

VOL. XIX

NO. 12

DECEMBER, 196

# THE **auCTIONeer**



CHRISTMAS TREE LANE





*It is just a few more days until Christmas!*

I do not know of anything that I would rather have for Christmas than something that is both beneficial and nice. The Auctioneer hats and blazers make an ideal Christmas present for yourself, your husband or your employees. The Three D Magnetic signs are also ideal as a gift. I have found that it does not cost to advertise, it pays.

For those of you who are new members of the National Auctioneers Association, we have been offering for two years now, the beautiful felt hats (Silver Belly is the color) with red satin lining along with the Auctioneers emblem stamped in the inside and the hat has the word "Auctioneer" embossed in the sweat band. It comes in brim widths of 2", 2-3/8" and 2-5/8". It is also available in summer weight (Milan straw, oyster color). In ordering please designate straw or felt and include the brim width you desire.

The blazers (men's only) come in five beautiful colors—Scarlet, Old Gold, Columbia Blue, Navy Blue and Burgundy. The National Auctioneers emblem is on the patch pocket. Sizes 34 to 50 (even sizes only) in regular, long and extra long. Write for color chart.

The Three D Magnetic signs have made a big hit with the fellows. It is held in place on your car or truck with magnetic tape that comes right off when you do not want it displayed. It comes with a white background with any two colors of your choice on the letters. The auctioneers or realtor emblem can be placed on the sign. If you are in doubt, send for colored brochure.

Auctioneers hats .....	\$11.95 plus 4% tax
Auctioneer blazers .....	35.00 plus 4% tax
3 D Signs 8" x 20" .....	22.00 (Set of 2)
16" x 20" .....	30.00 (Set of 2)

(Other sizes available upon request)

NOTICE: Anyone ordering anything from us at the convention and have not received it, contact us at once.

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# THE **auCTIONeer**

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THE AUCTIONEER is a non-profit publication and every member of the NAA also owns a share of THE AUCTIONEER. It 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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# Your Ten Dollar Bargain

How much will \$10.00 buy on today's market?

More than it ever did before in only one place—The N.A.A. membership dues!

You can carry \$10.00 worth of groceries in one hand, \$10.00 won't rent one Volkswagon for a day. It won't keep you in a very good hotel or motel, and it sure won't get you enough to eat at the cheapest restaurant in town for over a few days. In fact you can't do very much this day and age with a \$10.00 bill.

It will buy you 11 issues of The Auctioneer. It will make it possible for you to attend the N.A.A. Convention and associate with more auctioneers in one place than any other place in the world.

We all have problems. Where else can you talk to men who had the same problem years ago and solved it!

These auctioneers who attend the conventions are men of integrity, proud of their profession, willing to help any worthy auctioneer to solve his problems!

How many places can you go and get free and valuable information about your profession? Did you ever read the few books on auctioneering? It's like reading a book on economics published in 1900!

Times change more rapidly than a lot of us, secure in our little pond realize, and I don't know how you'd keep up without belonging to the only association devoted to your profession and welfare!

Those of you who have been in the profession since the thirties are aware of the improvement in the auction profession, the services offered, the calibre of auctioneer in the business, and the opportunities opened up by this upgrading of personnel and service!

The surface has only been scratched!

Why don't you upgrade your competitor by getting him to join the

Association. He will learn that cut commissions are not the answer to success in this profession. I always want to be the highest priced auctioneer in my territory, because a great many people judge the value of any service by the price tag. Of course to justify the price you have to give the service, and with a higher commission you can give more service, get a better price, and soon the word will spread and no one can undermine your position by cut fees, because they can't give the service necessary to get the job done right.

Yours for better auctions, better auctioneers and better profession!

JOHN A. OVERTON



## Iowa Auctioneers In Successful Meeting

Another successful fall convention was chalked up by the Iowa Auctioneers Association when they met at the Burlington Hotel, in Burlington, October 26-27. All sections of the state were represented even though the meeting place was in the southeastern corner of the Hawkeye State.

The Saturday afternoon program consisted of a panel discussion covering various phases of the auction profession. Panelists and their subjects were: Robert Winegarden, Pocahontas, Farm Sales; Norvin Olson, Spencer, Real Estate; Ed Wessels, Lamont, Furniture and Antiques; and Dwayne Huntington, Hampton, Live-stock Auctions.

Finals in the State Auctioneers Contest were held in the evening with last year's Champion, Warren Collins, Jesup, in charge. J. R. Hoyer, Hillsboro, was the judges' selection for the new Champion. He was followed in order by: Howard Vos, New Sharon; Lamont Swanson, Sac City; Howard Johnson, Story City; Clinton Jones, Spencer; and Norvin Olson, Spencer.



Closing the program for the day were some remarks by Leon Joy on "Iowa Auctioneers Association—Why-When-Who." Col. Joy has never missed a meeting of the group in its some 20 years of existence.

Registrants convened again Sunday noon for a Buffet Luncheon. Entertainment consisted of a novelty number by Mrs. Jerry King followed by a musical show by the Murl Guffey Family of Green City, Mo. The Guffeys are well-known radio and TV personalities.

Howard Vos gave a report on the 1968 National Auctioneers Convention and Bernard Hart told of the progress of the NAA Building Fund.

Earl Theis, Ames, was elected as the new President; Howard Vos was elected Vice President and Lennis Bloomquist, was re-elected Secretary-Treasurer. Retiring President, Harold Van Syoc, Mt. Union, was named to a three year term on the Board of Directors along with LeRoy Foster, Fairfield; and Irving Leonard, Elkader.

The group voted to again sponsor an exhibit at the Iowa State Fair.



## Buffalos, Longhorns Find Ready Buyers

VALENTINE, Nebr.—Supply and demand kept pace as the federal government traded buffalos for bucks and an "aurrocance" laid a blue egg.

The occasion was an auction by the government of surplus animals roaming the Ft. Niobrara National Wildlife Refuge five miles north of town.

The government sold off 53 buffalo and 42 Texas longhorn cattle in order to bring the working herds to some 275 critters each.

The 53 buffalo sold for a total of \$16,310, or an average of \$307 per head.

The best price for a longhorn was \$250, with the group selling for a total of \$7,300, or an average of \$173.

Manager Jim Mathews said the sale totaled \$23,610.

Even though buffalos have been sold from private reserves a number of times, this was only the second time that the big animals have been sold from a national preserve. It was the 26th annual sale of Texas longhorns.

The auction was really a doubleheader.

Later in the day, "animals of a wild nature" were put in the Valentine Livestock Co. auction ring.

The stock included such items as bighorn sheep, wild geese, peacocks, a donkey-zebra cross, a fantailed sheep from India and a donkey from Sicily.

They also sold an aurrocance.

Don Adamson, a co-owner of the livestock company, said he wasn't sure about the name of the fowl but he did know for sure the chicken, or whatever it is, lays blue eggs.

Proof: "It laid one this morning," he said.



## Auction School Alumni Holds Annual Picnic

Alumni of the Knotts School of Auctioneering, Gallipolis, Ohio, met October 13 at Royal Oak Park. The afternoon was spent in relating their experiences in the auctioneering field.

At 5:00 P.M. a smorgasbord was served by the ladies of the Dorcas United Methodist Church. Following dinner each auctioneer sold two items to fellow alumni and a champion was selected. Gene Acton, Frankfort, Ohio, was named the 1968 winner.

In the election of officers of the Alumni Association, Bill Brown, Athens, Ohio, was named President. Golden Casto, Buffalo, W. Va., was elected Vice President, and Calvin Vinson, Marietta, Ohio, was elected Secretary-Treasurer. Named to the Executive Committee were: Gene Acton; James Carnahan, Marietta, Ohio, the retiring president; and Charles Witbeck, Columbus, Ohio.



# Good Auction Market Offers Many Services

By CHARLIE PIKE

From the unloading chute to the loading chutes a good many services take over in a modern auction market. This part of the cattle business takes a lot of savvy when it comes to getting all they will bring.

Shaping a group of cattle up so they will have eye appeal to the buyer when they hit the ring is very important. Market men are aware of this and spend some extra time on consignments, so the buyer can do a better job of filling his orders. Keeping the buyer happy is another one of the many services a good market prides itself in. Few consignors can devote the time and effort to the degree necessary to qualify as a salesman.

A livestock buyer likes to go to a market where he can buy without doing a lot of culling.

Keeping all types of buyers in the seats is also the market man's job, the man with an order for canner cows is sure not interested in feeder calves. It's your market operator who is performing another one of his many important services when he makes sure he has multi-buyer interests for all types and grades he is selling. This in itself is no doubt one of the biggest headaches a market operator is confronted with.

Market volume is the only realistic solution of multi-buyer activity on a market.

Reputation and reliability is the volume builder in any livestock auction market and it doesn't happen overnight.

Keeping the consignors informed on prevailing market conditions so that he has a better chance of getting the top dollar is just another service in this business.

Keeping good yard help, efficient office help, ring men and auctioneers is another part of the market business which has to click with all the other

factors to make a modern auction of today, a complete rounded sales service which the producer and buyer is counting on.

If you find all these requirements filled at your local market you can make sure it is the market to do your business with. Use your local livestock auction market whenever possible, you are real lucky to have a man like him around.

WESTERN LIVESTOCK REPORTER



## Quarter Horse Sale Makes \$4,165 Average

COLUMBUS, Ohio—Final figures of the All-American Quarter Horse Congress Super Sale was released recently and indications are that it will be the highest average sale in the nation this year.

The sale averaged \$4,165 for 64 head for a total of \$266,560. More than 5,000 persons jammed into Cooper Arena at the Ohio Expositions Center.

Jetaway Reed, a four-year-old stallion, set the pace for the auction when it was purchased for \$41,000 by D. S. Cooper of Stillwater, Okla. It was consigned by Art Holiday, also of Oklahoma.

Jetaway Reed became the first supreme quarter horse champion—there are only four in the world—to be sold at auction.

Triple Rocket, which was consigned by Blair Folck of Springfield, was the top mare sold. It was bought by Lowell Dillingham of Honolulu, Hawaii, for \$13,000.

C. T. Fuller of Catasauqua, Pa., who was top bidder on seven quarter horses, paid \$15,000 for Frostip Jog, the second highest priced stallion sold.

Scotter's Bullet was the top gelding to be auctioned off. It was purchased by Albert Goldberg of Cleveland for \$4,500. Merlin Woodruff, NAA member from Urbana, Ohio, was the auctioneer.



## L. Sheinfeld Heads Massachusetts Group

Leonard Sheinfeld, of Boston, was unanimously elected President of the Massachusetts State Auctioneers Association at their annual meeting held recently at Paxton, Mass. Present were auctioneers from every city and town in Massachusetts.

This organization is sponsoring a bill to establish a State auctioneer's license, which will regulate the auction profession and be of great benefit to the buying public. Another aim of this organization is to make every member a member of the National Auctioneers Association.

Other officers elected at this meeting were: 1st Vice-President, Frank Onischuk, Westminster; 2nd Vice-President, Orville Davis, Foxboro; Treasurer, Florence Cornell, Lakeville; Secretary, Fred Savage, Westminster.

Board of Directors elected were: Edward Adams, Bridgewater; Milton Elliott, Taunton; Louis Cardoza, Fairhaven; Louis Cook, Hanover; David Hall, Quincy; James Martin, Newton Highlands; Ken Miller, Northfield; Pat Smalley, Buzzards Bay; Walter Walet, Gardner; Robert Chaffee, Monson; Earl Peterson, Middleboro; Fred Rowe, Gloucester; and Carl Parmenter.



## Christmas Tree Sale An Unusual Auction

An interesting as well as unusual auction is the annual sale of Christmas trees at Burnsville, North Carolina. Held in October, some 8,000 Fraser fir trees were sold on October 7, in the Burnsville Community Building.

The trees are sold wholesale rather than retail as they are sold in units of approximately 1,000 trees per unit. This year the Forest Service set minimum prices of \$600 per unit although the trees brought up to \$2.50 each.

Buyers of the trees make their main profit from stripping the boughs and

making wreaths. Buyers are required to pay an additional \$100 per unit into a fund for the maintenance of roads over which the trees are hauled. Removal of cut trees to the nearest road must be by man-power, no animals or machinery being allowed.

The trees come from Roan Mountain in the Pisgah National Forest. The auction at Burnsville always is opened with prayer but lest the Supreme Court lift an eyebrow, the Forest Service points out that this is arranged by the buyers and not by the Government.



## Nicaraguan Hardwood Plant to Oregon Firm

Evans Products Company, an international holding firm based in Portland, Ore., has purchased controlling interest of Maderas Centro America, S. A. of Matagalpa, Nicaragua. Evans Products are importers and exporters of foreign and domestic lumber and plywoods. The Central American firm is a producer of Nicaraguan hardwood lumber.

A plywood plant and furniture dimension mill will be built and operated in conjunction with the present sawmill.

Welsh Forest Products, Memphis, Tenn., are sole agents for the Evans Company, who also have plants in California, Indiana, Michigan, Oregon and Washington.

W. E. Hancock, Jonesboro, Ark., auctioneer and appraiser, appraised the properties for the purchasers. Hancock states there is an abundance of exotic hardwoods in Central America, including rosewood, walnut, canelo, mahogany and areno blanco.



A girl from the north and a girl from the south were discussing men. Said the northerner: "Men are all alike."

Answered the southern girl with vigor: "Men are all Ah like, too!"





MISSOURI AUCTION SCHOOL BANQUET  
KANSAS CITY, MO.  
AUGUST 1968



## Real Estate Auctions Approach Million Mark

Some 2,000 acres of residential, industrial and commercial real estate was sold at auction in three separate sessions by Clyde M. Wilson, Green Camp, Ohio. Col. Wilson, a former president of the National Auctioneers Association, was assisted in the auctions by Col. Dean Kruse, Auburn, Ind.

Selling for Pine Lands—North America, the first sale was held at Marion, Ind., Sept. 27. The second sale was held at Ft. Wayne, Ind., October 1, with the concluding session being held at Jackson, Mich., October 4.

A feature article appeared in the JACKSON (Mich.) DAILY PATRIOT, describing the auction that took place in the conference room in the Quality Courts Motel, in Jackson. Writer, Tom Riordan, described in glowing detail the manner in which Col. Wilson sold nine parcels of real estate for a total of \$308,540. One of his comments was, "This sort of selling is something most people don't often brush up against."

Total turnover in the three sessions was just short of a million dollars.



## Buried Treasure Sale Attracts Many Buyers

More than 300 persons jammed the Bayard, Iowa, American Legion Hall to bid on a treasure unearthed by 12 young boys on June 1, 1965. A total of \$9,907.52 in Lincoln and Indian-head pennies, 20 dollar gold pieces, Federal reserve notes and a variety of other denominations of money comprised the boys' find.

In the six-hour auction of the money, more than \$18,000 was paid by coin collectors and souvenir hunters for the various pieces. It was a historic day for the town of Bayard. Since the town did not own any "welcome" flags, the mayor borrowed 15 flags from near-by Perry, and had them hung throughout the town.

Even the streets were washed down the night preceding the auction.

Auctioneer Paul A. Pauley, a member of the NAA from Harlan, Iowa, reported that 20 dollar gold pieces sold for \$105.00 and 250 Indian-head pennies brought \$62.50. It has not been determined as to who buried the money nor has ownership been established.



## The Great Auctioneer

Speaking of the Auction Sales,  
People go here and there;  
Especially to hear this auctioneer  
They will come from everywhere.

He will have the crowds every-  
where he goes  
And he has been everywhere  
To see the crowds at all these sales  
It is like a county fair.

You look around at this great sale  
And just listen to his call  
When this great sale is over  
You will find he has sold it all.

The weather may be dark and gloomy,  
And your heart laden down with care.  
But when this Auctioneer gets through  
You will be glad that you were there.

Ida Peters

The Little Lady Of The Ozarks

EDITOR'S NOTE: The above poem was written upon the suggestion of NAA member, Oral Roberts, St. Louis, Mo. The author has written four complete books of poems and they have been widely published through newspapers and radio.



## Record Holstein Sale

OAKVILLE, Ont.—A seven-year-old Holstein cow was sold here for 62 thousand dollars, believed to be a record.

Oak Ridges Rosal Linda was bought by ELV Apache Farms of Michigan from Rueben Dennis of Toronto.

More than two thousand buyers from around the world attended the auction.





## The Ladies Auxiliary

### Challenge

It is difficult to write a challenge on paper. It is easier to discuss challenges with one's co-workers.

Would you challenge yourself to shoulder more responsibility happily to build a stronger auxiliary?

Would you challenge yourself to plan a daring and interesting program to be beneficial to your auxiliary?

Would you challenge yourself for helping others and contributing toward the betterment of your auxiliary?

To shoulder responsibilities one must be willing to give of herself and her time. You must be willing to adventure toward your highest possibilities. This can be gained by one's inner growth and expanding personality, and through friendship one adds to the valuable possession which contributes toward cooperation and teamwork. When commitments are accepted and carried out dutifully leadership will be strengthened. Also, when you find a good leader, you will find a good cooperator.

The fruitful outcome of an annual meeting may well derive from educational and interesting events. These do not just happen, someone in the auxiliary will challenge herself to do important and advancing things in the interest of the organization. She believes in ambition and gives something worthy of herself. To accomplish these things one must create and interpret and take action. Many members will be richer because of an individual's darings.

Strength and courage are necessary in developing the social aspects of life. By the way, these qualities are essential also in spiritual developments. Who wants to be a weakling and who wants to be a slacker toward her auxiliary duties? Aren't we all interested in our own

auxiliary and in supporting our own auctioneers? Just remember that not everyone can be a president or an officer, but by the same token these positions would not be of any worth without the loyal support of the members. Each member must have noble thoughts of her co-workers. Perhaps our membership increase is accredited to reaching more people by the way of the AUCTIONEER and personal contact at conventions. By doing things good and right it can be much more exciting and thrilling than doing wrong.

Never give up until you know you have released your service or shared with others. When or where you do this, you will be rewarded with a glow of victory.

In a few days Christmas comes, and with it again the age-old opportunity to begin anew. We are all equally rich in what Christ gave us. Therefore, may the meaning of Christmas be deeper, its faith stronger, and its hopes brighter as it comes to you this year.

PEARL BRITTEN



### Iowa Ladies Plan, Elect New Officers

The Ladies Auxiliary to the Iowa Auctioneers Association held its annual Fall meeting at the Hotel Burlington in Burlington, Iowa on October 26 and 27.

The Saturday program for the ladies was a wig show presented by Janice Thomas, a wig specialist from Fort Madison, Iowa.

On Sunday noon we joined our husbands for a delicious buffet luncheon and fine entertainment, after which the Auxiliary held its business meeting. In the absence of our regular Chaplain, prayer was offered by Mrs. John Swartzendruber.



A suggestion from the Executive Committee to have a style revue at next Fall's meeting featuring garments made by members of our group was adopted. Recognizing that there are several accomplished seamstresses in our Auxiliary, as well as some beginners, it was decided to have one category "just for fun". Prizes will be awarded, and further discussion and planning will take place at our Spring meeting. It was also decided that we continue our display table of Christmas gift ideas at the Fall meetings.

The following officers were elected for the 1969 term: President—Mrs. Robert Winegarden, Pocahontas; 1st Vice-President—Mrs. Norvin Olson, Spencer; 2nd Vice-President—Mrs. John Swartzendruber, Wayland; Secretary-Treasurer—Mrs. Warren Collins, Jesup; Publicity Chairman—Mrs. Clint Peterson, Webster City; Historian—Mrs. Howard Buckles, Keosauqua; and Chaplain—Mrs. F. E. "Mike" Bloomer, Glenwood. The Board of Directors includes Mrs. Howard Vos, New Sharon—3 year term; Mrs. Earl Theis, Ames—2 year term; Mrs. Wendell Ritchie, Marathon—1 year term. Harold Van Syoc, retiring President of the Iowa Auctioneers Association, installed the new officers. Following the awarding of door prizes, the meeting was adjourned.

MRS. HOWARD VOS  
Retiring Auxiliary President



## Greetings!!

TO ALL THE LADIES (COLONELS TOO!) who have not read a word from us in the AUCTIONEER for sometime.

We're still receiving wonderful comments on the National Convention held here in Oklahoma City in July—and again, may we say a big 'thank you' for all who participated and who helped make it so successful.

It was necessary that I have foot surgery on both feet recently, and my stay in the hospital caused Doc and I to

miss the Oklahoma State Quarterly meeting in McAlester, Oklahoma. We had planned to show the sound movies of the National Convention—along with the other planned program—now these will be shown at a later date. (This was the first State meeting both of us had ever missed.) I'm on the mend now—Doc being a good 'chief-cook-and-bottle-washer' and both my feet and my dancing shoes will be ready for use in Roanoke, Virginia in July '69!

Kindest regards to everyone!

Alma Crowell  
Auxiliary President

### THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASS'N. OFFICERS 1968 - 1969

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# Pop's Ponderings

## Future Offers Challenges As Year Approaches End

By COL. POP HESS

Time for some ponderings, and I have delayed getting at it until almost deadline time for copy at the home office in Lincoln. My ponderings of November, is as usual the past few weeks, that of the attention given to our regular four year time, the National Election, and we the people who elect our president and many National and Local officers in government.

The office of the President was top attention. Three good men were running and John Q. Public was doing the judging. Only one can win. It was a close race and is all now history. Now, we as Americans can unite and put our shoulders to the wheel for peace and better workable conditions. This is the American Way.

We here in Ohio have had, up to early November, a good fall season, for our farmers and the livestock business. A large percentage of our Ohio farms have their corn and beans harvested, the fall wheat is coming through nice and green, and the frost is now on the pumpkin and the auctioneers are more than busy. However, we in our pleasure of good crops and progress in many ways, hope our natives will, on their long time annual Thanksgiving Day, not overlook in our prayers to our Heavenly Father, our Boys who are in the lines of battle and we hope all are doing their best to have them home very soon.

By the time our readers receive this issue, for December, we as a people will be doing our best to wind out the year of 1968—and to make the New Year of 1969 a better one. All down through the hundreds of years that have come and gone, each leaving the usual list of mistakes and trouble to be accepted and lived through, we as people have learned from and explored for the greater things that come from modern living and progress in

the line of the livelihood that we chose to follow, that of our life's work.

The New Year coming will see new ventures to be explored. All of our people now twenty-five years and over in living, can look back and note the change in the Nation's as well as our own personal way of living in the coming of the modern age of tomorrow. All of us who take time out to ponder ask ourselves, should we ponder on the way of life now or in the past, or do more pondering on some of the history that has the earmark of the makings of the future years to come. So for our ponderings regardless if it is past, present or future, it brings food for thought for better government and control of the trend that comes and goes throughout the land.

This writer has had many nice letters and contacts through our area and readers of this publication. The NAA home office at Lincoln has been more than busy and as we enter the new year, January 1st, we will be within six months time of our National Auctioneers Convention, July, 1969. This year we will have our largest membership, plus a growing Building Fund for our permanent home office. This new office building will be a standing shrine and emblem of the public sale, the Auctioneer's profession, the Auction, where the combined auctioneers of our land sell in total dollars a figure larger than any other enterprise or profession. We have a line of preferred classes to be lined with:

Class One: Is the Auctioneer in demand and one who worked hard and strong to be listed in this category.

Class Two: Here is the class of part time professional auctioneers, many who have other business interests, but available for your sale on request.



Class Three: In this class we have the hitters and missers. They dislike hot competition, cannot understand what the auctioneer who sells the sale that should have been his to sell, has what he hasn't got. Yes, in this class we find many unemployed men who say they are auctioneers. No doubt, in this third class, there is some real auctioneer timber, if the thinking he has could lead toward building for Class One by pulling on his own boots in place of trying to pull off the boots of one who is in Class One.

No doubt this same example is with us in many lines of professions. Both in commercial and general livelihoods, in making your mark in the world of progress or failure.

Now the important class of them all is Class Four: The new beginner auctioneer, now listed by many as the amateur. Many of the old timers came up all on their own boot straps, however, through the recent years we have dotted over our land many auction schools where a new beginner can attend and get many important points

direct from the horse's mouth. That will save them from the public embarrassments to which they may be exposed. The selling owner pays for the services received from his selling auctioneer.

A student who attends such schools only brings home those instructions he desires to keep. Often some of the points carelessly culled out and left to forget come flying back in the face of the graduate. These can raise many questions and cause red faces. So you, Mr. Student, it was not the school where you took the course to blame, it is fully in your lap, and yours to solve.

The auction schools of today are well maintained with instructors. It is up to the student to absorb and digest the instructions received and to be able to make the top class, and in due time each student will enroll with one of the first three classes as listed above.

The most important pondering request we can make for this, our December, issue is I join with the staff of the editor and all our readers to wish a very Merry Christmas and a very prosperous New Year for you in



## Promotional Items

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To write this month's script, I have found it not too comfortable for me to do. However, I am my own secretary and office girl. I correct some of my mistakes and then Bernie and his staff at the home office in Lincoln, put together a readable line-up and it is not always an easy job. So any time the monthly issue is late just blame Old Pop.

In this month's writing we here in our area have seen the past two weeks changing from nice Indian summer weather into real winter, and for me my stationary arthritis gets real busy with the usual winter aches and pains. That is not too comfortable as it gets into my hands, legs, back and shoulder, in fact most every spot of one's body except one place it does not ever bother too much and that is the part I set on. How nice it is, as it is at times very uncomfortable to stand, walk or lay down and as Mom Hess told some friends of ours one day "Pop has become a setter period." Yet, I am very thankful it is not half as bad as some I have known who really suffered head to foot all the hours of the day and night. Other than that I eat, see and hear very good, and enjoy the comforts we have around us.

The past month we have had many folks call on us and enjoyed short visits and of course this past month the gossip and conversation was our National Elections, and many amusing remarks were made. Such as one man said, "for a long time no one knew just how many would be running for the presidency", and this remark led to my thinking back many years when in our area there was a home of a good old Irishman who could make one laugh without trying with his comments. I recall hearing Pat say at the Village Store when a bunch of men was running for some county office, Pat remarked, "Be-gorry, I bet half of them won't get it."

Some days before our election days of November 5th, watching T.V. I saw a joking T.V. star remark about this coming election and three men running for president. He said there was one comfort in it all, as only one of the three would be

elected and whoever he is, good or bad, we will have four years to decide if we want to keep him any longer. Then there are many who seem to be set on one or the other and who will win on election day, so when the returns started coming in, it was noted two of the candidates were neck and neck and the third one trailing, etc.

That situation took my thinking back in the years of 1920 through the late twenties, when I was a party of one who owned a 6th interest in a string of race horses—trotters and pacers. This was mostly part time for me as my only activity in the company was to write a check for one-sixth of the expense bills. That often was more than the earnings coming from the races won, however we did not do too bad when the year was over. So on last November 5th in my night viewing on who would win with Dick, Herby, and George W., it reminded me of one of our pacers we had, we called him Joseph J. and I nicknamed one of the two hot contenders Joseph J. As he would in all his races, he would be just one head in front or length of a horse's head in second position, one never knew when Joseph left the wire under the word go, just where he would finish. If he was in the right mood he would win as first under the wire and if his mood was a little sticky you could expect to find his heat finish from 2nd back to last one in. By 2 A.M. on November 6th it looked like my Joseph was no better than a good 2nd, however, at 4 A.M. November 6th I found we were about a 12 inch nose ahead, and by 10 A.M. Ohio time we had won the race.

However this is the lighter side of events. Yet we do not overlook that we are Americans. The boys each made a good try and of course only one could be the winner, and the old covered wagon rolls on with all passing remarks made by each candidate forgiven. The winner is preparing to put his best plans into motion, and we will do our best to be as we have always been from the days of Washington, and Lincoln to date, the great United States of America, and feel all who live in our nation, who want to overthrow our way of FREE COUNTRY FOR ALL will find they will have to find some other country to live in, a problem such offenders face will be not easy to find.



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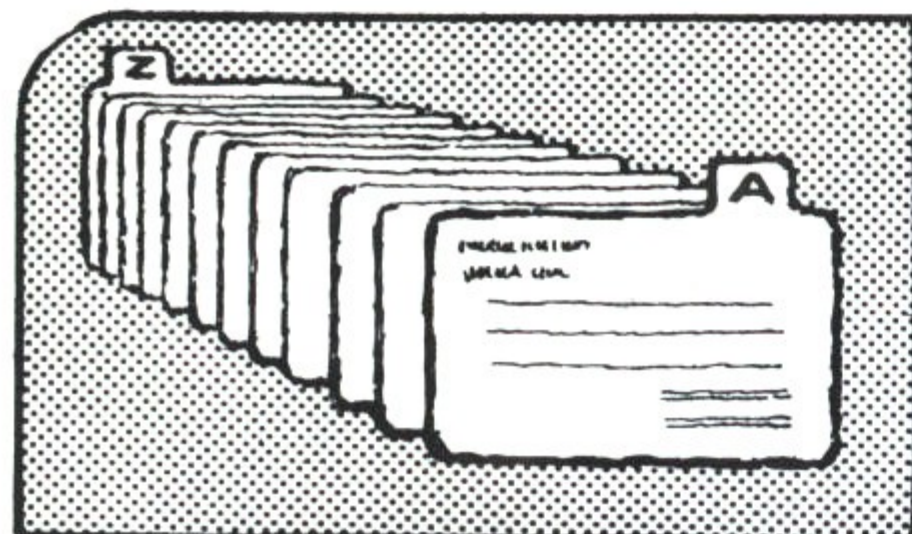
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\*Indicates new member

## Livestock From Past In Interesting Sale

FALLON, Nev.—A standing room only crowd filled the Nebraska Livestock Commission Co. sales arena for Bill Lefty's first sale of Ponderosa Ranch Texas Longhorns, Scotch Highland and Buffalo.

Auctioneers H. "Skinner" Hardy, Eddie Rodgers, and Bill Lefty moved rapidly through the offering, with Texas Longhorn cows with calves at side averaging \$318.25.

Five Texas Longhorn bulls averaged \$381 with top price of \$425. The big demand came on specimen steers with five head averaging \$410, topping out at \$475. Fifteen yearling bulls averaged \$183.

Ten head of Scotch Highland cows sold for an average of \$317, the top going at \$400.

The demand for buffalo would have made even an old plainsman blink his eyes, with eight head of bulls averaging \$378.75 and 28 head of yearling buffalo heifers averaging \$371.50.



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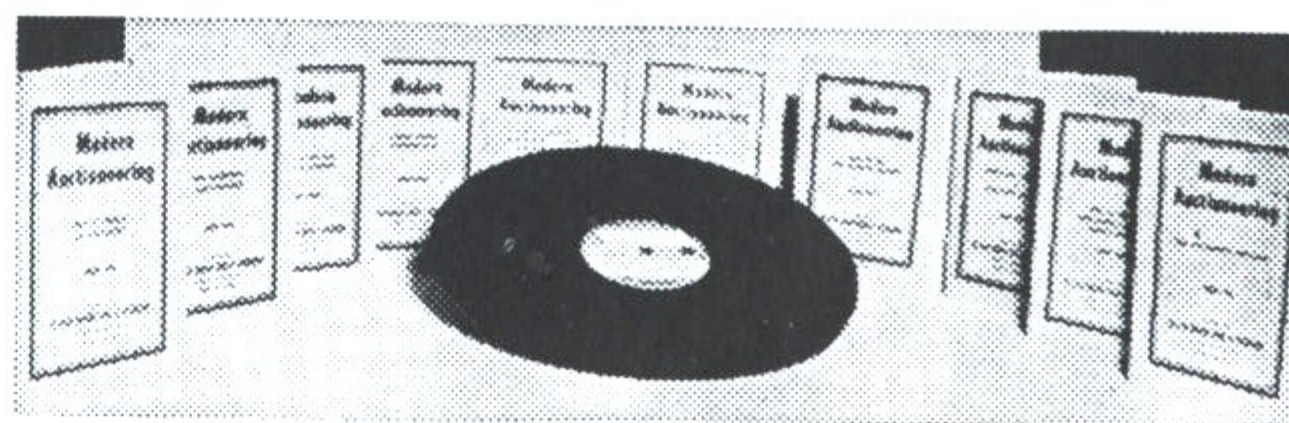
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The owner has a large farm near Greeley and has recently purchased a mountain ranch.

### **REALTOR'S NOTE:**

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## J. A. Overton's Mother Dies in 90th Year

Dr. Sylvia Overton, Springfield, Ill., passed away October 25, at the age of 90. She had been a practicing physician for over 60 years and as recent as a year ago she was seeing patients.

Dr. Overton was the mother of former NAA president, John A. Overton, Albuquerque, New Mexico. She was buried at Rensselaer, Indiana.



## Old Chair Brings \$130

MILAN, Italy—A chinese porcelain chair, said to have been given by Mao Tse-tung's father to an Italian Franciscan missionary, was sold by auction here for 130 dollars.

The chair, similar to those used in imperial audiences under the Sung Dynasty in Peking's Royal Palace, was one of many antiques and works of art being auctioned to raise funds for a "friendly telephone" service to help people in difficulties.



## Two Million Dollar Sale of Automobiles

MANHEIM, Pa.—Manheim Auto Auction, Inc., staged its biggest sale in history when it celebrated its 23rd anniversary recently.

Francis L. Cassel, general manager, said a record 1,813 cars were registered for the sale, shattering the previous high of 1,725 cars set two years ago. He added that 78 percent of the cars were sold with about \$2 million in business transacted.



## Violin Brings Record

LONDON—A private buyer paid a world record price of \$52,800 for a 1709 Stradivarius violin at an auction at Sotheby's.

The previous record for a violin was

\$31,200 and for a Stradivarius \$25,255 Sotheby's said.

The instrument was put up for sale by Miss Pauline Baring, daughter of late British violinist Marie Hall, and bought by Jack Morrison, chairman of a banking firm.



## Chrysler Cow Auction

Chrysler Motors Corporation, through their subsidiary, Chrysler Leasing Corporation, pioneered the merchandising of their automobiles by the auction method—but who would think they would be auctioning cows. The company acquired 107 Holsteins in the purchase of a site for a new automobile assembly plant near New Stanton, Pa.

The Holstein auction was handled for Chrysler Corporation by NAA member Wylie Rittenhouse, Uniontown, Pa.



## Booze Auction

ATLANTA, Ga.—Gov. Lester Maddox, a nondrinker, stood by quietly as 363 cases of liquor were sold at Auction. But the sale involved liquor confiscated in legally dry counties and brought \$20,000 to the state.



### SIMILARITY

The Texan died, and while investigating his new eternal home, commented, "Gee, I never thought heaven would be so much like Texas!"

The gatekeeper looked startled and said: "Listen, buddy, what makes you think this is heaven?"



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## Sale Brings \$10,080 For Rare Manuscript

L O N D O N—A rare manuscript of Machiavelli's "The Prince"—a 400-year-old Italian instruction book on political scheming, was sold to an unidentified buyer for \$10,080.

The manuscript by the Italian is one of only 11 in the world. It was auctioned at Sotheby's with hundreds of Italian manuscripts and letters dating 11 centuries that brought a total price of \$150,309.



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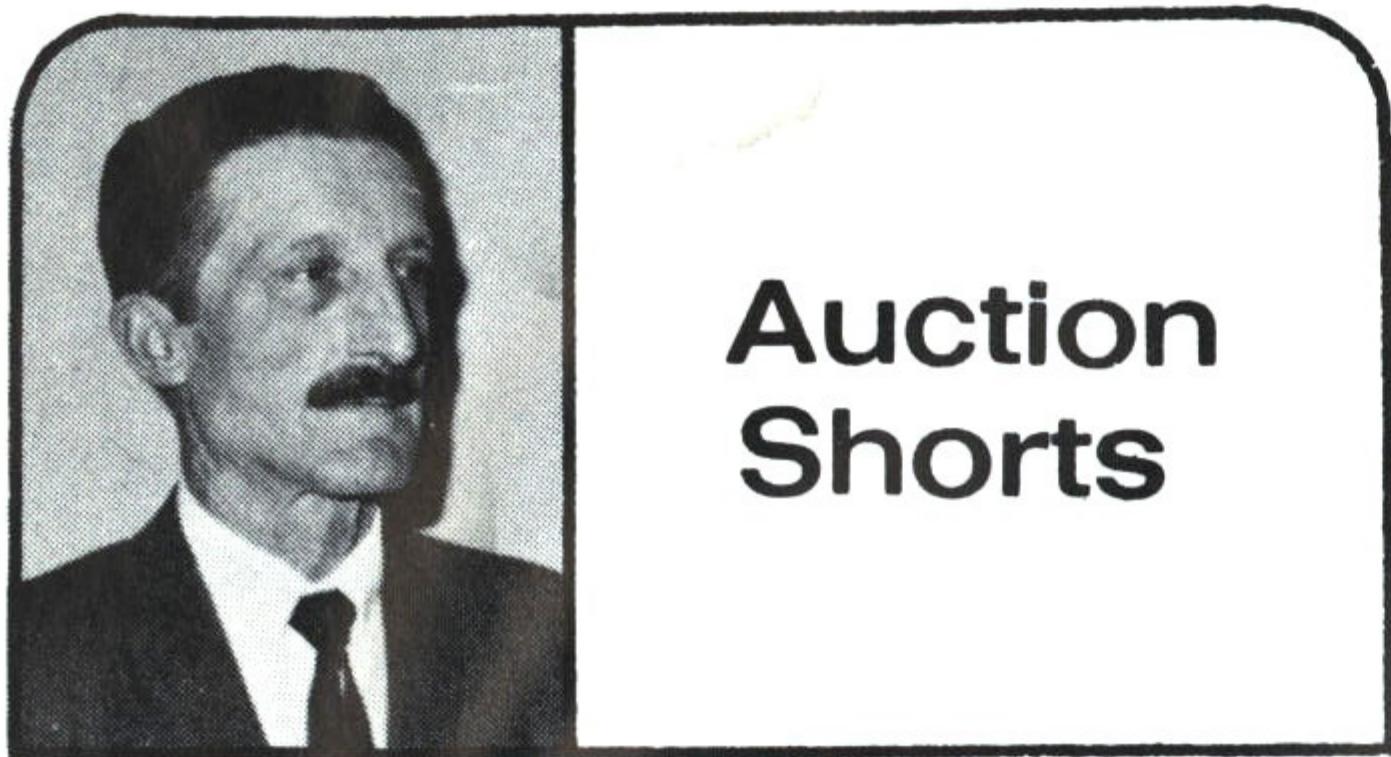
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These men will be greeting fellow members of their state auctioneers association, next month, a scene that will be repeated in several states during January. The gentlemen, pictured are officers of the Ohio Auctioneers Association, from the left, Chet Guffey, Vice President; Newt Dilgard, Secretary-Treasurer, and Richard Babb, President.





## Auction Shorts

As we are again approaching the Holiday Season, I wish to take this opportunity to wish one and all a very Happy Holiday Season.

We surely have so much to be thankful for living in America where we can commemorate our Savior's Birthday, the greatest peace story ever told, to our hearts content.

As the New Year approaches, resolve that during 1969 we all employ more than ever the greatest weapon ever given to man, to have Peace on Earth Good Will Toward Men. That weapon is Prayer.

On the sixth of November a new member was welcomed into the family when our son, known as Hank to all of us, was married. Hank and Gayle will be keeping the home fires burning out on the farm and will assist us in our auction work when needed.

HENRY BUSS  
Columbus, Nebraska

## Dream Castle Brings \$81,000 at Auction

FOX RIVER GROVE, Ill.—An old man's dream castle in Fox River Grove was purchased so that it might be the beginning of many new dreams in the future.

Mr. and Mrs. Herman Wren, of Highland Park, bought the Theodore Bettendorf castle, hand-built over a period of 40 years for \$81,000 in public auction. The Wrens, owners of an antique store in Highland Park, plan to refurbish the four-room castle and begin renting it out next spring to honeymooners.

Bettendorf, who died at the age of 76 in August, 1967, probably wouldn't have believed the scene sale day. About 4,200

persons, mostly sightseers, climbed around the drawbridge and turrets and the surrounding half-acre of land during the auction.

An immigrant from Luxembourg, Bettendorf had lovingly constructed the castle stone by stone from his memory of a castle he had played in as a boy in his homeland.

Sitting on a hill along U. S. highway 14 in Fox River Grove, Bettendorf's home has long been an oddity. Naturally, when bidding began there was a lot of good-natured kidding.

"Keep your kids' hand down," auctioneer Terry Duggins warned parents, "or you'll find yourself with a castle."

Bidding started at \$20,000 and increased in increments of \$500. By the time the price reached \$60,000, the 10 serious bidders had been whittled down to two, the Wrens and a Glen Ellyn real estate developer who wanted it for a week-end cottage.

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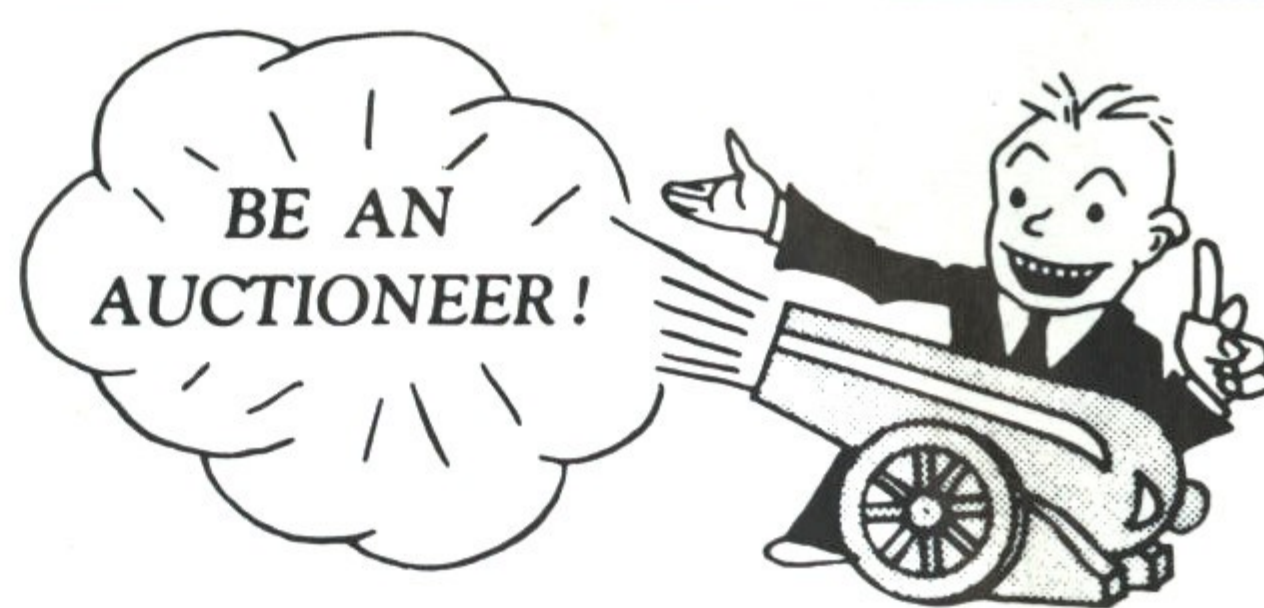
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Into each day put equal parts of work, hope, patience, courage, faith, kindness, courtesy, rest, prayer and meditation. Add an ounce of good spirits, a dash of fun, a sprinkling of play, a heaping cupful of good humor, and a pinch of folly. Then pour in love and mix with a vim.



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Ladies Auxiliary to the NAA



## Beef Research Bull Sale Averages \$830

CRAWFORD, Nebr.—Thirty-seven yearling Hereford bulls sold for an average of \$830 dollars at the Fort Robinson Beef Research Station here last week.

The bulls were surplus to the needs to the station's research program, according to R. Dean Humphrey, station superintendent.

The average compared with 849 dollars last year and 979 dollars in 1966.

One hundred persons from five states and Canada attended the auction.





Dear Bernie:

Sorry to have neglected forwarding my dues sooner but with membership in our state association being as large as it is and the many forms which are to be wrapped for mailing to the membership, it keeps me hustling. If I did not have to make a living besides I could accomplish more, I think.

This has been a very good year for me having had many sales plus my private selling of real estate. It has kept me very busy. Within the past month I have sold a \$275,000 business, two houses and one farm besides my auction sales.

Hope to see you next year at the convention.

Sincerely,  
EVERETT E. CORN  
Fairmount, Ind.

Dear Col. Hart:

Enclosed find application for membership and check for Alges J. Smork, R. R. 4, Clare, Mich.

We are going to have our Michigan Auctioneers Convention, Friday, January 17, 1969, at Hornes Motor Inn in Lansing, Michigan. Milo Hill of Hastings, will be chairman. Would you please put our meeting info in the Auctioneer?

We're coming to the end of another good auction year with snow and our hunting season upon us. Our auction sale prices for this year were steady to strong, volume of sales was normal.

Our fruit farmers had light crops due to a terrible spring freeze.

Hope this letter finds you and your family well and happy.

Auctioneerly yours,  
JOHN M. GLASSMAN  
President of Michigan A. A.  
Eau Claire, Michigan



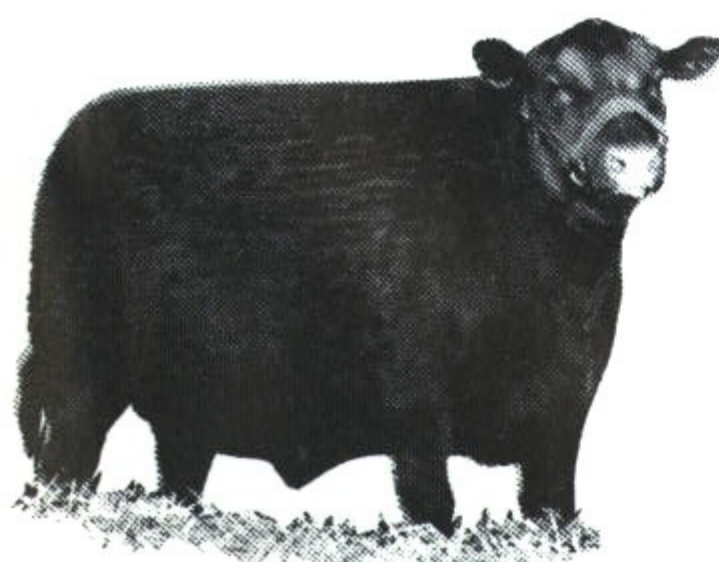
## 50 Cent Structure May House Museum

A two-story frame structure that served for about a century as a primary school and later as the home for the Readington, N. J. Volunteer Fire Co., was originally purchased for its public service career for 50 cents.

Mrs. Herbert Van Pelt, widow of the well known auctioneer and NAA member, discovered the deed among her late husband's possessions, dated April 28, 1808, and giving the selling price as the sum of "50 cents money of the United States."

Mrs. Van Pelt has a photograph of pupils and a teacher posed outside the schoolhouse about 77 years ago. Among the nine boys in the 28 member class is her late husband, who died last March at the age of 86. Mrs. Van Pelt is considering transforming the building into a museum to house her husband's vast collection of early American farm and carpentry tools.

## TWO ALLTIME "FIRSTS" EARNED BY RED POLL CATTLE



In July 1968 a purebred Red Poll steer produced the top-placing British-breed carcass among 89 head, Division II, National Beef Show. A purebred Red Poll steer won Grand Champion in a Central Wisconsin on-hoof, interbreed steer show of 61 head. Write for free literature.

THE RED POLL CATTLE CLUB OF AMERICA  
3275-A Holdrege St., Lincoln, Nebraska 68503



# Across The Country

BY BERNARD HART



The NAA Building Fund has climbed to \$8,857.82 as we go to press with this December, 1968 issue of the AUCTIONEER. Started less than a year ago and allowed to grow pretty much like Topsy, this is a most encouraging total. If we could bring this to \$10,000 by the end of the year it would seem that it would be a most satisfactory achievement.

During the past month we have received nice checks from the Iowa and Montana state associations and there is another from Illinois on the way. We have also received some individual donations and our list of those who have made total contributions of \$100 or more has grown to 22. Again, we remind you, that with only 22 of our more than 2,500 members making donations of \$100 or more and having amassed nearly \$9,000, we are going to have no difficulty in raising enough money for this project. I still say that there are at least 500 members, who should and will give \$100 or more.

Meanwhile, lets have \$10,000 by December 31!!!

Auctions are big business and most of us realize this, yet do we actually realize how big? During the recent American Royal Livestock Show in Kansas City, auctions of commercial livestock brought in more than 1½ million dollars. And this does not include the auctions of breeding stock.

In the Hereford bull sale, held on the lawn of the American Hereford Association Building, a bull sold for \$103,000. This was a record for a horned bull although a Polled Hereford bull (recorded in the American Hereford Record) brought this same figure several years ago.

A Charalais cow brought \$65,000 in the American Royal sale so it is easy to see that many more dollars can be added to the million and a half mentioned above. And why are these animals sold at auction at the American Royal? Because this is the way they bring the most money!!

Members of the NAA Board of Directors will get to witness some of these fantastic auctions of livestock in January, as President Bob Penfield has called a meeting of the Board for January 11, in Denver. This is the first Saturday of the National Western Livestock Show and several of these men will be staying in Denver a few extra days for this event.

Maury Riganto, NAA member of Virginia Beach, Va., is a man of many talents according to a feature story in the October 13 issue of THE VIRGINIAN-PILOT. Riganto operates a newsstand on City Hall Avenue, maintains his office there and does a good deal of appraising in addition to conducting auctions. At one time he was half owner of a yacht marina, a flying school, announcer for nearly every game held at Foreman Field, coach, member of the Norfolk Sportsman Club and a Ruritan member. However, the feature article elaborated upon his auctioneering career.

KIWANIS Magazine, in its issue of October, 1968, carried a lengthy feature entitled "The Auctioneering Game." Author Ted J. Rakstis apparently interviewed quite a few active auctioneers in securing material for the story and it appears to be both informative and well written. However, we believe a better choice of title could have been made. Auctioneering might seem like a "game" to some people but to those making a



living from it, it is a pretty serious business.

Still quoting from the press, FARM and DAIRY, published at Salem, Ohio, carried an item on its Household Page that further illustrates the benefits of attending auctions. It seems that a lady tried a piece of "Oatmeal Pie" while attending an auction and was writing for the recipe.

Many young auctioneers as well as some of the older ones hold the feeling that selling household goods auctions is beneath their dignity. I know of some household goods auctions that return fees similar to a FULL WEEK of pure-bred livestock auctions, for instance. And they are usually held close to home, no hotel bills nor travel expense involved.

One of our members provided us with a sale bill of household goods that totaled \$10,830. No jewelry, no sporting goods, no guns, no cars nor boats but a lot of good furnishings and he says they sold like there would never be another sale. The estate was appraised at \$3,200!

If your state is planning a convention in the next few months, mark the dates now and ATTEND. They can be the most important dates of the year.

## Many Buyers Compete For Nebraska Angus

MINATARE, Nebr.—A 2-year-old Angus heifer sold for 65 hundred dollars at the Shalco Land and Cattle Company sale here.

The purchaser was the Ankony Farms of Rhinebeck, N. Y.

Buyers were present from 22 states and three Canadian provinces. Ten bulls sold for an average of \$1,117 per head and 110 female lots were sold for an average of \$1,851. Thirty-four lots sold for two thousand dollars or more.

## Guernsey Herd Brings \$68,000 At Auction

CHESAPEAKE, Va.—Jean Sly, 17, earned \$1,000 toward her college expenses when her cow, Pine Grove Lea Tess, went on the auction block here along with 193 other animals at Pine Grove Dairy Farm.

Pine Grove's registered Guernsey herd brought a total of \$68,410 during an afternoon of spirited bidding from the more than 200 buyers representing states from New York to Florida.

Jean, a senior at Western Branch High School, is a daughter of Mr. and Mrs. Larry E. Sly, who have been associated with the dairy farm since 1945.

Sly has managed Pine Grove for Alex Walker, the owner, since Walker sold the distributing plant to Pet Milk Company some years ago.

Pine Grove Jana brought the day's high price with a successful bid of \$1,375 by Dr. G. W. Snider of Milford, Indiana.

Second was Crocker's K Jana, daughter of Pine Grove Jana, at \$1,075. She went to Harry Blessing of Wrightsville, Pennsylvania.

Pine Grove Lea Tess was one of three head which sold for \$1,000 each. She was purchased by Paul K. Switzer and James L. Switzer of Union, South Carolina, who also paid \$1,000 for one of five bulls sold, Pine Grove Darimost.

The 194 head sold brought an average price of slightly more than \$342 each.

◆ ◆ ◆ ◆ ◆ ◆

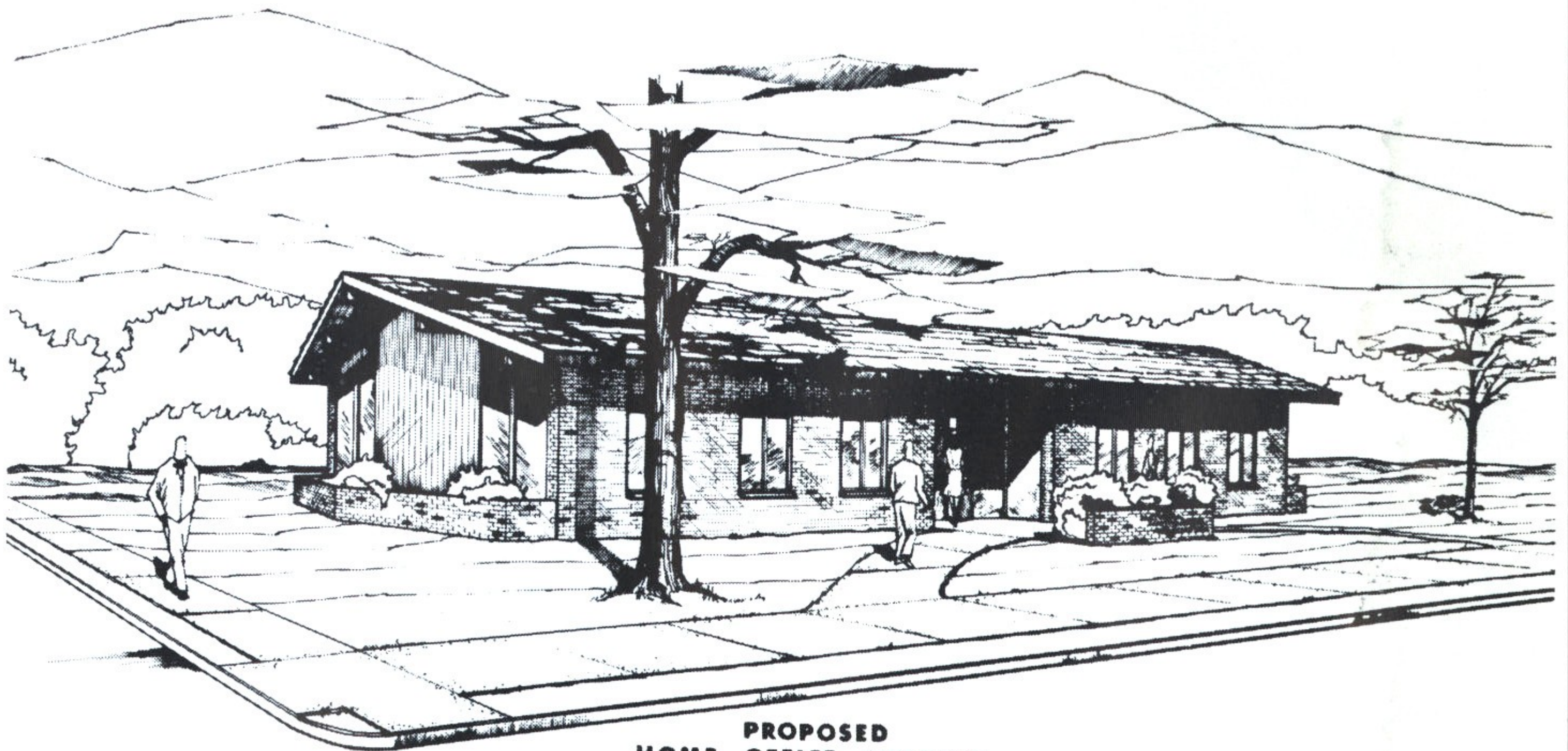
Yes??

Before his death the operator of a filtering plant willed his brain to a scientist. The scientist was sad to hear of the man's death but overjoyed to get his brain.

After all, it was the scientist's first chance to see a filtering man's thinker.



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# New York Auctioneer Lectures at College

Mrs. Pamela Moore, a Woodbourne, N. Y., auctioneer was a guest lecturer at the Baruch School of Business and Public Administration, in November. The Baruch school is a part of the City College of New York City.



Pamela Moore

Mrs. Moore's lecture was on the subject of selling at auction. She addressed a class of students taking courses in marketing. The invitation came about from a professor attending one of her lectures at a resort hotel, last year.

A 1965 graduate of Reisch Auction College, Mrs. Moore has enjoyed a good business in her auction career. She sells weekly at the Middletown, N. Y., auction pavilion in addition to the handling of appraisals and estate sales. She is a member of the New York State and National Auctioneers Associations.



## Broad and High Scramble

*When the sign flashes, "Don't Walk"  
It's not put up there for fun.  
When that traffic starts to move,  
Of course don't walk . . . run.*

## FOR SALE

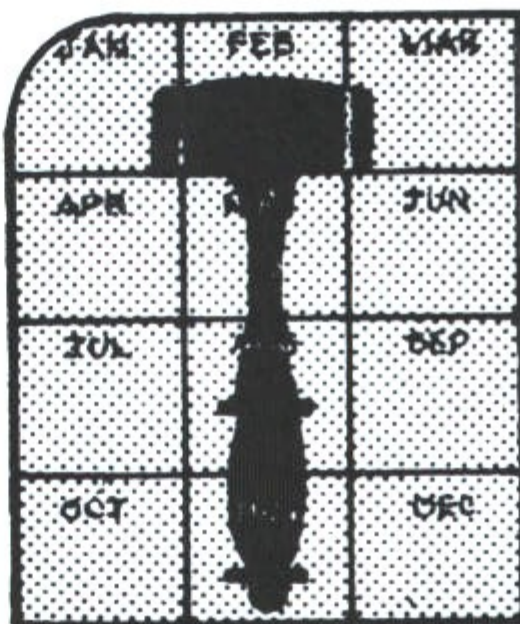
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## Convention Dates

- December 7-8—Virginia Auctioneers Association, Natural Bridge Motel, Natural Bridge.
- December 9—Tennessee Auctioneers Association, Holiday Inn, James Robertson Parkway, Nashville.
- January 10-11—Pennsylvania Auctioneers Association, Holiday West Motel, Gettysburg Interchange, Harrisburg.
- January 11-12—Ohio Auctioneers Association, Southern Hotel, Columbus.
- January 17—Michigan Auctioneers Association, Horne's Motor Inn, Lansing.
- January 25-26—Mississippi Auctioneers Association, Jackson.
- April 20—Illinois State Auctioneers Association, Field Lodge and Restaurant, Morton.
- May 4—Nebraska Auctioneers Association, Clark Hotel, Hastings.
- July 10-11-12—NATIONAL AUCTIONEERS ASSOCIATION, HOTEL ROANOKE, ROANOKE, VIRGINIA.



# Directory of State Auctioneers Associations

## Aggressive Auctioneers Assn. of Arkansas

President: J. C. Dyer, Box 283, Nashville  
Secretary: Ervin Cripps, Rt. 2, Gentry

## Arkansas Auctioneers Association

President: Dale G. Brown, 7918 Toney, Ft. Smith  
Secretary: Monroe Robinson, Box 172 Magazine

## California Auctioneers Association

President: Tom Caldwell, 1357 S. Euclid Ave., Ontario  
Secretary: Ron Kavanagh, P.O. Box 41, Herald

## Colorado Auctioneers Association

President: H. W. Hauschild, 2575 S. Broadway, Denver  
Secretary: C. E. Cumberlin, 1500 E. 29th Avenue, Greeley

## Florida Auctioneers Association

President: Robert D. Cooper, Rt. 2, Sarasota  
Secretary: G. G. Finnell, P.O. Box 20633, Orlando

## Georgia Auctioneers Association

President: Warren Waldrep, 2270 Clairmont Rd., N.E., Atlanta  
Secretary: George Hand, P.O. Box 9691, Atlanta

## Illinois State Auctioneers Association

President: George W. Cravens, Williamsville  
Secretary: J. C. Kornbrust, 4121 Tenth St., East Moline

## Federation of Indiana Auctioneers

President: Donald Porter, Morocco  
Secretary: Fran Hamilton, Rossville

## Indiana Auctioneers Association

President: Dean Kruse, Rt. 2, Auburn  
Secretary: Everett E. Corn, 119 N. Main St., Fairmount

## Iowa State Auctioneers Association

President: Earl Thies, 828 Carroll, Ames  
Secretary: Lennis W. Bloomquist, R. R. 2, Pocahontas

## Kansas Auctioneers Association

President: Wilson Hawk, Effingham  
Secretary: Richard M. Brewer, Mt. Hope

## Kentucky Auctioneers Association

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Secretary: Mrs. Adrian Atherton, 45 Public Square, Hodgenville

## Maine Auctioneers Association

President: Gardner R. Morrill, Harrison  
Secretary: Wayne B. Dow, 14 Southern Ave., Augusta

## Auctioneers Association of Maryland

President: Barr Harris, 873 N. Howard St., Baltimore  
Secretary: Harry C. Miller, 122 W. North Ave., Baltimore

## Massachusetts Auctioneers Association

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Secretary: Fred Savage, 18 Elliott St., Westminster

## Minnesota State Auctioneers Association

President: Wayne Ediger, Belle Plaine  
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President: John Glassman, Eau Claire  
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## Mississippi Auctioneers Association

President: Toxey T. Fortinberry, Water Valley  
Secretary: Jack Alford, 117 Thomas, Cleveland

## Missouri State Auctioneers Association

President: Wayne Ytell, 1719 S. Maple, Carthage  
Secretary: Irwin Landolt, R.R. 1, Defiance

## Montana Auctioneers Association

President: Jack Ellis, Box 273, Roundup  
Secretary: W. J. Hagen, Box 1458, Billings

## Nebraska Auctioneers Association

President: Stacy McCoy, Arapahoe  
Secretary: Henry Rasmussen, St. Paul

## New Hampshire Auctioneers Association

President: Ed Handley, Manchester  
Secretary: George E. Michael, R.D. 2, Reeds Ferry

## New Jersey State Society of Auctioneers

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Secretary: Ralph S. Day, 183 Broad Ave., Leonia

## New York State Auctioneers Association

President: Lew Bronstein, 3600 Orchard Park Rd., Orchard Park  
Secretary: Tim W. Anspach, 1906 Central Ave., Albany

## Auctioneers Association of North Carolina

President: Bob Cline, 967 Davis Ave., Statesville  
Secretary: Larry Hedrick, Rt. 5, Statesville

## North Dakota Auctioneers Association

President: Norman Aldinger, Cleveland  
Secretary: Lester Lien, Harvey

## Ohio Auctioneers Association

President: Richard W. Babb, P.O. Box 49, Wilmington  
Secretary: Newton E. Dilgard, Room 9, Farmers Bank Bldg., Ashland

## Oklahoma State Auctioneers Association

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Secretary: Clyde Jones, Alva

## Pennsylvania Auctioneers Association

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Secretary: Margaret Berry, 210 Main Street, West Newton

## South Dakota Auctioneers Association

President: Bob Peterson, Aurora  
Secretary: Gilbert Wagner, Reliance

## Tennessee Auctioneers Association

President: Ralph P. Masengill, 201 E. First North St., Morristown  
Secretary: E. B. Fulkerson, Rt. 4, Jonesboro

## Texas Auctioneers Association

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Secretary: Dub Bryant, 1008 East 3rd, Big Springs

## West Virginia Auctioneers Association

President: A. G. "Dick" Miller, Ceredo  
Secretary: Wilson E. Woods, State College, West Liberty

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President: Clarence Marshall, Hillsville  
Secretary: Ronald I. Tull, 4601 Blacklick Rd., Annandale

## Washington State Auctioneers Association

President: Robert F. Losey, 522 Fifth Ave., W., Renton  
Secretary: Bud Chapman, 12843 Shorecrest Dr. S.W., Seattle

## Association of Wisconsin Auctioneers

President: Jim Appleman, Cashton  
Secretary: Robert Brandau, Wilton





## The Lighter Side...

### FORGIVE

Two men riding on a train were discussing their feelings about returning home after long absences.

"I'm a little frightened of meeting the home folks," said the first. "I've been in prison five years."

"I know exactly how you feel," agreed the second. "I've been in Congress for two years."

### HOW TRUE

The husband observed one night, after reading a news story about a robbery: "If a man ever steals, he'll always live to regret it."

His wife replied, "How about those kisses you stole from me before we were married?"

He answered, "Like I said . . ."

### TALENT

The hostess had been trying to coax a young lady to sing without success. Finally, her patience exhausted, the hostess turned to another guest and asked, "What do you think of a girl who can sing and won't?"

Said the diplomatic guest, "I think she's worth a dozen girls who can't sing and will."

### PROHIBITION

"Driest town I ever saw was in Kansas," said a man to his buddy as they discussed prohibition.

"They couldn't sell liquor there at all?" asked the buddy.

"Only if you had been bitten by a snake," said the first man. "They only had one snake in town. When I got to it one day, after standing in line more than 12 hours, I near died of thirst. It was too tired to bite."

### MEN OF FEW WORDS

"I don't like to say anything that might embarrass the hired help, so if I frown at you during dinner, it means for you to quit eating," said the crusty farmer to his hired man.

"All right," said the hired man. "But I don't say much myself. If I frown back at you, it means I ain't goin' to stop!"

### A CASE OF LOGIC

The Smithsons went away for their summer vacation and gave Jane, the maid, a month's wages, then sent her on her way rejoicing.

On their return four weeks later, Jane demanded higher wages or no work.

Mrs. Smithson was horrified. "Gracious, Jane," she exclaimed, "you've just had a vacation for a whole month with full pay! You should consider yourself very fortunate."

"That's just it," replied Jane. "You paid me that money for doing nothing, so it isn't fair to expect me to do all this work now for the same wages."

### WELL, WELL

Elderly lady: "Isn't it wonderful how these service station people know just where to set up their pumps to get gasoline?"

### DOUBLE TROUBLE

A haggard-looking man got into a conversation with a happy, carefree bachelor during a long trip. "Yes," said the haggard man, "I'm the father of six daughters."

"Than you have six mouths to feed," mused the bachelor.

"No, we have 12," said Haggard-face. "The girls are all married!"



### POINT OF VIEW

A farmer who could walk for miles on his own meadows, fields and woodlands back home, visited his daughter who lived in a city apartment. After he had looked things over the first day, his daughter asked him what he thought of the city.

"Well," he ruminated, "what I don't like about it is that the minute you step out the door, you're away from home!"

### FAMOUS MEN DEPT.

Inferiority was this man's plight,  
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### JUST IN THE WAY

An artist was looking for a home among the Taconic Hills of Vermont. He was talking with a local resident who had a house for sale.

"What I want is a house with a good view," said the artist.

"Well," said the localite, "I don't think the view here is much—from the front porch you can see Ed Snow's barn, but beyond that there ain't nothin' but a bunch of mountains."

### BAD NEWS

Bad news is hard to reveal to those involved. Once a friend had to write to the family of his buddy who went afoul of the law in the early days of the Wild West. After weeks of struggling with a way to break the news, he wrote: "It is with deep regret that I have to inform you that your son died here recently while taking part in a public ceremony. The platform on which he was standing gave way."

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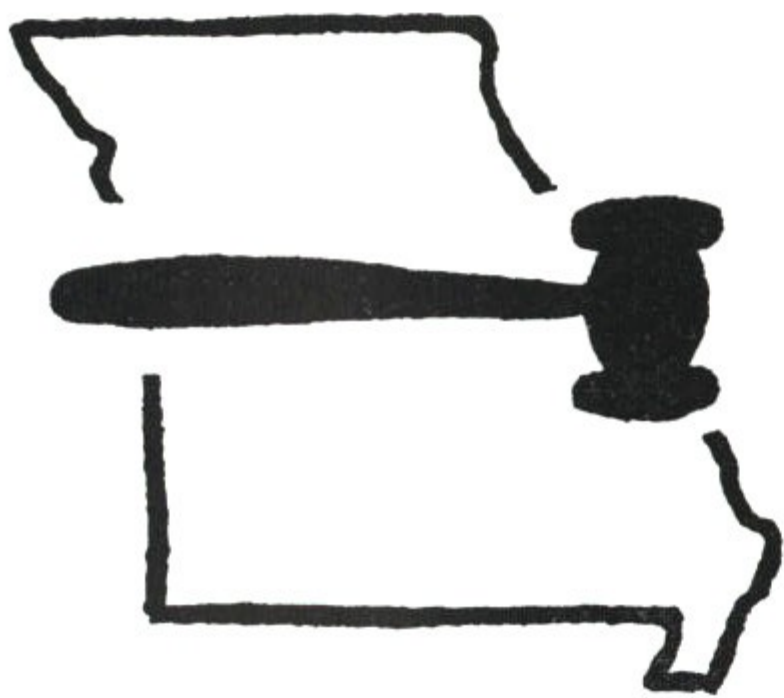
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For more information please contact us advising how long you have been an auctioneer and if you are now a licensed real estate broker or salesman.



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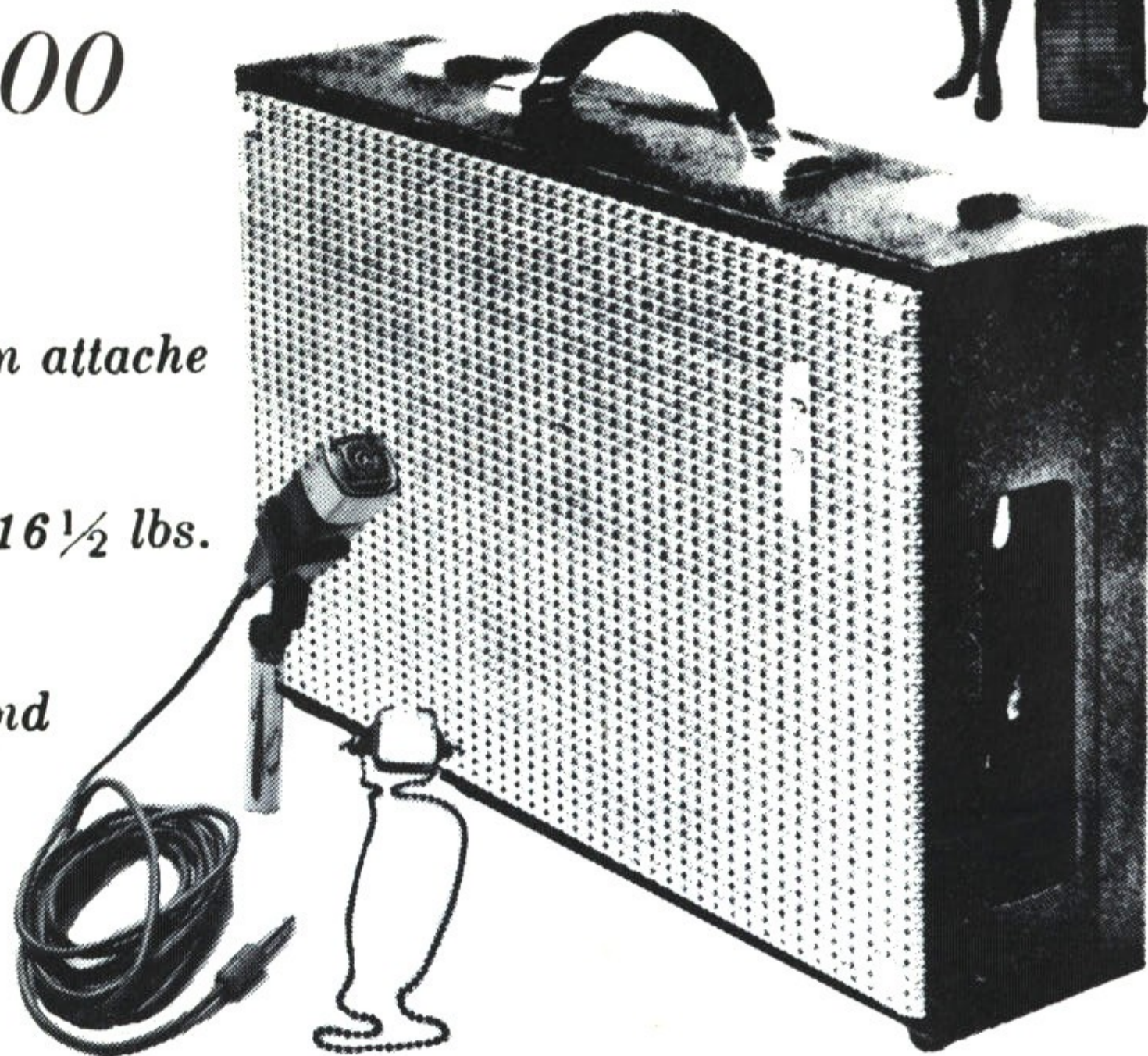
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*Model S-200*

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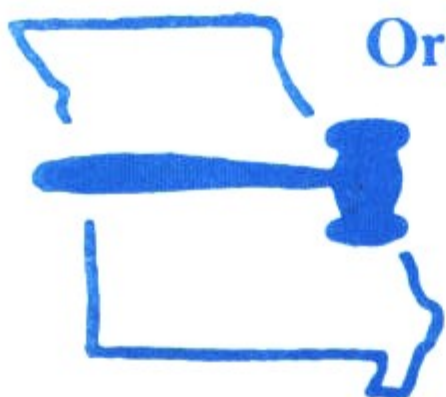
**Dimensions:** 12" high, 19" wide, 4¼" deep.

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