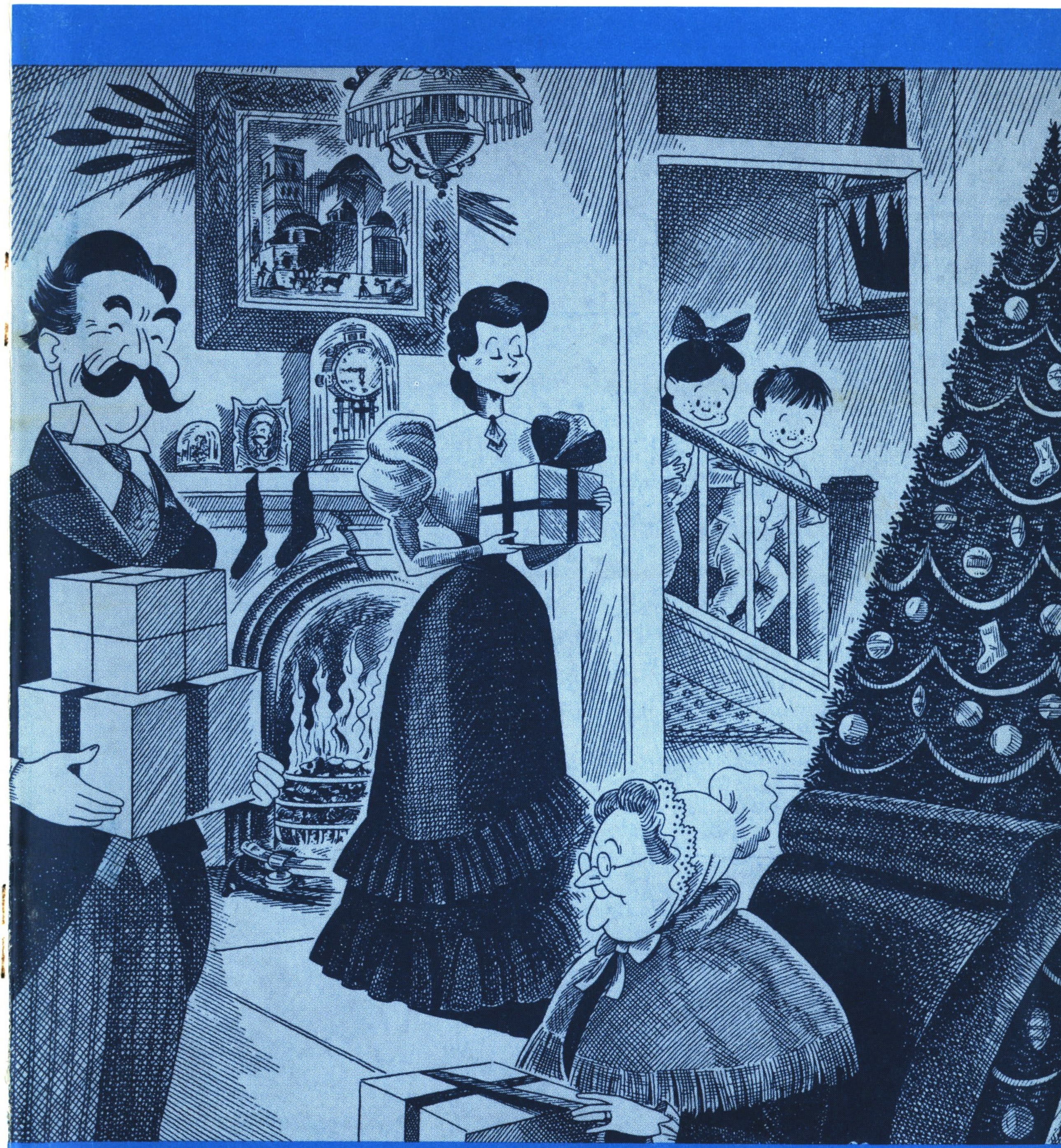
VOL. XXI NO. 12 DECEMBER, 1970

THE auctioneer



MERRY CHRISTMAS

"Merry Christmas"

"Happy New Year"



Another year has come and gone and here it is Christmas time again. From all of us here to all the members of the National Auctioneers Association we sincerely hope you have the Best and Merriest Christmas ever, and a Happy and Prosperous New Year.

End the year of 1970 by giving yourself or your husband a nice Auctioneer Hat for Christmas. A nice fellow like you deserves the best now that you have worked so hard this year. You still have time to get it in time for the 25th. If in doubt call me and we will get it right out.

The Auctioneer Hat is silver belly - three brim widths - 2" - 2-3/8" and 2-5/8". Red satin lining with Auctioneer Emblem stamped in gold on the inside crown. Has Auctioneer Emblem (pin) on outside where shown above.

Order now and please include size, brim width and the name of the wearer as we put the name inside.

Winter felt ..... **$12.95** **Summer Straw** **$11.95**

Plus 4% Sales Tax

COLONEL W. CRAIG LAWING

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

Telephone: Area Code 704/ Office 399-6372

Home 399-3260

THE auctioneer

IS THE OFFICIAL PUBLICATION OF
NATIONAL AUCTIONEERS ASSOCIATION
3277 HOLDREGE ST. LINCOLN, NEBRASKA 68503

EDITOR
Bernard Hart, Lincoln, Nebraska
Jan Merritt, Assistant to the Editor

Contributing Editors

Col. "Pop" Hess, 401 Ontario Ave., Bellefontaine, Ohio; Walter Carlson, Trimont, Minn., and every member of the National Auctioneers Association.

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.

CLOSING DATES FOR ADVERTISING COPY and ALL ARTICLES FOR PUBLICATION 15th OF THE MONTH PRECEDING ISSUE OF THE 1st.

Single copies 50 cents.

DISPLAY ADVERTISING RATES

Full Page	$45.00
One-half	22.50
Quarter Page	11.25
Column Inch	3.00

Copyright 1970
National Auctioneers Association
All Rights Reserved

Published the 1st of each month except August.

NATIONAL AUCTIONEERS ASSOCIATION

President:
Dean Fleming
Atkinson, Nebraska

First Vice President:
Grover Howell, Rt. 1, Box 173B
Seagoville, Texas

Second Vice President:
Morris Fannon, R.R. 2
Pennington Gap, Virginia

Secretary:
Bernard Hart, Lincoln, Nebraska

Treasurer:
Henry Rasmussen
St. Paul, Nebraska

Directors:
(Terms expiring 1973)
Jim Messersmith, Jerome, Idaho
Charles P. Dunning, Elgin, Ill.
Martin Higgenbotham, Lakeland, Fla.
Wayne Kessler, Campbellsville, Ky.
Garth W. Wilber, Bronson, Mich.

(Terms expiring 1972)
Bob Penfield, Bowman, N. D.
Roy Crume, Kokomo, Ind.
W. Craig Lawing, Paw Creek, N. C.
Wylie Rittenhouse, Uniontown, Pa.
Ed Vierheller, Claremore, Okla.

(Terms expiring 1971)
Ralph Horst, Marion, Pa.
Joe Donahoe, Darlington, Wisc.
Phil Goldstein, Boston, Mass.
Howard Roland, Grand Junction, Col.
Jim Stevens, Nashville, Tenn.

EXECUTIVE OFFICES
3277 Holdrege St.
Lincoln, Nebr. 68503

Iowa Auctioneers Hold Convention and Contest

October 24 and 25th the Tallcorn Hotel at Marshalltown, Iowa, was the auction headquarters for the Fall Convention of Iowa Auctioneers, their families and guests. With dampness in the air and mud on the ground a fine attendance arrived for registration which began at 1 P.M. on Saturday.

Auctioneers had an informative afternoon on the State Fair booth, a report of the National Convention in Milwaukee, questions and answers about the N.A.A. and Sunday Auctions being held in Iowa.

At 7:30 P.M., in the ballroom, everyone gathered for the 6th annual auctioneers contest. Twenty-six (26) men entered. The three judges were Col. Willard Arnaman of Unionville, Missouri; Col. Gene Harper of Oskaloosa, Iowa; and Lee Kline, Farm Director of Radio Station WHO, Des Moines, Iowa. Each contestant was allowed time to sell two imaginary items and two real items of merchandise, provided by the contest committee, for real money for the Association. Col. Lyle Erickson of Cresco was named the 1970 Iowa Champion Auctioneer. Four runners-up were chosen — Col. Harold McIlrath of Laurel; Col. Ike Yoder of Kalona; Ernest Bloomer (15 years old) of Glenwood; and Col. Harold Van Syoc of New London. Each was presented with a beautiful plaque for his efforts. Adding to the evening's entertainment was the past State Champions selling for the group, as well as two of the judges and our National Secretary, Bernard Hart of Lincoln, Nebraska.

Sunday, registration began at 10:30 A.M. with many registering and visiting until State president, Col. Howard Vos of New Sharon called the group to order at noon and Col. Leon Joy of Ames gave the Invocation. After which all enjoyed a delicious buffet dinner.

Following the noon meal each auctioneer introduced himself and his family. President Vos introduced special guests including our own Mrs. Lyle Erickson of Cresco, National Auctioneers Auxiliary President, who gave a short talk and special invitation to all to attend the National Convention next July in Lincoln.



Lyle Erickson

A musical group "The Swingers" of Gilman, Iowa, entertained with country and western music. The afternoon speaker was Mr. Richard H. Winters, Assistant Director of Development of Grinnell College, Grinnell, Iowa, who presented some very fine thoughts, "To Buy or Not to Buy".

The group recessed for coffee and 7-Up and then resumed with a business meeting and election of officers for 1971. Col. Robert Winegarden of Pocahontas was elected president and Col. Clarence Prange of Charles City as Vice President. Announcement was made the Spring Meeting would be on Sunday, April 26th.

All agreed it had been a fine convention.

MIKE BLOOMER, Secretary

High Priced Peanuts

Peanuts were high this year at the annual peanut sale sponsored by the Lakeland (Fla.) Kiwanis Club. One bag brought $22.50 and a case sold for $112.50. NAA director, Marty Higgenbotham, was the auctioneer.

Forseen is a workless world, but never a taxless one!

Are You Giving Your Best?

No two auctioneers work quite the same, and each must work the best way he can. But if there is one general criticism or comment by many people at the auction sale it is:

"He went so fast I never knew what he was saying!"

An auctioneer likes to work fast — at least most seem to — get it sold and get the money in. But if you go so fast you may just be skipping over potential bidders, and in fact losing quite a bit of the money your sale could have brought in.

How can you tell if you are losing bidders by going too fast? Or letting your chant become gibberish to the new customers in your crowd? One gauge is this — if just about everything you sell is going to your regular buyers — and little if anything is being bought by the 'strangers' — those attending you have never seen before.

Just pause a moment — TO BUY. Each one of them came, you will find, to bid on at least one item — maybe more. It is up to the auctioneer to find out what they came for.

We would never suggest the auctioneer neglect his regular buyers — they are the bread and butter. But if you like Pie and Ice Cream, pay a little more heed to your Strangers.

It may be their first time at an auction, and a lot of them are just plain bewildered.

What they came to try and buy may be up, and sold before they can get around to giving you a bid. So what have you done?

You have made them feel silly. You have made them mad at themselves — you might even have got the man's wife mad at him too, and ready to call him stupid to spend all day going to a sale, and not even getting in a bid on what he came to buy . . .

So he goes home — possibly never to go to an auction sale again. If every auctioneer does this to only two or three new customers at each sale, how do you think auction sales are going to grow and prosper?

You treat your old and regular buyers the best you can — a NEW customer should be treated even better — shouldn't he?

So keep a very sharp eye on those strangers — you don't have to watch your regulars — they won't let you miss their bid. If you can't get a re-action out of the stranger in the first hour, stay with it. You just haven't got around to what he came for. Almost without exception, he will give some sign when the article does come up that he came for — then be sure he makes a bid! (You might even have to **not see** some of your regulars making their bids).

When you do feel the stranger is interested — you might find it works to slow down — and ask for smaller increases. If it is something say you expect to bring a Hundred, and you get a start at Fifty, don't go for $75. Your beginner came for a bargain (who doesn't?) and he is much more likely to come on at Sixty. Now he has broken the ice — after 70 he'll come back for $80. Generally he'll go on and buy it! You may have MADE A NEW REGULAR.

(Reprinted from The Auctioneer, official publication of the Alberta Auctioneers Association).

Changes In Concept Seen For Auto Sales

ATLANTA — Used Vehicle Marketing Centers, rather than auctions, is what Jack G. Charlesworth predicts for the rapidly-changing wholesale marketing picture within the decade.

The general manager of Atlanta Auto Auction said that the 1960s will be recorded by auto historians as the era in which "automobile auctions grew from obscurity to a position of importance . . ."

He continued:

"Perhaps the greatest achievement . . . by the auction industry will be its recognition as the one and only source for true resale and/or wholesale values. Sliderule calculations and manipulations and biased dealer reporting methods have seen their day."

Charlesworth said that, as used-vehicle marketing centers, the enlarged auctions will include "the movement of cars and trucks, the reconditioning of cars and trucks and the marketing of cars and trucks through the auction process."

Obligation Accepted

Dear Fellow Auctioneers,

I want to take this opportunity to thank you for your show of confidence in electing me to the National Board of Directors. I feel most honored and will put forth any effort necessary to represent you on the board in a fair and impartial manner.

I would like to hear from any of you personally in regards to anything you feel would be worthwhile to add to the convention or any problem you would like discussed. I would like to make myself available to come to any of your state meetings, particularly the southern states, as I feel we have not had enough national participation from the south.

Again, I say thanks and I am looking forward to seeing each and every one of you in Lincoln next year.

Yours truly,
Martin Higgenbotham
Lakeland, Florida

When You Write Your Congressman . . .

When they write to customers or prospects, people take pains to make their letters attention-getting, attractive and friendly. They stress the "you" angle and do their best to ally themselves with the recipient's own interests. But when people write their Congressmen or state legislators, many seem to think that any communication will do — so long as it states the **writer's** point of view.

The best way to avoid this situation is to think of every letter to the Capitol as a **sales presentation,** aimed to capture attention, hold the reader's interest and really sell him on doing what you wish. Here is a formula for legislative letters that will make them more productive:

1. Be understanding. Put yourself in the legislator's place; try to grasp his outlook, his problems and his objectives.

2. Be reasonable. Legitimate differences of opinion can exist. Avoid recriminations, slurs and threats.

3. Be realistic. You and your fellow members are not the sole constituents. The person you are writing represents everybody in his district — including some who desire the legislation you oppose, or vice versa. Remember, compromise is the key to most adopted measures.

4. Never scold or reprove. Being human, legislators resent being preached at or pestered. Putting one on the defensive is a sure way to make the wastebasket instead of atop the incoming pile on his desk.

5. Open with praise or appreciation. Politicians are used to getting more blame than praise from their constituents, so commendations are rare — and music to their ears. Of course, any nice things you may say must be sincere and genuine — but you **are** thankful for your representative form of government and for at least some of the things your representatives are doing or have done.

6. Be accurate and specific. Weigh your facts and your arguments, so they will win consideration and provide real motivation.

7. Maintain perspective. Remember the boy who cried "Wolf!" Don't ring a three-alarm fire to put out a few sparks. If a bill poses a nuisance or an inconvenience, don't make it sound like life or death for your business. Save your superlatives until they are needed.

Fire Damages Warehouse

An estimated $20,000 damage to the contents of Dunning's Auction Service warehouses at 397 Silver St., Elgin, Ill., resulted from a fire. The 4:00 A.M. blaze in the two-story brick warehouse which housed auction items, including antiques, was fought by three Elgin fire companies.

Reports stated that damage to the building is estimated at $10,000. Cause of the fire is undertermined. The ware-- house is owned by NAA members, Al and Terry Dunning.

Public Sale!

The undersigned, Executors of the Estate of W. B. Crothers, deceased, will offer at Public Sale on the premises at Taylorstown, Washington county, Pa., commencing at ONE o'clock on

THURSDAY, FEB'Y 14

1907, the following Live Stock, Grain, etc.:

64 HEAD OF FINE SHEEP

Most of which are Thoroughbred Lincolns,

Consisting of thirty-nine Ewes bred, due to lamb in March, nineteen head of Lambs and Six Rams.

GOOD MILCH COW.

Hay and Grain

6½ Tons Good Hay, 100 bu. Ear Corn, 75 bu. of Oats, 40 bu. of Wheat, and One-third of 14 Acres Wheat in Ground.

Grain Drill, good as new; Corn Harvester, good as new; Corn Sheller, Hill Side Plow, 3 Patent Sheep Racks, Shovel, Hatchet, Axe, barrel of Salt, lot of Lumber.

TERMS made known on day of Sale.

W. F. and H. M. CROTHERS,

MAJ. JOHN F. POST, Auctioneer. Executors



The Ladies Auxiliary

Hi Gals,

Months have passed since the convention in Milwaukee, and with the holidays around the corner, I realized I had allowed too much time to slide by without a note of Thanks to the wonderful girls who worked so hard to entertain us. Will the girls who worked so hard on the preparation for our pleasure please accept my belated and most sincere Thanks??? You did a Great Job!!!

Among the many things I brought home from the convention were Enthusiasm and Five extra pounds. The enthusiasm is easy to spread around, but the pounds just seem to spread for themselves.

Bud brought home renewed pride in having chosen auctioning as his profession, and the painting of "Miss Forward". That picture hangs on the auction stand and has given him a new opportunity to "Ham it Up". . . Would you believe he has some of our city gals convinced that Wisconsin cattle breeders are indeed wise to have bred a cow with udders so placed as to save the man doing the milking from being kicked? . . . One lady, in all sincerety, couldn't get over the fact that someone hadn't come up with that breed of cow before and said, quote, "Much more hygenic, you know" . . . The topper I thought was, the auction regular, who all but yanked Bud out of the auction stand minutes before sale time and said, "Bud, you have been pulling our leg with that painting of the cow, I just discovered her head is on backward". Well needless to say that sale was a bit late getting underway, but the crowd was rewarded with a grin from Bud that seemed so contagious as to make that sale one of the most spirited sales we have ever had.

Our husbands' dream of a National Headquarters has become a Reality!!! I hope you are all planning to attend the convention. God willing, I will be there looking forward to meeting new friends, seeing old friends, and to inspect "Our Building".

Merry Christmas Girls . . . I hope your holiday season is so Happy that, not only your mouth, but your very heart will Smile.

Sincerely,
Dot Chapman

Iowa Ladies Enjoy A Well Filled Program

The Ladies Auxiliary to the Iowa Auctioneers Association held its Fall Meeting at the Tall Corn Hotel, in Marshalltown, October 24-25.

On Saturday afternoon we had a Style Show of articles of clothing we had made. Irene Dudley was the winner. We also had a "Show and Tell" time of items bought at auctions or articles of interest.

Iowa Electric Light & Power Co. gave a demonstration of a Radar Range.

Following this we had a reception for Irene Erickson, who is our National Auxiliary President. We are very proud of her.

On Sunday, we enjoyed a buffet style Luncheon. Our President, Anita Swartzendruber, called the meeting to order. Lucille Van Syoc read the minutes of the Spring Meeting. Margaret Bloomer offered prayer. Ada Theis gave a report on the money made at the National Convention, in Milwaukee, from the woolen material we donated for the Fun Auction.

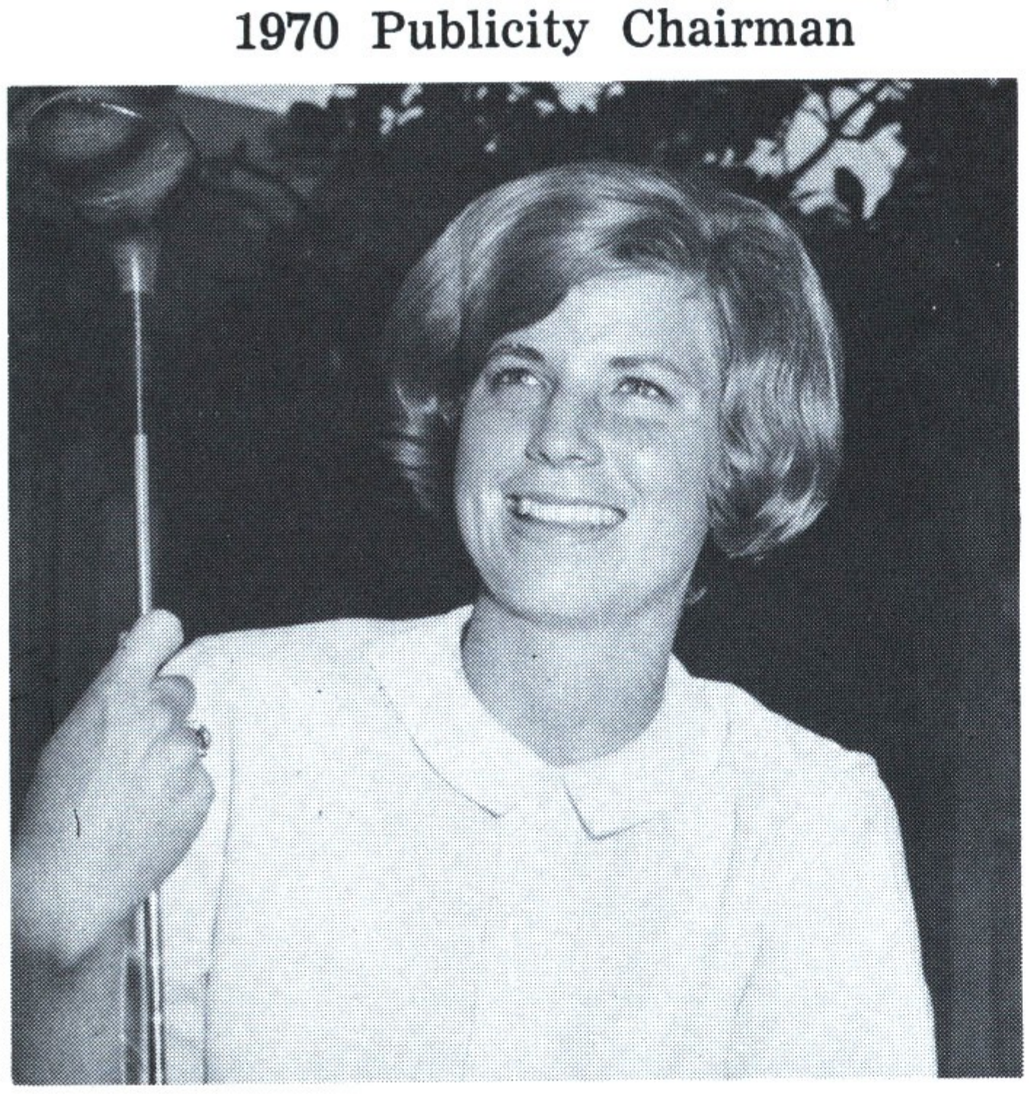
New officers were elected for the coming year, as follows:

Mrs. Warren Collins, President
Mrs. Clint Peterson, 1st Vice President
Mrs. J. R. Hoyer, 2nd Vice President
Mrs. Harold Van Syoc, Secretary-Treasurer
Mrs. Melvyn Puffett, Historian
Mrs. Lamont Swanson, Publicity Chairman
Mrs. Wendell Ritchie, Chaplain
Mrs. John Swartzendruber, Director for three years
Mrs. Robert Winegarden, Director for two years
Mrs. Howard Vos, Director for one year

The officers were installed by Iowa State President, Howard Vos.

Irene Erickson gave a short talk on her activities as President of the National Auxiliary. Lucille Van Syoc and Louise Hoyer gave a demonstration and panel discussion on clerking and cashiering. Bills were allowed and the meeting was adjourned.

MRS HOWARD BUCKLES,
1970 Publicity Chairman



Mrs. Sam Furrow is President of the Ladies Auxiliary to the Tennessee Auctioneers Associaton. Unless you hadn't already guessed, her hobby is golf. She has been a participant in several tournaments.

Death Claims Wife of Prominent Auctioneer

Mrs. Edward J. (Catherine) McNamara, Lancaster, Wis., passed away at a Dubuque, Iowa, hospital November 12. She was 51 years old.

She is survived by her husband, E. J. "Eddie" McNamara, a prominent member of the Wisconsin and National Auctioneers Associations, sons Robert, Minneapolis, Minn.; Patrick, Baraboo, Wis.; and John, at home; and two daughters, Sister Noreen, Oak Lawn, Ill.; and Mary, at home. Four brothers and four sisters also survive.

Funeral services were held at St. Clement Catholic Church. The con-celebrated Mass was officiated by Father Daniel J. McNamara, Omaha, Nebr. Burial was made in St. Mary's Cemetery, Bloomington, Wis.

WHO LOST THEIR PURSE IN MILWAUKEE? Will the lady who lost her purse at the National Convention please notify: THE AUCTIONEER, 3277 Holdrege St., Lincoln, Nebr. 68503.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASS'N. OFFICERS 1970-1971

PRESIDENT:
Mrs. Lyle (Irene) Erickson
Cresco, Iowa

1ST VICE PRESIDENT:
Mrs. Grover (Willie) Howell
Seagoville, Texas.

2ND VICE PRESIDENT:
Mrs. G. T. (Nannie) Gilbert
Lincolnton, N. C.

SECRETARY-TREASURER
Mrs. Dean (Jean) Fleming
Atkinson, Nebr.

HISTORIAN:
Mrs. Sherry (Elinor) Olin
Sparta, Mich.

DIRECTORS:

(TERMS EXPIRING 1973)
Mrs. Dick (Virginia) Brewer,
Mt. Hope, Kansas
Mrs. Curtis (Violet) Cunningham
Greenwood, S. C.
Mrs. Bud (Dorothy) Chapman
Seattle, Wash.
Mrs. Romayne (Ruth) Sherman
Goshen, Ind.

(TERMS EXPIRING 1972)
Mrs. V. K. (Alma) Crowell,
Oklahoma City, Okla.
Mrs. Fred (Ruth) Sherlock,
St. Francis, Kansas
Mrs. J. W. (Ann) Donahoe,
Darlington, Wisc.

(TERMS EXPIRES 1971)
Mrs. Dick (Kay) DeWees,
Prairie Village, Kansas
Mrs. Bob (Winona) Penfield,
Bowman, N. D.
Mrs. Morris (Velda) Fannon,
Pennington Gap, Va.

Seven: Magic Number in Sales

The top winners among salesmen are those who make at least seven calls on every prospect before giving up. According to sales expert Howard Carroway, eighty per cent of all sales are made after the fifth call, BUT . . . 43 per cent of all salesmen make one call and quit; 25 per cent of all salesmen call twice, then stop; 12 per cent give up after the third call. So . . . the 80 per cent of all sales referred to are made by only 20 per cent of the salesmen — the ones who kept on calling after the others gave up.

Signing up new members for the association is a form of selling, and the average prospect takes as long (or longer) to sign an application as he does to sign an order for goods or service. It takes time and repetition for the advantages to sink in — and somebody has to be there asking, when conditions are ripe. Last week was probably too early; tomorrow may be too late.

"Every Member Get a Member" is a good slogan, but carrying it out requires personal contact plus persistent follow-up. If all members who now limit their effort to one or two visits would make seven before they quit, our membership graph would soar through the top of the chart.

Auctioneer Is Named In Who's Who Book

Leo Rychecky, Scottsbluff, Nebr., auctioneer, is listed in the 12th edition of Who's Who in the Midwest. The publication includes men and women of occupational stature with achievements affecting development in the midwestern United States and central Canada. He has also been selected for the Dictionary of International Biographies, which is published in London and will be out in October 1971.

Rychecky is a graduate of the Boss Auction School, Carroll, Iowa, and a member of the Nebraska and National Auctioneers Associations. He has been in the auction and real estate business since 1947 and operated livestock auction markets at Wilber and Friend, in southeast Nebraska, before moving to Scottsbluff, in 1951.

The Dead Sea

There are two seas in Palestine.

One is fresh, and fish are in it. Splashes of green adorn its banks. Trees spread their branches over it, and stretch out their thirsty roots to sip of its healing waters.

Along its shores the children play, as children played when HE was there. He loved it. He could look across its silver surface when He spoke His parables. And on a rolling plain not far away He fed five thousand people.

The River Jordan flows on south into another sea.

Here is no splash of fish, no fluttering leaf, no song of birds, no children's laughter. Travellers choose another route, unless on urgent business. The air hangs heavy about its waters, and neither man nor beast nor fowl will drink of it.

What makes this mighty difference in these neighbor seas?

Not the River Jordan. It empties the same good water into both. Not the soil in which they lie; not the country round about.

This is the difference. The Sea of Galilee receives but does not keep the Jordan. For every drop that flows into it another drop flows out. The giving and the receiving go on in equal measure.

This other sea hoards its income jealously.

It will not be tempted into any generous impulse. Every drop it gets, it keeps.

The Sea of Galilee gives and lives. This other sea gives nothing. It is named the Dead Sea.

There are two seas in Palestine.

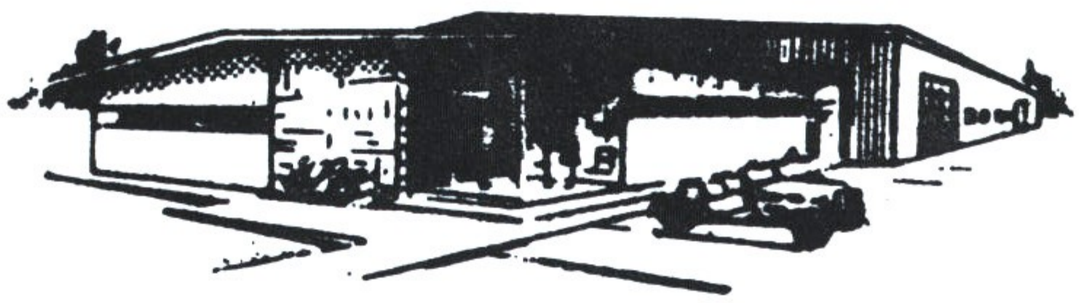
There are two kinds of people in this world.

To make your association succeed, you must be willing to give as well as to receive.

— THE —

"WEDNESDAY SALE"

THE NEWEST-MOST MODERN



AUTO AUCTION IN FLORIDA

Jimmy Speers Auto Auction

OPERATED BY THE SAME EXPERIENCED STAFF
AS FLORIDA'S LARGEST AUTO AUCTION
JIMMY SPEERS AUTO AUCTION-ORLANDO

ST. PETERSBURG, FLA.

ST. PETERSBURG-CLEARWATER AIRPORT
LOCATED RIGHT BESIDE ST. PETERSBURG AUTO AUCTION

CALL BILLY HACHETT COLLECT

FOR INFORMATION OR RESERVED NUMBERS

1-813-531-7796

AUCTIONEERS: Col. Billy Hatchet, Col. Don Smith, Col. Jerry Kemp, Col. Bob Butler, Col. Norwood Syrickland, Col. Jim Edge

Auto Auction Image One of Importance and Respect

It's noisy. It's colorful and the last word is what your car and millions of others are actually worth. It's the auto auction, held daily in cities throughout the U.S. and Canada.

It is here that professional buyers and sellers of used cars gather in a carnival atmosphere to test their skill in bargaining.

To the average man or woman who thinks of auctioneering as a genteel competition to bid for antique china, the auto auction would prove a baffling but colorful contrast.

The track is fast with the average car being on the block less than a minute. In that minute, buyers appraise its worth and bid accordingly. The car is sold, or the offer is refused by the seller and another car is quickly driven in place.

In some auctions as many as four lanes of cars and a like number of auctioneers are in action at once. Each auctioneer is equipped with a microphone, a length of rubber hose which he slams on the desk for emphasis and a set of lungs that would put a hog-calling champion to shame.

Adding to the decibel level is a crew of men among the bidders who serve as combination cheer leaders, kibbitzers and spotters of the furtive bids from the buyers.

Meanwhile the auctioneer is chanting the bidding, wisecracking, ("If I could buy a car that cheap, I'd be down there bidding, not up here selling") and pleading for reason ("There's no way you can buy this Caddy for less than a Chevy!")

Out of this study of chaos comes the hard-headed evaluation of what a car is really worth. To bid too low means that the seller will not accept the bid. To bid too high can mean the difference between a profit and a loss on the resale.

To even be considered for sale at an auction, cars must appear in almost new condition. Mechanical condition of the car must be honestly represented by the seller.

How do the pros who attend these auctions judge the cars before bidding?

Hal Humphries at APTCO Auto Auction near Detroit says, "The first thing to attract a buying dealer is the appearance of the car. Body repairs must be perceptible only to the trained eye, if at all. A sloppy job of bumping and refinishing can be spotted instantly. Most often, the dealer attending the auction will stay away from a car like this rather than get involved in a costly refinishing job."

William Jacobs, a Columbus, Ohio, car auctioneer says, "The owner who has the foresight to keep his car in top-notch shape may come out as much as $300 to $400 ahead of the man who has neglected the same make and model. Most buyers-both wholesale and retail, don't want to bother with the 'dogs'."

Public Auction Makes Buying Look Like Snap

SAN JOSE, Calif. — "Pick out a car or two that you want, determine what your budget is, and start bidding."

That's the inviting message contained in a promotion piece for the new California Public Auto Auction, which auctions off around 70 cars every Sunday in a location close to several freeways here.

"If you're the successful bidder," the message goes on, "you will have purchased the car at a price that you wanted to pay."

The promoters assert that "most vehicles are diagnosed with a detailed mechanical report."

And they maintain that because "the great majority of sales of past weeks have been at low book or very close to it . . . this is a good way to buy your car . . . without the used-car pressure, at a price that will save you money."

The auction has a county fairlike atmosphere.

Hot corn on the cob, sandwiches and soft drinks are offered at 10 cents apiece.

New 1970 Hondas are raffled free of charge. The only condition is that the winner, who signed up the previous week, must be present to claim his prize.

Merry Christmas and
Happy New Year!

Bernie Joan

COL. C. M. (Pop) HESS

Auctioneer - Consultant

RESIDENCE AND OFFICE STUDIO 401 ONTARIO AVENUE

BELLEFONTAINE, OHIO 43311

All who live in Ohio or any state that borders Ohio can very easily avail themselves of the Service.

Phone or write for your Free Interview in my office for full information on the Service I have to offer. A date can be set to meet your convenience.

Also a special service can be arranged for applicants, regardless of their home location, to stay for ten straight days if desired.

HONORARY MEMBER
NATIONAL AUCTIONEERS ASSOCIATION
OHIO AUCTIONEERS ASSOCIATION

PHONE (AREA 513) 593-3309
(DAY OR NITE CALLS)

SUPERIOR SCHOOL OF AUCTIONEERING

Ray Sims	Ham James
Paul Good	Dale Hanna
Ike Hamilton	Hugh James

Owners and Instructors
P.O. Box 1281, Decatur, Ill. 62525

OVER $25,000.00

was realized at our October Bottle Auction!

For priced catalogue send $2.00.

We are now planning our next Bottle Sale. If you are now interested in our 3 plans for turning glass into cash; please write:

Bottle Department
CLEM LONG, INC.
33 Riverside Dr.
Dayton, Ohio 45405

MERRY CHRISTMAS

TO ALL OUR MANY FRIENDS AND CUSTOMERS

It has been a pleasure to serve you and we are looking forward to another fine year.

C. C. GANNETT & COMPANY

2408 KRUG AVE. **OMAHA, NEBR. 68105**



Pop's Ponderings

There'll Never Be An Auctioneers Strike

By COL. POP HESS

Yes, this is December, 1970. The last month of 1970 is almost over, and we can look back on many achievements. Also some disappointments, after all, we have had the same all through the past years one way or another.

When this December issue is in the hands of our many readers, we will know the results of our State and National elections. For many years I have tried to follow the various trends our country is voting for or against. As I see it, in our area here in Ohio, there seems to be a wide difference in the thinking of many, I have recently met up with. Our conditions range from how much a candidate has to spend to get elected, how and what to do in our numerous riots and who is to blame! Our union labor and the professional associations are threatening and some are now on strike. Makes one wonder how long the old BRINDLE COW, who produces the currency cream that makes the dough everybody must have to buy their needs for living and meet the prices we must pay, can go without running dry and kicking the bucket.

When have we seen all who receive weekly and monthly pay for their services rendered the high total dollar they are now getting and still striking for more? As of this date, the news channels say there are thousands of our high paid workers on the street unemployed and ask what we must do to save them from starvation and what have you. Some news channels in politics was blaming some opposing candidate who is serving a term, and up for re-election, how much they are to blame for it all.

There are numerous comments both pro and con on who is to blame? It is the greed for gain regardless of cost. If not soon, through some form of control, the OLD BRINDLE CREAM COW will blow up. The question is when she does the coroner will be hard put for an answer on whether she died from natural causes etc. Regardless of all strikes and riots someone blames someone, and no one seems to put his or her finger on the right Key for a correct answer.

We have an old chap who drops in here for a friendly chat on the weather and world affairs, etc. The joke of it all is, he is against everything that I am in favor of. The other day he said, "You complain about these strikes, what would your auctioneers association do if the auctioneers would all gang up and go on a strike?" HA! HA! The answer to that assertion is very easy, the auctioneers are only tied to their employer one day or so at a time. Eighty percent of them never have one employer only a few days of their working week.

That employer is just old John Q. Public, a strike as an auctioneer against him. He will just grin and chuckle, and go on the open market and sell his wares and hold his auctions when the auctioneer gets hungry and needs some money to survive. One sometimes wonders or thinks it is too bad. The places where the strikes kill the progress of our world affairs could be in the same position as our John Q. can do in case of an auctioneer strike.

I jokingly made this remark one time before a few auctioneers on the subject of, "What if auctioneers would try to strike?" My remark was that they would be afraid to. The fact that they are so jealous of each other, that they would be afraid someone would jump the picket line and get all their business etc. (Well I was not shot at sunrise on that remark then.) If in making it now, let me know the day of the shooting so I will be somewhat prepared.

Well, so much for this kind of past time. You who are now in your Hay Days of Selling. I know you will wonder what makes the senior, half-retired Auctioneers come up with some things they say and do. To get out from under all this foolishness, just let me say you will get that answer soon after you are put on the shelf of retirement. Now

do not mis-understand me, I am not happy that I am retired from active selling. It gives me much time to figure out how much better I would have been as an Auctioneer if I knew then as much about the business as I do now. As I well recall at one of our auctioneers meetings I was privileged to attend, much of their discussions and remarks was on the new State License Law. Also on many controls forced on auctioneers who will be active from here on in, and through that same day I was referred to in being there as an old man. When it was my turn to say a few words, I reminded them I was an old man and glad of it as for all I see and hear what the auctioneer is forced to abide with to operate. I am too old and out of the picture in having the job to do. However, I am proud of our goals we must meet with and the auctioneer of today must be built to meet the if's and and's for all controls put forth on the auctioneer.

What all is wrong will in time be put into more normal conditions and more constructive for best in progress. So today as we turn over the auctioneers coin to the real and brighter side, the auctioneer of today on through the coming years will be like all industry becoming more set to meet the modern times of our World's Progress for survival.

The date of closing out this December column is November 13th. I wish all of you a nice "Thanksgiving". Also do not overlook our home building, for it is now coming into form. A Christmas check to our "Building Fund", will be one for our profession as auctioneers. A National Shrine for the past, present, plus the auctioneers of the future generation to come. From the Hess home and staff, a MERRY CHRISTMAS AND HAPPY NEW YEAR FOR 1971.

Belonging to your trade association and not participating in its activities is like watching a ball game on television compared with carrying the ball. No spectator can get as much satisfaction and benefit from the game as the man who helps his teammates toward the goal.

REWARD

The nice thing about your enemies. They don't borrow money from you.

Promotional Items

LAPEL BUTTONS: "Dress Up" with this distinguished piece of Jewelry. **$2.50 each**

INSIGNIA CUTS: Add distinction to your cards, letterheads and advertising. (7/8" or 2/3" wide.) **$2.50 each**

DECALS—3 color, reversible, @ **25c each; 4 for $1.00.**

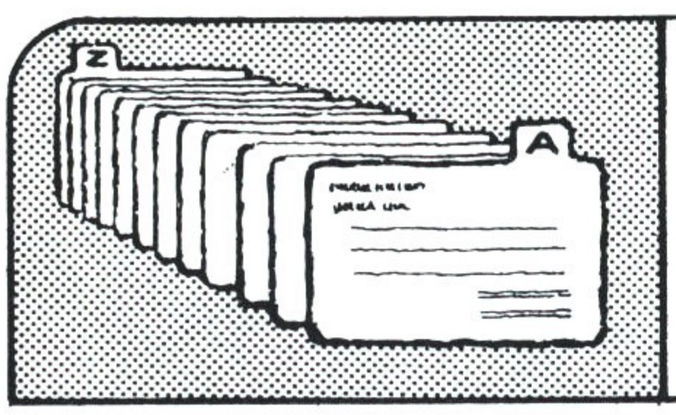
BUMPER STRIPS—Advertising the Auction method of selling. **25c each; 4 for $1.00**

All Items Sent Postpaid

Send your order with remittance to

THE AUCTIONEER

3277 Holdrege St., Lincoln, Nebraska 68503



Membership

Memberships processed Oct. 16 through Nov. 15th:

* Ivan Childers, Kentucky
* Delmar Hord, Kentucky
* K. L. O'Bryan, Kentucky
* Felix Wade, Kentucky
Albert Decker, Idaho
A. Bently Coleman, Virginia
D. D. Meyer, Indiana
James A. Reynolds, Ohio
Arthur W. Hoffman, New Jersey
Arthur F. Hoffman, New Jersey
Jesse B. Peters, Idaho
Lester Olson, Minnesota
Bernard Jellema, Florida
Edwin Schmidt, Illinois
Morris Weinstein, New York
Herman Borress, New York
R. B. Ritchie, Virginia
Marley Neal, Indiana
John Kireta, Ohio
* Fred L. Miller, Texas
William N. Johnson, Washington
Herbert Butterbaugh, Missouri
Newt Dilgard, Ohio
Jack Parnell, California
Vincent Di Giacobbe, Ohio
Robert Felder, New York
Stanley Solon, New York
C. W. Bayne, Virginia
Leonard Sheinfeld, Massachusetts
Grace Lichtensteiger, Indiana
Edward G. Stevens, New Hampshire
Ray Brock, Washington
J. B. "Andy" Anderson, Oklahoma
Fred Radde, Minnesota
Don Fisher, Illinois
J. L. Todd, Georgia
Lewis Sanders, Georgia
Jerry Crain, Michigan
Floyd Wicklund, Wisconsin
Arlen Wright, South Carolina
Raymond Camire, Vermont
Joe Van Remoortere, Michigan
H. W. Baird, Maryland
Jack Healy, Oregon
R. C. Woodard, West Virginia
A. A. "Tony" Arena, Massachusetts
Sherry Olin, Michigan
Everett Corn, Indiana
Michael Hoch, California
Delbert Johnson, Minnesota
Robert Matson, New York
* William Ford, Ohio
Richard Wright, Virginia
Regina Hayes, New York
Dean Rundell, Idaho
Harry C. Miller, Maryland
Paul Wisecup, Ohio
Donald Poller, Wisconsin
Henry A. Berman, Massachusetts
Harold J. Barnett, New Mexico
Don Kambol, Indiana
* Gerald Lampe, Illinois
Larry Martin, Indiana
George Levitin, New Jersey
William Milnes, Missouri
Clyde Russell, Michigan
Johnny Godley, North Carolina
C. J. Henson, Arkansas
Jack Breen, New York
Mike Young, Michigan
Daniel Baker, Indiana
James Davis, North Dakota
J. H. Furrow, Tennessee
James Carpenter, North Carolina
Lloyd Meekins, South Carolina
Charles Clark, Oklahoma
R. B. Thompson, Oklahoma
Charles Stocks, Canal Zone
Sylvester Schumacher, Illinois
Robert Ellenberger, Indiana
Jack Barrett, Wisconsin
Vernell Johnson, South Dakota
Philip Baney, Missouri
* Gary Tourlillott, Missouri
D. W. Kichline, Georgia
Jack Earlywine, Indiana
Erwin Cripps, Arkansas
Ted Stumpf, Illinois
* J. S. Stanley Tisdale, Tennessee
* Tom Blackmon, Arkansas
* Anthony J. Occhipinti, New York
Donald Smith, Florida
Francis Chromy, North Dakota
Freddie Immke, Illinois
Marvin L. Smith, New York
Kendall Pratt, Massachusetts
Andrew Oost, Utah
William Day, New Jersey
* Noah W. Robinson, Louisiana
* Herbert G. Wilson, Texas
Gil Meyer, Missouri
Bernard G. Lusk, New York
Howard Evans, Missouri
Joe Bauman, Kansas

Ronald Bodart, Wisconsin
Paul Conrad, Wisconsin
Leonard Greer, Indiana
Phillip Farrell, Missouri
Hugo LaFrentz, Iowa
Lyle Erickson, Iowa
* Dennis Bandstra, Iowa
Lamont Swanson, Iowa
Wendell Ritchie, Iowa
Jack Johnson, Iowa
Harold Van Syoc, Iowa
J. R. Hoyer, Iowa
John Swartzendruber, Iowa
Robert Winegarden, Iowa
Norvin Olson, Iowa
Leland Dudley, Iowa
Elmer Gronewald, Iowa
Howard Buckles, Iowa
Marvin Rogness, Iowa
Al Boss, Iowa
Carl Setterberg, Iowa
Arnold Hexom, Iowa
Bob Mallinger, Iowa
* Ned Hilderbrand, Iowa
Harold McIlrath, Iowa
Clint Peterson, Iowa
Irving Leonard, Iowa
J. H. Shell, Missouri
Miller T. Hunter, Hawaii
Floyd R. Nasby, Alberta
* Dave Perryman, Missouri
* Bob Somerlott, Michigan
Virgil Layman, Nebraska
Harold Higgins, Quebec
James Webb, New Jersey
John W. Fay, Illinois
Fred J. Hullett, Michigan
Lee Viningre, New York
Jerry E. Brooks, Ontario
Glen E. Leney, California
R. Fred Shohayda, Ohio
Edward Belcher, Michigan
Jame F. Williams, Michigan
* Jack R. Long, Iowa
M. M. Mobley, Illinois
Dale McPherson, South Dakota
* Paul A. Williams, Illinois
Richard S. Baker, Arkansas
* Jerry Hiett, Arkansas
Chester Clary, Illinois
C. W. "Bill" Crites, Kansas
Gene Cook, Florida
Ervin L. Stewart, Wisconsin
J. W. Barber, New Hampshire
Larry Gray, New Hampshire
Leonard Elrod, Missouri

Attention Auctioneers and Antique Dealers

Direct Importer — Wholesale Antiques

After 22 years of running a West Coast Antique Auction Circuit and supplying other auctioneers, I have decided to offer antiques to the Trade in Sea Van Quantities Only. I warehouse in England and on the continent, but to save you money prefer direct containers from the country of your choice direct to your door. I am aware of the problems and will take care of customs, packing, duty, transportation, etc. Our shipments will be reasonably priced, broken down each item F.O.B. your door. Cases will be assorted as to the best buys of an area and as large an assortment as possible. (Special items may be included on request if available). Now importing approximately 200 containers a year.

Write your needs to my office,

LYNN WALTERS, CLACKAMAS, OREGON

PHONE 503-654-3000

I'll be in Europe but will shortly contact you for more information. If you are coming to Europe, I can meet you by appointment.

Neil Hoopingarner, Florida
Frank Thomas, California
Thomas Robbins, Ohio
* George Anderson, West Virginia
* Edward Bazer, New York
Harold Morris, Montana
* Frank Nickerson, New York
Paul Owens, Idaho
C. W. Jones, Missouri
Ronald Warnecke, Washington
* Tommy Garten, Virgina
Arnold Emerson, New York
Chester Fiscus, Illinois
Lonnie L. Ladson, Georgia
D. Wayne McFarland, Florida
Murl Bernard, California
Julius Hurst, Tennessee
Robert Goss, Oklahoma
Edward J. Schwalbe, New Jersey
Cecil E. Jennings, Virginia
Ivan Argo, Oklahoma
M. B. Cline, North Carolina
William Martel, New Hampshire
* Bill Bailey, Louisiana
* Homer Henke, Illinois
* Harold F. Heiney, Illinois
Fred Mullis, South Carolina
Hugh Pate, North Carolina
* Willie Phipps, North Carolina
William Berry, Indiana
John Strickler, Oklahoma
Marion Pierce, Washington
James Wagner, Ohio
Walter Nowatske, Wisconsin
Irwin Holcomb, Illinois

* Denotes new member

Oregon Auction Yard Has New Management

KLAMATH FALLS, Ore. — Klamath Livestock Auction Yard is under new management under a lease-option agreement with R. E. (Babe) Freeman, former owner.

California Livestock Marketing Assn., a Red Bluff, Calif., firm, has named Nelson Brussa as general manager. Lee Bailey has been appointed superintendent. Buyer for the organization is Fred Olson.

Sales are scheduled each Thursday starting at noon at the auction yard. The first sale under the new management announced an offering of 1500 to 2000 head of cattle, making it the largest cattle auction ever held in the Klamath Basin, according to officials.

Magazine Features Auction Marketing

A popular West Coast publication of one million subscribers featured an article on livestock auctions.

The article, in the November issue of Sunset, follows:

"Weekly livestock auctions help to determine the price and supply of meat for California dinner tables. Stockmen come to them to transact business, exchange gossip, and enjoy the tangible pleasure of bidding a shrewd deal among a cadre of savvy onlookers in the ritual of the auction. But anyone can attend and can also participate in the bidding.

"In the dusty towns dotting the fertile sweep of San Joaquin and Sacramento Valleys, in the grazing and timber communities of California's far north, and on the fringes of the populous Bay Area, stockmen and their families come to town for the market. The wives shop, in the summer, the children cool off in the municipal plunge, while stockmen, restauranteurs, growers, and meat packers gather to gauge the value of the hogs, beef and lamb.

"Bidding is open to anyone. Unless you have participated in an auction before, it is best to talk to the manager of the yard or the auctioneer. He will explain bidding procedures. He may even handle your bid or introduce you to a bidder who can place a fair bid for you.

"On a signal horsemen drive animals into the ring. Conversations rise and then are subdued as bidding commences. Sometimes the ring holds 200 head lots; at other times animals are sold singly. They are shown for breeding, feeding, or slaughter. With a wink, a pull on an ear lobe, or a nod, the practiced bidder can catch the auctioneer's attention and not tip off his bid to other interested buyers. Auctions last up to eight hours, sometimes a shorter time in winter when fewer animals come to market."

HARBINGER

The National Geographic tells us that an Alaskan Eskimo can tell if it will be a hard winter when the government meteorologist lays in extra supplies of food and firewood.

Distinctive Jewelry Designed Exclusively For National Auctioneers Association Membership



EXQUISITE SWEDISH STYLING, WHITE GOLD NAA EMBLEM AND FINE 5 PT. DIAMOND SET IN ELEGANT 10 K. YELLOW GOLD MOUNTING.

WEAR YOUR NATIONAL AUCTIONEERS ASSOCIATION EMBLEM WITH PRIDE

EXCLUSIVELY OFFERED BY:

David Ralph Enterprises, Incorporated

P.O. BOX 5 MEEKER, OKLA. 74855

Order Form
LCB-434

Please Forward My Distinctive National Auctioneers Association Emblem Ring In Size .....

For Only	$87.50
Plus 3% Sales Tax	2.63
Total Cash Price	$90.13

My Check Enclosed for Payment In Full.
(Ring Shipped Prepaid)
My Check Enclosed For $40.13 Deposit. I Agree To Pay Balance Of $50.00 Plus COD Charge Of Approximately $1.50 Upon Delivery.
(Please Allow 4 Weeks For Delivery)

SHIP TO: .....

NAME: .....

STREET: .....

CITY: ..... **STATE:** ..... **ZIP:** .....

SIGNED: .....

"Indiana 5th Dist. PUBLIC AUCTIONeers Meeting"

WASHINGTON, INDIANA

Monday, Nov. 2, 1970, beginning at 7:00 p.m. (EST)

Consisting of good food, good entertainment and good program. Family style chicken 'n trimmin's, the foundation for the evening program in bountiful supply.











Indiana District Meet A Tremendous Success

The picture on the opposite page speaks for itself. The Indiana 5th District Meeting attracted a better attendance than some state conventions. Identification of the pictures follows:

Top left — The registration desk was set up at one end of the spacious dining and meeting room. Col. Paul Taylor, Mariah Hill, Ind., is checking in.

Top right — Youthful blind entertainer, flanked by his cohorts, sparked the group with song and nonsense.

Center left — Col. Harvey C. Lambright, LaGrange, Ind., President of the Indiana Auctioneers Association, told the group about the next State Convention to be held January 17-18, 1971, as Mrs. Lambright and the 5th District President, Amos Wittmer, listen attentively.

Center right — President Lambright named Evansville Colonel, Hugh Miller of 5th District, as Master of Ceremonies for the Indiana State conclave.

Bottom — Witness the turnout for this meeting held at Troy's Restaurant, Washington, Ind. There are 46 auctioneers, wives and guests in the picture, which does not include the photographer, Col. John W. Doane.

The picture was furnished to THE AUCTIONEER by Col. John W. Doane, Mt. Vernon, Ind.

More Responsibilities Increase Auction Fees

Iowa auctioneers have been advised by the State Tax Commissioner that the 3% Iowa Sales Tax applies to ALL auctions, including farm sales. The Commissioner has eliminated the "casual" or "occasional" sale exemption on any sale where more than one item is offered. This ruling also applies to garage sales.

Only exemptions under this new ruling are meat animals, grain, and hay, and those items purchased for re-sale by a registered dealer.

Any auctioneer conducting sales in Iowa, resident or non-resident, must secure a permit from the Commissioner's office to collect the 3% tax. If the auctioneer does not have a permit, the clerk must have one as the tax must be collected.

While at present, Iowa is the only one of the corn belt states that has extended the sales tax blanket so far, residents of other states can be expecting it. The ever increasing cost of government causes those charged with the responsibility of raising money to continually look for additional areas of revenue.

Speaking of responsibility, isn't it time ALL auctioneers should be willing to assume more responsibility in connection with an auction - and set their fees accordingly. We have been told of instances where the clerks are getting the same fee as the auctioneer. And who contributes more to the success of the auction, the clerk or the auctioneer?

Seldom do we hear of one of these handsomely paid clerks who takes responsibility for ALL collections, ALL checks or those items covered by Bulk Sales Laws and taxes. Without increasing the cost to the client the auctioneer can employ his own clerks and KNOW these responsibilities are being honored.

Many auctioneers are already offering a complete sales service. Clients like it and in many cases do not object to paying more for this type service. Americans are service-minded people and they do not objcet to paying for service. Rather than complain about such inevitable items as collecting sales taxes wouldn't it be better to perform more services - and receive more pay?

Building Progress

Progress on the NAA Headquarters Building has been slowed by adverse weather conditions as well as the failure of the builder to take advantage of some favorable days. Weather conditions the next three weeks will have a lot to do with determining the completion date.

As of November 18, the main floor had been poured, the framing for the walls completed and the parking lot paved. Only a small amount of the concrete work remains unfinished. With many of the time consuming tasks completed, good weather could hasten the completion.

Building Fund Notes

We have been receiving quite a number of payments on previous pledges with a good many of those completing their obligations made at an earlier date. For this we are very thankful.

But we are disappointed that we are unable to add more names to the various categories of donors. Would you believe - since the Milwaukee meeting only one name has been added!!! Are 2,500 members going to sit by while 250 assume the responsibility of paying for the building?

DONATIONS OF LESS THAN $100

We know that everyone is not in position to make a donation large enough to gain an inscription on the permanent bronze plaque and we also know there is not an auctioneer in America who cannot give something. In fact, we have received some donations of $50.00 and less during the past few weeks and they are very much appreciated. We are planning a book whereby every donor of less than $100.00 will be recorded in a permanent manner.

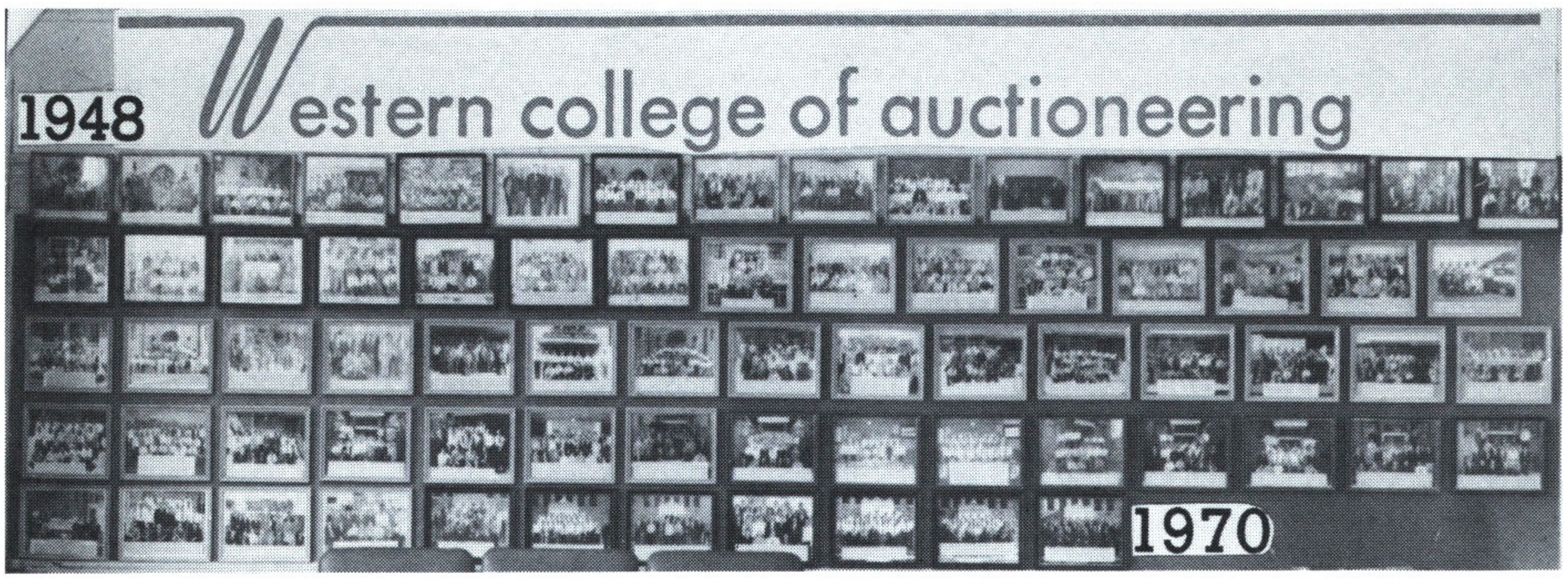
In this issue we are listing those designated as "Sponsors", those who are donating $250.00 but less than $500.00.

Mr. and Mrs. Fred G. Quick, Aurora, Ill.
Bill Cooke, Griffith, Ind.
Roy Crume, Kokomo, Ind.
Leon Joy, Ames, Ia.
Kenneth Mozena, Dubuque, Ia.
Wendell Ritchie, Marathon, Ia.

Martin Higgenbotham, Lakeland, Florida, was omitted by error from the list of "Founders" published in the October issue.

The late Mack P. Cosgrove, Omaha, Nebr., was omitted by error from the "Builders" list in the November issue.

If your name is omitted, or incorrectly listed, please let us know.



WE ARE PROUD OF OUR STUDENTS–THEY HAVE BUILT THE COLLEGE

A two week term, equal to a College Semester in hours used.
You will be on your feet for 60 some hours of bid calling practice.
14 Instructors assist you. Night and Day.
All classes limited to thirty men. You are an individual here, not a number. Diploma issued if you qualify.
We do not need more Auction Schools, but more Qualified Auctioneers. Tuition is based on what we can do for you. Tuition, including room and board, is $350.00. Compare to a College semester, and realize you can make money after one term here.

Write Today, to: **Box 1458, Billings, Montana**

Mr. and Mrs. Earl Thies & Sons, Ames, Ia.
Mr. and Mrs. L. F. Wessel, Ft. Dodge, Ia.
Henry Buss - August Runge, Columbus, Nebr.
Russell T. Kiko, Canton, Ohio
Mr. and Mrs. Roger Rumbaugh, Homerville, Ohio
B. L. Hickman, Oklahoma City, Okla.
Ed Vierheller, Claremore, Okla.
Fred and Daisye Ramsay, Madison, Tenn.
Kansas Auctioneers Association
Minnesota Auctioneers Association
Montana Auctioneers Association
Nebraska Ladies Auxiliary
North Dakota Ladies Auxiliary
Tennessee Auctioneers Association
Ladies Auxiliary to the N.A.A.

Arkansas Auctioneers Semi - Annual Meeting

Lots of auction talk and sale bills were exchanged at the Arkansas Auctioneers Association's semi-annual meeting at Conway, November 1. Membership certificates were presented to three new members: Tom Blackmon, Little Rock; Kenny Coker, West Fork; and Jerry Hiett, Rogers.

Plans were made to incorporate the Association and methods of raising the $1,000 pledge to the National Building Fund were discussed. A Banquet-type Luncheon and Social Hour was enjoyed by all.

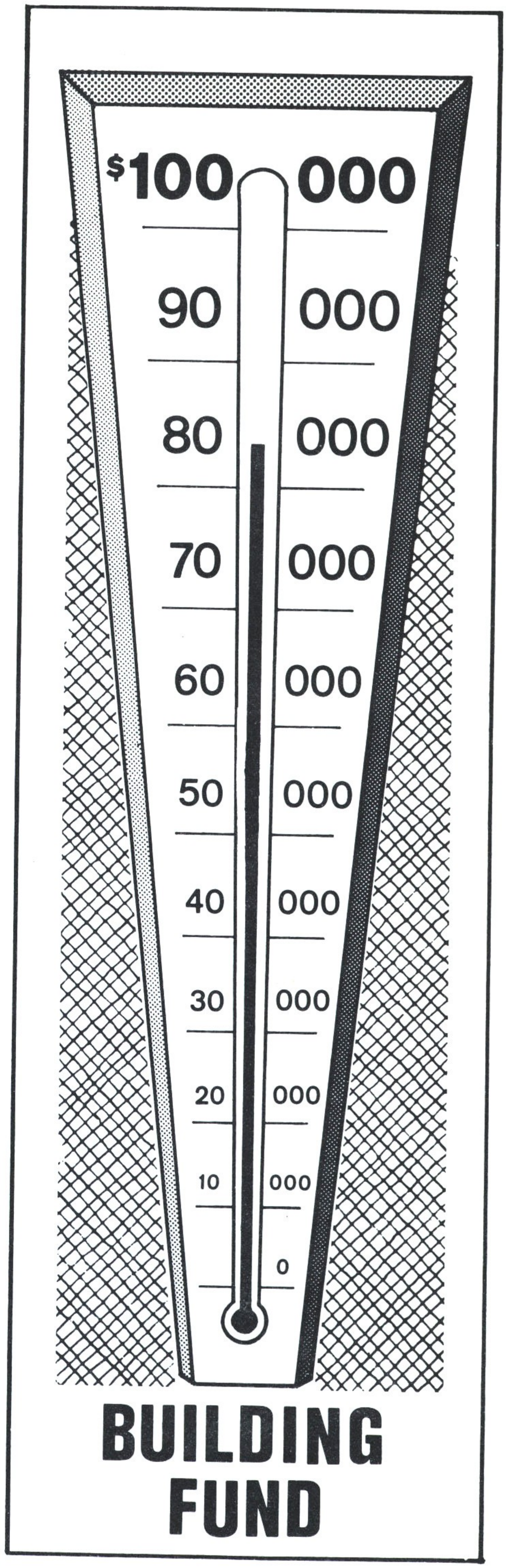
The afternoon session was spent in studying the proposed state license law. Attending from out of state was Earl Crossley of San Angelo, Texas.

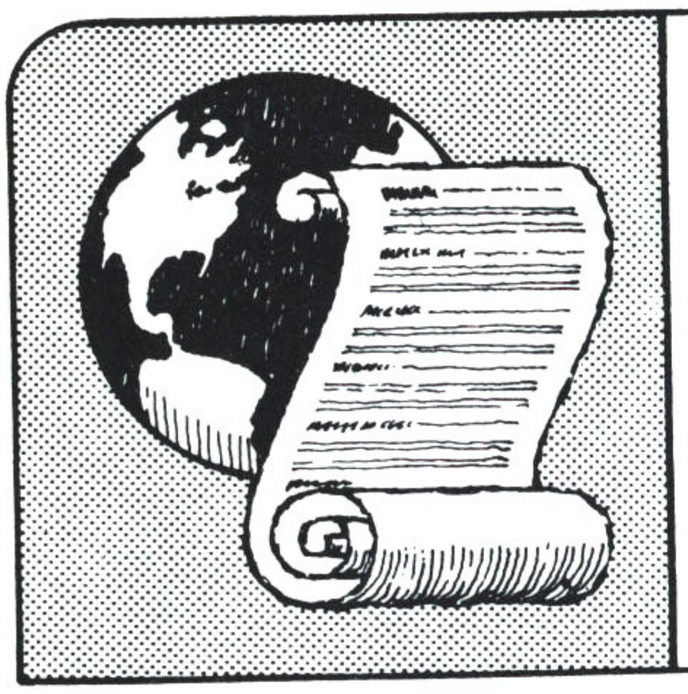
T. J. OFFUTT, Secretary

Indiana Convention Will Be Held January 17-18

January 17-18, 1971, are the dates set for the Annual Convention of the Indiana Auctioneers Association. This event has been scheduled for November for a good many years but is now back to the schedule of a decade or more ago.

The Convention will be held at the Atkinson Hotel, in Indianapolis. Harvey Lambright, the group's President, has issued a special invitation to all officers and directors of the National Auctioneers Association to attend.





THE auctioneer Booster Club

The members whose names appear under their respective states have each given $5.00 for their names to appear for one year in support of their magazine. Is your name among them? Watch this list of names grow.

ALABAMA

Col. J. M. Casey—Albertville
Col. J. P. King—Gadsden
Col. Ronald L. Pankey—Horton
Col. M. S. Pennington—Huntsville
Col. Freeman Smith—Bryant

ARIZONA

Col. Richard Coleman—Tucson
Col. Leroy Longberry—Phoenix
Col. Thomas B. McCowan—Phoenix
Col. Lorenz (Larry) Willman—Mesa

ARKANSAS

Col. T. J. Allred—Dover
Col. Dan S. Baldwin, Jr.,—Little Rock
Col. Dan S. Baldwin, Sr.—Little Rock
Col. B. J. Barnett—Little Rock
Col. Leon Brinkley—Paragould
Bud Robinson Auction Co.—Pine Bluff
Col. Dalton J. Dailey,—Little Rock
Col. J. C. Dyer—Nashville
Col. J. W. "Bill" Fogg—Mountain Home
Col. Kenneth G. Grady—Newport
Col. R. E. Harris—Fayetteville
Col. C. J. Henson—Avoca
Col. Jerry Hiett—Rogers
Col. Virgil Irwin—W. Memphis
Col. A. A. Johnson—Jonesboro
Col. Ira N. Johnson—Mulberry
Col. Paul Kelly—Batesville
Col. Joe Mahan—Little Rock
Col. Paul Robbins—Manila
Col. Bud Robinson—Pine Bluff
Col. Dale Steggs—N. Little Rock
Col. Lee Stewart—Fayetteville
Col. B. R. Tucker—Little Rock
Col. John B. Tucker—Little Rock
Col. James E. Wilson—Hot Springs
Col. Fred Williams—Hot Springs
Col. Glenn Vaught—N. Little Rock
Col. Brady L. Wooley—-Little Rock

CALIFORNIA

Col. Cliff Batchelder—Sebastopol
Col. Murl Bernard—Riverside
Col. Sanford J. Blau—San Bernardino
Col. David Botello—Los Angeles
Col. Linville Burleson—Paramount
Col. Tom Caldwell—Ontario
Col. Keith Cullum—Pomona
Col. Marsh Dozar—Los Angeles
Col. Melvin H. Ellis—Napa
Col. Michael Hoch—San Bernardino
Col. James Gibson—Hayward
Col. W. C. "Bill" Gier—Los Molinos
Col. Harold Hartzell—Chino
Col. Harold Henry—Rosemead
Col. Douglas J. Holmberg—Mojave
Col. Frank Hollenbeck II—Pacifica
Col. Ron Kavanagh—Herald
Col. Rudy Larkin—W. Covina
Col. William Lefty—Fresno
Col. James Martin—Elk Grove
Col. Harold Massey—Woodland
Col. Jack Palmer—Newport Beach
Col. Ray Roberson—Napa
Col. David Sawyer—Arleta
Col. Morris Schwartz—Hollywood
Col. Otto Seeberger—San Diego
Col. Eugene D. Smith—Bakesfield
Col. Robert G. Smith—San Diego
Col. Murray Spinner—Gardena
Col. R. E. "Bob" Stanley—Corona
Col. Harold Talley—Rialto
Col. William Tutt—Red Bluff

COLORADO

Col. Ernie Austin—Greeley
Col. Charles Cumberlin—Greeley
Col. Robert L. Cross—Ft. Collins
Col. Jim Dale—Kersey
Col. Herman W. Hauschildt—Denver
Col. Dick Heberlin—Burlington

Col. Byron E. Mangan—Berthoud
Col. Thomas L. Pearch—Eagle
Col. Fred J. Ramaker—Denver
Col. C. E. Ken Reed—Ft. Morgan
Col. Howard Roland—Grand Junction
Col. C. W. Rosval—Denver
Col. E. W. Fritz Rundell—Salida
Col. J. Lee Sears—Ft. Lupton
Col. Howard Shults—Wheat Ridge
Col. Reuben J. Stroh—Loveland
Col. E. W. Van Berg—Sterling
Col. Troil Welton—Wray
Col. Jim Wingate—Ft. Collins
Col. Joe Yearous—Weldona

CONNECTICUT

Col. Tolbert A. Breed—Windsor
Col. C. R. Cone, Jr.—N. Franklin
Col. Milton R. Crosby—Sharon
Col. Patrick Crowe—Trumbull
Col. Robert F. Gemme—Hartford
Col. Steve Koltuniak—Canton
Col. Richard K. Mather—Granby
Col. O. W. Murphy—New Milford
Col. Joseph Pari—Hamden
Col. Wesley Sager, Jr.—Trumbull
Col. Al Tirella—Hartford

DELAWARE

Col. Crawford Carroll—Dover
Col. Riley Jefferson—Lincoln

DISTRICT OF COLUMBIA

Col. Benjamin E. Weschler—Washington
Col. William P. Weschler—Washington

FLORIDA

Col. R. E. Baxla—Lakeland
Col. R. K. Beebe—W. Palm Beach
Col. Robert Bishop—So. Daytona
Blvd. Auction Bazaar—Sarasota
Col. Gene Cook—Mt. Dora
Col. Robert D. Cooper—Tallevast
Col. Phil Costin—Hallandale
Col. Lewis C. Dell—Sanford
Col. Martin E. Higgenbotham—Lakeland
Col. Neil L. Hoopingarner—Tampa
Col. Jim Hill—Daytona Beach
Col. Sidney P. Hough, Tallahassee
Col. Bernard Jellema—Pompano Beach
Col. Jerry W. Kemp—Winter Park
Col. J. R. Koske—Palm Bay
Col. Thomas A. Scarance, Miami
Col. Joseph F. Sedmera—Lakeland
Col. Vince Simmons—Lakeland
Col. Donald J. Smith—Largo
Col. Wililam H. Smith—Miami
Col. P. Frank Stuart—St. Petersburg
Col. J. Wayne Taylor—Miami
Col. Brooks Thornton—Pensacola

GEORGIA

Col. Watson Reynolds—Ellenwood
Col. Jim Bennett—Waycross
Col. George E. Collins—Decatur
Col. Joe Ellis—Murrayville
Col. Donald E. Perry—Warner Robins
Col. Lewis Sanders—Franklin
Col. R. A. Waldrep—Gainesville

HAWAII

Col. Frank Gwinn—Kailua
Col. Louis L. Stambler—Honolulu

IDAHO

Col. Irvin Eilers—Kimberly
Col. Jim Messersmith—Jerome
Col. Charlie Phelps—Ashton
Col. Deane Rundell—Kamiah
Col. Kaye A. Wall—Twin Falls
Col. Hugo Ward—Emmett
Col. John Wert—Wendell
Col. Si Williams—Caldwell

ILLINOIS

Col. Edward H. Ahrens—Staunton
American Auction Associates—Chicago
Col. Ralph H. Bain—Grayslake
Col. H. S. Beeney—Peoria
Edward Bilbruck, Inc.—Chicago
Col. Franklin E. Bohn—Elkhart
Col. Ralph Burton—Chicago
Col. Wes Chapman—Seneca
Col. Nevlyn Christeon—Riverside
Col. Denzil L. Clark—Wayne City
Col. Gordon Clingan—Danville
Col. Jim Clingan—Collison
Col. Charles Connour—St. Joseph
Col. M. A. "Milt" Cully—Des Plaines
Col. Dale Danner—Grayslake
Col. Dan Danner—Grayslake
Col. Timothy Danner—Grayslake
Col. John H. Dieken—Pecatonica
Col. W. P. "Bud" Drake—Decatur
Dunning's Auction Service—Elgin
Col. Mike Fahnders—Pekin
Col. Eugene Frederick—Harvard
Col. William L. Gaule—Chatham
Col. Michael M. Gordon—Chicago
Col. Henry Hachmeister—Pecatonica
Col. O. W. Hadley—Lake Zurich
Col. Marcellus Hartman—Waterloo
Col. Don Hayden—Decatur
Col. Irwin Holcomb—Pekin
Col. Lane R. Hyett—Aledo
Col. Emil Iwanski—Chicago
Col. William Keeton—Chicago
Col. Charles F. Knapp—Cissna Park
Col. J. C. Kornbrust—E. Moline
Col. A. R. McGowen—Palos Heights
Col. William Magee—O'Fallon
Col. J. Hughey Martin—Colchester
Col. Otis Maxwell—Genoa
Col. W. Virge Meador—Fairfield

Col. John Modica—Chicago
Col. Michael Modica—Chicago
Col. E. L. "Butch" Olson—Morris
Col. Lyle Paddick & Son—Oblong
Col. Frank Pelate—Dupo
Col. Melvin R. Penning—Forreston
Col. Fred G. Quick—Aurora
Col. James Read—Maple Park
Col. Keith Reid—Albion
Col. Joe Rosenberg—Chicago
Col. Orison R. Seibert—Belleville
Col. Fred H. Schneider—Yorkville
Col. Carl Steck—Maquon
Col. J. H. "Swanie" Swanson—Sandwich
Col. Lyman Worthen—Granite City
Col. Herman J. Welch—Downers Grove

INDIANA

Col. John E. Anderson—Lafayette
Col. Jim Bayman—So. Whitley
Col. Leo M. Boatwright—Columbia City
Col. James A. Buckley—Shelbyville
Col. Ray Clark—Dyer
Col. Bill Cooke—Griffith
Col. G. W. Croddy—Madison
Col. John W. Doane—Mt. Vernon
Col. T. M. Dunlevy—Jeffersonville
Col. Robert Ellenberger—Bluffton
Col. Don Furrer—Rensselaer
Col. Leo Grindley—Ft. Wayne
Col. Bob L. Harrison—Monticello
Col. Harvey Lambright—LaGrange
Col. Orville Laughlin—Evansville
Col. Winford J. Lewis—LaGrange
Col. Cecil Meier—Hanover
Col. Amon H. Miller—Evansville
Col. Marley E. Neal—Mooresville
Col. Niemeyer's Auction School—Lowell
Col. C.Eugene Phillips—Indianapolis
Col. L. W. "Bill" Porter—Brownsburg
Col. Walter G. Price—Indianapolis
Col. Kenneth Ratts—Gosport
Col. D. Noble Ratts—Whitestown
Col. Earl Ray—Tangier
Col. M. W. Reavis—Bloomington
Col. Meredith Richwine—Brownsburg
Rossville Auction Exchange—Rossville
Col. Romayne Sherman—Goshen
Col. Donald M. Sohn—Evansville
Col. Noble Stokes, Jr.—Hagerstown
Col. Ferrell E. Taylor—Sellersburg
Col. Paul Taylor—Mariah Hill

IOWA

Col. Loren Albrecht—Wall Lake
Col. Bart Bielenberg—Schleswig
Col. Bill D. Gold—Hamburg
Col. Cliff McCarville—Carroll
Col. Paul A. Pauley—Harlan

KANSAS

Col. Mildred Alexander—Kansas City
Col. E. R. Harrison—Norton
Col. Jack D. Sheets—Wellington

KENTUCKY

Col. Adrian Atherton—Hoggenville
Col. E. E. Bach—Campton
Carter Realty Auction Co.—Scottsville
Col. Jack Colson—Ledbetter
Col. William Grissom—Glasgow
Col. Wayne Kessler—Campbellsville
Col. James R. Knott—Owensboro
Col. C. Roger Lewis—Morehead
Magers Realty & Auction Service
—Elizabethtown
Col. John P. O'Connor—Owensboro
Col. Ray E. Wright—Ashland

LOUISIANA

Col. Fred E. Fair—Shreveport
Col. Ray Wallace—Shreveport

MAINE

Col. Stephen D. Cardelli—Cape Elizabeth
Col. R. I. "Razor" Crosman—Corinna
Col. Gardner R. Morrill—Harrison
Col. George Morrill—Harrison

MARYLAND

Col. R. C. Burkheimer—Elkton
Col. Robert H. Campbell—Annapolis
Col. S. Braden King—Boonsboro
E. T. Newell & Co.—Baltimore
Col. Tom O'Farrell—Westminster
Col. Jack Reedy—Hampstead
Col. Homer Snyder—Hampstead

MASSACHUSETTS

Col. A. A. "Tony" Arena—Waltham
Col. Henry A. Berman—Worcester
Col. Robert Chaffee—Monson
Col. Florence Cornell—Lakeville
Col. H. Orville Davis—Foxboro
Col. Bert F. Dolan—Springfield
Col. Anthony Ferolito—Cambridge
Col. Joseph Gautheier—Southwick
Col. Phil Goldstein—Boston
Col. Abe Levin—Fitchburg
Col. Frank "Honest Chuck" Onischuk
—Westminster
Col. Leonard Sheinfeld—Boston
Col. John Shibley—Southwick
Col. Gordon Reid—Brimfield
Col. Edwin Welz—Pittsfield

MICHIGAN

Col. Harold M. Bloom—Midland
Col. Jim Brannan—Boyne City

Col. Billy C. Butts—Benton Harbor
Col. Jerry Crain—Howell
Col. John M. Glassman—Eau Claire
Col. Freeman F. Glenn—Port Huron
Col. Eldon Hallmark—Hartford
Col. Fred Hullett—Detroit
Col. Robert McIntyre—Niles
Nelson's Auction School—Detroit
Col. David A. Norton—Coldwater
Col. Sherry Olin—Sparta
Col. William Podell—Grand Rapids
Col. Willie Reese—Edwardsburg
Col. Clyde Russell—Caledonia
Col. Douglas Schuur—Saline
Col. Tom Sparks—St. Joseph
Col. L. R. Spratt—Hillsdale
Col. Robert J. Wellman—Decatur
Col. Arthur Whitman—Milford
Col. Brent Wilber—Bronson
Col. Garth Wilber—Bronson
Col. Mike Young—St. Joseph

MINNESOTA

Col. Donald Babbitt—Conger
Col. Roy Hill—Anoka
Col. Audrey Knutson—Minneapolis

MISSISSIPPI

Col. Lew Henderson—Gulfport

MISSOURI

Central States Auction School—Kansas City
Col. G. A. Berger—Columbia
Col. Quintin Daehler—Mayview
Col. Philip Farrell—St. Joseph
Col. Otis J. Hawthorne—St. Louis
Col. Buster Hewkin—Cuba
Missouri Auction School—Kansas City
Col. Wally Plueger—Seymour
Col. J. H. Shell—Sikeston
Col. Jerry D. Popplewell—Amity
Col. Roy Slayton—Gladstone
Col. Ralph Ware—Puxico
Col. Jack White—Eldon

MONTANA

Col. Walter A. Brandt—Great Falls
Col. Earl W. Kinney—Billings
Western College Auctioneering—Billings

NEBRASKA

Col. E. A. Camfield—North Platte
Clyde Carnes & Son—Auroria
Col. Mack P. Cosgrove—Omaha
Col. W. V. "Bus" Emrich—Norfolk
Col. Rod Gillespie—North Platte
Col. John W. Heist—Beatrice
Col. Russell E. Lydiatt—Ashland
Col. Grant R. Phillips—Wallace
Col. Henry Rasmussen—St. Paul
Col. Jim Walker—Omaha
Col. Don Werner—Thedford
Col. Rollo Wild—Riverdale
Col. Gary Woodring—Omaha
Col. Rex Young—Plattsmouth
Col. Don Zicht—Norfolk

NEVADA

Col. Robert Boyd—Reno

NEW HAMPSHIRE

Col. Victor A. Garrison—Exeter
Col. Ray Houle—Center Conway
Col. Merle D. Straw, Jr.—Seabrook
Col. Edward G. Stevens—Rindge
Col. Paul W. Lawton—Chesterfield

NEW JERSEY

Col. Edward F. Barber—Williamstown
Col. Roy Brooks III—Sewell
Col. Fred R. Daniel—Neshanic Station
Col. Ralph S. Day—Leonia
Col. William S. Day—Mendham
Col. James Fawcett—Dumont
Col. George D. Hand—Englewood
Col. Elwood Heller—Somerville
Col. Esler Heller—New Egypt
Helping Hands Charity Auctions —Bergen County
Col. James Hess—Ft. Dix
Col. Harold B. Jeffcott—Vincentown
Col. Bob Koty—Milford
Col. Harvey W. Lee—Salem
Col. John R. Potts—Neshanic Station
Col. Moses P. Sharp—New Egypt
Col. Gerald Sterling—Berkeley Heights
Col. George F. VanDeree —Pompton Plains
Col. Sidney White—Elizabeth

NEW MEXICO

Col. Harold J. Barnett—Albuquerque
Col. Elmer Bunker—Albuquerque
Col. Monroe Goree—Roswell
Col. Vance H. McMahon—Albuquerque
Col. James Priest—Clovis
The New Mexico Auctioneers —Albuquerque
Col. John A. Overton
Col. Paul Rector
Col. Kenneth Schnoor

NEW YORK

Col. Roy Abbey—Angola

Col. Christopher Adams—Stony Brook
Col. Raymond W. Allen—Niverville
Col. Tim Anspach—Albany
Col. Richard W. Bronstein—Amherst
Col. Paul W. Calkins—Peru
Col. Clarence Foss—South Wales
Col. Robert J. Gallow—Bronx
Col. Regina Hayes—Forest Hills
Col. Victor Kent—Cuba
Col. William Kent—Bergen
Col. Dorothy Knapp—W. Nyack
Col. Robert Langley—Tully
Col. Marshall W. Lashway—Peru
Col. C. Prescott Lunt, Sr.—Ontario
Col. Bernard G. Lusk—Rochester
Col. George K. Lusk—Rochester
Col. Donald W. Maloney—Syracuse
Col. William Maloney—Syracuse
Col. Melvin J. Manasse—Whitney Point
Col. Donald Martin—Ballston Spa
Col. Crawford McFetridge—Penn Yan
Col. Doyt McGinnis—Nedrow
Col. Pamela Moore—Woodbourne
Col. William A. Moran—New York City
Col. Pete Murray—Ballston Lake
Col. T. Edison Ogden—Syracuse
Col. Jack B. Perry—Wilson
Col. Donald Quinion—Hudson
Col. Ronald Reed—Sherman
Col. Norvel T. Reed, Jr.—Sherman
Col. Kenneth M. Rice—Hamburg
Col. Bob Schuster—Cornwall-on-Hurson
Col. Peter J. Roussos—Cuddebackville
Col. Ben Schwadron—Queens Village
Col. Marvin L. Smith—Silver Creek
Col. Harold Spoor—Baldwinsville
Col. David H. Tracy—Pavilion
Col. Richard C. Tracy—Dansville
Col. J. V. Trageser—Java Center
Col. Lee Viningre—Grahamsville
Col. Morris Weinstein—Middletown
Col. Craig Wilcox—Bergen
Col. Harris Wilcox—Bergen

NORTH CAROLINA

Col. Kenneth Aycock—Kenly
Col. Jackie Ball—Marshall
Col. Neil Bolton—Winston-Salem
Col. E. Brooks Harris—Henderson
Col. C. D. Carpenter—Conover
Col. James E. Carpenter—Claremont
Col. George K. Dukes—Winston-Salem
Col. Billy Dunn—Maxton
Col. Clinton Garner—Denton
Col. Frank Godley—Charlotte
Col. Johnny Godley—Charlotte
Col. E. Brooks Harris—Henderson
Col. Homer E. Harden—Greensboro
Col. J. Martin Haywood—Rockingham
Col. Ben G. Hoffmeyer—Charlotte
Col. Turner Kees—Hickory
Col. W. Craig Lawing—Charlotte
Col. Forrest A. Mendenhall —High Point
Col. A. T. Morris—Durham
Col. James E. Mozeley—Charlotte
Col. Willie G. Phipps—Goldsboro
Col. Hugh Simpson—Union Mills
Col. Joe Stockton—Lattimore
Col. Johnnie Sutton—Salisbury
Col. Kenneth W. Teague—Burlington
Col. J. W. Walden—Monroe
Col. H. M. Watson—Walkertown

NORTH DAKOTA

Col. Norman Aldinger—Cleveland
Col. Edward Heinze, Jr.—Dazey
Col. Wilbert Kroh—Bismarck
Col. Lester Lein—Harvey
Col. Bob Penfield—Bowman
Col. Bud Rice—Tioga
Col. Willard Schnell—Dickinson
Col. Robert Steffes—Arthur

OHIO

Col. Robert Adkins—Ironton
Col. Gary W. Cain—E. Springfield
Darbyshire & Associates, Inc., —Wilmington
Col. Chris B. Dawson—Waverly
Col. Donald R. Florea—Milford
Col. Herman L. Hart—Bristolville
Hunter-Mayhugh Realty Co.—Hillsboro
Col. Harry W. Kerns—Urbana
Col. Edward King—Washington C. H.
Knotts Auction School—Gallipolis
Col. O. L. Lansaw—Middletown
Leaning Pine Auction Co.—West Milton
Col. Mearl Maidment—Bowling Green
Col. James A. Marlowe, Sr.—Warren
Col. Harley O'Day—Columbus
Col. George Roman—Canfield
Col. Don Standen—N. Ridgeville
Col. Larry Standen—Elyria
Col. Ralph VanderVlucht—Perrysburg
Col. Harold Vaughn—Hamilton

OKLAHOMA

Col. Cecil Abernathy—Oklahoma City
Col. Dick I. Boyd—Portland
Able Auction & Realty—Lawton
Col. Lewis W. Campbell—Wyandotte
Col. V. K. Crowell—Oklahoma City
Col. Eddie Douglas—Tonkawa
Col. Orval Free—McAlester
Col. Lee Hickman—Oklahoma City
Col. Clyde Jones—Alva
Col. Evelyn Payne—Crescent
Col. Jim Richards—Spencer
Col. F. E. Springer—Red Oak

Col. Ed Vierheller—Claremore

OREGON
Col. Harold E. Ball—Portland
Col. Dick I. Boyd—Portland
Col. Orland J. Brenner—Medford
Gary Day Associates—Canby
Col. Jack Healy—Portland
Col. Donald Heffelfinger—Portland
Col. Donald F. Kennedy—Portland
Col. Larry Lewin—Salem
Col. Virgil R. Madsen—Junction City
Col. Harold Morris—Tigard
Col. C. A. Morrison—Grants Pass
Col. Virgil Munion—Roseburg
Col. Eldon H. Shelley—Eugene
Col. Lynn Walters—Clackamas
Col. Forrest Witthar—Portland
Col. Melvin Wood—Roseberg

PENNSYLVANIA
Mrs. Tom Berry—West Newton
Q. R. Chaffee & Son—Towanda
Col. Dale Cunningham—New Castle
Col. H. L. Frye—Pleasant Unity
Col. Jacob A. Gilbert—Wrightsville
Col. Ralph W. Horst—Marion
Col. Wylie S. Rittenhouse—Uniontown

RHODE ISLAND
Col. Jos. W. Champagne, Jr.—Coventry
Col. Ernest O. Maine—Hopkinton
Col. Max Pollack—Providence

SOUTH CAROLINA
Col. Lloyd Meekins—Dillon
Col. Archie Moody—Darlington
Col. Stanley O'Neal—Hartsville
Col. George P. Pechilis—Columbia
Col. J. L. Pinckney—Orangeburg
Col. W. C. Smith, Jr.—Columbia

SOUTH DAKOTA
Col. Wild Bill Hickok—Hot Springs
Col. Richard W. Stene—Beresford

TENNESSEE
Col. Rubert Ainley—Dukedom
Col. Richard W. Bethea—Chattanooga
Col. J. Robert Hood—Lawrenceburg

TEXAS
Adams & Adams Auction Service
—Corpus Christi
Col. Walter S. Britten—Bryan
Col. Dub Bryant—Big Spring
Col. Arthur L. Bunnell—Marble Falls
Col. Phil Bunnell—Marble Falls
Col. Preston Bunnell—Marble Falls
Col. J. E. Conoly—Van Horn
Col. Jack Dillard—Waskom
Col. Paul Gaston—Taylor
Col. Grover Howell—Seagoville
Col. Henry A. Ismonde—Houston
J. O. Lawlis Associates—Conroe
Col. Anson Lockwood—Seagoville
Col. Jack V. Ogle—Greenville
Col. Gene Rogan—Granbury
Col. David M. Sims—Houston
Col. Gene Smith—Campbell
Col. R. J. Smith—Lone Oak
Col. Henry R. Story—Brownwood
Col. E. W. Strahan—Houston
Col. W. J. Wendelin—Henderson
Col. John W. Wilson—Amarillo

UTAH
Col. Andrew Oost—Salt Lake City

VERMONT
Col. Raymond Camire—Burlington
Col. Walter Flatow—Waterbury Center
Col. Terry P. Lawton—Brattleboro

VIRGINIA
Col. W. F. Artrip, Jr.—Winchester
Col. C. W. "Buck" Bayne—Covington
Col. Willie T. Catlett—Lynchburg
Col. Richard Cox—Orange
Col. Morris F. Fannon—Pennington Gap
Col. Harry D. Francis—Max Meadows
Col. David H. Gladstone—Norfolk
Col. O. D. Jordan—Martinsville
Col. Melvin Lacey—Dry Fork
Lackey-Saunders Co.—Hampton
Col. Jack Peoples—Chesapeake
Col. Dick Price—McLean
Col. Tom W. Reese—Remington
Col. Maury Riganto—Norfolk
Col. J. E. Sutphin—Newport
Col. J. D. Vaughan—Keysville
Col. Roy Wheeler—Charlottesville

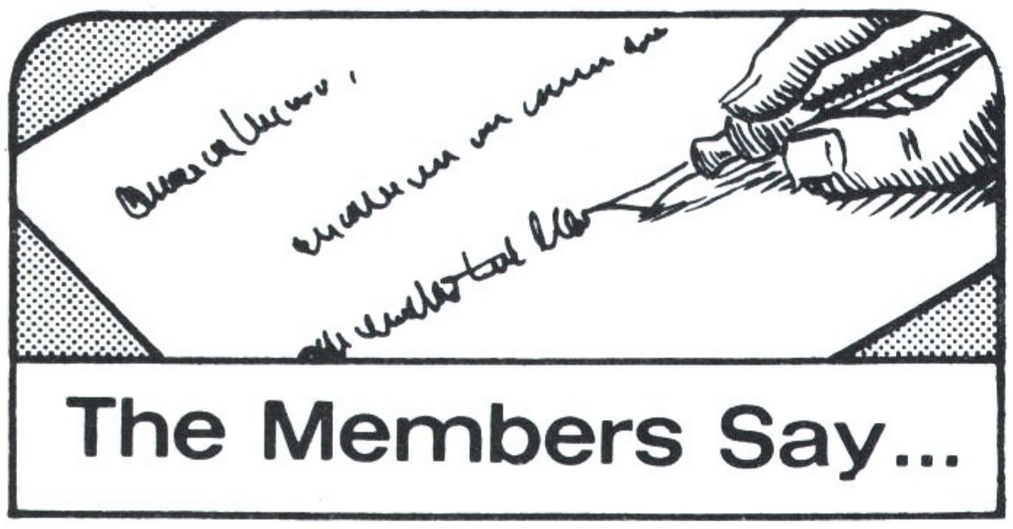
WASHINGTON
Col. Ray S. Brock—Pasco
Col. Juel L. Burling—Lynnwood
Burnham & Burnham—Thornton
Col. Bud Chapman—Seattle
Col. Bob Etherton—Seattle
Col. Al Gay—Seattle
Col. Bill Johnson—Seattle
Col. Arthur A. Lee—Bellevue
Col. Robert F. Losey, Sr.—Renton
Col. Orville Sherlock—Walla Walla

WEST VIRGINIA
Col. Jim Alvis, Jr.—Rupert
Col. Wilbur S. Brock—New Haven
Col. Jasper L. Casto—Buffalo
Col. Ronald Dempsey—Anstead
Col. Leonard F. Eddy—Middlebourne
Col. O. B. Harris—Beckley
Col. James McCutcheon—Parkersburg
Col. A. G. "Dick" Miller—Ceredo
Col. B. G. Park—Paden City
Col. Bill Sheets—Buckhannon
Col. Walter Wiseman—Charleston
Col R. C. "Rick" Woodward—
Barboursville

WISCONSIN
Col. Jim Appleman—Cashton
Col. Rollie Bast—Richfield
Col. Lester M. Bue—Beloit
Col. Norm Christensen—Franksville
Col. Earl F. Clauer—Mineral Point
Col. Paul Conrad—Westby
Col. James L. DeQuardo—Hubertus
Col. Jim Esch—Showano
Col. Peter Faith—Whitewater
Col. Tom Frederick—Walworth
Col. John Freund—Omro
Col. Harold Gavin—Baraboo
Col. Fred C. Gerlach—Brookfield
Col. Dean George—Evansville
Col. Paul George—Evansville
Col. Damon Hamilton—Prairie du Sac
Col. W. C. Heise—Oconto
Col. Bill Jones—Pickett
Col. Foy Kneisel—Friendship
Col. Don Lloyd—Oshkosh
Col. Neil Nelson—Westby
Col. Walter Nowatske—Mukwango
Col. Roy Obberich—Plymouth
Col. Willard Olson—Delavan
Col. Gerald Pearson—Plainfield
Col. Erwin L. Stewart—Durand
Col. LeRoy Teske—Berlin
Col. Howard Thompson—Evansville
Col. Victor Voight—Reedsville

WYOMING
Col. Earl W. Conner—Kemmerer

ELSEWHERE
Col. Charles Benovoy—Ottawa, Ont.
Col. Bob Crockett—Kingston, Ont.
Col. H. P. Higgins—Huntingdon, Quebec
Col. Ross Kemp—Stratford, Ont.
Col. Charles Stocks, W. Clayton, Canal Zone
Ladies Auxiliary to the NAA



The Members Say...

Dear Sirs:

Enclosed please find my check for 1970-71 dues and Booster Club listing. I keep missing the conventions but summer time is a busy time here in the Catskill Mountains and it is just not easy to get away from it all.

When someone has been good to someone people usually thank people but I must aim my thanks in a different direction. I must thank the auction profession and all and everyone involved with it for introducing me to a brand new concept in life.

I am not an old time auctioneer, I am one of the new breed having graduated from Joe Reisch's Auction School in 1968. All I can say is I should have done it years ago. I write a column for a local newspaper called ANTIQUES AND AUCTIONS. Am enclosing a copy of a recent one, hope you will enjoy it.

In closing, may I say, "Here's to a good year."

Lee Viningre
Grahamsville, N.Y.

* * * * *

Dear Col. Hart:

As a new member of the NAA I want you to know that I received my first issue of THE AUCTIONEER. I really enjoy reading it as I have found it interesting and containing some good information. In reading the advertisements I found there are materials available to make the clerking and paper work easier and faster.

I joined the Missouri State Auctioneers Association a short time after I graduated, in 1955, from the Kansas City Auction School. We enjoy attending the association meetings and getting acquainted with all the other members. I feel the organization is no stronger than the members make it.

We are planning to attend the NAA Convention this coming year. Will see you there.

Yours truly,
Lee R. Toler & Wife
Independence, Mo.

* * * * *

Hi, Bernie:

Please find enclosed check in the amount of $500.00, completing our pledge of $1,000.00 for the building fund.

It was through the auction business that we were able to contribute and it is with both pleasure and pride in knowing this contribution will be used toward the betterment of the Auction Profession.

Will be looking forward to the 1971 Convention, in Lincoln, and to inspecting (along with a great many auctioneers and their lovely wives) our fine new National Headquarters.

Please let me take this opportunity to wish you and yours a Merry Christmas

and a Happy and Prosperous New Year.

Sincerely, your friend,
Bud Chapman
Seattle, Wash.

* * * * *

Dear Mr. Hart:

Attached please find check from the Missouri State Auctioneers Association which covers our pledge toward the construction of the National Headquarters. Hope we have a lot of Missouri boys at the National Convention next year, which, with the new building, should be exceptionally well attended.

With kindest regards,
Irv. Landolt, Secretary
Missouri State
Auctioneers Ass'n.
Defiance, Mo.

* * * * *

Dear Sir:

I graduated from the Superior School of Auctioneering July 17, 1970. It is really a great school. In August I joined the newly formed Louisiana Auctioneers Association. We are just beginning but hope to become one of the best in the nation in the near future.

I'm enclosing my check for $10.00 to join the National organization. I'm just hoping that I can help and some day be a successful auctioneer.

Thank you,
Bill Bailey
Jonesboro, La.

* * * * *

Hi, Bernie:

I would be grateful if you would change my address from Pompton Plains, N.J., to Venice, Fla. Just arrived here last week and I will be making application for membership in the Florida Auctioneers Association. Thanks for the information. I contacted Col. Dell and had a nice letter back from him.

All the best — keep chargin',
George F. Van Deree
Venice, Fla.

Col. John R. Fishdick, Eagle River, Wisconsin, passes along the following: "It is not always easy to apologize, to begin over, to admit error, to take advice, to be unselfish, to keep on trying, to be considerate, to think and then act, to profit by mistakes, to forgive and forget, to shoulder deserved blame, but it pays."

A Roosevelt Era Ends With A Public Auction

HYDE PARK, N. Y., — An auctioneer's gavel signaled the end of an era in this Hudson Valley community as furnishings from Mrs. Eleanor Roosevelt's Val - Kill cottage were offered at a public sale.

The cottage and 194 surrounding acres were sold earlier to a group of New York City physicians by John A. Roosevelt, the son of Franklin D. Roosevelt and Mrs. Roosevelt.

John Roosevelt was the last of the family to own property in Hyde Park, where the late President's father first bought land in 1867.

Named for a nearby stream, or "kill," the fieldstone cottage was the residence of Mrs. Roosevelt, an authoress and noted public figure in her own right, after the President died in 1945. There she entertained many American and foreign dignataries.

It is a few miles from the Roosevelt estate overlooking the Hudson River. The estate, where the President is buried, is now a national historic site.

Among the household items sold at the auction were pieces of Val-Kill furniture, a line of early American reproductions made in a shop Mrs. Roosevelt operated on the farm between 1926 and 1935.

The two-day sale took in about $33,500, according to auctioneer O. Rundle Gilbert. John Roosevelt did not attend but a son and a daughter represented the family.

The true measure of a man is not the number of servants he has, but the number of people he serves.

Learn Auctioneering
At Home

NELSON AUCTION SCHOOL
16800 Whitcomb
Detroit, Michigan 48235

Home Study Course $57.50
(With Recordings)
555 Auction Sayings 3.00

Residential Classes Begin SECOND MONDAY of April; and September EVERY YEAR! *Send for FREE BROCHURE.*

Nationally Recognized School



Antiques and Auctions

by Col. Lee Viningre

One evening not too long ago, I happened to walk in on a brisk conversation which seemed to center itself about auction sales in this area. I overheard one old gentleman from somewhere upstate say that this area, meaning the Tri County area, was not auction country. These are fighting words where I come from, but I just stood there and kept my big mouth shut, which is not an easy thing for me to do, and at the same time I was doing a lot of hard thinking. I have been in the auction business for a little while, and I sorta keep up on what's going on at the different auction sales around and I can tell you this, "WE ARE LIVING IN AUCTION COUNTRY!" During any given week in the spring, summer and fall, a person can find upwards of a dozen auction sales around, and all within a thirty mile radius of each other. This is better than one sale a day, which is not bad for an area that is not auction country. There is the Middletown Auction Pavilion, the Pine Bush Auction Hall, the Cuddebackville Auction, the Cuddebackville Landmark Auction Barn, Racines Auction Market, Restop Village Auction Market, the Napanoch Auction Market, and a few others just outside the thirty mile radius. There are some pretty darn good bid callers, (auctioneers) around these parts too. If you think I'm kidding just stop by the Middletown Auction Pavilion some night, and listen to young Wes LaBaugh, Jr. or Richard Larsen at the Pine Bush Auction Hall, or Ward Burlingame way up there in Callicoon, or the old master himself, Morris Weinstein. I work a few sales here and there during the year, but the one that gives me the biggest thrill is the Monday night sale held by Lyle and Alma Van Dyke at Racines Auction Barn on Rte. 209 in the town of Westbrookville. During the summer the sale starts at 6 P.M. and ends somewhere around 1 A.M. It is a general merchandise sale, and for seven hours I don't shut my mouth for five minutes at any given time. The merchandise just keeps rolling out, every seat is filled, and people are standing wherever there is room. The auction fever is definitely there with the auctioneer chanting his pitch, the ring men calling the bids up to him, and the runners delivering the merchandise to the buyers. One cannot help but feel the excitement of the auction when this sale reaches its peak, and reach a peak it does. Racines Auction Barn is probably the oldest auction barn around these parts, it has been a part of the Tri County Scene for more than forty years, and some of the buyers have been coming there that long. I feel a certain nostalgia when I climb up onto the podium to call this sale, and rightfully so. AUCTION means ACTION and if it's auction action you are looking for - come on out and see us at Racines some Monday night real soon. Hunt out the Ole Colonel, and let's have an eyeball visit. I would like to thank all the nice people I have met lately who tell me they read my column.

See you next week.

A REPRINT

Auction Salvages Items From Condemned Church

CHICAGO, ILL .— Old St. Mary Church died Sept. 30 after nearly 100 years on S. Wabash Street.

But, rather than just burying same and be done with it, they parceled it out, piece by piece, like a long-dead saint whose dusty bones are dug up by pious monks and handed out as blessed relics.

The altars, the statues, the pews, the towering stained-glass windows, it was all to go, from the carpeting on the floor, to the chandeliers on the ceiling.

"The terms are cash before you leave," auctioneer Terry Dunning said to his congregation of several hundred. "You can pay by check, if you have any money in the bank. Once I say it's sold, it's sold."

He stood in the center of the main altar on a portable set of steps, going through his selling spiel in a long, melodious, breathless song, like a priest with his Gregorian chant at high mass.

"Twenty-five, 25, 25, 25. Do I have $25 for this fine set of candle sticks? I have $30. Thirty, do I . . . "

The Catholic Paulist fathers bought the church at 9th and Wabash in 1872 from Congregationalists who built it two years before. It was only natural that they would name it St. Mary. Any town of any size with any Catholics has a St. Mary's.

"Now, how much am I bid for this fine old organ? A beautiful organ. Whats the opening bid? Do I have $500. Do I have $200 ? Do I have $100?"

The bidders are auction smart. They wait until he starts it out low and then cautiously they follow the bidding up and up, in increases of $10.

The 30-foot-tall, stained-glass windows went for less than $150 a piece. The price was cheap because you had to pay to have them removed and taken away.

The auctioneer worked from the front of the church to the back. The pews are big items at auctions: You can use the short ones in long hallways. They went for $30 a piece, the big ones went for less.

"The next item is that big cupboard in the back. Who will start the bidding on the big cupboard?"

"The big cupboard" was the confessional, two little closets with two little doors and a draped window inside, between them. You told your sins through the window to the dark shadow of the priest on the other side and when you came out you were forgiven.

"Thirty-five dollars! Oh no, you can do better than that for this fine tall cupboard. Think of the things you can do with it. $35. 35, 35. Thirty-five going once, twice. Last call. Gone."

—CHICAGO TRIBUNE

Record Cattle Auction Hits $3,378 Per Minute

Hereford feeder calves sold at the rate of $3,378 per minute in a record breaking auction held at the new auction facilities at the Kansas City stockyards. Billed as the largest one-breed, one-brand auction sale of commercial calves in history, the sale grossed $608,023 in just three hours time.

Consigned by Oppenheimer Industries, Inc., Kansas City, the 4,444 calves carrying the Gunsight Brand sold for an average of $38.50 per hundredweight. Topping the sale was one draft at $52.75 per hundredweight.

CHRISTMAS GIFTS

PROMOTE YOUR PROFESSION
WITH THIS
GAVEL TIE-TAC
OF DISTINCTION

Also worn as LAPEL BUTTON

Gold Plated
with Ruby
Sleeve Guard



ACTUAL
SIZE

Price $2.50 ea.
CLOSE-OUT $15.00 Doz.

MAIL CHECK OR MONEY ORDER TO
Col. Max Pollack
P.O. Box 9
Providence R. I. 02901

Messersmith To Address Ohio Auctioneer Group

The winter meeting of the Ohio Auctioneers Association will be held at the Christopher Inn, Columbus, Ohio, on January 9-10, 1971.

Saturday evening's program will consist of a Fun Auction with members each contributing one antique item for the sale. This will be followed by a Symposium covering three major areas of the auction profession. A Buffet and Social Hour will conclude the evening.

Sunday sessions will be devoted to the business of the Association with the Ladies Auxiliary having their own meeting at the same time. The Colonels and their wives will come together for the Noon Luncheon. Jim Messersmith, Jerome, Idaho, immediate past president of the National Auctioneers Association, will address the group immediately following.

Special recognition will be given to those who helped with the planning and execution of the 1st Ohio Auctioneers Championship Contest which was held in connection with the Ohio State Fair, last August. The top ten winners of the contest will be introduced at the Luncheon.

FORD GOOD, President

Three New Records Set In King Ranch Auction

Three major records fell by the wayside during the 19th Sale of Santa Gertrudis Bulls and Quarter Horses in Kingsville, Texas, October 16 as prices soared beyond the previous high gross and high average and the old top price paid for a Quarter Horse filly.

The high gross set this year on 19 Santa Gertrudis bulls was $217,700 which beat the previous high on 25 bulls set in 1959 of $217,250.

This year's new high average on the 19 animals also beat the 1959 average of $8,690 by $2,777. This year's record average was $11,467.

The top price for a Quarter Horse filly this year of $7,700 also surpassed the previous high of $7,200.

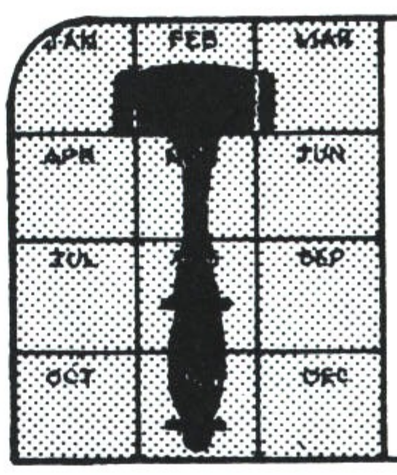
Top selling bull in this year's offering at the King Ranch was Chain No. 23, a 32-month-old bull, purchased by Mr. and Mrs. Garner Anthony of Clarendon Plantation, Burton, South Carolina. They paid $42,500 for the animal.

Frates Seelingson, president of Quien Sabe Ranch, purchased the second highest priced bull at $25,000.

Former Texas Governor John B. Connally purchased the third highest selling bull for $20,000.

Board Meeting

The mid-year meeting of the Board of Directors of the National Auctioneers Association has been set for December 28, 1970, at 9:00 A.M. The meeting will be held in Lincoln, Nebr. It is hoped that it can be held in the new NAA Headquarters Building, but if this is not possible the Board will meet at the Cornhusker Hotel.



Convention Dates

Dec. 5-6—Virginia Auctioneers Association, Sheraton Motor Inn, Fredericksburg.

Dec. 7—Tennessee Auctioneers Associatoin, Holiday Inn, North, Nashville

Dec. 13—Washington State Auctioneers Association, Pasco.

Jan. 9 - 10—Ohio Auctioneers Association, Christopher Inn, Columbus.

Jan. 15-16—Pennsylvania Auctioneers Association, Hershey Motor Lodge, Hershey.

Jan. 15—Michigan Auctioneers Association, Lansing

Jan. 17-18—Indiana Auctioneers Association, Atkinson Hotel, Indianapolis.

Apr. 4-5—Kentucky Auctioneers Association, Seelbach Hotel, Louisville.

May 2—Nebraska Auctioneers Association, Hotel Yancey, Grand Island.

June 11-12—South Dakota Auctioneers Association, Watertown.

July 22-24—N.A.A. National Convention, Cornhusker Hotel, Lincoln, Nebraska.

Across The Country

BY BERNARD HART



Thanksgiving will be in the past when you receive this issue of THE AUCTIONEER and the spirit of Christmas will be contagious throughout the land. However, we are going to share with you some thoughts that were given us by our sister publication of the Alberta Auctioneers Association.

"Thanksgiving can mean different things to many different people. For one thing, it is our only holiday of religious origin founded in our hemisphere, beginning, it is generally accepted, by the Pilgrims to express thanks for what was then not always a successful crossing of the Atlantic and a bountiful first harvest in their new homeland."

"Thanksgiving is always unique in that it is our only such annual event not as yet invaded, or even inundated by commercialism, as compared to Christmas with Santa Claus and gifts, Easter with a Bunny Rabbit and cards, Mother's Day with cards and flowers, even our own private birthdays."

"However some do seem to have more for which to be Thankful than others. We auctioneers are no doubt most grateful that our way of life remains relatively free of regimentation and regulation, of routine and time clocks. True, there can be frustrations, uncertainty, even insecurity, but as compensation there is reward for ingenuity, innovation and inventiveness, honesty and integrity."

"We are a part of the world's oldest crafts - and as it always has been, a craft of tremendous opportunity for those with the ability. We can also be thankful for the penalties, as well as the rewards. We know of no other profession where the inept are so quickly and efficiently eliminated. Mistakes by an auctioneer are neither buried nor go to jail. The victim is more often the auctioneer - truly a blessing for which we have every reason to be deeply Thankful."

And to these well written words I would like to add that the auction profession here in the United States includes those men who are so appreciative of the way of life that has been so good to them that they are delving into their own resources to build a shrine in honor of their profession. While all the funds have not yet been subscribed to complete payment in full for this enterprise there are few if any of those who have donated that would not duplicate what they have already given should it be necessary.

Now for some random bits from across the country. On September 15, Al and Terry Dunning sold the assets, including real estate, of the Kerber Packing Co., Elgin, Ill., for almost a million and a half dollars. How else could the sellers have derived so much cash with so little effort on their part? And the commission on a million and a half is more than many able bodied men earn in an entire year. Isn't it a great profession!

Pork prices have been far from favorable for the producers this fall, yet breeding stock has been selling at record prices in many cases. The breed auctions in connection with this year's National Barrow Show at Austin, Minn., were astounding. In the Hampshire sale, a boar sold for $10,500, a gilt for $3,300, with 16 boars and 15 gilts bringing a total of $82,900, or an average per head price of $2,674. Other breeds set records too, although we don't recall the figures. Could these prices have been achieved had they not been sold at auction by capable auctioneers? The breeders don't think so and that is why they sell their best at auction.

ALTERNATE ROUTE

"How come that prisoner escaped?" asked the police chief. "My order was to watch all the exits."

"We did," answered the guard. He must have slipped out through one of the entrances."



The Lighter Side...

QUALIFICATION

Dean of the school wouldn't allow the star player to play in the big game coming up on Saturday. The coach brought the player into the dean's office and cried, "Why don't you let him play Saturday? We need him!"

"I'll tell you why," snapped the dean. "This is supposed to be a school of learning. All he knows is sports, and I'll show you how ignorant he is." Then turning to the player he said: "Tell me, how much is 14 divided by two?"

"Five," came the answer.

With that the coach cried to the dean, "Aw, let him play. After all he only missed it by one."

WATER

The doctor diagnosed the master sergeant's illness as hydropsy.

"What's that?" queried the tough old soldier.

"Too much water in the body," explained the doctor.

The whiskey-drinking top kick was indignant, "I've never drunk a drop of water in all my life, doc!" He paused. Then sadly concluded, "Must have been that damn ice."

MAIL

A man received a letter appealing for funds. It was addressed to "Occupant". He sat right down and wrote out a check for $1,000 and mailed it back in the postpaid envelope which was enclosed.

The fund raisers were delighted to open the envelope and find a check for $1,000 until they noticed the signature, "Occupant".

GOLF

Two golfers were imbiding at the 19th hole and fell into conversation.

"The missus says she is going to leave me if I don't give up playing golf," one confided.

"Gosh, that's terrible," replied his companion.

"Yeah, I know. I'm going to miss her, too."

MISERY

Because her territory scored the highest points in an incentive contest, the office secretary was included on an incentive trip aboard a luxury liner. Second day out the ship ran into a storm, and she was overcome with seasickness as she was undressing in her cabin.

In a panic, she rushed into the corridor and hurried for the bathroom. It wasn't until she collided with an elderly gentleman, a dealer from Iowa who was equally miserable, that she realized that she didn't have a stitch of clothes on. Horrified she let out a shriek.

The suffering dealer looked at her wanly, "Don't let it bother you, miss," he groaned. "I'll never live to tell anybody."

SAFETY

"Now, Johnnie," explained his mother, "you can't have the heavy hammer to play with. You'll hit your fingers."

"Oh no I won't," said Johnnie. "George is going to hold the nails."

LECTURE

A man who was somewhat inebriated was picked up by police who suspected he might be the burglar for whom they were searching.

"What are you doing out on the streets at four o'clock in the mornng?" he was asked.

"Going to a lecture," he said.

"At 4 a.m.?" was the derisive snort. "You expect us to believe that?"

"You sure would," sighed the drunk, "if you knew my wife."

INGENUITY

One clever lady keeps her hat and coat draped across a living room chair all the time.

"It's for unexpected visitors," she explained. "When someone I don't care for drops in, I point to the hat and coat and say, 'What a shame — I'm just on my way out.' But if it's someone I enjoy, I can say, 'How lucky — I just got home in time.' "

HELP, HELP!

A customer in a busy restaurant called the waiter and complained of a fly in his soup.

The quick-witted waiter instantly pulled out a coin, flipped it, and said, "Call it, winner calls a vet while the loser gives him artificial respiration."

INEVITABLE

"Doctor I am particularly liable to seasickness," said the recruit. "Can you tell me what to do in case of an attack?"

"Don't worry," said the doctor, "You'll do it."

COMMUNICATIONS

The pastor announced that he planned to make some improvements in the church, starting with a chandelier. This brought opposition from the old timer in the back of the congregation.

When the priest asked why he opposed, the man explained:

"Well first, no one can spell it. So how are you going to order it? Second, no one can play it if we do get it. And third, what we really need around here is more light!"

Be An Auctioneer

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

FREE CATALOG!

Missouri Auction School

1600 GENESEE / KANSAS CITY, MO. 64102

NATIONAL AUCTION INSTITUTE

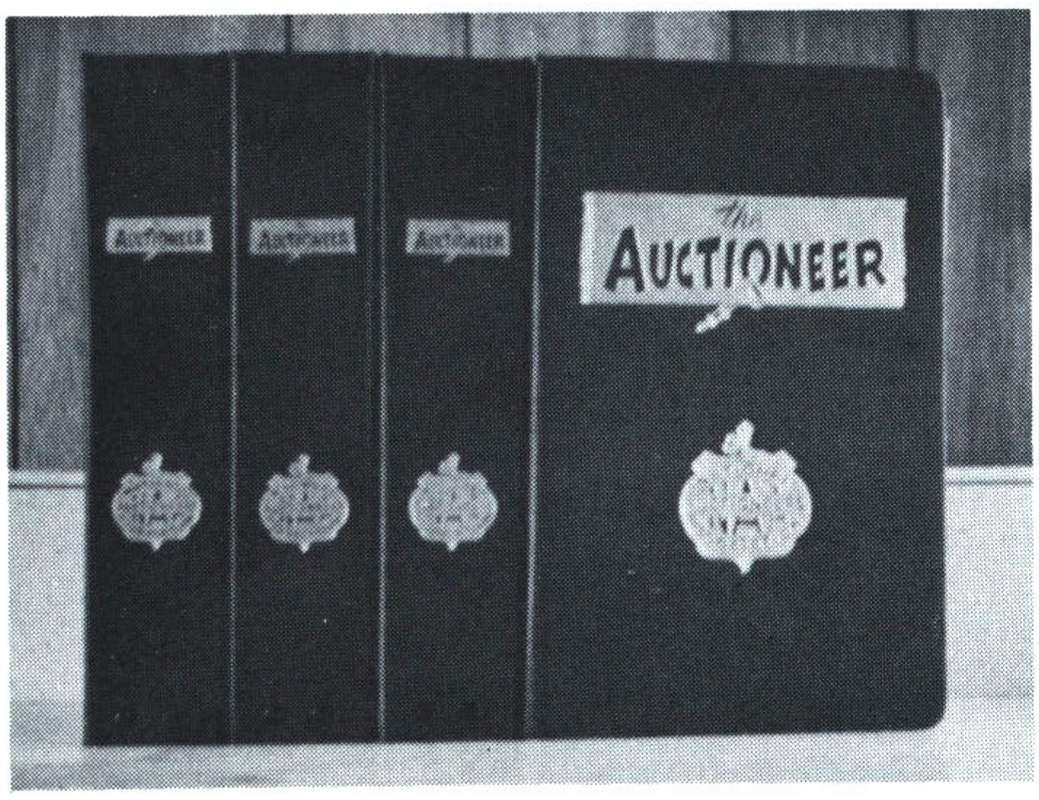
P.O. Drawer B
Bryan, Tex. 77801

The School of Distinction

Knotts

School Of Auctioneering and Public Speaking

Home Office 1163 Sec. Ave.
Gallipolis, Ohio **Phone 446-2917**



Now
A Binder For
"The Auctioneer"
$3.00 Postpaid

A beautiful maroon and gold binder that holds one year's issues of your favorite magazine, "The Auctioneer".

File and preserve your copies of your national trade journal. Attractive on your desk top or in your bookcase.

Send check or money order to:

THE AUCTIONEER

3277 Holdrege St. Lincoln, Nebr. 68503

AUCTION CLERKING SHEETS

Agreement Contracts

Settlement Contracts

Write for samples and prices

Burton Printing Co., Box 597, Hastings, Nebr. 68901



AUCTIONEER INFO GUIDE

34 pages of information all auctioneers should have re auction chants, fill-ins, descriptions, jokes, closing bids, methods, reasons, photos, office policies, forms, etc. Price, $2 50. FREE: Newest & best real estate & chattel contract samples included.

CLEM LONG, INC. 33 RIVERSIDE DR.
Dayton, Ohio 45405

REPPERT SCHOOL OF AUCTIONEERING

Tuition $200.00

For 3 Week Term

Also Home Study

Founded in 1921

Decatur, Indiana

Box 189 46733

BUSINESS CARDS

EMBOSSED



$6.00 per 1000
2 Color - **$8.00**

Either emblem $1.00 extra

CARDPRINT
701 Park Ave., Galion, Ohio 44833

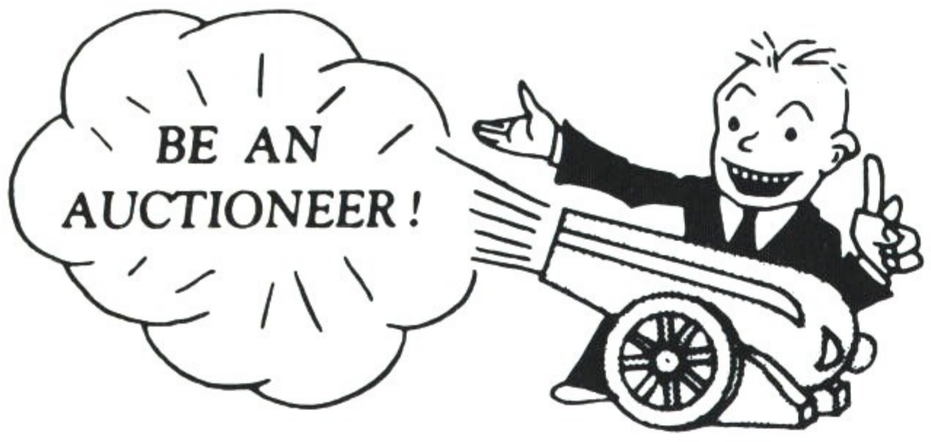
ROY WHEELER REALTY COMPANY

CHARLOTTESVILLE-VIRGINIA

401 EAST HIGH ST. ··· PHONE 296-4171

ZIP CODE 22901 AREA CODE 703

WRITE General Material & Brochures



ENROLL TODAY!

Being An Auctioneer Is An Honorable, Pleasant and Profitable Profession. No Capital Is Required.

* * * * *

WRITE FOR BROCHURE AND APPLICATION TODAY

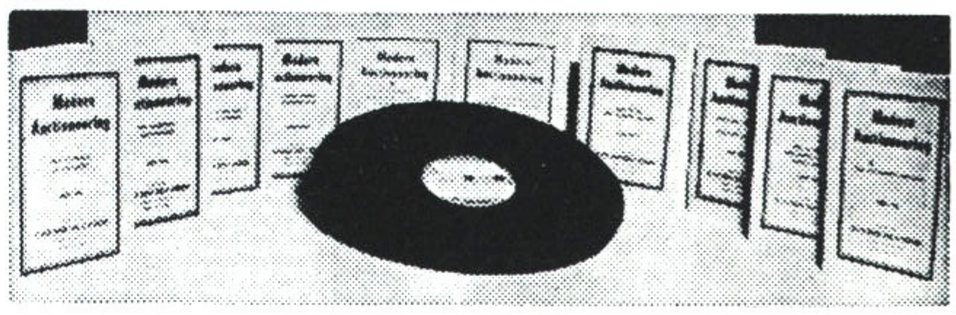
MENDENHALL
School of AUCTIONEERING

U.S. HWY 29 & 70 W (I-85) PHONE (AC-919) 888-7165)

HIGH POINT, NORTH CAROLINA

AUCTION COLLEGE

TERM OPENS SOON
FREE CATALOG
WORLD'S LARGEST SCHOOL
13,000 Graduates—Over 37 Years



HOME STUDY AUCTION LIBRARY & TRAINING RECORD
10 Books on All Phases of Auctioneering

REISCH AUCTION COLLEGE
Mason City, N. Iowa 50401

Where The Nation's Leading Auctioneers Teach You.



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 1¾x4½". This is an extremely fast, easy, and accurate combination clerking and cashiering 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 not 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, Pink & Card) . . .	$14.50
18,000 Tickets (1/3 White, Pink & Card) . . .	27.50
36,000 Tickets (1/3 White, Pink & Card) . . .	55.00

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 . . . . . $5.00 5,000 Wires $22.50

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

FINAL SETTLEMENT FORMS . . . Form FS-69

8½x11", 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. Auctioneer keeps original and seller keeps the copy.

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

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

8½x11", 50 sheets per pad. Space for buyer's number, name, address, phone number and other information.

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

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

8½x11", 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. Auctioneer signs that he received the items listed and seller signs that he has good title to all items and the right to sell. Auctioneer keeps the original and second copy and seller keeps a copy. Consignor receives second copy from auctioneer with his payment check. Space to list a number of items on each form.

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

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

8½x11", 50 sheets per pad. Space provided for general or detailed listing of items to be sold, sale date, time, location, expenses to be paid by seller, and other terms and conditions of sale. Seller signs that he has good title to all items and the right to sell and will have everything ready and available by Sale time. Original to auctioneer and copy to seller.

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

SAVE 50%

RETURN THIS COUPON WITH YOUR FIRST ORDER

and we will mail you 3,600 CT-12 "Clerk-Saver" Clerking Tickets, one pad of Buyer Registration Forms, one pad of Final Settlement Forms and 1,000 shirt pocket size Buyer Cards for only $10.

That's right—a $20 value for only $10. One to a customer please.

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



Missouri Auction School

Top Floor Livestock Exchange Building

1600 GENESEE / KANSAS CITY, MO. 64102

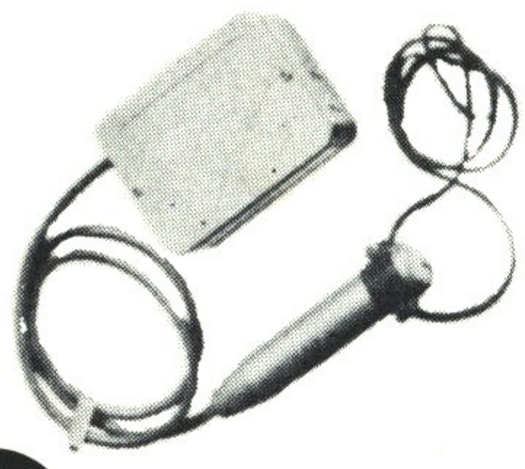


SM-3

For Speaking with One Hand Free

EDCOR Sensamike (SM-3)

Completely self-contained, hand-held, cordless. Ideal for situations where mike is handed back and forth.



SM-2

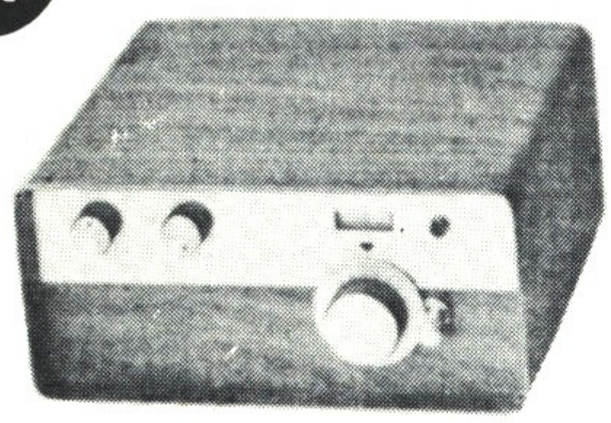
For Speaking with Both Hands Free

EDCOR Sensa-Minimike (SM-2)

Also self-contained, this worn-around-the-neck mike is ideal for auctioneers who must use both hands.

edcor

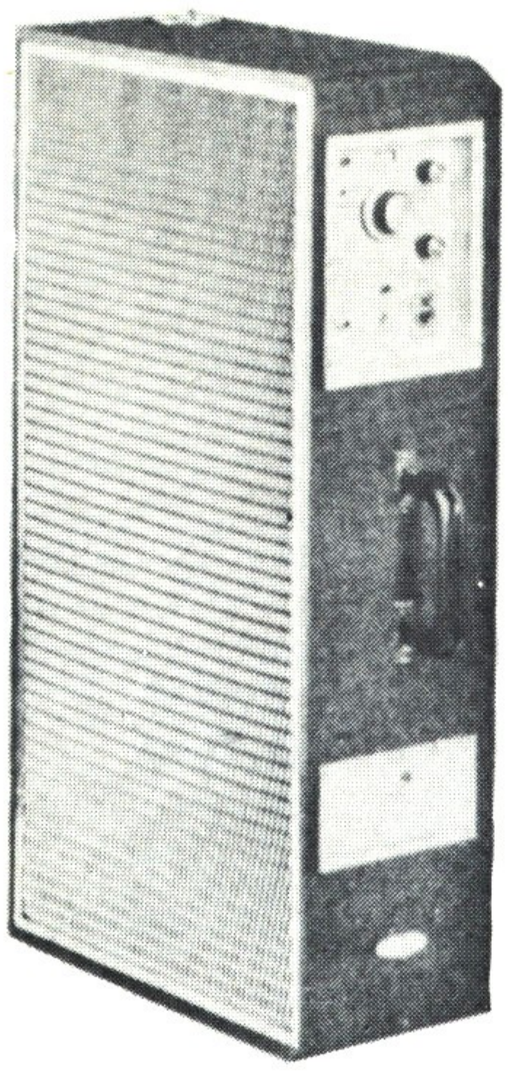
WIRELESS P.A.



Companion to the Sensamike

EDCOR Sensatuner (ST-2)

This fine FM tuner makes cordless Sensamike possible. Receives signals from Sensamike and conveys sound into any sound system.



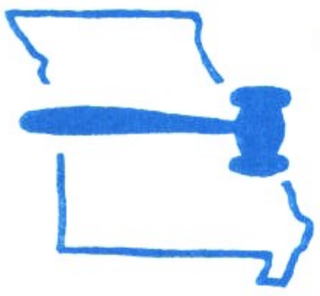
ST-2

Sound System for Large Audiences

EDCOR Sensatorium (SS-2)

Complete portable public address system with amazing clarity and volume for auditorium audiences. Excellent for indoor, outdoor use . . . large or small groups. Rugged leatherette-covered case.

SS-2



Order by Mail . . . Send Check or Money Order To:

Missouri Auction School

Top Floor Livestock Exchange Building

1600 GENESEE / KANSAS CITY, MO. 64102

We stock a complete line of Auctioneer's P. A. Equipment.
Write for FREE literature and prices.