPSHIRE — The state DOES REQUIRE an auction/auctioneers license. Contact William Gardner, Secretary of State; State House; Concord, NH 03301 Phone (603) 271-3242. Submitted by George Michael, NHAA secretary.

NEW JERSEY — The state DOES NOT REQUIRE an auction/auctioneers license. However, auction permits and licenses are under local government control, each jurisdiction setting their own requirements, fees, etc. Submitted by Jack Sartor, NJSSA secretary. (There are state regulations on jewelry, baby chicks, and sale barn.)

Continued Page 9

ANNOUNCING . .

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NEW MEXICO — (There are state regulations on the sale of jewelry at auction.)

NEW YORK — The state DOES NOT REQUIRE an auction/auctioneers license. However, local ordinances will require auctioneers to obtain a city, town or village license. Submitted by Duane E. Gansz, NYAA secretary. (There are baby chicks, and food regulations.)

NORTH CAROLINA — The state DOES REQUIRE an auction/auctioneers license. Contact: George R. Fuller, Executive Director; 3509 Haworth Drive; Raleigh, NC 27609 Phone: (919) 733-2182. Submitted by Johnson B. Gilbert, NCAA secretary.

NORTH DAKOTA — The state DOES REQUIRE an auction/auctioneers license. Contact: Bruce Hagen, Public Service Commissioner; North Dakota State Capitol; Bismarck, ND 58501. Submitted by Arlo Schmidt, NDAA president. (Clerks also are licensed.)

OHIO — The state DOES REQUIRE an auction/auctioneers license. Contact: Charles Carroll, Chief of Licensing; 180 E. Broad St.; Columbus, OH 44805 Phone: (614) 466-4130.

OKLAHOMA — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Ray Patterson, OKAA secretary. (Permits are required for livestock markets and sale of new merchandise. Apply at county treasurer.)

OREGON — The state DOES REQUIRE an auction/auctioneers license. Contact: Marge Hevlin, Administrator; 4th Floor, Labor & Industries Building; Salem, OR 97310 Phone: (503) 378-4492. Submitted by Helen M. Wood, ORAA secretary.

PENNSYLVANIA — The state DOES REQUIRE an auction/auctioneers license. Contact: Alfred Traiman, Chairman or Mrs. Dawn Hepler Glowaski, Corresponding Secretary to the Board; Professional & Occupational Affairs; State Board of Auctioneer Examiners; Box 2649; Harrisburg, PA 17120 Phone: (717) 787-3615. Submitted by Mrs. Dawn Hepler Glowaski.

RHODE ISLAND — The state DOES REQUIRE an auction/auctioneers license. Contact: Mr. Craig Smith, Assistant to the Director; Department of Business Regulations; Office of the Director; 100 North Main Street; Providence, RI 02903 Phone: (401) 377-2246. Submitted by Louise E. Wordell, RIAA secretary.

SOUTH CAROLINA — The state DOES REQUIRE an auction/auctioneers license. Contact: George D. Pechilis, Executive Director; State of South Carolina Auctioneers Commission; P.O. Box 807; Columbia, SC 29202 Phone: (803) 758-3837. Submitted by Larry J. Meares, SCAA secretary.

SOUTH DAKOTA — The state DOES NOT REQUIRE an auction/auctioneers license. However, it does require a restricted real estate auction license. (Also livestock auction agencies.) Contact: Jack Burchill, South Dakota Real Estate Commission Secretary/Treasurer; 319 So. Coteau, P.O. Box 490; Pierre, SD 57501 Phone: (605) 773-3600 or (605) 773-3150. Submitted by Donald Sweeter, SDAA president.

TENNESSEE — The state DOES REQUIRE an auction/auctioneers license. Contact: Mrs. Thelma Cartwright, Executive Secretary; Tennessee Auctioneers Commission; Capitol Hill Bldg., Room 418; 7th and Union Sts.; Nashville, TN 37219 Phone: (615) 741-3600. Submitted by Hubert D. Songer, TAA secretary.

TEXAS — The state DOES REQUIRE an auction/auctioneers license. Contact: G. L. Tate, Commissioner; Department of Labor and Standards; or Billy Gus Ward, Director, Auctioneer Division; P.O. Box 12157; Austin, TX 78711 Phone: (512) 475-4229. Submitted by Joe E. Small, TXAA secretary.

VERMONT — (A license is required for both real and personal property. Apply to the Secretary of State.)

VIRGINIA — The state DOES REQUIRE a Crier's license (\$10) or an Auctioneers license (\$75). Contact County Clerk's Office. Submitted by Martha M. Daniel, VAAA secretary.

WASHINGTON — The state DOES NOT REQUIRE an auction/auctioneers license. Submitted by Mick Sather, WAA director. (However, the sale of jewelry, appliance, upholstered furniture, and bedding requires a license. Apply at County Commissioner.)

WEST VIRGINIA — The state DOES require an auction/auctioneers license. Contact: Hon. Gus R. Douglas, Commissioner of Agriculture; West Virginia Department of Agriculture; State Capitol; Charleston, WV 25405. Submitted by Wilson E. Woods, WVAA president.

WISCONSIN — The state DOES NOT REQUIRE an auction/auctioneers license. However, many municipalities have their own rules, ordinances, and fees. There is no uniformity between cities, near or far, as to the regulations and fees. Submitted by Victor V. Voigt, WAA secretary. (There are requirements on the sale of jewelry and furs. All transient auctioneers must be licensed. Apply at the County Clerks Office.)

Auctioneer, it's a fact . . .

While scrap dealers, brokers, and investors might be having a field day with silver in a highly volatile market, the antiques dealer who handles antique silver items is likely to find his or her business caught in a classic cost-price squeeze. As the wholesale price rises, and as customers begin to resist similar rises in the retail price, sales begin to fall off and profit margins plunge.

THE JERSEY DEVIL

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INTERNATIONAL AUCTION SCHOOL

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Make plans now for
New England's only
Auction School, 1980 Term
April 7 through April 18

1980 Advertising Contest?

Send Entries to the NAA Office

Entries for the 1980 NAA Advertising Contest are now being accepted at the NAA Office, from all members who wish to compete in the seven advertising categories at the July Nashville Convention.

The rules for the Advertising Contest will be published in each AUCTIONEER between now and July, so that everyone will have time to prepare entries for the 1980 Contest. Awards will be presented at the Awards Luncheon at the 1980 NAA Convention, Friday, August 1.

The only "change" in this year's advertising contest is the entry form at the end of this article. Photocopy or retype the entry form (one completed form for each contest entry, three samples per entry). The completed form will help the contest judges in identification and evaluation of your advertising.

Advertising Contest Rules

1. Entries must display the NAA emblem or the statement that the auctioneer is a member of the NAA.
2. Entries must be submitted to the NAA Office —

three copies of each entry — by July 1, 1980.

3. Entries must be on the current year sales (July 1, 1979 through June 30, 1980).
4. Each member entering the contest must select one entry, which he feels he wants to be represented in any of the particular categories. Each entry must be labeled, or clearly marked, as to the category for which it is being entered, and three pieces of each category must be submitted. (NOTE: If the advertising is not labeled as to which category it is being entered, it will not be submitted to the judges and additional advertising pieces will be maintained in the NAA Office for reference only.)
5. Members of the advertising committee are not eligible to compete for an Advertising Contest Award.
6. Previous year winners — those who won an award in 1979 — are not eligible to compete in the category in which they won in 1979, but they may enter any of the other categories.
7. Of the three entries submitted for each category, one copy will be maintained in the NAA Office; one copy will be maintained in the judges' file; and the third copy will be displayed for viewing by the convention registrants after the awards' recipients are announced.
8. Two first place awards will be presented in each category; one for one-color ink on paper; and the second for multi-color ink on paper.

Makes Clerking Auctions Easier

PLEASE STATE SIZE OF
FILE YOU WISH TO ORDER

100 Slot File
(Slots—3½" deep - 2½" wide)
\$59.95

100 Slot File
(Slots—2" deep - 2" wide)
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(Slots—3½" deep - 2½" wide)
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50 Slot File
(Slots—2" deep - 2" wide)
\$29.95

You can use any of the above files for several hundred bidders or more.

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

Package of 200 sheets (4,200 Items)
\$32.00

Package of 600 Sheets (12,600 Items)
\$90.00

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

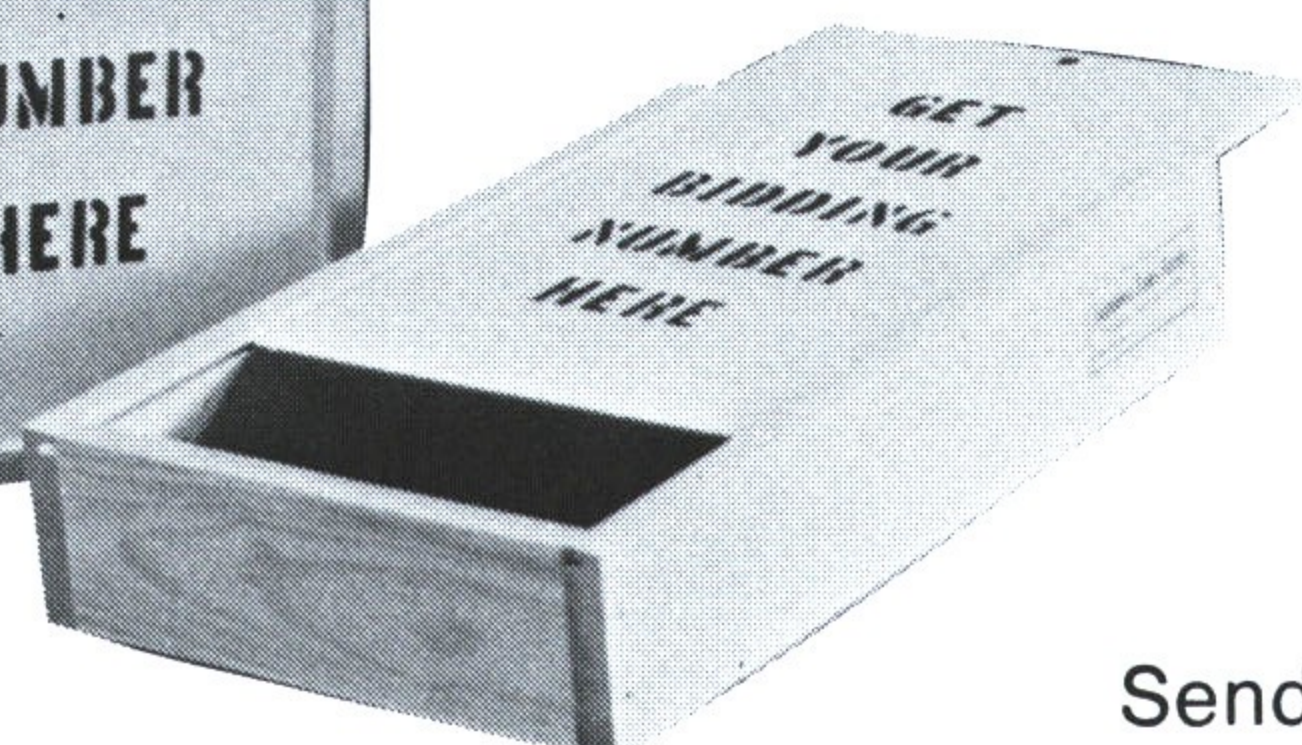
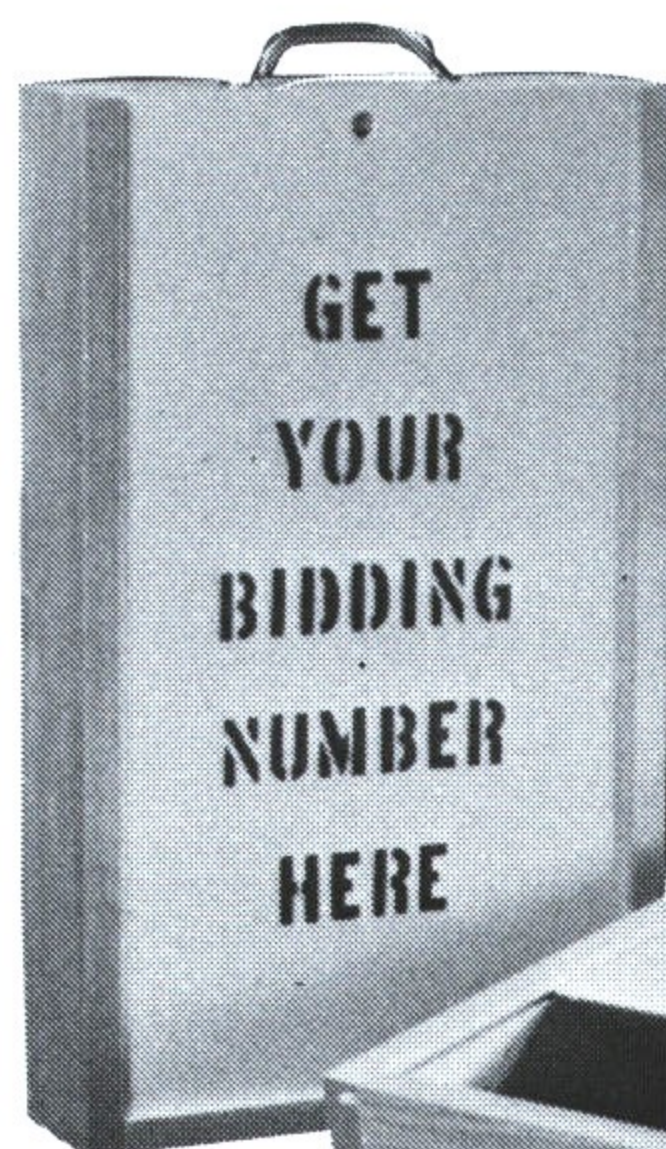
We pay shipping charges on all items

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- ★ Supplies Carrier
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★ SPECIAL ★

100 Slot 2" File
Supply Carrier
200 Clerking Sheets

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Supplies Carrier

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

\$19.95

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S
1	16	31	46	61	76	91													
2	17	32	47	62	77	92													
3	18	33	48	63	78	93													
4	19	34	49	64	79	94													
5	20	35	50	65	80	95													
6	21	36	51	66	81	96													
7	22	37	52	67	82	97													
8	23	38	53	68	83	98													
9	24	39	54	69	84	99													
10	25	40	55	70	85	100													
11	26	41	56	71	86		T												
12	27	42	57	72	87		U												
13	28	43	58	73	88		V												
14	29	44	59	74	89		W												
15	30	45	60	75	90		XYZ												

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

Item	No.
Purchaser	
Price	

This is for the 2" file

Send check or C.O.D.

LUNDEEN SALES FORMS

423 East Avenue

Holdrege, Nebraska 68949

9. A "Best of Show" award will be presented to the best entry submitted for the contest (and will not be included in the other award categories).
10. The categories are as follows:
 - a. Commercial and Industrial;
 - b. Farm (an operating farm liquidation);
 - c. Real Estate;
 - d. Antiques;
 - e. "Specialty" (cataloged sale);
 - f. Consignment Sale with General Household and Estate Liquidation;
 - g. Institution (auction firm promotion).

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

It is not too early to select your best auction advertising for the above categories, and submit it to the NAA Office by July 1, 1980. Be sure and have the entry form completed and attached to the three examples of each entry. Any questions concerning advertising rules or contest procedures should also be directed to the NAA office.

★ THREE BOOKS FOR AUCTIONEERS ★

By N.A.A. Member Col. Leo Jesion

"LET'S TALK ABOUT AUCTIONS" "COMMON SENSE IN THE AUCTION BUSINESS" "ALL MEAT AND NO POTATOES"

The first two books are fundamental guides for new auctioneers and refreshers for more seasoned auctioneers. The third tells *people* how to cope with inflation via the second hand or used merchandise route.

"Let's Talk About Auctions" tells about broad and specific aspects of general auctioneering. Topics include: *The First Steps, Getting The Sale, Preparing For The Sale, Conducting The Sale, The Auctioneer, Your Crew, Ordinances & Security, Ethics In Auctioneering, Partnerships—Good Or Bad, Auction Accessories and more* Price \$5.95

"Common Sense In The Auction Business" is a booklet compilation of the Common Sense articles exactly as they appeared in the Auctioneer magazine. Price \$2.00

"All Meat And No Potatoes" tells people, the general public (your buyers) how to cope with inflation via the second hand or used merchandise route. In addition, different insights on communication, saving time, investing in used merchandise, how to bid at auctions, how to make money starting on a shoestring, etc. This book will give you an insight from the buyers point of view plus valuable information Price \$4.95

YOU CAN PURCHASE THESE BOOKS AS PRICED INDIVIDUALLY OR YOU CAN PURCHASE "LET'S TALK ABOUT AUCTIONS" AND "COMMON SENSE IN THE AUCTION BUSINESS" BOTH FOR \$7.00 — OR YOU CAN PURCHASE ALL THREE OF THESE PUBLICATIONS FOR ONLY \$11.00.

Order these books NOW from:

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- ☐ "Common Sense in the Auction Business" @\$2.00 each postpaid.
- ☐ SPECIAL: Both of the above books for only \$7.00 postpaid.
- ☐ "All Meat And No Potatoes" @\$4.95 each postpaid.
- ☐ SPECIAL: All three publications \$11.00 shipped postpaid.

All Canadian orders \$4.00 extra for money exchange and handling.

I enclose ☐ Check ☐ Money Order for \$_____

Name _____

Address _____

City _____ State _____ Zip _____

ENTRY FORM

National Auctioneers Association
1980 Advertising Contest
NAA Annual Convention
Nashville, Tennessee

Please type or print.

CONTEST CATEGORY _____
(include letter and name of category)

SUBMITTED BY _____
(name of NAA auctioneer advertiser)

STATEMENT OF PURPOSE FOR THE
ADVERTISING _____

NUMBER PREPARED _____

NUMBER DISTRIBUTED _____

HOW DISTRIBUTED? _____

BRIEF DESCRIPTION OF SALE _____

DEADLINE FOR ENTRIES: July 1, 1980

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

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

From a Canadian NAA member: the powerful Ontario Milk Marketing Board had no other recourse but to reverse its decision and go back to its more successful marketing system — the auction.

They'll have to be sold sometime. To fully meet the nation's daily fuel needs, the US would have to build 4,000 synthetic fuel plants (about 84 per state) each capable of converting 600 tons of coal daily into 72,000 gallons of naphtha for conversion into gasoline at some other sites. A pilot plant is now in operation in Catlettsburg, Kentucky.

FARM & DAIRY



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 BUSI-
 NESS YOU HAVE AND HOW TO GET THE
 SALES YOU HAVE NOT BEEN GETTING.**

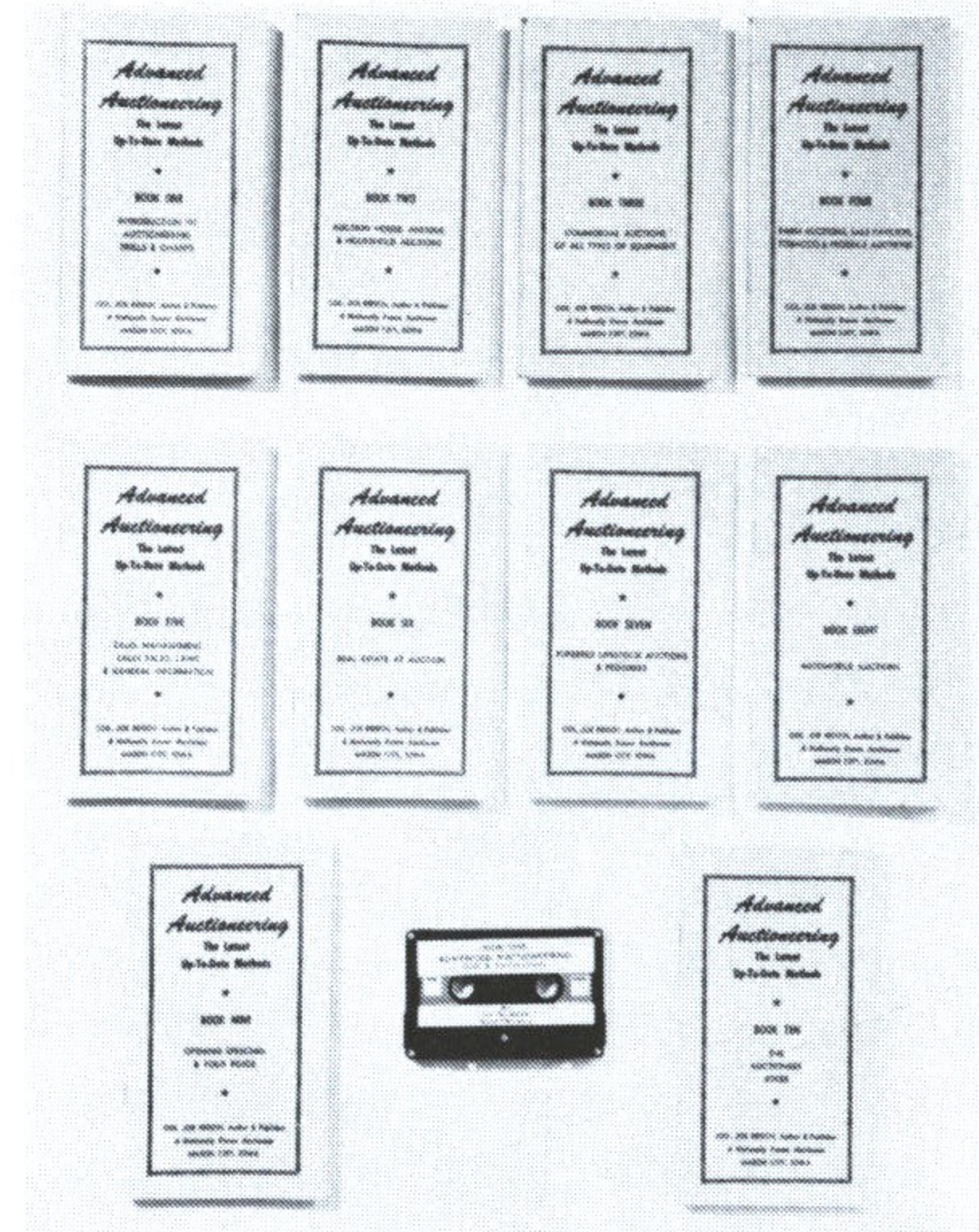
Nothing Is Left Out

10 Books — First edition now off the press

WRITE FOR FREE BROCHURE

Address All Mail To —

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



The Auctioneer's "Auctioneer"

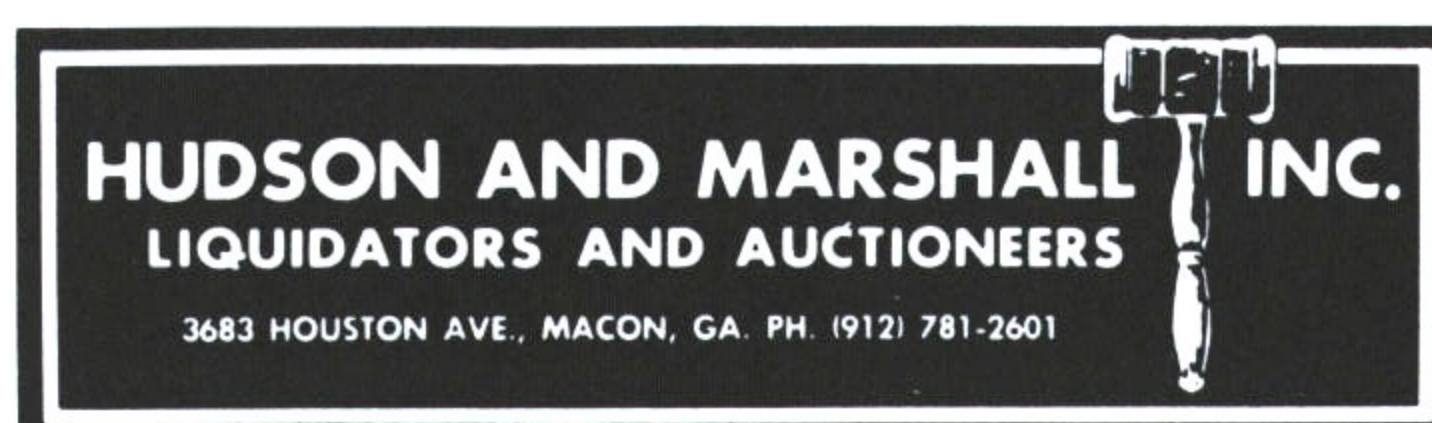
WHEN YOU HAVE AN AUCTION THAT
 REQUIRES THE FACILITIES THAT
 ONLY A NATION-WIDE ORGANIZATION CAN
 OFFER, HUDSON AND MARSHALL, INC. IS
 READY TO WORK FOR YOU. IN ADDITION TO
 THE SERVICES AND EQUIPMENT LISTED HERE, A
 LARGE STAFF OF HUDSON AND MARSHALL
 SALES ASSOCIATES IS AVAILABLE FOR CON-
 SULTATION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

- **COLORFUL TENTS (For Outside Sales)**
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- **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.

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Elsewhere Call
800/841-9400



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Atlanta Offices
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333 Sandy Spr. Cir.
404/256-5450

NAA Board Meets Following Williamsburg Seminar

The Board of Directors of the National Auctioneers Association held its mid-winter meeting following the 1980 NAA "Antiques at Auction" Seminar at Colonial Williamsburg, Virginia, on January 23-24. All members of the board were present for the two-day meeting, and the agenda was filled with recommendations from members and the committees.

A summary of the items, which are of interest to the general membership, follows so that everyone will have the thoughts and decision of the board of directors, which affect the membership. The board of directors:

- Ratified the amendments to the By-Laws, which were submitted and recommended by the board of directors at the January, 1979, meeting (the revised By-Laws are included in this issue — April, 1980 — of THE AUCTIONEER magazine);
- Decided that advertising in THE AUCTIONEER magazine will not be accepted from any auction school until a complete copy of the curriculum and course materials is on file and has been approved (reviewed) by the Board of Directors of the National Auctioneers Association;
- Directed that the Executive Vice President sign reciprocal membership agreements with any State Associations which request, as long as the agreements meet certain membership requirements, and conform with the NAA By-Laws (membership qualifications) of both; and further, that if monies collected for NAA dues by the state association secretary or treasurer (secretary-treasurers) is not remitted to the NAA Office within 30 days after collection of said dues, the possibility of termination of the agreements is at the option of the National Auctioneers Association;
- Directed that the NAA Office allow distribution of the NAA membership list to those persons who request the names of the auctioneers who specialize in certain auction sales;
- Decided to allow the Director of Association Services to revise the membership application pamphlet according to the needs in regards to the signing of new members, which will include the sponsorship and signature of the member in good standing, and all of the qualifications and requirements of the NAA By-Laws;
- Directed that a news release be prepared and inserted in each auctioneer's convention packet with which the convention attendee can use to publicize the auctioneer's attendance at the NAA Convention;
- Directed that large embroidered emblems be manufactured for sale to NAA members and to wear (display) on jackets and coats, the emblem to be waterproof for wearing outdoors;
- Directed that the Executive Vice President enter into a contractual agreement with the National Car Rental Company that will provide NAA mem-

bers with a discount rental service for National Car Rental autos, and that the arrangement will be made at no cost to the National Auctioneers Association;

- Decided that the Board of Directors reaffirm the board's standing policy which places the authority and responsibility of the program during the Annual Convention in the hands of the president of the National Auctioneers Association, and that the president have full authority to appoint the general convention chairman; further, that the president-elect be given the opportunity to appoint his convention chairman anytime after his election, and that his appointed person have at least some NAA leadership experience;
- Directed that the Executive Vice President be authorized to proceed with the printing and publication of the promotional membership pamphlet, using the Code of Ethics as the basic background reference material (pamphlet to be used to promote the auction method of selling real and personal property to the public, and include opportunity to publicize the individual NAA member's specialization in the pamphlet);
- Directed that the NAA Office be allowed to sell the mailing list of members to those wishing the list of auctioneers; that the NAA Office will advertise the availability of the listing with the understanding that those on the NAA lists are members only, and the NAA board of directors does not recommend one auctioneer's services over another; that the lists then can be provided in several ways (alphabetically, by zip codes, alphabetically by states, etc.); further, that seeded names will be added to the mailing lists to assure the NAA board of directors that the purchaser of the mailing list uses the list one time and one time only; further that the purchaser be informed that the list has been seeded and a contractual agreement is made with the purchaser and the NAA to assure one-time usage of any list purchased from the NAA; and lastly, that the NAA charge a minimum of \$75 per 1,000 names (availability of the lists will

Continued Page 15

Need License Law Information?

If you need information about states which have auctioneer license laws, **write NALLOA**. Any and all correspondence with the National Auctioneers License Laws Officials Association should be sent to the following address:

NALLOA
P.O. Box 30042
Lincoln, Nebraska 68510

Advertisement

An ounce of Freedomike™ is worth a pound of P.A.

Freedomike Wireless Microphones From Lectrosonics

Without even realizing it, many auctioneers let "something" get between them and the bidders. That "something" is supposed to help the auctioneer reach his audience, but it also gets in the way.

That "something" is the P.A. system. Maybe it gets in the way when you have to stop your bid calling and lug it to another table. Maybe the bidders watch you drag your mike cord around instead of listening to your bid calls. Maybe you need three hands to hold up both the merchandise and your microphone.

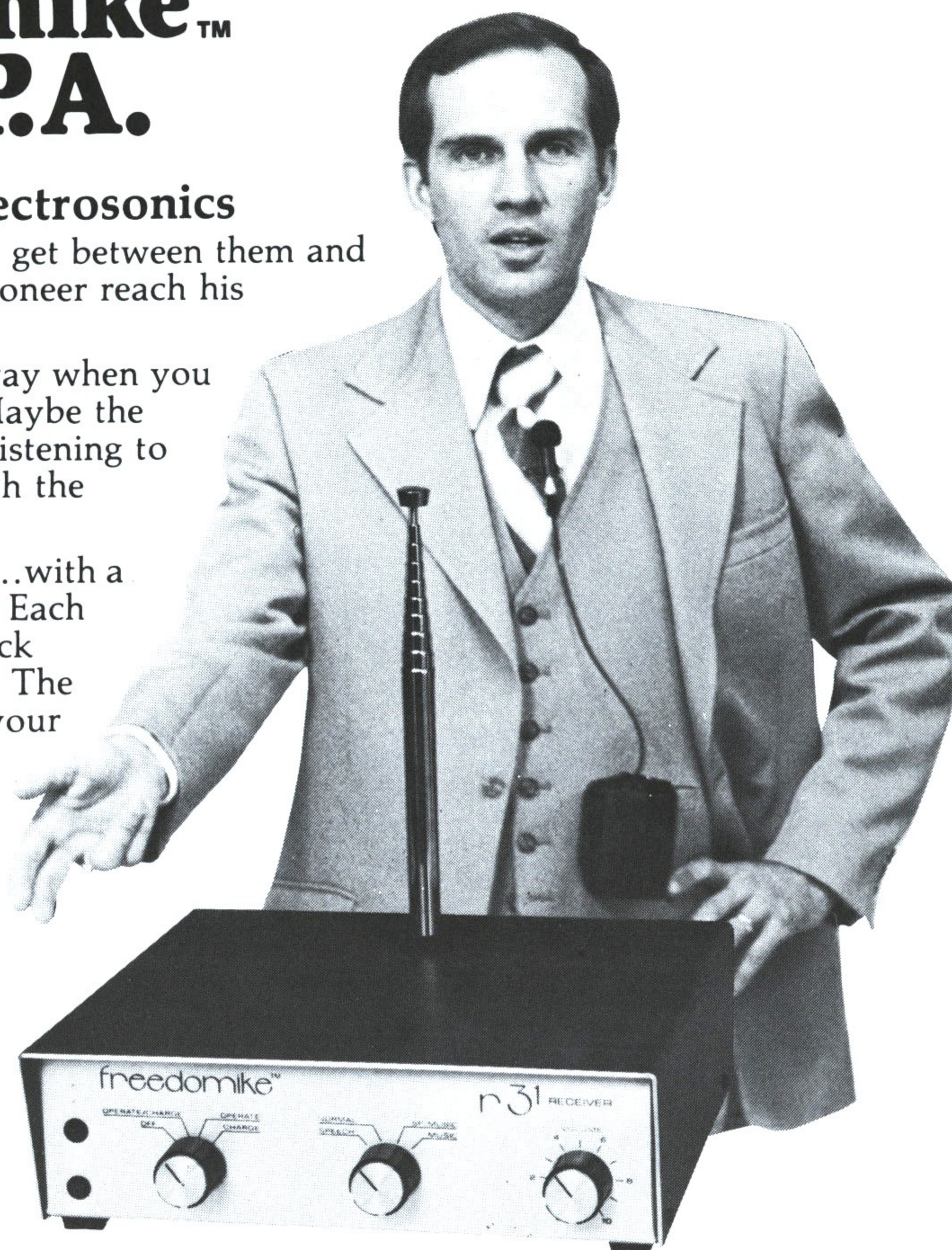
Now you can discover total freedom from your P.A. system...with a Freedomike wireless microphone system from Lectrosonics. Each system consists of a microphone connected to a cigarette-pack size transmitter which sends your voice signal to a receiver. The microphone clips to your tie or shirt. The transmitter fits in your pocket, or in a belt-clip pouch. The receiver, which can be a hundred yards away, plugs into the microphone input of any P.A. system. The Freedomike system uses special Unichannel™ circuitry to eliminate unwanted interference. A protective carrying case is also provided.

Freedomike...for the auctioneer who wants the bidders attention focused on his bid calls, not on his P.A. system.

Freedomike System One (with tie tack mike)-\$665

Freedomike System Two
(with hand-held mike)-\$685

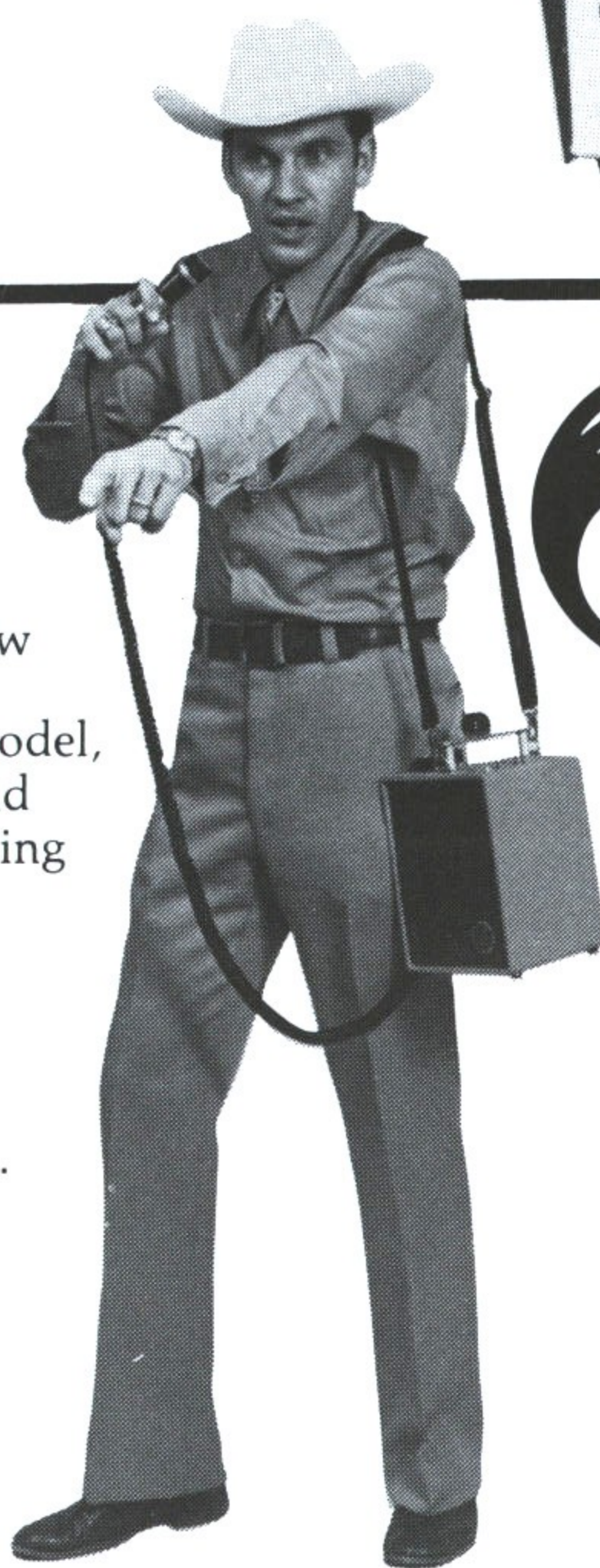
Freedomike System Three
(with both mikes)-\$750



Voice Projector 18 Ultra Portable P.A.

For years the Voice Projector 18 has been the benchmark by which auctioneers measured quality in self-contained P.A. equipment. Now meet the all-new VP18R. The VP18R has all the features of the older model, plus high-level input and output for connecting to other audio devices. Its rechargeable power pack lasts 50% longer than the old VP18.

VP18R-\$295

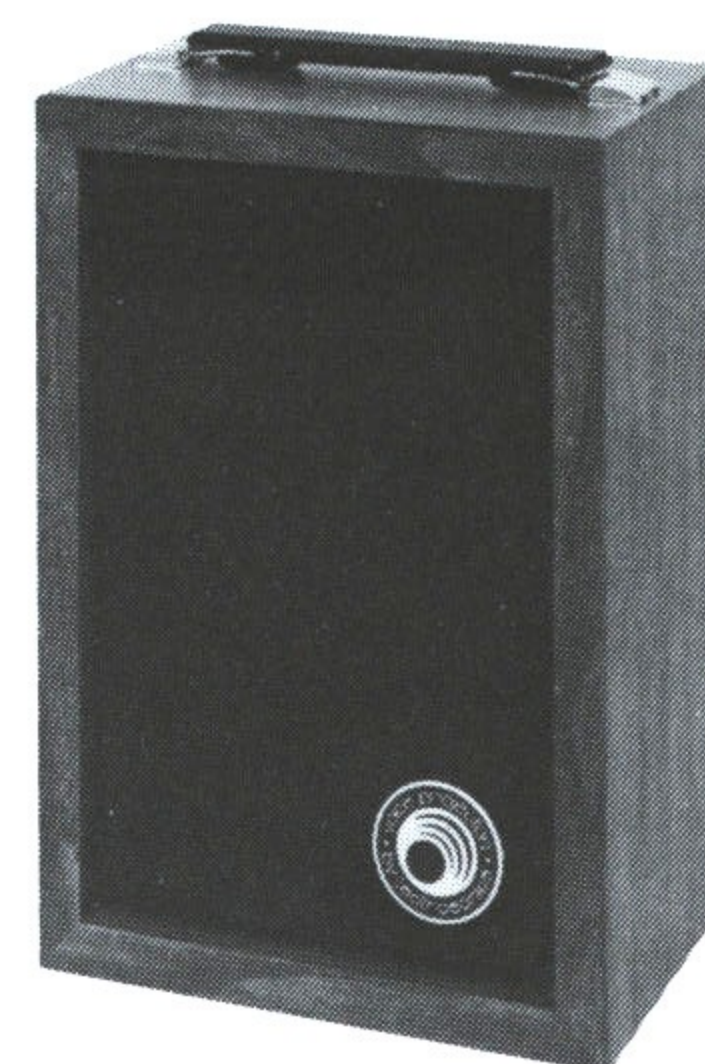


Lectrosonics, Inc.
ALBUQUERQUE, NEW MEXICO, U.S.A.

Plus Power 48R Amplifier/Speaker

If you and your Freedomike system travel to places with no house P.A. system, Lectrosonics has the Plus Power 48R. With its own powerful 16 watt rms amplifier, 8" speaker and rechargeable batteries, the PP48R enables you to use your Freedomike system anywhere... even if miles from the nearest AC power source.

PP48R-\$165



Lectrosonics products for auctioneers are available from:

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Lyons, NY 14489
315-946-6241

Ken McCormack
McCormack Auction Co.
8229 Golden Avenue
Lemon Grove, CA 92045
(714) 697-1778

Forrest Mendenhall
Mendenhall College of Auctioneering
Route 5
High Point, NC 27263
919-887-1165

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

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Hugh Miller
Curran Miller Auction
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Bob Miller
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Indianapolis, IN 46260
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Col. Gordon Taylor
Reisch World Wide College of Auctioneering
Box 949
Mason City, Iowa 50401
515-423-5242

For prices and delivery information in Canada contact:

Gene Sworin, Telak Electronics Ltd., 100 Midwest Road, Scarborough, Ontario, M1P 3B1. Telephone 416-752-8575

- Decided to approve President Cumberlin's appointment of Richard A. Mader of Gillette, Wyoming, on the 1979-80 Nominating Committee (to replace Dean Fleming of Atkinson, Nebraska, who resigned);
- Directed that the Headquarters Relocation Feasibility Study Committee's recommendations be delayed until the Board of Directors has had ample opportunity to review the materials submitted to the committee by both the Kansas City Area Economic Development and Lincoln, Nebraska, Chamber of Commerce; and that any decision be delayed until a special meeting can be held by the NAA Board of Directors;
- Directed that the NAA Board of Directors go on record as firmly believing that State Auction license laws upgrade the professional standards of the auction profession (if the states already have license laws) and encourage all states having license laws or planning to implement a license law to endeavor to reach a standard suitable for reciprocity with other states having a license law;
- Decided that the number of Hall of Fame Award recipients be increased to a number not to exceed three awards per year.
- Decided that the monies received by the National Auctioneers Association from the John Fishdick estate (bequest) be identified as a memorial to purchase the computer and equipment (NOTE: the bequest amount was \$24,673.51 and the total cost of the computer, including software and hardware, amounted to approximately \$30,000).

Harvey L. McCray
Executive Vice President and Secretary

**ANTIQUE, CLASSIC,
AND SPECIAL INTEREST**

CAR AUCTION

Louisville, Ky. MAY 11

STATE FAIR COLISEUM

**AUCTIONEERS: THE CARTER BROTHERS
BUD DRAKE, JOHN EMERY, ALAN WELLS
AND ASSOCIATES**

"It's Nice To Be In America's Top Ten"

CARTER
REALTY AUCTION COMPANY

SCOTTSVILLE, KY.

BEST AUCTION SCHOOL • BEST AUCTION

World Livestock Auctioneer Championship — June 21, Templeton, California

Kansas City, Missouri — When the nation's top livestock auctioneers gather June 21 in Templeton, California to vie for the 1980 World Championship, two records will be on the line: the number of entrants, and last year's remarkable feat by Terry Elson, Curtis, Nebraska. Elson bested a record-setting 99 other contestants last summer in Brush, Colorado, to become 1979 World Champion —at the ripe old age of 22.

According to officials of Livestock Marketing Association, Kansas City, Missouri, which sponsors the annual event, Elson is the youngest world champion in the history of the contest, which this summer will be held for the 17th year. Contest Manager Gerald D. Nevins said he anticipates another record-breaking number of entrants "and it will be very exciting to see if we have more young auctioneers who can match Terry's skills."

This year's championship will be held at the Templeton Livestock Market. Duane Baxley of the Templeton Market will serve as chairman of this event.

Elson, who attended an Iowa auctioneer school at the age of 10, was sponsored by, and sold livestock for Tri-State Livestock Commission Co.,



1979 CHAMP,
Terry Elson

McCook, Nebraska. Last year's world reserve champion was Dean W. Schow, Paxton, Nebraska, and the world runner-up champion was Armon Wolff, Golden Valley, North Dakota. Contestants are judged by a panel of livestock market owners on the criteria they look for when hiring an auctioneer.

Sponsored by LMA, the contest is conducted by a subsidiary company, Livestock Market Digest, Inc., to recognize the role of the professional auctioneer in livestock merchandising.

The entry fee is \$175 and contestants may be sponsored. Further information is available from the Digest, 4900 Oak Street, Kansas City, Missouri 64112, telephone (816) 531-2235.

Winners of the three world titles and nine regional titles are awarded trophies and merchandise prizes.

Congress '80 To Seek "Management Strategy" For Money, Energy, Consumer Demand

Kansas City, Missouri — "Money, Energy and Consumer Demand: Seeking A Management Strategy" has been announced as the theme for Livestock Marketing Congress '80, conducted annually by Livestock Merchandising Institute, Kansas City. The Congress, the industry's premier conference on livestock economics, will be held June 18-20 in San Luis Obispo, California.

The program sessions will be held at California State Polytechnic University. Congress '80 is open to anyone with an interest in the livestock economy, and further information can be obtained by contacting the Institute, 4900 Oak Street, Kansas City, Mo., 64112, phone (816) 531-2235.

ENROLL NOW

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12 of the nation's best auctioneers will instruct you in a good general knowledge of auctioneering.

APPLICATION

Name _____

Street _____

City _____ State _____ Zip _____

☐ Enclosed is \$50.00 for my deposit. I will pay you balance of \$250.00 in cash upon entering school.

☐ Enclosed is \$300.00 as payment in full for my two week course.

MAIL TO:

GEORGIA AUCTION SCHOOL

Bankhead Hwy., P.O. Box 297
Douglasville, Georgia 30133
Phone: 404 942-9110

Terms: February — May — August — November

★ Auction Supplies ★

Write for Samples and Prices
Superior Printing 334 Riverside Blvd.
Loves Park, Illinois 61111

1980

World Livestock Auctioneer Championship



Saturday, June 21 beginning 12 noon at Templeton Livestock Market, Templeton, California

OFFICIAL ENTRY FORM

Each contestant must be a livestock auctioneer. Entry fee of \$175 is required and must accompany entry form. All entries should be received by May 31, 1980 to be included in program and pre-contest publicity.

Please Print

Name _____ **Date** _____

Home Address _____ **City** _____ **State** _____ **Zip** _____

Home Telephone _____ **Business Telephone** _____

☐ Entry fee of \$175 is enclosed. ☐ Head & Shoulders B/W Photo enclosed for program.

All Contestants Must Complete the Following

Number of years as Auctioneer. _____ Have you entered previous championships? _____

If you have competed please write year and awards won. _____

If employed by a livestock market(s) please complete the following. Use additional paper or back of entry if necessary.

Name of Market _____

Address of Market _____ Town _____ State _____ Zip _____

Are you sponsored by others than yourself? _____. Please list name(s) of sponsor(s) and address(es). Use additional paper or back of entry if necessary. _____

Name of Sponsor _____

Address of Sponsor _____ Town _____ State _____ Zip _____

Please list names and addresses of newspapers, radio or television stations you would like to receive publicity about your participation.

Name _____ Mailing Address _____

Name _____ Mailing Address _____

Mail this entry form
with entry fee and photograph to:

1980 World Livestock Auctioneer Championship

Livestock Market Digest, Inc.
4900 Oak Street
Kansas City, Missouri 64112

World Livestock Auctioneer Championship is sponsored by
LIVESTOCK MARKETING ASSOCIATION
Conducted by Livestock Market Digest, Inc.



Charlie Gay's
Wholesale
DEALER AUCTION

2550 Shorter Avenue (Ga. Hwy 20 West)

ROME, GEORGIA

Every MONDAY 10 A.M.

*This is an ABSOLUTE Auction where we sell Tools-Electronics-Watches
Furniture-Carpet-Gift Items-Household Goods and many other items
to the HIGH BIDDER.*

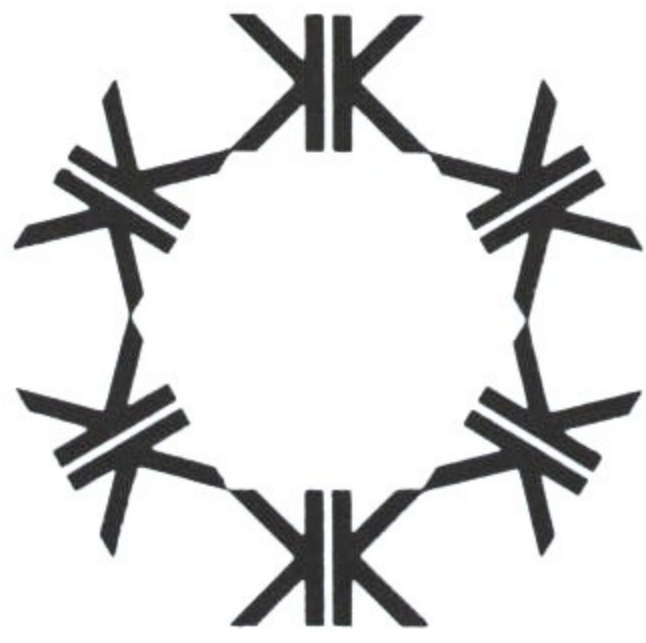
ALL NEW MERCHANDISE SOLD — LARGE AND SMALL LOTS

NO JUNK

Terms of Payment: Cash or Certified Check

PHONE (404) 234-5946

GA. AUCTIONEER LICENSE NO. 129



Here's the new, professional way to clerk auction sales. Many say the time saved and security provided more than pays for supplies. The system will enable you to work in the wind and the rain without damaging or losing valuable sales slips or receipts.

TOTAL CLERKING SYSTEM introductory offer: Save \$45.00 on a \$170.00 value.

\$50.00 down, balance of \$75.00 after 60 day free use of accessories.

If the system does not work for you-return the accessories and we're square.

ACCESSORIES

100 Bin weatherproof file	\$ 95.00
Box file	10.00
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Phoenix NAA Seminar —

Being a part of the NAA Real Estate-at-Auction Seminar in Phoenix, Arizona, February 18-20, required just a little perserverance. National television showed the flooding in Los Angeles and Phoenix, telephone operators were mistakenly telling people to stay out of Phoenix, and those who had arrived early for vacationing were kept in town by traffic jams and washed out bridges on the river that runs through the Phoenix metro area. Despite the problems, all but 5 NAA seminar registrants were in attendance. The nearly 160 who came to Phoenix returned home with a more thorough knowledge of real estate at auction, and the present real estate market in general.

Sessions Right On Schedule . . . Weather Part of the Story

All of the seminar instructors were able to get in and out of Phoenix without problem. An airport runway was closed because one end of the runway was under water. Philadelphia attorney Matthew S. "Sid" Biron was the first instructor, covering the legal aspects of selling real estate at auction. California Polytechnic State University professor Arthur L. Schwartz, Jr., discussed financing the real estate auction during Monday's afternoon session. Seminar Co-chairmen Archie D. Moody and C. P. "Terry" Dunning kept things running smoothly throughout the three day seminar. And, Monday's evening instruction on selling farm land at auction was presented by NAA treasurer and past president Dean Fleming.

Tuesday's morning instructor was Larry Lane, an advertising executive for a large auction firm, who discussed advertising the real estate auction. Because of the weather, poolside luncheons were cancelled all three days. California real estate auctioneer, Mel Giller, covered writing the real estate auction sale at Tuesday's afternoon session. That evening, Chicago auctioneer and realtor, Sheldon F. Good, provided a professional approach to using real estate auctions as a marketing tool for commercial and industrial real estate.

By Wednesday of the Phoenix seminar week, the weather had cleared. However, 8 out of 10 city bridges were still out and traffic jams were common. NAA seminar people were able to get around town easily, but only on the hotel side of the flooding Salt River. Wednesday's morning session by NAA director and past president, Martin E. Higgenbotham CAI, combined the auction method and the private treaty firm.

A round table discussion by seminar registrants on Wednesday afternoon determined answers to: what are some creative ideas you have used in obtaining financing; what successful ideas have you used in obtaining new listings; what are the most successful ideas you have used to make your real estate auction business more profitable.

Some of the seminar registrants were forced to leave early, again because of the possibility of flood-

Great Information With a Little Rain

FINALLY, WEATHER CLEARS. On the last day of the Phoenix Real Estate Seminar the rain clouds moved on as seen behind the building under construction in the picture. The threat of flooding was still present, and bridges were still out, making the weather part of the Phoenix seminar story. THIS EXPLANATION . . . more photos of the NAA Phoenix seminar are not available due to an age old reason — camera operator error.



ing and evacuation. Airlines were running on schedule, but planes were not being parked overnight at the airport which was near the river.

You're more than just a "house peddler"

Commenting on the Phoenix real estate at auction sessions, one auctioneer observed that he would now have to return home and be more than a "house peddler" given today's real estate market, and the potential success of the real estate at auction method. The following instructor interviews support that auctioneer's observation.

Despite weather and travel problems the NAA Phoenix, Real Estate-at-Auction Seminar was successful and beneficial for its 160 registrants. The three day, single topic seminar gave its real estate auctioneers the needed information to sell real estate throughout America utilizing the successful auction method.

Phoenix Real Estate Instructors Interviewed

On the following pages of this AUCTIONEER is an interview of four questions that were asked of each seminar instructor. Rather than try and recreate the seminar instruction, the answers to the four questions give a professional look at today's Real Estate-at-Auction Market.

"If real estate at auction is new in the auctioneer's area, what should be the auctioneer's first concern?"

Matthew S. "Sid" Biron, legal aspects of real estate at auction: I don't think there is any unique legal aspects at all. I take from your question that use of the auction method is unique, but I'll presume that the auctioneer is a licensed real estate broker. I don't think there is anything from the legal point of view that should give auctioneers more concern than any other matter of a legal nature with which they should be concerned.

For instance, get a good solid listing agreement. In those areas such as you speak where auction of real estate is a unique situation, you should be mighty careful of the advertisement so that no buyer gets the wrong impression. I'll just give you an example, in the minds of some people, if you say public auction or if you advertise public auction, it is a sale without reserve. Now I say that's in the minds of some people, in other words, that there's no offset price. I think the law anywhere and everywhere is that unless you advertise that it is a sale with no reserve, no offset price, then it's presumed to be a sale subject to the approval of the owner, or a sale in which a certain price has to be met.

So, those two things, first a listing agreement that defines the auctioneer's authority with care,

Continued Page 22

and proper advertising. Lastly, auctioneers should be sure that they use an agreement of sale between the seller and the owner that's been approved by an attorney.

Dr. Arthur L. Schwartz, Jr., financing the real estate auction: An auctioneer's first concern should be to line up financing before the auction. Either the seller might carry some paper, or maybe institutional financing would be arranged ahead of time, something of this nature. You have to understand that the most important thing in the sale of real estate is good financing, because real estate is not sold for cash. With most real estate, there's some kind of financing involved; and with interest rates so high, auctioneers have to think of how they can arrange financing for the property.

When financing is lined up ahead of time, sellers will get a higher price for the property, and properties will be easier to sell. There will be cash buyers that will appear, but they're going to pay less than somebody who buys when good financing is available.

Dean Fleming, selling farm land at auction: I think under those circumstances, where real estate at auction is new, that probably the single most important requirement is very good property. That first initial, or second, or third few auctions that are conducted certainly need to be desirable properties where the auctioneer knows there are going to be several prospective buyers.

In other words, it would be a real error to have a first real estate auction with properties that had been on the market for some time, and had been unsuccessful, then put those up for the first to be sold at auction.

Mel Giller, writing the real estate auction sale: Your first concern? Go out and tell people what you do. Become your own public relations company. The only way auctioneers are going to get listings in a field that is known to so few real estate people, is by going out and explaining to the general public and to the entire real estate community the potential of real estate at auction. Explain to the business people in the community, to the lenders in the community, to the builders and developers in the community exactly what it is that we auctioneers do and the service that we offer.

Auctioneers are not telling everybody what we can do. Auctioneers are so busy trying to get listings, without realizing that it's very difficult to get listings from a misinformed, totally uninformed public or real estate community. You can't get a listing when the real estate people do not understand what you can do for them and their properties.

Sheldon F. Good, commercial and industrial real estate: I think credibility is the most important thing the auctioneer has to overcome. People have to know that you are running a bonafide auction and the property is going to be sold to the highest bidder. Also, that it's not a phony auction to eliminate creditors and claims for creditors.

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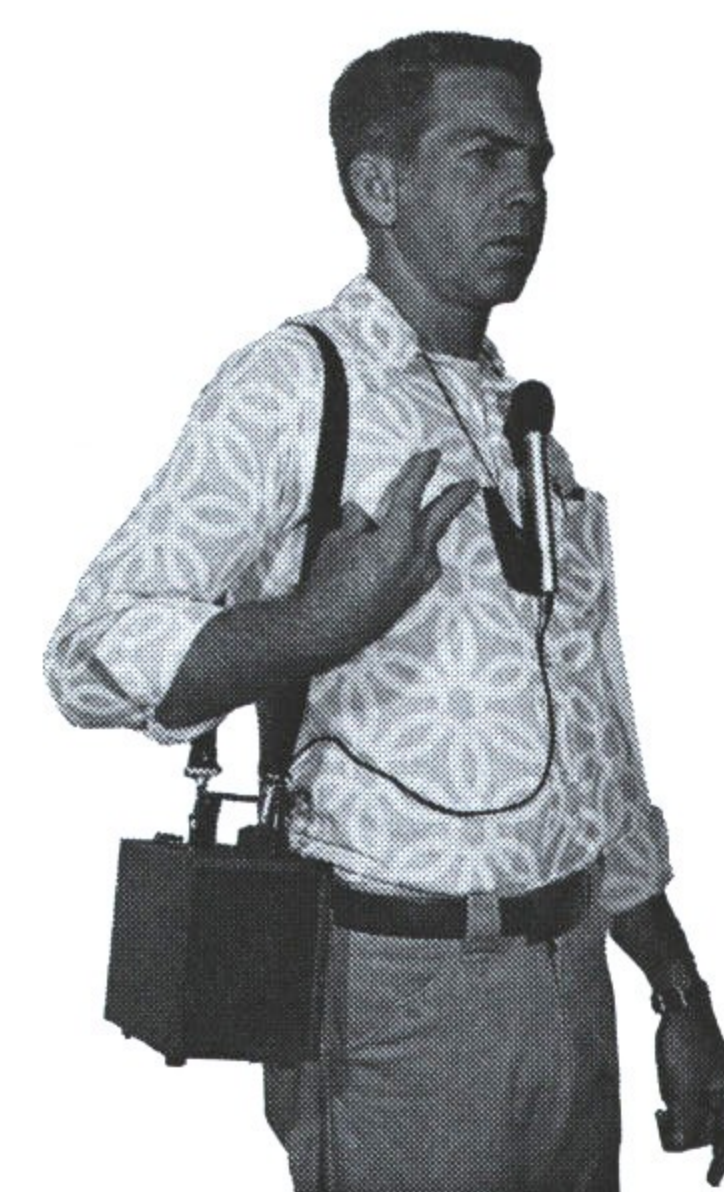
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I think that auctioneers can accomplish this by doing some public relations work with regards to writing articles, and sending them into the local paper — why people have auctions, what the auctions accomplish, etc. Auctioneers have a very serious job to do, and that is convincing the public that what we're doing is serving a function in the real estate market. There is a need for the real estate auction to solve people's problems.

Larry Layne, advertising the real estate auction:

The key here is education. The public should be made aware via advertising that the property is ready for immediate sale. In addition, the fact that the modern auction method is a successful means of quickly liquidating property should be heavily emphasized. The owners of real estate can be motivated by the fact that their property will sell for the highest dollar bid.

Martin E. Higgenbotham, auction and private treaty: The auctioneer's first concern should be the organization of a good team of experienced real estate and auction personnel. Then, establish your own program whereby you're informing the general public of the auction procedure of selling real estate. That can be in a number of ways. I recommend very highly that each auctioneer become a speaker and talk to all civic clubs and community organizations — anyone who will listen — to establish your credentials as a real estate auctioneer.

The next thing, auctioneers should go 150% to see to it that, number one, they are very selective in accepting the properties that they wish to sell at auction; and number two, that they do a 150% job at advertising, promoting, and conducting that sale so that it will be successful.

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“What is your real estate at auction forecast for 1980, and the decade in general?”

Biron, legal: For the immediate future, I think, there are problems because of the high interest rate, and the difficulty which owners of real estate have in obtaining financing. I think, but I'm not totally sure, that real estate is in fairly strong hands.

By that I mean there may not be too much pressure by owners who are desirous of selling, not too much pressure that they sell. In stronger times they can afford to hold onto their real estate. However, I think as time goes on, if the financing situation does not improve, there's going to be more real estate coming up for sale and as a consequence for auction. It will only be for a year or two that owners will continue to hold their real estate that they no longer want to own.

As soon as we get accustomed to the high interest rates that are around now, the interest rates are not going to come down too quick. I think they're going to remain high because the people who lend money favor it. As a result, we're going to have owners and buyers getting accustomed to the high interest rates, and the carrying charges. I think that all will become normal. My forecast for the future in 1980 is the auction concept, becoming more and more popular in the real estate market.

Schwartz, financing: I think that real estate at auction should pick up considerably because of tight money market conditions, and the fact that in many parts of the country the market is oversold. There's a lot of property for sale and it's not moving very rapidly. So, I would think the future is good.

I would think that real state at auction would be a good area to get into. The important thing is that auctioneers have to understand that they have to learn about real estate. One of the things I know from talking to a number of auctioneers is they don't know very much about real estate. You can't just walk in and start selling real estate. You have to learn about real estate, and it's very different than selling antiques, and cars, and cattle.

It's such a different market that I think it's a big educational problem for those auctioneers who don't know very much about real estate.

They're going to have to learn about the local lending practices, so they can be prepared to understand what's going on. I think that a seminar like this one is just the beginning because auctioneers really need to get a good educational background in real estate to be professional real estate people. You just can't walk in and start selling.

(During his presentation at the Phoenix seminar, February 18, 1980 real estate financing expert Dr. Arthur L. Schwartz, predicted to his seminar audience that the following would occur within ten days: interest rates would increase from 15% to 16½%—

Continued Page 24

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17%; the California prime mortgage rate, a prominent national indicator, would increase from 12¾% to 14½%; and that the prime interest rate would increase from 15% to 16½%. On February 26, eight days later, all of Dr. Schwartz's observations came true.

In a subsequent telephone interview, he explained "now more than ever, the use of 'wrap around mortgages' [all inclusive deed of trust] and other creative financing strategies are becoming prevalent as real estate money tightens up. It's my opinion that now is a particularly good time for real estate auctioneers, because buyers and sellers who were previously reluctant to try the auction method are now willing to consider it as the only way left to stay in the real estate market.")

Fleming, farm land: I'm sure that we're going to see a greater number of properties sold at auction in 1980 than any previous year. As far as the decade ahead, we're going to see an increasing number of properties sold at auction, we're going to see private treaty firms establish auction departments within their firm or add the auction capability to their services. I'm very optimistic about the numbers of properties that will be sold at auction. I think they will be only limited by the available talent with experience and know-how to bring about an effective sale.

Giller, real estate auction sale: Well, I feel that real estate auctions are going to become more and more prevalent. I know what's happening with me in California. Builders and developers are in trouble, unfortunately, because they've got to get out from under the interest they're carrying on homes, condominiums, and so forth.

As far as I'm concerned, the real estate auction profession has got to get bigger, because the service that we offer is a service that is much needed. However, very few people take advantage of the auction method because they don't know how effective it can be.

Good, commercial and industrial: I suspect that the money market and the economy will have a great deal to do with how much activity we have at auction. In a market where money is plentiful — money for mortgages, inflationary situation where real estate could still be the best hedge against inflation. — Neither the broker nor the auctioneer will be as much in demand as they will be when the market becomes difficult.

The real function of the auction is to provide a buyer at market price in a faster period than the usual sale by treaty. Private treaty could take anywhere from three months to a year for commercial or investment real estate.

I suspect the first three years of the '80's will be a difficult market with regards to the high cost of money, and that there will be properties available in the market because of financial problems. The auction will be a method of eliminating those problems and selling the property effectively.

Layne, advertising: In a word — excellent. This is due mainly to such a volatile economy, and due to a significant increase of public awareness about the effectiveness of the auction method of selling.

Higgenbotham, auction and private treaty: I believe that we are rapidly approaching the time in history when the general public is starting to realize and appreciate the auction method. In fact the public is realizing the real potential of the American free enterprise system more so than ever before, and the auction method of selling is going to become more important and more prominent from now on. I sincerely believe that we will see a time in the next decade when at least 50% — that's right, I said 50% — of all real estate will be sold by the auction method.

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“Who in the business community especially needs to be impressed with the auction method of selling real estate?”

Biron, legal: I think bankers, trust officers, and lawyers. Trust officers are more and more becoming accustomed to the idea of selling at auction. The lawyers are very slow because of the natural conservatism of lawyers, and the auction is almost radical to lawyers.

Schwartz, financing: Conventional real estate dealers, property developers, and large property owners need to get the auction message first. Conventional real estate people need to be convinced because that is the traditional listing market. Developers need to know about the auction method, particularly condominium developers, because developers have large blocks of property to move. One good way to move them is through auctions undoubtedly.

These are the kinds of people that auctioneers should get in touch with, develop business relationships with, and most importantly know your real estate. When you talk to these people, they're potential auction customers. These people must know

Continued Page 26



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that the auctioneer is entirely professional. That's very important.

When you contact developers and the conventional real estate brokers, tell them, "look, you're having trouble moving the property? I might be able to help you with an auction, and here's what we can work out." But an auctioneer has to be able to back it up with knowledge, training and experience in the real estate market.

Fleming, farm land: I suppose the people whom auctioneers ought to aim their auction pitch on, are the people in the banking and lending institutions. These are the people who know the least about selling properties at auction. And, because of a lot of properties end up in trust departments at banks, and because a lot of people inherit properties then look to the banker for advice, or look to their attorneys, attorneys are probably the second group of people who need to be educated. With all these individuals, their confidence needs to be cultivated in the merits of selling properties at auction.

Giller, real estate auction sale: Lending institutions, attorneys, accountants, real estate brokers, in that order. Also, escrow and title companies, trust companies out of banks, all people who deal in real estate. That's why I gave a presentation to a major title and escrow company. Again, we've got a service that is needed, but nobody knows how to take advantage of it. The word is "educate" people and when I get a crowd of five people together, I'm off and running. I talk my auction business everywhere I go, which is what I feel every auctioneer has to do.

Good, commercial and industrial: First, you have to impress the owners of real estate. If you can convince the owner of a particular piece of property with what you can do in selling the property at public auction, that owner will be your best booster in listing properties for sale.

I think that auctioneers are the most convincing factor of what we can do for the owner who has a problem with a piece of property.

I talk about the owner, but the owner could be the trustee from a bank, the trust officer at a title or a trust company; the owner could be an official of a savings and loan that owns real estate. Whoever "owns" it could be a corporate executive in the corporation that has a piece of property and wants to sell. I'm talking about more than the single, individual property owner.

Furthermore, I think that the best prospect for selling real estate at public auction is the institutional seller, and the corporate seller rather than the private owner.

Layne, advertising: Who in the business community especially needs to be impressed with the auction method of selling real estate? Anyone who is sought out as an *adviser* to the public — particularly, institutions such as banks, trust departments, and law firms.

Higgenbotham, auction and private treaty: The general public creates the tide or creates the atmosphere for every sales industry. However, if we were to zero in on any specialty groups, I think we would

need to talk to the real estate professionals, the people who handle real estate transactions who are in fact attorneys, and the third most important community group would have to be the CPA's. They are the ones that are involved with the personal financial planning of people; and, real estate of course, is usually the major asset of any estate or any household.

"Aside from attending an in-depth seminar like the NAA Phoenix, what are the best means of staying informed of the real estate at auction market?"

Biron, legal: The best way I could think of keeping informed is through the advertisements in newspapers. In Philadelphia for instance, the Philadelphia Inquirer has an auction page, and they think so much of the importance of the auction advertising that they have a columnist who writes about auctions. He picks individual auctions, sometimes beforehand and sometimes after it's happened, and comments about items that were sold. Sometimes the columnist refers to real estate.

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I think that's the only way though, by watching the advertisements both in the newspapers of general circulation and possibly the local city and county that legal journals paper circulated among lawyers.

Schwartz, financing: With regard to financing, if I were an auctioneer, I would take a class in real estate finance. Join the National Association of Realtors, join your local real estate board, and keep your eyes open for good, educational seminars.

The key, in my opinion, to getting a good price for your client at auction is to understand just how important financing is to the successful real estate auction. To understand that you've got to have a good background in real estate financing. Once you get that down pat, keep up to date by going to seminars.

When someone has good experience in real estate, has a lot of knowledge, then the auctioneer is in a good position to take advantage of the market. The auctioneer without any background in real estate will get quite confused, make mistakes. I met one auctioneer who is also a Realtor and has a background in banking. He knows what's going on in real estate, he's taking that real estate knowledge and combining it with auctioneering skills for an excellent package to sell to his real estate clientele. And, he can say "Look, I can help you on a conventional real estate deal but if you really want to move the property, we'll have an auction." The knowledgeable auctioneer can present alternatives to the clients, and let them make their choice.

Fleming, farm land: Well, in my own situation, I think my best source of information would be through the real estate surveys conducted by the University of Nebraska Extension Service. It's a quarterly or semi-annual survey of all real estate brokers in the state for their sale information and classification of different properties. This would be my suggestion for the best source of real estate information in my state. Any auctioneer should investigate the real estate information sources available from their own state universities and state governments.

Giller, real estate auction sale: Communicating is the best way to stay informed. Talk to lending institutions, talk to builders, and developers. Share your success with other auctioneers, and let them know what's going on.

There is so much that continuously happens in the sales profession that the only thing that is constant in any kind of sales industry is change. People must be willing to become totally a part of the industry and profession, because you cannot do it alone. This is an industry that takes an awful lot of collective talents. I picked up some things when I was here in Phoenix, a few thoughts that I can use. Hopefully the auctioneers picked up a few ideas from me. But, people should be willing to share things back and forth, to let others know what's happening, what works and what doesn't work. That's the only way that the auction industry can remain a vital part of the real estate market.

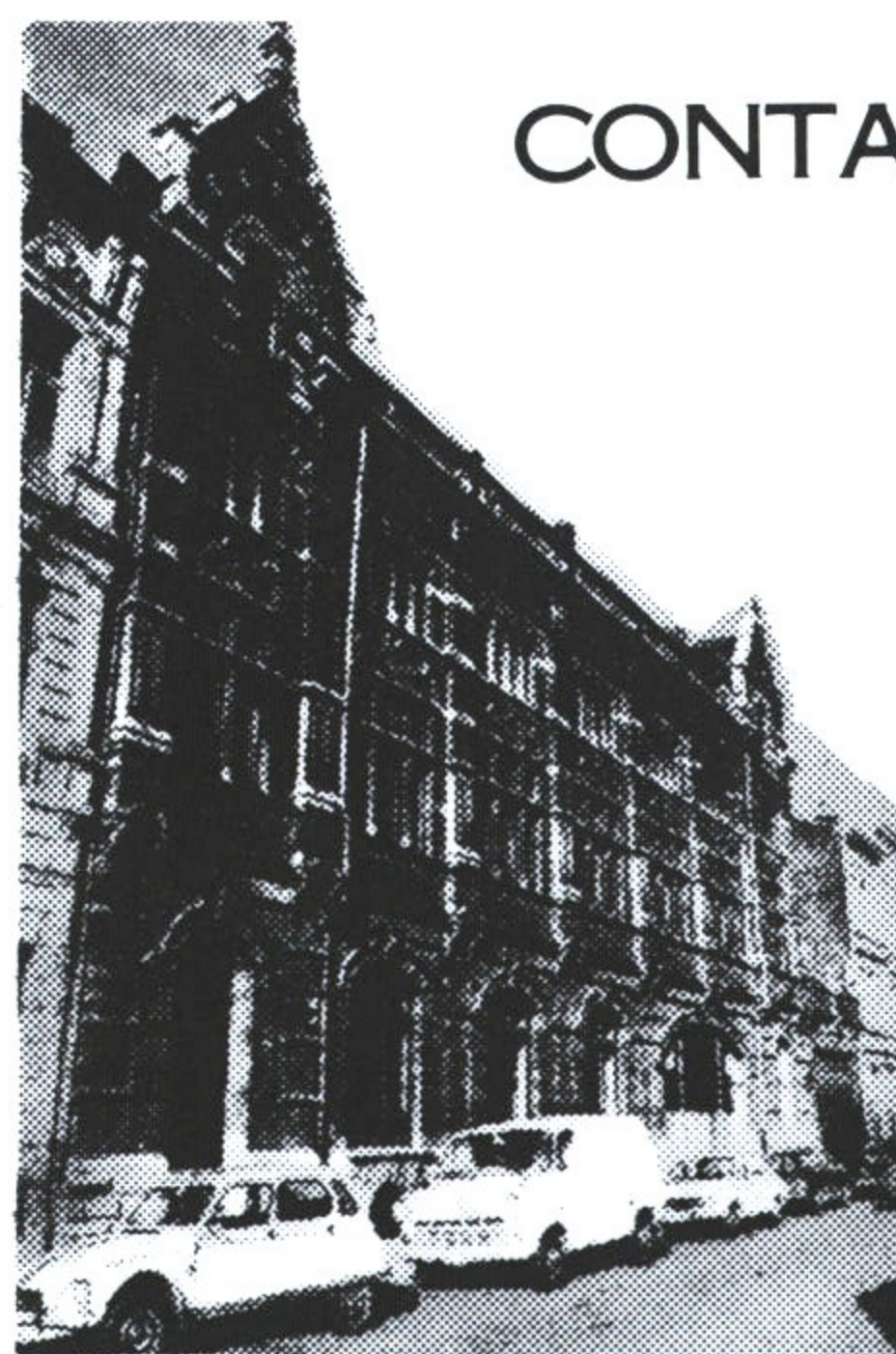
Good, commercial and industrial: The best means are readily available — membership in the National Auctioneers Association, and also being member of the National Association of Realtors, and particularly the Realtors Marketing Institute.

Also, I think auctioneers have to be observant of what's going on in the market, whether it's for sale privately or at public auction. Unless the auctioneers know, and stay familiar with the market, they're at a disadvantage. You have to be there to know what's going on.

Layne, advertising: Quite frankly, the best way to stay informed of the real estate at auction market is to attend, or have one of your staff attend, real estate auctions conducted by leading and successful auction firms.

Higgenbotham, auction and private treaty: I'm a sincere believer in attending any and all auctions that you can get to in your area. If you cannot attend them, send one of your representatives who tapes the sale and takes pictures of the sale. Familiarize yourself with not only the way that particular auction was conducted and handled, but also the prices received at that sale, prices resulting from the best professional efforts of a professional auction company.

In addition to that, I believe in further education in all areas of real estate. We should make a special effort not only to belong to our local Realtor board, but also to participate in all educational real estate seminars. Keep yourself informed of the real estate market in every way you possibly can. That includes keeping up with the advertised sales — private treaty sales in the local paper — so that you and your personnel are up to date on the inflationary spiral, the change of market, the change of needs, the changes of square footage, changes of the basic lifestyle of the community. Keep up with the direction in which the community is growing, and all of the important things that genuinely influence your real estate market.



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PUBLIC AUCTION
OREGON LIVESTOCK SALES CO.
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MONDAY, APRIL 28, 1980
1:30 P.M.

Very desirable home, sale arena, holding pens, and feed lots. Located on Highway #59 East edge of Oregon, Missouri, Northwest of St. Joseph, Missouri 25 miles. Contains approximately 7.5 acres. Home provides spacious living, 3 bedroom, large living room, kitchen and family room combination with custom built cabinets and brick fireplace, 9 closets, 2 full baths, carpet throughout. Basement recreation area carpeted.

Auction arena is 40 x 50 metal building. Seating capacity 350 to 400, heated with propane furnace, 8' x 10' Webb Scales. Under roof holding pens, 65 x 110 metal building, cement floor with guttered hog pens for flush cleaning. Hay shed 35' x 100' along with 2 large feed lots and several smaller outside feed pens with automatic waterers. Water supply — City water, Oregon, Missouri.

Terms 29% down, balance 5 years at 10%. The barn was built in 1960 and then remodeled in 1971. It is in excellent state of repair. Owner is retiring.

Would make an excellent location for Livestock dealer, Auctioneer or orderbuyer.

CONTACT:
Oregon Livestock Sales Co.
Bob and Dorothy Quick
Phone 816 446-2296
Oregon, Missouri

Professionalism Past and Present



**By Howard Buckles
NAA 2nd Vice President**

How difficult is it to get into the auction business as compared to past years? Let's look back over the thirty years I have been active in the auction profession; and I consider it a profession, like a doctor, lawyer or any other profession. Thirty years ago I was not a professional. Today I feel that I am a lot more qualified to be called one due to years of experience and knowledge, also through the educational opportunities offered me through membership in our state and national associations.

Little did I think that back in the late 40's when I was penning livestock at an auction market that I would be in the auction business in a few short years. There I was trying to imitate an auctioneer as he sold different kinds of livestock. I got the idea that the auctioneering business should really be an easy business to get into.

Our country one room schools at that time had old fashioned pie suppers, so I went around to many of these schools and asked if I could auction at their pie suppers. I didn't get all of them, but I got my share. They were great fun to do. But as time went on, I was still practicing while penning livestock, and selling at pie suppers.

In 1950 my uncle convinced me that I should go to auction school and learn how to be "a professional". Taking his advice I enrolled in the summer term at Reppert School of Auctioneering in Decatur, Indiana. I was privileged to be taken to and from school by the late Col. Guy Pettit, an instructor at the school who was a great inspiration to me. I came home with a lot of enthusiasm thinking I was to set the world on fire. Things, however, were not that easy.

I advertised in the paper that I had just returned from auction school, and I was the one sellers should hire for their next auction. It just wasn't that easy. I contacted other auctioneers plus livestock auctions in the area, begging them to let me help just to gain much needed experience and knowledge. The next five years were very hard and not too profitable. Working with various auctioneers and finally getting

to sell a few miscellaneous articles at the Livestock Market resulted in work without compensation, only an occasional sandwich.

In 1952 Uncle Sam took over for a couple of years. Taking advantage of my time in the service, I practiced my auction chant to improve upon what I had learned in auction school. I sold everything from hamburgers to tanks. Returning from service and being two years older and more mature sure did help. It seemed that the public respected me a lot more than they did before.

I started advertising again and it seemed to have a different impact on people. Business started to pick up and has been gaining ever since. I found that membership in our state and national associations certainly was a big help. That's also when my professionalism really began to grow.

The new or young auctioneers of today have much better learning opportunities than in the past, with all the fine educational programs and seminars held through our state and national associations. The opportunity is there if we just don't miss it. Certainly the beginning auctioneer will have many long, non-profitable hours as in the past, but through our Associations I think that the barrier between auctioneers as competitors has been greatly reduced. It is so much easier for a new auctioneer to get started, but it is still no "bed of roses," and a lot of hard work.

I don't know of too many professions today that don't involve work of one sort or another. Work is what makes up our world. The old saying that "if you want to get a job done and get it done right, get some one who is busy," should encourage everyone in the auction business to get involved. Join your local clubs, civic or otherwise, but most of all join both your state and National Auctioneers Association, and be involved.

Remember, you won't get any more out of your profession than what you put into it. Our effective auctioneer associations let people know that we are the trusted "professionals" for their next auction.

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Keeping Your Auction House Profitable



By Frank E. Bass
NAA Director

Out in our country we call them auction barns. Most parts of the country call them auction houses, auction galleries, auction marts. They're a place where people bring merchandise, consign and the auctioneer sells them on a commission basis. Whatever name you use, the auction house requires careful attention and organization.

Auction barns and auction houses mean a great deal to me, because that's the way I began in the auction business. In 1958, I opened my first auction house in Lewistown, Montana — the first in this part of the country. It got me in front of the people, it forced me to recognize values, and learn the auction business. In 1962, I remodeled an old shop and made it my auction barn. On New Year's Eve 1967, it burned to the ground and I closed.

We built the new auction barn that we own today, and it opened in April, 1970.

Let me put it this way, if you operate your auction barn effectively, you can have a very profitable business on your hands. The following are, in my opinion, strong contributing factors to a successful auction facility.

An auction house has got to be a **desirable place to go**. It's got to be a location where buyers can park pickup, cars, vans, or trailers to consign and haul away. Warehouse areas have been used successfully, but, make it attractive. Paint is a very cheap investment.

Rent an old warehouse type building and paint it up. Buy or rent bleacher seats because bleachers get your buyers up off the floor.

Purchase a **movable auction block** and raise your merchandise up, off the selling floor. Don't eliminate small merchandise. You can have a service fee or minimum charge, but you're going to get small items that pile up at an auction barn. Sell them regardless of what they bring.

A building with good ventilation is very important. Provide good lighting, good access doors, and have a building that you can run vehicles in and out. Be sure all buyers are comfortable.

Be sure your **merchandise is displayed well**. Make sure all your electrical appliances are plugged into test boards and working. Politely inform potential consignors that if an item does not work, you don't take it for auction. An auctioneer's preference list for items? Good furniture first, but be careful of appliances. Never make any kind of guarantee.

It is absolutely essential that you have **someone at the auction barn eight hours a day**, taking in merchandise, answering the telephone while you're out booking farm auctions, liquidation auctions and other type auction sales. Also, we do not have a private treaty room. We sell out every week to the bare walls.

Who's your **biggest competitor** as an auction barn operator? Not the second hand dealer, he's in the same business you are. Your biggest competition is the yard sale, the garage sale, the moving sale, etc. Somehow, convince your community that the consignment auction house beats the yard sale any day. Personally follow-up (don't use the phone) on the big yard sales. Don't wait for them to consign; rather, go out to the person, look at the items, decide if they'll make you a profit, and invite the seller to consign at your auction house.

An antique auction presents many good opportunities for your auction barn. Have a Sunday antique sale after a Saturday showing, and provide free coffee and doughnuts, or have a lunch counter. As a matter of fact, the **auction house lunch counter**

Continued Page 32

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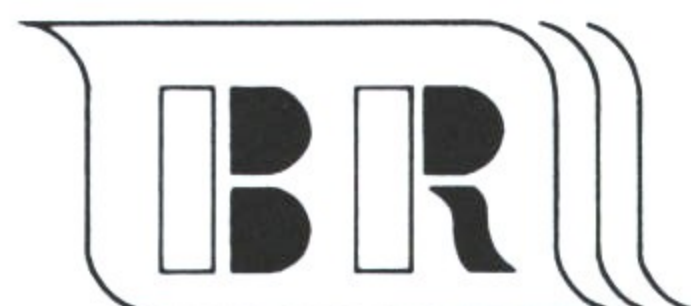
January or June edition (Whichever is most current)

POCKET KNIVES GUIDE\$ 5.95

Complete descriptions and illustrations — years made — variations — stampings and mint prices, etc.

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

BUS RETMIER'S



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Address_____

City_____ State_____ Zip_____

can be an asset to your auction business.

Keep someone there all the time. Have candy bars, packaged peanuts, hot coffee, cans of cold soft drinks. We've found that sometimes it's cheaper to give away coffee and not have any lunch, except at special sales. By the time you hire someone, buy the supplies, and take care of the waste, you've lost money. "Free Coffee, Help Yourself," it's a do-it-yourself world.

The list of considerations for making your auction house successful is long indeed. For this AUCTIONEER article, here is only a portion of that list.

Bleacher seats are preferred because they keep your audience up from the floor. Use the space underneath for storage, but clean after every sale.

Have plenty 110 outlets, but also have a 220 outlet.

Even if you have to install a false ceiling, have good acoustics. It's part of keeping your audience comfortable.

Have a system for checking out the purchased merchandise. Have your ringmen mark the merchandise as soon as it is sold. Mark the tag with the buyer number and the storage bin number where it will be kept until the new buyer calls for it.

Provide clean restrooms for both men and women.

By no means was this article intended to be an auction school class about the auction house business. On the other hand, everything I've mentioned fits into one category — the idea works, and contributes to the profit of my auction business. The auction barn or auction house can be the best way to enter into, and stay in, the auction profession. But like any other business, the auction barn needs to be operated as effectively as possible. The most important consideration? Again, keep the audience comfortable.

Buying farmland has been more profitable than investing in common stocks; that is during the past 20 years. Explains one economist, "if we take any five-year period since 1960, the annual return on gain in value has been greater for farmland than for stocks."

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Welcome to the 1980 NAA

Grand Ole Convention!



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

It's going to be a great NAA Convention in Music City, USA, and here's your opportunity to register now . . .

This year more than ever, early registration for the annual NAA convention is a must. For example, tickets to the Friday night Grand Ole Opry performance to be attended by NAA conventioners are limited to the first 1,500 registrations. Also, the tour of the Jack Daniels Distillery in Lynchburg, Tennessee is limited to the first 500 people registering for the tour. There are more good reasons to register early, and they will be discussed later in this complete convention registration/reservation packet.

To make your convention preparation as easy as possible, **remove pages A through H and follow the step-by-step procedure.** Two general rules apply: send your room reservations and deposit directly to the Opryland Hotel; send your complete registration and one, single fees check to the NAA office.

Convention Hotel Accommodations Explained

As of this writing, because of the tremendous early hotel reservation response by NAA members, there are no rooms available at the Opryland Hotel for the Monday and Tuesday before the convention begins on Wednesday, July 30. And of the total rooms (actually, we have the entire hotel) allotted to the NAA for Wednesday through Sunday, half of those rooms have already been reserved. It therefore became necessary in early March 1980 to secure rooms at other hotels in the Opryland area.

When you fill out the form to make your hotel reservations for the NAA Grand Ole Convention, you

will notice that the overflow hotels are both near (half mile) and far (four miles) from the convention hotel. Wherever your room accommodations are located, a shuttle bus service is being planned by the Tennessee Host Association providing transportation to and from the convention and your hotel.

The enclosed hotel reservation form provides all the necessary rate information, and you'll send your reservation and room deposit directly to the Opryland Hotel, *not to the NAA office, and not to an overflow hotel.*

Get Ready . . . Get Set . . . Register

The Grand Ole Convention registration packet has been designed to make your preparations for the 1980 NAA convention as easy as possible. Begin by removing pages A-H and sending your hotel reservations to the Opryland. Next, follow the step-by-step registration procedure for all convention activities, including tours. Then, send the entire packet and the one fees check to the NAA office. The Nashville information sheet is yours to keep on file. On the back of the sheet is a map to locate points of interest and the NAA convention hotels.

Any questions? For answers to hotel reservation questions, call the Opryland Hotel, Nashville, Tennessee. Questions related to the convention should be directed to the NAA office.

HURRY!!!

Immediate registration for the 1980 NAA Convention is highly recommended. Only the first 1500 registrants will be admitted to the Grand Ole Opry performance on Friday, August 1. Only the first 500 Jack Daniels tour registrants will make the trip on that tour.

2)

BEAT THE PRESIDENT GOLF TOURNAMENT Registration Form

FROM: _____

Address _____

City _____ State _____ Zip _____

Yes, I want to try and "Beat the President" during the Beat the President Golf Tournament, Tuesday, July 29, 1980 in Nashville, Tennessee. I realize that the \$12.50 (per person) Beat the President Golf Tournament registration fee includes the cost of transportation to and from the hotel to the golf course, greens fees, one-half of motorized golf cart, a favor for the tournament, and my share of the awards presented to the winners.

Enclosed in my **single convention registration check** (see page H) is \$_____ to register me (list additional names if check includes more than one registrant) for the tournament.

Fees paid include registration for the following (name everyone included in registration fees amount):

(NOTE: Beat the President Golf Tournament registrations must be made in advance to protect the tee time reservations at the golf course. Late registrations can enter the tournament **ONLY** if additional tee off times are available on date of the tournament.)

Please enter your golf tournament fees amount near the bottom of your Convention Registration Form.

SEND TO THE NAA OFFICE

. . . all completed convention registration forms — golf tournament, Ladies Auxiliary, youth activities program, Convention Registration and pre-convention tours. **WRITE ONE CHECK THAT INCLUDES ALL CONVENTION FEES.** Advance registration deadline, July 1, 1980. Mail completed forms and check to:

**National Auctioneers Association
135 Lakewood Drive
Lincoln, NE 68510**

3)

Ladies Auxiliary to the National Auctioneers Association 1980-1981 Dues Statement

Yes, I am enclosing my \$5.00 annual dues (1980-1981) for the Ladies Auxiliary to the National Auctioneers Association.

Name _____

Address _____

City _____ State _____ Zip _____

Please enter your Ladies Auxiliary dues amount near the bottom of your Convention Registration Form.

4)

Register Children for Youth Activities Program!

Registration includes: adult (18 and older) supervised recreation room for children 8 years and older; "Welcome to Nashville" program, and backstage tour of the Grand Ole Opry and TV studios (additional tour costs \$1.00 per child); entertainment by Opryland Park ventriloquist; films, board games, cartoons, and more; three hours disco dancing Saturday night.

Cost Per Child \$3.00

Name of Child	Age
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Total Enclosed @ \$3.00 per child _____

Please enter youth activities total near the bottom of the Convention Registration Form.

NOTE: Convention planners need to know if the youth who are registered for the Youth Activities Program are going to attend:

_____ Friday Awards Luncheon

_____ Friday Ladies Luncheon

or

_____ Friday Youth Activities Luncheon

(Meal included in Advance Convention Registration.)

Only those young people registered on this Youth Activities form and NAA Convention Registration form are eligible to participate in Youth Activities Program.

1)


Remove and Send Directly to the Opryland Hotel

Because of the advance hotel reservations already made by NAA members to date, overflow hotel arrangements became necessary in early March 1980. In summary, if you get your reservation in early enough, you may be lodged in the Opryland. **If your reservation is received after the Opryland is full, (the NAA does have the entire Hotel) you will be lodged in one of the overflow hotels.** You can,

however, choose now to be housed in one of the overflow hotels. Complete rate comparison information is provided on the following page.

Please look over all hotel reservation information before you fill out this form. Send your completed reservations and fees directly to the Opryland Hotel. All room reservations must be received at the Opryland Hotel by July 9, 1980.

If you cannot be housed at the Opryland Hotel, accommodations will be made for you at an overflow hotel. See information on back.

RETURN HOTEL RESERVATION FORM National Auctioneers Association Annual Convention July 30 — August 2, 1980			
RESERVATION RECEIVED AFTER 7-9-80 WILL BE CONFIRMED ON A SPACE AVAILABLE BASIS		2800 OPRYLAND DR. NASHVILLE, TENN. 37214 615/889-1000	
PLEASE PRINT OR TYPE		ATTN: Reservations Manager	
NAME _____		Special Requests:	
ADDRESS _____		_____	
CITY _____ STATE _____ ZIP _____		_____	
SHARING ROOM WITH _____		_____	
ARRIVAL DATE _____ DEPARTURE DATE _____		_____	
All Reservations must be accompanied by a \$40 deposit. Refunds of advance deposits will only be made when a cancellation is received 72 hours prior to arrival date.			
PLEASE NOTE DESIRED ACCOMMODATIONS			
NAA SPECIAL RATES: \$48 Singles _____(number required) \$48 Doubles _____(number required) Parlours and suites \$60____ \$150____ \$200____ \$300____ (Contact Opryland Hotel for additional information on suites.)		Reservations received after cutoff date above will be confirmed on a space available basis at regular rates.	
Check out time is 12 noon. Suggested arrival time is after 2 pm.			

Turn page over for overflow hotel information. If Opryland Hotel is sold out, you will be housed in an overflow hotel according to availability and the following room rates.

You can make a choice of the overflow hotels for the NAA Nashville convention. However, if the overflow hotel is full when your reservation is received, you will be housed in another overflow hotel. (A shuttle bus service to and from the Opryland Hotel and the overflow hotels is being planned by the Tennessee Auctioneers Association. Specific arrangements will be announced at a later date.)



PLEASE PRINT OR TYPE

NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

SHARING ROOM WITH _____

ARRIVAL DATE _____ DEPARTURE DATE _____

Reservation Deadline: July 9, 1980. All Reservations must be accompanied by a \$40 deposit. Refunds of advance deposits will only be made when a cancellation is received 72 hours prior to arrival date.

ATTN: Reservations Manager

Special Requests:

☐ **Fiddler's Inn — North, one-half mile from the Opryland Hotel**

Type of Accommodation	Rate	Number Required
King Size Bed		
1 person	\$26.36	_____
2 persons	33.99	_____
2 Double Beds		
2 persons	37.26	_____
3 persons	40.53	_____
4 persons	43.80	_____
Roll-away Beds	3.27	_____
Cribs	2.73	_____
Additional Persons	3.27	_____

(Tax already included in all prices, subject to change without notice.)

☐ **Best Western Road Venture, three-fourths mile from the Opryland Hotel**

Type of Accommodation	Rate	Number Required
Single	\$26.00	_____
Double (2 beds, 2 persons)	36.00	_____
Triple	41.00	_____
Four	46.00	_____
Roll-away	5.00	_____

(12 and under free)

☐ **Music City Rodeway Inn, four miles from the Opryland Hotel**

Type of Accommodation	Rate	Number Required
1 person, single	\$32.00	_____
2 people, one double bed	38.00	_____
2 people, two double beds	42.00	_____
Roll-away Beds	5.00	_____
(Persons 17 and under stay free.)		

☐ **Fiddlers Inn — South, four miles from the Opryland Hotel**

Type of Accommodation	Rate	Number Required
STANDARD UNIT		
Black & White TV:		
1 person, 1 double bed	\$17.91	_____
2 persons, 1 double bed	22.00	_____
1 person, 1 king bed	20.91	_____
2 persons, 1 king bed	24.73	_____
2 persons, 2 double beds	25.82	_____
3 persons, 2 double beds	28.00	_____
4 persons, 2 double beds	30.18	_____
DELUXE UNIT		
Color TV:		
1 person, 1 king bed	23.64	_____
2 persons, 1 king bed	28.54	_____
2 persons, 2 double beds	29.63	_____
3 persons, 2 double beds	31.81	_____
4 persons, 2 double beds	33.99	_____
Roll-away Beds	4.36	_____
Cribs	3.27	_____

(All prices include State and local taxes, and local phone calls.)

Send completed room reservations and fee directly to the Opryland Hotel.

Keep this convention information page for help with your travel plans.

Parking

Opryland Hotel provides free parking for 1200 cars (self parking) to accommodate its guests. Valet parking is available for \$2.50 per day with unlimited in and out service.

Camping

Near Opryland Hotel

1. Fiddlers Inn North Campground. Address: 2404 Music Valley Drive, Nashville, TN 37214 (615) 885-1440.
2. Holiday Nashville Travel Park. Address: 2572 Music Valley Drive, Nashville, TN 37214 (615) 889-4225.
3. Two Rivers Campground. Routing: Briley Parkway to west McGavock Pike exit, then west to Music Valley Drive, Nashville, TN 37214 (615) 883-8559.
4. Nashville KOA near Opryland. Address: 2626 Music Valley Drive, Nashville, TN 37214 (615) 889-0282.

Camping in the Nashville Area

5. Hermitage Landing. Address: Route 2, Bell Road, Hermitage, TN 37076 (615) 889-7050.
6. Nashville KOA North. Address: 708 North Dickerson Road, Goodlettsville, TN 37072 (615) 859-0075.
7. Yogi Bear's Jellystone Park. Address: 1252 U.S. Hwy. 31W, Goodlettsville, TN 37072 (615) 859-0348. Toll free reservations (800) 558-2954; in WI (800) 242-2931.
8. Nashville KOA I-24. Address: Route 2, Smyrna, TN 37167 (615) 459-2233.
9. Nashville KOA East. Address: Route 6, Box 89, Lebanon, TN 37076 (615) 449-0000.
10. Tom's Crazy Horse Campgrounds. Address: Route 2, White House, TN 37188 (615) 672-3367.
11. Safari Nashville/East Campground. Address: Rt. 10, Box 373, Lebanon, TN 37087 (615) 444-4311.
12. Timberline Campground. Address: Route 6, Lebanon, TN 37087 (615) 449-2818.
13. Dickson KOA. Address: Route 2, Box 324, Dickson, TN 37055 (615) 446-9925.
14. Columbia Safari Campground. Address: Route Two, Columbia, TN 38401 (615) 381-9545.

Airlines/Metropolitan Nashville Airport

Listed below are the airlines with regularly scheduled service into the Metropolitan Nashville Airport.

Allegheny	Eastern
American	International Airways
Braniff	Ozark
Capitol International	Piedmont
Delta	Southern
(For assistance call Delta	TWA
Convention Reservations	
800-241-6760	
In Georgia 800-282-8536)	

Private Airline Services

Aviation Services Corp.	615-361-8070
Big Brother Airlines	615-361-3000
Nashville Flying Service	615-367-3300
Aero Industries, Inc.	615-367-3295
Cornelia Fort Air Park	615-226-4256

The Opryland Hotel provides transportation to and from the airport and hotel — \$2.50 per person, one way. Transfer time is 15 minutes. Runs from 6:30 AM to 7:35 PM. (Schedule and price subject to change without notice.)

Credit and Check Cashing Policy

Individual Accounts. Settlement of all individual accounts is expected upon check out. Opryland Hotel accepts the following credit cards: Visa, MasterCard, American Express, Diners Club, and Carte Blanche. The Opryland Hotel does not direct bill individual guest rooms to individual addresses.

Check Cashing Policy. Checks in the amount of \$50.00 can be cashed with cashier at Front Desk with proper I.D. such as American Express, Visa, or Mastercharge. Individuals who wish to cash larger checks will be referred to the Credit Manager.

Recreation

Tennis

The Hotel has six lighted tennis courts open from 7:00 a.m. to 10:00 p.m. every day. Hourly rates are \$4.00 per hour per court singles or doubles. Groups can reserve court time in advance. Proper tennis attire must be observed.

Swimming

Located in the Opryland Hotel court yard there is a separate wading pool for children. Pool hours: 9:30 a.m. to 8:30 p.m. daily. A lifeguard is on duty during these hours.

Golf

Arrangements can be made to play at the Nashville Village Course which is located eight (8) miles from the hotel. Green fees are \$6.00 and golf carts \$10.00. Advance starting times available.

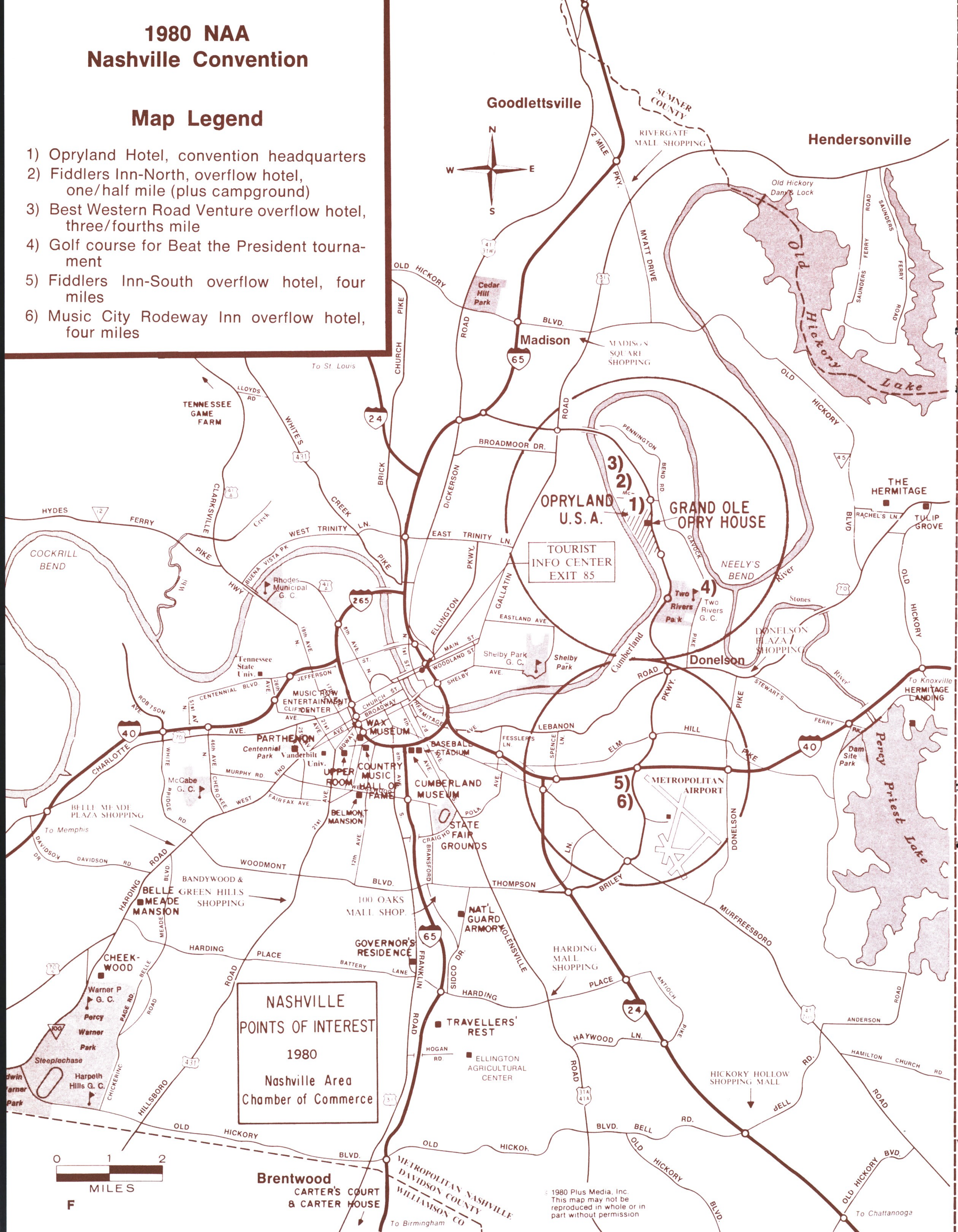
There is an additional course located directly across from the main entrance to Opryland park called Two Rivers Golf Course that is available for individual play only. No advance starting times can be made since it is a public course.

Pets

Pets are not allowed in the Opryland Hotel. Boarding service is available at Donelson Animal Hospital, 2518 Lebanon Road, Nashville, telephone 615-883-3236. Rates are \$3.00 per night.

Map Legend

-



5) 1980 Grand Ole Convention

Tours Registration Form

This registration form for tours only. It does not pertain to the convention registration which is separate.

Please indicate the number of persons in your party for each tour. All tours originate at the Grand Old Opry Ticket Office at the Opryland Hotel. When stops are made for meals, the price of those meals is not included in the price of the tour.

TOUR A — Grand Ole Opry Tour

JULY 28, 29, 30 — MONDAY, TUESDAY, WEDNESDAY,
10:00 AM AND 2:00 PM, TIME 3½ HOURS

This is a good overall tour of the city of Nashville. Tour includes a visit to the Ryman Auditorium (former home of the Grand Ole Opry), highlights of downtown Nashville including the Capitol; you will drive down Music Row and by the Parthenon, the world's only replica of the beautiful Athenian temple. A visit to Shelby Singleton's Recording Studio is included. You will see the homes of artists in the South Nashville-Brentwood area including Minnie Pearl, Webb Pierce, Ronnie Milsap, Tammy Wynette, the late Tex Ritter and Hank Williams, Eddy Arnold, Waylon Jennings, and the Governor's Mansion.

_____ Day of Tour. Time _____

_____ persons @ \$8.00 each (includes all admissions) \$ _____

TOUR B — Country Western Tour

JULY 28, 29, 30 — MONDAY, TUESDAY, WEDNESDAY,
10:00 AM AND 2:00 PM, TIME 3½ HOURS

A drive by the home of Johnny Cash is the highlight of this tour. You will also see the homes of Roy Acuff, Kitty Wells, Hank Snow, Bob Luman, Roy Orbison, Del Wood, and others in the East Nashville-Hendersonville area. You will visit the Grand Ole Opry House, the House of Cash, and Jimmy Gately's Western Store.

_____ Day of Tour. Time _____

_____ persons @ \$8.00 each (includes all admissions) \$ _____

TOUR C — Jack Daniels Tour

TUESDAY ONLY, JULY 29. TOUR LIMITED TO FIRST 500
ADVANCE JACK DANIELS TOUR REGISTRATIONS.
TOUR TO LYNCHBURG, TENNESSEE.

Transportation: Chartered Buses From Greyhound or Trailways

Departure From Opryland Hotel: 11:00 a.m.

Return To Hotel: Approximately 10:00 p.m.

Information Regarding Tour:

Lynchburg is the home of the Jack Daniels Distillery. It is the smallest county in the State of Tennessee, population 361.

Upon arrival in Lynchburg, one half of the group will go to the Jack Daniels Distillery and be touring the complete distillery operations and grounds in groups of 10 with a tour guide. The other half of the group will visit and tour the downtown shops displaying antiques, novelties, etc.

Later, the two groups will switch and the second group will tour the distillery and the first group will tour downtown.

At approximately 4:00 pm we will all get on the buses and travel seven miles to a recreation area where

we will be treated to a picnic. The meal will consist of fried catfish, barbecue, cole slaw, potato salad, hush puppies, onions, and more.

Recreation will consist of baseball, volleyball, shuffleboard, and horseshoe pitching, also round dancing. We will be entertained by a country blue grass band. The musicians will all be employees of the Jack Daniels Distillery.

At about dusk we will board the buses for the return trip to Nashville.

At the request of both the Tennessee Auctioneers Association and the National Auctioneers Association no intoxicants will be served at the picnic nor at any time on the tour.

This tour is limited to the first 500 people making advance Jack Daniels tour registrations.

_____ persons @ \$12.50 each
(includes all admissions) \$ _____

TOUR D — Hermitage Tour

WEDNESDAY ONLY, JULY 30, 10:00 AM
AND 2:00 PM, TIME 3½ HOURS

The highlight of this tour is a visit to the Hermitage, the restored home of Andrew Jackson. The Hermitage is a National Historic Landmark with beautiful landscaping and gardens. Tulip Grove, the home of Andrew Jackson Donelson, and the Old Hermitage Church are also included on the tour. This beautiful home is the second most visited Presidential home in the United States. A visit to the Grand Ole Opry House is also included in the tour.

Time of Tour _____

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

TOUR E — Scenic Tour

WEDNESDAY ONLY, JULY 30, 10:00 AM
AND 2:00 PM, TIME 3½ HOURS

This tour emphasizes the cultural aspect of Nashville. Included is a visit to Cheekwood Fine Arts Center and Belle Meade, the Queen of Southern ante-bellum estates, and the Parthenon. You will have a tour of the Ryman Auditorium and see highlights of downtown Nashville. Homes seen on the tour include Tex Ritter, the Governor's Mansion, Minnie Pearl, Webb Pierce, Ronnie Milsap, and Tammy Wynette.

Time of Tour _____

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

TOTAL FEES INCLUDED
ON THIS TOUR
REGISTRATION FORM \$ _____

NOTE: Please list the names of all those in your party on the tours indicated above.

TOUR A _____

TOUR B _____

TOUR C _____

TOUR D _____

TOUR E _____

6)

National Auctioneers Association

1980 Advance Convention Registration Form

Advance registration deadline July 1, 1980. Any and all registrations received after July 1, 1980 will be at the \$60 regular registration rate.

Auctioneer's Name _____
Last First Middle Initial

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

If Spouse or Guest Registering for the
Convention Give Full Name to Appear on Badge _____

Your Address _____

City _____ State _____ Zip _____

All members of family, guests, etc., should be listed if registering for Convention activities. Name listed will be shown on Name Badge. Name badges will serve as convention meeting permits.

Children 12 years and younger — Registration Free when accompanied by adult registrant.

List names of all members, family and guests, to be included in this registration, and give age if 12 years or younger.

1. _____ 2. _____
3. _____ 4. _____
5. _____ 6. _____

Registration Fee(s) Enclosed For:

_____ individuals @ \$45 each for advance registration. Includes registration fees for badges and program, Thursday and Friday luncheons, Friday night Grand Ole Opry performance (first 1500 registrants only), and Saturday night banquet and president's ball.
Total Convention Registration Fees \$ _____

SEND ONLY ONE CHECK FOR ALL REGISTRATION FEES AND TOURS

Enter the total from your tours registration on the back of this convention form.
Tour Registration Fees \$ _____

Enter your golf tournament fee, Ladies Auxiliary membership fee, Youth Activity Program fees.
Golf Tournament Fee \$ _____
Ladies Auxiliary \$ _____
Youth Activities Program \$ _____

Make check payable to the National Auctioneers Association for **ALL** your convention fees and your chosen tours.
Total Amount Enclosed \$ _____

This form registers you only for the NAA Nashville Convention, the form on the back registers you for the pre-convention tours arranged by the 1980 Tennessee Host Association. A separate hotel reservation form in this convention packet should be completed and sent directly to the Opryland Hotel. Any questions about your hotel accommodations should be directed to the Opryland Hotel. Questions about your convention registration should be directed to the NAA office.

The All Important Auction Contract



By John A. Horton
NAA Director

The auction contract is a must for every auctioneer whose business demands that all important agreement between auctioneer and seller. Whatever your type of auctioneering, if you do not have a contract, you are not doing business in the most effective manner possible. The terms of the contract should be stated in plain, fair language to protect you, your business, and your profession. For your client, the contract avoids misunderstanding; you both know what you said because it is in writing.

The auction contract is "the basis" of your joint agreement of what to expect of one another. It is important to keep the contract as simple as possible, but binding. Always include dates, and demand the proper signatures without exception. If you don't have a contract guide, work up a "form contract" that will suit your type of business, and have it ready at all times. If you operate a consignment sale, auction house, or general auction business, your tickets can sometimes be used as contracts. When the auctioneer has the contract properly executed, he or she feels free to plan ahead, to work under the contract terms, to get the sale promoted, and generally conduct a successful sale under the terms of the contract.

Especially in these times of consumer protection your business needs similar protection. It has been my experience to observe that few successful auctioneers can survive for very long as an auction company unless they have a protective contract. However, so much can be said about, and discussed about contracts, that if every item was in the contract, it would be as long as your arm. Who's your best information source to review the details in your contract? Your own attorney; have your lawyer's approval of your contract before you use it with your clients.

Sometimes you need a special contract for a particular type of sale. Here again, the wording must be prepared to say exactly what you mean.

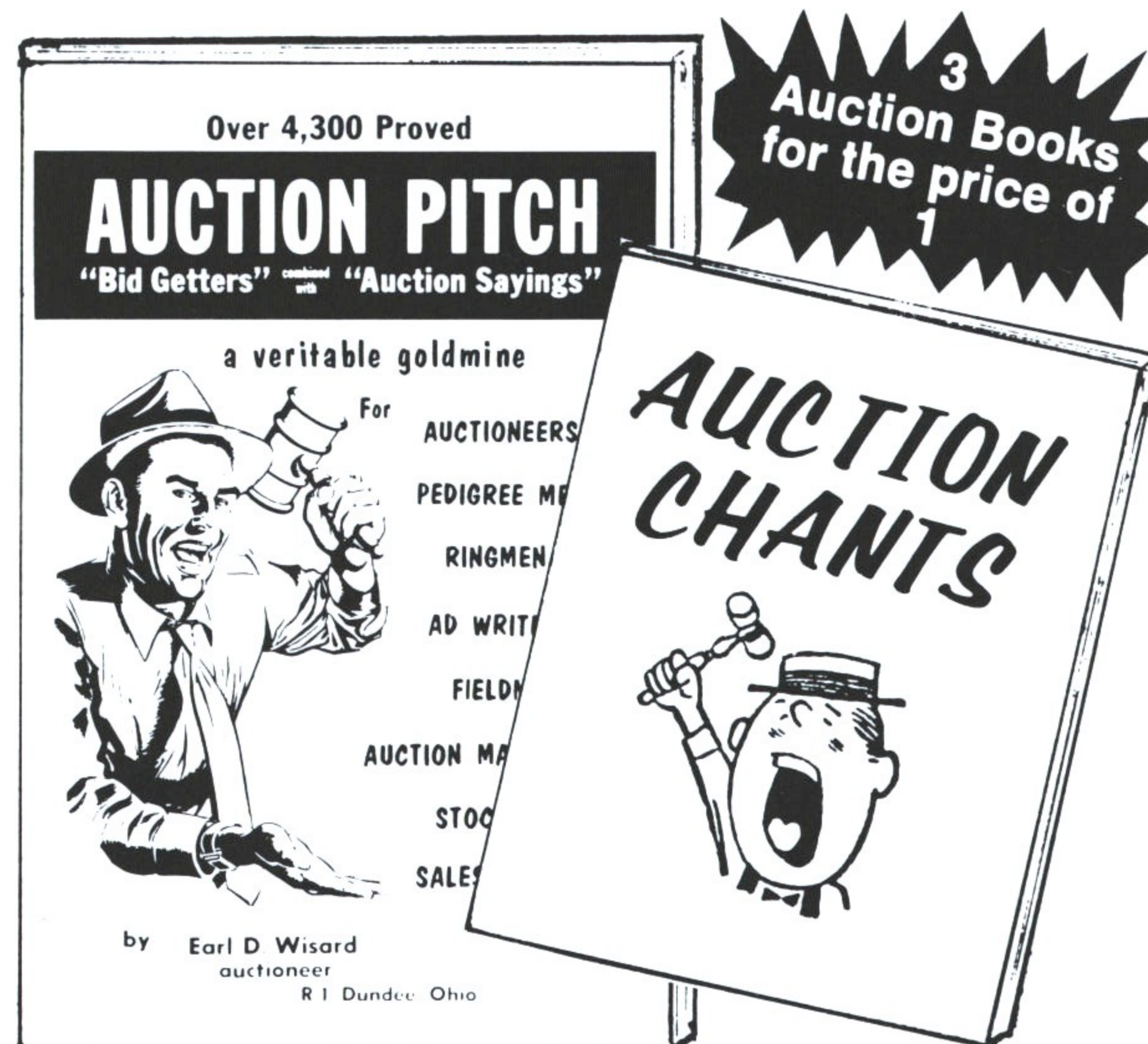
The auctioneer must always be alert to keep from getting trapped — in a contract that you may write, or a contract that you may sign as a client of another business. But remember, your clients are also being cautious, and will respond favorably to a properly written contract. Your contract is a binding agreement, you are the one supplying the document, but it needs that binding touch to show everyone their responsibilities — before, during, and after the sale.

You may have to sell one at auction some day. A complete, on-farm alcohol still is now available which enables farmers to produce fuel alcohol on the farm from their own raw products. The on-farm still sells for \$3,995.

FARM & DAIRY

The Basic Concept of AUCTION PITCH . . .

"The right thing said at the right time in the right way makes people bid," Col. Fred Andrews, noted Ohio and multi-state auctioneer for 65 years.



is a 176 page book loaded with auction sayings, quips, laughs, ribs, banter, bits, etc., mostly one-lines, collected from 100's of auctioneers all over the U.S. and Canada during a 53 year period. AUCTION PITCH IS WRITTEN TO:

- (1) Get More AIDD: Attention, Interest, Desire, Decision.
- (2) Improve your ability to inspire bidding.

Included at no extra charge a 12-page booklet (copyright 1976) entitled "AUCTION CHANTS". The price of AUCTION PITCH is \$12.50 postpaid. Actually, the price includes 3 books: BID GETTERS was \$10.00, AUCTION SAYINGS was \$5.00, Auction CHANTS was \$5.00.

Order from Earl:

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

By-Laws Of The National Auctioneers Association

The following are the By-Laws of the National Auctioneers Association as ratified by the NAA Board of Directors, January 24, 1980.

ARTICLE I — OFFICES

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

ARTICLE II — MEMBERSHIP

1. *Qualification; Election.* Any auctioneer who is of good moral character and recommended by a member or by affiliates through a state organization, shall be eligible for membership in this Association, provided that he affirms, "I solemnly swear (or affirm) that I will faithfully conform to the Articles of Incorporation, By-Laws, and Code of Ethics of the National Auctioneers Association, as the same may be amended from time to time." Members, other than Honorary Members, shall be elected by the Board of Directors, provided that the Board of Directors may delegate its authority to act on membership applications to the President and Executive Vice President.

2. *Classification; Dues; Initiation Fee.*

(a) *Individuals.* Members, other than the Honorary Members, shall be Individual Members. Dues of Individual Members shall be such as are established by the Board of Directors and shall be payable in advance. Dues of Individual Members may be paid by the member or through State or affiliated organizations.

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

3. *Vote.* Individual Members shall be entitled to vote in all meetings of members. Honorary Members shall not be entitled to vote.

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

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

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

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

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

9. *Termination of Membership.*

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

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

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

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

ARTICLE III — DIRECTORS

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

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

3. *Regular Meetings.* There shall be three (3) regular meetings of the Board of Directors, the first to be held immediately after the annual meeting of the members, the second to be held during mid-year and to be known as the Mid-Year Meeting and the third to be immediately preceding the annual meeting of the members. Notice of such regular meetings shall be given at least thirty (30) days prior to such meeting.

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

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

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

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

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

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

10. *Presumption of Assent.* A Director of the corporation who is pres-

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

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

ARTICLE IV — OFFICERS

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

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

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

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

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

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

ARTICLE V — FISCAL YEAR

The fiscal year of the corporation shall end on June 30 of each year hereafter.

ARTICLE VI — WAIVER OF NOTICE

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

ARTICLE VII — CODE OF ETHICS

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

ARTICLE VIII — OFFICIAL PUBLICATION

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

ARTICLE IX — ANNUAL CONVENTION

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

ARTICLE X — AMENDMENT OF BY-LAWS

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

ARTICLE XI — EXEMPT ACTIVITIES

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

ARTICLE XII — COMMITTEES

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

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

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

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

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

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

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

ARTICLE XIII — ORDER OF BUSINESS

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

DEALERS AUCTION

EVERY
WEDNESDAY
10 A.M.

“Truckloads New Merchandise”

At

DOUGLAS COUNTY AUCTION BLDG.

Off I-20 One Mile West - Douglasville, Ga. Hwy 78

404-942-9110

Col. O.J. “Jack” Baggett Ga. Lic #125

20 Truck Loads New Merchandise Sold
Every Wed. - 10 AM till Midnight on!
Friday & Saturday - 8 P.M.

Also Cars — Saturday Night

GA. AUCTION SCHOOL
TERM — FEB. MAY AUG. NOV.

DOUGLASVILLE VARIETY STORE
6648 Broad St. - Douglasville, Ga.

Merit Award Given to THE AUCTIONEER In Lincoln Ad Club Competition

THE AUCTIONEER magazine was recognized with a Merit Award by the Lincoln Advertising Club, Lincoln, Nebraska in the "House Magazines — Internal" category in the club's Advertising Awards contest. Announcement of the award was made at the Ad Club's Awards Banquet, which was held in Lincoln, Nebraska on Saturday, March 15.

THE AUCTIONEER magazine's Managing Editor, Gary Carmichael (Director of Association Services) submitted three issues of the magazine to the Ad Club's panel of judges in February and the judging was performed by a panel of experts who are affiliated with the American Advertising Federation and who are not residents of nor affiliated with any of the clients of members of the Lincoln Ad Club. It was a national panel of judges and persons involved in or affiliated in the advertising business.

THE AUCTIONEER magazine is printed by the Northeast Printers Co., Lincoln, Nebraska.

Members of the National Auctioneers Association can be proud of their magazine and it is the goal



of the NAA board of directors and magazine editor to continually improve on the content and design of the magazine to serve the membership in an educational and beneficial manner.

**Harvey L. McCray, Executive Vice President
and Editor, THE AUCTIONEER Magazine**



For That Antique, Estate or Collector's Auction Be Sure to Use The Weekly **TRI-STATE TRADER**

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Wednesday or postmarked by Tuesday.
Delivered every Monday in primary states

Free Samples Sent to Auctioneers on Request

AUCTION FORMS

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

ALL CLERKING TICKETS - 3 copies 8½" x 11" NCR
12 on or 10 on - not numbered - 250 sets \$22.50, 500
sets \$43.50, 1000 sets \$85.00.

CLERKING TICKETS - 10 on or 12 on - Imprinted your
name, address and telephone number, 250 sets \$50.00,
500 sets \$75.00; 1000 sets \$125.00.

CLERKING TICKETS - 10 on only - Numbered 1 to 1000
100 sets \$18.00, 200 sets \$35.00, 500 sets \$65.00,
1000 sets \$100.00.

CLERKING TICKETS - 10 on only - Numbered 1 to 1000
and imprinted your name, address and telephone number
on each ticket. 250 sets \$60.00, 500 sets \$90.00. 1000
sets \$135.00.

ALL FORMS LISTED UNDER THIS HEADING are 8½"
x 11" sold in pads of 50 each pad at \$1.75 per pad,
10 pads at \$1.40 each, 20 or more pads at \$1.20 each
pad. Not numbered.

CLERKING SHEETS - CASHIER'S STATEMENTS

TERMS OF SALE - CONSIGNMENT CHECK-N

CONTRACT FORMS - PROMOTION SCHEDULE

BUYER'S REGISTRATION - 2 FORMS - 1 with room for
13 names - new form for 20 names.

FORMS LISTED BELOW NUMBERED FROM 1 to 1000
50 sheets each pad, 1000 numbers; 1 pad \$3.15; 10
pads at \$2.55 each, 20 or more pads at \$1.95 each.

CLERKING SHEETS - BUYER'S REGISTRATION

CASHIER'S STATEMENTS - Numbered from 1 to 1000
1000 lots only, \$41.00. Imprinted your name, address
and telephone number and numbered 1 to 1000, 20 pads
lots only \$50.00.

TAGS Cardboard 2½" x 5½" - 3 part perforated, hole
at top, 1000 tags \$9.50, 2000 tags \$18.00, 5000 tags
\$40.00.

TAGS - Form No. EATN-26 - Cardboard 2½" x 5½"
numbered 1 to 1000; 1" numbers; 3 part perforated; hole
at top, 1000 tags \$18.50; 2000 tags \$36.00; 5000 tags
\$85.00.

WIRES FOR TAGS - 12" long -

1000 wires \$9.00 5000 wires\$42.50

TAGS — Sticky Back - Form No. EATSB-35 - 3 part
perforated, with room to write numbers. Need no wires,
Peel off and stick on, 1000 tags \$20.00; 2000 tags
\$38.00; 5000 tags \$90.00.

TAGS - Form No. EATCBN-36 - Sticky Back - 2½" x 5",
no wires needed, peel off and stick on; 1" numbers, 1000
tags \$30.00; 2000 tags \$55.00; 5000 tags \$125.00.

BUYER CARDS - Form BS-20 3¼" x 7" - 1000 cards
\$7.50, 2000 cards \$14.00, 5000 cards \$32.50.

BUYER CARDS - Form No. BCN-30 Numbered from 1
to 1000 - 1000 cards \$15.00, 2000 cards \$29.00, 5000
cards \$75.00.

BUYER CARDS — No. BCND-50, Numbered 1 to 1000
1" display numbers; 1000 cards \$25.00, 2000 cards \$40.00,
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Dear Ladies:

If you have not already made plans for our NAA
convention, please do so right away, because it is
only three months until we will be meeting in Nash-
ville. I am sure each one of you will certainly enjoy
the beautiful Opryland Hotel.

The committees of the Ladies Auxiliary have
many outstanding activities planned for all of us.
I am sure this will be another excellent convention.

Ladies, if you have not joined our Auxiliary,
please do so right away. You may use the member-
ship application included in convention registration
packet in this issue of THE AUCTIONEER.

The Lambright family is looking forward to see-
ing all of you in Nashville.

Mrs. Harvey (Pat) Lambright
Second Vice-President
Ladies Auxiliary to the NAA
LaGrange, Indiana

Dear Ladies:

Ol' Man Winter finally arrived in Tennessee in March. We have had a lovely winter season thus far, and hopefully the cold will not last too long.

We have just returned from the Williamsburg Seminar on Antiques — it was FANTASTIC! I enjoyed it immensely and the planning was both meaningful and constructive. Irene Dudley, Pat Lambright, and I were able to meet with Harvey McCray and discuss our Ladies Program for the July Convention in Nashville. We were able to iron out the wrinkles on some things and final decisions were made on others.

The Ladies of Tennessee are busily at work preparing for the "Great Nashville Convention". We are all excited and hope that you will plan to attend by making early convention registration and hotel reservations. There are many delightful tours of the Nashville area, and Opryland has it all for the young and "the young at heart".

Ladies, we will be delighted to have you in Nashville in July, so make your plans now to come to Music City, USA. Not only does this fabulous city of the South offer you many spectacular opportunities, but the Ladies Auxiliary has a tremendous program planned for you. Remember, though, it takes your presence to make it **GREAT**.

The officers and Directors of the Ladies Auxiliary to the NAA, and all the Ladies of the Tennessee Auxiliary welcome your attendance at our new, special Hospitality and Educational Program on Thursday morning. We have plans for a fun-filled as well as productive morning. Our panel will be directed by auctioneer Sam Furrow of Knoxville, Tennessee.

In the AUCTIONEER magazines between now and the July NAA convention you'll see more information about the Ladies Auxiliary Activities being planned just for you.

**Mrs. Glenda H. Johnson, 1st vice president
Ladies Auxiliary to the NAA
Sevierville, Tennessee**

An Invitation to Join . . .

Ladies Auxiliary to the NAA MEMBERSHIP APPLICATION

Name _____

Address _____

City _____ State _____ Zip _____

Name of husband, father, brother, or son who is an auctioneer and member of the National Auctioneers Association: _____

Do you work with his auction firm? _____

Does your State Auctioneers Association have an auxiliary?

yes; _____ no. _____

If "yes", are you a member? _____ ; What offices have you held in your local auctioneers association? _____

Annual membership dues to the Ladies Auxiliary to the NAA are \$5.00. Make check or money order payable to the Ladies Auxiliary to the NAA and send them to Mrs. Ken Barnicle, Treasurer, 3555 Blueberry Drive, Lakeland, Florida 33803.

Yes, I would like to join the Ladies Auxiliary to the National Auctioneers Association. I agree to abide by its By-Laws and to support its objectives.

Signed _____ Date _____

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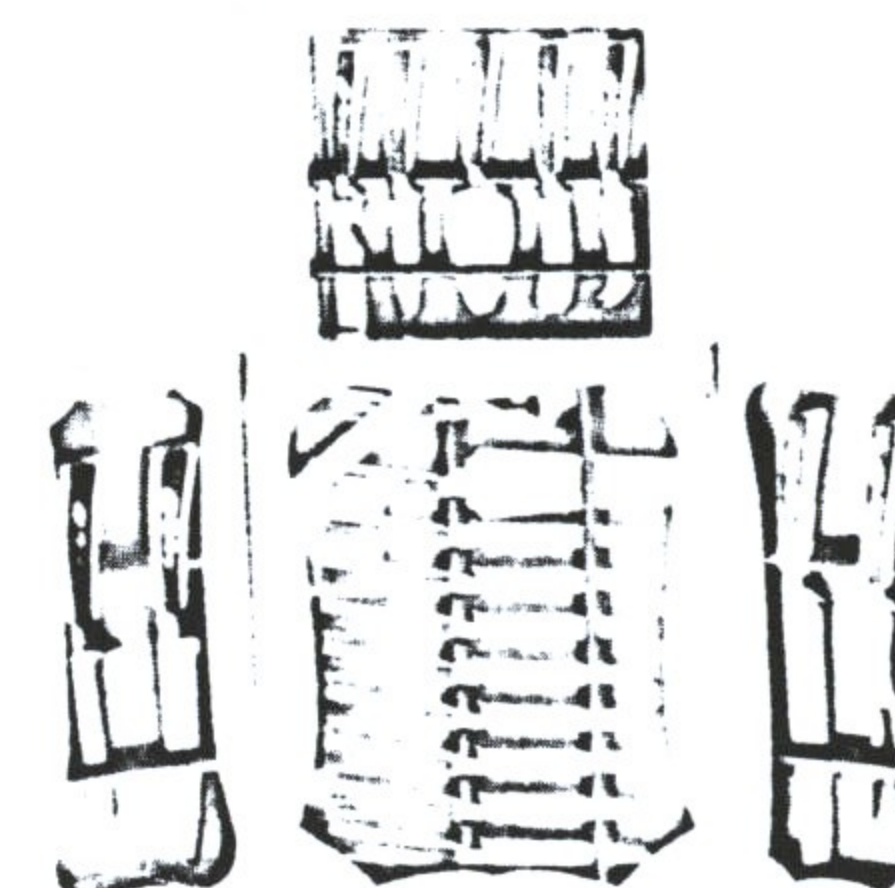
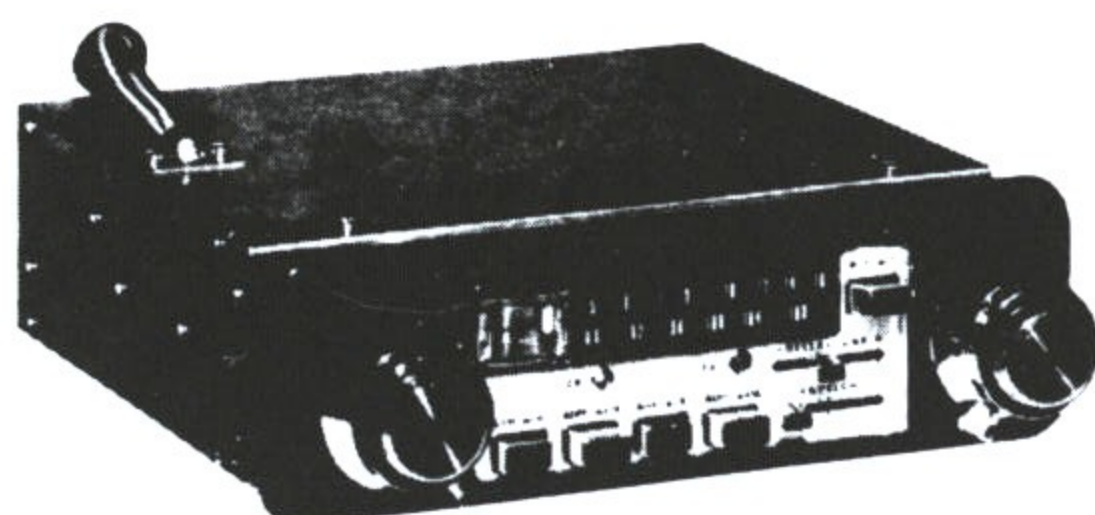
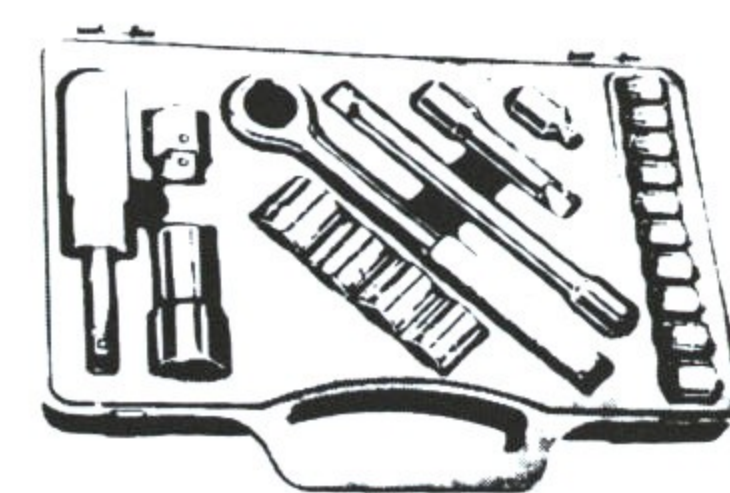
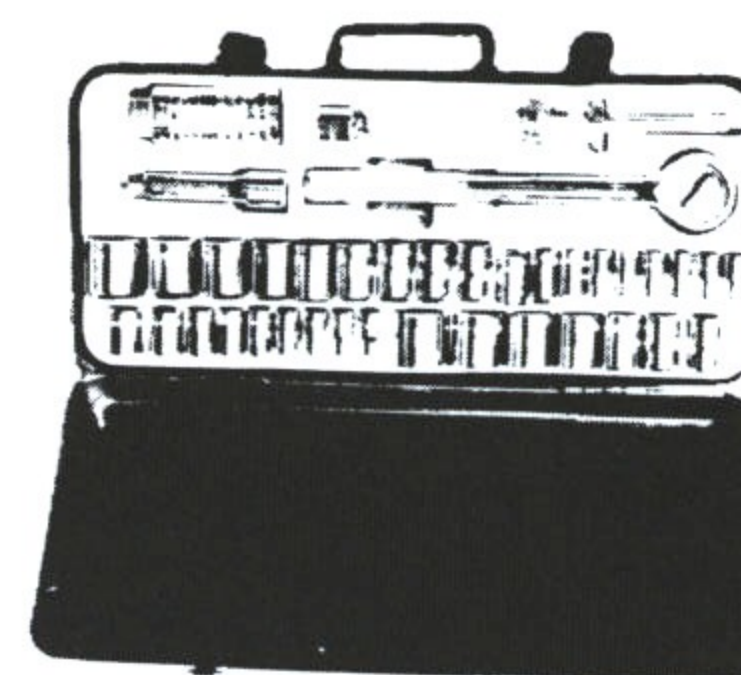
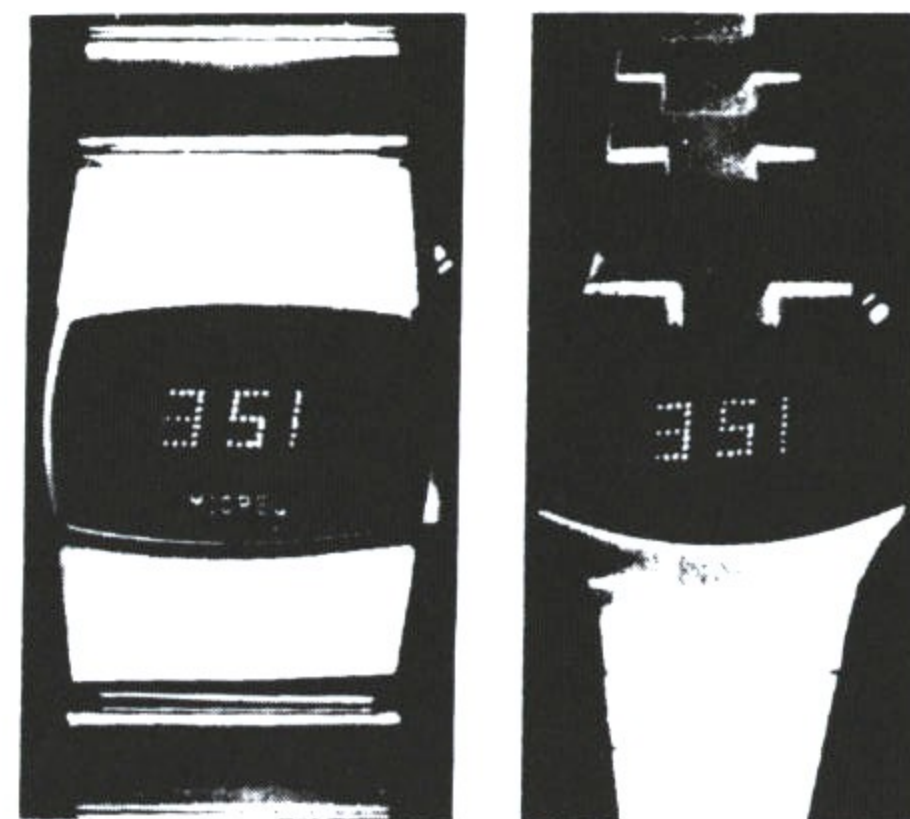
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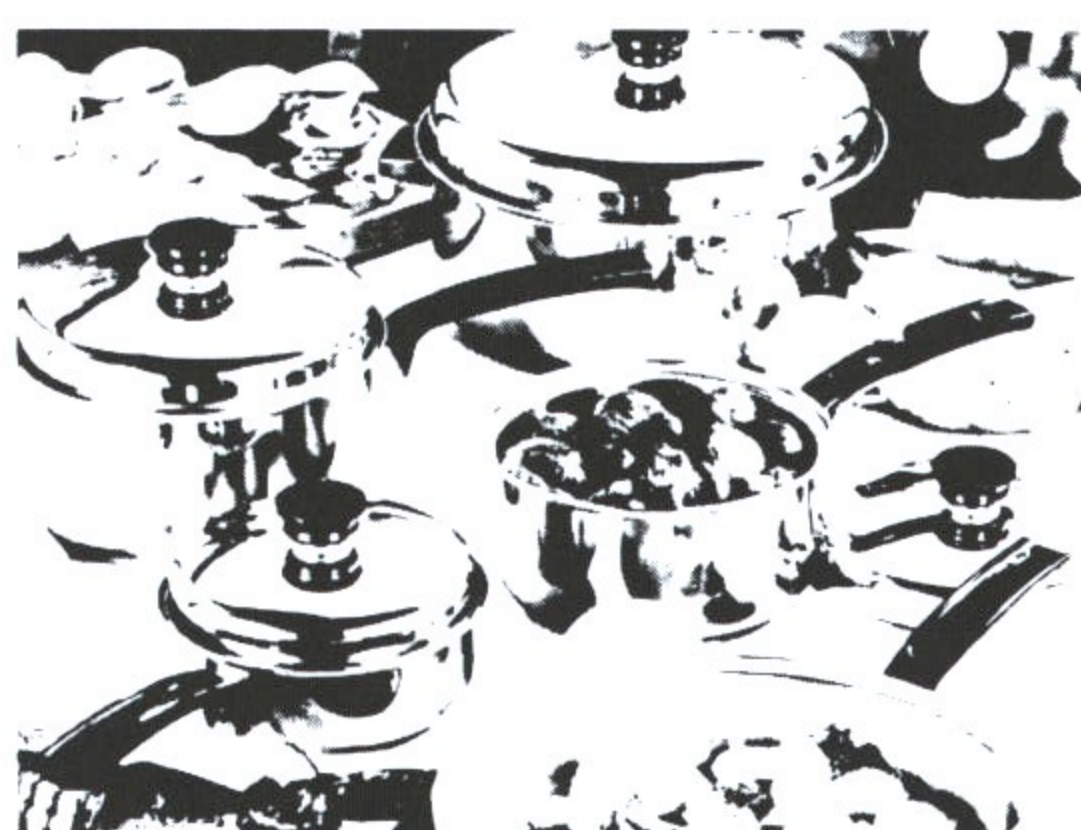
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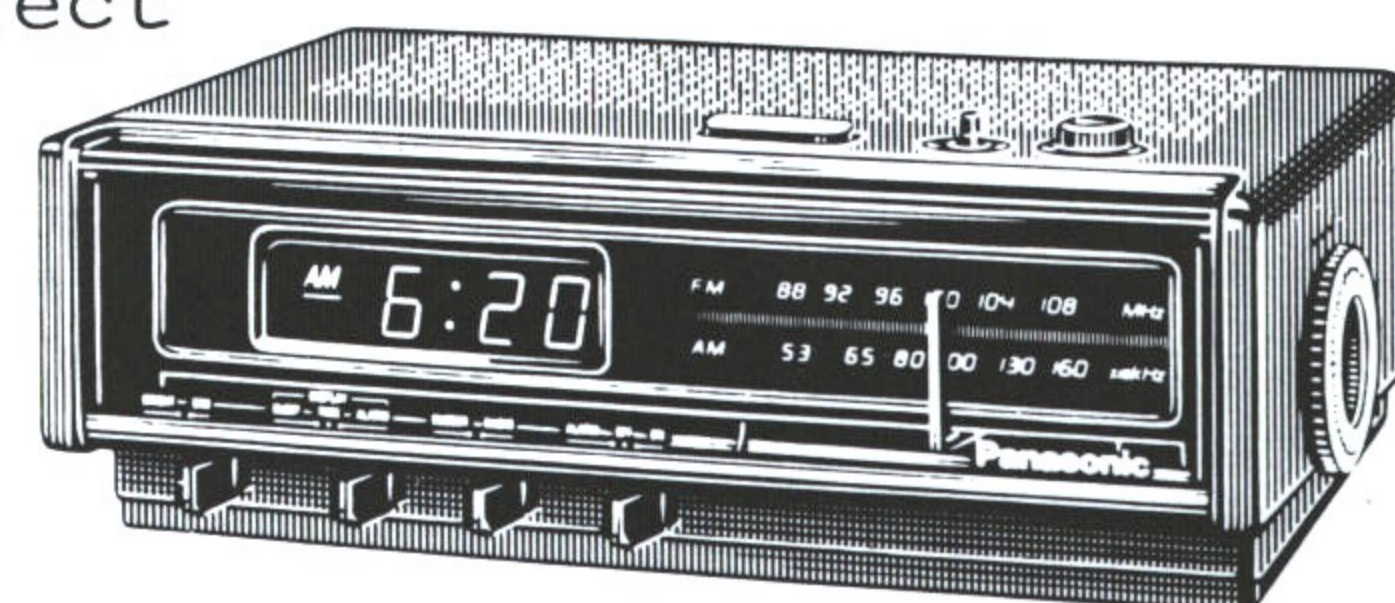


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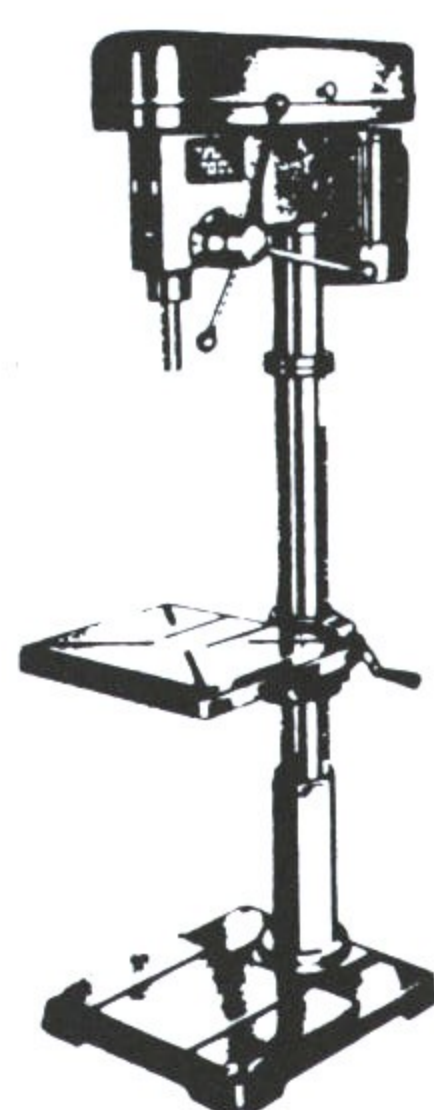


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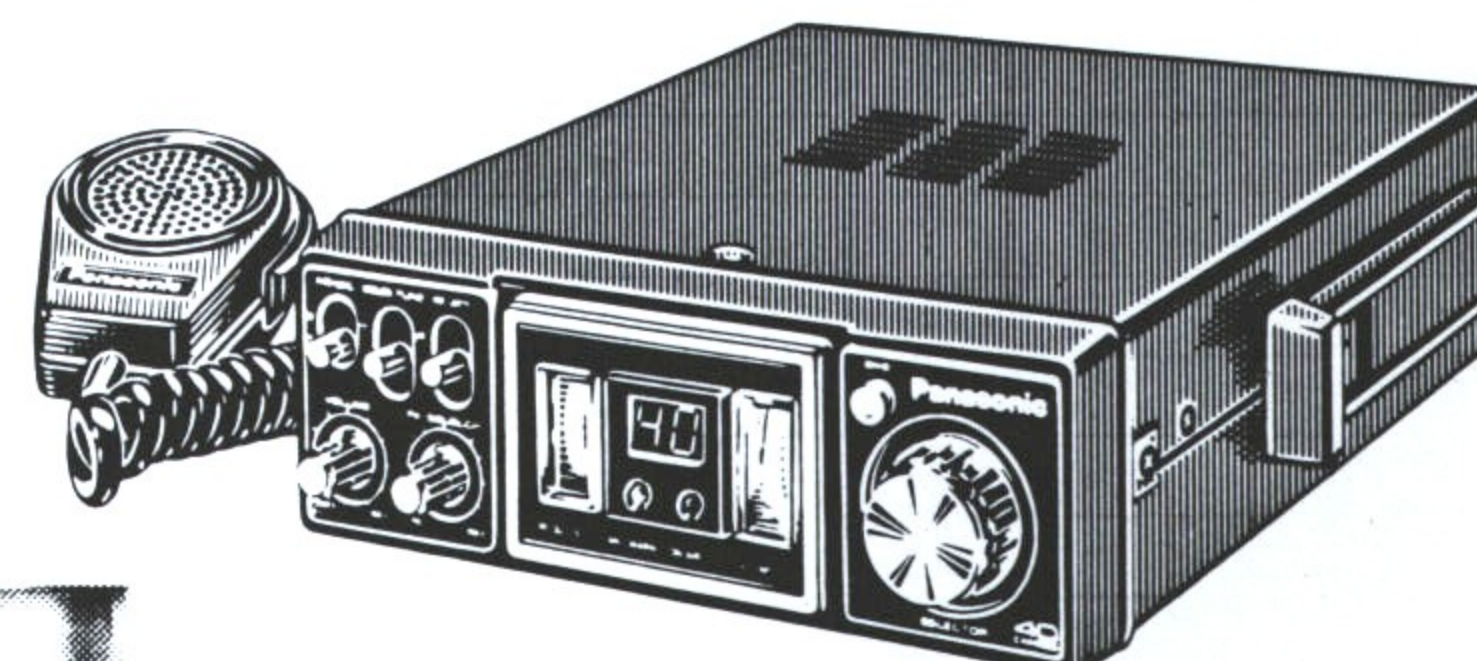
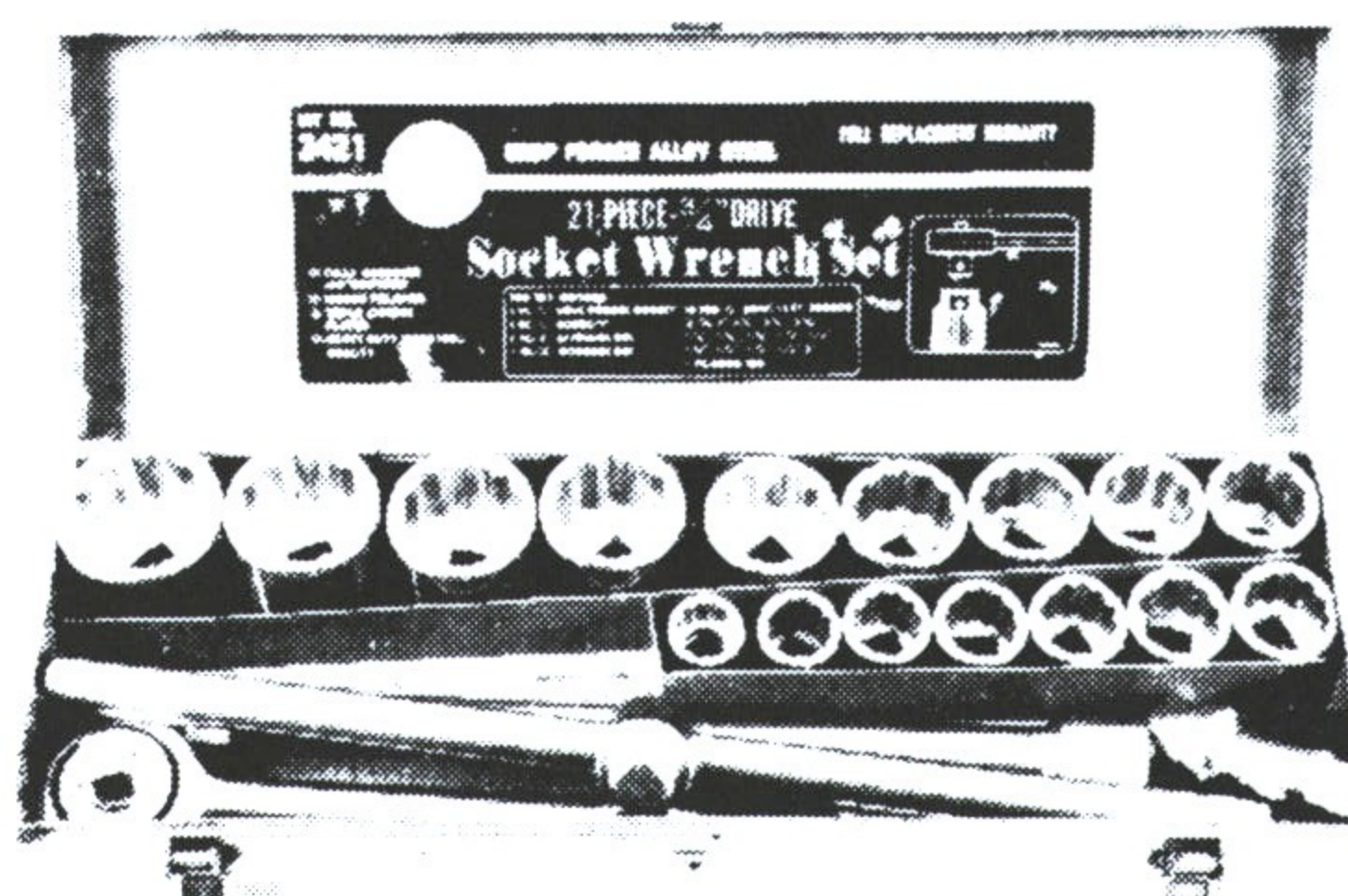
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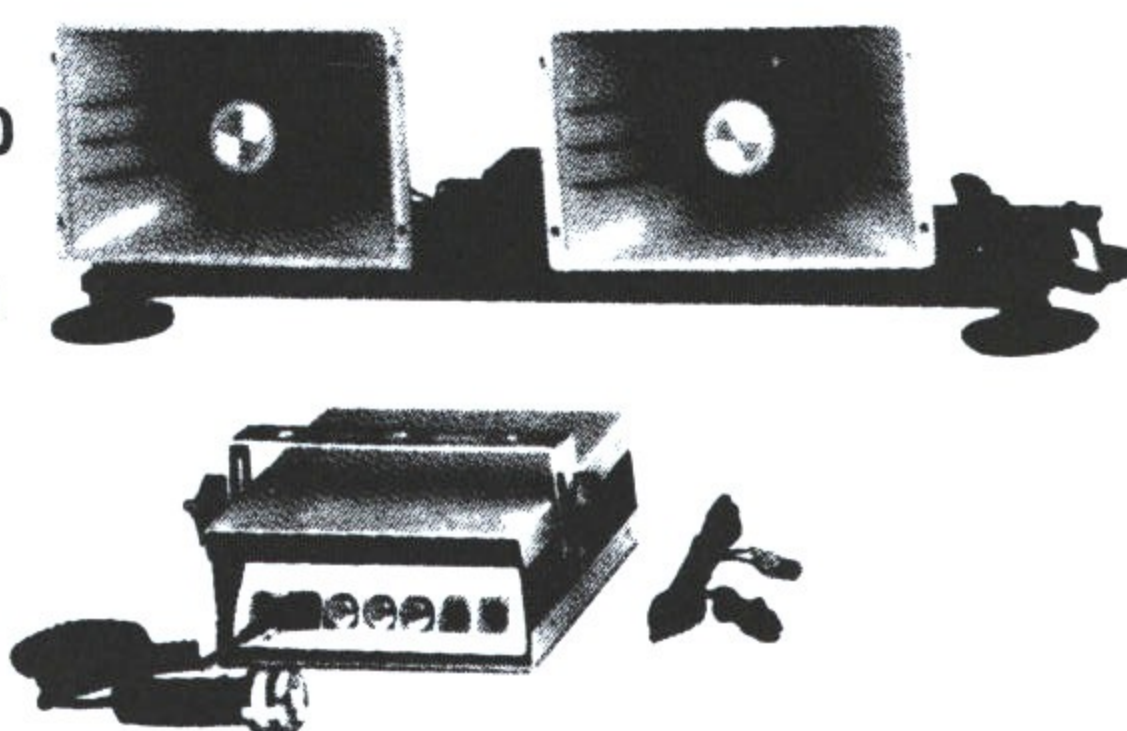
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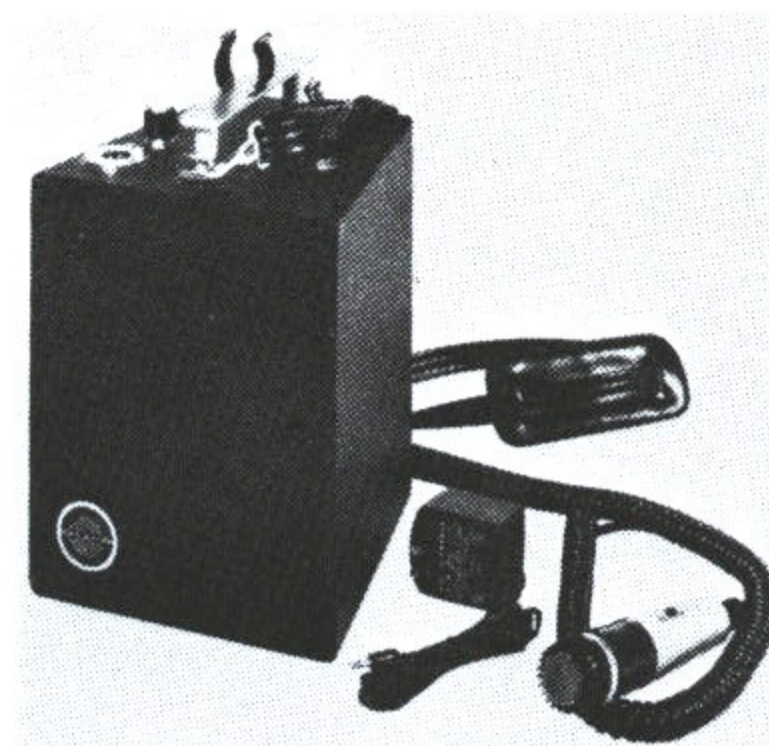
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 John H. Paffel—Cumberland
 Robert Paffel—Cumberland
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 Richard Robertson—Mason
 Thomas Rusch—Oshkosh
 Eldon Schraepfer—Hollandale
 Sam Searcy—Milwaukee
 Danny Sheafor—Richland Center
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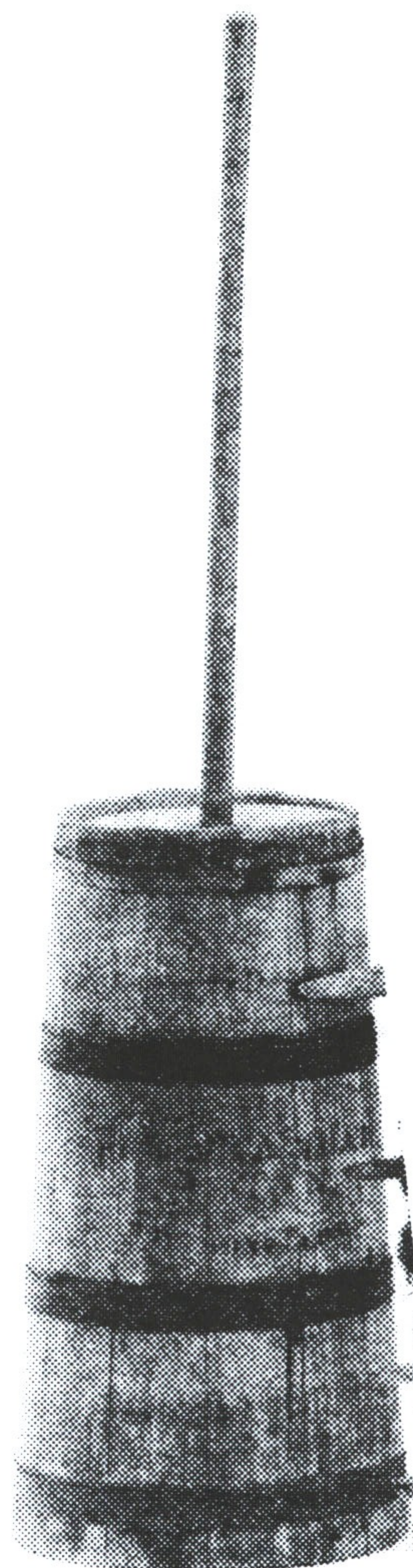
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Dasher Churn

By Dave Kessler,
Member NAA

CHURN COLLECTORS prefer those made from cedar. Various types of wood were used, and churns usually sold for less than \$1.



Making their own butter was a household fact of life for most people who settled in America, and the utensils used in this work have become highly prized collectors' items. Churning the milk to bring it to the form of butter was a real chore, and many devices were developed for accomplishing this task.

Favorite types of butter churns used by Nineteenth Century Americans were the dasher churn, barrel churn, cylinder churn and cradle churn. All of these types are considered to be collectors items today, but the old-fashioned wooden dasher churn seems to be the most highly-prized.

Handles Made Of Maple

These have a long handle which is often made of maple and the dasher from which the name is derived is located at the bottom of this handle. Early examples have a simple cross or X-shaped dasher while later examples have a round dasher with holes drilled through it.

The dasher in some early churns is fastened to the handle with wooden pins while later examples are found to have screw threads for securing the dasher to the handle. Early primitive type dasher churns had woven wood bindings to hold the staves of the churn together while brass bands, and still later wire bindings, became in general use. Most collectors place a higher value on a churn with brass bands.

During the late 1800's, wood dasher churns were advertised for sale in three, four, and six-gallon sizes and they were priced at 60¢, 68¢, 82¢ and 92¢.

Price Goes Up

The women who originally bought those churns for such prices and who used them in the spring-house or maybe the kitchen would now be quite surprised to see them selling for many dollars each. They would also be surprised at seeing them being used as a decorative accessory by the fireplace in the living room.

Although the necessity of churning butter is no longer a part of our life, we can be sure that such churns as those manufactured by Wapakoneta, Bentwood, Union and American Churn Companies will continue to be a part of the American antique market throughout the country.

(Reprinted with permission ACROSS THE ANTIQUES AUCTION by Dave Kessler.)

Antique Exhibition: In Praise of America 1650-1830

An exhibition of seventy-seven exceptionally fine examples of American furniture and decorative arts from the mid-Seventeenth to the the early Nineteenth Centuries, titled "In Praise of America 1650-1830", will span the Washington Birthday and July 4th weekends at the National Gallery of Art, February 17 through July 6.

The objects have been selected to present the best in American design and craftsmanship during this country's first 200 years, and to bring new information in the field to the public.

Airport Auctions?

A study commissioned by the Civil Aeronautics Board recommended that congested airports auction off runway and gate positions to the highest bidders. Under the system, airlines would submit a sealed bid indicating how much they would pay to use the airport during a particular hour of the day. At present, scheduling committees allocate runway capacity.

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Correction

Erroneously published in this AUCTIONEER section in the March issue, B. N. Coats was not the auctioneer who sold the Roebing antique collection, page 43. Veteran NAA auctioneer B. G. Coats handled the sale of the extensive New Jersey antique collection. Our apologies, Mr. Coats.

Large Crowd Attends Connecticut Auction Gallery

Central Village, Connecticut — Active bidders from as far away as California and Texas, as well as from every New England state plus New York and New Jersey, were part of the 400 person crowd at the Robert H. Glass Auction Gallery in this small northeastern Connecticut village on Saturday, February 9. The auction items were a large assortment of antique furniture, an elegant collection of china and glass, 1920's iron and tin toys, and a variety of silver and gold coins.

Starting at 11 am, the active bidding continued steadily for eight hours. Some of the furniture prices included a fancy oak lady's slant-front desk for \$410, a beautiful 49-inch oak rolltop desk for \$1,300, and a gentleman's double-board chest with scrolled mirror for \$450.

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| 4. Sale summary | 12. Appraising |
| 5. Uniform commercial code and auctioneer liability | 13. Land description and surveys |
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The cast iron and tin toys attracted a host of collectors. Some of the prices included a Marx "Main Street Stop & Go", \$250; fine Strauss wind-up "Check-a-Cab," \$280; "Hessmobile" #1021 front-crank touring car, also \$280.

The third phase of the auction, when silver coins were offered, brought favorable results. Over 100, Walking Liberty half-dollars from the 1930s and 1940s, sold in lots of five, brought \$270 per lot. Other prices were \$57.50 for six Franklin half-dollars, and \$215 for a 1902 \$2½ gold piece.

Last Downtown Hotel Sold

Youngstown, Ohio — The furniture and fixtures of the old Youngstown Hotel, the last of only two downtown hotel landmarks, were sold at auction on January 27. The sale was the first major downtown auction since the old Palace Theatre sale in the mid-1960s.

The auction of the Youngstown Hotel's goods took nearly six hours. It began at 11 a.m. when well-known area auctioneer George Roman grabbed his portable speaker and began to quote bids rhythmically. As the hours wore on, George passed the microphone to his sons, George III and Ronald, all NAA auctioneers.

The hotel sale was attended by numerous local residents as well as professional buyers.

But it may have taken an out-of-towner, a native of south New Jersey, to put the auction in its proper perspective.

"I dig old hotels. In its heyday, this must've been a swinging place," Eric Zimmerman, a music student at YSU, said.

But now?

"Now, I think the hotel gives you a pretty good idea of what everything is coming to." Despite this, he was pleased with purchases, two refrigerators and a fan. And for \$20, "I think that's a good deal."

(Reprinted with permission from THE YOUNGSTOWN VINDICATOR, Youngstown, Ohio.)

It could be an important feature of the real estate. In 1980, an estimated six million American households will begin new back yard gardens or participate in community food gardens, bringing the total to 37 million gardening households in the country.

FARM & DAIRY

You may have to sell one at auction someday. More and more farms and ranches are installing \$800 to \$5,000 small business computers. The trend is popular enough that state university farm management departments are writing computer programs for ranch and farm use.

HIGH PLAINS JOURNAL

THE AUCTIONEER

Auction Part of \$18,000 Benefit



BEARD TO GO as NAA auctioneer Bob Bloomer prepares to sell a shaving at Downs, Kansas benefit auction.

The community of Downs, Kansas set out to raise money for an electric wheelchair and special van, and that's exactly what it did. NAA auctioneers Bob Bloomer and Bob Thummel plus other area auctioneers were part of an auction/soup supper benefit, December 1, 1979, for Stan Albrecht who was paralyzed because of a diving accident. When the evening auction had ended, over \$18,000 had been raised.

Along with the variety of items donated by stores and individuals throughout the area, items were sold which had been donated by the Denver Broncos, Dallas Cowboys, Kansas City Royals, Kansas Senator Bob Dole, the Grand Ole Opry, and more. Local contributions ranged from young people selling hours of work time, to a locally famous beard being shaved for \$360.

Over 1,000 people attended the benefit, the funds of which were matched by an aid association for a total of \$30,000.

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State Association Conventions — NAA Officer or Director Representative Requests

Convention Dates	State Association	Hotel or Motel and City	Convention Chairman or NAA Officer or Director Request Made By	NAA Officer or Director Representative
April 25-26	Arkansas	West Memphis	A. J. Appling, Sr.	Martin Higgenbotham
April 27	Iowa	Des Moines		no request
May 4	Nebraska	Holiday Inn Ogallala	Harold Kraupie	C. E. Cumberlin
May 3-4	Missouri	Osage Beach	Doran Livingston	Harvey L. McCray
May 3-4	Oklahoma	Oklahoma City	Paul Wells	Bill Gaule
May 17-18	South Carolina	Sheraton Palmetto Inn Greenville		C. E. Cumberlin
May 19-20	Kansas	Hilton Inn Wichita	Real Estate at Auction Seminar — Rex Newcom	
June 1-2	Georgia	Downtown Motor Inn Albany	Pete DeSantis, Jr.	no request
June 12-13	Wisconsin		Victor Voigt	Howard Buckles
June 13-14-15	South Dakota			Archie D. Moody
June 14-15	Ohio	Mariott Inn Columbus		no request
June 16-17	Tennessee	Hilton Inn Nashville		no request
July 30-August 2	NAA Convention	Opryland Hotel, Nashville, Tennessee.		
November 2-3	New York	Marriott Inn Syracuse		Archie Moody
January 10-12, 1981	Ohio	Marriott Inn Columbus		no request
January 20-21, 1981	Minnesota	Quadna Mountain Lodge Hill City	Steve Reinhardt	no request

Representatives of State Associations have offered the above dates, places and facilities of State Association conventions and/or annual meetings. Added to the information is the name of the NAA officer or director who has been requested by the State Association to attend as the official NAA representative. All NAA officer or director requests have been coordinated through the NAA office and if any of the above information is not correct, please contact Executive Director Harvey L. McCray at the NAA Office.

If you have any questions about State Association conventions or meetings, contact the State Association, *not* the NAA office. All the meeting information submitted to the NAA office is included above.



MISSOURI AUCTION SCHOOL, February class. Instructors and staff seated front row, second from the left: secretary Dorothy McGlothlin, instructor Dean Cates, secretary Judy Klepac, instructor Chuck Cumberlin, president Dick Dewees, and instructors Daryl Ball, Dale Vaughn, Gary Ryther, Susan Stuke, and Bing Carter. Instructors not pictured: Verlin Green, Bill Morgan CAI, Robert M. Purington, Wayne Allen, and John Wood.

State Association Reports

NDAA Simultaneous Benefit Auctions Held Statewide

Bowman, North Dakota — Back in 1977 the North Dakota Auctioneers Association began discussing the merits of conducting simultaneous auctions across the state for the local chapters of the North Dakota Association for Retarded Citizens. In November, 1979 the auctions happened. Of the 14 chapters of the NDARC, Fargo, Grand Forks, Dickinson and the Little Missouri chapter in Bowman all had auctions, with a fifth one held in Hebron, North Dakota, co-sponsored by the Hebron Jaycees.

Most successful of the series was the Bowman auction. The idea for the combination NDAA/ARC sponsored events was a direct result of the Little Missouri ARC benefit auction held in Bowman for 8 or 9 previous years. This year the ARC fed 325 people supper, and gathered enough merchandise to keep the auctioneers busy for 4 hours, selling 390 lots in a rapid succession.

NDAA and NAA auctioneers Earl Penfield, Bob Osendorf and Bob Penfield assisted in the Bowman auction. The Dickinson auction was conducted by Tony Krance and Sid Stromme. Fargo resident auctioneer Dick Keil conducted the ARC benefit auction in that city.

The three ARC chapters that had their first sale this year explained, that now they know how the auction works, they were already looking forward to a better auction in 1980.

A pair of energetic auctioneers in Hebron, North Dakota, wanted to help with the fund raising project, but they didn't have a local ARC chapter in their area. The brothers Harnisch went to the Hebron Jaycees with the auction plan, and it was accepted. Eberhard Harnisch, being a JC member, was appointed chairman of the Hebron event.

Bob Penfield, NDAA chairman for the statewide auctions, stated that he was very pleased with the Association's effort and with all the local auctioneers who made it happen in their area. A total of \$10,660.00 was raised in the 5 auctions, for an average of over \$2132 per sale. All of the funds will be used by the local ARC board in each chapter that had an auction.

At the February 1980 North Dakota Auctioneers Association convention in Bismarck, all the proceeds of the fun auction and the auctioneers contest were presented to the North Dakota Association for Retarded Citizens to help with operational costs and educational programs.

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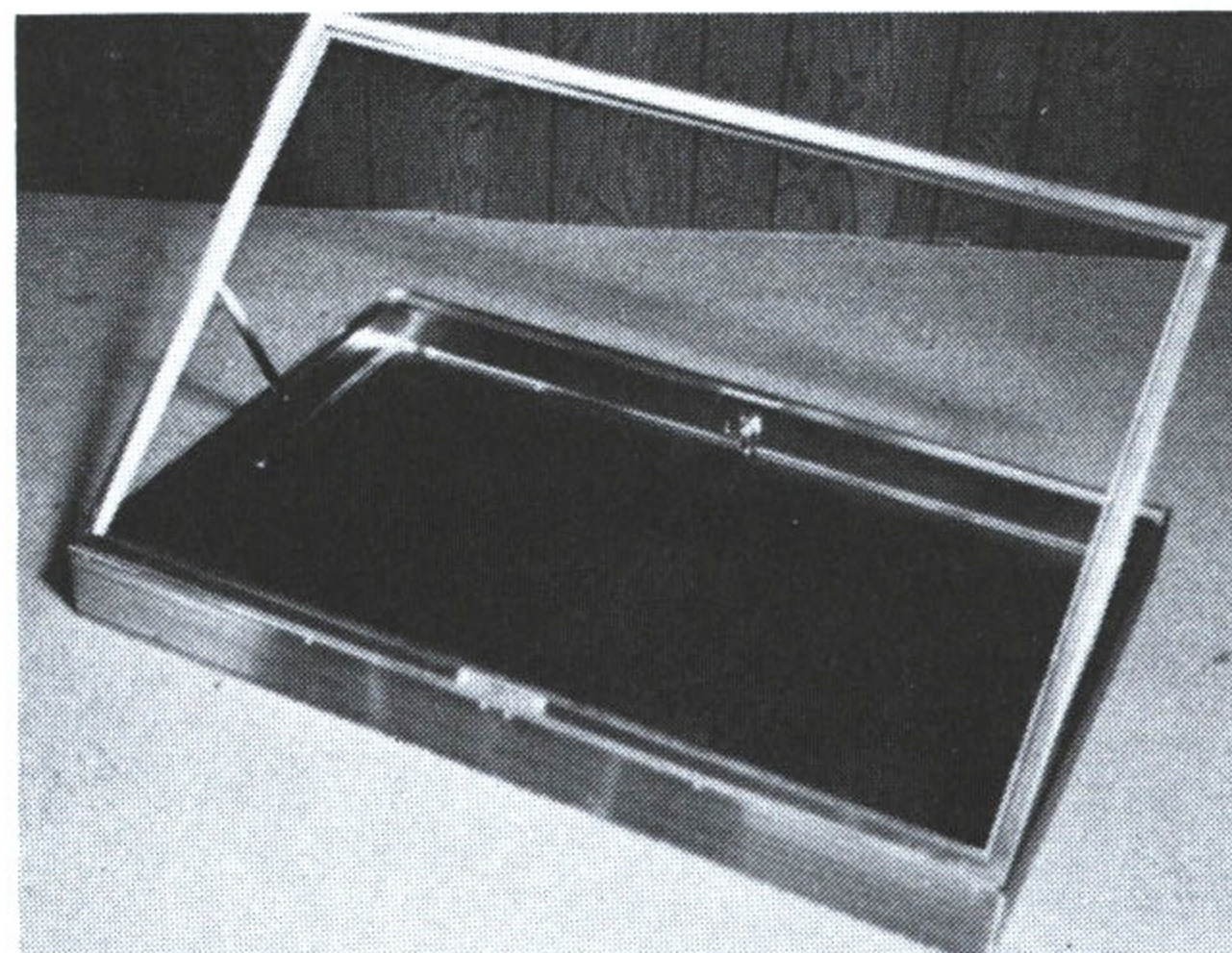
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New Jersey State Society of Auctioneers Holds First Annual Convention

The New Jersey State Society of Auctioneers held its first statewide convention, Saturday, February 2, 1980 in Somerset, New Jersey. Donald Castner, CAI, and Pamela Moore Epstein were co-chairpersons of the day long meeting. Informative seminars, auctioneer-of-the-year award luncheon, the annual meeting, the convention banquet, and fun auction, were attended by 75 NJSSA auctioneers and guests.

Ben Steltzer, Director of the Career Institute and a member of the New Jersey Board of Realtors, opened the morning session, discussing the status of the present New Jersey real estate market. Mr. Steltzer indicated that selling real estate by the auction method would be a big field in the 80's and recommended that auctioneers study now to pass the examination for a real estate license.

"What happened to the Penny Postcard and How Valuable is It" was the topic of a slide presentation by Albert Van Dyke, Assistant Superintendent, Sullivan County BOCES, Liberty, New York. Many interesting cards and their value were discussed, to make auctioneers more aware of the value of those boxes of postcards that inevitably show up at estate sales. The luncheon break was a recognition of past presidents, and presentation of the auction-of-the-year award, with B. G. Coats presiding. J. Edward Scott of Williamstown, New Jersey was named 1980



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NJSSA AUCTIONEER OF THE YEAR, J. Edward Scott, receives plaque from last year's winner B. G. Coats who also gave the OATH OF OFFICE to the incoming NJSSA officers.



OUTGOING PRESIDENT Jerry Krawitz, left, presents gavel to newly elected NJSSA president James Fawcett.



NJSSA Auctioneer of the Year, for his outstanding service and contributions for the betterment of the New Jersey State Society of Auctioneers.

Gemologist, Arthur Groom opened the afternoon session with a talk about diamonds and precious stones. Many diamonds and other precious stones were passed around the room for examination, discussion and valuation. Some were valued at nearly \$35,000.

"Does your attorney understand auctions" was the presentation of attorney John Knox, who is familiar with auction sales and the New Jersey laws which govern them.

The afternoon seminars were concluded with questions and answers to a panel of auction experts made up of NJSSA past presidents with Don Castner moderating. Auctioneers received answers to questions about reserve bids, absentee order bids, consignments, how to deal with combines, and more.

James E. Fawcett of Dumont, New Jersey was elected President of the New Jersey State Society of Auctioneers at the annual meeting. Other officers elected were: vice president Victor Sabatino, treasurer Malcolm Spaulding, and secretary Jo-Ann Fawcett. Arthur A. Williams was elected to a three year term as director and was also appointed editor of the "Auction Bill," the official publication of the NJSSA. Richard P. Allen and past president Krawitz were also elected to three year director terms.

Hugh Parker, past president of the New York State Auctioneers Association, was the guest speaker at the convention banquet. Although Hugh claims to be "just a country auctioneer" he gave us a humorous, but thought provoking presentation. The fun auction directed by Pamela Moore Epstein was a huge success, both socially and financially. Many donated gifts were sold including weekends for two at resort hotels.

In closing remarks at this first NJSSA statewide convention, outgoing president Jerome Krawitz, CAI, was thanked for his outstanding job as president during his term in office. Jack Sartor was also thanked for his successful term as NJSSA secretary and editor of THE AUCTION BILL. Convention co-chairpersons, Don Castner and Pamela Moore Epstein were congratulated on a "job well done".

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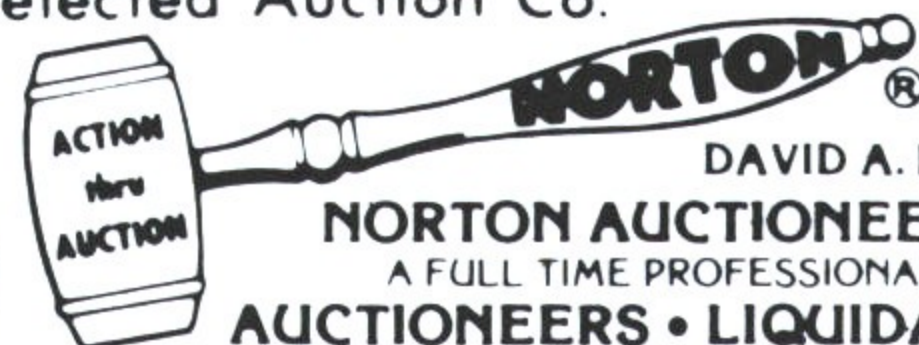
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Minnesota Holds Largest Convention

The 31st annual Minnesota State Auctioneers Association Convention was held January 19-21 in St. Cloud, Minnesota. There was a special "early bird" get-together on Saturday evening, when 40 conventioners attended the Stearns County Theatre, followed by dinner.

The convention was officially called to order by President Duane Benoit, on Sunday, January 20, at 1 pm. The colors were presented by the Stearns Historical Society and a Welcome was given by St. Cloud's mayor, Al Loehr. MSAA members Wally Laumeyer and Wayne Ediger gave a report on the NAA convention that was held July, 1979 at Denver, Colorado. Mr. Greg Rolek gave an informative talk on "Positive Thinking".

Auctioneer Wayne Wagner chaired the National Livestock Program where Jerry Nevins, chairman of the World's Livestock Auctioneer Contest explained how the contest is organized, and gave a slide presentation. Livestock market owners Steve Kampa and Wayne Pike, told of their experiences in the contest, and also demonstrated their livestock auctioneering abilities. Wayne Ediger and Marcel Reisch, also livestock market owners, joined the discussion.

After the grand banquet, MSAA conventioners were entertained by a magic show and music. The highlight of the evening was the fun auction, under the direction of Pat Ediger, which netted the associa-



MSAA OFFICERS and directors for 1980, from left, directors Bill Pinske, Lowell Gilbertson, Marlin Krupp, Gayle Hanson, past president Duane Benoit, vice president Don Fitzner, president Steve Reinhardt, secretary-treasurer Eileen Reisch, directors Marcel Reisch, Harold Stafford, and Pat Ediger. Not pictured are directors Terry Marguth and Wayne Wagner.

tion \$2,153.50 for the treasury.

On Monday, January 21, the convention was called back to order by president Benoit at 9 am. Wayne Ediger chaired the Bid Calling seminar, assisted by NAA president Chuck Cumberlin and Gordon Taylor owner of the Reisch World Wide College of Auctioneering, Mason City, Iowa. Course II candidates, Steve and Carol Reinhardt, Wally Laumeyer, and Gayle Hanson, gave a report on the CAI.

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Panel discussions were held on auction law, selling real estate, and selling antiques.

At the 3 pm business meeting Steve Reinhardt was elected president. Also elected were vice-president Don Fitzner, and directors whose term expires in 1983, Marcel Reisch, Harold Stafford and Gayle Hanson. Eileen Reisch of Luverne was hired as secretary-treasurer and will work with outgoing secretary Sharon K. Henry this year.

During the auctioneers' business meeting the spouses were meeting to form an MSAA Auctioneers Auxiliary. Char Benoit was elected president, along with Georgia Ediger, vice-president, Marie Ewert as secretary-treasurer, Joyce Mulder and Gloria Whiting as three year directors. Mavis Swenson and Debbie Ediger were elected as two year directors, and Carolyn Marguth and Cheryl Christian as one year directors.

The President's Banquet was held at 6 pm with John Gagliardi as guest speaker. The Advertising Contest awards were presented at that time. The convention was the largest ever held by the MSAA, with 110 auctioneers attending.

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PAA Convention Highlights

The annual convention of the Pennsylvania Auctioneers Association was held Friday and Saturday, January 25-26 at Harrisburg, Pennsylvania.

Registration and committee meetings were held on Friday morning, and the convention opened at 1:30 pm. Opening remarks were made by President Larry Reed, and the first speaker was Richard A. Doran discussing advertising and public relations as applied to auctioneers. At 3 pm a bid calling seminar was conducted by NAA director Bob Musser of Cody, Wyoming.

Following a recess for dinner, James Wilson, of Hot Springs, Arkansas, spoke on identifying and merchandising antiques at auction. He has a large business in antiques and displayed some catalogues and brochures showing art glass and furniture which he has sold.

The fun auction is an annual feature of the PAA convention. Many valuable and interesting items were donated and some were sold and resold several times, in the spirit of fun and generosity. \$1,263.00 was realized for the Association.

The Saturday session opened at 9 am with remarks by the President, followed by NAA director William Gaule of Chatham, Illinois. His subject was selling real estate at auction; and one interesting feature was his unique method which sold 15 parcels of land, owned by 15 different owners, in a high school auditorium, using pictures and plot plans displayed in the room.

All the member auctioneers present gathered for a group picture before lunch. Following the luncheon, Bob Musser spoke about the NAA's activities and plans for the future.

At 2 pm Saturday the business meeting was held. Reports from the various chapters and of committees were given. New and old business was discussed. New officers chosen were president Harry Anderson, vice president Elmer Murry, and secretary-treasurer Clay C. Hess.

A banquet followed at 6 pm, with presentations after the meal. Plaques were presented to winners of the advertising contest.

The banquet speaker was Al Meltzer, a sports and newscaster at WCAU in Philadelphia. Entertainment for the evening was Terry Stokes, hypnotist. He hypnotized a dozen volunteers from the audience, and was able to use a number of them to demonstrate his various abilities.

A small businessman from the old country kept his accounts payable in a cigar box, his accounts receivable on a spindle, and his cash in the cash register.

"I don't see how you can run your business this way. How do you know what your profits are?"

"Son," replied the businessman, "when I got off the boat, I had only the pants I was wearing. Today your brother is a doctor, and you're an accountant. I have a car, a home, and a good business. Everything is paid for. So you add it all up, subtract the pants, and there's your profit."

Vermont and New Hampshire Auctioneers Meet

A joint meeting of the members of the Vermont Auctioneers Association and New Hampshire Auctioneers Association was held January 27 in Plainfield, New Hampshire. Site of the meeting was the auction gallery owned by Bill Smith, Vice President of the NHAA.

John Grenda, member of the regulatory department of the Alcohol, Tobacco and Firearms Division of the US Treasury Department spoke on firearms regulations relating to auctioneers. Mr. Grenda explained that firearms made before 1898 might be sold without regulation; ammunition may be sold



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AUCTIONEERS:

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

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

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

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

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without regulation; if an auctioneer does sell modern guns, for which ammunition is readily obtainable, he may sell them to a resident of the state in which the auction is held. Furthermore, out of state buyers must be licensed firearms dealers. If an auctioneer is a frequent seller of firearms, John Grenda suggested that the auctioneer get a federal license, but let the department make the determination on this.

The two auctioneer associations met in separate rooms to conduct their business, then joined together for the talk of Mr. Grenda. A fine buffet was enjoyed by all.

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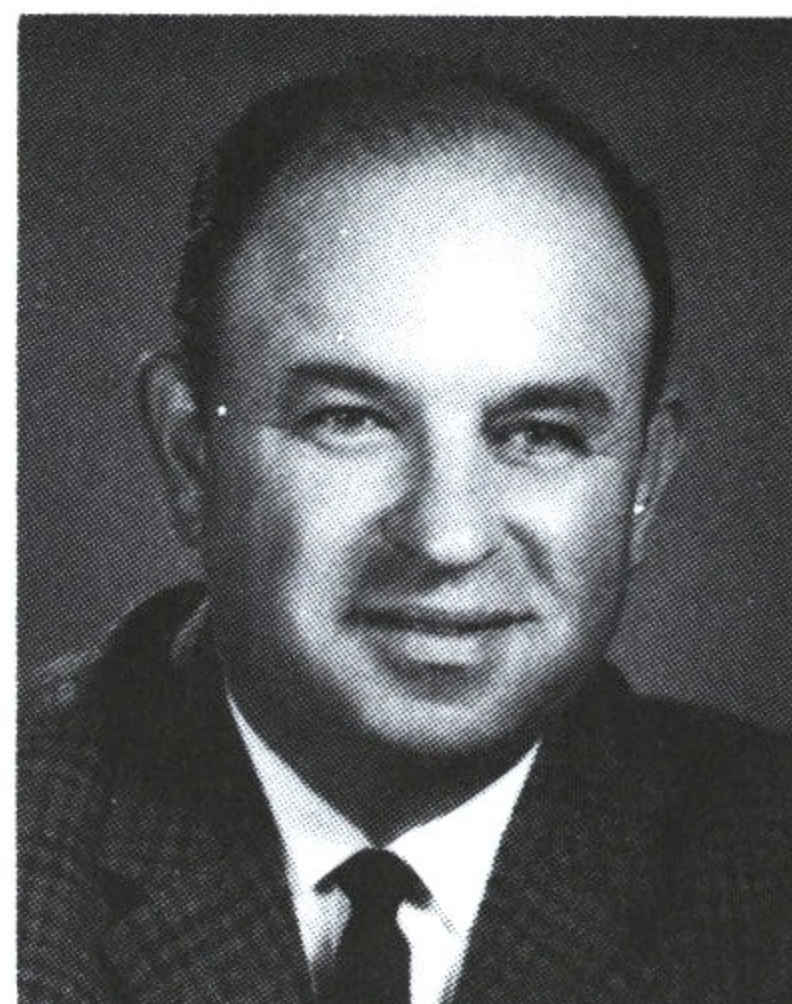
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FIREARMS SPECIALIST addressed a joint meeting of the New Hampshire and Vermont Auctioneer Associations. From left, Bonnie Reamon, who introduced the speaker, John Grenda, of the US Treasury Department's Alcohol, Tobacco and Firearms Division. To the left of the speaker are Vermont Association president Walter Flatow and New Hampshire Association president George Foster, III.



OAA PRESIDENT
Frank Weade

OAA Officers Elected

The annual meeting of the Ohio Auctioneers Association was held January 19-21 in Columbus, Ohio. Newly elected officers were Frank Weade, president, Terry Logsdon, 1st vice president, Herb Demarie, 2nd vice president, Byron Dilgard, secretary-treasurer, and directors, Berman Ross, southwest, Tom Baier, northeast, Ross Smith, northwest.

Hubert Songer, secretary of Tennessee Auctioneers Association and chairman of 1980 National Auctioneers Association Convention in Nashville was the honored guest on Saturday evening. \$400 was raised in the convention fun auction which is always a big event for the attending auctioneers and guests.

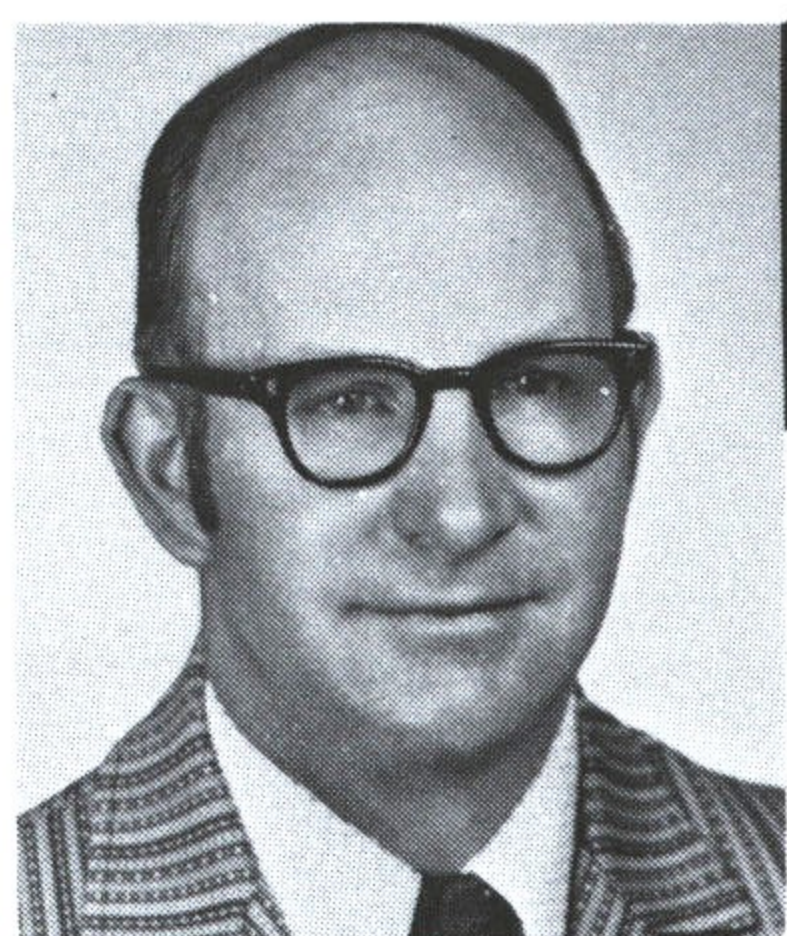
Charles Boyles, farm manager of the Eastern Ohio Resources Development Center at Belle Valley, was the speaker after the Sunday noon banquet. He gave a very humorous talk on what this country means to him. Hubert Songer presented a program, complete with movies and slides on the plans for

the NAA Nashville convention July 30-August 2.

The seminar on Monday was attended by 108 auctioneers. The scheduled program was very well presented with Hugh Miller on real estate at auction, Bernie Johnson on sales tax, and Larry Reed of Pennsylvania on estate sales. The convention and seminar was one of the largest and best attended OAA functions to date.

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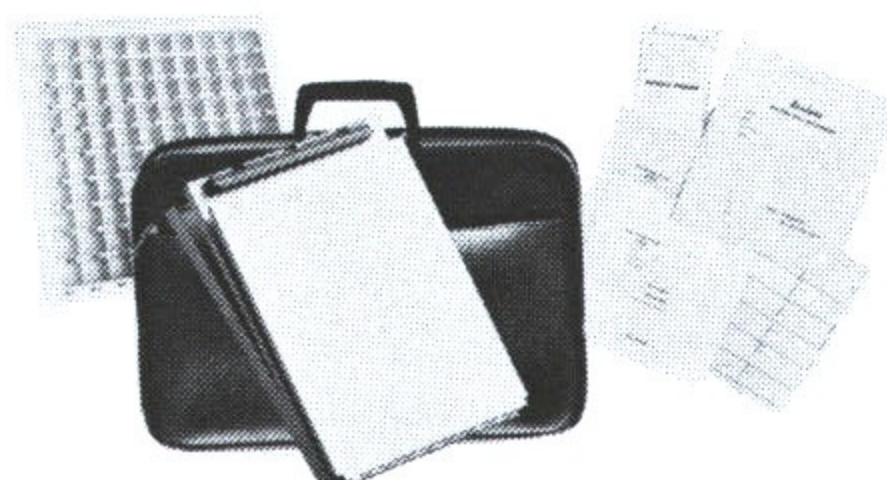
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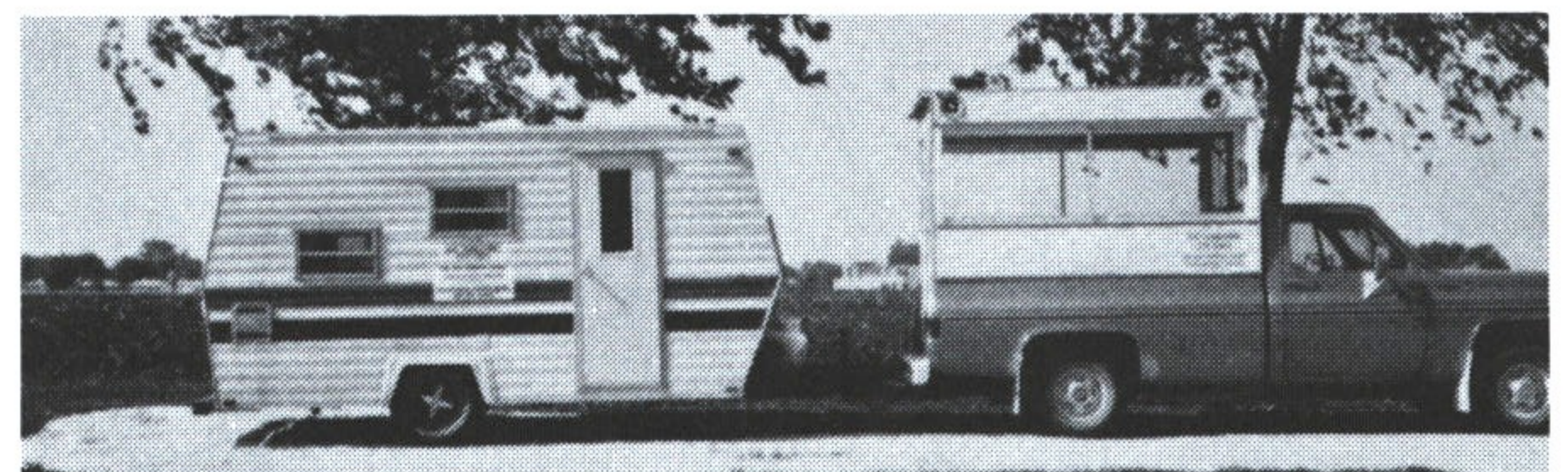
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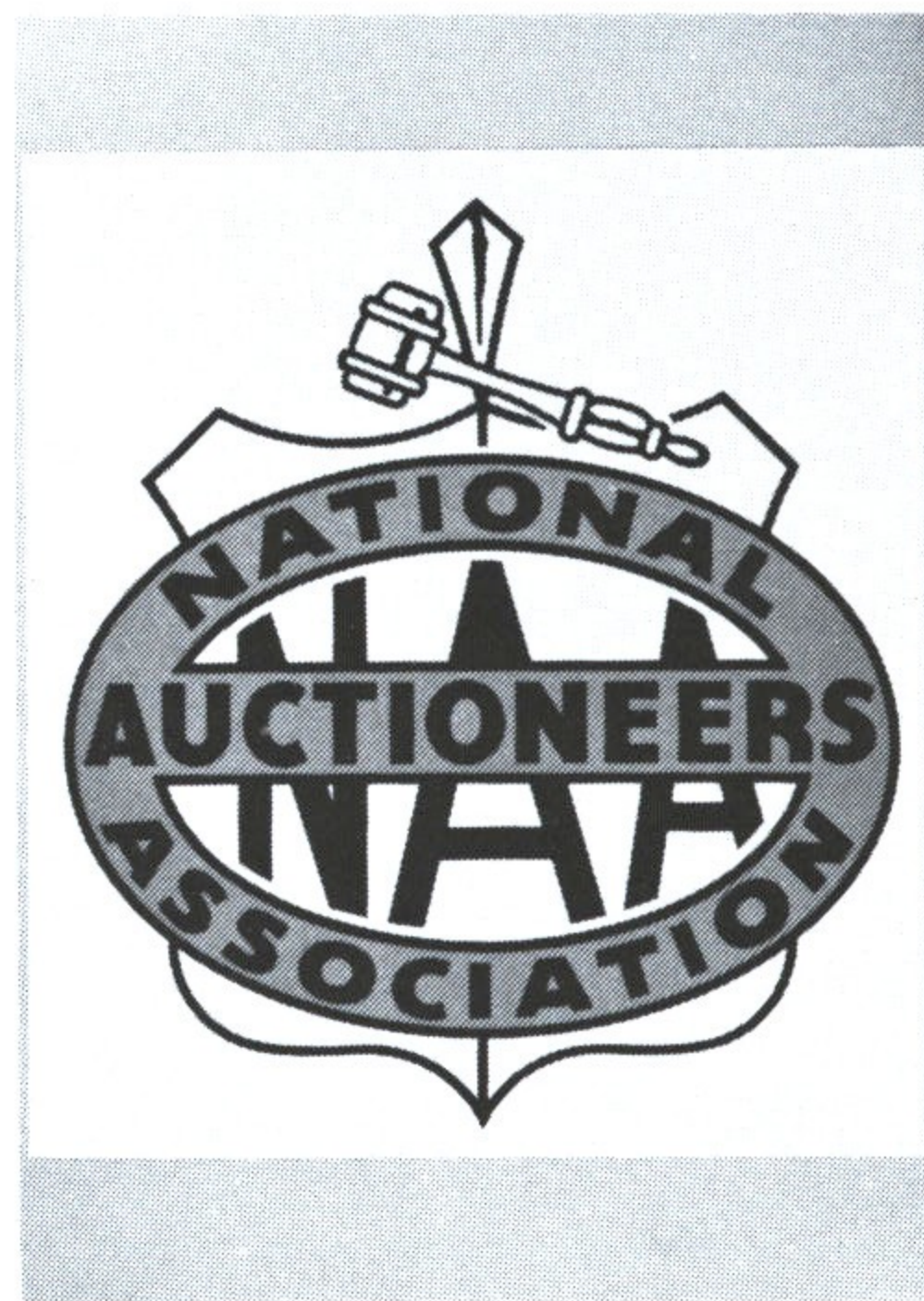
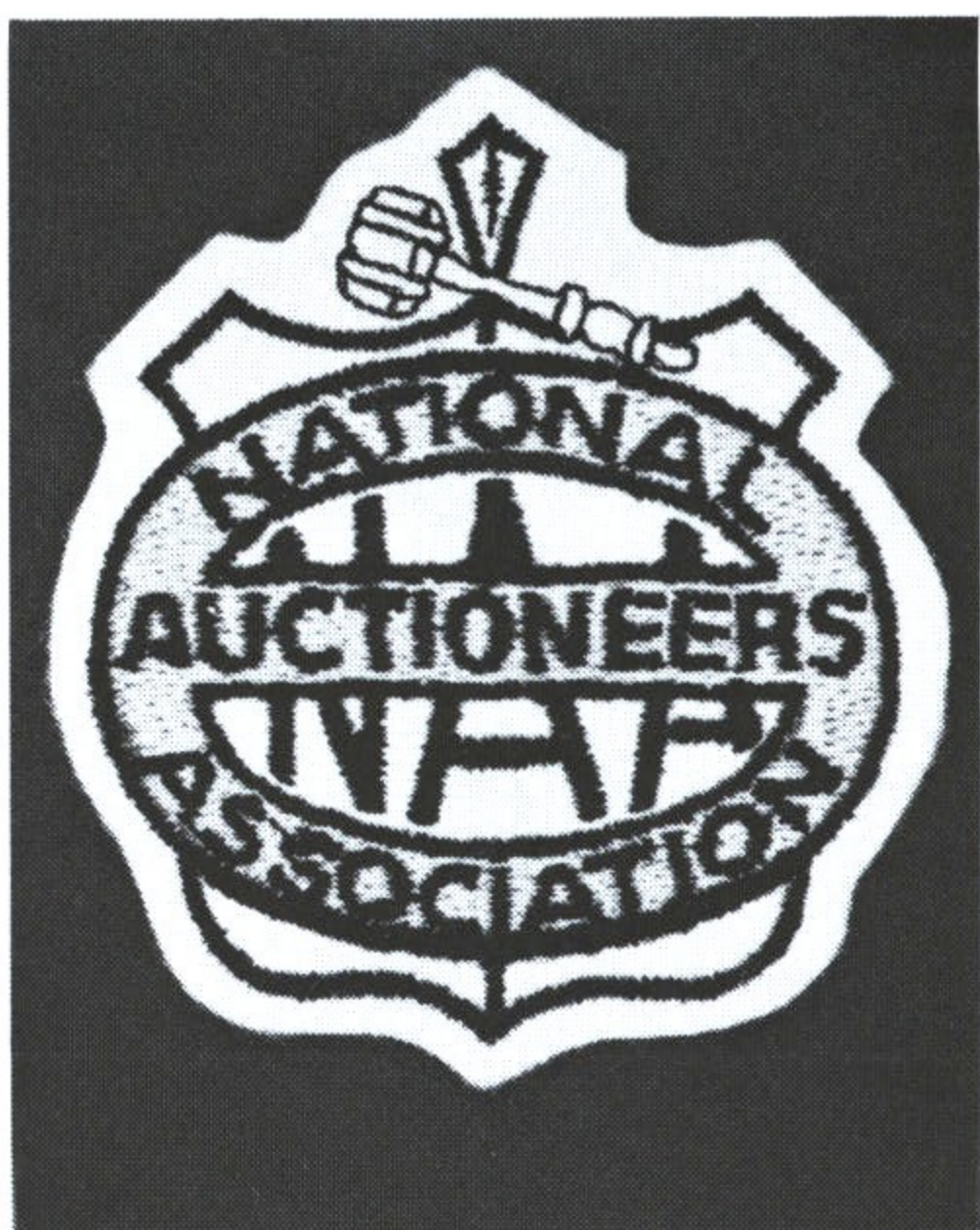
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NAA Emblem Reproduction Sheet. A full sheet of black on white reproductions of the NAA emblem in various sizes. For use by NAA member on sale bills, newspaper and magazine advertisements (NAA emblem use is a personal privilege of membership in the NAA and is for individuals only).

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NAA Emblem Belt Buckle. Specify either brass-finish or pewter-finish when ordering.

NAA Emblem Belt Buckle, \$4.00 each

THE AUCTIONEER Magazine Binder. Preserves your permanent copy of THE AUCTIONEER magazine. Binder is bone color with red NAA emblem and holds the 11 annual magazines (plus NAA Directory). Designed to hold current 8½ by 11-inch magazines, but will also hold former 6x9-inch size magazine.

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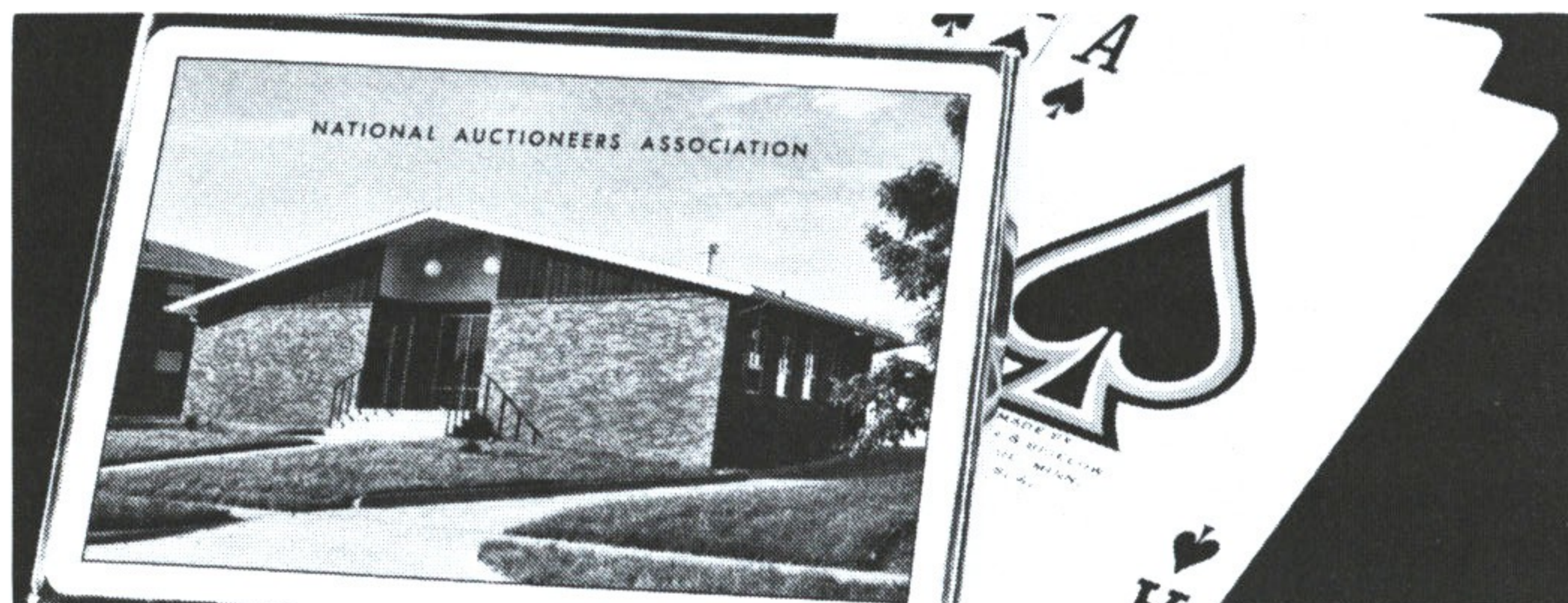
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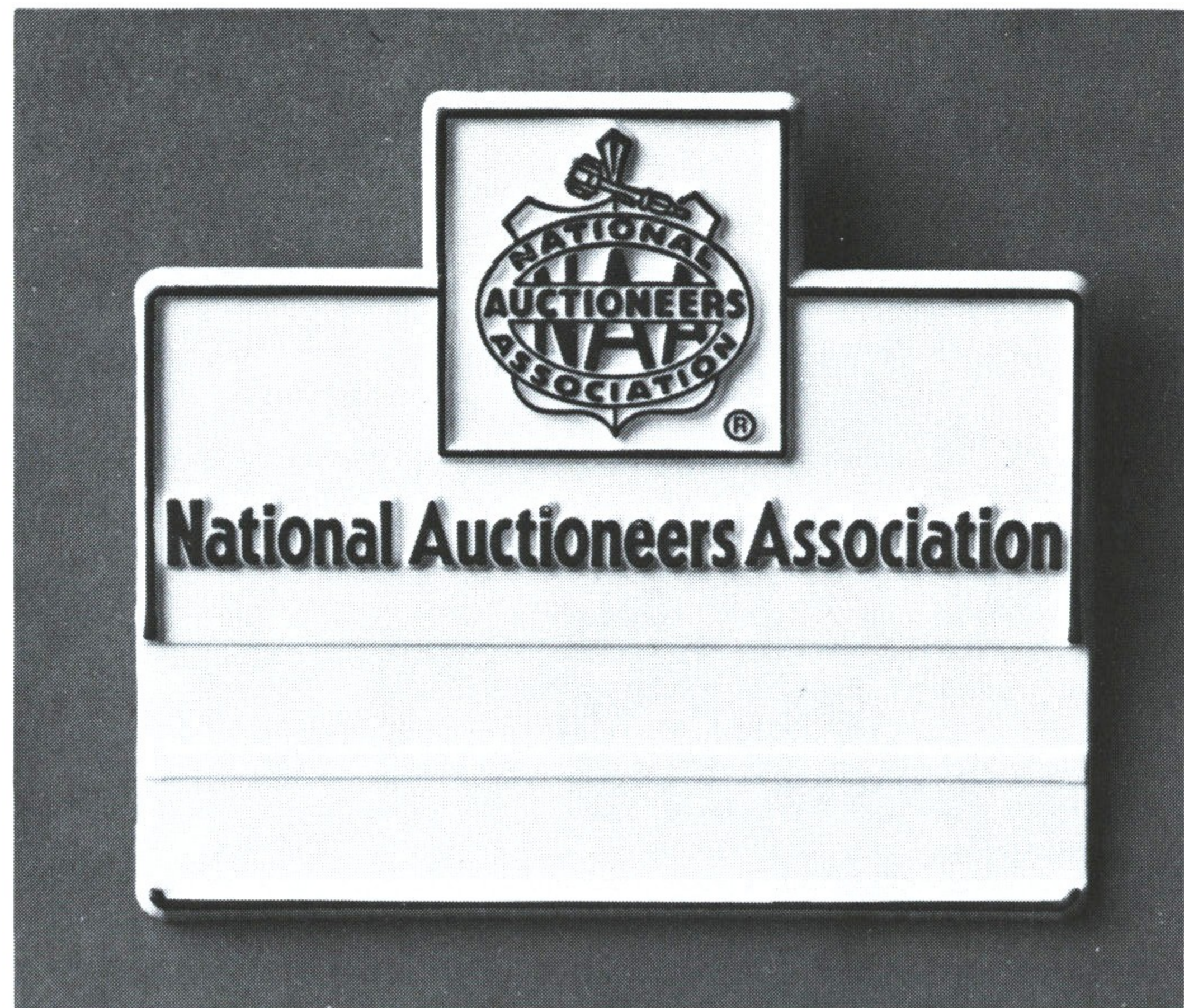
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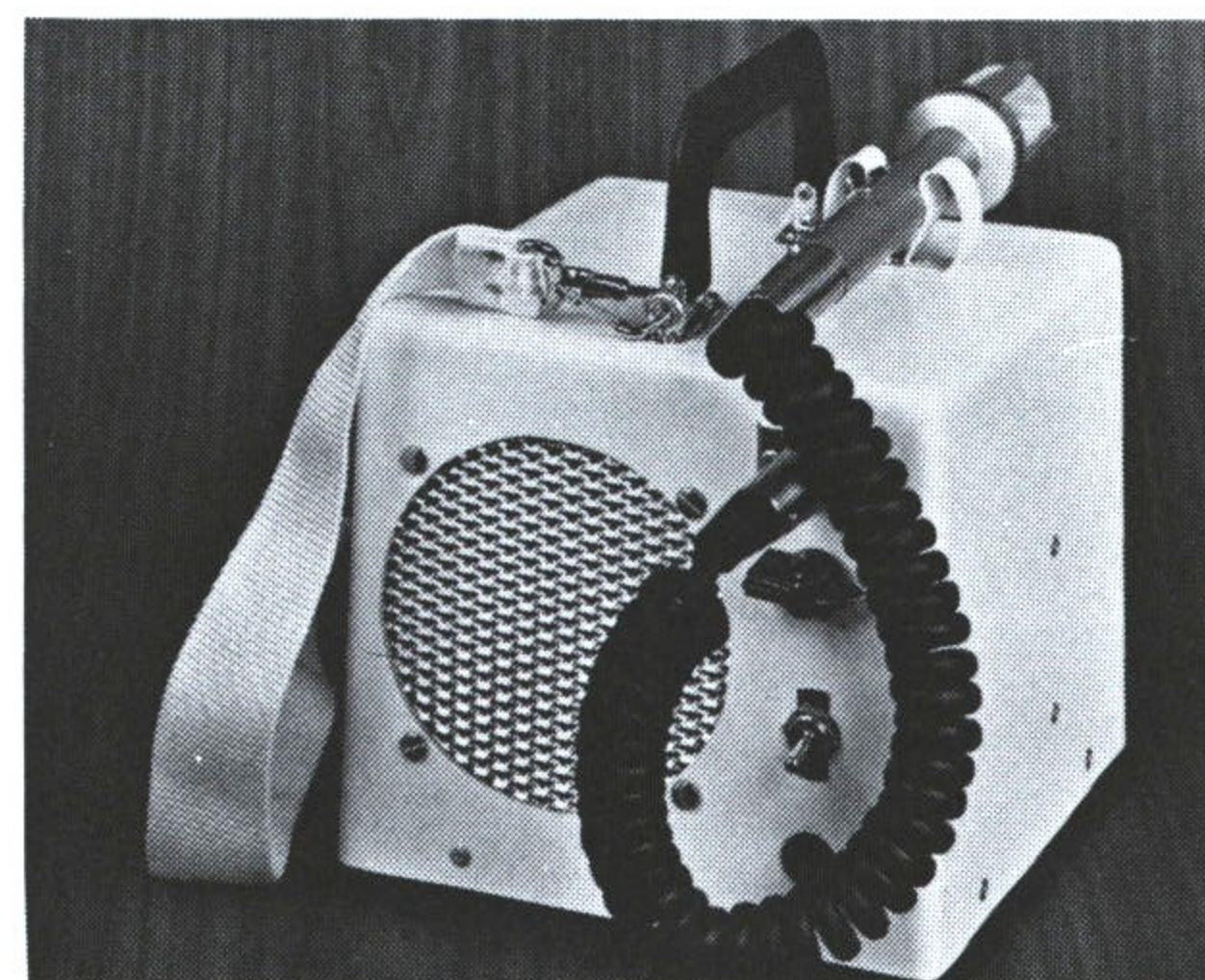
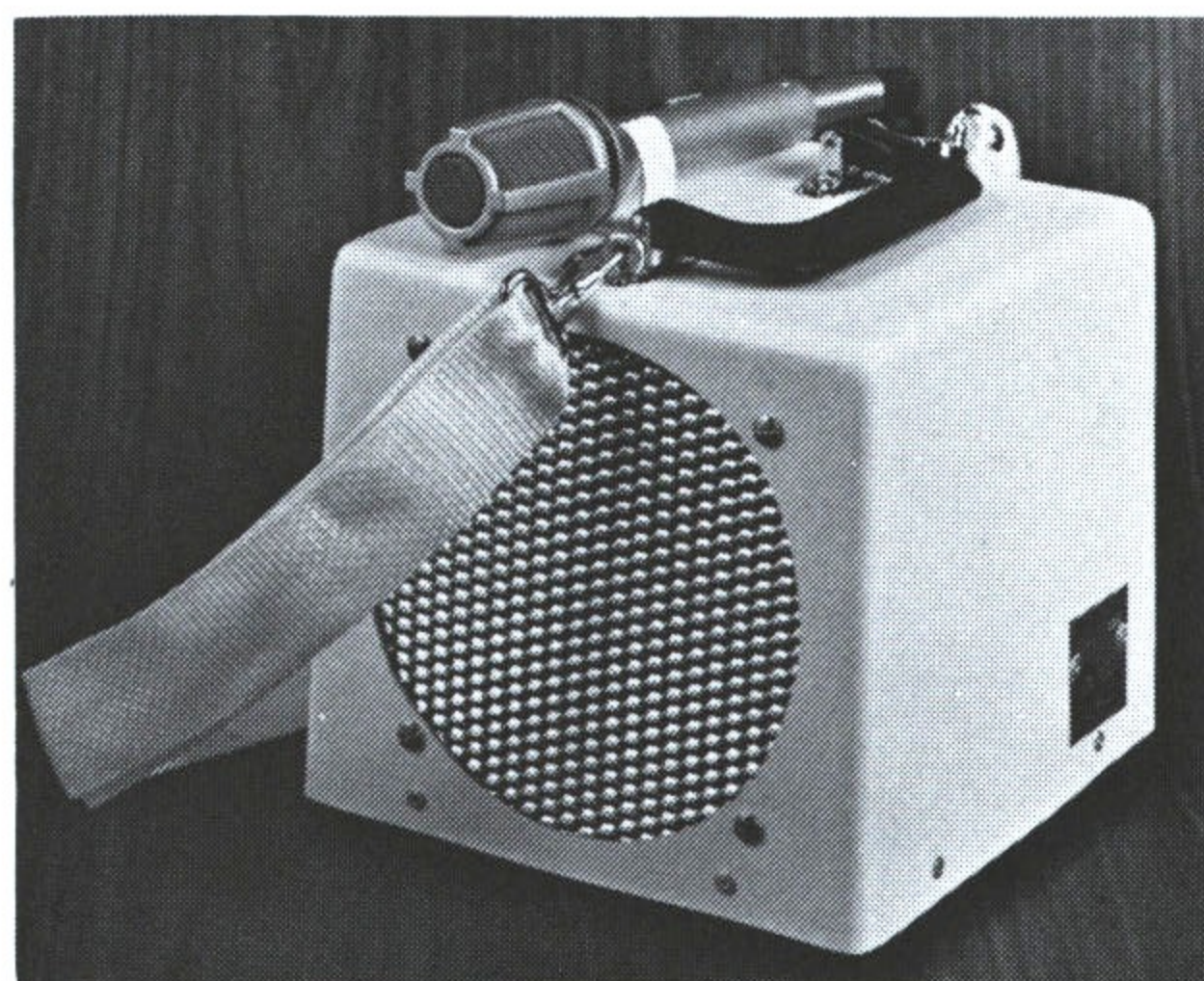
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1. **THE AUCTIONEER Magazine** is the official publication of the National Auctioneers Association and is published monthly with the exception that an August issue is not published. Eleven issues are published annually. THE AUCTIONEER Magazine is published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

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Quarter Page	31.25	30.00	28.75

Column Inch: \$7.00 per column inch — column is 21 picas wide (3½ inches).

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\$2.00 per pad, 10 pads at \$1.50 ea., 20 or more at \$1.25 ea.
- **PERSONAL PROPERTY CONTRACT . . . Form No. PPC-69**
8½x11", 50 sheets per pad. Space provided for general or detailed listing of items to be sold, sale date, time, location, expenses to be paid by seller, and other terms and conditions of sale. Seller signs that he has good title to all items and the right to sell.
\$2.00 per pad, 10 pads at \$1.50 ea., 20 or more at \$1.25 ea.
- **AUCTION BANNERS**
Heavy, outdoor drillcloth hemmed on all sides. Built to stand up in rugged weather, 13 x 19 inch blue drillcloth panels with 15 inch red letters that spell AUCTION. Banner is 10 feet long and 16 inches high with 50 feet of rope at top and bottom. Folds to 13x19x3 inches for easy storing.
Complete Banner.....\$16.95 Postpaid.
- **ARROW DIRECTION SIGNS . . . Form No. ADS-811**
Orange cardboard 8½x11". Word AUCTION and ARROW in bold black print. Package of 50 signs for \$7.50 100 \$10.00 postpaid. (Arrows assorted, one-third point left and one-third right and one-third straight ahead) Form No. ADS-811.
- **GAVEL**
Northern Rock Maple Hardwood Gavel in a beautiful walnut finish. Weighs 4 oz., 9-inch handle.....\$4.95 postpaid.
- **BUSINESS CARDS**
1,000 Cards with black or blue ink\$12.50
1,000 Cards with red and black ink\$16.50
1,000 Cards with gold ink\$19.50
- **AUCTION PROMOTION SCHEDULE . . . Form No. APS-72**
18½x11". 50 sheets per pad. Column to list seller's name, property location date, estimator cost, date ads ordered, amount paid and amount advanced by seller. Itemized by newspaper, radio-T.V., signs, sale bills postage, addressing, labor for tagging, clean-up, security, etc.
\$2.00 per pad, 10 pads at \$1.50 ea., 20 or more at \$1.25 ea.

PERSONALIZED OR CUSTOM PRINTING

All of our forms are printed in large runs on a high speed press and therefore we can not offer personalized or custom printing.

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

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



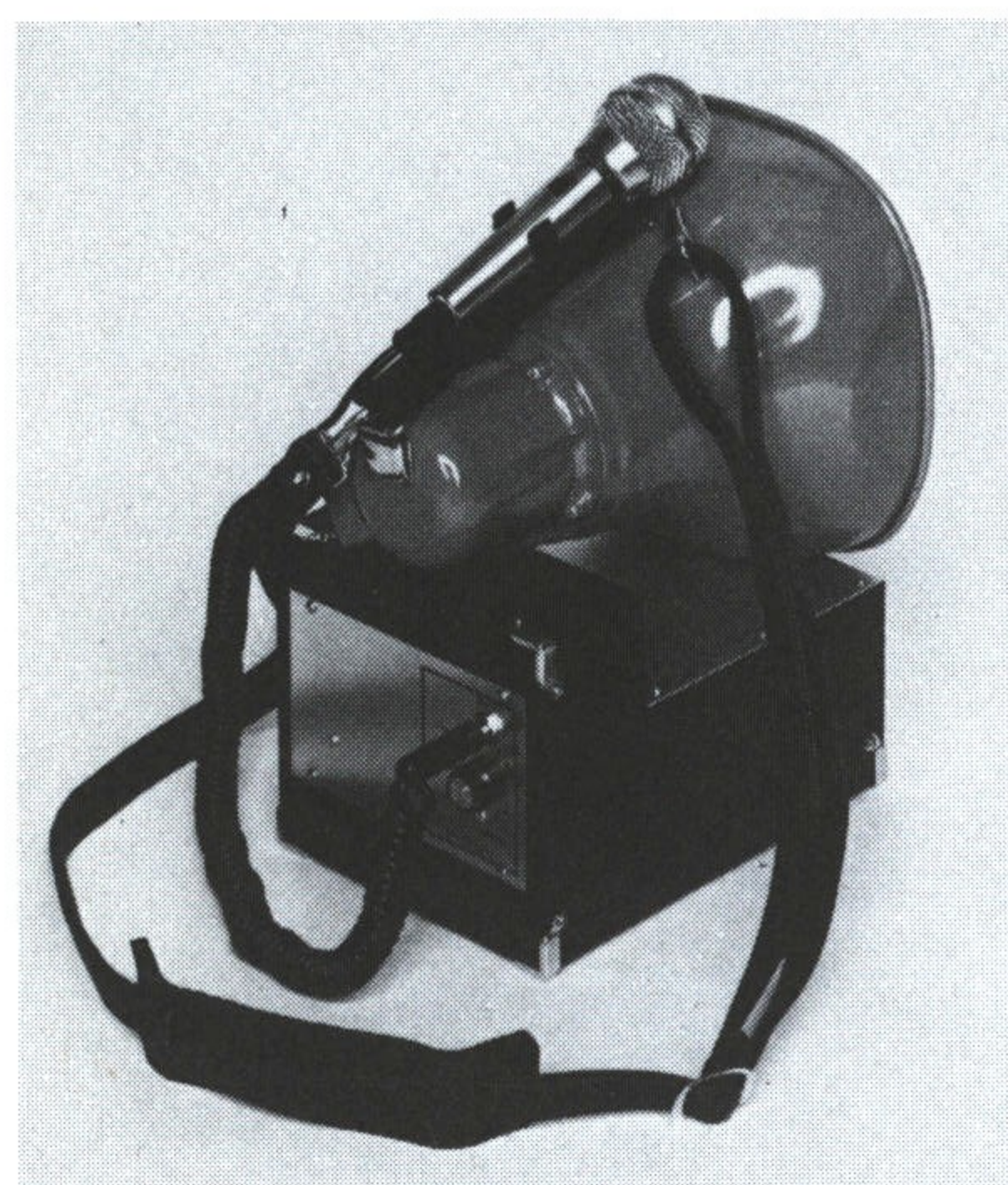
Missouri Auction School

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

PHONE: 816-421-7117

Now. . . .

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



COLONEL 6 ®

- Electro-Voice Model 671 Anti-Feedback low impedance professional ball type dynamic cardioid microphone, on-off switch, detachable 10 foot coiled cord, and built in windscreen.
- SPECIFICATIONS: Batteries Eight "D" size flashlight batteries (not included) (Alkaline batteries will give many hours of extra service).
- Rugged metal re-entrant 9" weather resistant 8 ohm horn speaker.
- DIMENSIONS: 11¾" High x 8" Wide x 9¼" long.
- WEIGHT: 7 lb., 12 oz.
- There is a two year repair or replace warranty on everything except batteries.

List Price \$398.00

Auctioneers Cost **\$238.00**

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Missouri Auction School

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

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COLONEL 7 ®

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

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

List Price \$565.00

Auctioneers Cost **\$338.00**

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

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