

# THE AUCTIONEER

The Magazine of the National Auctioneers Association • September, 1976



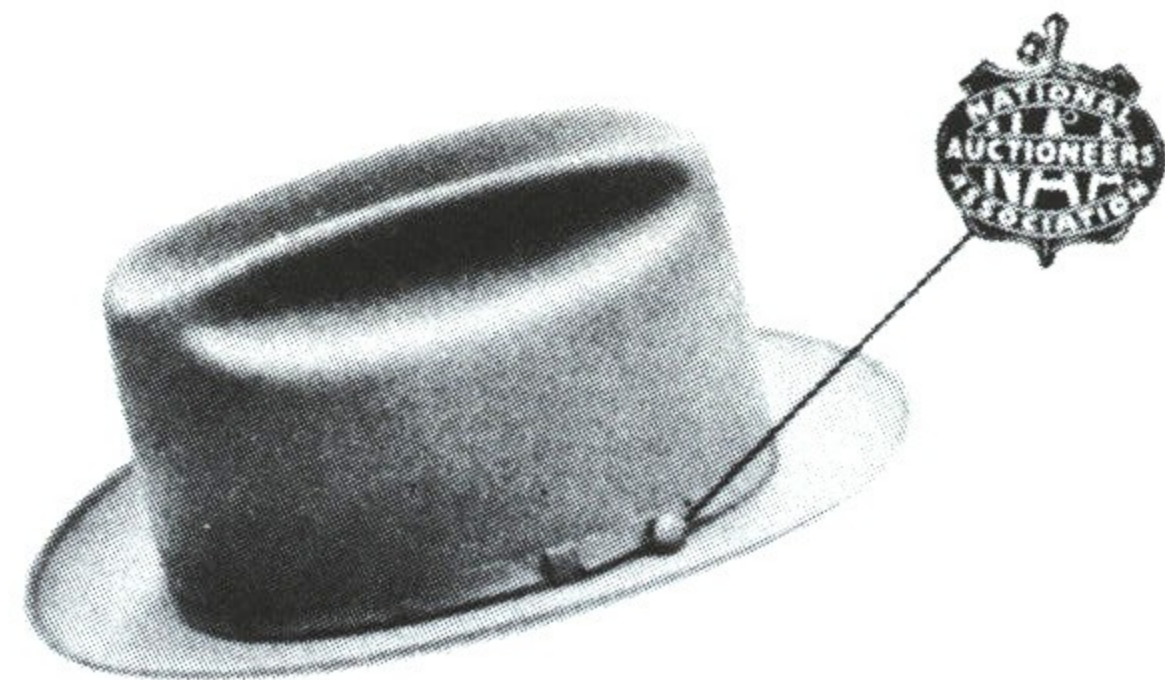
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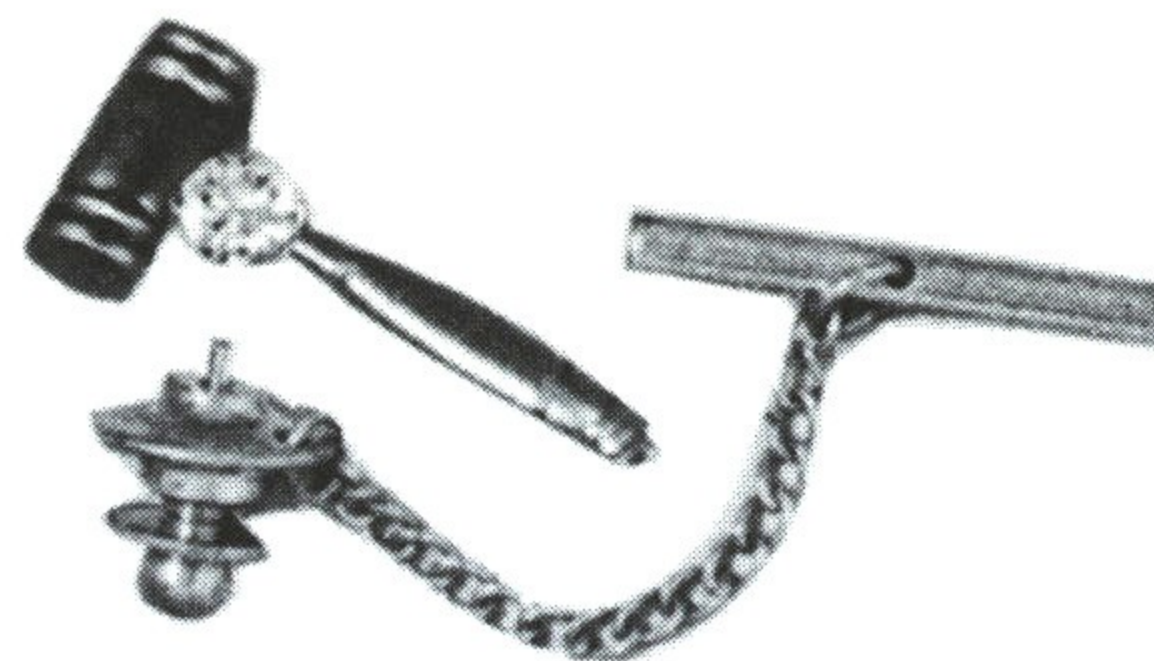
AUCTIONEERS

LYLE ERICKSON





**"AUCTIONEER HAT"**



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

**IMPORTANT — PLEASE READ**

**Fellow Auctioneers:**

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

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

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

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

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

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

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# Lyle Erickson Is Elected 1976-77 President Of The National Auctioneers Association

## A Good Auctioneer And Family Man



"Ten years ago, I would not have dreamed I would be elected to the presidency of the National Auctioneers Association!" exclaimed Lyle Erickson after he was elected President of the National Auctioneers Association at the 1976 Spirit of '76 St. Louis Convention, held on July 22-24, 1976. Lyle was the unanimous choice of the voting members of the NAA at the Annual Meeting, held during the convention.

Lyle was born on a farm in Frankville Township, in Winneshiek County, Iowa, on April 3, 1918. The son of Norwegian parents, Ingebret and Christine Erickson, he was the fifth of seven children.

Lyle received the first of eight years of school in a one-room country school and attended Decorah High School at Decorah, Iowa, for two years before he left school to help his father on the farm.

At the age of 18, he was "Corn Husking Champion" of Winneshiek County and on May 17, 1939, was married to Irene Kolegraph of Decorah. He then began farming for himself.

In 1942, he quit farming and attended Vocational School, to later become a welder on submarines at the Manitowoc, Wisconsin, Shipyards. In 1943 he became a welder for a construction firm, building the Alcan Highway in Canada. Due to illness from welding fumes, he returned to Iowa and farming.

On February 22, 1947, Lyle cried his first auction with a retiring auctioneer, north of Decorah, and in December, 1947, he attended the Reisch Auction School at Mason City, Iowa. During that period he was in the Ford Implement business in Decorah also.

Lyle and his family moved to Cresco in 1948 where he formed a partnership in the E & B Tractor Company. He continued in the auction field and in 1952 sold the implement and automobile agency, received his real estate brokers license in 1954, and has spent the past 22 years in the real estate and auction field.

Lyle has served in all office positions in the Iowa Auctioneers Association; was 1970 State Champion Auctioneer; was elected to the board of directors of the National Auctioneers Association in 1971, during the meeting held in Lincoln, Nebraska; and was named "Man of the Year" in the Iowa Association in 1975.

He is past president of the Iowa Chapter No. 2 of the National Farm and Land Institute; was the recipient of the "Iowa Farm and Land Broker of the Year" award; and has received his designation as Accredited Farm and Land Member. He has served in all capacities of his local and state real estate associations and was president of the Iowa Association of Realtors in 1970. He was named "Realtor of the Year", in 1972, of that Association.

Lyle has been a member of the Board of Governors and served and/or chaired many committees for the National Farm and Land Institute and at present is on the Budget and Finance committee, among other committees. He has served on the Board of Directors and served in many positions for the National Association of Realtors.

Lyle has served as president of the Lyle Erickson Real Estate and Auction Company, Inc., which he now serves as chairman of the board under the firm's new name of Erickson-Prochaska, Inc. His firm has offices in Cresco and De-



**THE NAA FIRST FAMILY** for the 1976-77 year includes President Lyle Erickson and his wife Irene (top photo) and with them (lower photo) are Granddaughter Lynette Prochaska, Carol and Ken Erickson with newly born twin sons David Lyle and Daniel Carl and Grandson Gregory Prochaska. Standing next to Irene and Lyle are Lyle's daughter and son-in-law Barbara and D. J. Prochaska.

corah, Iowa, and Preston, Minnesota. He also is president of Erickson-Prochaska Auction Service, which formerly was the Allstate Auction Service, Inc. of Cresco.

He is active in many civic activities: a member of the Cresco Chamber of Commerce; member and past president of the Kiwanis Club; member of the Elks Lodge; one of the original founders of the Evans Memorial Home for the Aged; the originator of the Cresco FFA Dairy Heifer project and an "Honorary Member" of that organization; a member of the First Lutheran Church, of which he has been on many committees, including Board of Trustees and an usher for many years; member of the Cresco Development Corp.; member and past president of the Cresco Country Club; donor of the Cresco Industrial Park and has been active in many other community and area affairs.

Lyle also gives educational programs in the field of auctioneering and real estate at area high schools and vocational schools.

Lyle is a farmer at heart — each year either managing farms for himself or clients; either helping farm the land himself, or custom farming several hundred acres of his own. He also is a lover of good cattle. These factors all have helped make Lyle a successful auctioneer and realtor.

His auctions vary from the 1,000-plus acre tracts of real estate to small homes; from large personal property close-outs to church and charity auctions; and from household goods to rare and priceless antique auctions.

His philosophy is that no sale is too small or too large



**PRESIDENT LYLE** occasionally has time for golf and a trip in his new motor home. But most of his time is spent at his office in Cresco.

and all are most important to the seller.

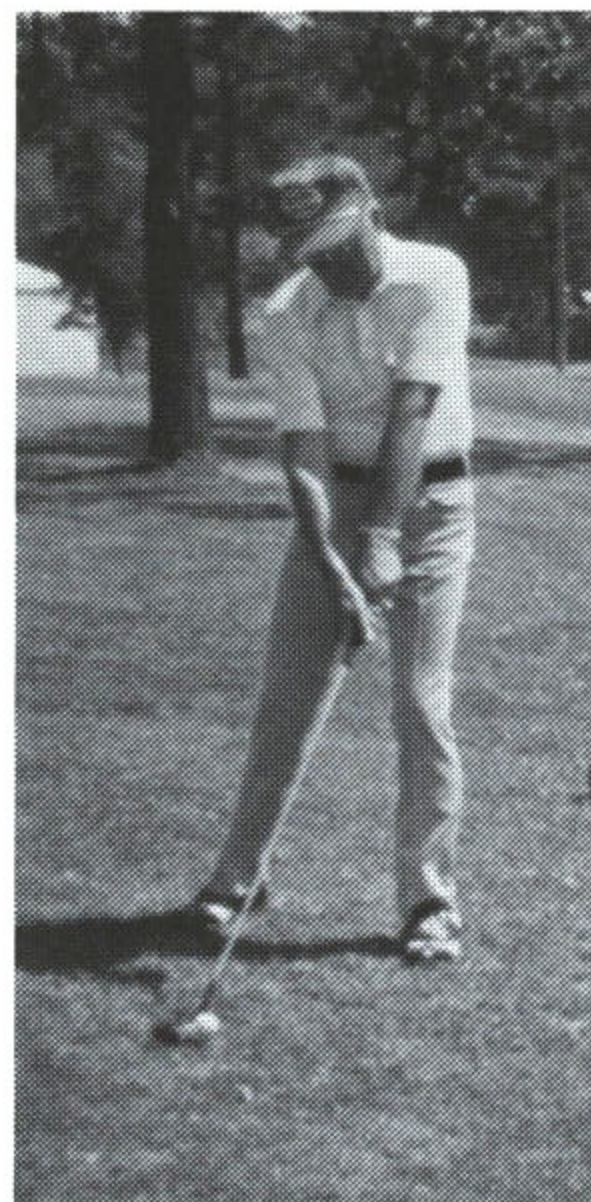
Lyle's hobbies are golf, fishing and singing.

Lyle and Irene, a past president of the Auxiliary to the Iowa Auctioneers Association and of the Auxiliary to the National Auctioneers Association, live in the country across from the Cresco Country Club. They have two children — a son Ken and a daughter Barbara. Ken and his wife, Carol, live in Decorah, where Ken manages the Decorah office; is vice president of Erickson-Prochaska, Inc.; and is an active auctioneer and realtor. Barbara and her husband, D. J. Prochaska, live in Cresco and D. J. is president of Erickson-Prochaska, Inc. D. J. is a very active realtor and manages the Cresco office in that field.

Lyle and Irene also have four grandchildren and these are very "special little people" in their lives. Gregory and Lynette Prochaska and David Lyle and Daniel Carl Erickson are the "specialties". David and Daniel are the twins whose birth everyone was anxiously awaiting during the 1976 St. Louis Convention.

The 1976-77 President of the National Auctioneers Association is a busy and active man, but it will be due to his dedication and professionalism that the NAA will grow for the betterment of the auction profession and enhance the dignity of the auctioneer as a respected businessman.

Congratulations, Lyle Erickson, for being elected to the presidency of the National Auctioneers Association; and congratulations, NAA, for having the foresight of electing such a man of dignity and dedication to this very important position!



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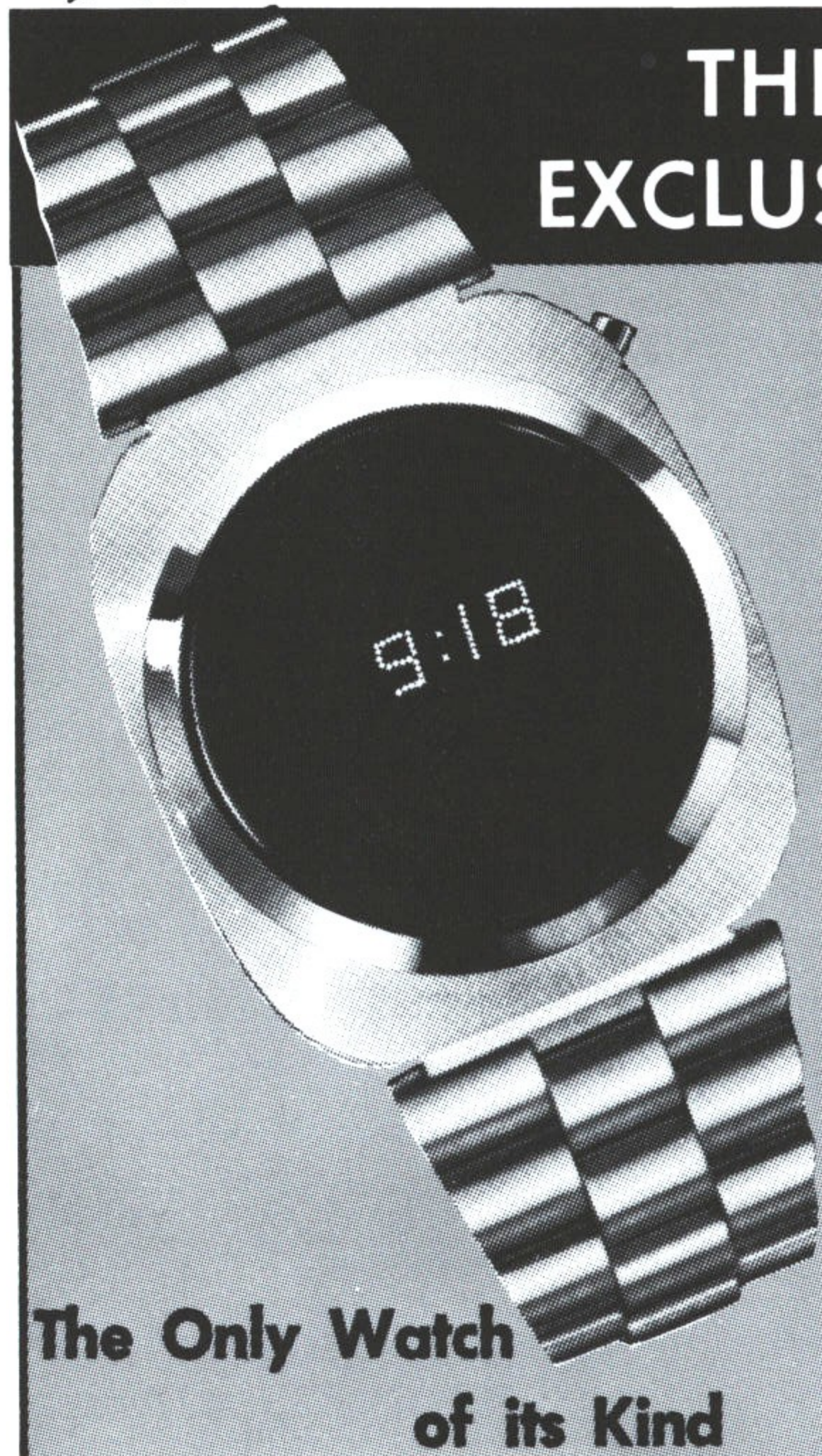
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# THE AUCTIONEER

THE AUCTIONEER Magazine is the official publication of the National Auctioneers Association and is published monthly with the exception of an August issue (11 issues annually). THE AUCTIONEER Magazine is published as a means of exchanging ideas that will serve to promote the auctioneer and the auction method of selling.

The Editor reserves the right to accept or reject any material submitted for publication.

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

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

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

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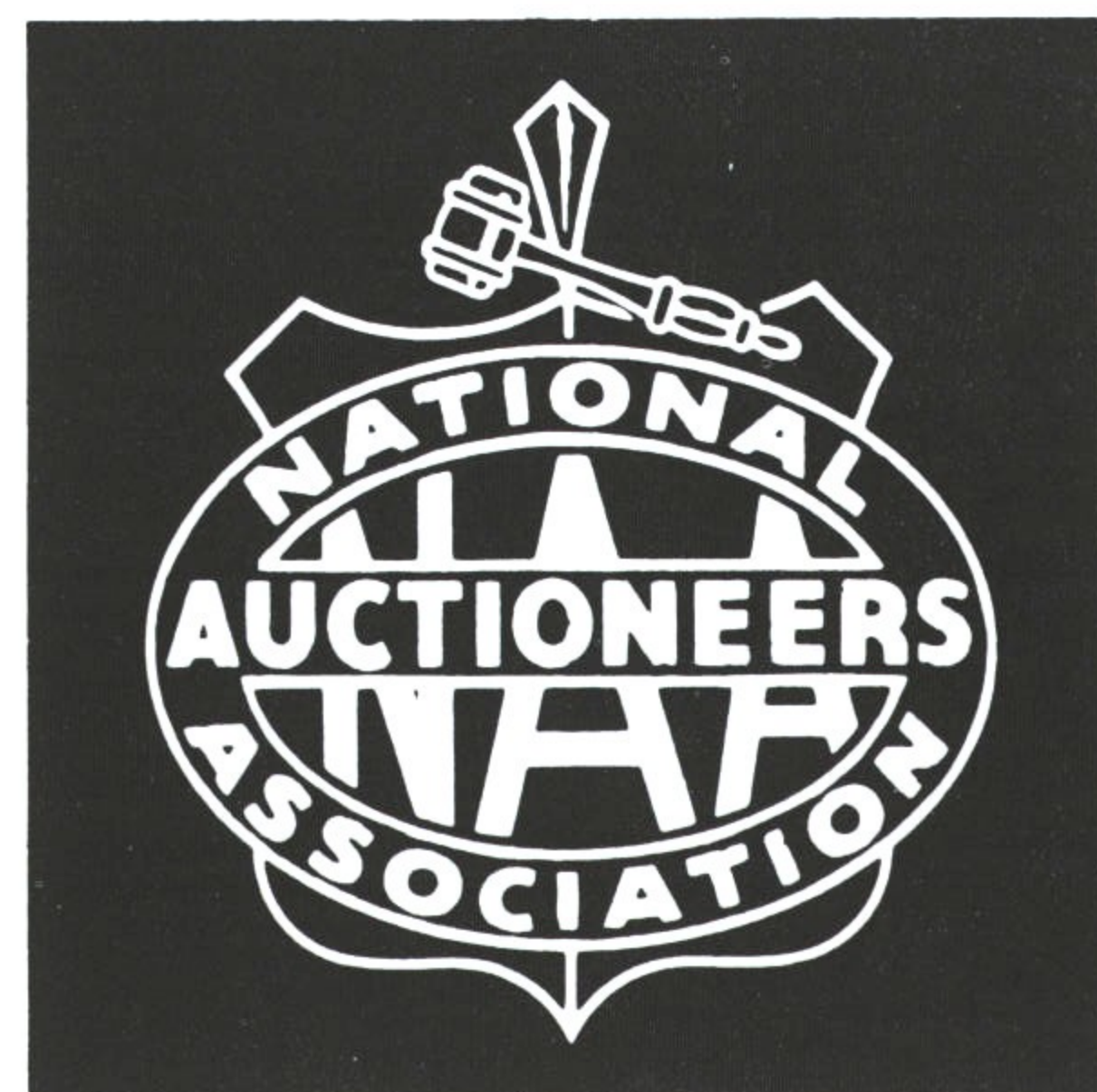
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## Introducing the New Look . . .

Members of the National Auctioneers Association will no doubt immediately notice the "new look" in the format of THE AUCTIONEER, beginning with the September, 1976, issue of the magazine. Recognizing the National Auctioneers Association for the opportunity to continue to print the magazine, Northeast Printers of Lincoln, Nebraska, has offered, at no additional cost, the four-color cover on this issue.

## About the Cover . . .

Col Lyle Erickson, newly elected President of the National Auctioneers Association, from Cresco, Iowa, is photographed at an auction held in July, which was conducted by Lyle and his firm of Erickson-Prochaska. Auctioneer Erickson is the 27th man to become president of the National Auctioneers Association, which had its founding in August, 1949 at a meeting in Pittsburgh, Pennsylvania.





# Wisconsin Auctioneer's Daughter Is 1976 National Poppy Princess

The National Poppy Princess is the daughter of Col. and Mrs. James Esch of Shawano, Wisconsin.

Before winning nationally, Kathleen Esch received the Wisconsin Poppy Princess crown at the State American Legion Convention at Eau Claire in July, for her Miss Poppy Publicity Book. The book was then entered in national competition.

She was chosen for the national honor from a field of 50 state princesses and was presented a check from the National American Legion Auxiliary.

Kathleen, winner of Miss Poppy Scrapbook, (11 through 17 years) of the Minnesota National Convention also received a Certificate of Merit stating she has been given special recognition by the National Organization for outstanding work in the programs of the American Legion Auxiliary.

The Princess story scrapbook really began when Kathleen was crowned "Shawano Poppy Princess" in March of last year. She was chosen by members of the Junior American Legion Auxiliary. She has been an active member since she was 7 and presently is President.

This Publicity book contains pic-

tures, articles, and correspondence of the activities of the Poppy Princess. There are scenes showing Kathleen being crowned Princess, bunching Poppies and riding in parades. Another photo shows Kathleen's Poppy Creation which received 1st place in Shawano and was also judged 1st place in state competition in Eau Claire. Kathleen chose a green burlap banner with three white crosses surrounded by red Poppies and the words in red lettering from her essay, "In Flanders Field the Poppies Blow."

Fifteen service clubs and organizations heard her tell the American Poppy story. There are photos taken with the president of each club she addressed.

In the speech she wrote, Kathleen urges citizens to proudly wear a poppy with a feeling of reverence in your heart for the servicemen who died for America.

The red memorial poppies are made by veterans living in hospitals and sold by Junior Auxiliary members.

"Belonging to the Junior Auxiliary is really fun. Each year we study a different country and their people. We learned about West Java last year and even cooked their foods," Kathleen's voice reflected her enthusiasm.



Kathleen Esch

In April she participated in ceremonies crowning the current City of Shawano Poppy Princess. Kathleen's other activities include being cheerleader, singing in the choir, taking piano lessons, golf, tennis, swimming and bike riding. She attends Sacred Heart School.

Born on January 11, 1962, Kathleen has two sisters, Michelle and Patricia and a brother Steven.

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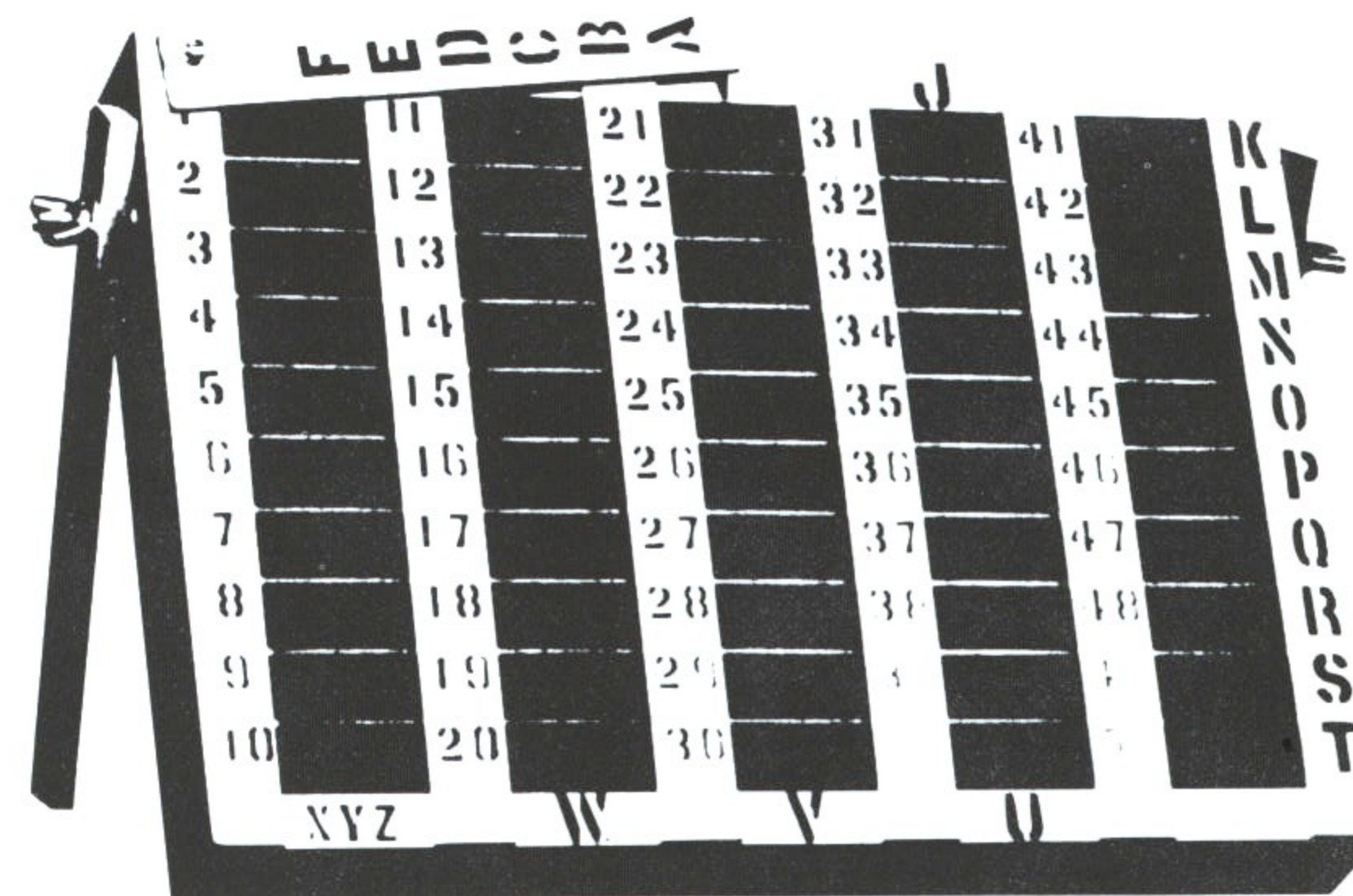
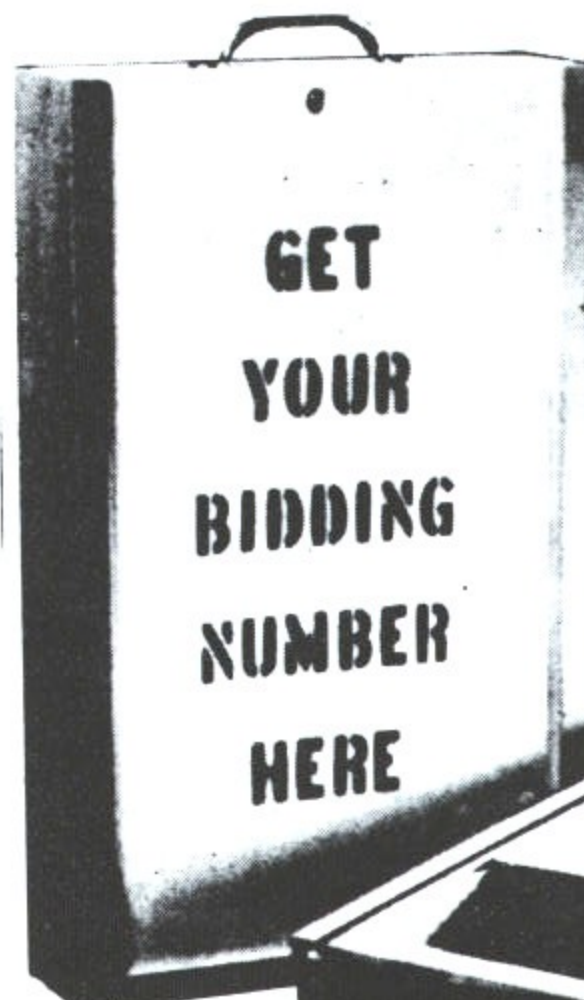
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# 1977 NAA Seminar Program

**Two locations have been established for the 1977 winter Seminars — New York City in January and Kansas City, Missouri in February.**

## **New York City — January 10-11-12, 1977**

Monday, January 10 — Real Estate with special emphasis on commercial. A Bid Calling session also will be offered during the evening.

Tuesday, January 11 — Government and state-owned property liquidations, including SBA (Small Business Administration) sales. A Bid Calling session will be offered during the evening.

Wednesday, January 12 — Fine arts & antiques.

## **Kansas City — February 28-March 1-2, 1977**

Monday, February 28 — Real estate with emphasis on farm acreage auctions. A Bid Calling session will be offered during the evening.

Tuesday, March 1 — Heavy equipment and farm machinery at auction. A Bid Calling session will be held during the evening.

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

**Tuition rates for each session are \$60.00, or a special rate of \$150.00 will be charged for the three sessions (includes Bid Calling). Spouses may attend classes at one-half the regular rate.**

**(Announcement of the hotels selected, room rates, etc., will be issued in the next issue of THE AUCTIONEER magazine. Commitments are now being finalized in both cities.)**

**Classes will be limited and will fill up fast. For further information write (or call):**

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**Attend the 1977 Seminars of the National Auctioneers Association. They'll benefit you in your auction business.**



## One of South's Largest Sales; 30 Farms Gross 4-Million Dollars

Hudson and Marshall, Inc., Realtors and Auctioneers of Macon, Georgia, recently held what has been described as the single most stabilizing event for the southern real estate market.

Thirty farms, consisting of 8,000 acres located in 10 Georgia counties, all owned by Mr. N. A. Hardin, were sold — farm by farm — bringing a total sales price of \$4,200,000. There were several unique factors which made this such an unusual auction — beginning with the cause of the auction — which was brought about by legal proceedings which made available properties that had been in the Hardin family for several generations. After lengthy court hearings on a Petition to Partition, additional legal restraints prevented the farms from being subdivided; plus the auction was forced to be held within 90 days.

After strategic advertising was placed over the nation and saturation campaigns were presented to southern buyers, the entire Hudson and Marshall sales forces from two Macon offices (the Atlanta, Georgia office, and their regional offices) combined to form a small army to show the properties and to qualify buyers.

To give just a little insight into the size of this undertaking, over 100 double face signs were painted and placed on each property; over 1,000 directional arrows and posters were erected; over 20,000 booklets were mailed to prospective buyers; over 2,000 telephone and personal inquiries were received; over 400 newspaper ads were placed; color aerial movies were made of each farm by helicopter; several cars and a bus formed a caravan to take all salesmen to see each farm, and this tour lasted two twelve-hour days. The Macon Hilton Hotel was selected as the sale site incorporating the main ballroom, with seating for 600, for the auction headquarters. All penthouses were rented a week in advance as

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

**WRITE:**

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a central meeting point; a theater was installed to show movies of the property; over 15,000 plats of the thirty farms were printed and disbursed; a cocktail party was held before the auction; and the list continues — superlatives after superlatives, not only for Hudson and Marshall, Inc., but probably for the entire industry.

The morning of the auction, the entire Hilton was buzzing with buyers from practically everywhere. After seating 600 persons, there was standing room only; 897 persons were counted, and pre-registration cards showed 21 states were represented plus two foreign nations.

The moment of truth was near . . . as the last crescendo of the spirited organ music subsided, auctioneer, Asa Marshall, a partner in the firm of Hudson and Marshall, Inc., began the opening announcements. In less than 15 minutes, the first farm was being sold . . . 30 ringmen scouted throughout the vast audience . . . the bidding was strong and fast . . . farm after farm . . . each one selling usually for more than its appraisal . . . over four million dollars worth of farms — an immediate indicator that the real estate market in the South had responded to the recovering economy. This was it, the stabilizer, the one event that sent out a message across the Southeast that investors and speculators, the timber industry, and others were again believing in real estate investment.

After the auction, Ben Hudson, a partner in the auction firm, acted as spokesman for the sales force. Hudson, along with several economic experts and investors who were interviewed seemed to voice the same ideas. Hudson states, "This was the biggest and first true public test of the southern real estate market since the real estate recession that began eighteen months ago. This stabilizes the market and proves that the market has snapped back almost to the point of pre-recession values, and the significant part about this sale was that it was an all cash transaction. We are pleased to have conducted this precedent-setting auction, but are also delighted to see that the real estate market is responding so well to the rebounding economy, especially in the Southeastern United States."

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## BID GETTERS

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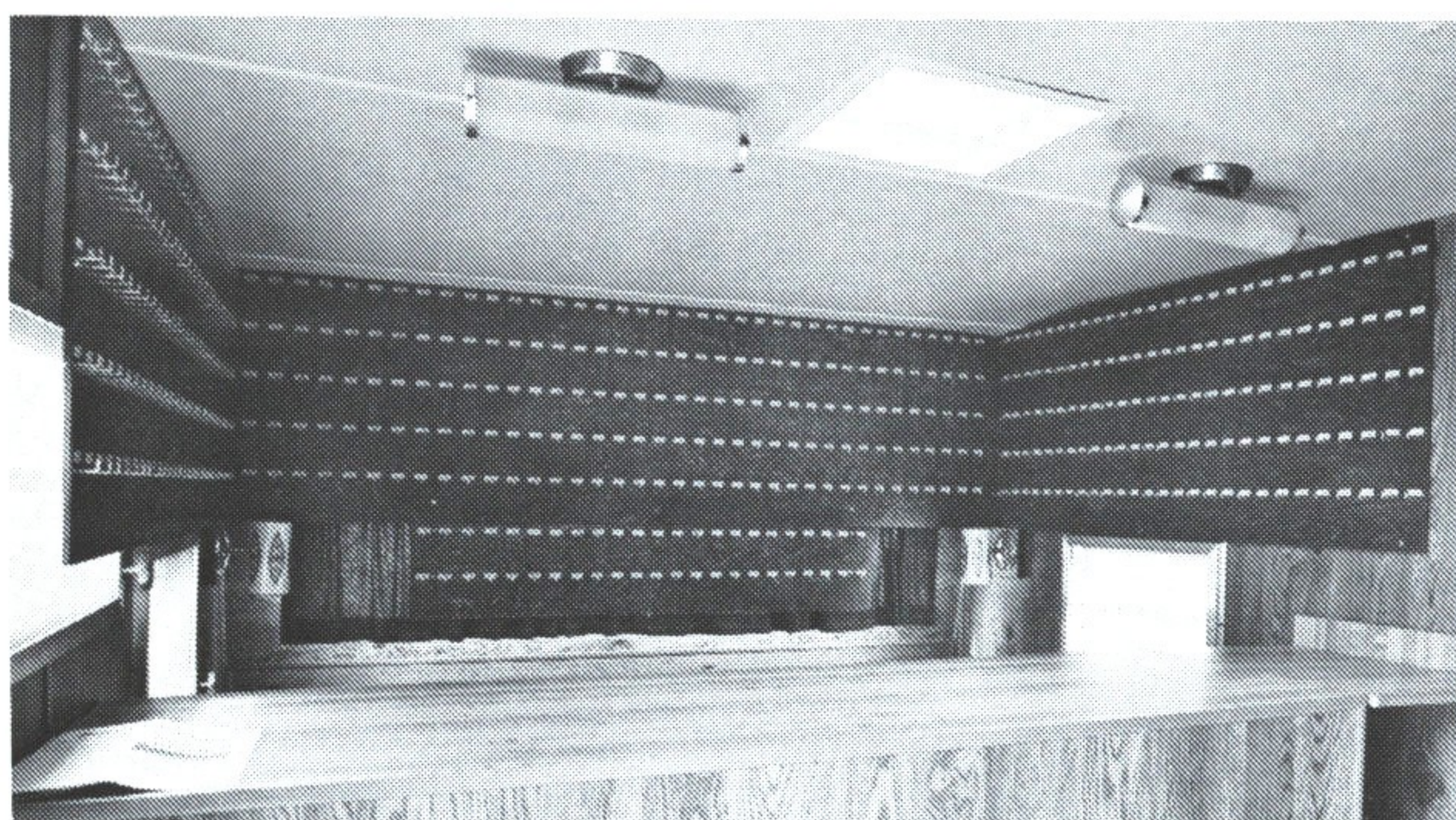
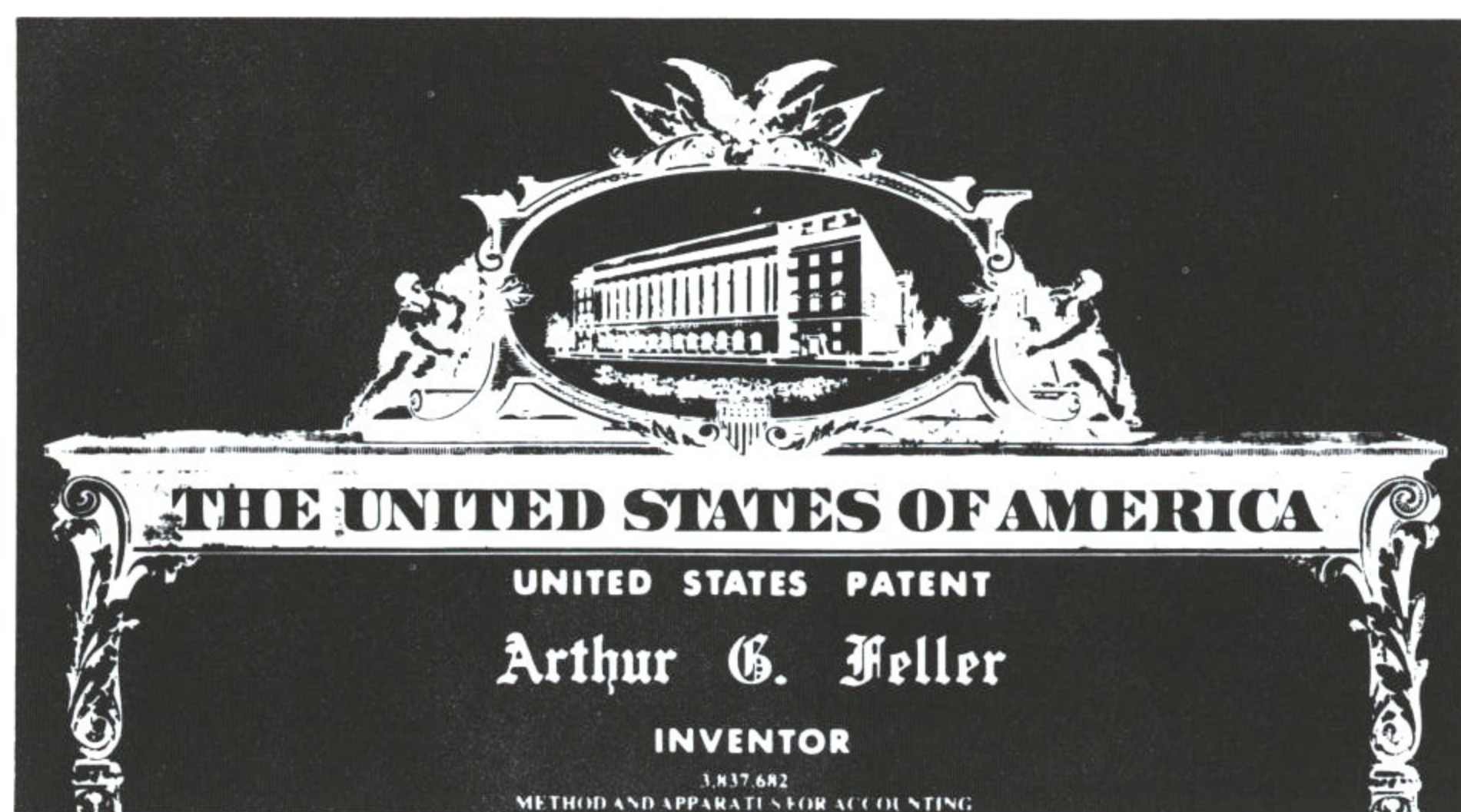
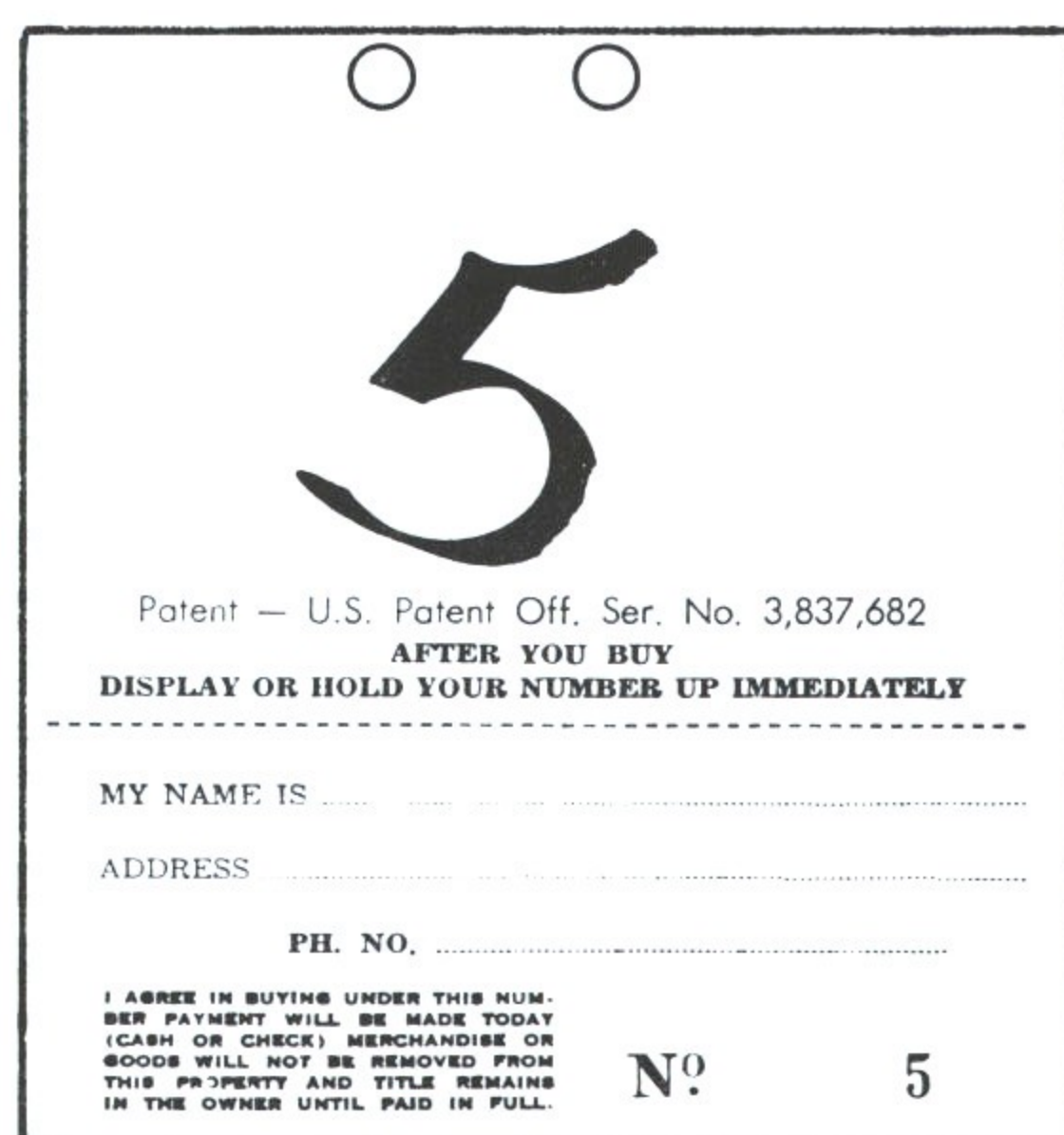
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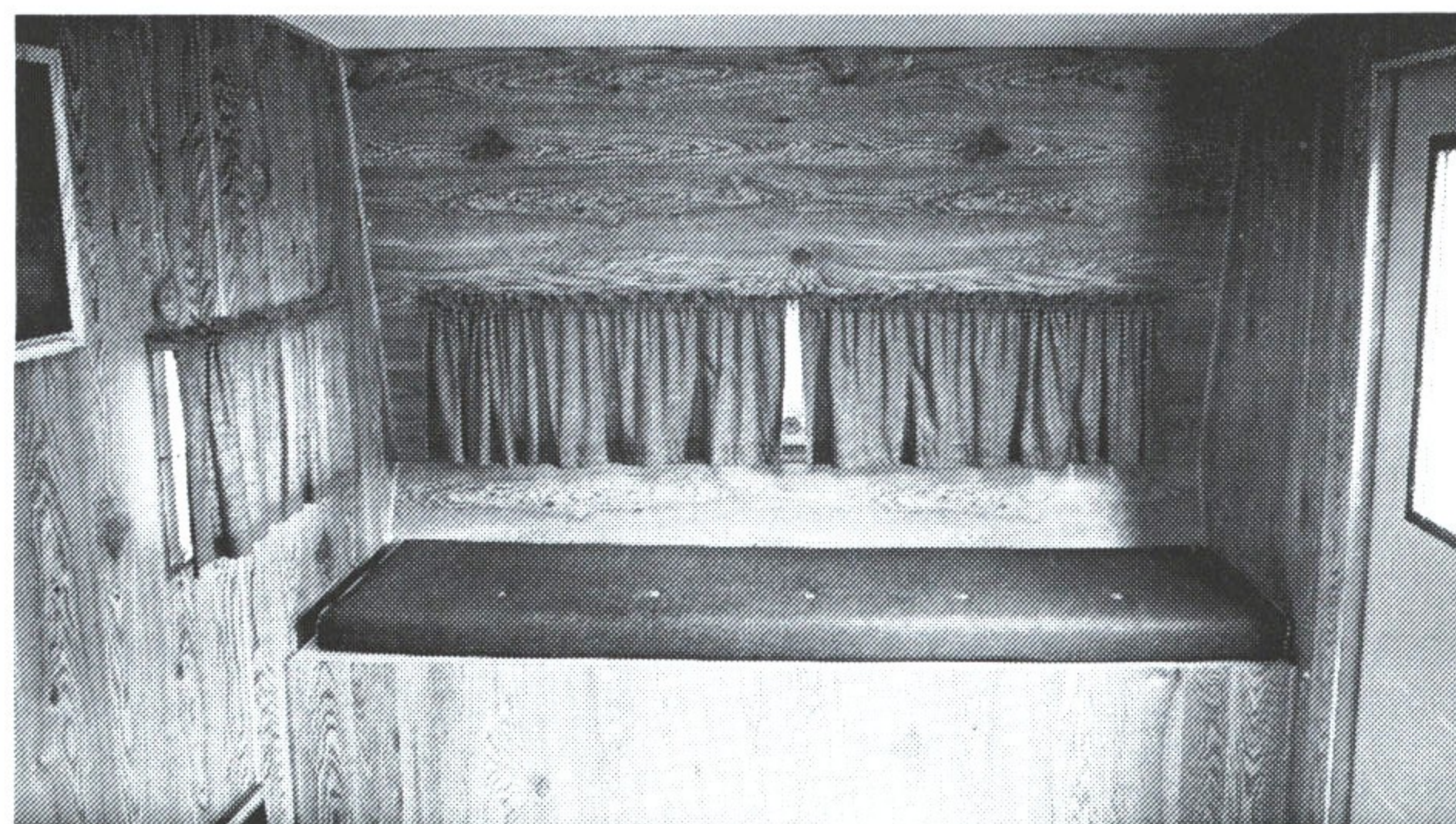
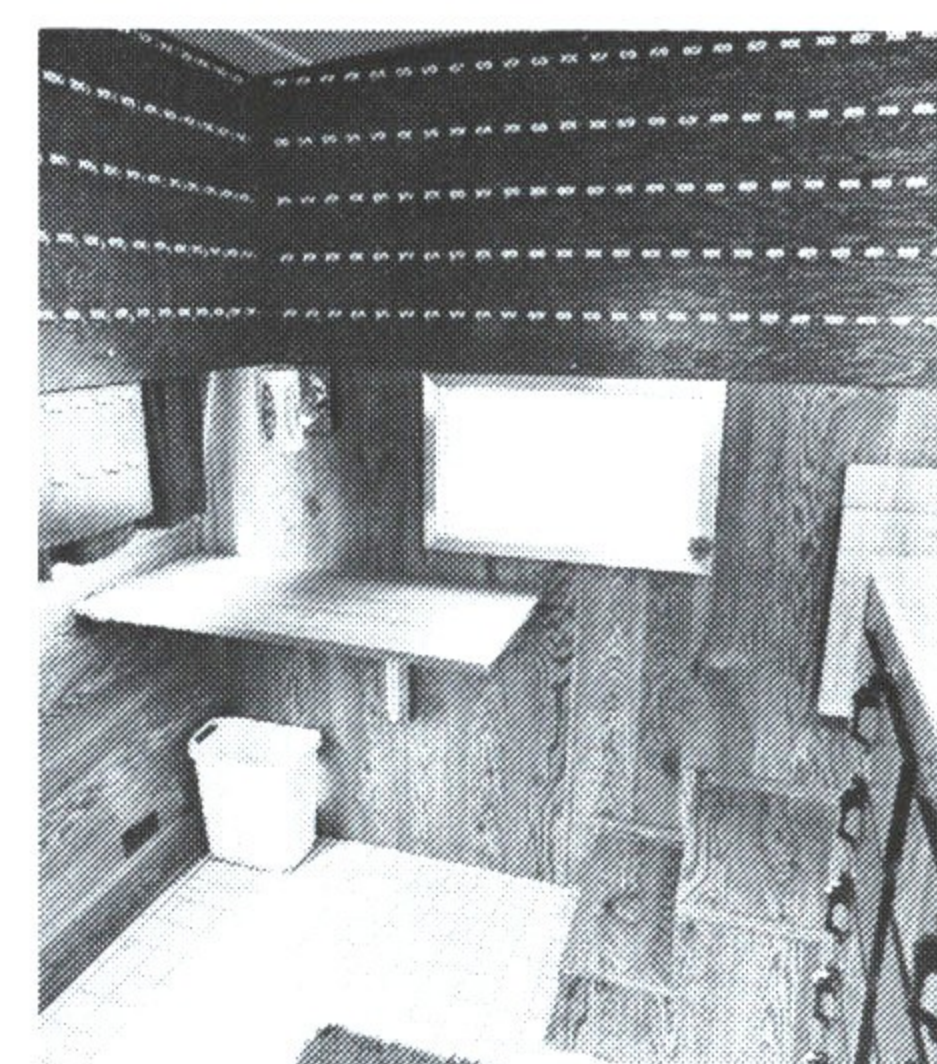
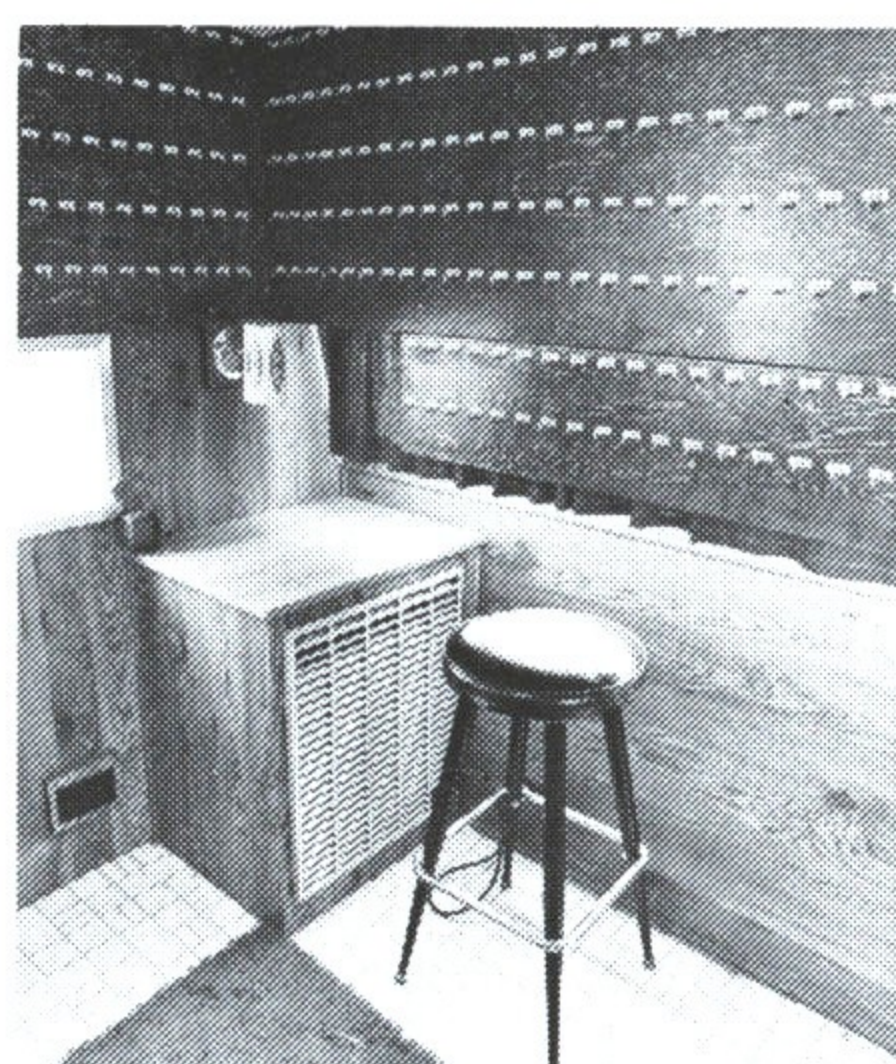
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**by Earl D. Wisard, Auctioneer  
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Col. Thomas Girvin of Lancaster, Pennsylvania, submitted the following verse entitled, "THE AUCTIONEER" and it is being reproduced for the personal comparison of each auctioneer. Do you meet the standards set in Col. Girvin's verse, THE AUCTIONEER?

### THE AUCTIONEER

By Col. Thomas Girvin

It's early morn and all is still, the crowd stands quietly  
They eagerly await a man, they stretch their necks to see  
I think that's him a young boy says, I saw him once  
before

An old man nods as if to say, it's him, and says no more.

A well-dressed man, he's tall and slim, walks up to take  
his place

Now all is ready, let's begin, he starts his rapid pace

He tells them first of terms, they listen quietly to hear

He clears his throat, and looks around, He is the Auctioneer.

A man of great integrity, the folks respect him, too  
A businessman, a man of wit, he knows just what to do  
For he's been hired to do a job, he'll live up to the test  
His father taught him all he knows, folks thought he  
was the best.

He starts in at the house, with dishes, furniture, well-  
worn

Then to the barn to sell the cows, the hay, the straw and  
corn

And finally, he sells the farm, a younger couple claim it

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They want to raise their family here, oh, what a happy  
moment.

The sale is through the farmer sighs, he's glad it's over  
now

He trusted all his worldly goods, to this young man's  
know-how

For fifty years he worked so hard, he lived off of this  
ground

He shakes the young man's hand and says, you didn't let  
me down.

The Auctioneer packs up to leave, he goes home satisfied  
The farmer's pleased, he's helped someone, it makes him  
proud inside

He's found a way to live his life, his head up, without  
fear

He sells his way from day to day, He is the Auctioneer.

## West Virginia Auctioneers Meet In June for Annual Convention

By Wilson E. Woods, Secretary  
West Virginia Auctioneers Association

Col. Charles "Porky" Nichols of Russell, Kentucky, own-  
er of an auction business in Huntington, West Virginia, has  
won the TRIPLE GLORY! He was judged by separate judging  
committees as the owner of the best business card of 1976,  
the winner of the Advertising Contest, and the CHAMPION  
AUCTIONEER at the Fifteenth Annual Convention of the  
West Virginia Auctioneers Association on June 12-13, 1976,  
at Cedar Lakes. Col. Nichols is the first auctioneer to win  
all three events.

Col. Patrick Balch of Morgantown was elected president;  
Col. Cleo L. Johnson of Fairmont is vice president. Col.  
Wilson E. Woods of West Liberty has been elected to his  
sixteenth year as the secretary-treasurer. Other members of  
the Board of Directors are: Col. Roy Clark of Milton, Col.  
Carl Minor of Chester, and Col. Charles "Porky" Nichols of  
Russell, Kentucky.

Col. John O'Connor of Owensboro, Kentucky, represented  
the NAA, delivered the convention address, and assisted  
with the judging of the Auctioneers Contest. His friendly,  
helpful manner was thoroughly enjoyed by the West Vir-  
ginia membership in attendance.

The Association is planning a Fall or Winter Educa-  
tional Seminar — nearby state associations will be notified  
when details are complete.

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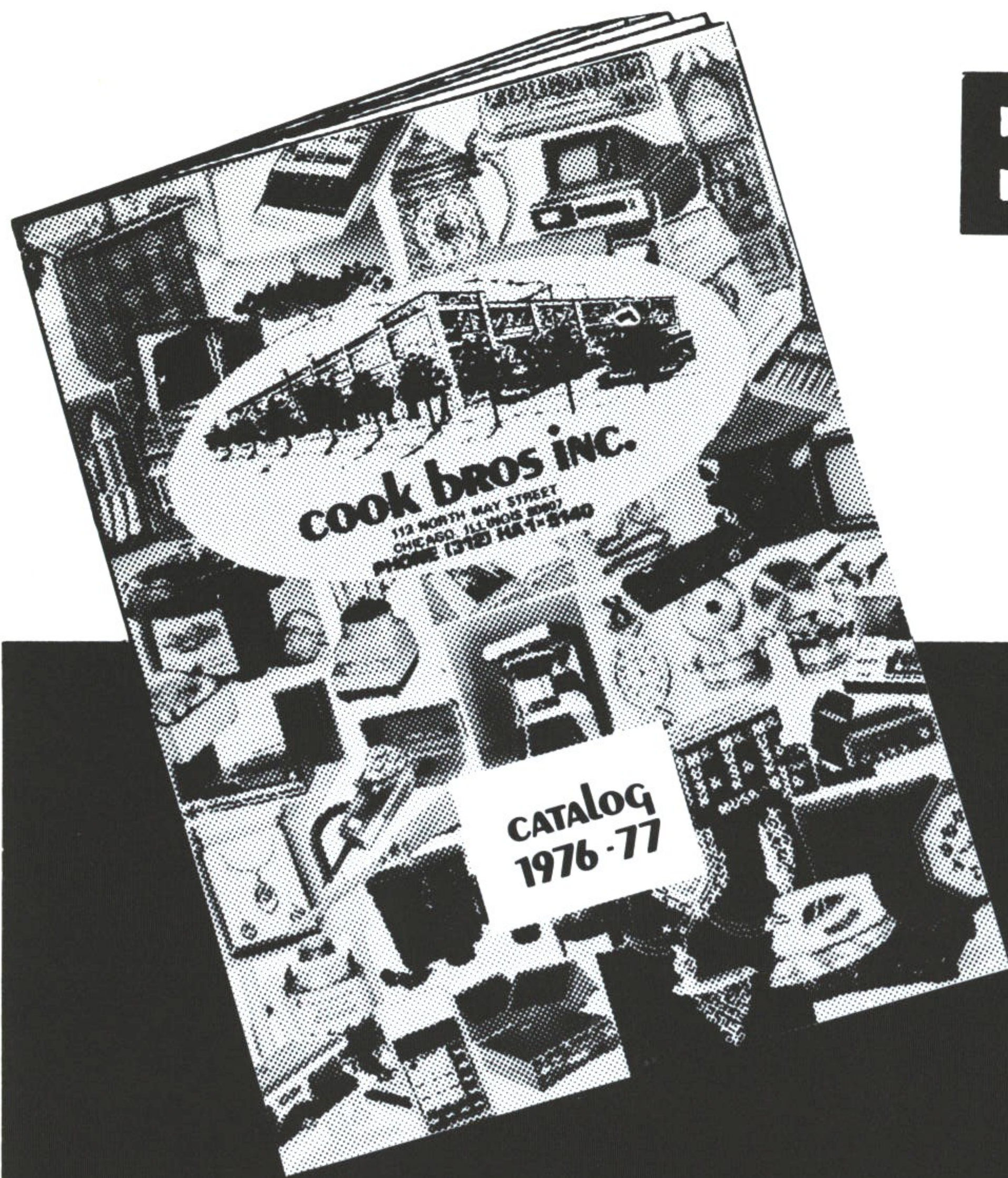
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# In Memoriam . . .

## JOHN G. COLLINS

Col. John G. Collins of Garden City, Kansas, passed away on May 17, 1976 at his home in Garden City. He was born on December 17, 1910 in Medford, Oklahoma.

Col. Collins was a member of both the Kansas and National Auctioneers Association.

## NEWTON G. DILGARD

Col. Newton E. Dilgard, age 72, owner and operator of the Dilgard Realtor and Auctioneer company, died unexpectedly at his home in Ashland, Ohio, on June 14, 1976. He represented the Motorists Mutual Insurance Company for 42 years.

Col. Dilgard was currently the secretary of the Ohio Auctioneers Association; a member of the National Auctioneers Association; the state and national board of Realtors; trustee of the state board of Realtors; past president of the Noon Lions Club; past president and current secretary-treasurer of the Ashland Board of Realtors. He served with the Ashland County School board for several years.

He was a member of the First United Methodist Church, Stem Bible Sunday School Class, Ashland Masonic Lodge, Blue Lodge 151 F&AM, chapter and council, 32nd Valley of Columbus, Mansfield Grotto and Al Koran Shrine.

He is survived by his wife, Hester; two daughters, Mrs. Paul (Phyllis) Earick and Mrs. James (Janet) Jarvis, both of RD Ashland; two sons, Col. Byron Dilgard of RD Ashland and Richard of North Ashland. Col. Dilgard also is survived by 14 grandchildren and four great-grandchildren and one brother, J. Clell Dilgard of Cleveland, Ohio.

## ALBERT HELZER

Col. Albert Helzer of Cairo, Nebraska, died recently of an apparent heart attack. He is survived by his widow, Dorothy, three sons, Dickie with the Air Force in Omaha; Teddie, with the Marines at Selridge, Michigan; and Rickie, at home; one daughter, Mrs. Gary (Kathie) Luhn of Cairo; six grandchildren and three sisters. He was preceded in death by two brothers.

In 1942 Col. Helzer graduated from Repperts Auctioneering School at Decatur, Indiana. He was a member of both the National and Nebraska Auctioneers Associations. He later became a real estate broker and appraiser. He served as Hall County, Nebraska, supervisor for 16 years.

He was a member of the Christ Lutheran Church at Cairo, the Nebraska Farmer's Union, the Platte Duetsche Society, and was active in training youth for the Golden Gloves and baseball.

## BILLY TURNER

Col. Billy Turner of Talladega, Alabama, died suddenly and unexpectedly on July 17. He was a charter member of the Alabama Auctioneers Association and long-time member of the NAA. He and Mrs. Turner, who survives him, operated an antique auction near Talladega for many years.

Col. and Mrs. Turner were loyal and dedicated supporters of the Alabama Auctioneers Association and of the auction profession in general and, when his health permitted, both always attended the conventions.

Other than his wife he is survived by one son and one daughter.

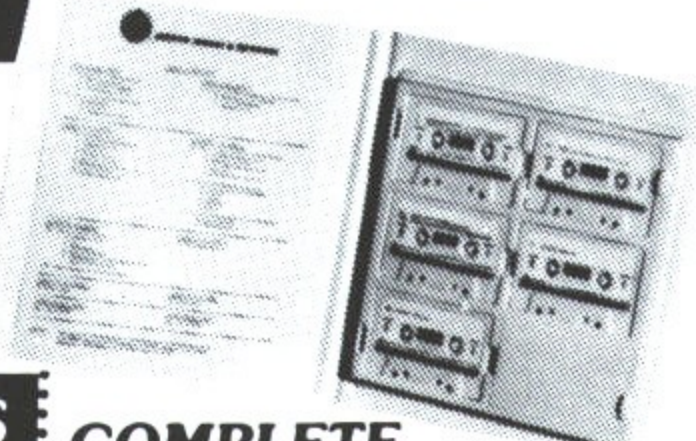
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## Large Crowd Attends Convention Held in June in Dallas, Texas

By Grace "Adams" Maddern  
San Antonio EXPRESS-NEWS

The Texas Auctioneers Association drew the largest attendance in many years for their State Convention held June 11 and 12 at the Hilton Inn in Dallas. Under the direction of TAA President Bill Wade, Dallas, the assembly was highlighted by many distinguished and informative speakers covering a variety of topics of interest to members of the Auctioneering Profession: Bonding, Sales Tax, Workmen's Compensation Insurance and the discussion of the recently adopted Texas Auctioneer Law.

Having declared June 7-13 as State Auctioneers Week, Gov. Dolph Briscoe further honored state auctioneers by extending his personal regards through Jackie W. St. Clair, Commissioner of the Dept. of Labor and Standards. Commissioner St. Clair discussed the recently passed Auctioneer Law which became effective January 1, 1976. Although the Law is administered by the Dept. of Labor and Standards through the Auctioneer Division (Director, Clarence Nash,) Commissioner St. Clair and TAA President Bill Wade stressed the importance of all auctioneers taking an active role in policing their own profession, both on a local and state level. With a limited number of personnel in the Division, it is vital that each auctioneer understands the importance of his own participation to insure the success of this law.

The Law requires all auctioneers to be licensed and allows for certain exemptions, bonding and fee guidelines for auctioneers operating in the State of Texas. The Law stipulates certain information to be included in all printed advertising materials: the word "AUCTION", the name, address, and State License Number of the auctioneer responsible for conducting the sale. Failure to adhere to the Law will result in penalties determined by the Auctioneer Division of the Dept. of Labor and Standards.

Phil Maxwell, Chief of Consumer Protection, Office to the Attorney General, reviewed the Consumer Protection and Deceptive Trade Practice Act. Clarence Nash, Director of the Auctioneer Division, also addressed the TAA membership. State Representative Mike Ezel contributed remarks on the Auctioneer Law and a review of the Limited Sales Tax Act was presented by Dick Reed of the State Comptroller's Office. TAA was honored by the attendance of C. P. "TERRY" Dunning, President of the National Auctioneers Association, extending an invitation to the membership to attend the National Convention July 22-23-24 in St. Louis, Missouri.

The programs of the first day were brought to a close with auctioneers and their families attending a dinner, followed by a FUN AUCTION, wherein items were donated by



**TEXAS AUCTIONEERS** Association officers and directors elected at the June meeting, are, left to right, front row: Keith Carey, Secretary-Treasurer; Johnny Gathright, Vice President and Bill Wade, President. Second row: Directors Dudley Althaus, D. Al Stephens, Henry Storey and Don Flusche.



individual auctioneers and as many members as possible took their turns calling for bids. Lots ranged from Longhorn steer horns selling for \$25, to a walking cane originating from an appendage at the opposite end of the steer, selling for \$160. An antique French pony cart was auctioned off by Col. Walter Britten of Bryan and brought \$190. The FUN AUCTION was very successful both in supplying an enjoyable evening and in contributing to the Association's Treasury (a total of \$1,200).

The second Convention Day began with a business meeting. Election of Officers produced the following results: President, Bill Wade, Dallas; Vice President, John Gathright, Longview; Secretary-Treasurer, Keith Carey, Arlington. An open vote by the membership selected Abilene as the site for the 1977 Convention, to be held the second weekend in June. The remainder of the meeting included a Question-Answer session referring to the previous day's topics.

An Advisory Committee was appointed from the TAA membership to work closely with the Dept. of Labor and Standards. The group consists of: Bob Barringer, Denison; Walter Brittan, Bryan; Keith Carey, Arlington; Gayle Ingram, Quitman; Tom Keilman, Round Rock; David Al Stephens, Big Spring; Henry Storey, Brownwood; S. L. "SI" Thompson, Fort Worth; Bill Wade, Dallas and Don Wilcox, Dallas. President Wade urged all auctioneers to submit their suggestions for amending the Auctioneer Law to the advisory committee throughout the coming year.

The two-day program closed with a fine banquet, featuring the installation of new officers and President Bill Wade's conviction for an even larger and better convention in 1977.

## **On His Way to Victory Party . . .**

### **Convention Speaker Litton Killed in Tragic Plane Crash**

Missouri Congressman Jerry Litton, his wife, Sharon, and their two children, Linda, 13, and Scott Stuart, 12, were killed in an airplane crash in Chillicothe, Missouri, on Tuesday, August 3 — the night of the Missouri primary election where the Congressman was winning the State's democratic nomination to the U.S. Senate. Congressman Litton was on his way to his victory celebration in Kansas City, even though he was unaware at the time that he had definitely won the primary election. Killed also in the crash were the pilot and his son, Paul Rupp, Jr., and Paul III, age 18.

The six had left the Chillicothe airport shortly after 9 o'clock and were going to Kansas City for a victory celebration where Litton was to greet his campaign workers, supporters and others. An investigation is underway and is being carried out by the National Transportation Safety Board and Federal Aviation Administration.

The crash occurred in a field just east of the residence of NAA member, Col. Hugh Campbell. The plane exploded into a ball of fire when it hit the ground. According to eyewitnesses, the plane lifted off the runway, went into a climb and then banked sharply to the left. According to the two eyewitnesses, the plane then just fell from the air.

During the NAA Convention, Congressman Litton gave a dynamic talk on the political scene, even though he realized that his audience did not offer him much voter support for the Missouri election. Having been born and raised on the farm, and having worked with auctioneers most of his life, Congressman Litton knew how to talk in the language of his NAA audience and many received his talk with enthusiastic support.

Condolences from many members of the National Auctioneers Association have been expressed to Congressman Litton's parents, Mr. and Mrs. Charley Litton of Chillicothe and Mr. and Mrs. Clifford Summerville, parents of Mrs. Litton.

## **Point Your Gavels Westward To the 1977 Seattle Convention!**

There is a sound in the distance! It is the Auctioneers' cry heard round the nation of "Gavels West" to the Evergreen State of Washington. It is time to plan on attending the National Auctioneers' Annual Convention . . . July 25-31, 1977 at the Olympic Hotel in Seattle . . . the city by the Sound!

The Washington Colonels and their families are eager to show you some Western hospitality. Plans are now underway to make sure you have a good time, meet old friends, and make some new friends. Some events proposed (but by no means all) for you include a salmon fishing trip at Westport; Weyerhaeuser tour; tours of the North Cascades, Olympic Peninsula, and Victoria. There will also be a tour of the USS MISSOURI, the Ship where the Peace Treaty with Japan was signed.

A cruise across Puget Sound for an elegant dinner and evening's entertainment at the Kiana (Garden of the gods) Lodge on the Olympic Peninsula is being planned. There will be special events for the ladies, plenty of teenage activities, a fun auction, and various workshops and seminars.

The skies are always blue in Seattle. When you come to the 1977 Convention you will find a clean, unpolluted, progressive city. Seattle is framed by Mt. Baker to the north, Mt. Rainier to the south, the Cascade Mountains on the east, and the Olympics to the west. Coupled with its waterways of Puget Sound, Lake Union, Elliott Bay, and Lake Washington, Seattle's mountains and water create a majestic setting.

If you fly to Seattle you will land at the Seattle-Tacoma (SEATAC) Airport where some of your Auctioneer friends will be on hand to meet you, or if you like, take the hustle-bus right to the Olympic Hotel, your convention headquarters. The elegant 800-room hotel is conveniently located near businesses, department stores, and theaters.

Seattle truly has something for every member of your family. Visit the University of Washington Arboretum, with its beautiful shrubs and plants from all over the world. The four-acre garden includes plantings of hollies, rhododendrons, dogwoods, azaleas, magnolias, tree peonies and cherries. The Arboretum also has one of the most authentic Japanese tea gardens outside of Japan.

The Pike Place Market is a colorful farmers market with fresh vegetables and fruit. Fish counters contain whole fish salmon, shrimp, and clams. Shop for flowers, antiques and crafts also. The Pike Place Market is unduplicated in the West.

Space does not permit a complete listing of things to do in one issue, so check THE AUCTIONEER magazine each month for more Convention events. Make plans now to come to Seattle: It'll Be Like Heaven in '77!

**Mary Witzel, Chairman  
Seattle Convention Publicity**

### **Continues to Auction at Age 82; Sells for Lions Club Sight Project**

For the third year the Avon Park (Florida) Lions Club held their annual auction for their sight conservation programs and other worthwhile projects. One of Florida's senior auctioneers, Col. Ben Stewart, who is 82 years old, conducted the auction for the Lions Club.

Col. Stewart stated after the auction was over, "The Lions Club Auction was very successful and this is the third one that I have done for the club. I have been in the business for many years and I have enjoyed and prospered every year. I truly love the auction business."



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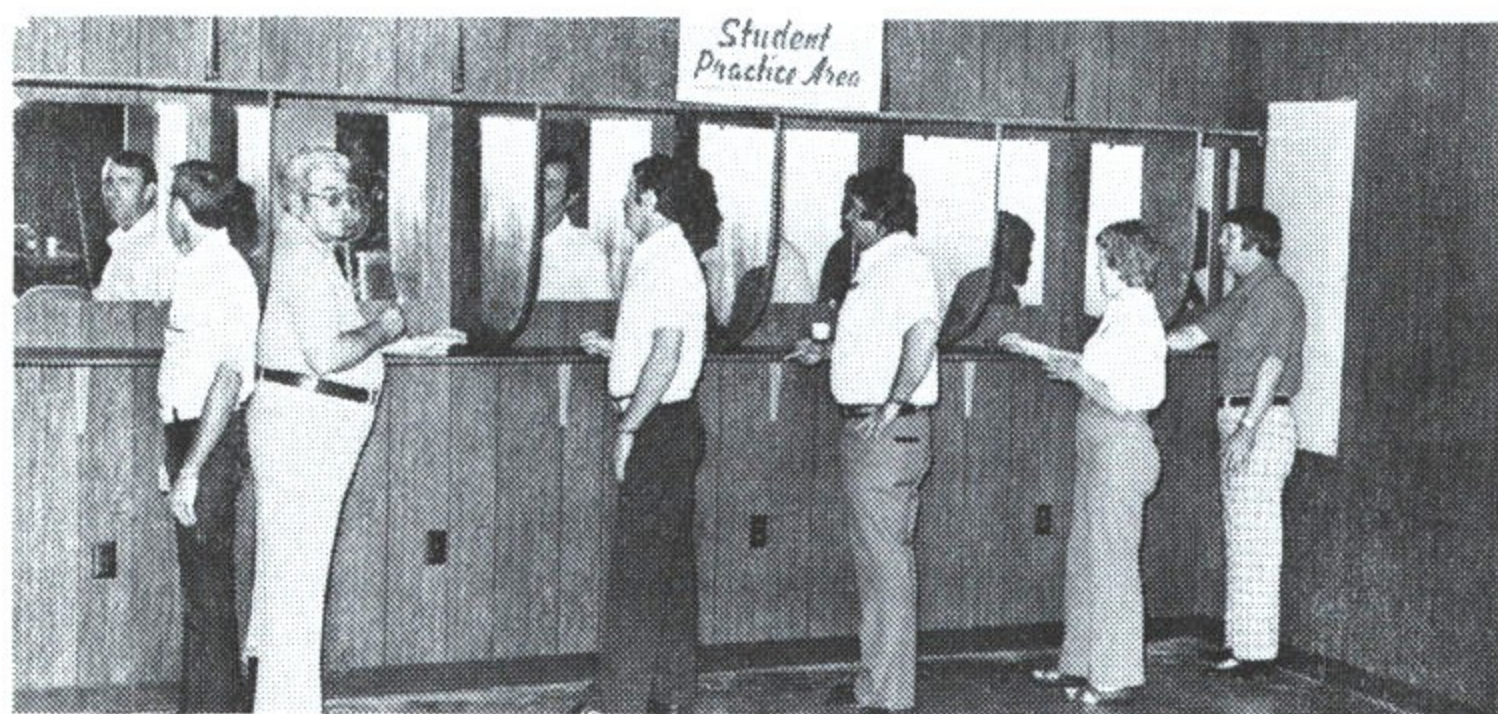
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Mrs. Harold (Erna) Ellingson, Edgeley, North Dakota

Dear Ladies:

To those of you who missed the NAA convention in St. Louis, shame on you! The hotel was excellent, the food delightful and the view of the Mississippi and the skyline of St. Louis from the arch at the top of the Gateway to St. Louis was breathtaking. Dinner on Top of The Tower in its revolving restaurant was scrumptious and the view unbelievable. Everything was beautiful!

However, the highlight of the convention was the speech at the banquet Saturday night by our new president, Brenda Higgenbotham. She spoke of how proud she is to be an American and the wife of an Auctioneer. She spoke for all of us. In other words, ladies, she said it all! We are blessed indeed to have such a beautiful lady as our president for the coming year. May all of us assist Brenda in making this an outstanding year for the ladies auxiliary.

Janie Lawing, Historian 1976-77  
Charlotte, N.C.

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plane designs  
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their Dad & Mom  
Many cards, flowers, and  
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relatives and friends.  
And probably a lot of things  
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**EDITOR'S NOTE:** The birth of the Erickson twins to Carol and Ken Erickson, Decorah, Iowa — son and daughter-in-law of NAA President Lyle and Irene Erickson created the inspiration for the above advertisement. It was used in the Decorah newspaper and later, requested for use in the Cresco newspaper.

Welcome to the NAA family, David Lyle and Daniel Carl Erickson!



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**THE JUNE CLASS OF THE Missouri Auction School** was the largest class ever assembled by the school. Over 150 students completed the school's course and the class included, from left to right: Front row — Paul Keller, KS; Dorothy House, MO; Floyd Robertson, MO; Randy Robertson, MO; Bill Morgan, Instructor, KY; Judy Klepac, Secretary, MO; Dinah Brown, Secretary, MO; Gary Ryther, Instructor, MO; Richard W. Dewees, President, MO; Dean Cates, Instructor, MO; Boyd Michael, Registrar, MO; Jim Werth, Instructor, KS; Loren S. Wine, NE; Robert E. Claypoole, MO; Martha B. Martin, MO; Jack R. Dillard, MO; Bob Dillard, MO; Dick Oliver, TX. Second row — Steve Sterling, KS; Philip Harrel, MI; Lee Harrell, MI; Laurette Glover, KS; Carle McBee, MO; Sam Plant, MO; David Allen, MO; Scott Braungardt, KS; L. D. Haskins, OK; J. W. Savage, MI; Ray F. Cordes, Sr., MO; Terry L. Jensen, NE; Tom L. Edwards, MO; Gregg M. Sherwood, KS; Joseph T. Temme, Jr., NE; Jim Parr, MO; W. D. Barnes, KS; David Whaley, TN; Jim Catt, CO; Randy Smith, MO; Third row — John Maddox, MO; Norris Spainhower, MI; Bill Schikner, MD; David E. McNeil, GA; Merle Sharick, KS; Ron Hegedic, PA; John Matteson, MO; Marvin J. Cupps, KS; Charles Arthur, MO; Zane Mulbery, MO; A. O. (Butch) Reese, Jr., GA; Don Hawks, KS; Ted Curtis, CO; Steve Curtis, CO; Karl Hines, KS; Mark Overton, MO; Larry Cornell, MO; Jerry Doty, MO; Rusty Oran, AZ; Wilma Peterson, MO; Ronnie Peterson, MO; Cindy Perkins, MO. Fourth row — Cecil M. Agnew, KS; Lewis McDowell, MO; Duane L. Dienst, IL; Wm. Taylor Wright, TN; Carew F. Rowell, GA; Tommy Schwalls, GA; Carey M. Macy, KS; Thomas W. Rowell, GA; Lawrence G. Rowell, GA; Joe Patton, OH; Michael Doyle, CO; Timmy Walker, AR; Bob Crump, MO; Donald Montgomery, AR; Jim Robertson, CA; Ray Crowley, MO; Don Lindner, MO; Ronnie E. Cole, MO; Jim Downey, MO; Donald D. Rytych, NE; Billy Wayne Cox, Jr., TX; Rollin F. Wilson, MO. Fifth row — B. Randall Burnett, TX; Scott Wiese, NE; David Bissett King, AL; Steve Javaux, MO; Jim Carrington, KS; Leon A. Schartz, KS; Joe E. Mitchell, CO; Charles Lasley, MO; John Ast, KS; Rudy Olquin, NM; Don Coulter, WY; Barb Tannheimer, MO; Karen Huberty, WI; June Hanson, MN; Charles Holmes, CA; Charles Willis, KS; Edward Thompson, Ontario; Rowe Killingsworth, MO; Ronnie W. Lingo, MO; Michel Lafaille, Quebec; Kevin Downing, MO; R. L. Stovall, TX; Earle V. Hager, PA; Cal Baker, CA; Charles Lowther, WV; Mike Hodges, KS; Darrel L. Moses, TN; Rita Rasmussen, SD. Sixth row — Arthur J. Provencher, NH; David L. Bell, MO; Don L. Beaty, MO; Harry E. Mullis, NC; Alan J. Watts, KS; Karen S. White, KS; Florence A. Phillips, KS; Patsy E. Hoffman, MD; Jonda J. Hinds, IA; Jerry E. Mills, CO; David M. Kaufman, IL; Richard L. Allnutt, MO; Jack W. Ryder, KS; Bill Tilley, MO; Paul Lande, Jr., MT; Barry Jenkins, MO; Evart Jenkins, MO; Dwight Gaston, KS; Julian McEwen, KS; Patsy J. Willis, IL; Larry Handy, IL; N. Burton Lee, II, TN; Hank Fisher, TX; Charles H. Stickney, MO; Howard E. Baxstrom, NM; Warren "Ed" Strate, OK; George A. Speers, MI; Grady McHaney, TN; Dick Howell, AR; Windle Riley, IA. Seventh row — Dennis Riordan, KS; Wally Iman, MO; Ken McCormack, CA; Michael Ortiz, NY; Edward A. Hogan, NJ; Leslie R. Learn, PA; George Joys, MI; George A. Dome, MO; H. Steven Reid, MO; Tom Lock, MO; Daryl Danner, MO; Clark N. Stephens, CA; Ronald E. Sanert, IL; Bill LeAn, MO; Wes Pool, KS; Phil Edge, NC; Mike Burkhalter, MO; James Collahan, CN; Howard B. Parzow, MD; Charles Hopke, MO; Bernard Rose, OH; Lawrence R. Plant, MD; Tom Holler, IL; William H. Decker, MO; William R. McMichael, AL; Terry Holzschuh, OH; Pat Hinman, CA; Wayne Deering, MO; Lloyd Deering, MO; Donald R. Duvarney, CO; Bruce E. Graham, MO. Students not pictured: Pat E. Kelly, MO; Curt L. McCarthy, MO. Instructors not pictured: Verlin Green, KS; Dave Kessler, OH; Paul Pippert, MO; Chuck Cumberlin, CO; Paul Dewees, MO.

**Attention Assistant Editors . . .**

## **Many Auctioneers Respond to Cry For Help in Serving as Assistants To Editor of AUCTIONEER Magazine**

Immediately upon taking the position as Secretary of the National Auctioneers Association, on December 1, 1975, President Terry Dunning issued a call for help in having good, auction topics material submitted for printing in THE AUCTIONEER magazine. To those of you who responded, this article is being printed to say, "Thank You For Your Help!"

Today, nine months later, the magazine "morgue" is stock full of good magazine articles and unfortunately space is not available in the current issue to handle the backlog of material. If your material is not used immediately after it is being sent, bear in mind that material is being used on a first-come, first served basis and if the "assistant editor" has

had an article published in a recent, previous issue, his material is being held back so that everyone can offer his information for the benefit of the auctioneers who read the magazine.

However, the NAA needs many more assistant editors to provide material for the magazine — the magazine is for the benefit of the NAA membership. Send it in hopes that space is available for publication. It will be used as soon as possible, if the material is considered interesting, valuable and timely to the NAA membership.

If you have something interesting to say to the NAA membership, write it out and send it to Harvey McCray, Editor, THE AUCTIONEER magazine; If you have something to show, have a glossy, black and white photo taken of the item and add the facts on a separate piece of paper and send it to Editor McCray at the NAA Office.

**Harvey L. McCray, Editor  
THE AUCTIONEER Magazine**



# St. Louis Convention Highlights . . .

## Association, Education and Entertainment

### Help Auctioneers Enjoy 1976 Convention

It wasn't the largest NAA Convention ever held, but the spirit of the membership and guests attending the 1976 Spirit of St. Louis Convention at Stouffer's Riverfront Towers was a tribute to the enthusiasm of and dedication to the auctioneering profession.

Over 1,100 members, families and guests enjoyed the convention activities, which were sponsored by the Missouri State Auctioneers Association on behalf of the National Auctioneers Association during the five-day event held on July 20-25 in St. Louis. The pre-convention activities began with a golf tournament which was followed by a family picnic and outing at Six Flags Over Mid-America Park where LeRoy VanDyke, Susan Haney and LeRoy's Swinging Auctioneers entertained auctioneers and Six Flags patrons alike. Featured during the entertainment was the Auctioneers Song, made famous by Auctioneer VanDyke.

The second day's pre-convention activities were spirited, to say the least. Due to an excessive amount of late registrations, the tours were over-crowded, but most were able to see Grant's Farm, Anheuser-Busch Brewery and Shaw's Gardens. Heavy crowds made lunch service almost unbearable, but due to the efforts of Convention Co-Chairman Ken Barnicle, and his crew, last minute arrangements were made to get crowds moving again.

From the opening of the convention to the end, NAA President Terry Dunning emphasized the importance of having each session begin on time. With the help of Convention Chairman H. Willard Arnaman and the instructors of the many workshops and presentations, his goal was fairly well met until the Saturday afternoon elections of officers and directors. Counting of the ballots created a slight backlog in time, but the delay was caused by scheduling, not by the auctioneers counting the ballots.

Highlights of the convention are featured in this issue of the magazine, and the photos selected show only a few of the activities of the auctioneers, their families and guests. Of importance to auctioneers, the following decisions were made during the NAA board meeting or convention:

- Lyle Erickson of Cresco, Iowa, was elected President for the 1976-77 year;
- Marty Higgenbotham of Lakeland, Florida, was elected 1st Vice President;
- Harvey Lambright of LaGrange, Indiana, was elected 2nd Vice President;
- Wayne Ediger of Belle Plain, Minnesota; William Josko of Southport, Connecticut; Forrest Mendenhall of High Point, North Carolina; and Hubert Songer of Murfreesboro, Tennessee, were elected to serve a three-year term on the NAA Board of Directors;
- Mrs. Martin (Brenda) Higgenbotham was elected President of the Ladies Auxiliary;
- Dick Brewer of Mt. Hope, Kansas; and Wendell Ritchie of Marathon, Iowa, were selected as the 1976 Hall of Fame recipients;
- Boston, Massachusetts was selected by the Board of Directors as the site of the 1978 NAA Convention;
- Over \$9,000 was collected at the Auctioneers in Action Auction, which was organized by R. E. Voorheis of Harrisburg, Missouri, and his Missouri State Auctioneers;
- Morris Fannon of Pennington Gap, Virginia; Harold Ellingson of Edgeley, North Dakota; Archie Moody of Darlington, South Carolina and James Wilson of Hot Springs, Arkansas, were recognized for their service to the NAA as retiring members of the Board of Directors;
- The Washington Auctioneers Association received the award for having the greatest increase in Convention attendance from the previous year with an increase of

100% (from 10 to 20 persons attending);

- Advertising Contest award winners were named, and the recipients include:  
Real Estate — color: Delta Auction Company, Memphis, Tennessee;  
Real Estate — black & white: Buss Auction & Realty, Columbus, Nebraska;  
Farm Auction — color: Moody-Golden Auction Company, Darlington, South Carolina;  
Farm Auction — black & white: Norman Aldinger, Cleveland, North Dakota;  
Commercial & Industrial — color: Henderson Brothers, Livingston, Indiana;  
Commercial & Industrial — black & white: Jack Faulks Auctioneers, Lubbock, Texas;  
Antiques & Household Goods — color: Kruse Auction Company, Auburn, Indiana;  
Antiques & Household Goods — black & white: Kochmar Auction Service, Flemington, New Jersey;  
Overall Winner — Barnard Company, Jake Barnard, Bowling Green, Kentucky;  
Runner Up — Ernest Bloomer, Glenwood, Iowa.

## Many Auctioneers Compete In '76 Advertising Contest

By Howard Buckles, Chairman  
1976 Advertising Contest

I want to take this opportunity to thank everyone who entered the 1976 Advertising Contest. I know there were many entries from auctioneers who were not at the convention to get a personal thank you.

This note is for all of you who were not at the convention and another reminder for those who were at the convention. There were over 400 entries so you can see that it is not an easy job to judge so many entries. I will again say that as chairman of the committee, it hurt me deeply to have to eliminate many good entries due to the fact they did not include the NAA emblem or words, "Member, National Auctioneers Association" on them.

Please remember that this is a must for your entry to be judged.

I believe the advertising contest to be a very worthwhile program for our association and hope that we will be able to continue it for many years to come.

I also want to thank those who served on the Advertising Contest Committee with me. They include: James E. Wilson, Hot Springs, Arkansas; Marvil L. Smith, Silver Creek, New York; and Ray Wallace, Shreveport, Louisiana. At the convention we were assisted by a very fine young gentleman from the St. Louis Post Dispatch, Robert Risk, who was assistant director of promotions and public affairs.

Thank you again.

Howard Buckles, Chairman  
Keosauqua, Iowa

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# Highlights of the Convention . . .



**THE WEDNESDAY NIGHT RECEPTION** for the new NAA Secretary, Harvey McCray, offered many conventioners the opportunity to renew friendships which have been made during past conventions.



**SUPPORT RURAL AMERICA** was the theme of U.S. Congressman Jerry Litton (above photo left) during his address at the Thursday Luncheon. Shortly after the convention had concluded, the dynamic Congressman from Missouri was killed in an airplane crash as he was flying to Kansas City to celebrate a victory party in his quest to become the Junior Senator from the State of Missouri.



**A RECORD BREAKING** total of \$9,088.50 was received at the Auctioneers in Action Auction at the Convention. President Terry Dunning auctioned the first item, bought by 1977 Convention Chairman Bob Losey for over \$600; another of the many first items purchased by Losey at past "fun auctions".

**PRESIDENT TERRY DUNNING** gave the keynote address at the Spirit of St. Louis Luncheon on Thursday, the opening event of the NAA Convention.



**CONVENTION CHAIRMAN** Willard Arnaman was master of ceremonies at the Thursday Luncheon and is shown here (right photo) leading the Pledge of Allegiance to the Flag of the United States of America.



**WELCOME TO MISSOURI** was the theme of the Hon. James Kirkpatrick's address to the Convention at the Thursday Luncheon (left photo).



**REX YOUNG**, (left), well-known auctioneer from Nebraska, was the oldest auctioneer to sell at the Fun Auction, and it was not limited to men as shown in the right photo.

**THE GAVEL OF THE Auxiliary President** was exchanged from the hands of Mrs. Don W. (Eileen) Standen, North Ridgeville, Ohio, to Mrs. Martin (Brenda) Higgenbotham of Lakeland, Florida.







**A NEW BANNER** was presented to the NAA by Treasurer Dean Fleming and accepting the banner on behalf of the Association was President and Mrs. Terry Dunning.



**LYLE ERICKSON**, 1st Vice President from Cresco, Iowa, offered words of welcome to State Officers at the breakfast, sponsored by the NAA Board of Directors, on Saturday morning.



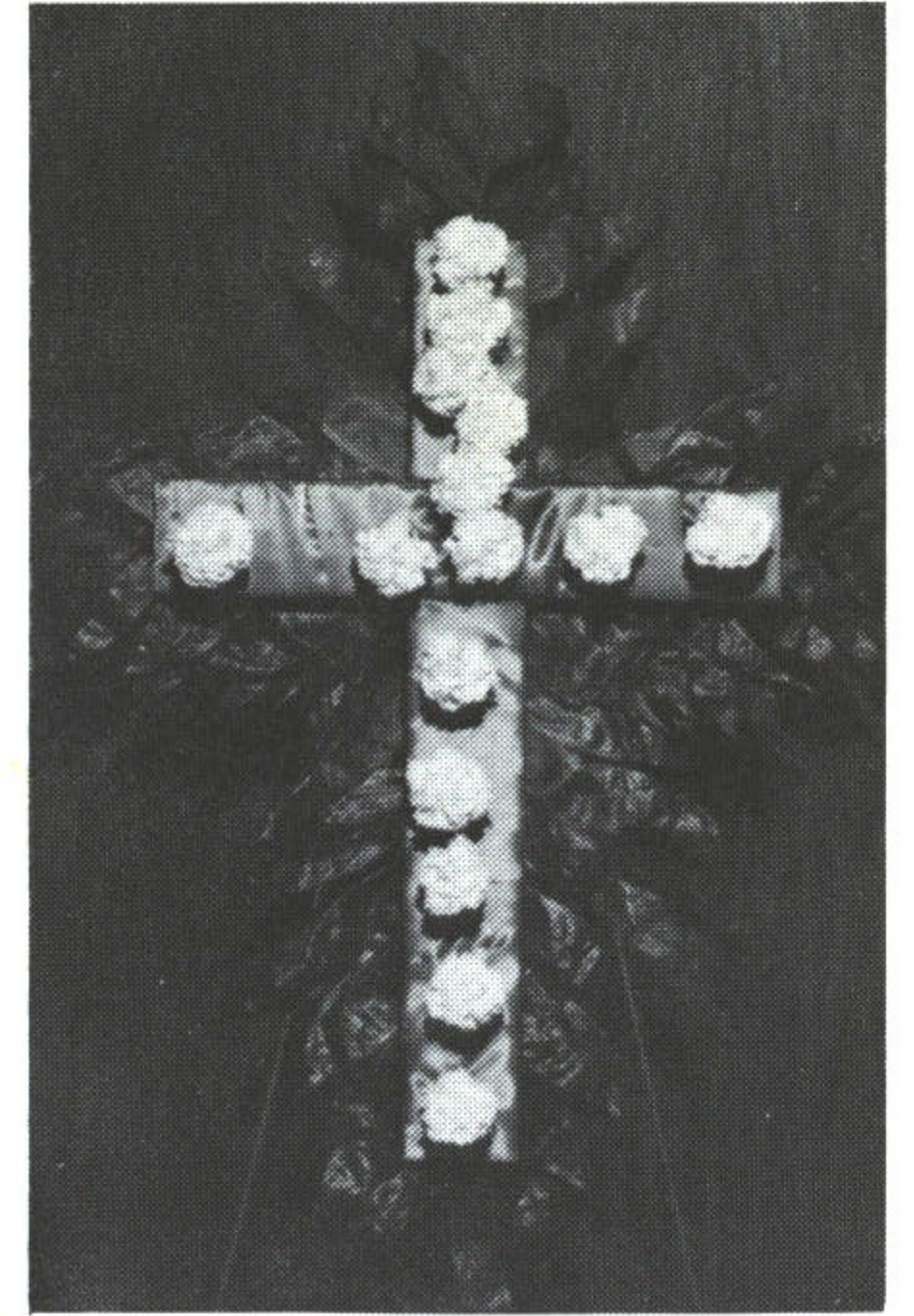
**THE 1976 CONVENTION** was sponsored by the Missouri State Auctioneers Association under the leadership of Chairman H. Willard Arnaman, pictured with his wife Avis during the Saturday Banquet Grand March (Avis was Co-chairman of the Ladies Auxiliary Convention), and the Arnamans were ably assisted by Co-Chairman Ken Barnicle and his wife, Marian, also Ladies Co-chairman, shown with the NAA Convention courtesy van.



**FOUR NEW DIRECTORS** were elected to serve a three-year term on the NAA Board of Directors and pictured, left to right, are: William J. Josko, Southport, Connecticut; Hubert D. Songer, Murfreesboro, Tennessee; Forrest A. Mendenhall, High Point, North Carolina; and Wayne Ediger, Belle Plaine, Minnesota. Then the newly elected officers and directors were installed by retiring President Terry Dunning at the Annual Meeting. Pictured being installed, from left to right, are: Directors Hubert Songer, Forrest Mendenhall, Wayne Ediger and William Josko; 2nd Vice President Harvey Lambright; retiring President Dunning; 1st Vice President Martin Higgenbotham and President Lyle Erickson.



**A FLOWER FOR EACH** deceased NAA member during the past year was added to the cross at the Memorial Service, which was presented at the Annual Meeting.



**SPIRITED MUSIC** by the Garver Trio entertained the children during the convention.





**THE GRAND MARCH** to the Head Table at the Saturday night Spirit of '76 Banquet was highlighted by retiring NAA President Terry Dunning and his wife Pat and then newly elected NAA President Lyle Erickson and his wife Irene.



**LOOK ME IN THE EYES, TERRY,** were the words expressed to Terry Dunning by Willard Arnaman during the Banquet, as Willard, standing on a chair, presented a plaque of appreciation to the outgoing NAA President.



**HALL OF FAME Awards** were presented to two outstanding auctioneers in recognition of their outstanding achievements in promoting and enhancing the auction profession. The two 1976 recipients, shown receiving their plaques from President Dunning, are (top photo) Wendell Ritchie of Marathon, Iowa, and Richard M. "Dick" Brewer (lower photo) of Mt. Hope, Kansas.



**THE MIRACLE OF AMERICA** was the title of R. E. "Mick" Delaney's talk at the Banquet. Speaker Delaney is a firm believer in the Free Enterprise System in America and reviewed his thoughts with the conventioners.



# Western College of Auctioneering's Largest Class Ever



**THE JUNE, 1976, CLASS** of Auctioneers from Western College of Auctioneering, Billings, Montana, was the largest class ever. Pictured above, left to right: Front row — R. J. Thomas, Billings, MT (instructor); Herbert Hensley, Ft. Huachuca, AZ; Bruce Pettit, Minot, ND; Gaylon Byrd, San Jose, CA; Mascot Morning Star; Scott Musser, Cody, WY; Bill Hagen, Executive Secretary, Billings, MT; Instructors Truman Kongslier, Herried, SD; Jack Ellis, Roundup, MT and Stan Bucholz, Lehr, ND; Rick and Thomas Spence, Dover, DE (youngest ever). Second row — Lamar Sellers, Dover, NJ; Everett Morrow, Telluride, CO; Fred Freeman, Beloit, WI; Ron Witt, Belgrade, MT; Carla Udelhoven, Winifred, MT; Larry Morton, Edmonton, Alberta, Canada; Robert Gremp, Modesto, CA; John Pearson, Spearfish, SD; John Russell, Castlegar, B.C., Canada; Kevin Hales, Spanish Fork, UT. Third row — Elwood Schwartz, Estavan, B.C.; Rod Ludlow, Spanish Fork, UT; Alvin Leismeister, Sunnyland, B.C.; Marlin Kapp, Steele, ND; Phil Johnson, Missoula, MT; Earl Kamrud, Bottineau, ND; Richard I. Love, Sierra Blanca, TX; Ralph Peneull, III, Gilliam, LA; Lisa Rhoades, Dunning, NE; Ricky Bain, Tuccumhari, NM; Gary Merritt, Lincoln, NE. Fourth row — Jerry Nelson, Boise, ID; Dan Sheets, Dunning, NE; Jim Robertson, Edmonton, Alberta, Canada; Sally Ann Blakely, Kenai, AK; Richelle Michaels, Los Animas, CO; David Kongsli, Herried, SD; Hal Masters, Casper, WY; Bob Gottsstein, Perry, KS; James Walter, Hot Springs, SD; Craig Schafer, Moses Lake, WA; Mark Fanning, Waunetta, NE; Harvey Ruona, Morris, MN. Back row — Rick Tippett, Joseph, OR; Billy Rae Jensen, Purdun, NE; David Henneberry, Rennville, MN; Clay Mercer, Montrose, CA; Michael Ross, Louisville, KY; Douglas Meily, Webster, NY; Tim Smith, Casper, WY; Barry Howey, Jefferson, CO; George Street, Penticton, B.C.; Rick Vorhees, Pierre, SD; William Wilson, Dover, DE; Gordon Taylor, Alliance, NE; Harold Englehardt, Lodi, CA; Dennis Lemmons, Mt. Vernon, OR; Dick Bradshaw, Kalispell, MT; Ted Sullivan, Big Fork, MT; Lyle Purdun, Purdun, NE; Gilbert Kutscher, Yakima, WA; Charles Barnett, Fairbanks, AK. Twenty-four states and four provinces were represented in this auctioneering class.

## Auctions Can Be Profitable To Raise Funds for Charity

NAA Member Timothy Schanze of Chicago, Illinois, suggests that auctions can be the most profitable fund raising event available to non-profit organizations. He believes it is the professional auctioneer's civic duty to point out the possibilities to his local schools, churches, clubs, etc.

Col. Schanze submitted a letter to the NAA Office, which is being printed below, which will substantiate his statement and which indicates the unlimited possibilities of a well organized charity auction. The letter is to the Chicago auctioneer from the President of the Loyola Academy of Wilmette, Illinois, and is addressed to "Dear Tim, In the after-

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math of the Ramble a great amount of interest and appreciation has focused on you for the outstanding job you did in running the oral auction last Saturday night. The oral auction made \$101,000. for Loyola. The overall gross for the night was in excess of of \$220,000. I want you to know how much all of us appreciate your efforts and your energy.

"See you next year. Be sure to mark Saturday, May 7th, 1977 on your calendar. Sincerely, Lawrence Reuter, S.J., President."

*EDITOR'S NOTE: The benefit of this charity auction was not only to Loyola Academy, but to auctioneer Schanze as well. Just imagine how much publicity and excellent customer relations were received after the auction was conducted and due to the professionalism of auctioneer Schanze. Advertising pays in all respects!*



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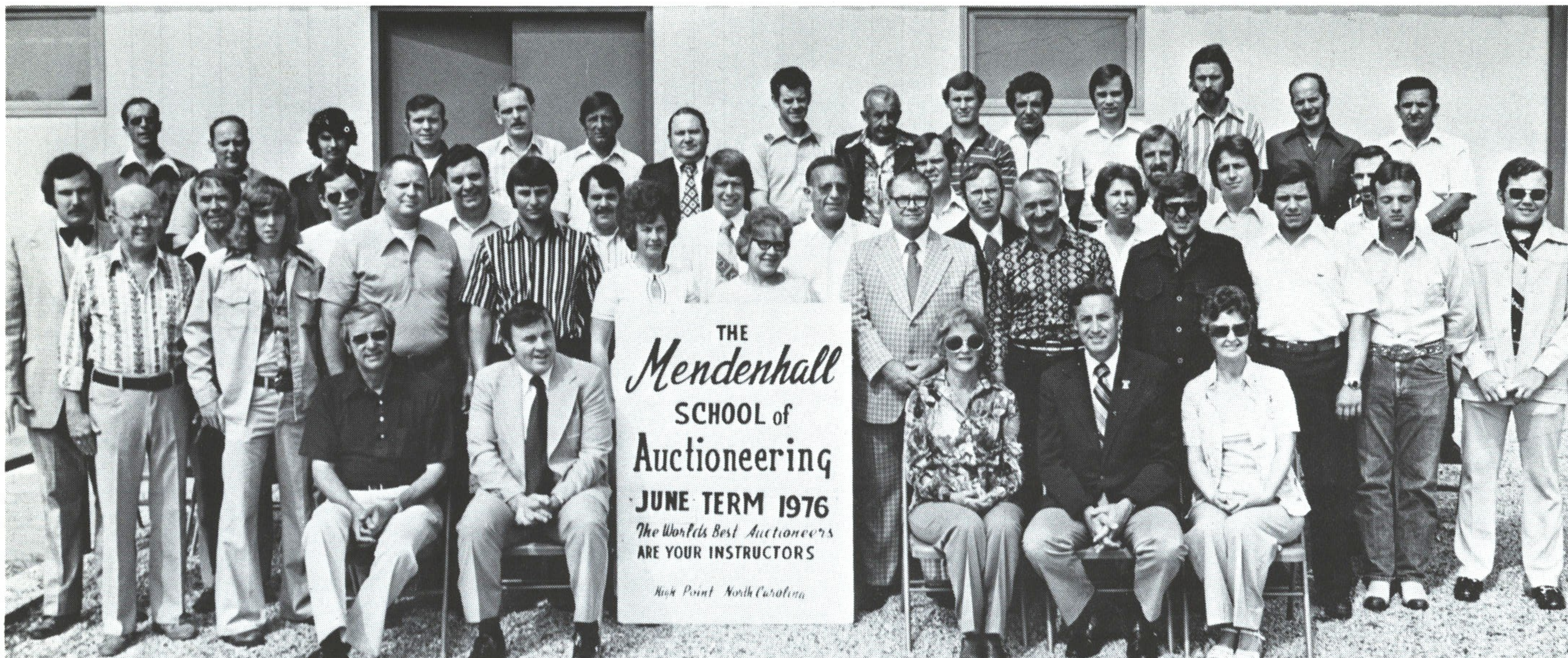
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## Mendenhall School of Auctioneering's June, 1976 Class



**THE CLASS PHOTOGRAPH** of the June, 1976 Mendenhall School of Auctioneering students include, from left to right: Seated — Archie Moody, Forrest Mendenhall, Edna Ragan, Herman Crawford and Betty Jo Mendenhall (both of the ladies are secretaries; the men, instructors). Instructors not pictured include Jimmy Jones, Bill Lanier, Lewis Compton, Larry Hedrick, Carson Womack, Jake Horney, Morris Fannon, Harold Craven (realtor) and Louis Fisher (attorney). The students included T. A. Aaron, Orlando, FL; Ronald Aherns, Wasilla, AK; James A. Buchanan, Spruce Pines, NC; Nancy Burke, Asheville, NC; Timothy D. Burke, Asheville, NC; E. Udean Burke, Asheville, NC; Keith S. Carpenter, Mooresville, NC; Robert Lee Cox, Snow Hill, NC; Harold Ray Edwards, Lexington, NC; George Christopher Eller, Salisbury, NC; Christopher England, Pinnacle, NC; Jerry Everhart, Thomasville, NC; Thomas M. Fraley, Gaithersburg, MD; William Craig Gilreath, Winston Salem, NC; Ronnie E. Green, S. Boston, VA; Stanley Honeycutt, Jonesboro, AR; R. Richard Hunter, Williamston, SC; E. Lantz Hyde, III, Linwood, MD; Johnny E. James, Jonesboro, AR; Ronald Forrest Kibler, Yorktown, VA; Elmer Kilmer, Jr., Port Bryon, NY; George T. Lewis, Greensboro, NC; Mae McClellan, Concord, NC; William R. Miller, Mocksville, NC; Wade C. Murphy, Fayetteville, NC; Osmond E. Nickerson, Jr., Sparks, MD; Louis E. Orms, Baltimore, MD; Phillip Wayne Parker, Russellville, AL; Frederick A. Peters, Aurora, WV; Ted Retmier, Indianapolis, IN; Charles V. Robbins, Raleigh, NC; William Robison, Greensboro, NC; Charles E. Rumley, Winston Salem, NC; Luther Arnold Shields, Winston Salem, NC; H. Lee Stewart, Fayetteville, NC; J. L. Stroman, Daytona Beach, FL; William F. Weant, Salisbury, NC; Tracy R. White, Fort Bragg, NC; Jan Whitley, Bennett, NC; Jerry Winstead, Burlington, NC and Ronald E. Witt, Atlanta, GA.

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For further information, write or phone Col. Gene Rosenberger — Metropolitan State Auction Gallery, Ltd. — 38-40 Halfmoon Drive, Halfmoon, NY 12188. Phone (518) 456-4030 (no collect calls).

### Louis Cook Auction Held in June

On a hot summer day in Hingham, Massachusetts, Louis A. Cook held an auction on June 19 and 500 people attended to buy the following items: signed Tiffany table lamp — \$4,000; three tilt-top tables — from \$175 to \$250; child's cast iron range — \$130; Metlach eight-inch stein — \$300; black marble top table — \$250; baby grand piano — \$500; oriental rug — \$575; box of early valentines — \$70; pewter teapot — \$115; French statue of bronze nude — \$400; silver tea set — \$150; Reed and Barton plated silver set — \$165; doll — \$325; Victorian love seat and chair — \$575; Victorian whatnot — \$150; pewter platter — \$170; and Empire secretary — \$225.

Louis Cook has been an auctioneer for over 27 years with over 4,300 auctions conducted to date.

### BRITTEN AUCTION ACADEMY

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# Britten Auction Academy's 1976 Graduating Class



**THE 1976 GRADUATING CLASS** of the Britten Auction Academy are pictured, left to right: First row — Daniel Feller, TX; Tip Ross, TX; Brad Whitley, TX; Jeffrey Harber, TX; W. Standley, TX; and Tommy Daniel, GA. Second row — Jon Harber, TX; Herbert Feller, TX; Walter Milliorn, TX; Donald Jordan, TX; Forrest King, TX; Ronald Jordan, TX; Robert Gregg, TX; Madge Wallace, instructor; B. J. Greathouse, HI, instructor; Travis Duke, Jr., TX; Don Wilcox, TX and Walter S. Britten, President, TX. Third row — Mark Sucher, FL; George Sucher, FL; James McCormick, TX; Ricky Miller, TX; Travis Duke, Sr., TX; Bob Sapp, TX; Mike Smolik, TX; James Hargraves, TX and Z. T. Takacs, LA. Standing — John Fisher, TX; Dan Duckwall, MO; Edward Varner, TX; Rueben Nixon, TX; James Allen, CA; Wade Mitchell, TX; James Matthews, TX; Carlos Canale, Sonora, Mexico; Vaughn Lewis, MI; Mike Matthies, TX; Jim Oakley, TX; Benny Whitfield, TX; John Mitchell, TX; Jerry Handley, TX; Carl Foster, OK; John Brief, TX and David McCormick, OK.

## CONVENTION DATES

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

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

October 2-3 — Arkansas Auctioneers Association, Royal Vista Hotel, Hot Springs.

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

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

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

January 21-22 — Pennsylvania Auctioneers Association, Host Inn, Harrisburg (Host Inn is just off the Pennsylvania Turnpike at the Harrisburg East Interchange).

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

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

## Prize Winners Announced For Art Feller Contest

For those of you visiting Art Feller's Convention display at the 1976 St. Louis Convention, Art has announced the winners of the guessing contest (how much money in the jar). His winners include:

1st prize to Andre Hasamer of Fulton, Ohio, who guessed \$25.60; second prize to Viola Cordes of Red Wing, Minnesota, who guessed \$25.32. The total of \$25.49 was in the jar.

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## September Dinner Event To Honor Al Dunning

A dinner, honoring Col. A. C. "Al" Dunning, will be held at the Blue Moon Ballroom, Route 20, Elgin, Illinois, on September 19, 1976. Col. Dunning is being recognized for his many years in the auction profession as well as for the many community services he has offered to the community of Elgin.

Al has been in the auction profession for 56 years. He graduated from the Carey Jones Auction School of Chicago in January, 1920. He is 80 years old this year.

For further information on attending the recognition dinner for Col. Dunning, contact Duke Rath, Route 3, Box 102, Elgin, IL 60120. Phone: 312 695-0388.



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## The 1976 Convention Was A Rewarding Experience For Convention Chairman

The Greetings, and Smiling faces of the Auctioneers and families, descending on the escalators upon arriving at the NAA Spirit of '76 Convention in St. Louis was most gratifying to your convention chairman. I am still looking for words to express that joy in my heart, as I am sure the other convention chairmen have done before me.

Surprises were many for the Missouri Auctioneers, your Hosts, the Chairman and Co-Chairman. President Terry Dunning and Secretary Harvey McCray said: "Willard, your room should be near the convention floor where you can relax when you get the chance and have those attending the convention drop in." The word "room" should have been "Convention Chairman's Office". Seven of my personal staff; the Missouri Auctioneers; and many others followed through on the duties delegated by the chairman, from this room. I am sorry I didn't get to meet many of you personally, shake your hand, and have you come by the room for a chat, but there just wasn't the time.

Your correspondence, phone calls, a gift from Canada, and the response to our NAA Convention Souvenir Limited Edition plate continues to add to our elation of this experience as Chairman. Please keep those letters coming with the pros and cons in regard to the convention and I will relay

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The American made, fine china, limited edition N.A.A. Spirit of '76 Convention "Collector's Souvenir Plate" has a gold band with red and blue design built around the Bicentennial year and the Auction Profession with the Chairman's name as designer on reverse side and is available on a first-come, first-served basis on receipt of \$15.00 donation, which covers all shipping and mailing charges. Proceeds over cost equally divided between N.A.A. and M.S.A.A.

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the information to the Board of Directors, so we may have better conventions in the future.

Those attending the Sunday Morning Chapel Services, had a very rewarding experience as Brian Lester, Convention Chaplain and past NAA President Harris Wilcox of New York, and the Lester Family Singers, conducted the first NAA Chapel Service.

Words still elude me, for my expression, and appreciation, that I wish to convey to you. I'll sum it up by this quotation as your chairman: "I am humbled to have contributed so little to a profession, that has done so much for me."

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**H. Willard Arnaman, Chairman  
NAA Spirit of '76 Convention  
Unionville, Missouri 63565**

## '76 CONVENTION THOUGHTS

The Barnicles want to express our thanks to every last one of the 1200 plus auctioneers and their families who attended the St. Louis Convention. We want to apologize for any inconvenience to anyone on the Wednesday tour. We had it worked out according to times and places, but due to circumstances beyond our control it didn't quite jell. Also we apologize for the services and meals at the Hotel.

We, in Missouri are really proud of Col. R. E. Voorheis and all the Missouri people who helped with the fun auction. His number card system helped move the sale right along. With all the good items from every state and every auctioneer, and all the good buyers it was the best fun auction ever. Although there was only about a dozen auctioneers from Missouri, those that were there were really on the ball and helped to see that everyone enjoyed the convention.

After making several trips to the airport Sunday morning we came home, but then had to take the truck back to the Hotel and pick up the totem pole that Col. Kiko purchased in the fun auction. By now it is on the way to Ohio. We always enjoy going to the Convention, but I guess you all know we are glad to see the back of this one.

We, in Missouri are looking forward to a better new day. A law was passed in the last Missouri legislature pertaining to professional people. Auctioneering will be on the same level as doctors, lawyers and other professional people. In the future auctioneers will not be required to pay for a permit in a town or city to conduct an auction if they are licensed in their own district.

We have been working for 14 years lobbying for a new license law in Missouri governing auctioneers. We now have a member of our Association, Col. Glenn Binger whom you met at our opening luncheon, who is a Representative in the House. We feel now we are in the home stretch. We have had our law in the last two sessions and intend to have it in the coming session. This time may be the last time. Working for a law like this has required a lot of work, such as driving, phoning, letter writing and countless hours of personal contact, and we can proudly say that our members and friends really got behind and pushed.

We will see you all in Seattle if it doesn't conflict with a European trip we hope to take in 1977.

There's one person we want to mention, our new Secretary Harvey McCray. He did a great job at the Convention. With all working together with him we can't have anything but success in the NAA.

Thanks again for your patience!

**Ken and Marian Barnicle  
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# Knotts Graduates Commissioned As Kentucky Colonels

The State of Kentucky was recently staffed with 42 new auctioneers, 25 of whom were commissioned as Kentucky Colonels. The 42 new Bicentennial auctioneers graduated from the Knotts School of Auctioneering of Gallipolis, Ohio, just prior to July 4. Classes were conducted at Elizabethtown and Lexington, Kentucky.

The State of Kentucky also commissioned chief instructor Col. R. E. Knotts with the honorary title of Kentucky Colonel. As a "Yankee", Colonel Knotts was well pleased with the southern hospitality which he received while conducting classes in the Blue Grass State.

President of the Lexington class and spokesman for the group was Jack D. Kimball, who owns and operates the Tri-City Auto Sales at Newport, Kentucky. Other class members

were as follows: Thomas Tingle, Springfield; Russell R. Yates, Junction City; Lacy Gravett, Winchester; Daniel Williams, Paris; James A. Girdler, Science Hill; William A. Coffman, Danville and R. H. Adcock, Sulphur.

Walter L. Littleton, Morehead; Paul E. King, Winchester; Gary R. Napier, Stanford; Billy Woodrum, Danville; Paul J. Collins, Covington; Melvin L. Rowland, Winchester; James O. Teater, Burgin; Guy W. Goodlett, Harrodsburg; Debbie A. Heightchew and Edwin O. Burden, Mt. Sterling; Frank Brown, Winchester; Charles L. Kachler, Ewing; Anthony W. Jennings, Berea; Brent Woodrum, Danville; William K. Napier, Stanford; William T. Mitchell, Maysville; Robert L. Trowbridge (President of Elizabethtown Class), Lebanon Junction; Freeman Smith, Horse Cave; Marvin L. Dodson, Constantine; J. C. Thornhill, Harned; Earl L. Sandusky, Lebanon; Eugene L. Smith, Sr., Springfield; and Billy R. Sherrill, Lebanon.

Kenneth Corbett, Loretto; Robert B. Luckett, Shively; Billy Page, Lebanon Junction; David L. Bray, New Haven; Daniel R. Hayden, Louisville; Robert L. Trowbridge, Jr. and David E. Beatty, Ashland and Ferrell Bailey, Ashland.

Students attending from Ohio were Stephen Knotts; Sheila Knotts and Bill C. Hankins, Ironton; John Conley, South Point; Wilbert Ollerdisse and Jack D. Kimball, Cincinnati.

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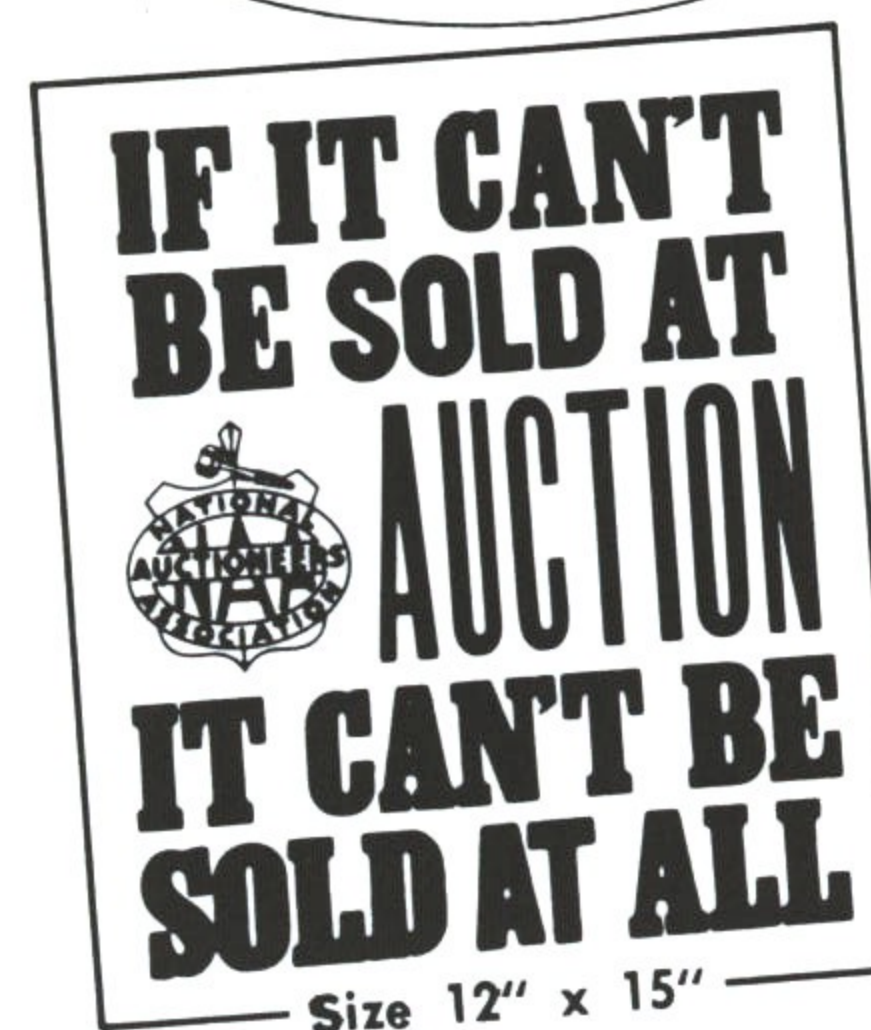
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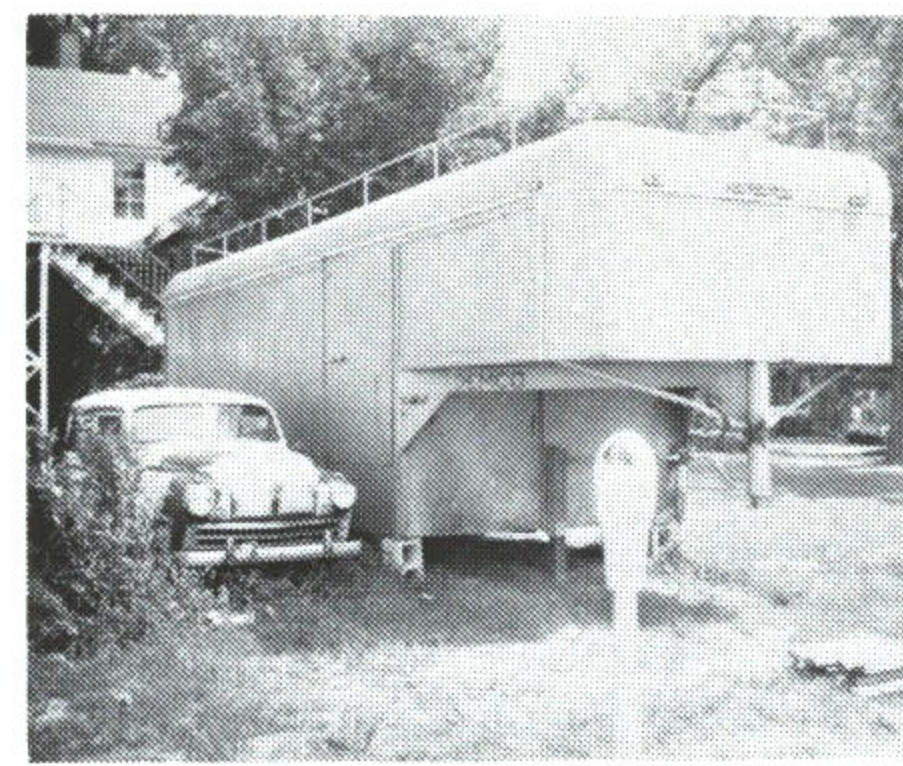
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# AUCTION SUPPLIES

## WRITE FOR FREE SAMPLES

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

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

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

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

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

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

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

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

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

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

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

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

### WIRES FOR EQUIPMENT AUCTION TAGS, 12" long.

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

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

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

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

### CONSIGNMENT CONTROL . . . Form No. CC-73

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

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

### FINAL SETTLEMENT FORMS . . . Form FS-69

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

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

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

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

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

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

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

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

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

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

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

### AUCTION PROMOTION SCHEDULE . . . Form No. APS-72 8½ x 11. 50 sheets per pad.

Column to list seller's name, property location, date, estimated cost, date ads ordered, amount paid and amount advanced by seller. Itemized by newspaper, radio-T.V., signs, sale bills, postage, addressing, labor for tagging, clean-up, security, etc.

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

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

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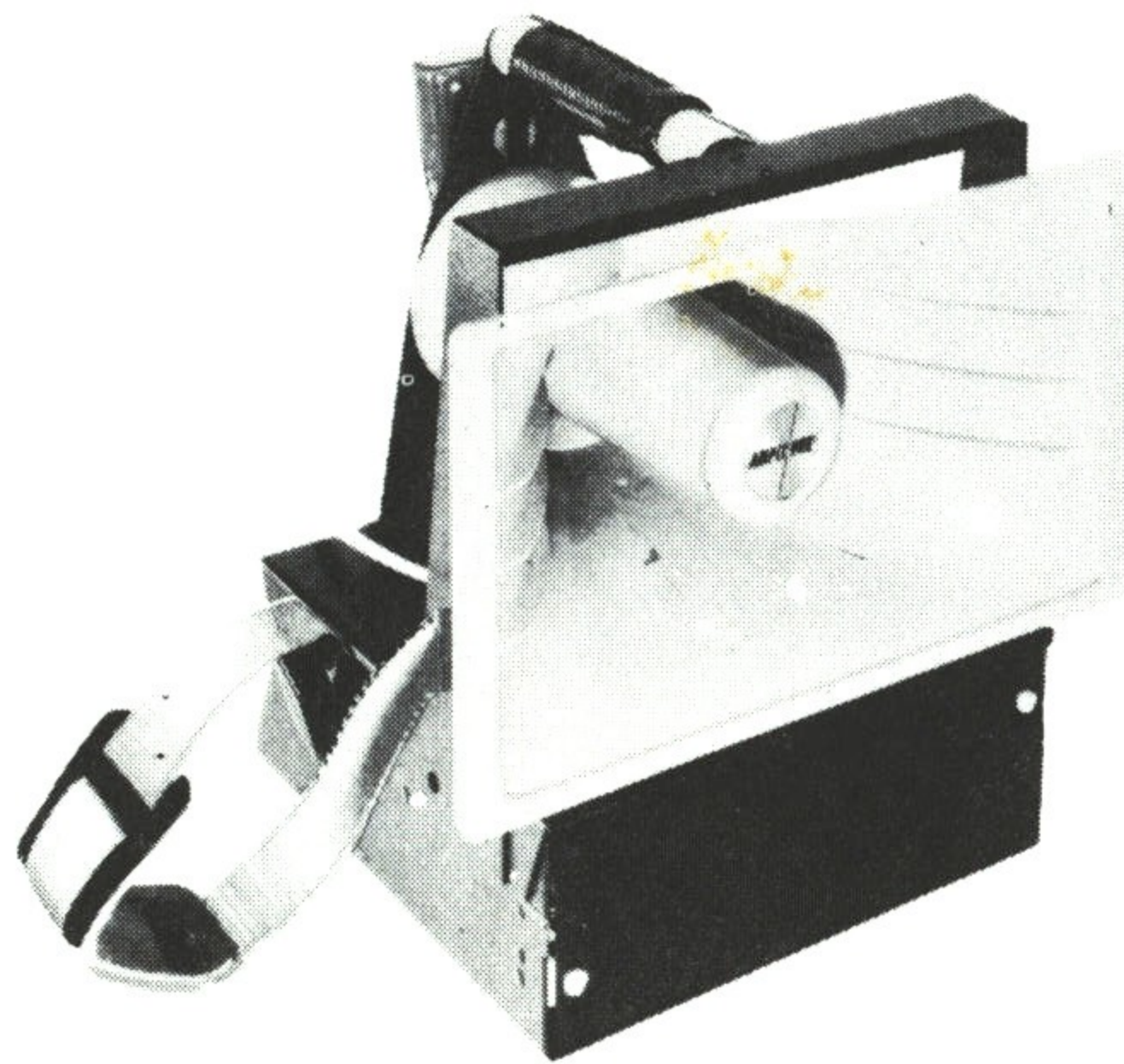
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## HALF-MILE HAILER

- 25 watt solid-state megaphone
- Extremely intelligible, even at half a mile
- Easy to handle—weighs 15 lbs. never blocks your vision, never gets in your way



**\$159.50**

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### Specifications

**Amplifier:** All-transistor push-pull design, 25 watts (E.I.A. music power rating), 40 watts peak.

**Frequency response:** 30-15,000 Hz.

**Controls:** On-Off; Volume.

**2 Inputs:** 105 db gain input for ceramic or dynamic microphone and auxiliary input for phono, tuner, tape recorder, etc. (requires 0.3 V. for full output).

**2 Outputs:** 2 phone jack outputs for 4, 8, or 16 ohm speakers or recorder.

**Power Source:** Ten flashlight batteries, size "D"; 40 ma. idle current; 200 hours of operation. (AC Adapter available.)

**Speaker:** Weatherproof Implex horn, capable of handling full amplifier output.

**Microphone:** Noise-cancelling hand-held microphone, supplied with 8' coil cord, push-to-talk switch.

**Construction:** Gripper handle, shoulder strap included.

**Weight:** 15 lbs. with batteries.

**Price:** Complete system Perma-Power Model S-610 (less batteries.) Net each **\$159.50**

### Accessories:

Set of ten alkaline batteries; AC Adapter; Car top carrier speaker system

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