PAA President

(Continued from Page 20)

kept in perspective. He said, "People make more money, and they spend more."

Auctions, he believes, appeal to competitive crowds. He said, "It's supply and demand. If someone else wants it, others have a tendancy to want it, too."

For his own collecting, Clayton said, "I lean toward furniture, but my house is full."

Clayton operates an auction house where he conducts sales once or twice a month. His auction specialties include household furnishings, antiques, collectibles, tools, and miscellaneous auctions.

"If I don't have an auction, I'm at one. You learn by what you see, and I do a lot of reading to learn to recognize value," he said.

He also obtained a West Virginia license. He said, "You need a license for every state where you serve as an auctioneer."

Clayton is an active member of Jefferson Baptist Church, has served six years with the National Guard, and is a licensed realtor. He works as a histology technician for Greene County Memorial Hospital, Waynesburg.

He has a son who is a state trooper, and who also

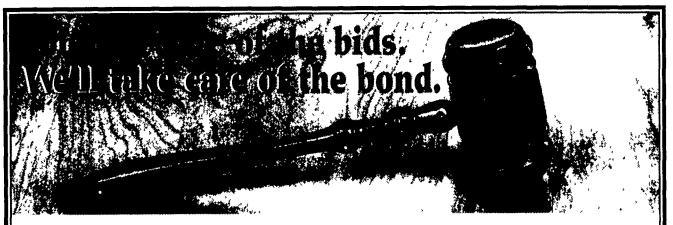
helps at auctions. A daughter who has a nursing degree used to help him with the auctions, but is too busy. He has three grandchildren.

Clayton believes people considering an auctioneering career should have an outgoing personality, pleasant demeanor, high, honest integrity, good ethics, and good common sense.

"I love it. It's in my blood," Clayton said of auctioneering.



People gather for an indoor auction at Horst Auction Center, Ephrata.



When you're setting up an auction, you've got your hands full. Now you can quickly check off one critical task – with H&A **Bonds Plus**_{IN}. This personalized auction bond service streamlines the process, offering you:

• 20 years of auction bond experience • A complete, up-to-date library of bond forms • Full service bonding, from Auctioneer License and Single Sale to Bankruptcy Court, SBA & FDIC, Sales & Use Tax and Miscellaneous • Fast delivery - often the same day you call!



You can count on H&A **Bonds Plus** to get you the correct bond at the exact time you need it. You can also count on the expertise of true auction bond specialists. To learn even more, contact Lynne H. Seiffert using our Auctioneer Direct Line: 770-650-8466 or call us Toll Free at : 877-NAA-BOND, on the internet look up our web site at: www.bondsplus.com

1401 Johnson Ferry Road, Suite 328 F70, Marietta, GA 30062-8110